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NEWSPAPER

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The International
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Newsweekly

CARTRIDGE TV PAGE 30

HOT 100 PAGE 58

TOP LP's PAGES 52, 56

Billboard

'BANGLA' POT BOILS

'One Price For All' Stirs Mass Users

By PAUL ACKERMAN

NEW YORK—A check of several key wholesalers revealed for the most part that they are harboring much concern over the "Bangla Desh" album distributed by Capitol, most of them claiming they could not merchandise it well under the terms of the deal. The price is \$10 to all, rackjobbers, dealers and one-stops, with no 2 percent discount and a 10 percent return. Dating is on a 30-60-90-day basis. Typical remarks are the following from wholesalers:

(Continued on page 61)

MGM's Chief In Music Snarl

LOS ANGELES—The subject of creative control over the music and visuals of a motion picture are underscored in a current embroglio between MGM Pictures president Jim Aubrey and producer Bruce Geller.

Geller is among a number of producers who have had their films reworked by Aubrey, pointing up the conceptual matter of who gets the final hand in an artistic endeavor—the creator or management. Geller is in favor of the creative person.

(Continued on page 13)

Quincy Returns To Clef Disks

By ELIOT TIEGEL

LOS ANGELES—After scoring 40 films during the past five years, Quincy Jones is "breaking away from films to get my soul together" and produce albums for Aretha Franklin and Ray Charles.

Jones has already met with Charles and hopes to begin recording his Tangerine LP within the next few weeks here. He will write and produce that LP, using musicians here and in New York.

(Continued on page 61)

Nashville Ups Sessions 33%

By BILL WILLIAMS

NASHVILLE—A record-shattering 184 recording and production companies paid for sessions here this year, and session totals amounted to 13,141.

This complete reversal of a national trend amounts to an increase of 33 percent over a year ago, and reflects the steady upward surge in the use of Nashville studios. The Billboard survey, taken annually, involved the co-operation of the record companies, the studios and AFM Local 257.

A survey of 1970 studio activity here (Billboard, Jan. 3) revealed 8,452 sessions conducted in 20 studios. Sessions in 1969 totaled 7,454 and in 1968, 5,500.

One of the significant factors in the upward climb is the fact that studio growth continues (new studios, expansion and modernization of existing ones, etc.), and that more than 2,000 of the sessions involved non-Nashville based artists or groups.

One studio, which did 300 sessions, had only one Nashville artist recording. All others were from Los Angeles and New York.

One of the most dramatic upswings was at the Jack Clement Studio. RCA also experienced a

(Continued on page 13)

Tape Sellers Aim 2 Legal Blows

By JOHN SIPPEL

SALT LAKE CITY—The important tape suit, Tape Head Inc. and R.A. Ridges Inc. vs. four major manufacturers (Billboard, Nov. 20) became a two-pronged action this week.

The plaintiffs filed a second cause for action Dec. 6 against an expanded group of defendants, which originally included RCA Corp., CBS Broadcasting System, ABC, Inc., and Ampex Corp., charging them with restraint of trade and violation of the Sherman Act, seeking \$3 million in damages. Other defendants added were: the National Broadcasting Co., ABC Records and ABC Record and Tape Sales Corp.

Judge Willis W. Ritter of U.S. District court here re-opened the case, when he declared the first cause for action in the litigation a class action. The judge further

stated that the first cause would be a number one priority on his docket and would probably be heard and decided before the end of January, 1972.

In the original complaint, the two plaintiffs, both local businessmen involved in tape sales, sought declaratory and injunctive relief in favor of the class and against the defendants, declaring the right of the class to legally acquire and sell pre-recorded tapes from any duplicators. They further sought to have the defendants and others in their class, including the named Harry Fox Agency, from interfering with the normal operation and conduct of their business of manufacturing, distributing or selling duplicated musical tapes on which tapes the manufacturers have complied with applicable

(Continued on page 61)

Happy Holidays

Music Show Pilot

By CLAUDE HALL

NEW YORK—Bell Records, a division of Columbia Pictures, is teaming up with Screen Gems again in another television music-comedy series similar to the vastly successful Partridge Family TV series. It is being developed for CBS-TV.

Larry Uttal, president of Bell Records, said that he expects the "same explosive music possibilities out of this new series as we had from the Partridge Family, but this new show is entirely different and the sound of the music featured in the series will be entirely different." He was in Los Angeles last week coordinating some of the details.

Fuller Produces

Title of the series will be "Bobby Jo and the Big Apple Goodtime Band." Jerry Fuller will produce the music used on the show and the subsequent records if a pilot, currently in production, becomes a series reality (this seems to be a foregone conclusion, based on the success of the Partridge Family; in fact, Paul Witt, who was associated with the Partridge Family TV series, will produce the new pilot and

(Continued on page 13)

Mexico Mulls Stronger '72

By ENRIQUE ORTIZ

MEXICO CITY—The Association Mexicana de Productores de Forogramas (AMPOFOM) has launched a campaign to boost record sales during the Christmas season. The campaign, being pushed in newspapers and on radio and television, focuses on the slogan: "Digalo con musica esta navidad; regale un disco," which liberally translated means "Say it with music this Christmas; buy someone a record."

Record sales in Mexico this year have been off and experts attribute the lagging sales to the same economic situation that is affecting

(Continued on page 13)



This week moves from 110 to 85 with a star.

(Advertisement)

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NCA Records and Tapes

EDITORIAL

Lest We Forget

The achievements of the late David Sarnoff in the field of communications were so broad, his scientific and industrial activities so varied, that one is apt to overlook one detail of the total canvas.

Let us not forget that it was during the tenure of the late Honorary Chairman of RCA that the company contributed so much to the art and science of the phonograph record.

He was named Commercial Manager of the new company in 1919, General Manager in 1921 and Vice President in 1922. In the following years the recording subsidiary of the company played a vital part in advancing the technological and engineering processes of recording, while at the same time building a catalog and artist roster which can only be regarded as a national and world treasure.

The classical world of the Red Seal label, the old Bluebird line, RCA's activities in the blues, jazz, country and folk areas, and its contributions over the years in the field of pop or contemporary music, all attest to the grand, cultural scope of material in the company's archives.

We in the record business should be particularly aware of this phase of the career of the man who died Dec. 12 at the age of 80, and was brought to this country from Minsk, Russia in 1900. He typified the American Dream.

'Carole King Music' First Ode 'Q' Disk Via Sansui

LOS ANGELES—Ode has used the Sansui matrix synthesizer to create its first quadasonic album. The LP is "Carole King Music" which has already been issued in regulation 2-channel, stereo and has been remixed in 4-channel sound.

Producer Lou Adler was listen-

GOSPEL BOOK

Heilbut Pens Needed Black Gospel Tome

"The Gospel Sound" by Tony Heilbut (Simon & Schuster, \$7.95). Heilbut speaks from within and from a genuine love of the music that he says is a "cultural form as imposing as jazz and a life style as peculiarly native as the hippie's." He also points out that America has "nurtured unacknowledged" the black gospel form which has given rock all its "most resilient features."

The major gospel artists and quartets—Marion Williams, James Cleveland, Mahalia Jackson, Alex Bradford (over 800,000 LP's of his "Peace Be Still" sold exclusively to the black market), Dixie Hummingbirds, Blind Boys, Clouds of Joy, etc.—provide the public portrait via Heilbut's economical, informative prose. There's also material on the crossover, gospel into pop artists, such as Aretha Franklin and the late Sam Cooke, who is termed the "greatest sex symbol in gospel history."

Other Side

But Heilbut also turns up the underside of the black gospel word when he comments "year after year, the gospel highway seems both the toughest and most dangerous route in show business." For most, gospel pays like "unskilled labor," asserted Heilbut, and a group singer is "lucky to earn \$6,000 on the road."

Heilbut's appraisal of the form is comprehensive, hard times and all. The book is written to give wide appeal to what is mistakenly thought of as a minority taste but there is no writing down for commercial appeal. The world of black gospel has long needed a book like this. IAN DOVE

For More Late News See Page 62

Grammy Votes In First Round

NEW YORK—Nominating for the 14th Annual Grammy Awards begins this week as voting members of NARAS receive first round general membership ballots and Eligibility Lists. The Lists, from which members will nominate, contain over 3,000 entries in 39 performance and composition categories, covering fields such as pop, country, rhythm & blues, classical, jazz, spoken and documentary, etc. In addition, craft nominations in five other categories are being made separately by special committees of arrangers, engineers, art directors and annotators in all Record Academy chapters. Deadline for receipt of the general membership ballots by Haskins & Sells, Los Angeles, is Jan. 4. As in previous years, Record Academy members participating in the general ballot will be limited in the number of fields in which they may nominate, and again have been remained to base their selections solely upon artistic and technical excellence.

The nominations will be announced by the Record Academy on Jan. 31, and will be followed by a second round of voting to select the winners. In this second round, the entire voting membership will be offered opportunities to vote in the craft categories as well.

Atco Purchases Gatur Master

NEW YORK — Atco Records has bought a master, Gold Bear by the Gatur from Ullis Gaines, head of the New Orleans-based Gatur Records. The deal was negotiated by Atlantic's a&r director, Mark Meyerson.

Randy Richards Visualizes Ambitious Birmingham Plan

BIRMINGHAM, Ala.—Artist-producer Randy Richards has brought together leading musicians, engineers and other producers to form the nucleus for his New London Recording studio in suburban Homewood here.

This is phase one, he says, of what promises to be one of the most complete recording complexes in the world. As of now, in addition to the studio, he has a publishing company and a production firm. He intends in the near future to house such things

Bratnober Firming Up UA Branches' Sales Training

LOS ANGELES—United Artists Records has established a national sales training program. The program will be directed by Charles Bratnober, who has had 20 years in record sales with Capitol and UA. He will start by preparing a training manual and touring all branches of the company's distribution arm, UDC.

This sales training program is

aimed at developing a uniformly effective selling force for UA distribution and enabling key management posts to be filled by promotion from within, according to UA president Mike Stewart.

'Desiderata' Hits Globally

NEW YORK — Warner Bros. Records has prepared promotional copies of Les Crane's "Desiderata" single for use on Spanish-language radio stations. The single (in the original English version) has been riding high on the charts for many weeks, and Warner Bros. director of sales Ed Rosenblatt said that Warners is prepared to release a Spanish consumer version if needed.

Warner Bros. manager of foreign licenses, Tom Ruffine, stated that "Desiderata" has been released by licensees in Holland, Germany, Japan and South Africa. (Continued on page 62)

Biograph Releases Col Vintage LP's

NEW YORK—Archive material by the Boswell Sisters, Benny Goodman, Jack Teagarden, Bunny Berigan and Tommy and Jimmy Dorsey will be released on four albums by Biograph Records. The material comes from the Columbia Records vaults via a previous agreement between the two companies.

Albums are titled "The Great Soloists 1930-'33" and "1929-'36." "The Boswell Sisters, 1932-'34", and "Papa Celestina's Original Tuxedo Jazz Orchestra, 1926-'28."

Biograph will also release in Feb. 1972 "Broadway Rhythms" which includes a "No, No Nanette" medley from an original piano roll played by composer Vincent Youmans, with the rest of the album containing original piano rolls taken from Ruby Keeler film material.

Industry Asks Improved Quality

CHICAGO—Jukebox programmers are asking for more attention to quality control of singles following reports of a problem centered primarily in the Midwest of records not tracking properly on boxes. Managers of one-stops said the problem of faulty pressings is growing and is shared by all labels.

Focus was on The Hillside Singers' "I'd Like to Teach the World to Sing (in Perfect Harmony)," which is causing no problems in Eastern and Western Markets, a continuing spot check showed. Label executives moved quickly to investigate the isolated problem.

Midwest one-stop managers could not pinpoint the problem to any certain brand of jukebox. No retail complaints were ever found. Radio action on two versions of the song is intense, they said.

Both major title strip companies said strips sales on the Hillside version were leading those for the version by The New Seekers. (Continued on page 33)

Bell Records U.K. Change

NEW YORK—Bell Records will become an independent operation in England, as of Jan. 1, reports Bell President Larry Uttal. As before, EMI will press and distribute the U.S.-based label. "But, from now on the British venture will be wholly an independent operation instead of just a licensing deal," Uttal said. Dick Leahy is head of British Bell. Bell was released through a licensing deal with EMI.

Ja-Ma Music Files Webb Countersuit

LOS ANGELES—Ja-Ma Music has filed a countersuit against composer Jimmy Webb in Superior Court here. One of the charges in the countersuit is that Motown's Jobete Music claims Webb's song, "Honey Come Back," on the basis of a 1965 document that was allegedly forged.

Webb's original suit sought 10 percent royalties on \$285,771 earnings of his material published by Madelon Baker's Ja-Ma firm. Ja-Ma admits paying Webb \$108,622 but argued in the countersuit that it owes Webb's Canopy Music no further sums until the Jobete claim to some of the songs involved is settled in court.

Ja-Ma also claimed in its countersuit that Webb and Canopy Music breached the contract with Madelon Baker's firm by failing to deliver an agreed-upon album with Webb singing six of his Ja-Ma songs plus at least six additional recordings of Webb material by other artists. Ja-Ma is being represented in the case by Robert Hirschman of Schlesinger, Hirschman & Dave.

Memphis Musicians' Local Elects Bill Taylor President

MEMPHIS—Bob Taylor, long-time vice president and business agent of American Federation of Musicians Local 71 here, has been elected president.

In an overwhelming victory, Taylor defeated veteran Andy Ledbetter, who had been president for the past eight years. The campaign had taken on the air of a political race, with campaign posters placed in the various studios here, and an intensified letter solicitation.

Ledbetter had served in the post as a part-time president over the past decade, working full-time as an employee of the Post Office and as a part-time musician.

Taylor, a session musician, will now turn the job into a full-time position. Whether he will remain business agent is not known at this time.

Jamison Brant was elected vice president. Three board members were named: Gordy Reinhart (incumbent), Robert H. Garner and

B.B. Cunningham, Jr. Bill Slais was elected national delegate.

Hilbert Graves remains secretary of the union for another year. The local here has 870 members, nearly 500 of whom voted.

Theile Drops Jazz Name

NEW YORK — Flying Dutchman president Bob Theile is phasing out the word, jazz, from his label—because of the "negative response" the word generates on a distributor, dealer and industry level.

Says Theile: "That word turns people off. There's definitely a negative response to it in the business. The dealer shies away from it. . . . A jazz record, why should I inventory it is his reaction."

Theile is substituting "contemporary music" for jazz on his release sheets and disk jockey information.

as film and videotape studios, and at least three recording studios.

House Band

Richards has brought in Rick Heenan as chief engineer, and two of his studio musicians are Michael Toles and Terry Gilbert. Warner Bros. will administer the publishing branch, Fresh Music.

Other musicians now working here, and with strong track records, include David Weatherspoon, Edward Lester and Johnny Taylor. Marvel Thomas, son of Rufus Thomas, now has joined the group.

Presently Richards, who is president of all three companies, is doing independent production work and leasing masters, doing custom work through the studio, and exploiting the large Fresh catalog. Some of the musicians also write, and some produce or co-produce. Considerable jingle work is being done for agencies.

The 57x27-foot studio, with 16-foot ceilings, has a large (24x24) control room, with a new console, a 16-track 3-M with quadasonic equipment.

Richards has purchased a 30-square-mile ranch 20 minutes from the Birmingham airport and a similar distance from the current studio. He calls it an "entertainers' paradise." It contains, among other things, a natural amphitheater. (Continued on page 62)

Covay's Brother Debuts Single

NEW YORK — Don Covay's brother, Leroy Randolph, has his debut single, "The Tender Trap" released by Spring Records. The label is distributed by Polydor.

Randolph wrote the single and will produce and record for Spring.

'Jesus Christ, Superstar' Legal Pattern

NEW YORK — A pattern is emerging from numerous court decisions that has established and re-established the rights of the plaintiffs, the Robert Stigwood Organization and MCA to "Jesus Christ, Superstar."

A decision handed down by Federal Judge Robert Morgan in the Peoria Federal Court, established that defendants Mid-America Rock Organization and Hank Skinner

could not put on a scheduled version of "Jesus Christ, Superstar," and also that the local auditorium, Exposition Gardens, was prohibited from housing the production.

In addition to enjoining defendants from putting on production of "Jesus Christ, Superstar," the courts have also ruled in favor of Stigwood so that alleged pirate companies are restricted in their

advertising to the extent that they may not use identification of such concert performances with "JC-SS" billing. Despite the court ruling, some promoters and producers are flouting this restriction.

The Stigwood Organization has won injunctions in a vast majority of the cases. In only a few instances, Stigwood has not been favored, reportedly due to their late notification, and their subsequent inability to file a brief in time to enjoin the show. The one exception was in Milwaukee, where the Federal Court refused to grant an injunction because of doubts that the Stigwood Organization could win on merits of the case. The more recent Peoria decision (Milwaukee is in the same judicial district as Peoria) indicated a lack of authority in the earlier (Milwaukee) opinion.

Federal Court in Los Angeles and New York has also delineated when and how "Superstar" music can be used and performed by unlicensed concert promoters. Unlicensed promoters have thus far depended upon their ASCAP license for protection in the performance of material from the rock opera. Where no ASCAP license is held, the promoters are without legal recourse. ASCAP has now withdrawn the "JC-SS" music from its blanket license—a restriction that is now being challenged in the courts.

Nashville AFM Chief Honored by Industry

NASHVILLE—George Cooper Jr., for 35 years president of American Federation of Musicians local 257 here, was honored by more than 200 members of the music industry here from both sides of the bargaining table.

In the unprecedented action, Cooper received two citations: one from the recording industry of Nashville, another from the local chapter of National Academy of Recording Arts and Sciences (NARAS), which put on the program.

Among those on hand for the event at the Sheraton was Hal Davis, international president of the American Federation of Musicians. It was he who helped make the event a complete surprise to Cooper, who was ushered into the banquet room to a standing ovation.

Columbia Records executive Frank Jones, president of Nashville NARAS, welcomes Cooper to the function as he was escorted to the rostrum by Johnny DeGeorge, union official, and Davis. Over the rostrum was a huge sign which read "Thank You, George."

Billboard's Bill Williams, NARAS vice president and master of ceremonies, did a chronological story of Cooper's life and career, and introduced subsequent guests who alternately praised and toasted him.

A feature of the evening was a special song, written for the occasion by Bob Tubert, and sung by the Four Guys of the "Grand Ole Opry."

Among the speakers were: Joe

Talbot, owner of a record pressing plant, who presented the Gold Records plaque on behalf of the industry; Chet Atkins, RCA vice president, who recalled his days as a musician with Cooper, and urged the union president to sign his time card as he left; AFM president Irving Waugh, who talked of tough bargaining, and said Cooper was "tough when he had to be, cool when he had to be, volatile when he had to be," but one who was always willing to innovate and listen; Tree International president Jack Stapp, who relived some of the past, particularly when Nashville was feeding

(Continued on page 6)

AMRA's Royalty Planning Hikes & Hastens Payoff

NEW YORK—The American Mechanical Rights Association has begun the direct distribution of foreign mechanical royalties to its publisher and writer members.

As a result of a reciprocal agreement with OEMA, the West German performing and mechanical rights society, foreign mechanical income due to AMRA members is now collected at the source by each local society in countries throughout the world, remitted to OEMA where statements are prepared for the individual publisher and writer and forwarded to AMRA for distribution to its members.

Identification of the works controlled by AMRA members (even those where lyrics have been translated into a foreign language) is achieved through the close cooperation of affiliated societies around the world.

Quickens Collections

According to Rosalie W. Miller, executive director of AMRA, this service, which is available to each

(Continued on page 8)

Black Radio Increasing Social Awareness Through Exposure

By BOB GLASSENBERG

NEW YORK—In recent months there has been a vast increase in the amount of black awareness product and radio programming aimed at the black audience.

Albums from such black leaders as Gil Scott Heron, Dick Gregory, the Last Poets, Nikki Giovanni, Melvin Van Peebles, Wanda Robinson, Curtis Mayfield and Malcolm X to name a few, have been continual sellers throughout black communities.

One of the major reasons for the increase in product sales seems to be the continually growing pride which these leaders are instilling into their fellow men. Radio stations such as WLIB-FM, and WWRL, New York; WDAS-FM, Philadelphia; WVON, Chicago, and WDIA, Memphis; WJLB, Detroit; KYOK, Houston; KDKO, Denver, and WOL, Washington, as well as stations in other urban areas with a high concentration of blacks, are contributing to this expansion not only through relevant music programming, but also through their concepts of public service announcements and editorials.

Singles such as "Inner City Blues," by Marvin Gaye, the Chi-Lites "(For God's Sake) Give More Power to the People," and "Determination," by the Ebony's are a few examples of AM radio tunes which help to reinforce black awareness.

James Brown has also been a leader in this regard for many years; and the Staple Singers with their million selling "Respect Yourself," have greatly increased the awareness not only of blacks, but of all young music listeners.

Sinclair Freedom Rally Stars Lennon and Ono

ANN ARBOR, Mich.—John Lennon, Yoko and Friends were the featured artists at the John Sinclair Freedom Rally, held at Chrysler Hall here Friday (10). The hall, which holds 15,000, was sold out in one day without any paid advertising for the event.

Lennon and Ono were contacted for the benefit by Jerry Rubin, who helped put the event together. Lennon and Ono also arranged to film and record the affair, which began at 7 p.m. and lasted until the early morning.

Other artists on the bill include Phil Ochs, the Up, Archie Shepp with the Contemporary Jazz Quintet, an ensemble from Detroit; Stevie Wonder; David Peel, Joy of Cooking plus Commander Cody. Producer and promoter of the event was Peter Andrews, who,

with his assistants, Bill Belian and Cholly Bassolinem, staged the evening on behalf of the Friends of the Rainbow People, a student organization representing the Rainbow People's Party.

Speakers included Luni Sinclair, Bobby Seale, Allen Ginsburg, Marge Tobanken, Jerry Ruben, Sheila Murphy, Ed Sanders, Renie Davis, Johnny Lee Tillman, Father James Groppi, plus a tape phone call to John Sinclair from with William Kuntzler and a prison.

John Sinclair was the leader of the Rainbow People's party before he was incarcerated in a Michigan Prison for 10 years following conviction for possession of marijuana. Tickets for the benefit were \$3, all proceeds going to the free John Sinclair movement.

FILM REVIEW

Twiggy's Film Debut Sparks Whole 'Boy Friend' Cast

"The Boy Friend," which first introduced Julie Andrews to Broadway, now reintroduces Twiggy, the trend-setting model of the Sixties, to the film screen. The elaborate Ken Russell production is an outstanding showcase for the star to display her newly exposed talent. She sparkles like the Fourth of July.

Appearing in what seems to be scores of costume changes, and looking just as beautiful in each, she sings, dances and acts with a delightful flair. The other members of the cast turn in equally enjoyable performances, but special mention must be made of the exuberant dancing of Antonia Ellis and Tommy Tune, and leading man Christopher Gable.

Ken Russell, who produced and directed, also wrote the screenplay and, of necessity for the screen, added minor sub-plots involving members of the cast offstage dur-

ing a production of the show. The Sandy Wilson score, with the exception of two numbers (which do appear on the MGM soundtrack album, however) is an effervescent

(Continued on page 62)

3 Dog Night Grosses \$5 Mil In '71 Tours

NEW YORK—Three Dog Night played to 943,309 and a \$5,012,345 gross on the concert trail in 1971. According to Rob Foster Associates, the group's management firm, the \$5-million plus figure does not include earnings from record sales, publishing and other royalties and various interests. The concert audience total for '71 tops the figure for last year, 814,292, although its represents performances in only 10 months. Three Dog Night stayed home in September to complete their album, "Harmony," for ABC/Dunhill Records and is vacationing in December.

According to Foster, the group has already been set to appear in 22 outdoor stadiums next summer, an 11-week tour which will almost guarantee an aggregate one million in attendance in itself. The tour is scheduled to start June 16, 1972, and will conclude Aug. 27.

Meantime, the group has been set to appear in the Rose Bowl Parade on Jan. 1.

LEGAL NOTICE

NOTICE OF CLASS ACTION OF DISTRIBUTORS AND RETAILERS OF MUSICAL MAGNETIC TAPES

Pursuant to the Order of Willis W. Ritter, Chief Judge, United States District Court, District of Utah, entered December 15, 1971, notice is given that an action for declaratory judgment and injunctive relief pending in the above stated Court, entitled Tape Head Company, Inc., et al., vs. RCA Corporation, et al., C-255-71, is constituted and being maintained as a class action under the provisions of Rule 23(b) (2), F.R.C.P., with said class comprised of the Plaintiffs, Tape Head Company, Inc., a retailer, and R. A. Ridges Distributing Co., Inc., a distributor or wholesaler, and all other persons similarly situated, namely:

"Distributors (wholesalers) and retailers of duplicated musical magnetic tapes, that being magnetic tapes reproducing musical compositions and sounds originally recorded by others and copied by manufacturing duplicators by the use of electronic recording equipment, on which said duplicated tapes the musical composition royalty payments are being made to the musical composition copyright owners pursuant to applicable Copyright Laws of the United States and which duplicated tapes bear the label of a manufacturing duplicator or other label that is distinguished from the label of the original recorder or distributor."

Notice is further given that the issue of the first cause of action in which this class action is presently being maintained is for declaratory and injunctive relief in favor of the class and against the Defendants, RCA Corporation, Columbia Broadcasting System, Inc., American Broadcasting Companies, Inc., Ampex Corporation, National Broadcasting Company, Inc., ABC Records, Inc., and ABC Record and Tape Sales Corp., declaring the right of the class to legally acquire and sell duplicated musical magnetic tapes from manufacturing duplicators and enjoining the named Defendants, their agents, and others in active concert therewith, from interfering with the normal operation and conduct of the business of the class, including but not limited to the threatening, instituting or prosecuting of legal actions in state courts under unfair competition or misappropriation of property theories relating to the manufacturing, distributing or selling of duplicated musical magnetic tapes on which tapes the manufacturers or distributors have complied with applicable Copyright Laws of the United States and said tapes are labeled in a manner distinguished from the original recorder or manufacturer.

Notice is further given that all members of the class may obtain further information concerning the details of this action, or may express any views relating thereto, by inquiry to or addressing A. Bob Jordan, Esq., Rogers, Travis and Jordan, 510 City National Bank Tower, Oklahoma City, Oklahoma 73102, an attorney for the Plaintiffs and class.

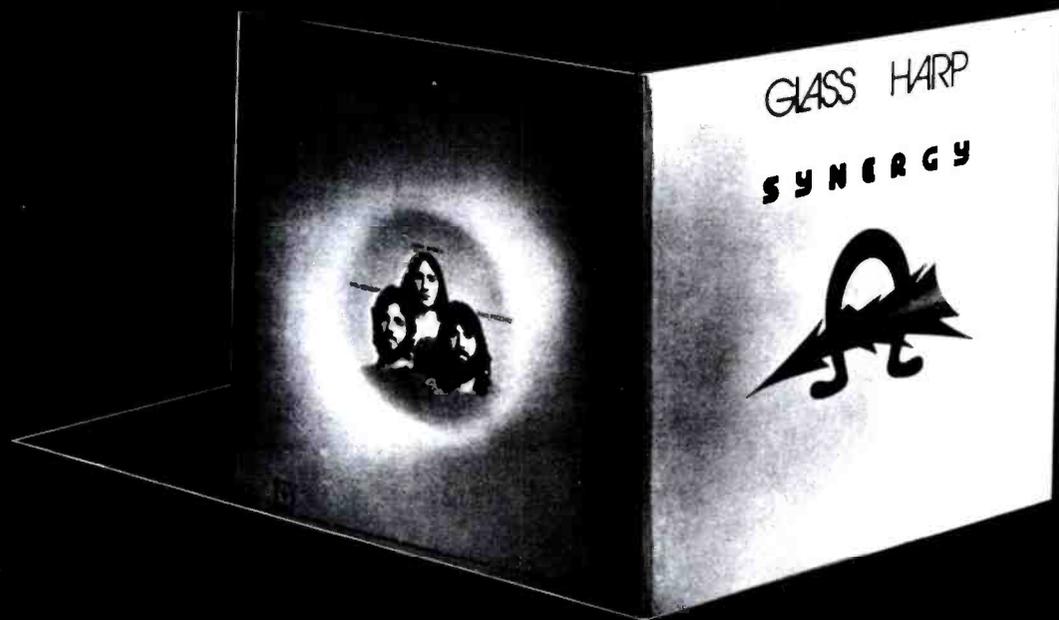
Approved December 15, 1971, by Order of the Court, Willis W. Ritter, Chief Judge.

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Glass Harp Synergy Just Always

A New Sound



On Decca Records and Tapes

This One



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Vol. 83 No. 52

'Major Radio Ignores GFR'—Knight

NEW YORK—Despite a certified million selling album, "E Pluribus Funk," a previous track record of gold albums, and sellout tours throughout the country, major radio markets still ignore Grand Funk Railroad, asserted Terry Knight, the group's manager-producer.

Knight said, "We are virtually devoid of airplay in major markets. Airplay on the group's albums comes from the small, ordinary, less-than-medium stations . . . stations that the major markets snicker at."

Knight claimed "scant airplay" in New York, Chicago, Detroit, Cleveland, and Los Angeles. "The top 10 markets are virtually devoid of Grand Funk. Why don't programmers in these major markets—all of which, incidentally, Grand Funk has appeared—realize that without the hits they either change their format or go off the air?" he said.

Knight also stated that Grand Funk's album cut "People, Let's Stop the War" has been denied AM airplay because the word, "bitch," is included in the lyric.

"At the same time these stations

are programming 'Shaft' and 'Sex Machine.' There's even a Rolling Stones' cut called 'Bitch.' This kind of standard contributes to the kind of soft business we've been experiencing lately," commented Knight.

Executive Turntable

John Jossey, sales and promotion vice president of Capitol Records, has been appointed vice president of commercial development of Merco Enterprises, a rack-jobbing and retailing subsidiary of Capitol Industries.



LOURIE

TRIPPETT

DOBBIS

KLINE

Charles Lourie named associate director, merchandising, Epic/Columbia custom labels. Lourie, who joined Columbia as manager, contemporary artists relations, was formerly merchandising manager, Epic/Columbia custom labels. Lee Trippett named product manager, Epic/Columbia custom labels. With Epic for eight years, Mrs. Trippett will relocate in Los Angeles. She was previously the New York-based manager, merchandising services for the labels. Rick Dobbis named associate product manager for the labels. He was formerly assistant manager, college promotion, CBS.

Dick Kline named national pop promotion director, Atlantic Records. He was previously assistant to Jerry Greenberg and was national pop promotion manager for Cotillion. He will now be in charge of promotion for Atlantic, Atco, Cotillion and Asylum. Vince Faraci named Atlantic's national pop promotion director, custom labels. He was formerly head of pop promotion for Cotillion.



FARACI

RILEY

LARKHAM

Al Riley named national promotion director, Chess Janus Records. He joined Janus as r&b promotion director becoming involved with Chess when the two labels merged. He was previously associated with Liberty and its affiliate labels, Minit, Blue Note and Solid State Records. . . . Eddie V. Deane named professional manager, Burlington and Felsted Music, London Records-affiliated publishing firms. He was previously associated with MGM, RCA and United Artists' publishing operations.

Phil Kahl named vice president, general professional manager, Big Seven Music Corp. publishing. He was previously with Edwin H. Morris, Diamond Records, and was one of the original stockholders in Roulette Records. . . . Jazz musician, Eddie Harris joins Herman Edel Associates, commercials music company. . . . Mike Martineau named head of Premier Talent's concert division. Before rejoining Premier, Martineau headed up the concert division of the American Program Bureau, Boston. . . . Janice Coughlin, formerly editor of Jazz & Pop, named editor, Planet magazine. . . . Janet Labat, French writer, composer and performer, joins Herman Edel Associates to work on music for radio and TV commercials. . . . M. Peter Keane and Raymond D. Griffiths named Eastern and Western regional zone managers, respectively for professional product sales of the Cartrivision video tape cartridge system. Keane joins from Sony and Griffiths comes from CBS ETR.

David Larkham, former art director of Dick James Music, has relocated from London to Los Angeles and is heading Teepee Graphics, a new division of Totem Pole Productions. Larkham designed all the Elton John album covers and many other jackets for the Dick James Organization.

Gerhard Augustin has joined UA Records' a&r department after two years as assistant managing director of UA's German office. Augustin was one of Germany's first rock disk jockeys and video hosts. . . . Dillard Crume has been named product development manager of Specialty Records. He is a veteran gospel and soul musician who produced the new Soul Stirrers album for Chess. . . . Les Turpin, former WCBS-FM program director, is now special projects director of Neighborhood Records. Denny Zeitler is the label's new national promotion director and Diane Desmond will be his assistant.

(Continued on page 62)

Nash. AFM Chief

• Continued from page 4

network radio shows and Cooper put together the orchestras.

Davis had helped keep the big industry secret from Cooper by calling him for a "business meeting" at the Sheraton. Cooper, in response to the accolades, said he was "dumbfounded."

"I came down here for a fight, and this is what I get," he concluded.

In addition to members of his family being present, the cream of the industry was on hand, representing all areas of music. It may have been the first time a union president has ever been so honored.

Memo: Warner Bros. Records Inc.

To: All Radio Stations of America

From: Ron Saul

Subject: 1971 Singers on Warner/Reprise (Where They Belonged)



We would sincerely like to thank you for helping make our greatest year to date. And especially for:

“Truckin” Grateful Dead... “Under My Wheels” Alice Cooper... “Wild Night” Van Morrison... “Desiderata” Les Crane... “Charity Ball” Fanny... “Long Ago and Far Away” James Taylor... “One Tin Soldier” Coven... “Wedding Song” Paul Stookey... “Boogie-Woogie on King of Rock N’ Roll” John Baldry... “Summer Side of Life” Gordon Lightfoot... “Song is Love” Mary Travers... “Talking in Your Sleep” Gordon Lightfoot... “Follow Me” Mary Travers... “Call Me Up in Dreamland” Van Morrison... “You’ve Got a Friend” James Taylor... “Someone Who Cares” Kenny Rogers & The First Edition... “Your Love” Charles Wright & The Watts... “When You Dance” Neil Young... “Blue Money” Van Morrison... “Sanctuary” Dion... “Bang A Gong” T. Rex... “Eighteen” Alice Cooper... “Country Road” James Taylor... “If You Could Read My Mind” Gordon Lightfoot... “Paranoid” Black Sabbath... “Only Love Can Break Your Heart” Neil Young... “Iron Man” Black Sabbath... “When I Meet Them” Seals & Croft... “Green Power” Little Richard... “Dolly Dagger” Jimi Hendrix... “I’ll Take You Back” Cool Sounds... “Long Promised Road” Beach Boys... “Morning Much Better” Labelle... “Eagle Rock” Daddy Cool... “Stay With Me” Faces... “Love is Life” Earth, Wind & Fire...

Ham and Broderick Unite

NEW YORK—Al Ham, president of Al Ham Productions, Inc., and Dick Broderick, head of Tara International, are teaming on a number of international projects. Ham is on the charts as producer and arranger of the Hillside Singers' single, "I'd Like to Teach the World to Sing (In Perfect Harmony)," inspired by the Coke theme, "I'd Like to Buy the World a Coke." The record has been released internationally and is now the title song of the group's first album on Metromedia Records. Tara International has been involved in the development of the single.

Produced Adamo

Several weeks ago, Ham returned from London where he produced four original songs with the international singing artist,

Adamo. They will be included in an English language album by the singer, with a label deal to be set by Ham for the U.S. and Canada. Ham will also represent Adamo's publishing interest in the U.S. and Canada.

In the realm of international representation, Tara has taken on the Longines Symphonette account. Tara handles foreign licensing deal for numerous labels, Mega Records, Royal American Records, Golden Records and Ember Records. Broderick has just concluded a deal for Peter Thom, a Canadian artist. Thom is completing an album, which is being produced by Harry Palmer and Al Ham, and will be handled by the Philips organization in all countries of the world except the U.S. and Canada.

AMRA's Royalty Planning Hikes

• Continued from page 4

AMRA affiliated publisher and writer at no additional collection fee, will now enable many members to realize as much as 35 percent higher income. In addition, he will receive his foreign mechanical royalties six months to a year sooner than he might otherwise have received it, as well as having eliminated the needless cost of additional handling and bookkeeping duties on the part of the foreign publisher.

AMRA is the first and only unincorporated non-profit mechanical society of music publishers and

writers in the U.S. It issues licenses, collects mechanical royalties and performs regular audits of record companies on behalf of its members. Its membership in the U.S. and Canada is open to all qualifying music publishers and writers. With offices in New York, AMRA, through its members, represents a diversity of today's music among whom are Paul Simon's Charing Cross Music, Phil Ochs' Barricade Music, Hank Thompson's Brazos Valley Music, and Windfall Enterprises. It is also the exclusive representative of 18 foreign societies.

London Sets Stones' Best

NEW YORK—London Records will release a double album set of 21 of the Rolling Stones best singles from 1964-1971. The album, "Hot Rocks," will contain two tunes from the LP on Rolling Stones Records, which is distributed by Atlantic. The tunes are "Wild Horse," and "Brown Sugar," which have also been released as singles by Rolling Stones Records.

Included in the package, which has a retail list price of \$9.96, are posters of all the Stones, including Mick Taylor and Brian Jones, plus a mini-poster of "211 Reasons Why the Rolling Stones are the Greatest Rock and Roll Group in the World."

The double album is due out Dec. 27.

Argus Names Three to Staff

NEW YORK—Adam Salerno, Pat Riccio and James Cioffi are now associated with Argus Record Distributors, Inc., it was stated last week by Rose Saggio, distribution manager. Argus' lines include Juno, Criterion, Spiral, August, GP and other labels. The independent operation's latest release on August is Billy Vance's "But Where Is Love" b/w "I Can't Keep Myself Home."

Mrs. Saggio stated that standard product on her lines, such as Judy Garland and Doc Severinsen on Juno are consistent sellers and are racking up good Christmas orders; and she is also working on a Spiral single by Ethel Ennis, "Does It Hurt to Love?"

Mrs. Saggio added, "I feel there is a need for independent distribution because it offers personalized service . . . but you must keep it in order to keep your standard product and current product alive."

'Obscenity' Rap Snags WB LP

NEW YORK — Warner Bros. Records has withdrawn nearly a 100,000 copies of the Faces' new album, "A Nod Is as Good as a Wink," after distributors and rack-jobbers complained of an "obscene" poster insert.

Returned albums will be resericed without the poster, while subsequent shippings will either blank out the offending pictures, drop the poster completely, or include a Warner Bros. address where the poster may be obtained.

The 32" x 44" color poster, a montage of over 350 photos containing some photographs showing nudity.

NMC Sales Soar for Year

NEW YORK—NMC Corp., record and tape rack jobbing firm, reported sales for the fiscal year ending July 31, 1971 rose 55 percent to \$14,519,972 from \$9,283,046 a year ago.

Net income before extraordinary credits was \$167,673, or 26 cents a share, on a primary basis and 34 cents a share fully diluted. In the previous fiscal period, there was a net operating loss of \$1,814,512 or \$2.85 a share. In 1971, extraordinary credits of \$347,369 or 54 cents a share, on a primary basis and 36 cents a share fully diluted brought a total net income for the year to \$515,042,000, or 80 cents a share primary and 70 cents fully diluted.

Jesse Selter, president, said the first two months of fiscal 1972 had already exceeded the same period in 1971.



SHIRLEY BASSEY, second from left, is congratulated for her recent triumphant opening at the Empire Room in New York's Waldorf-Astoria. Giving good cheer to Miss Bassey are, left to right, Gene Armond, promotion man UA Records, East Coast; Bob Skaff, vice-president of UA, and Kent Burkhart, president of Southern Pacific Broadcasting. Miss Bassey has now scheduled a 15-city tour of the U.S. for March.

Discrete Recommendations Asked of NARAS Members

NEW YORK—Members of the National Academy of Recording Arts & Sciences were solicited this past week by the national awards committee to make recommendations for special merit awards, known as Trustee Awards. The Trustee Awards are distinctive in that they do not always fall within the framework of the regular Grammy Awards.

In a special mailing, members were asked to recommend not only individuals who have made "an outstanding contribution in the performing or technical fields during the past year or over a period of time," but also "outstanding classical compositions, extended jazz works or electronic compositions, important reissues or unusually comprehensive newly-recorded projects."

Because such recommendations must attain a three-quarters vote of the National Board to receive a Grammy, the Academy has bestowed very few such honors. Thus, NARAS members have been urged to use great discretion when submitting recommendations, and to

accompany them with well-documented statements detailing the qualifications for their proposed awards.

Deadline for receipts of members' recommendations is Friday (31). Shortly thereafter governors will screen all entries, then pass them on to the National Trustees for their decisive votes.

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- Date record first hit the chart.
- Highest position record reached.
- Total number of weeks on chart.
- Label and number of record.

Sample Listing:

Date	Pos.	Wks.	ARTIST — RECORDING	Label
5/5/62	35	8	PETER, PAUL & MARY LEMON TREE.....	Warner Bros. 5274

Music people throughout the world have acclaimed this monumental book as a fantastic reference source to popular music for the past 16 years. Everyone interested in pop music can now afford to own this invaluable book. The 1955 thru 1969 volume, originally priced at \$50.00, is now offered at only \$18.00, postpaid. The 1970 supplement is available at \$5.00.

RECORD RESEARCH, P.O. Box 82, Menomonee Falls, Wisconsin 53051

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<input type="checkbox"/> 3. Radio/TV Management & Broadcasters	<input type="checkbox"/> 9. Writers, Reviewers, Newspapers & Magazines
<input type="checkbox"/> 4. Mfrs./Producers of Records, Tapes, Equipment	<input type="checkbox"/> Other _____ (please specify)
<input type="checkbox"/> 5. Talent-Artists, Performers, Agents, Managers	

Name _____
Company _____ Address _____
City _____ State & Zip _____
Type of Business _____ Title _____ #5300

Col's 'Sesame' LP Over Mil

NEW YORK—Columbia Records reports that its original "Sesame Street" album has gone past the million mark. According to Columbia, "Sesame Street" has garnered impressive sales figures in all its four price brackets that range from 99 cents to \$4.98. Sets run the gamut from seven-inch packages containing die cuts of two letters that retail for 99 cents to \$4.98 "Sesame Street Carry About Sets" that include five board books and records packaged in a carrying case with a plastic handle.

The original "Sesame Street Carry About Set" sales total over 350,000 units, Columbia reported, and the original "Sesame Street" LP has now passed 310,000.

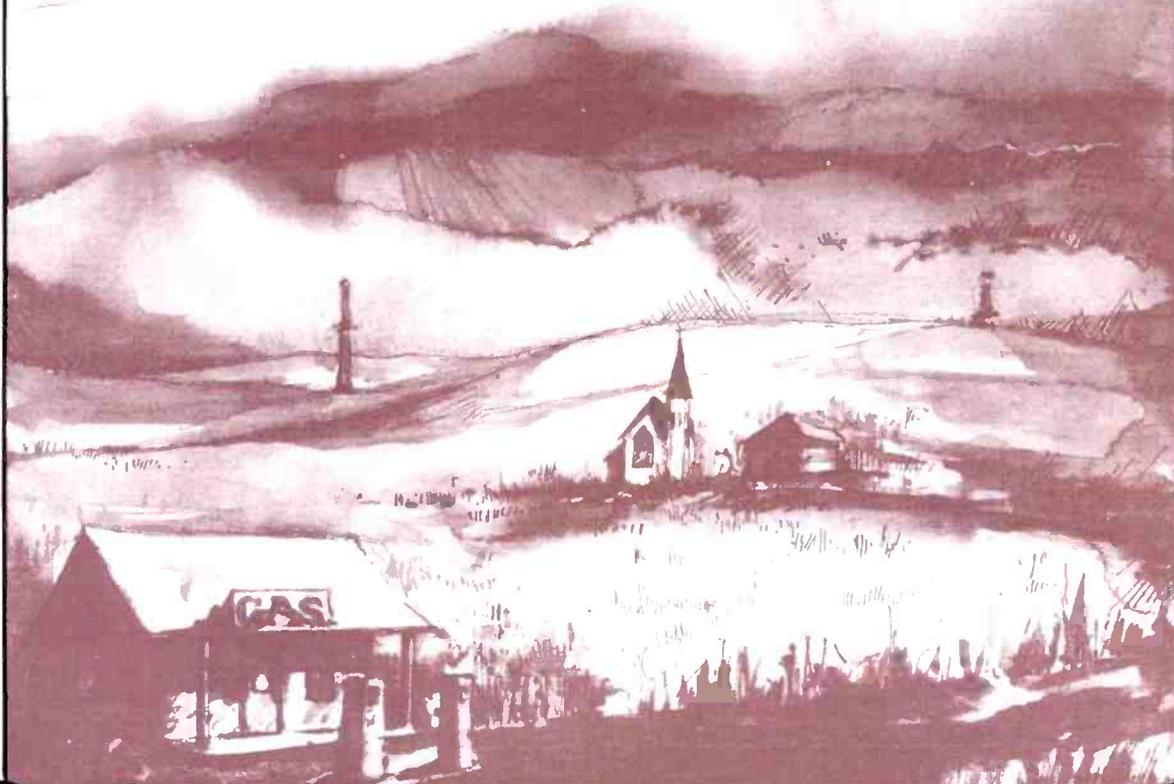
The new Columbia "Sesame Street" release, "The Muppet Alphabet Album," is said to have already sold over 300,000.

Fairport Tour Set

NEW YORK—Fairport Convention will tour the U.S. from Feb. 18 to March 31. The A&M Records group will appear in Cleveland, St. Louis, Detroit, San Francisco, Los Angeles, New York and Boston, plus college and university campuses.

OKLAHOMA SUNDAY MORNING

GLEN CAMPBELL



Capitol

3254 Produced by Al DeLory

Pickwick Runs Profits String to 74 Quarters

NEW YORK—Pickwick International Inc. has completed 74 consecutive quarters with year-to-year earnings rises.

The company, which is about to make a move from the American Stock Exchange to the NYSE, reports six-month profits increased to \$2,538,697, or 62 cents a share, from \$2,091,697, or 53 cents a share, a year ago. Gross through Oct. 31 increased to \$56,200,000 from \$46,900,000.

In the second quarter, profit increased to \$1,707,665, or 41 cents a share, from \$1,417,422,

or 36 cents a share, on a sales gain to \$32,800,000 from \$27,800,000.

In the 1970 quarter, the diversified company earned \$1.4 million, or 36 cents a share, on sales of \$27.8 million. The per-share figure was recently restated to reflect a three-for-two stock split last June, but not the November 1970 purchase of Recco Inc., which had losses on sales between \$9 and \$10 million a year.

Pickwick has sold Targ and Dinner Inc., Chicago musical instrument and accessories division, to Harmony Co., Chicago, the world's largest guitar maker. Pickwick reported that division did not contribute to company profits.

ASCAP DRIVE ON MEMBERS

NEW YORK—The Board of Directors of ASCAP has voted to allow its members to receive performance credit when collaborating on new compositions with writers now affiliated with BMI. Tying in with its "we pay more campaign," the ASCAP statement said, "The move was made to augment ASCAP's recruiting program, which in recent months has brought into its ranks such writers as Ashford and Simpson, Black Sabbath, Chicago and Stevie Wonder."

The ASCAP statement added, "Figures have demonstrated that ASCAP pays more per performance than BMI."

Market Quotations

As of Closing, Thursday, December 16, 1971

NAME	1971 High	1971 Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	21	8	258	17 1/2	16 1/4	17	+ 1/2
A&E Plastik Pak Co.	12 1/2	3 1/2	233	4 1/2	4 1/4	4 1/2	+ 1/4
American Auto. Vending	11 1/2	6 3/4	29	9 1/4	9 1/4	9 1/4	+ 1/4
ABC	52 1/2	25	1054	52 1/2	52 1/2	52 1/2	+ 1/4
Ampex	25 1/2	10 1/2	1759	13 1/4	12 3/4	12 3/4	+ 1/4
Automatic Radio	14 1/4	5	113	6 1/4	5 1/4	5 1/4	Unch.
ARA	148 1/2	117	350	147	141 1/2	146 1/4	+ 1 1/4
Avco Corp.	18 1/2	12 1/4	449	15 1/2	14 1/2	15 1/2	+ 1/4
Avnet	15 1/2	8 1/4	1416	12 1/2	11 1/2	12	+ 1/4
Bell & Howell	55	32 1/2	388	55	54	54 1/2	+ 1/4
CBS	21 1/2	8	592	12 1/2	9 1/2	11 1/2	+ 1 1/2
Columbia Pictures	50 1/2	30 1/2	1624	50 1/2	46 1/4	49 1/4	+ 1/4
Creative Management	17 1/2	6 1/2	662	9 1/4	8 1/2	8 1/2	+ 1/4
Disney, Walt	128 1/2	77	324	10	8 1/4	10	+ 1 1/2
EMI	5 1/2	3	649	4 1/2	4 1/4	4 1/2	+ 1/4
General Electric	65 1/2	52 1/2	2824	63 1/2	59 1/2	63 1/2	+ 1/4
Gulf + Western	31	19	778	27 1/2	25 1/2	27 1/2	+ 1/4
Hammond Corp.	13 1/2	8 1/2	580	10 1/4	9 1/2	10 1/4	+ 1/4
Handiman	47	33	490	36 1/2	34 1/2	36 1/2	+ 1/4
Harvey Group	8 1/2	3 1/2	67	3 1/2	3 1/4	3 1/2	+ 1/4
Instruments System Corp.	12 1/2	4 1/2	682	5 1/2	5	5 1/2	+ 1/4
ITT	67 1/2	45 1/2	3496	57 1/2	54	57 1/2	+ 3 1/2
Interstate United	13 1/2	6	217	7 1/2	6 1/2	7 1/2	+ 1/4
Kinney Services	39 1/2	25 1/2	1937	32 1/4	29 1/2	31 1/4	+ 1/2
Macke	14 1/2	8 1/2	207	11 1/4	10 1/2	11 1/4	+ 1/4
Malcol Int'l.	52 1/4	18 1/2	1578	25 1/2	22 1/2	24 1/2	+ 1 1/2
MCA	30	17 1/2	139	23 1/2	22 1/4	23 1/2	+ 1/4
Hamorex	79 1/2	19 1/4	2454	27 1/2	25 1/2	27 1/2	+ 2 1/2
MGM	26 1/2	15 1/2	430	17 1/2	15 1/2	16 1/2	+ 1/4
Matromedle	30 1/2	17 1/2	208	27 1/4	26 1/4	27	Unch.
3M	131 1/2	95 1/2	739	131 1/2	124 1/2	131 1/2	+ 5 1/2
Motorola	89 1/2	51 1/2	1426	82 1/2	76 1/4	82 1/4	+ 4 1/4
No. Amer. Philips	31 1/2	21 1/2	195	28 1/2	27 1/4	28	+ 1
Pickwick International	38 1/2	32	251	38 1/4	37 1/2	38	+ 3/4
RCA	40 1/2	26	3450	36 1/4	34	36 1/4	+ 2 1/4
Servmat	40 1/4	25 1/2	178	34 1/2	33 1/4	34 1/2	+ 1/4
Sony Corp.	25 1/2	14 1/4	1489	20 1/2	19 1/2	20 1/2	+ 1/4
Superscope	32 1/2	9 1/2	352	11 1/4	10 1/2	11 1/4	+ 1/4
Tandy Corp.	38 1/4	30 1/4	440	37	36	37	Unch.
Telex	11 1/2	4 1/4	283	6 1/4	5 1/2	6	+ 1/4
Tenneco Corp.	20 1/2	14 1/2	2342	18 1/4	17 1/2	18 1/4	+ 1/4
Transamerica	11	3 1/4	820	5 1/2	4 1/2	5 1/2	+ 1/4
Transcontinental	22 1/2	14 1/2	53	18 1/2	17 1/2	18 1/2	+ 1/4
Triangle	15 1/2	9 1/2	2159	11	9 1/2	10 1/4	+ 1 1/4
20th Century-Fox	17 1/2	9 1/2	850	13	11 1/2	11 1/2	+ 1/4
Vendo	10 1/2	5 1/2	399	6 1/2	6	6 1/2	+ 1/4
Viewlex	17 1/2	10 1/4	458	15 1/4	13 1/2	15 1/2	+ 1 1/2
Wurlitzer	54 1/2	36 1/2	2373	43	37 1/2	42 1/2	+ 3 1/2
Zenith							

As of Closing, Thursday, December 16, 1971

OVER THE COUNTER	Week's High	Week's Low	Week's Close	OVER THE COUNTER	Week's High	Week's Low	Week's Close
ABKCO Ind.	8	6 1/2	7	Kirshner Entertain.	5	3 1/4	3 1/4
Alltapes	3 1/4	3 1/4	3 1/4	Koss Electronics	8 1/4	7 1/4	7 1/4
Bally Mfg. Corp.	37 1/4	34 1/4	37 1/4	M. Josephson Assoc.	6 1/2	6 1/2	6 1/2
Cartridge TV	24 1/2	24	24 1/4	Mills Music	14	13 1/2	14
Data Packaging	6 1/2	6 1/2	6 1/2	NHC	10 1/2	9 1/2	9 1/2
Gates Lear Jet	8 1/4	8 1/4	8 1/4	Perception Ventures	5	5	5
Goody, Sam	8 1/4	8 1/4	8 1/4	Recoton	4	3 1/4	3 1/4
Integrity Entertain.	9 1/2	8 1/4	8 1/4	Taltronics Int'l.	4 1/2	4 1/2	4 1/2
				United Record Tape	4 1/4	3	3

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

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

Omega-Alpha Moves Closer To Tie With Transcontinental

NEW YORK — Omega-Alpha Inc., Dallas, and Transcontinental Investing Corp., New York, have agreed to modify terms of their proposed merger (Billboard, Dec. 11). Omega-Alpha would be the surviving company.

The new agreement calls for Omega-Alpha to exchange 1.45 of its common shares for each Transcontinental common share; 6.75 Omega-Alpha common shares will be exchanged for each Transcontinental convertible preference share; and eliminates certain guarantees to Transcontinental holders regarding the value of Omega-Alpha stock at the time of the transaction.

In total, the new terms will involve 11.5 million Omega-Alpha common shares.

Under previously announced terms, Omega-Alpha would have

exchanged 1.3 share for each Transcontinental common share and 5.5 common shares for each Transcontinental convertible preference share. The transaction would have involved 10.3 million Omega-Alpha shares.

BOOK REVIEW

'Music Machine' Scars Industry

"The Music Machine" by Roger Karshner. Published by Nash Publishing, Los Angeles. Price: \$7.95.

Roger Karshner adds to the notorious image of the record business with his consistent descriptions of alleged sexuality in describing 18 years in the industry. Karshner, whose career bridges local salesman, regional man and vice president with Capitol, uses virtually no first names or identification in his book. In addition, his book carries no index, cutting down further on its credibility and its usage in the future as a reference work.

His chapters and vignettes on the salacious part of his experience are just an extension of the "broads and booze" concept, unfortunately held by so many outside the industry. Any pulp writer could duplicate.

Karshner could have written an interesting and valuable edition, if he had done more chapters like "Where Did All the Royalties Go?" and the chapters on contemporary radio promotion; publishing and record production. He knows this end of the business. JOHN SIPPET

Townsend to Key NARM'S Confab

NEW YORK — Robert Townsend, businessman-executive, will address the opening business session of the 1972 NARM Convention on March 6 at the Americana Hotel in Bal Harbour, Fla. Townsend will speak on the topic "How To Stop the Corporation From Stifling People and Strangling Profits."

Townsend is the author of "Up the Organization."

Atlantic Winners In Charity Game

NEW YORK—Atlantic Records' football team beat WPOP, Hartford, 14-6 in the first charity Toy Bowl game at Dillon Stadium. Capricorn artist Jonathan Edwards appeared in concert afterwards, tickets being given to all who donated toys in WPOP's Christmas Toy for Tots appeal.

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Stein Visiting World Offices

NEW YORK—Sire/Blue Horizon managing director, Seymour Stein, embarks Monday (13) to meet with overseas licensees in Australasia, Japan and the Far East.

Stein's itinerary includes stops in New Zealand, where the Sire catalog is handled by Polydor, while the newly named Blue Horizon representative is Kinney; Australia, where Stein's Inter-Rep has represented the local Fabre Records catalog for placement in the U.S. and Canada for the past two years, and Kinney and Polydor represent the labels; and the Far East where Polydor handles the Sire label.

Presently, there is no Far East representative for Blue Horizon. Stein will be meeting with companies in Japan to arrange a licensing deal.

Stein will then head for Bangkok, Calcutta and Bombay before attending MIDEM in Cannes, Jan. 16. Germany, Amsterdam, Paris and London wrap up the world-wide trip.

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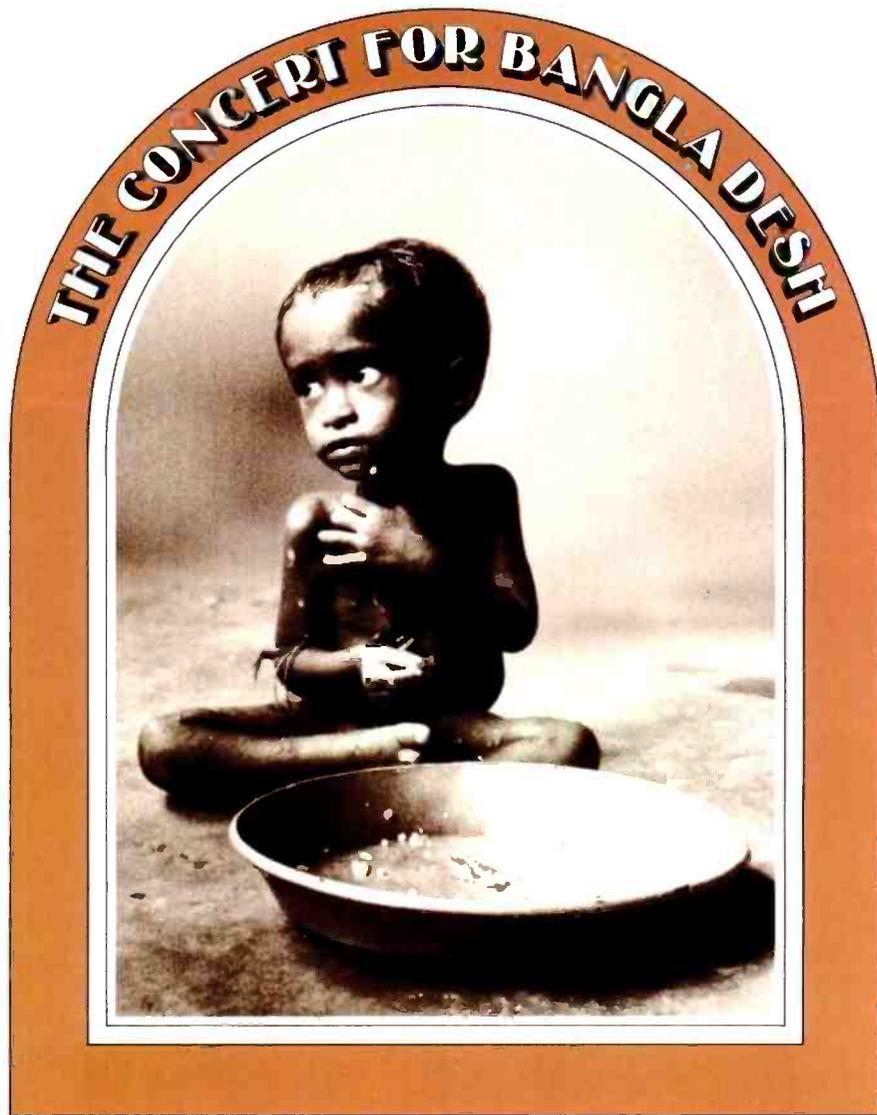
"Yea, the Faces are at it again...."
—ROCK

"...a major talent and a stunning sound."
—FUSION

"One of pop music's last, best hopes..."
—BOSTON AFTER DARK

"...greatest British rock and roll band since the Stones."
—SOUNDS

All Warner Bros. Records are also available on Ampex-Distributed Warner Bros. Tapes. Thank Goodness.



Visiting Artists Swell Nashville Total

• *Continued from page 1*

sharp increase for many reasons: completion of studios which were out of service part of last year, addition of a third studio, and attractive rates. Columbia also showed an increase when remotes are taken into accounts.

Woodland, whose business rose some 8% over a year ago, was one of the busiest studios in the city. And it was one of the most diversified. Another showing diversification, sharp increase, and top quality clientele was Quadrasonic, which enjoyed remarkable success.

Two studios underwent name changes and new ownership during the year and moved out of deficit bracket into the black. They are National Sound (formerly Queen of Sound) and Soundshop (formerly Nashville Audio Recorders). National plans to make an even stronger bid in 1972 by going to 24-track.

Some of the lesser-known studios of the past moved well-up the ladder, having convinced clients of their capability and their innovative ability. These include Creative Workshop, with new concepts devised by Buzz Cason; Nugget, where Fred Carter attracted considerable attention; Hilltop, which went about making its mark quietly; and the Glaser Brothers studio, which became something of a laboratory for leading acts.

Heavy session work also was done by Bradley's Barn, always a favorite of people inside and outside the industry here; Athena, run by Rick Powell; Cinderella, handled by Wayne Moss; Music City Recorders, whose Scotty Moore brought in leading talent from everywhere; Starday (which now is installing 16-track for a heavier studio year in 1972); DBM, Singleton Studios, Hickory, Monument and Varsity. Other studios in the area did fewer than 175 sessions combined.

A second successive year of success story goes to Metro Music, in the Mercury Building, where Tom Sparkman stays busy with sessions not only from Mercury, but other labels as well.

Many Labels Involved
Of particular significance in this survey is the fact that so many labels and production companies were involved. There are, in Nashville, 84 labels which have contracts with the union. This excludes the majors which have offices or studios here, but are headquartered elsewhere. Yet more than double that figure found their way into union contracts for sessions. Many recorded here for the first time and, with most, there was repeat business before the year was over. A year ago fewer than 100 companies recorded here. This year it zoomed to 184. These all took place at 25 studios.

One of the more obvious increases was in the use of studios for jingles. Literally hundreds were cut, some of them involving a series of sessions. Kelso Herston, Vic Willis, Gayle Hill and Buddy Killen were the leaders in this respect.

Capitol Uses Nine
Capitol Records used nine dif-

Mexican Firms Year-End Push

• *Continued from page 1*

the U.S. However, December sales so far have been quite promising. And it is expected that the Christmas season will be only slightly behind previous years.

Some of the directors of AMPOFON feel that the reason sales have been down this year is a lack of hits by new talent. This is especially attributed to the lack of sales of Mexican product outside the country. A major emphasis in 1972 will be on finding new talent and giving new writers and singers the opportunity to record.

ferent studios in cutting its sessions, leaning heavily on Woodland, Clement and Cinderella. A&M did all its sessions at Quadrasonic. Decca went to Bradley's Barn as did several other labels. Dot divided its sessions among seven studios. MGM used 10 of them, United Artists nine. Warner Brothers, which is making a move to Nashville, used eight studios in 1971.

Several reasons were given for the continued increase, aside from the obvious one of outstanding studios and musicians. One is the continued influx of artists who, heretofore, recorded elsewhere (Linda Ronstadt, Joan Baez, Tommy James, Ringo Starr, to name

Aubrey's Hand in 'Corky' Film

• *Continued from page 1*

Geller is presently listed as producer of "Corky" a film set in Texas and dealing with paranoia and murder in a contemporary western setting.

Consequently he shot footage in the West, using such MGM Records artists as Hank Williams Jr. He also chose longtime associate Lalo Schiffrin to score the film. Aubrey rejected both Schiffrin and the western setting footage, according to Geller.

Geller had chosen Schiffrin after working with him as producer of both the CBS-TV series, "Mission Impossible" and "Mannix." Schiffrin had scored the title themes and incidental music for individual segments on both shows.

Geller says he has not seen

Rare Earth Ship Knapsack Album

NEW YORK—Rare Earth Records has launched a promotional campaign this month for its two-record set of "Rare Earth in Concert." The \$7.98 album resembles a knapsack in appearance and features a tear-out poster inside the jacket. In addition, mobile reproductions of the cover are shipping to distributors.

Included in the album are "Hey Big Brother," Rare Earth's current single hit. Among the other titles are "Get Ready," "I Know I'm Losing You," "I Just Want to Celebrate," "Born to Wander" and "What'd I Say."

Bell & Screen Gems TV Pilot

• *Continued from page 1*

possible TV show for Screen Gems). The music on the new TV show will be published by Screen Gems-Columbia Music where possible.

The record label, the television production firm, and the music publishing wing have been very successful with the Partridge Family. In records alone, the Partridge Family has accounted for around six million album sales and sales of between 8-10 million singles, according to Uttal, "and the television series and the record sales are still going strong." The Partridge Family music is produced by Wes Farrell, an independent record producer and music publisher, who operates The Wes Farrell Organization in New York.

WB in Pub Deal With Beach Boys

NEW YORK—Warner Bros. Publications, Inc. has acquired exclusive print and distribution right to the Beach Boys' song folios, sheet music and educational arrangements.

Selections from the group's "Surf's Up" and earlier "Sunflower" LP's will comprise the first folio being rushed into publication, with individual sheet music to follow.

just a few). Another is the increased amount of double and triple session time because of more instrumentation and voices in country records; more new artists; the jingles, and expansion of the base of Nashville music. Once almost a country recording center only, it now is complete in every sense, and can handle any product from symphonic to rhythm and blues.

Country still dominates, however, accounting for some 70% of the session time.

Independent production is another factor, with more non-affiliated producers spending more time with new and established artists in the various studios.

"Corky" in his revamped state, but a studio spokesman notes that music written by Jerry Steiner is used as are some MGM records.

The studio claims the film needed work and consequently the original musical ideas didn't fit the redone scenes.

Geller admits that he has had artistic differences in his 18 years as a writer for TV and movies. The MGM situation is very different, he claims. Geller is music oriented. He authored the book and lyrics for two off-Broadway productions, "All in Love" which Mercury released in 1961-62 and "Livin' the Life" which came out in 1957.

He feels music may have the most specific effect on a movie audience. "By simply listening to the main title theme, you know how to accept that film all the way down the line," he said.

What can be done about protecting the producer when management takes over creative control and changes the sound and direction of his film?

Geller is hard pressed for an answer. The Producers Guild Assn. (PGA) has no power to arbitrate grievances. Geller does not belong to this group which he calls ineffectual. He feels that the producer may have to sign an alliance with some other craft union which would put him in a better bargaining position with the studios.

In the interim, he wants his name taken off "Corky" and he is working on two other films, "Harry Never Holds" for UA and "The Betsy" by Harold Robbins for Warner Bros.

Beverly Hills To Indies

LOS ANGELES—Beverly Hills Records has lined up 28 distributors, said label president Morris Diamond.

"Independent record distributors, including some that had distributed my label before I went with United Artists Records, welcome me with open arms and a closed pocketbook," he said, tongue in cheek. "Actually, most of the distributors were wonderful. And, with the big labels tending toward branch operations, most of the distributors seem to be more receptive than ever before and eager to work with a small label like mine."

Diamond had originally intended to sign with a major label for distribution. His label had been distributed by UA.

Studio Track

By BOB GLASSENBERG

Terry Knight has been at Cleveland Recording Co., mixing the tracks of the live recording done at the Grand Funk Railroad's live Shea Stadium concert in New York. Engineer on the session is Ken Hamann. In the spring, we will all get to see the Shea Stadium affair over national television.

From Sheffield, England, came Joe Cocker to Island Studios, London, after many a word of coaxing, to record some tracks for an album. But Island has already been booked by another group which refused to give up their time to Cocker. So Cocker, who people have been trying to get into a studio for months, picked up his gear and headed back to Sheffield.

Broadway Recording in New York, has been hosting Ralph Pagan for a Fania Records single session with Jerry Massucci producing. Also in was Tito Puente to do his first 16-track album with Joe Cain producing and Pat Jaques engineering. And Joe Bataan just completed a Latin version of "Shaft" which will be on his next LP, also recorded at Broadway under the direction of Johnny Pacheco.

At the Bearsville Studio near Woodstock, Mike Cuscuna, ex-WPLJ-FM air personality, has just completed producing Chris Smither for Poppy Records with Nick Jameson engineering. On the session were Happy Traum, Stu Schulman, Eric Kaz, Rod Hicks, Roy Markowitz and Ben Keith. Incidentally, the circles have it that Cuscuna might soon join the producing staff at Atlantic Records.

David Crosby and Graham Nash have moved their recording sessions from Wally Heider's in Los

Angeles to Heider's facility in San Francisco. But in Los Angeles, the Fifth Dimension has been recording all week, as has Terry Melitzer, a new artist for Warner Bros. Mixing albums at the Los Angeles Heider hang-out are the Wackers, who did some live recordings of some of their performances for Elektra Records, and Mark Roth, Richie Havens' producer, who is mixing down a new Havens LP for Stormy Forest Records.

Activity at the East Coast Record Plant includes John Lennon producing a David Peel album.

Magruff and Potter with Sandy Linzer producing for Epic. Isaac Douglas in for Nashville Records with Shannon Williams producing and Jack Adams engineering. Larry Marshall in for Jeff Barry Enterprises with Gil Slavin producing and Roy Cicala engineering. Vickie Wickham producing La Belle with Jack Adams as engineer. Mixing chores are under way for Frank Foster's new LP on Mainstream.

The West Coast Record Plant is hosting Eric Burdon for Far Out Productions. Spencer Davis with Bob Hughes engineering for UA Records. Pete McCabe in for Tumbleweed Productions. And Quincy Jones giving musical direction for a movie soundtrack for an RKO Film.

Recent visitors at Quadrasonic Studios, Nashville, were Buck Wilkin with Gene Eichelberger engineering and Norbert Putnam producing for UA Records. George McCannon for Metromedia Records with Paul Tannon producing and Lee Hazen and Eichelberger engineering. Russ Miller and Marlin Green were in for

(Continued on page 62)



OTTO PREMINGER, left, at the MediaSound Studios, New York, is listening to the play back of O.C. Smith singing "Suddenly it's all Tomorrow," the theme from Preminger's new film, "Such Good Friends." The good friends listening on with Preminger are Fred Christie, senior engineer at the studio; Thomas Z. Shepard, composer of the score; and Alan Varner, assistant engineer.

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Rock Pianist Gets All Abuse: Joel

By IAN DOVE

NEW YORK—Equipment for amplifying pianos lags "far behind" corresponding equipment for other instruments in the rock field, despite the fact that use of the piano is a growing trend.

This is the view of Billy Joel, a rock pianist who records for Family Records, label in the Famous Music Corp. group.

Said Joel: "The piano player in rock is really a second class citizen, abused from all sides—club owners, piano tuners, manufacturers. Miking a piano is a sensitive operation. Bad miking leads to dis-

ortion, there's leaking from other instruments and other problems.

"But the manufacturers make speciality items for guitars and bass guitars, even drums, and forget about pianos. They are so far behind in developing a good piano pickup, despite the fact that the piano is being used more and more in rock. And not just by artists like Carole King and Laura Nyro."

Joel is currently on a series of U.S. club dates and preparing for a concert tour, appearing on the bill with name artists.

Poor quality pianos in many clubs is another complaint from the Family artist. "It's either play a piano that's out of tune or just falling to pieces or rent one. That can run to about \$300 a week which for a new artist is probably more than you get for the week's work. It means you starve a little further," he commented. "Too many club owners don't take care of their instruments. Piano players too—you find cigarette burns on the piano. How many guitarists would get a cigarette burn on their guitar?"



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Fisher Clicks in Vegas

By LAURA DENI

LAS VEGAS — Eddie Fisher, who once had 23 consecutive record hits, is making a bid for a comeback and it looks like the Vegas odds will roll with him. Although he doesn't have a record-

ing contract, he says arrangements to rectify this are now in the works as are local contract singing engagements.

Making his first singing appearance in five years, he's played New York, Philadelphia and now heads for San Francisco and Nevada.

At the moment Fisher's material fits into the well established, often vintage category. Now 43, he has lost his boyish looks, but his baritone is rich especially in the middle range. Above all, he is proving he is a showman, singing his heart out to please an audience. He sings "Mame," a short medley of his own hits and a 13-song medley devoted to Jolson, during which time he goes out into the audience.

Fisher, the idol of the 50s, is just about the only singer besides Sinatra for whom "My Way" has any relevance, and he sings that torchy number right at the beginning of the act.

But, if Fisher is going to re-establish himself he will have to do so on a contemporary level and he is extremely aware of that fact. He talks about "lots of great music around today." Writers like Carole King, Jim Webb, Kris Kristofferson and Bacharach and David are his favorites.

He is especially taken with the work of Kristofferson, but then the singer has always had a soft spot in his heart for country music. Fisher pointed out that he had thought of retiring. And, in fact, he did retire for two years prior to a discussion with his accountant about three years ago. The accountant said, "No way." Or something to that effect.

Concert Set at Calif. Prison

NEW YORK—Gayle McCormick and rock groups Kindred and the Underhand Band, will headline a holiday concert behind prison walls at the California Institution for Men at Chino, Calif., on Tuesday (21). The free concert is part of a radio and music program being instituted at the prison by Harvey Miller, former disk jockey and currently an inmate. With the support and approval of prison officials, Miller is launching a radio school for prisoners. Additionally, he's planning to stage free shows and concerts at the Institution after the Tuesday (21) event.

Talent

Signings

Talent In Action

PETE SEEGER

Civic Auditorium, Santa Monica, Calif.

Time and Pete Seeger are blood brothers. The veteran political activist enthralled an audience on Dec. 10 of adults and their very young children with a two-hour songfest of work songs, love songs, freedom songs and children's songs.

Bearded and looking every bit as jolly as ole Saint Nick, Seeger proved that time only strengthens the causes of which he sings, and he's been singing about political ineptitude, human dignity and inner strength for years.

Seeger's act is like a three-ring circus, with the star directing the audience through the various emotional moods he creates. Seeger and his devotees strike an immediate bond and they sing along with him, harmonize with him and fully appreciate his soft, smooth ballad style.

During his two hours of storytelling, Seeger sang 30 tunes, switching from banjo to 12-string acoustic guitar, stomping on the stage with both feet and conducting the audience with broad sweeps of his hands. "Vietnam," "Seek and Ye Shall Find," "The Green Grass Grows All Around," "Midnight Special," "Wimaway," "Proud Mary," "Where Have All the Flowers Gone," "Uncle Ho," "Jacob's Ladder" and "If I Had a Hammer" were some of the delights offered.

Seeger showed some sloppiness in forgetting words on some of the songs, but it didn't matter to the crowd which relished his material and his performance.

ELIOT TIEGEL

MICHAEL JOHNSON, LONNIE KNIGHT

Earl of Old Town, Chicago

If there's any room left for yet another folk singer, then Michael Johnson is ready. Although he's got a head start on many contemporaries, a dazzling guitarist, he studied under Brazilian Luiz Bonfá, worked with Back-Porch Majority, joined the Mitchell Trio following Chad Mitchell's departure, was then part of a trio with John Denver and David Boise and worked a year in "Jacques Brel Is Alive . . ." in New York, Los Angeles and Chicago.

Thus, his repertoire ranges from classics and jazz to more traditional folk and even whole sets of Brel numbers. No set is the same. On the evening caught, he was somewhat redundant on the more spirited accompaniment to a few songs, but the audience was with him, especially on the lyrical classic "Leyende," his 11th song—absolute quiet prevailed as he stroked and coaxed notes from his guitar.

The Earl is a challenging place to work because it's a mecca for folk artists, the one spot here where a Joan Baez or Kris Kristofferson will pop in unexpectedly. It's also a spawning ground for such names as Bonnie Kolac, Stevie Goodman, John Prince, Jim Post, Bob Gibson and so on. Owner Earl J. J. Pionke, however, works only local acts.

Former rock guitarist Lonnie Knight (Minneapolis' Litter, Crow—now South 40) shared the bill and showed some promising vocal touches as well as some good ideas as a songwriter. EARL IDEAS

PENTANGLE

Carnegie Hall, New York

Pentangle, a group of five from Britain, showed excellence and versatility in musicianship at Carnegie Hall on Dec. 11. String bass player Danny Thompson proved to be a master of his instrument and a promising songwriter. Jacqui Mc-

Shee's voice took a strong, clear lead or enhanced a song as background.

Their sound is the kind you can easily drift into rather than be victimized by. Folk and soft, electronic rock is heavily influenced by jazz.

Unfortunately, Pentangle had two things working against them at the Dec. 11 gig. After the first few numbers they all seemed the same. The only way you could tell one song from the other was by the long pauses strung between.

Secondly, Pentangle barely communicated with the audience. During these long pauses they were too busy trying to remember the names of each piece or figuring out what to do next.

The evening's highlight, besides Thompson's sorrowful love song, were three solos by female vocalist Jacqui McShee, and lead guitarists, John Renbourn and Bert Jansch.

Pentangle records on Reprise. Their latest album, "Reflections," is moving steadily up the charts. CAROL SELLER

MOUNTAIN, BLACK OAK ARKANSAS, BELL AND ARK

Academy of Music, New York

Seldom do three groups complement each other on stage as well as the three that appeared recently at the Academy of Music. It seemed as if each built the audience up a little further for the next group, until everything reached a climax with Mountain.

Bell and Ark, new to Columbia Records and the U.S., set the evening off with fast paced British blues and rock. Their especially good versions of "She's an Artist, She Don't Look Back," and "High Priest of Memphis," made the crowd take notice. By the time the group had completed their set the electricity had started to flow.

Black Oak Arkansas brought everyone up one more notch with their overpowering triple guitar set. By the end of the second tune, "Fever in My Mind," the ears of the crowd were ready for Mountain. But the Atco Records group played on and treated the people to what might be called a mixed guitar medley.

Then it was time for Mountain. And Leslie West and Felix Pappalardi set things off well opening with "Never in My Life," "Yasgur's Farm," and "Crossroads." "Nantucket Sleighride" was next and the crowd began their frenzied paces to West's giant guitar riffs. By the time the Windfall Records group finished a sequence of tunes from their new "Flowers of Evil," LP, the entire city of New York could have been illuminated with the energy flowing through the auditorium. Mountain had once again proved themselves most devastating. And Howard Stein had put together one of the most successful bills New York has witnessed in a long time.

BOB GLASSENBERG

(Continued on page 16)

Mathis Set for Series of Dates

NEW YORK—Johnny Mathis, Columbia Records artist, has been set for a series of dates in the early part of 1972. He will begin a two-week engagement on Jan. 4 at the Sahara Hotel in Las Vegas, then headline at the Sahara Tahoe in Nevada from Jan. 21 through 24. On Feb. 14, he will be co-hosting a week of the Mike Douglas Show in Philadelphia and then perform in concert at the Academy of Music in Philadelphia on Feb. 20-21. He then goes to Framingham, Mass., where he's set for a two-week booking starting on Feb. 24.

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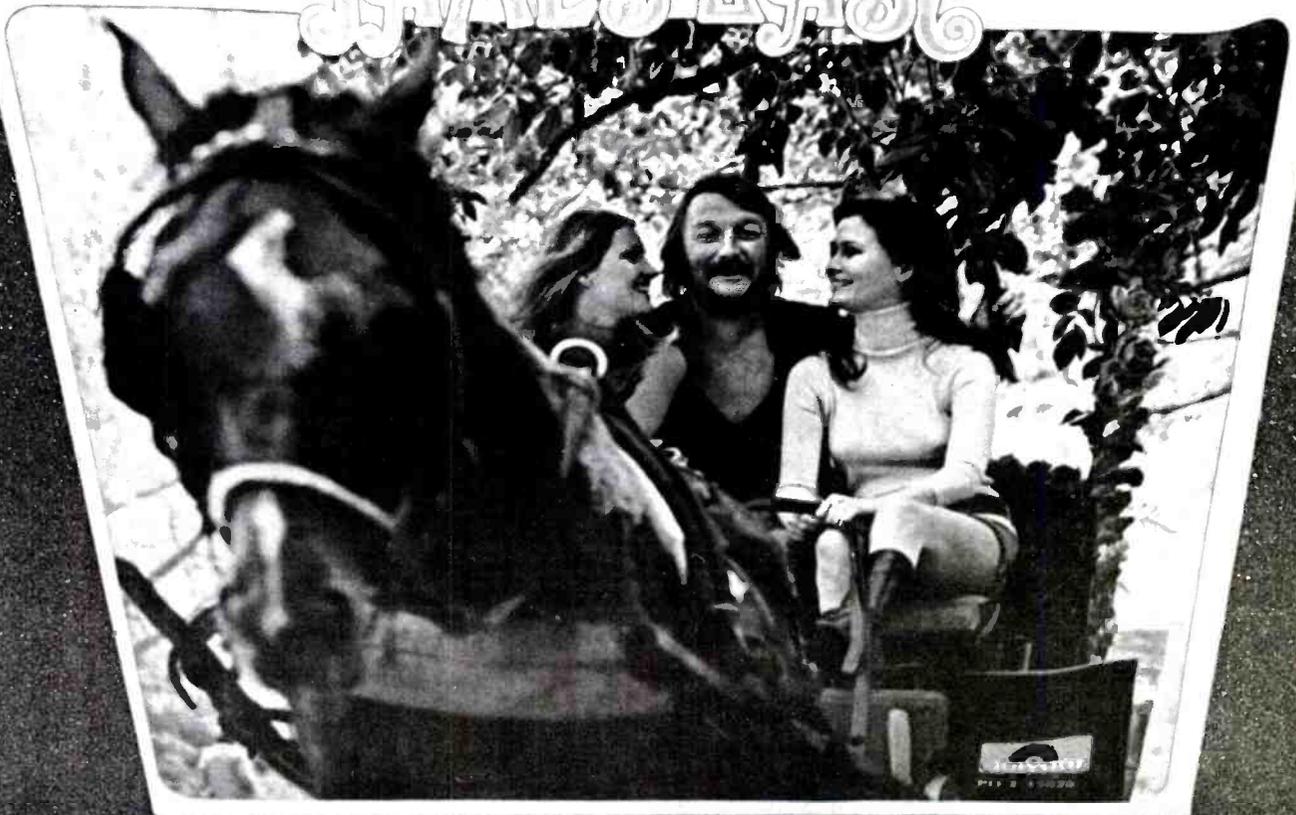
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The same old story:

She's a young girl from a middle-class, church-going family in Emporia, Kansas. She sings in the choir, plays organ and piano for the Baptist and Christian Science churches. At the University of Kansas, she gets turned on to theatre and the arts. She splits, and hitches to New York with \$100 and a guitar. She freaks, and auditions for a folk club and gets the gig. She travels the folk club circuit. She starves. Makes it to California and begins to write songs. She's "discovered."

Her name is Judy Mayhan. Her first album on Decca has just been released. In it, she tells the same old story ...very beautifully.

Judy Mayhan on Decca records and tapes.



DL 75287



ORPHAN, Boston-based group, map out 30-day concert tour of major cities with Associated Booking Corp., with whom they recently signed. The group, which has just completed recording its first album for North Country Productions, is shown above with ABC executives. Left to right, are: Jon Podell of ABC; Dennis Kaplan of the firm of Kaplan & Gusick, attorneys for the group; Dean Adrian of Orphan; Eric Lillequist (seated) also of Orphan; Oscar Cohen, president of ABC, and Peter Caspersen, the group's producer-manager, and head of Castle Music, Boston disk and music combine.

Talent In Action

• Continued from page 14

DETROIT, ALBERT COLLINS

Gaslight Au Go Go, New York

More important than what Albert Collins plays is how he plays it. And it always seems to be with the naturalness of a man who has been through ordeals but doesn't care to allow his audience to suffer. Part of the Collins smile is his five piece back up band. Blues yes, and a great feeling of music and awareness behind them. Baritone and tenor saxophones that talk to each other and a trumpet behind a clear Collins guitar riff. A bass that never stops and a drummer who sets the pace then plays with it. And all through a set there is Collins, with a new life through Tumbleweed Records.

Moving through the audience with his guitar, talking with his people, no explanation is beyond his grasp. And this the audience understands without explanation. "Soulfood," "Conversations with Collins," "Frosty," and "I Got a Mind to Travel," entertained everyone.

Detroit with Mitch Ryder worked in a different manner. The Motor City is known for what is termed "High Energy Bands" and Detroit fits this general mold. They come on stage and hit the audience over the head with amplified rock and roll from "Jenny Takes a Ride," to "Sympathy for the Devil." And Ryder is screaming to wake up the senses of the audience. It works well for them here, especially with a tune like a "Rock 'n' Roll," from their new Paramount Records album. Ryder and the group are a true blast from the past. But no one stopped to think of the music in this manner. For the music is now "high energy rock 'n' roll."

BOB GLASSENBERG

ART ENSEMBLE OF CHICAGO

Alice's Revisited, Chicago

This is a avant-garde, avant-garde jazz, if such a double adjective is permissible, and certainly to get into where this group is at inhibitions must be swept away. The ensemble, probably known better in Europe than here, does, however, move in many directions and sometimes is joined by Fontella Bass.

Leader Joseph Jarman, a recognized expert on soprano saxophone, points out that the group's painted faces help express the uninhibited ideas, tied together with much percussion and extended use

of bells, cymbals and off-beat instruments including the punctuations of Lester Bowie's crystal shrill trumpet. Woodwind exponent Roscoe Mitchell, bassist Malachi Favors and drummer-percussionist Don Maye all add to the experience.

Actually, the group is an experience and a rare one for North-siders who may seldom visit the act's haunts on the South side. More is being known about the ensemble now that several albums on Nessa are available and that more clubs like this are willing to let people share in the image, stretching ensemble offerings.

EARL PAIGE

BETTE MIDLER

Downstairs At The Upstairs, New York

The time is right for Bette Midler, a lady of flamboyant excess on stage, working the look-back-in-nostalgia bag, she is, in fact, capable of reaching right back to a heavily pantomimed version of Bessie Smith's "Empty Bed Blues" which she follows up with "Chicago Blues," a new piece that perfectly mimics the blue-blues of the Depression. "Cryin' In The Chapel," early Sixties, is delivered as a lecture into the writing habits of that age before, as she says, we found out that the Beatles and Dylan had been lying.

There's Mac West, all the Andrew Sisters, mugging and grotesquerie—all worked into Miss Midler's act. She has recently signed with Atlantic and it will be interesting to see how that company corks all this fizzing talent into record form.

IAN DOVE

GLOSSY PHOTOS

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From The Music Capitals of the World

DOMESTIC

LOS ANGELES

It's gradually becoming less of a secret that all the Rolling Stones are in town, mixing their newest album at Sunset Sound. Producer Jimmy Miller says the Stones have so many prime cuts they may be bringing out a double album. Mick Jagger made B.B. King's Vegas opening and the party after the Who's Forum sellout.

The Who's Keith Moon and Peter Townshend sat in with Charlie Starr at the Troubadour, as did deejay Wolfman Jack. Charlie opens the show New Year's Eve at Anaheim Convention Center for Blood, Sweat & Tears final concert with David Clayton-Thomas on vocals.

The Carpenters play Anaheim Jan. 22, their first Southern California date since Hollywood Bowl this summer. . . . Tom Fogerty set for an appearance on Bo Donovan's "Hitmaker Trading Cards" via this column. . . . Chase has a new lead singer, G.G. Shinn, formerly with the Louisiana Boogie Kings.

Frankie Laine putting out a special edition album of songs he wrote, for the Frankie Laine International Society. . . . Youngsters Duffy Hooks III and Largett Collins of Shur-Tinga Records have a new release on their Langa label, Ironing Board Sam doing "Treat Me Right." . . . Elton John's album cover designer, David Larkham, split England and has a new company, Teepee Graphics, under the Totem Pole Productions banner.

Melanie will be one of the first headliners on the Walter Reade circuit of movie theaters converted into pop concert halls.

The Guess Who switch to Hollywood to cut their next album, leaving their usual Chicago studio haunts. . . . Good Karma Productions, managers of Brewer & Shipley and Danny Cox, have been promoting two rock concerts a month at the Kansas City Cow Town Ballroom since August.

Sha Na Na doubled its grosses in 1971 even though some of its members are in college and the group only gigs on weekends. . . . Daybreak Records won the original cast recording rights to the upcoming Jack Lemmon TV special of George Gershwin tunes. . . . John Barry scoring "The Public Eye" with Mia Farrow and Topol.

Ike & Tina Turner's back-up band, now named Family Vibes, gets its own album next month. . . . Chuck Baverman is filming Sly & the Family Stone for a promotional movie. Tumbleweed Records president Larry Ray conferring in Japan this week with Tokyo record execs.

Bill Withers plays New Year's Eve at Maverick's Flat. . . . Bull Angus went into the Whisky on Dec. 15. Stan Kenton off to Europe for 28 concerts with the orchestra in January and February.

Brownie McGhee and Sonny Terry at the Ash Grove Dec. 17-26. . . . "Godspell" moves from the Music Center to the Ivar Theater Wednesday (21). . . . War does New Year's Eve at the Golden Bear in Huntington Beach and Vic Caesar brings in '72 at the Playboy Club. . . . Chicago has a New Year's Eve gala at the Las Vegas Convention Center.

NAT FREEDLAND

NASHVILLE

Columbia artist David Buskin has been recording at Quadraphonic studios in Nashville. The LP is being produced by Norbert Putnam, engineering by Gene Elchelberger. Quad studio recently installed an Ampex SERVO motor and control system on their MM1000. . . . Mega Records' Salt

Meat from New Orleans have been appearing at Irelands in Nashville. Their latest release on Mega is entitled, "You're the One." . . . In one of his too infrequent appearances, John D. Loudermilk performed for the closing night at the Market Place in Nashville. . . . Woodland Sound Studios has been recording Mike Williams of United Artists. His session is being produced by Bill McEwen.

THOMAS WILLIAMS

NEW YORK

Scepter's Kevin Lindsay will open in the Boston company of "The Me Nobody Knows" on Jan. 11. . . . RCA's Julie Budd will be at the Aruba Hilton Hotel until Monday (27). . . . Bobby Scott brought his trio into the Holiday Inn in New Haven on Dec. 19. . . . Gladys Shelley, lyricist-composer, is receiving the Poetess Laureate Award from England's Westminster Poetry Society. . . . Frankie Avalon will tape Johnny Carson's "Tonight" show on Jan. 14. On Jan. 15, Avalon headlines the "Rock Revival Show," produced by Gus Gossert at Madison Square Garden. Avalon's latest single for Regalia Records is "I'm in the Mood for Love" b/w "It's the Same Old Dream." . . . Comedian Ronnie Martin will be on the bill with Dana Valery at El San Juan from Jan. 1 through Jan. 12. . . . Joey Carbone's Resurrection Music has acquired material from Cotillion Music including "So Happy Baby," which has been recorded by the Bay Ridge on Atlantic, the Yellow Brick Road on Laurie and Snowball for Louis Lofredo Associates. . . . Glen Campbell will headline at Harrah's in Lake Tahoe until Monday (27). . . . Margaret Harris, the musical conductor of "Hair," penned "Toy Girl," which was recorded by Beverly Bremer on Scepter Records.

ED OCHS

LAS VEGAS

The Sands lineup for New Year's Eve includes Dionne Warwick and Marty Brill in the Copa Room; Sammy Davis, Jr., in the Grand Ballroom; Louis Prima in the Celebrity Theater and Sonny King in the Regency Lounge. . . . Ricardo Montalban is the special singing guest star for the New Year's Eve performance of the Thunderbird's Latin Fire '72 show.

Gary Naseef and Gana Productions bring Chicago into the Convention Center for New Year's Eve. Naseef has reserved both the North Hall (9,000 square feet) and the Rounda 8,000 seating.

Music from Blood, Sweat and Tears and from Sesame Street are being featured along with a less classical utilization of nudity in the new edition of the Folies Bergere at the Tropicana. . . . The Treniers and B.B. King held forth in the Flamingo's main showroom. This marked the ABC-Dunhill's Grammy award winning King's first engagement in a main room. After the main-room stint King does an additional two weeks in the Flamingo's lounge. The Treniers "Wild and Live at the Flamingo," which is the title of the group's Mobile Record album, just completed an Eastern tour, summer-long engagements at their own club in Hyannis Port, Mass., and a month at the Sahara-Tahoe, plus guesting on the Mike Douglas and Merv Griffith shows. . . . The Flamingo's New Year's Eve features Jack Jones and Myron Cohen doing a special late show.

Elvis Presley returns to the Hilton Jan. 26 through Feb. 23. . . . Perry Como in a cast from toe to knee will be unable to play the Hilton until April, despite reports printed elsewhere. . . . Following

(Continued on page 27)

'71STS' IN '72 GARNER DATES

NEW YORK—Erroll Garner is set for a series of appearances in 1972, each marking a first time for him: Feb. 7 to 20, he will make his first appearance at the Regency Hyatt House in the suburbs of Chicago; on Feb. 21, Garner will open a week's engagement at the Ramada Inn in St. Louis. Again, this is his first appearance there, and his first St. Louis date in over a decade; on March 11 Garner will appear as guest soloist with the Orlando Symphony Orchestra, also a first-time date.

Baldry Forms A New Group

NEW YORK—John Baldry, recently returned to London from his debut American tour, has formed a new group. Featured in the new lineup will be ex-Colosseum guitarist Jimmy Litherland, bassist Bill Smith, and drummer John Dentith, both formerly with England's Million Trio. Also featured in the group will be pianist Ian Armit and guitarist Sam Mitchell, both of whom toured the U.S. with Baldry this past summer.

The new band will be headlining at John Morris' new Rainbow Theatre in London on Jan. 12, kicking off a British tour which will take them to 15 cities.

2 Artists to Do Danish 'Christ'

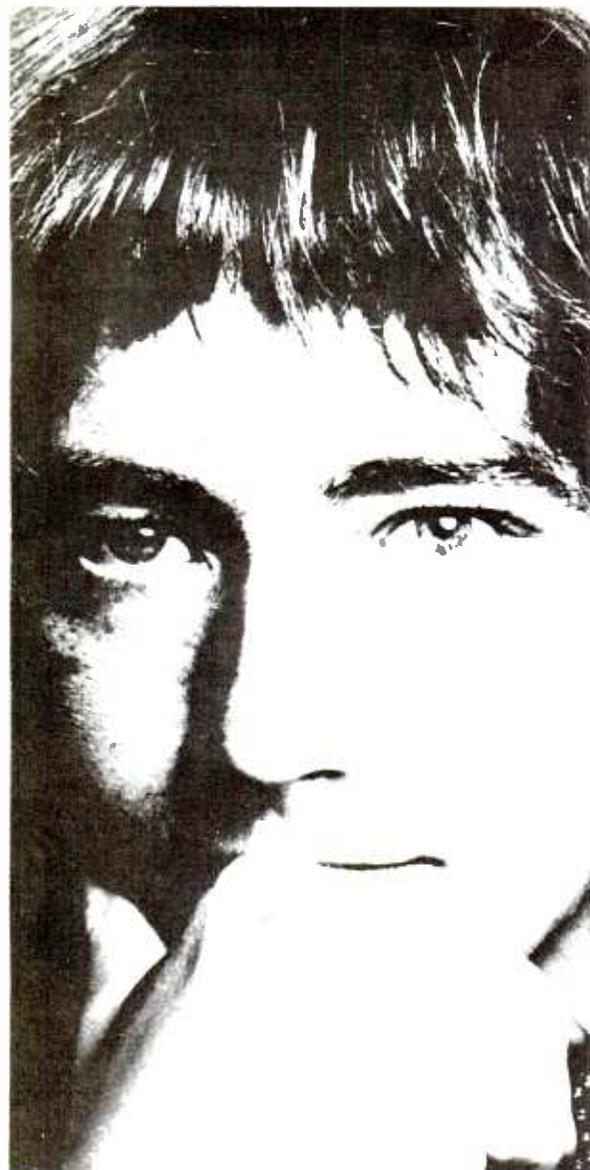
STOCKHOLM—Two Swedish artists will share the part of Jesus Christ in the Danish production of "Jesus Christ—Superstar," which opens soon in Denmark.

The two Jesus Christs are both former members of the Spotnicks group—Peter Vinsnes (Swe-Disc) and Bruno Wintzell (Polydor). The rock opera is being produced in Denmark by Rikard Stangerup. Lars Schmidt and Yngve Ostergaard. Following its Danish run, the production will make a special tour of Sweden.

'Together' Has A Trial Run

NEW YORK—"Coming Together," a contemporary opera by Wally Harper and Paul Zakrzewski, is having a trial run at the Riverside Church. The show is being presented at the Riverside Church to producers for an off-Broadway production, and at a future date will be presented for an album rights deal.

The show, which includes a cast of 17, called the Musical Theater Ensemble, consists of 25 songs. Harper and Zakrzewski are exclusive writers with Cy Coleman's Notable Music.



Take a new hard listen to Mick Greenwood

He is a singer-songwriter. Which, on the face of it, could be a handicap in a year when just about everyone is a singer-songwriter.

But, undaunted, we signed him, and "Living Game" is his first album. He's been living in America for 10 years, but went back to England to record with a band of top-flight musicians that includes Jerry Donahue, Pat Donaldson and Gerry Conway. The resulting album is, in our modest view, rather good.

Others who are less modest than ourselves are finding it hard not to use superlatives.

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*John Lennon
Yoko Ono*

Happy Xmas (war is over), Love, John & Yoko.

Radio-TV programming

'Ingenuity And Emphasis Help Make Hits': Graham

LOS ANGELES — The Special Project is fast becoming a modus operandi in the record business (with, of course, radio and radio personnel as a key target), largely because of the dominance of LP sales as opposed to dwindling singles sale. Under the Special Project system, a record company gears a massive promotional push sweeping coast-to-coast and involving every tool at hand to establish firmly a given artist or group.

Sales take, to some extent, a back seat temporarily while efforts are concentrated to "make" the act a byword with radio stations and the public. Examples are the enormous push Columbia Records put on Ray Price a while back, riding on a crest of a vast publicity campaign. MCA Records did this with Elton John and other acts. The

label put John into cocktail parties across the nation and made every effort to see that radio personnel were on hand to hear him perform, as well as record store clerks, and distributors' personnel and members of the press. Paul Revere did his own special project worth an "Indian Reservation." Other examples are easy to find. MGM Records now has a special projects expert—Ernie Farrell. Janus/Chess Records recently hired Don Graham, a veteran record promotion man, to work on special projects. Farrell has been known to go into a market such as Portland or Seattle and live there until a group is firmly established and their record No. 1 on local charts. Graham is operating out of Los Angeles (the label is based in New York), but considers the whole nation his stomping ground.

Many Reasons

The reasons for the Special Project emphasis is multiple, of course. Cost factors on most albums today are so vast that no label can afford to take the chance of merely tossing the LP into the market place in hope "it has it in the grooves." For one reason, although more and more Top 40 stations are playing LP cuts today, there's an abundance of product in the market that also has it in the grooves. And many authorities in radio and records feel that the group "image" may be as much responsible for selling their records as any exposure over the air . . . that exposure is more of a contributing factor for album sales than the primary raison d'être.

"Truly, promotion in the record industry is better than ever," Graham said, "because the product

is better than ever . . . so the possibilities of promoting a record are better than ever on a special project basis. If a promotion man tackles one thing and devotes all of his time and energy to it for a given length of time . . . you can deliver." He felt that although a promotion man is only as good as the product, a lot of product gets buried today.

"I contend that there are three distinctive areas of promotion today: 1. Getting the record on the playlist; 2. Getting the record played (because getting a record on a playlist doesn't mean it gets played automatically or gets played often); 3. Getting the record sold."

One of the things that is strictly
(Continued on page 23)



DON PAUL, program director of WRCP, Philadelphia, tapes comments from Jeannie Seely and Merle Haggard backstage at the Convention Hall after a concert. From left: Miss Seely, Paul, Capitol Records promotion man Art Fields, Haggard, Haggard's manager Fuzzy Owens.

Omaha FM-er To All-Hits

OMAHA, Neb. — KFMX-FM, previously known by the call letters of WOW-FM, has switched to an all-hit music format that general manager Russ Gast, who also manages WOW, calls "stereorock." The trend of most FM stations to a contemporary format was cited as the reason for the format change. Air personalities are being used. Commercials are being limited to eight minutes per hour.

Billy Moore, air personality on WOW, has been named program director of the new rock operation and new equipment is being installed to give the station a better signal coverage.

Denver Packager Proffers Dan Diamond Oldies Show

DENVER—"The Award Winning Dan Diamond Show," an oldies package aimed at listeners 20 to 40 years old hosted by air personality Dan Diamond, is being offered for syndication here by The Kidder Organization. The weekly show is three hours long and contains 28½ minutes of commercial availabilities. Musical selections are drawn from the Kidder Organization's record library which contains some 25,000 pop singles released from 1955 through the present. TKO president David L. Kidder describes the show as "a combination of oldies and humor, which bring back the fun of remembering the good old days and

good old tunes which accompanied them."

Each show contains built-in time checks, spot cues, and "intelligently-placed spot clusters." Kidder said that each weekly show takes five days of production time. A demo single of the show is available on request.

Diamond, whose real name is Daniel E. Oberholtz, won a Billboard air personality award in 1970. He currently is working part-time on KOA in Denver and the syndicated radio show is his main project. Kidder said that each show is totally different from the preceding show.

Dorren Counters CBS FCC Petition

SAN MATEO, Calif.—Lou Dorren, inventor of the Dorren quadrasonic discrete broadcasting system, countered the FCC petition of the Columbia Broadcasting System, claiming that the development of the compatible discrete disk by Japan Victor Company "renders obsolete the matrix approach to 4-channel records and makes imperative the adoption of some form of discrete 4-channel broadcasting." Quadrasonic capabilities for FM radio are considered to be highly vital for the continued growth of the medium.

Dorren's statements are contained in a letter to the Federal Communications Commission in reply to the CBS comments on the petition of Pacific FM Inc. for rulemaking on discrete quadrasonic broadcasting now pending before the Federal Communications Commission (Billboard, Dec. 18). CBS had filed comments against the Dorren system, which was the one tested by KIOI-FM, the San Francisco radio station owned by Pacific FM Inc. Dorren, who has also come up with a low-cost decoder for the discrete quadrasonic disk system, said that the CBS comments were based "for all practical purposes on data and information which is at least one year old."

KIOI-FM, based on more than two months of discrete quadrasonic broadcasting via the Dorren system and about \$25,000 in com-

puter studies of the system, has asked the FCC to approve the Dorren system for FM stations and is ready to go back on the air if and when the FCC nods its head.

CBS is committed to the matrix system, at least for record (Billboard, Dec. 11). It claims that channel separation is "virtually indistinguishable" from a discrete 4-channel tape. Dorren, however, counters in his reply that the CBS statement is a "highly optimistic one" and proceeds to quote Peter Scheiber, one of the developers of a matrix system, who said in a Audio Engineering Society meeting that "All existing quadrasonic matrixing systems embody this separation limitation: there is at least one pair of channels between which separation is no more than and often less than three db." Via any matrix system, Dorren claims that if all four channels unrelated information occurring in each of these channels, the results will be a collage of muddled sounds with little or no directionality or separation. In addition, the degradation to the monaural and stereo listener is significant due to the introduction of varying and out-of-phase signals in the left and right stereo channels."

Matsushita Urges

CBS had stated in their comments to the FCC that other discrete systems were in the works. Dorren states that W. S. Halsted and J. L. Feldman and the McMartin Industries have dropped their systems and attaches a statement signed by Setchi Kawagoe, executive vice president of Matsushita Electric Corp. of America, stating that the results of Matsushita's investigation and evaluation indicates that the Dorren system is the most satisfactory 4-channel discrete FM broadcasting system among the systems proposed to date. Matsushita and its parent company in Osaka, Japan, urged the FCC to rule in favor of Pacific FM Inc. and the Dorren system.

Dorren also states in the reply that General Electric was currently experimenting with a system which from the information submitted with the license application appears to be a system that was rejected during early Dorren experiments although the basic features are covered in the Dorren patent filings. This system is basically the same as the one presented in the Pacific FM Inc. proposal except that the single sideband modulation of the upper sub-channel is incorporated. In exhaustive lab tests and a great deal of technical research the Dorren group—Quadracast Systems Inc.—found that single sideband is not theoretically or practically an effective method for the accurate transmission of complex information required to yield high fidelity reproduction . . . they doubt side-

band approach as proposed in the Dorren system is low cost, small and is not significantly more complex than the present 2-channel stereo system and once set requires very little maintenance.

CBS stated in its comments that KIOI-FM had "propriety" interest in the Dorren system. This, Dorren also denies.

RCA Records, Panasonic, and the Victor Company of Japan have endorsed the discrete quadrasonic concept. Panasonic is preparing to market playback equipment and RCA to market disks in the U.S. JVC is already marketing disks and decoders in Japan. Rocco Laginestra, president of RCA Records, said that the disk "can become a marketable reality in the not-distant future."

(Continued on page 24)

KREP-FM Offers Big Band Series

SANTA CLARA, Calif.—Taking the appeal of radio listeners for oldies one step further, KREP-FM here is scoring a lot of attention with a big band program Saturday nights. John Jensen, program director, said the program is now booked solid with spots at AA rates and the show is now available free to any radio station that would like it. "As it stands now, we will be offering the program free with room for plenty of local spots as long as we can retain two per hour. The program is three hours in length and local promos will be included."

The show focuses around 5,000 78 rpm records from Jensen's own collection and features interviews with former band members of the big bands. Jensen kicked the program off on the air last September. Today, the show has a backlog of advertisers and listener response has "been overwhelming," he said.

Central N.Y. State No-Spot Outlet

LIVERPOOL, N.Y. — WCNY-FM, a non-commercial station, has gone on the air here to serve the central New York state area. Format of the station will include music, but "it will not be limited to one category," management said. "To echo the varying musical tastes of its listeners, the station has scheduled classical, jazz, opera, folk, show music, and everything in between." Gordon V. Parmalee is program manager. Some of the programs featured on the station will be via tape. Part of the station operation included an 8-track recording studio.

Allen Freed Radio Return

LOS ANGELES—Programming Devices, located in Beverly Hills here, intends to introduce a syndicated radio show called "The Authentic History of Rock and Roll" featuring the late Alan Freed. Peter Kaufman, head of Programming Devices, said last week that he had obtained about 60 hours of tape from the Freed estate. These were being edited last week and already 13-hour-long shows were available. A demonstration tape was also in the works last week for radio stations who might want to hear how the show will sound.

Kaufman said the show will be sold to radio stations on a sliding scale based on the size of the market. A portion of the proceeds is slated for Alcoholics Anonymous. Included among the tapes is a personal tape by Freed discussing his life and success; this information is being blended into the individual shows, which will have slots for local commercials and local radio station announcements. The show will be ready for airing in January.



BRUCE WEXLER, program director of WBEN, Buffalo, welcomes recording artist Johnny Mathis, second from left, to the city; Mathis was the prize in a five-week promotion called "Guess Who's Coming to Dinner" held in conjunction with the local Tops Markets food chain. A local couple won a dinner with Mathis, plus a trip to Las Vegas. Involved in the promotion were Sal Ingeme, regional Columbia promotion manager, and Jack Perry, local Columbia promotion man, shown above.



Dear Mr. Cook I'd like the new Michael Gately album (Gately's Cafe), the new Pot Liquor album (Levee Blues), the new Don Covay and the Jefferson Lemon Blues Band album (Different Strokes For Different Folks), the new Colonel Bagshot album (Oh! What A Lovely War), the new Power And Light album, the new Muddy Waters Live album and a couple of boxes of mistletoe flavored rolling paper.

The famous weekly continuing American Top 40 station list (watch it grow)

CONTINUED FROM LAST WEEK

STATE	CITY	STATION
OREGON	Albany	KRKT
	La Grande	KLBM
	Portland	KISN
PENNSYLVANIA	Altoona	WVAM
	Harrisburg	WKBO
	Pittsburgh	WIXZ
	Wilkes-Barre	WILK
PUERTO RICO	San Juan	WBMJ
SINGAPORE	Singapore	Rediffusion
SOUTH CAROLINA	Charleston	WTMA
	Florence	WJMX
	Greenville	WQOK
	Union	WBCU
SOUTH DAKOTA	Aberdeen	KABR
TENNESSEE	Chattanooga	WFLI
	Knoxville	WNOX
TEXAS	Beaumont	KAYC
	Fort Worth	KXOL
	Houston	KNUZ
	San Angelo	KWFR
	San Antonio	KTSA

CONTINUED NEXT WEEK

The famous American Top 40 coupon request for details on radio's hottest weekly special program attraction.

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Yes! Rush me a demo tape or sample show (now on L.P. discs) of AMERICAN TOP 40. Send facts on production, ratings results, audience response and my low fee for this weekly, three-hour special. Tell me how Casey Kasem's absorbing, informative presentation of BILLBOARD MAGAZINE'S hottest 40 hits has made radio history and how it will work for me. Send me brochures and sales aids to help us sell it profitably and exclusively in our market (before someone else does).

I am: Station Manager Program Director Sales Manager

NAME _____

STATION _____

ADDRESS _____

©Watermark, Inc. producers of "The Elvis Presley Story"

Miami FM-er Call Letter and Format Change

MIAMI—WIOD-FM, now using the call letters of WAIA-FM in order to identify with a highway along the Atlantic Ocean, switched to a new format Dec. 13. All call letter mentions will be W-A-One-A, just as K-One-O-One (KIOI-FM) in San Francisco identifies with a regional highway. Station manager Herb Hirsch said the call letters were changed so that the FM station would not be identified with its MOR music-formatted AM affiliate WIOD. WAIA-FM will have its own sales and air staff. WAIA-FM will play MOR music basically, presented in 15-minute segments in which the music will be segued. Tunes will be identified at the end of each quarter-hour.

Music will be programmed to the time of day with bright up-tempo tunes in the morning, slower-paced tunes in mid-day, quieter tunes in the evening.

During holidays, the music will be seasonal. For example, during Christmas week, 90 percent of the tunes were Christmas tunes.

Six-Hr. Radio Hit Roundup

DALLAS — "Opus 71," a six-hour countdown of the major 100 records of 1971 produced by Dick Starr Professional Programming and marketed by PAMS here, has been sold in 100 markets, according to Bill Meeks, PAMS president. "First air date should be Dec. 26. It should run an hour per night, or day, then full six hours on New Year's Day," Meeks said. Radio stations have an exclusive in their market.

Meeks said that any station interested still has time to contact PAMS to have a demo single of the show rushed to them. The show, besides the top records, includes interviews with such artists as John Lennon, Cat Stevens, B.J. Thomas, the Rolling Stones, the Three Dog Night, George Harrison, and the Partridge Family, plus commentary on the trends in music today. A customized PAMS jingle is included in the package, plus a operation manual with suggested promotions, etc.

Sonny & Cher TV

LOS ANGELES—"The Sonny & Cher Comedy Hour" premieres Dec. 27 on CBS-TV network in a 10-11 p.m. (EST) slot. Chris Bearde and Allan Blye, who produced the duo's successful summer series, will produce the hour show. Art Fisher is director. Show is produced by Blye-Bearde Productions in association with the Humbug Company. Sonny & Cher record for Kapp Records.

2 VERSIONS OF GFR '45'

NEW YORK—Two versions of "Footstompin' Music," Grand Funk Railroad's new single, have been released to radio stations. One side of the new single will be an edited version running two minutes and 34 seconds, the other side will run the full 3 minutes and 45 seconds.

The shortened version is intended for airplay on AM radio stations.

The consumer copy of the single will feature "I Come Tumblin'," as the flip side. Both tunes are from the group's new album, "E Pluribus Funk."

Letters To The Editor

Dear Editor,

We enjoyed the article on Tennessee markets' radio immensely, but we feel that you have perhaps overlooked one of the largest markets in the Volunteer State, merely because of its composition; I refer to the Tri-Cities market of Bristol-Kingsport-Johnson City, located almost equidistant between Knoxville, Asheville, N.C., and Roanoke, Va. Our market is three cities, each about 20 miles from the other, with a population of 301,900—larger than metro Las Vegas, or Des Moines, or Ft. Wayne, according to SRDS.

Our Tri-Cities market has 15 AM's, five FM's and three TV stations; yet, there is only one FM stereo station, and that is WKPT-FM, in Kingsport. We have been broadcasting stereo since 1962 with the advent of separate FM programming for the Tri-Cities. The format remained MOR until 1966, when a 24-hour country music format was inaugurated. And now, five years later, WKPT-FM has acknowledged the times, becoming the first FM station in this section of the country to program progressive album rock (we beat WROL, Knoxville, by some six weeks). Our 45,000-watt signal covers the five-state area of Tennessee, Virginia, North Carolina, Kentucky and West Virginia.

Programming album rock for this area has been quite a challenge, since Tri-Cities rockers heretofore had varied in format from clocks and rigid playlists, on downward to whatever the local record store might have in stock. In general, we've found it difficult and non-productive to program a lot of the heavier sounds, as response has been minimal. And yet we feel the choice of the music played must be shaped by the jock and listener response, and not from national playlists or tip-sheets. With this in mind, we have felt out a format that meets the needs of this area and fills previously existing gaps.

Basically, the format requires an oldie every quarter hour, two cuts per hour from any album in our "hotbox" (which houses 15-20 current hot albums), with the rest filled in by the jock from the album library. By use of a stamping system, a way was devised to avoid too much or too little exposure to any given cut ("Layla" is a locally popular example), so that no cut is played more than once every five days. Exceptions to this are requests and hotbox albums. This system gives the listener maximum exposure to the breadth of our library, while sparing him bombardment from certain albums, or from the jock's personal preferences.

The hotbox now contains these albums, among others: the latest from Marvin Gay, Seatrain, Rod Stewart, 10 Years After, New Riders, Jefferson Airplane, Santana and Joni Mitchell, plus Cat Stevens, Beach Boys and Hendrix.

Listener response after the initial flurry or irate calls from disgruntled country music fans, has been heavy, favorable, and continuing.

I'd like to request service from all record companies for any and all single and album servicing. We have a solid, uniquely stereo, voice for a large and growing area, and we will be only too glad to provide exposure to any new and promising product.

While we are predominantly album rock, we still have a very popular 6-10 a.m. shift with the best man in the business, The Ole Ridgerunner, Jimmy Smith; and our Sundays feature 6 hours of jazz and two hours of classical, both of which have filled a vital need here, and are very well received. A breakdown: country music 20 hours weekly, jazz six hours weekly, classical 2 hours weekly, rock 98 hours weekly. Our lineup: Jimmy Smith, Chip McNear, Carl

Swann and Bob Morris with weekenders: Calvin Sneed and Jeff Jernigan.

Carl Swann
Program Director
WKPT-FM, Kingsport, Tenn.

Dear Editor,

Here is some information and news for your Radio-TV Programming section or Vox Jox. I hope you can use it. I have also enclosed a KGEI brochure that will give you some background information about the Voice of Friendship. If you do decide to run something about us, I would like a tear-sheet or two. Thanks in advance.

KGEI, The Voice of Friendship in San Francisco, by the end of this year will be the most powerful, 250,000 watts, privately-owned radio station in the United States. (Voice of America, government-owned, is now tops in the power department.) This increase in power will place KGEI in the super-power class, along with VOA, the BBC, Radio Moscow, Radio Havana and other government operations. KGEI is shortwave.

Because KGEI's target area is Central and South America, most programming is in Spanish.

I think KGEI offers the listener the complete program package which includes cultural, informational, educational and spiritual programs.

The line-up of air personalities includes Mario Barahona, music and news announcer; Jim Bowman, station manager and host of "English By Radio"; Stan Jeter, program director; Jose Holowaty, spiritual programs; and Bill Buckmaster, executive producer and music director.

I do a program in English, "The Bill Stuart Show," that features the best in popular music from the USA. I rely heavily on Billboard's Hot 100 and top albums chart to program my show. Recently, we have broken a number of hits on the international market including the new Three Dog Night single and the Bread's new hit "Baby I'm — A Want You."

Myself and Barahona both joined KGEI two months ago. Barahona came to KGEI with all the credentials. For 15 years one of Chile's top radio and TV personalities, Mario left his native Chile because of the new Marxist regime now in power there. For several years, he was the personal announcer for President Alessandri of Chile and introduced the President at all speaking engagements.

Another Chilean, Hernan Faundes, who worked for many years as a newsmen in Chile, is the KGEI news director. For news Faundes and KGEI rely on United Press International's Spanish service and KGEI's own correspondents in Mexico City, Bogota, Buenos Aires and other major Latin American capitals.

Bill Buckmaster
Executive Producer, KGEI
San Francisco



GIVE THE WORLD A HELPING HAND. MAIL YOUR CHECK.

CARE - NEW YORK BY 100% IN AREA OFFICES

Vox Jox

By **CLAUDE HALL**
Radio-TV Editor

Merry Christmas. I wish I could give all of you guys a Merry Christmas, rather than just wishing it for you. My heart's in the right place anyway and may the new year treat all of you kindly; and may you treat everyone you meet kindly.

★ ★ ★
A note from **Dick Reus**, editor of the Reus Record Report, Box 1185, Richmond, Va. 23230: "A note of congratulations from R3 on the fact that Billboard for the fourth consecutive year was voted first and away the number one trade magazine in the U.S. by our R3 correspondents. Your 78 percent rating is the highest pulled in the brief four-year period that we have been conducting year end reviews." Cashbox rated 14 percent; Record World 8 percent. The question was which national trade did the correspondents most rely upon. On behalf of the Billboard, we thank you correspondents. And, on behalf of **Dick Reus**, may I add that he's offering free copies of this year end survey, which has a bunch of other information and includes a count-down of the top records of the year. All you have to do is write him for a copy. But, may I suggest you enclose a stamped, self-addressed envelop?

★ ★ ★
Jim Drucker has left WARM-Scranton, Pa., to become program director of WBAX, Wilkes-Barre, Pa., which will concentrate on an MOR format. General manager of the station, now owned by **Merv Griffin**, is **Jim Ward**. Staff includes **Sam Liguori** 6-10 a.m., **Johnny Margis** 10-noon, **Drucker** noon-3 p.m., **Ron Barry** 3-7 p.m., **Ken Gordon** until midnight. From midnight until dawn, records are

segued. . . . **Carol Miller** has joined WMMR-FM, Philadelphia, doing 3-6 a.m. Saturdays. . . . Just got the ratings in from New York. Pulse Sept./Oct. And, would you believe that WWDJ in beautiful out-of-town Hackensack, N.J., is not doing as well as it did a year ago as WJRZ, a country music station. The WWDJ rating at the moment runs 2 from 6-10 a.m., 3 from 10 a.m.-3 p.m., 4 from 3-7 p.m. and 4 until midnight. A year ago, the station had 2, 4, 4, 4. Don't blame the man, blame the signal. WABC is still the big gun except in the morning with 11, 10, 22, and 14. WOR has 14, 8, 5, and 2. WOR-FM has 4, 5, 5, and 8. WCBS-FM has 1, 1, 2, and 1. WNEW has 7, 8, 4, and 2. WHN has 3, 4, 2, and 0. WMCA has 2, 4, 2, 4. WNBC has 2, 2, 2, 4. WHEW-FM has 1, 2, 3, and 6. WPIX-FM has 0, 1, 1, and 3. WPLJ-FM has 1, 1, 2, and 4 (these ratings do not reflect the recent change to a format). WRFM-FM has 2, 5, 5, and 4. WIFM-FM has 1, 2, 3, and 4. WWRL has 5, 4, 3 and 8, tying WOR-FM at night. In fact, it looks as if WOR-FM and WWRL are No. 2 at night. All in all, a very uneven market. I think the next couple of ratings, however, will show some drastic alterations.

★ ★ ★
The San Francisco Radio Broadcasters Association will now be called the Northern California Broadcasters Association. The legendary **Howard Kester** is again secretary-treasurer. For the coming year, a program committee has been established which includes **Bert West** of KSFO, **James Sahbert** of KIOI-FM, and **Pete Taylor** of KFOG-FM. . . . **Cleveland Wheeler**, music director of WGOW,

Chattanooga, is trying to build a library of oldies for the rock station. . . . **Lawrence J. Hunter** has left WADD, Brockport, N.Y., where he was program and music director to join WGR, Buffalo, in the 10 p.m.-2 a.m. shift. He praises record men such as **Joe Racella**, **Frankie Nestro**, **Jack Perry**, **Maury Bloom**, and **Jim Taylor** for "making it possible for me to program a Top 40 station such as WADD."

★ ★ ★
Doug McKay is new program director of KVIC, Victoria, Tex. He'd been at a San Antonio station, according to general manager **Bob Woodman**. **Tony Russell**, former program director of the station, has moved into sales. . . . **Gerry Cunningham**, 19, married and expecting to be a father in March, needs a deejay job. Has three years of experience. You can reach him at (317) 786-8440. He's on WGEE-FM, Indianapolis, but it has been sold. . . . For Christmas, **KYSA** in San Francisco will play "Jesus Christ Superstar" without interruption on Christmas Eve. The Ford Motor Co. is sponsoring the two-hour period. . . . **Al Casey** at WMYQ-FM, Miami, sent me in the Sept.-Nov. Hooper showing the station doing extremely well in men and women 18-24 years of age. The rock operation is growing, according to Casey, who's anxiously awaiting the Oct.-Nov. ARB. The Hooper showed WMYQ-FM leading in men and women 18-24, but Hooper pointed out the station was involved in a promotion that could have inflated their figures. What Hooper maybe didn't take

into consideration is that it's not that easy even with a promotion to inflate FM figures. Right on, Casey (I'm really too old to be saying "right on," but . . .)

★ ★ ★
Johnny Scott, who used to head a country band that played in the Nashville Room at the Taft Hotel in New York a few years back, is now an air personality on WRKL, New York, N.Y. Country music, of course, but only on Saturday afternoons. A pity that some station in New York isn't playing country music. Instead, many of the radio stations there had rather lose money. . . . **Gary Mercer**, a radio veteran, is currently freelancing in Syracuse, N.Y., and needs a permanent position as program director of music director or air personality. Married and stable. Call him at (315) 446-6770 or (315) 736-0618.

★ ★ ★
"The Chet Huntley Show" is now available from **Jerry Feniger**, president, Horizons Communications Corp., New York. Call him at (212) 752-3840. It's a five-minute radio show now being syndicated and also sold to sponsors direct. Each show has a minute-and-a-half of commercial availabilities. . . . **Jim LaBarbara** is leaving WLW, Cincinnati, to join KTLK in Denver. **Dan Clayton** has been moved into the afternoon drive slot. A man for the evening slot hasn't been named yet. . . . **Ron Dennington** has been appointed program director for WMAS and WHVY-FM, Springfield, Mass. The AM station plays country music, the FM operation is progressive rock 24 hours a day. Dennington was previously with WKY, Milwaukee. **Jim Zelner** is music director of the FM station.

★ ★ ★
Tom Teuber, program director of WCMF-FM, Rochester, N.Y., writes that "after 10 years of struggling with only 1,000 watts, WCMF-FM has finally moved into brand new studios and is pumping out 20,000 watts of progressive rock 24 hours a day. We kicked off our new image with 10 consecutive live concerts. In the past couple of weeks, I've talked with both **Morgan Tell** and **Dave Herman**, who have been the victims of some very unfortunate circumstances. Since markets the size of Rochester seem to be about a year or two behind the majors, I hope that doesn't mean I'll be out of a job in a while, too. I'm convinced that progressive radio can work because we're proving it here right now. Dave told me he wants to head for Vancouver and Morgan is temporarily doing promotion for Buddha."

★ ★ ★
Jack Starr, who'd quit radio after stints in Boston at WMEC and Philadelphia at WIBG when it was a big gun, is now back in radio at WJET in Erie, Pa. He's doing the 10 a.m.-1 p.m. show, according to general manager **Rick Hanna**. Why don't you old friends call Starr and shake him up. . . . **Pete Mobilia** will join WKRC, Cincinnati, as a newsman any sec-

ond now. He'd been at WELI, New Haven. . . . **Joe Martelle**, who'd been with WLW, Cincinnati, is now doing the morning show at WLOB, Portland, Me.

★ ★ ★
Okay, you hombies. This is positively the last time I'll be updating my finding on who the nation's major program directors in Top 40 radio (think is the major Top 40 program director. Now it's a tie between **Sebastian Stone**, WOR-FM, New York, and **Rick Sklar**, WABC, New York. They both came through with 16 points (through Sebastian still had the largest number of first place votes). **Paul Drew**, KFRC, San Francisco, was second. **Buzz Bennett**, KCBQ, San Diego, and **Ted Atkins**, KHJ, Los Angeles, tied for third place. **Jay Cook**, WFIL, Philadelphia, was fourth. **Bill Young**, KILT, Houston, was fifth. Anyhow ever you look at it, these seven men are considered the tops by their peers. And, as I pointed out before, no man was allowed to vote for himself. The air personality voting would still have **Charlie Tuna**, KHL, Los Angeles, as the top Top 40 air personality in the nation. I think I'll do this survey for medium markets in the near future.

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'Ingenuity & Emphasis Help Hits'

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taboo with him, he said, is that he doesn't want to let a guy down at a radio station "who've been co-operative enough to go on a record." Therefore, the good promotion man has to co-ordinate a lot of factors. **Graham's** key special project at the moment is Potliquor, a group on Janus Records. He's absolutely convinced that he can break the group on a national basis. But, even more important, the group is now on a national tour with **Savoy Brown** and due to arrive in Los Angeles and San Francisco about the end of January and early February and "I've got until the end of January to make Potliquor tomorrow's hero. . . . thank God, I've got something to work with." He said that the **Baton Rouge** group, whose new LP is "Levee Blues," performed recently in Passaic, N.J., and the **Janus/Chess** staff drove out to see them in action. "They were just sensational. . . . a good, happy group. And the cut 'Cheer' on their album represents what music is all about today."

Other Assignments

Of course, **Graham** has other special projects, too, such as promoting **Michael Gately's** new LP and the **Don Covey** LP that **Al Riley**, national soul director of Janus/Chess, has already broken in several markets. But he feels that the promotion man is more and more important as albums continue to build in sales. "I would like to see a record company have its promotion men listen to the albums and if they found one they thought was fantastic, tell them that for the next three months they were to live, eat, and breathe that album. . . . to do whatever they had to do to make that a Top 10 album. . . . tell them that they weren't to show their face in the office for the next three months. "And the promotion man can't

promote an album like he used to promote singles. . . . he has to know his product completely because the man who knows exactly what's on the album and about the group is going to get the best shot on radio. . . . anyway, it's hard to walk if you're caught with your pants down."

The promotion man must also realize that he has the only record in the world. . . . that there are no other records out. If you make yourself crazy enough, you'll win, **Graham** said. "I contend that it takes no real genius to promote a record. You just have to get up earlier and go to bed later than anyone else. But when I fly into Los Angeles or New York, and I look down and see all of those lights down there at night. . . . I fancy that there's someone up in all of those houses and all of them are listening to my record. Groovy, man! My record."

As for airplay, **Graham** believes that any play is good play. "Police radio. . . . I don't care. . . . I'll take it. In-store, out-store, I don't care. . . . whatever it takes." But effective promotion is often more than just radio play and this is where the special projects man comes in. In meetings with **Charlie Simms**, general manager of Record Merchandising Dist., Los Angeles, last week, **Graham** began to work on special promotions with **Simms** and promotion man **Jan Basham**. A promotion campaign is going to be co-ordinated with the Warehouse retail chain and the White Front discount stores. "Record Merchandisers has a lot of people like myself working for them. . . . people who are record junkies. . . . people who like to see a record get played and get sold. **Sid Talmadge**, the owner, is just as enthusiastic about a new record and the record business today as he was when I first met him over 10 years ago." The promotion man's responsi-

bilities go far beyond just getting a record played on the radio. "You can tell a good record from a record that is garbage. So, if you're thrilled by a record, before you bust your tail and get it rolling with all of the promotional things you can do, you have to check if the plant has got enough board, enough paper, are they going to press enough initial stock, where are the deejay copies allocated to and do the distributors have enough deejay copies?"

"It's ridiculous not to set up these details or help co-ordinate these details. . . . because otherwise all of your promotion would be just treading water."

Veteran's Savvy

Graham is no stranger to the special project gambit. Manager **Albert Grossman** sent out a new group, called **Peter, Paul & Mary**, and asked **Graham** to get them booked into the hungry i. For the trio's opening night, **Graham** traded out a free personal appearance by the trio at a local college football rally for a small riot. "I said I need 1,000 students outside the hungary i yelling 'We want Peter, Paul & Mary' . . . I want smokebombs. . . . I want the whole thing. So, Tuesday at the opening, I had a jam-up traffic jam." The only unfortunate thing of the whole promotion, **Graham** said, was when newspaperman **Herb Caen** wondered how come **Graham** was able to provide professional 8x10 glossy of the riot. "For the promotion, we had stickers all over town, had Peter, Paul & Mary written all over overpasses and tunnels. Peter, Paul & Mary singing at shopping center openings. . . . we all worked day and night and the greatest thing about the whole promotion was working with artists who were so totally co-operative. . . . they'd do anything I asked them to do." **Graham** got "Lemon Tree," a

(Continued on page 25)



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Vox Jox

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Jim Gearhart would be interested in a major market air personality position. You can reach him at 203-637-9159. I was thinking the other day of the "perfect" air staff for an MOR radio station where the criteria was humor and the air personalities were given rein to operate in their best form. Now, this is based strictly on my own knowledge and I'm a long way from knowing everything, but this is the staff I'd select: **Don Imus** 6-9 a.m., **Jim Gearhart** 9-noon, **Gary Owens** noon-3 p.m., **Fat Paterson** 3-7 p.m., **Dick Whittington** 7-midnight, and **John Zacherle** midnight until 6 a.m. I may have left out a good man; I've never heard **Don Sherwood** work and I understand he's another thing. And there's a guy in the midwest I can't remember. But I feel this would be one hell of a staff and would probably drive a program director bats.

★ ★ ★
KRLD, Dallas, needs a first ticket air personality. Talk to program director **John Barger**. **WIXY**,

Cleveland, has been talking to a couple of men. **WFLI**, Chattanooga, needs a man. Check **WKGN**, Knoxville. **WRKT**, Cocoa Beach, Fla., needs a 1st ticket air personality fast. Talk to **Jack Pride**.

Danny Davis is leaving **KHOW**, Denver, to become program director of **KRIZ**, Phoenix. Both stations are owned by **Doubleday Broadcasting**. Here's a bit of a twist for you: **Norman Wain** and **Chuck Dunaway** were visiting the **Grand Ole Opry** in Nashville the other day learning about country music and indicated they might be interested in purchasing a country music station. Since both have been associated primarily with Top 40 radio, I can only assume they'd just made a visit to **Tootsie's Orchid Lounge** before going backstage at the **Opry**. **Elroy Kahanek**, country promotion director for **RCA Records**, was giving them a guided tour.

★ ★ ★
J. Robert Gaines, P.O. Box 684, Galax, Va. 24333, is still seeking letters from air personalities and

program directors who've been shafted; it's for his book, which is nearing completion. He won't use any names, but he would like "experiences" to use. Help him out if you can. . . . **Bob McClain**, former air personality, is now a **Capitol Records** promotion man in Denver. All you radio men in **Coors Country** treat him gently, eh! . . . **George A. Koehler**, general manager of **Triangle's** radio-TV division, and **Lewis Klein**, director of programming for **Triangle**, are part owners in **Gateway Communications**, which has just purchased **Triangle's** **WNBZ**, **WNBZ-FM**, and **WNBZ-TV** in **Binghamton**, and **WLYH-TV** in **Lancaster, Pa.** **Koehler**, once station manager of **WFIL** in **Philadelphia**, is president of **Gateway**. **Klein** is vice-president.

★ ★ ★
Gary Doggett, **KDON**, **DeQueen, Ark.**, writes: "We readily admit that the records advertised in **Billboard** get more plays on **KDQN**. Big deal . . . we've only got 13 listeners, counting my wife and four kids." Good to hear from you,

Gary. . . . The third annual **Alfred I. duPont-Columbia University** survey of Broadcast Journalism revealed that 20.8 percent of network TV programming was devoted this past year to music variety programs. . . . **Jack Sorbi**, program director of **WFBM**, **Indianapolis**, is seeking a nice guy who can do a late evening talk show and perhaps some music as well. I don't know the actual details, but give Jack a phone call if you're interested. **Barry James**, last at **KSTT**, **Davenport, Iowa**, now at **KFMX-FM**, **Omaha**. **KSTT** is looking for an air personality and **Bobby Rich**, the program director, prefers a first ticket. Should also be able to handle production and maybe the music chores. . . . **Bob Alou**, **JMI Records**, **Nashville**, called up and hyped me on "Song for Man" by **Bob McDill**. Said record on **KTSA**, **KLIF**, **KMPC**, etc., and on the two-way radio system of many taxi dispatchers. He's guaranteeing product in any market that plays the record.

KEDO, **Longview, Wash.**, has launched a progressive rock show at night, according to new music director **Mark Robbins**. The station is MOR in the daytime. . . . I guess my old buddy, **Fred Allen**, has left the **National Association of FM Broadcasters**; he'd been executive director or something similar to that. **Abe Voron**, former president and chairman of the board of the **NAFMB**, and one fine gentleman, is the new executive director. . . . **Bill Rice**, former general manager of **WDXB**, **Chattanooga**, is now sales manager of **KXOL-FM**, **Fort Worth**. **Phil Maywault**, three-years of college, 21. lots of college radio experience, needs a gig. Write 254 **Vestal Ave.**, **Binghamton, N.Y.** 13903. Or call 607-722-0055. . . .

★ ★ ★
 "Take a Little Time Out Girl" by **Mark Palmer** on **Spark Records** is being reserved to radio stations, according to **Al Kugler**, national promotion director. Said he's getting some radio action on it. . . . **KNAC**, **Salt Lake City**, needs a good Top 40 deejay for a midday slot that will be opening up around the middle of January. Call program director **Richard W. Boothe** at 801-364-3685. . . . **Fred Vandeventer**, 68, died last week in **Petersburg, Va.** He originated the old "Twenty Questions" radio show that later went to TV. He was on **WOR**, **New York**, for a while. . . . **WGIL-FM**, **Galesburg, Ill.**, is now broadcasting at 50,000 watts with country music in stereo, according to program director **Jim Wyman**. Country music stations in
 (Continued on page 32)

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A dozen full cuts of stereo music pulled from the top charts of 15 different countries. With the kind of comment only a Paris-based DJ like **Rosko** can add.

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Thirteen weekly one-hour segments of solid youth market programming. Placement through **Dean Thompson**, **Campus Media**, 212-245-0950 (call collect).



CBS FCC Petition

• Continued from page 20

Just when—or if—the **FCC** will approve the **Dorren** system for broadcast is not known. In the meanwhile, several stations are broadcasting via a matrix system sold by **Electra-Voice**, a Michigan-based firm.

"Once Every Year"

A new and unusual Christmas song by **Paul Francis Webster** and **Mike Corda**, is now available on **New Horizon Records**.

A soul version by **Delilah** is backed with an MOR treatment by **The Believers**. Both sides, very different, make for a unique recording.

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Audio Fantasy Syndicates Nordine Half-Hour Series

COTTAGE GROVE, Ore.—Audio Fantasy, a radio production and distribution firm here, is now syndicating "Now Nordine," a half-hour radio show that features live and recorded music of all kinds and revolving around the word imagery of Ken Nordine.

Each episode of the series takes the listener on a mind-bending adventure that travels the entire gamut of emotions. Music ranges from jazz and standards to novelty tunes and classical works. Some 260 episodes are now available, each with three breaks for radio stations to insert local commercials or announcements.

The series is being offered in three different packages, according to Bob Keller, who is partner in Audio Fantasy with Mary Bowden and Greg Hanks. When the station buys all 260 shows, the cost is \$7.20 per show. For only 130 programs, the cost is \$9.20 each. Fifty-two programs are available at a cost of \$13.25 each. It is being offered on a market exclusive basis.

Nordine, who has his own recording studio in his Chicago home, has been quite active in both albums and commercials. He once worked at WCFL, Chicago.

'Ingenuity & Emphasis Help Hits'

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cut on the LP, dubbed on acetate at Radio Recorders in San Francisco and managed to get it played on KEWB, KSFO, and KYA the same day and it broke wide open. He called Joe Smith at Warner Bros. "who was startled because there were no singles available. But he said okay and started the single pressing. That was the initial success of the trio. The first television they did was on Dick Stewart's "Dance Party" show, KPIX-TV, San Francisco."

Of course, some promotions may be successful, but backfire in another sense. Warner Bros., when

it was first starting out, had some records released by television stars in its shows. One of these was "Kookie, Kookie Lend Me Your Comb" by Ed (Kookie) Burns of "77 Sunset Strip."

"I had a comb contest at KYA in San Francisco. Listeners were to send in their old comb and get a Kookie Burns comb. Norm Davis, then program director of the station, called and asked me to come to the station. When I got there, 85,000 dirty combs were waiting for me. He said it was my responsibility. So, I had to set up nights taking the dirty combs out of their envelopes and putting in the

(Continued on page 26)

AN UNSOLICITED TESTIMONIAL FROM COMEDIAN PAT PAULSEN "BILLBOARD'S CAMPUS WHAT?"



ACTUALLY, BILLBOARD'S CAMPUS ATTRACTIONS SPEAKS FOR ITSELF. BUT, YOU CAN RELY ON ITS COMPLETE LISTINGS OF TALENT, FILM, RECORDING ARTISTS, PERSONAL MANAGERS AND BOOKING AGENTS.

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Large, medium and major market rockers. I know how to cook with a degree of intelligence. However, my tape and resume will tell you better than any ad can. Box 455, Radio-TV Job Mart, Billboard, 165 W. 46th St., New York, N.Y. 10036. 1 1

Announcer with 3 years' experience. Am single and hold a third class license with broadcast endorsement. Am looking for a modern country station, since that's my bag. Can do news, commercial production and some sport play by play also. I am willing to relocate, mostly anywhere. Let's see if you and I can get together. Write: Neil Ryan Jr., R.D. 2, Mexico, N.Y. 13114. 1 1

HELP! I'm frustrated. I need a fresh change. Been at present station four years. Currently production manager and music director. I'm 27 and have the first phone ticket. I possess a sense of humor and an excellent knowledge of pop music. Dependable. I can write and talk with imagination and if you want creativity in production—I'm your man. Let's get together. Prefer to relocate in Wisconsin, but will consider any challenge anywhere. Box 454, Radio-TV Job Mart, Billboard, 165 W. 46th St., New York, N.Y. 10036. 1 1

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NEEDED AT ONCE—2 Country Pros. No beginners or drifters. Must be able to inject personality into a winning format. Send tape if you're ready to move! Box 453, Radio-TV Job Mart, Billboard, 165 W. 46th St., New York, N.Y. 10036. 1 1

Campus News

Campus Outlets Open Despite Vacation Slump; Offer Discounts

NEW YORK—Because of the extended vacation period given to students at Christmas time, retail sales at campus music outlets might drop as much as 75 percent. But most major stores remain open to cash in on sales of Christmas items and other products which may interest the Christmas shopper.

At Follett's Miami Co-Op, Oxford, Ohio, Maureen Gedeon, manager of the store, said that her sales in records drop drastically. "We try to run a sale about one a week before the students leave for vacation," she said. "We serve three major schools in this area,

so we try to break our prices about 30 percent lower than normal to bring the prospective student buyer into the store. We only discount records, though. Our 8-track and cassette tapes are usually not priced any differently from normal." She also mentioned that the drop in income for this time is generally projected into the store's yearly income.

At Kief's Record and Stereo, Lawrence, Kan., John Kiefer, manager and owner of the retail outlet, said that his sales may drop as much as 33 percent at vacation time. "We do not run a sale, however, because we normally sell al-

bums for less than their suggested retail price. In fact, at \$3.99 per LP, we are generally lower than other discount houses in the area," said Kiefer. "So we use the time instead to give our personnel in the store some time to relax. We will go on special hours for the season.

Kiefer also said that he could not afford to close the store. "We would lose more money by closing the store, because aside from about a \$70,000 record inventory, we also sell audio equipment, which sells well during the Christmas season. You see, although we do not strictly rely on campus trade, we get most of it, so that accounts for a sales drop during long vacations, but it will even out," Kiefer concluded.

At the Record and Trade Center, Durham, N.C., serving Duke University, the drop in retail sales is between 50 and 75 percent, according to Wendell Tomlin, the assistant manager. "Our store in Chappel Hill does considerably more business during this season, although they also have many student customers," said Tomlin. "We keep the store open from 9 a.m.-9 p.m. until Christmas is over. Then we run from 9 a.m.-5 p.m. Our soul music traffic in singles is always heavy, so that makes it worthwhile to stay open for business," Tomlin commented.

About a 75 percent loss in retail sales is realized at the Band Box on College Ave., in Blacksburg, Va. It is reportedly the most popular store in the area.

Special LP's

"We attempt to take up some of the sales slack by ordering the special Christmas LP's in November," said C.G. Stricker Jr., the assistant manager. "By ordering LP's such as Handel's 'Messiah' and Christmas and gift records and having them in stock, we manage to keep serving the remaining students here as well as many of the people living in the area.

The Band Box also runs a sale during some time in the week previous to the vacation and following the vacation. At this time records priced at \$4.98 drop to \$2.99 and the \$5.98 LP's drop to \$3.98. A lighter work schedule for the three people in the store is also put into effect, although store hours are not changed.

Stricker also mentioned that the store does a good tape business during the Christmas season. "We especially do well with the high-priced classical tapes both 8-track and cassette during this time of the year, so it pays to keep the store open, although we all work a little less," he concluded.



LEE ELIOT BERK, left, author of the book, "Legal Protection for the Creative Musician," received his first prize certificate for the Fourth Annual ASCAP-Deems Taylor Awards from Stanley Adams, center, president of ASCAP, as Berklee President Lawrence Berk shows the certificate awarded to Berklee Press Publications for their part in publishing the book.

'Ingenuity & Emphasis Help Hits'

• Continued from page 25

new combs. That's promotion, you know." But the record broke and eventually paid for the combs, he said.

Graham started in the music business about 14 years ago. He said he intended to be a social worker, but Russ Solomon talked him out of it into delivering records for him at Record Supply,

NEC to Showcase 32 Acts at Meet

KANSAS CITY—There will be 33 acts showcased at the 1972 National Entertainment Conference Convention to be held here Feb. 13-16, at the Muehlebach Hotel. Every college and university in attendance will be able to book these groups during the convention for savings of up to \$3,000. After the convention, the regular prices for the talent will once again be in effect.

Artists to be showcased include the Sam Lat Blues Revival; Boz Scaggs; Roy Acuff and the Smokey Mountain Boys; Muddy Waters; the Chambers Brothers; Swallow; Westwood; Funkadelic; the Souled Out Review; the Sunday Funnies; Spyder Turner and Freedom Revival; Game; Chet Nichols; Dawn and Tony Orlando; Jonathan Round; Flash Cadillac and the Continental Kids; Jeremy Storch; Mark-Almond; The World's Greatest Jazz Band; Edwin Hawkins Singers; John Hartford and Earl Scruggs; the Elders; Mother's Finest; and David Rea, among others.

San Francisco. "Gave me my own smock. I started delivering records to his rack operations at Woolworth and W.T. Grants. I didn't know anything about the record business, but I was thrilled with the free albums . . . after a while, he began to pay me even."

Using the playlist of KOBY, a Top 40 operation then, and the playlist of Bill Gavin's "Lucky Lager Dance Time" show for McCann-Erickson advertising, Graham began to be quite a success as a rackjobber employee. Then he went to work at Eric Distributors working inside with dealers. "When the dealer came by to pick up his five records, you sold him 15." A year and a half later, he joined Warner Bros. and became regional representative. "When we started out, we had dynamic stars like Ira Ironstrings, Wee Bonnie Baker . . . all the heavyweights."

Today, as always before, "radio is an avocation with me," Graham said. "And I've been fortunate to meet and know some bright, heavyweight guys who're on the air. I know many guys who leave their radio show to go home and listen to music. Some of the record collections in the homes of air personalities are the finest in the world—better than those even in the homes of some distributors—and thank God they have taken the interest they have in the business. I still talk to a deejay now and then who knows what artist was on the session on a particular album . . . knowledgeable deejays make my job all that much more enjoyable."



MELANIE, right, talks with Ron Britain for his syndicated Ron Britain Radio Programme, aired over 21 campus radio stations throughout the U.S. The interview is among the special features in current segments of the program. Melanie, on Neighborhood Records, was in Chicago for a concert appearance when she found time to tape the show.

What's Happening

By BOB GLASSENBERG

Governor Winfield Dunn of Tennessee pushed a button that made WMOT-FM, Middle Tennessee Univ., 50,000 watts stereo.

The Production Company in Hartford, Conn., has prepared a series of news packages that run from between 2½ and 3½ minutes in length. They are really well produced news stories that cover things other than the normal "news at 55" approach to radio journalism. There are full stereo music, sound effects and multiple voicings on all of the tapes, called *News Blimps*. If interested write to Vito A. Perillo, The Production Company, Box 161, Hartford, Conn.

PICKS AND PLAYS—WEST—California—KUSF, Univ. of San Francisco, Steve Gustafsen reporting: "A Better Land." (LP). Brian Auger, RCA. . . . KERS, Sacramento State, Sacramento. "Minnows." (LP). Marc Benno, A&M. . . . KVCN-FM, San Bernardino Jr. College, Jim Watkins reporting: "Fire and Water." Wilson Pickett, Atlantic. . . . KCPK, California State Polytechnic, Pomona, Tom Baker reporting: "Jellyroll." (LP, Get off in Chicago). Harvey Mandel, Ovation. . . . KLCC, Lane Community College, Eugene, Ore., Dave Chance reporting: "American Pie." Don McLean, UA. . . . KUGR, Washington State Univ., Pullman: "Blessed Are . . ." (LP). Joan Baez, Vanguard.

MIDWEST—Michigan—WJMD, Kalamazoo College, Kalamazoo, John Hampel reporting: "Melon." (LP). Sweetwater, Reprise. . . . WORB, Oakland Community College, Farmington, Jim Nuzoff reporting: "Day After Day." Badfinger, Apple. . . . Illinois—WNIU, Northern Illinois Univ., DeKalb, Curt Stalheim reporting: "America's Greatest National Pastime." Byrds, Columbia. . . . WRSE, Elmhurst College, Elmhurst, Carl Pine reporting: "Music." (LP). Carole King, Ode. . . . WPGU, Univ. of Illinois, Champaign, John Parks reporting: "Thank God for Your Baby." Pacific Gas and Electric, Epic. . . . WLUC, Loyola Univ., Chicago, Judy Mullen reporting: "Never Been to Spain." (LP, Struck Like Silver). Morning, Fantasy. . . . Ohio—WBUF, Bluffton College, Bluffton, Warren Carter reporting: "Zo So." (LP). Led Zeppelin, Atlantic. . . . WKSU, Kent State Univ., Kent, Jon Horning reporting: "Minnows." (LP). Marc Benno, A&M. . . . Missouri—KCCS, Univ. of Missouri, Columbia, Doug Carr reporting: "Miss Judy's Farm." (LP, A Nod is as good as a Wink) Faces, Warner Bros. . . . KCLC-FM, Lindenwood Colleges, St. Charles, Chuck Lackner reporting: "Different Roads." (LP). Jake Jones, Kapp. . . . WGVU, Univ. of Dubuque, Iowa, Steve Rice reporting: "California '99." (LP), Jimmy Haskell, ABC. . . . WBKE, Manchester College, Manchester, Ind., Gary Arnold reporting: "I Can't Do it for You." Trade Martin, Buddha. . . . WVUS-FM, Univ. of Wisconsin, Stout campus, Art Matthews reporting: "Cotton Jenny." (LP Cotton Jenny). Anne Murray, Capitol.

EAST—New York—WSUA, State University at Albany, Eric Lonschein reporting: "A Nod Is as Good as a Wink." (LP). Faces, Warner Bros. . . . WNTC, SUNY at Potsdam: "Black Dog, Rock & Roll." Led Zeppelin, Atlantic. . . . WGSU-FM, SUNY, Geneseo, John Davlin reporting: "Low Spark of High Heeled Boys." (LP). Traffic, Island. . . . WNPC, SUNY, New Paltz, David Salkin reporting: "Once You Understand." Think, Laurie. . . . WRCC, Rockland Community College, Suffrin, Arnie Tanowitz reporting: "Be a Believer." Brimstone, Big Tree. . . . WSCB, Buffalo State College, Buffalo, Clay Pasternack reporting: "American Pie." (LP). Don McLean, UA. . . . Pennsylvania—WMUH, Muhlenberg College, Allentown, Dave Fricke reporting: "Mordicai Jones." (LP). Mordicai Jones, Polydor. . . . WPMC, PMC Colleges, Chester, Bob Moore reporting: "Black Dog." Led Zeppelin, Atlantic. . . . WLVR, Lehigh Univ., Bethlehem, Jim Cameron, reporting: "Morning." (LP). Morning, Fantasy. . . . WLRN, Lehigh Univ., Bethlehem, Brian Douglas reporting: "Anticipation." (LP). Carly Simon, Elektra. . . . WVBU, Bucknell Univ., Lewisburg, James Morrell reporting: "By My Side." (LP, Godspell), original cast. Bell. . . . WKUL, Wayneburg College, Wayneburg, Gary Olsen reporting: "Don't Say You Don't Remember." Beverly Bremers, Scepter. . . . WHAY, Penn State at Shaverstown, Dale Reese reporting: "California." Ariel, Vain. . . . Massachusetts—WTCC, Springfield Technical Community College, Springfield: "Sunshine." Jonathan Edwards, Capricorn. . . . WVBC, Boston College, Boston, Paul Cuzzi reporting: "Farther Along." (LP). Byrds, Columbia. . . . WNCY-FM, Nasson College, Springfield, Me., Joe Bartucca reporting: "I Think I'll Write a Song." (LP). Phillip Goodhand-Tait, DJM. . . . WCCR, Camden County College, Blackwood, N.J., Dave Bleoler reporting: "Jonathan Edwards." (LP). Jonathan Edwards, Capricorn. . . . WSAC, St. Anselm's College, Manchester, N.H., Pat Mathews reporting: "Siegal-Schwall Band." (LP). Siegal-Schwall Band, Wooden Nickel.

SOUTH—Tennessee—WMOT-FM, Middle Tennessee Univ., Murfreesboro, Robert Mather reporting: "Year of Sunday." (LP). Seals & Crofts, Warner Bros. . . . WRVU, Vanderbilt Univ., Nashville, Mike Anzk reporting: "Music." (LP), Carole King, Ode. . . . Arkansas—KBTM, Arkansas State Univ., Jonesboro, Dennis Rogers reporting: "River City Street Band." (LP). River City Street Band, Enterprise. . . . WHCR, Huntington College, Montgomery, Ala., Glenn Muhle reporting: "Tomorrow's Another Day." Crabby Appellton, Elektra. . . . WVSV, Samford Univ., Birmingham, Rish Wood reporting: "Respect Yourself." Staple Singers, Stax. . . . WLSU, Louisiana State Univ., Baton Rouge, Jimmy Beyer reporting: "America." John Fabey, Takoma. . . . WECU, East Carolina Univ., Greenville, N.C., Larry Fitzgerald reporting: "Rock N' Roll." Detroit, Paramount. . . . WEKU-FM, Eastern Kentucky Univ., Richmond, Hal Bouton reporting: "Shake Off the Demon." (LP). Brewer & Shipley, Kama Sutra.

From The Music Capitals of the World

DOMESTIC

• *Continued from page 18*

the Thunderbird's Latin Fire production will be an all-star Japanese topless review "Geisha'rella," starring **Takeuchi Keige** in mid-January. The entire company is second generation Japanese-Americans. . . . **Eddie Fisher** being handled by **David Mirisch**.

Paul Lowden is the new maestro of the Flamingo house orchestra. . . . **Mitch DeWood** has been named entertainment director of Kings Castle, Lake Tahoe. Previously, DeWood was **Marty Allen's** partner in a music-comedy act. . . . Thunderbird lounge singers **Bob Fletcher** and **Vicky Lane** flew into Los Angeles to co-host the annual \$125 a plate Gateway charity affair with **Danny Thomas**.

Bobby Vinton passes out bouquets of red roses during his Hil-

ton lounge show as part of a promotion with local radio station KLUC. Vinton will record an album of **Mario Lanza's** favorite songs. . . . **Abbe Lane** returned with her act to the Landmark Nov. 29 and also has been inked to headline **Harrah's Reno** opening Feb. 3.

The **5th Dimension** who made their Riviera debut Dec. 17 also filmed a television special at Hoover Dam and Death Valley during their three-week engagement here. The hour-long production will also star Academy Award winner **George C. Scott**.

LAURA DENI

CINCINNATI

The **Heywoods**, nine-piece mild-rock group managed by **Bea Donaldson**, are doing the theme for **Dick Clark's** TV special, "The Real World of Make-Believe." The group has played 36 concert dates with the **Osmond Brothers** in recent months. . . . **Belkin Productions** has the **Altman Brothers** coming into Music Hall for a single shot Jan. 16 at a \$3.50 top. . . . **Ted Nugent** and the **Amboy Dukes** plus **Brownsville Station** and **Django** provide the New Year's Eve rock action at Hara Arena, Dayton, Ohio.

Andrew Lloyd Webber and **Tim Rice's** version of "Jesus Christ Superstar" makes its third visit to Cincy in five months with performances at Cincinnati Gardens Thursday and Friday (23-24). Tie-in is with **Shillito's**, major department store with four local outlets that make for the biggest share of record retail sales in the area.

Singing pianist **Al Morgan**, of "Jealous Heart" fame, is the holiday feature at **Dick Schilling's** Beverly Hills Country Club, Southgate, Ky.

Jim LaBarbara, WLW's afternoon drive-time voice, leaves there Thursday (23) to take over the morning slot at KTLK, Denver. **Dan Clayton**, who joined WLW recently as music director, takes over LaBarbara's slot. . . . **Jimmy Logsdon**, WCLU Radio's deejay-entertainer, will be the Christmas Night feature on WLW's "Midwestern Hayride" TV seg hosted by **Kenny Price**. Logsdon, a songwriter in his own right, will sing a medley of **Hank Williams** hits. Jimmy joined WCLU in October, 1965, when the station introduced the modern country format in the area. He has logged a number of his own tunes on the Decca label.

BILL SACHS

Frankie Laine Aids 7th Step

NEW YORK — **Frankie Laine** will help promote the 7th Step Foundation around the country and assist in its fund-raising events. The Foundation, an organization which helps in the re-motivation of former prison inmates, drug addicts and juvenile offenders, plans a series of radiothons and telethons for funds.

Laine will conduct a radiothon on San Diego Station KSDO, Monday (20), via the **Bill Gordon** show. This will be followed by events in Chicago, Las Vegas, Los Angeles and Jacksonville, Fla. All those interested in participating in the fund drive should send donations to **Frankie Laine 7th Step Foundation** Radiothon, 681 Market St., San Francisco, Calif. 94105.

Signings

• *Continued from page 14*

with other Mercury artists. . . . **Mike Lunsford** signed with Stop Records. His first single is "The Big Step." . . . **Carlton Dinnall** signed with West Records and will have a single of "Something More," theme song from the film "Honky." Dinnall formerly recorded for Barnaby.



THE HILLSIDE Singers are shown at Decca Studios in New York recording "I'd Like to Teach the World to Sing (In Perfect Harmony)," for Metromedia Records.

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Tape Cartridge

EDITORIAL

Booting Pirate Ads

We can take grim satisfaction in the fact that the war against record and tape bootleggers is unremitting. Many companies in our industry are making a massive assault upon illegal duplicators who flourish upon the creative property of others.

Pirates who make and sell unauthorized copies of commercial recordings are more than an occasional nuisance. It is estimated that one out of every three prerecorded tapes sold in the U.S. was pirated and further that pirates were grossing approximately \$300 million annually.

To join in the assault against bootleggers Billboard will refuse all classified advertising that undermines the rights of performing artists, record companies, musicians' unions, composers, publishers, and others. Such advertising is a measure of the immoral and cynical business tactics of pirates who infringe on the rights of legitimate businessmen.

We urge that the attack on bootleggers be maintained at a relentless pace. Advertising which offers illegal product, in the final analysis, undermines the standards of our industry. At stake is the preservation of basic rights, the dissipation of which will be disastrous.

Billboard urges all malefactors to examine their consciences and to eliminate their activity and desist from such practices.

Admiral Likes 8-Track Over Cassette; Looks to 'Q' In '72

CHICAGO—"Make no mistake about it," said Ed Boba, marketing manager of Admiral, "we will be heavily involved in marketing cartridge equipment in 1972."

Based on Admiral's consumer surveys, the company feels that 8-track is the configuration that shows the greatest sales potential in the next few years.

In short, Admiral, while not completely phasing out of its few

cassette models, is offering all stereo consoles with 8-track decks. It will also offer fuller portable and compact 8-track lines, according to Boba.

While not as enamored of cassette—it is phasing out of its 12-cassette changer—Admiral will not be without cassette players. It probably will offer a deck, several monaural portables under \$60, and at least one with AM-FM radio at about \$89.95.

"But our marketing and sales strategy will concentrate in all aspects of the cartridge market except automotive," Boba said. "Our eggs will be in the 8-track basket."

The new product line includes three recently released stereo consoles, all with 8-track decks, at \$289.95, and future product like 8-track playback/record units, 8-track portables with and without

(Continued on page 32)

Toyo Introduces New Audio Units

LOS ANGELES—Toyo has introduced several new audio products, including a portable 8-track player/recorder, model 403, at \$129.95.

It also introduced a stereo cassette recorder, model 504, featuring AM-FM radio and built-in telescope antenna at \$139.95.

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U.S., Japanese & European Makers Ogle Russian Mart

LOS ANGELES—Though many tape companies won't publicly admit it, a quiet but intense struggle for influence in Russia is being waged between U.S., Japanese and European manufacturers.

The battle is being fought on two apparently interrelated fronts. One involves American companies with foreign subsidiaries and the other concerns foreign manufacturers with easy access to trade routes in the USSR.

Slowly, and without creating many ripples at the State Department, American tape companies have joined their European and Japanese counterparts in putting out feelers to the Russians.

Many tape producers, including hardware and software manufacturers, feel Russia is eager to relax trade barriers with companies outside the Iron Curtain.

To this point, Czechoslovakia produces a monaural cassette player/recorder, model Desna, which is sold in Russia, and Melodiya Records' manufacturing facility has begun duplicating prerecorded cassettes utilizing East Germany's ORWO tape.

But the Russian Government has given permission to Melodiya to explore additional advances in the tape field with non-Communist Block nations.

Given the go-ahead, Melodiya is talking with several tape manufacturers on plans to introduce blank tape in Russia.

Many Firms Vie

It is investigating the market with Minnesota Europa S.A., Switzerland, a 3M Co.; BASF and Agfa-Gevaert, both German companies, several Japanese firms, and a large American company with manufacturing capabilities in Europe.

In the first of several pending deals, Melodiya has acquired about \$300,000 worth of cassette manufacturing equipment from Viewlex Inc., New York (Billboard, Dec. 18). Electro Sound, the tape duplicating equipment arm of Viewlex, is sending technicians to Russia to assist in installing equipment and training personnel.

There is talk in Washington that President Nixon is seeking improved Washington-Moscow ties and businessmen hope he will sign a trade agreement when he visits Moscow next May.

Commerce Secretary Maurice Stans also hinted that trade between the two powers is close and could reach billions of dollars in certain industries.

He has just returned from an 11-day visit to Russia and plans are being made for a trade delegation from the USSR to visit the U.S. early next year.

Stans said, however, that improved U.S.-Soviet trade relations depended in large part on the continued improvement of political relations between the two countries. He also said that prospects

for additional trade with Poland were bright.

U.S.-Soviet trade last year totaled \$170 million, none of which concerned the tape industry.

But it is becoming increasingly clear that the Russians are looking at the tape industry. The recent introduction of the Desna cassette player opened the door to future probes by American, Japanese and European companies.

Russia has a population of about 240,750,000 people, and tape manufacturers are eager to open trade avenues with Moscow.

King of Japan Issuing Matrix Disk and Tapes

LOS ANGELES—King Record Co., Ltd., Tokyo, is jumping into the quadrasonic tape and disk picture in Japan.

It is releasing 4-channel discrete open reel tapes and about 10 quadrasonic matrix disks for the Japanese market. It plans a second 4-channel disk release sometime in early 1972.

King is utilizing its own engineered matrix disk system which is compatible to other simulated concepts, said Bunichiro Tanabe, manager, international a&R department, and Mamoru Suzuki, assistant manager, foreign liaison department.

The initial 4-channel release includes titles by four Japanese artists and six American artists representing Vanguard, Project 3, ABC and London Records. Quadrasonic cartridges are not scheduled for release, "unless the market demands the product," Suzuki said.

King, which distributes about nine American labels in Japan, is cautiously observing the 4-channel market. Both Suzuki and Tanabe believe the "discrete concept will eventually be the surviving system," but that the "matrix system, especially for disks, has an early advantage."

Suzuki, however, doesn't believe 4-channel will achieve as much success in Japan as in other world markets. "When discussing 4-channel home systems," he said, "you must remember that many homes



EXECUTIVES of King Record Co., Japan, Mamoru Suzuki (left) and Bunichiro Tanabe discuss 4-channel market.

in Japan are small. There are several inherent problems in the system's cosmetics for Japanese consumers."

Dolby Need

He feels there are more immediate needs in technical innovations for the consumer in Japan, like Dolby noise reduction systems.

"To stimulate cassette growth, both in equipment and in prerecorded tape," he said, "it is more important for Dolby to achieve greater exposure in Japan."

Although the prerecorded tape market in Japan is steadily growing, particularly in 8-track, both Tanabe and Suzuki detected a lower growth rate this year in tape sales.

"We anticipate about a 10 percent sales gain in 1972 for tape and disk," Tanabe estimated, "but it is difficult to project because of a sluggish economic situation. It certainly will not achieve the same sales level as in 1970, which was a very, very good year."

Contributing to the decline in tape sales were an economic dip, low-priced product on the market, and illegally duplicated tape.

Although there are laws in Japan governing copyrights there was a rush of bootlegged product reaching the market. "Police cracked down, however, and many

(Continued on page 37)

Industry Leaders Set as ITA Seminars' Speakers

NEW YORK—The International Tape Association has confirmed speakers and seminar sessions for its three industry meetings in New York, Feb. 6-7, Chicago, Feb. 8-9, and Los Angeles, Feb. 13-14.

Oscar P. Kusisto, president of Motorola Automotive Products, will deliver the keynote speech at all three meetings.

Seminar chairmen include George Simkowski, vice president of Bell & Howell; Gerry Citron, manager of consumer electronics at North American Philips; An-

thony Palms of Time-Life Video; Dan E. Denham, general manager of 3M's magnetic products division; and Ed Campbell, president of Lear Jet Stereo.

Speakers include Jeffrey Berkowitz, assistant general sales manager and national sales manager of Panasonic, on "How Quality Playback Equipment Can Help Your Program"; James Levy, manager of Time-Life Audio, on "Changing Distribution Patterns for Tape"; James Trueisen, industrial sales director of Bell & Howell, on "Using Tape to Promote Product and Services"; and M. Warren Troob, ITA legal counsel, on "Avoiding Legal Pitfalls in Producing or Acquiring Tape."

Other speakers include George Sadder, marketing manager of TDK, on "An Overall Look at the World of Tape"; Richard Stover, general manager of Super-scope Recorded Tapes, on "Mass Marketing of Spoken Word Tapes to the Consumer"; and Harold Lustig of Cassette Recording Corp., Frank Day, president of American Sound, and Dan Hussey, op-

(Continued on page 35)

Krol Tronics Adds Speakers to Line

LOS ANGELES—Krol Tronics, Gardena, manufacturer of stereo accessories, is planning to broaden its line to include speakers.

It will add a speaker line in the next few months to go along with power invertors and power supplies for tape recorders, removable auto mounting brackets, and tape storage cabinets, said Van Apelian, vice president.

Krol Tronics offers a cabinet which holds 60 cartridges.

International Tape

LONDON—Polygram is doing a marketing survey of the tape scene in the UK. . . . Mecca is thinking of opening a chain of tape shops next year. . . . Casa Cassettes, Glasgow-based electronics and tape store, is planning to open two more outlets in Scotland. . . . Alan Bull, former RCA tape manager, is planning to open a tape shop in Berkshire. . . . Polymax, a budget tape company, has gone into liquidation following the death of Erwin Kass, director and primary financier of the company. It distributed its own line of budget cassettes and cartridges. . . . British Leyland, the auto company comprising BMC, Leyland, Rover, Triumph and Jaguar, is moving into the in-car entertainment market next year. It is understood the company will handle both equipment, initially 8-track, and software, with players being offered at the factory level rather than as optional extras. . . . Musitapes has appointed two new distributors in Scotland: Clydesdale Radiators of Hamilton and Reids Motor Supplies of Aberdeen. Musitapes is also planning to re-establish a distribution service to non-record locations. . . . Dolby Laboratories has concluded a series of seminars which explained the B-Type noise reduction system. . . . BBC Radio Blackburn is starting a series on the growth and development of the tape market. . . . AVM of Ratcliffe Terrace, Edinburgh, a Scottish publishing company, has released a bridge course on cassette. Trident Tape Services is manufacturing the product for AVM.

FTC Sets Guidelines For Sales Promotions

LOS ANGELES—The Federal Trade Commission is cracking down on deceptive or misleading offers of "free" merchandise.

The agency, with an eye on all consumer goods, but particularly on products involving blank and prerecorded tape, has issued a series of guidelines covering "buy one, get one free," "two-for-one" and "one cent" sales and promotional gimmicks.

"Too often," said the agency, "these promotions are deceptive in that the price of the first item is inflated to cover the cost of the 'free' one." It is now a violation of FTC regulations to "inflate" prices.

A "free" offer, according to the FTC, must be based on the regular selling price for the article which the consumer has to buy in order to obtain the "free" one.

The agency defined the "regular" price as the price at which the product has been "openly and

actively sold" in the same area during the previous 30 days. If the price has fluctuated, the regular price is the lowest one.

The FTC set these three guidelines:

—All terms and conditions of the "free" offer must be clearly and conspicuously stated.

—In an introductory offer, the seller must expect to discontinue the "free" offer after a limited time and sell the product separately at the same price as in the "free" offer.

—A "free" offer can't run for more than six months in any 12-month period; 30 days should elapse before the next "free" offer; no more than three such offers should be made in a 12-month period; and sale of the product promoted in the "free" offer shouldn't exceed 50 percent of the total volume of sales of the product in the same size.

Santa's Sack Loaded With Hardware Units

LOS ANGELES—Portable cassette units, tape decks in all configurations and compact audio systems are proving the hottest holiday items.

Portable players in the \$19.95 to \$70 price range, the higher-priced models with radios, and compacts in the \$100 to \$250 range are showing strength as gift items. Accessories that go with tape equipment, like blank tape, batteries, microphones and headphones, are also doing volume business.

Cartridge and cassette decks are moving well in the \$60 to \$120 range, retailers report. Most dealers are promoting decks specifically as add-on sales for full systems.

Component systems, particularly prepackaged units, and 4-channel equipment, primarily decoders, are

giving retailers new sales items this year.

Dealers are using more space and spending more money on tape and audio holiday promotions than last year, too. They are finding the average consumer a bit more selective as to how he spends his money this year; he is willing to spend, though, for what he feels is a value.

A buyer for an East Coast discount chain said that cassette portables, which are moving well, seem to be invading the toy market. "Since you really can't buy a toy for under \$10 why not buy a cassette for around \$20," he said. "It can be used for both entertainment and educational purposes."

Another buyer agreed that portable cassettes are the best items to promote as gifts. "We're doing well with Panasonic, Milovac and Sony in the \$29.95 to \$49.95 range. "We're also doing well with Ross, Lloyd and Craig products, but we're out of higher-end units because of the dock strike."

Decks Selling

In the East, several mass merchandisers report that decks are moving well, especially Panasonic, and primarily in 8-track. Generally, mass merchandisers are selling many cartridge playback/record models and 8-track units in the \$39.95 to \$99.95 range.

One mass merchandiser said, "We're promoting tape units as gifts. Norelco and Sony sell well,

(Continued on page 37)

Brazen Tape Bootleggers Vending Top Hit Software at Big Discount

By NAT FREEDLAND

LOS ANGELES—Bootleg tape stands operate openly at the Rose-bowl Swap Meet, Southern California's biggest weekend flea market.

The largest of these tape stands in Pasadena carry a full line of the top 50 chart albums in all formats, cassette, 8-track and 4-track.

These illegally duplicated tapes are packaged with labels that make no attempt to counterfeit the original company packaging. They are sold with brazen confidence. The countermen guarantee the quality of the recordings as "better than from the factory."

If the customer isn't satisfied, he is invited to return the tape at the next swap meet. "We're here every month and that proves how we stand behind the product," was the proud boast heard at most of the larger stands.

The swap meet, a somewhat more homespun version of Europe's traditional flea markets, is a popular activity in the Western U.S. Throughout Southern California there's a swap meet circuit operating every weekend and a new class of travelling peddlers is able to make a comfortable living just by carrying low-cost merchandise and bric-a-brac from meet to meet.

A spokesman for a legal firm heavily involved with the industry's moves against tape piracy stated that swap meets in Orange County, just south of Los Angeles, are a major factor in regional bootleg sales.

The largest of these meets is held on the second Sunday of each month in the parking areas surrounding the Rose Bowl Stadium. It attracts thousands of customers and hundreds of merchants.

Busy Booths

Traffic is usually brisk at the bootleg tape stands as browsers are attracted by the day's top hits played over portable speakers at top volume. Large posters announce startlingly low prices for tapes. Cassettes run from \$2 to \$2.50 apiece, with 8-track cartridges averaging a dollar more. The selections offered in 4-track are limited and this section generally has the feel of a close-out.

The bootleg stands come to the same area of the Rose Bowl meet each month. There are three such stands with a coverage of product comparable to what would be found in a small legitimate retail outlet. Some five other stands scattered about the meet had only small selections of tapes and a few bins of obscure old records selling for about \$1.50, along with other sound merchandise such as cheap-er import tape players.

One stand, with far more records than tapes, was selling a limited selection of top hit LP's for \$3.25.

(Continued on page 37)

Ampex Releasing B. Miller Discrete Reel and Cartridge

LOS ANGELES—Ampex Stereo Tapes, which has already released special 4-channel product, is issuing an additional quadrasonic title to specialty markets.

It will release a 4-channel discrete open reel and cartridge sound effects title, "Sound in Motion," by Brad Miller's Mobile Fidelity Productions. The release date is Feb. 15, 1972.

Miller, who produces the Mystic Moods, which is distributed by Warner Bros. Records, plans to release "Sound in Motion" as a discrete disk under his own label. JVC has the master tape in Japan

and is cutting "mothers" for pressing.

He is also planning two more 4-channel discrete albums in the

(Continued on page 32)

Swedes See VCR

STOCKHOLM — Philips (Sweden) has unveiled its VCR video-recorder here. The company says its initial marketing of the VCR during the first months of 1972 will be "very soft." The company will use 1972 as the year for introduction and testing. The model will retail at \$900. A one-hour cassette will cost \$40.

Tape Happenings

CTI (nee Car Tapes), Chatsworth, Calif., has consolidated its warehousing on the West Coast after adding 8,000 square feet to its 25,000-square-foot plant. The company has closed its warehouse in Chicago, but continues to maintain midwest sales offices there and a warehouse in Atlanta. . . . Altec, Anaheim, Calif., has introduced a 5-channel mixer/power amplifier, model 1607A, for recording studios and broadcast stations. . . . Magnavox Co.'s manufacturing facilities for consumer products have increased employment about 21 percent, or some 1,500 persons, in the last three months. Magnavox Co. of Tennessee, a division, makes phonographs, radios, televisions and cabinets at plants in Tennessee, North Carolina and Mississippi.



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AAS Duplicating 'Talk' Cassettes

NEW YORK—Associated Audio Services has been formed to custom duplicate spoken word cassettes, said Bob Piselli, president. The company, based in Mt. Vernon, N.Y., has portable recording studios to program repertoire, and has capabilities to duplicate open reel and prerecorded music.

Piselli and Al Johnson, vice president, are emphasizing cassette duplication rather than other configurations and have several language school accounts.

ITA Seminars

NEW YORK—The International Tape Association is holding one-day seminars on tape uses and the tape industry in New York, Chicago and Los Angeles. The New York seminar will be held Feb. 7 at the Plaza Hotel, in Chicago Feb. 9 at the Sheraton O'Hare and at the Los Angeles Sheraton Universal Feb. 14.

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MOTOROLA TO PROFIT SIDE

CHICAGO—Not all companies in consumer electronics are beset with headaches.

Motorola's consumer products division is expected to turn around from a substantial loss in 1970 to a sales gain of about \$100 million this year, according to a corporate spokesman.

The division includes tape recorders, color TV and accessories.

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Jukebox programming

'MAMMY BLUE' POST MORTEM

One-Stops Rip 'One-Shot' Promotions

By EARL PAIGE

CHICAGO—One-stops polled in many areas of the country report increased instances of "one-shot" offers of free goods on certain singles. This is resulting in increased returns where buyers are stampeded into over-purchases and nullified efforts where certain singles never get to jukeboxes.

A classic case of the latter, mentioned by several one-stop buyers, is the recording "Mammy Blue," which was recorded by at least nine labels. Only one version, the original by the Pop Tops on ABC, broke onto the charts, peaking at 57.

Radio Doctors buyer Mike Mowers, Milwaukee, said: "What's happening is we get a phone call like on a Tuesday offering a one-shot deal good only at that moment. I may have just ordered the record the day before but the deal is not retroactive. The labels are just chasing bullets, trying to show sales in many markets so the record charts pick it up. But it's causing so many returns. I'd rather see them drop the price of records."

"Deals" range anywhere from the more common 300 free with each thousand to one free with each one bought.

In the case of "Mammy Blue," the deals flew back and forth so frantically that "everyone just slumped over dead," said Singer One-stop owner Fred Sipiora here. "I'd like at least two shots at a deal," he said, agreeing that one-shot deals stampede buyers.

"The tragedy is that a good record was lost completely," said Mobil One-Stop buyer Harvey Campbell, Pittsburgh, whose firm operates vans in many states. "I personally thought the James Darren record had a fresher sound, but then all the calls started. If I'm familiar with a record, aware

of it, and know its potential, then the deal may influence my purchasing decision. But if it's a new whatever and the guy phones at 3:15 and offers a one time only deal, I pass it up."

"The idea that you can give operators just any record is a thing of the past," said Joe Voynow, Bib One-Stop, Charlotte, N.C. "No matter what price, if it doesn't play on the boxes you're (the one-stop) in trouble."

Voynow's view is shared by Russ Reader, Jr., Record Service, Houston: "It's true, we're in a position to hustle a record and we do but it does no good if it doesn't get play on the machines, I don't want prices to be a consideration in how we feel about a record." He said periods of wild dealing come and go in his area.

"Mammy Blue," most mentioned by buyers, was recorded by Joel Dayde (Reprise), Bob Crew Generation (Metromedia), Watchpocket (T.M.I.), Genya Ravan (Columbia), Darren (Kirshner, distributed by RCA), Pop Tops (ABC), Rickie Shayne (London), Raymond

LeFevre (Buddah) and Roger Whitaker (Columbia International, and which made the U.K. charts).

"I suppose I only bought 800 of the Pop Tops' version and it didn't do anything for us," said Larry Ruegner, Acme One-Stop, Minneapolis. "I'm just not reacting to these one-stop offers. I think the promotion people should tell us there are covers and offer us their evidence of how they think theirs is doing. If there is a deal it should be for the life of the record, not just for one hour. Even if we get a record for nothing, we're fooling ourselves if it's not going to be played."

Many buyers pointed out that multiple versions of records ("covers" in the language of labels) are fractionated in terms of airplay support. "If a station in Chicago goes on the Top Pops, one in New York picks the Darren and another station in Los Angeles picks still another version, there's no airplay support for everybody," said Campbell. "So every body winds up selling 'X' many pieces and no one has the hit."

Plea for Better Quality Disks

• Continued from page 3

The Hillside version is leading strong in the East, according to Sid Williams, veteran Philadelphia one-stop owner. "It's been the only version for us," he said. "We've had no complaints."

Harvey Campbell, buyer at Pittsburgh Mobil one-stop, which has vans in many states, including Midwestern states, also reported no complaints on the Hillside version. "Our drivers are going with the Hillside version, although we, of course, stock both," he said.

Coin Machine World

WURLITZER SCHOOLS

Wurlitzer service schools on the 3500 Superstar are being held in wide areas. One-day seminars at the firm's Los Angeles branch in San Diego and Santa Ana attracted: Dave Carr, John Morris, George Dix and Ken Anderson, Wurlitzer branch Skip Kirby, Les Caulk, Lee Winebarger and Jack Goodman, Jones Music, Long Beach; Eddie Johnson and Harry Bligs, Carl Cline Music, Indio; Hy Weiner and Roger Nollan, 20th Century Vendors, Los Angeles; John Thomas, Bob Stevenson and Tom Qynlyn, Coast Vending, Los Angeles; George Hudson, Dino Bernard, V. L. Hawkins, Nels Bergen, Dave Butler and Ron Hightower, Boulevard Vendors, San Diego, Paul Bryan, Dennis Hachs, Bill Sanders, Gaston Jean, Richard Bushseger and Morris Buskik, Rockwell Vending, Santa Ana; other San Diego students: Harry Howell, Maestro Music; Rudy Garcia, Wolfe Music; Thomas Soerensen.

Texas Label Push

FREER, Tex.—Kik-R Records here is continuing its direct marketing of jukebox singles to one-stops and direct promotion to programmers with its new release of "Sweetheart Schottisch/Sign of the Times." Conscious of the time requirement on jukeboxes, artist and president Al Dean said the Schottisch runs 1:50. Dean recently obtained the Music Operators of America listing of Jukebox Operators and is servicing programmers with the hooded "Cotton-Eyed Joe" earlier release too (Billboard, Nov. 6).

General Vendors: Bill Wright, B & H Music; Bill Worthy, Star Service; Jack Nichols, Coast Amusement; Ken Ford, Ebony Music; Don Swalm, Aztec Music; Del Yoryon, Robert Hines and Dale Palm, Master Vending; Richard Dent, Dent's Music.

At Wurlitzer schools in Alaska: Walt Peteet, Tyler Novelty, Kenai; John Knox, Anchorage Amusement; Bob Chappel, Seward Music, Seward; Eric Weatherby, Jim Wills, Clayton Awe, Bill Beekman, Leo Bernal, Francis Johannes, Ed Horn, Jim Trow, Keith Copeland and Ray Svendsen, Action Vending, Anchorage; John Alden, Alaska Music, Fairbanks; Jim Green, George Moffett, George and Dan Thompson, Music Inc., Fairbanks; Eugene Brazazu, Aurora Music, Fairbanks; Dan Bernhardt and Dan Fythen, Serwell Vending, Fairbanks; Art Bernier, Fairbanks; Dave Leary, Dals Music, Clear; Gene Steffen, Home Music, Nome.

At Wurlitzer schools in Indianapolis (Lew Jones Music); Peter Merriman, Merriman's Enterprises, Lake Village; George Pollock, Pollock Music, Rochester; Bob Heaney, Bob Heaney Music, Indianapolis; Gordon Dearing, Star Music, Lafayette; Parvyn Scriber and Cecell Froedige, Vending Unlimited, Indianapolis; George Reidl, Manhattan Music, Indianapolis; Clyde Adkins, Muncie Coin Machine, Springfield, Ohio; Fred Timmons, Bob Shackelford, David Shreves and Frank Leake, Muncie Coin Machine, Muncie; Slim Malone, Herschell Worley, Rufus Morrow, Bruce Malone and Clifton Smith, Lew Jones Music;

(Continued on page 34)

'71's Top Stories

CHICAGO—Picking the most significant jukebox programming stories of 1971 isn't easy and a lot of important ones must be passed over because of space limitations. For example, it was a year of controversial singles with examples such as "Battle Hymn of Lt. Calley." There was unusual focus on oldies (Sterling Title Strip Co. published a list of titles available from 44 labels). Star Title Strip Co. started to co-ordinate store sales with one-stop/jukebox action through publication of a "Best of Rack Jobber" singles list. More one-stops started up (Buddy Robinson in Anaheim, Calif. and Tosh Hori in Seattle, as examples) and Seeburg-South Atlantic in Miami added more.

LP'S ON RADIO

More radio stations (including, most significantly, AM outlets) are playing cuts from 12-in. LP's. The move casts a long shadow over jukebox programming. Many artists with top-selling LP's, Cat Stevens for example, have fewer and fewer singles. Thus, not only are jukebox programmers denied product from important artists, they are more and more plagued by requests for LP cuts heard on the radio—cuts, people in bars too often assume are singles. A many-sided problem, it has one other aspect; once the single is released from an LP, stations may already have stopped programming it with the result that jukebox programmers are denied back-up radio support on the disk.

RADIO-JUKEBOX RAPPORT

Jukebox programmers and radio station programmers are finding they have much in common. A classic example, the teamwork of WIRL (Peoria, Ill.) and the Les Montooth Phonograph Service jukebox operation in the same city. There are examples in many markets. WIRL furnishes jukebox programming foreman Bill Bush with an advance pick list while Bush polls meters in jukeboxes and gives this information to WIRL's Robin Walker. In Madison, Wis. Mrs. Pat Schwartz works with WISM music director Chuck Bailey; one result, WISM announces its LP cuts, thus at least patrons in the Modern Specialty jukebox firm's bars know a cut is not a "single."

LONG SINGLES

An outgrowth largely of the increased emphasis on large albums, the length of singles continues to stretch. Jukebox groups argue that play time is limited to a few peak hours and hence long singles consume up too much time.

JUKEBOX LP'S

The nation's two principle producers of 7-in. diameter jukebox albums are adding more titles, arguing that these disks are an answer to the problem of artists that do not cut singles and also to the long single headache. For the first time, both producers exhibited at Music Operators of America (MOA).

(Continued on page 34)

SEES 80 SAMPLES

Wis. Committee Picks Records

By BENN OLLMAN

MILWAUKEE — A four-pronged committee approach to picking jukebox records is working out well for the sizable Orville Carnitz Badger Novelty Co. jukebox operation here. It is also a model of how programmers can work with a creative one-stop manager and involves examination of as many as 80 new samples a week.

Mowers said that the system he has worked out with the Badger Novelty people has several benefits. For one thing, the samples are paid for and this amounts to a little extra business for Radio Doctors. What samples are not used are returned for credit every other week or so.

"The big advantage is for

Badger, though," said Mowers, "because what this means is they have one's and two's of a lot of items they may get just a single request for—they have it."

He also pointed out that, obviously, a sample that everyone on the committee is unsure of can be spotted on a test location. The meter can thus help in the decision.

The committee is comprised of Lorraine Carnitz, Orville's wife; routeman Jim Pawloski; front office gal, Eleanor Lisiecki, and "Big Mike" Mowers, manager of the Third Street Radio Doctors one-stop.

It works this way: Each Friday, Third Street Radio Doctors

(Continued on page 34)

IRS

No Jukebox Depreciation Plan

WASHINGTON—The best bet for operators making out their depreciation schedules for their tax year is to get help at their local district Internal Revenue Service office. This is the word from the Washington headquarters, where IRS staffers told Billboard there is no specific schedule for jukeboxes and other coin-operated machines in their general depreciation guidelines for useful life.

The IRS' guidelines contain a general "Recreation and Amusement" category which suggests a useful life of 10 years for all amusement facilities. IRS spokesmen point out that depreciation

procedures permit a 20 percent differential, making some items variously depreciable at rates of 8 to 12 years. However, individual circumstances can vary these estimates.

IRS has advised that the jukebox operator, like any other buyer of machinery, work out a proposed schedule for depreciation of his boxes (preferably with a tax consultant), and use this as a base for discussion with his district IRS office.

IRS liberalized its old 1962 depreciation schedules somewhat in 1964, and its last revision of guide-

(Continued on page 34)

'71's Top Stories

Continued from page 34

TITLE STRIPS

The jukebox title strip is gaining more importance. Sterling's color-coded strips have sparked merchandising activity (and debate) at the jukebox level. Star has developed a picture title strip for jukebox albums. The hardware firms are putting more focus on the title strip panel (examples being Rock-Ola's raised panel, Seeburg's shadow box format and Wurlitzer's use of a panel that only becomes visible when the patron approaches it).

POOR QUALITY 45'S

Jukebox operators are reporting off-center disks, records with poor lead-in or cut-off grooves and a myriad of other problems stemming from poor pressings. (See separate stories this issue).

PLAY PRICE

Surveys show that jukebox operators in most metropolitan areas have gone from three for a quarter to two for a quarter play pricing. Though the President's price freeze worried some, it still allows the increase if 10 percent or more were switched prior to the freeze.

MOA GROWTH

MOA continues to grow in every way. The 1970 convention set a new attendance record. New president John Trucano is launching a long-range business training program through Notre Dame's center for continuing education with the first session set for Feb. 4-5 at South Bend, Ind. Others are set for Mar. 3-4 (Atlanta), Mar. 24-25 (Las Vegas) and April 21-22 (New York). MOA looks forward to more label exhibitors at its Sept. 14-16 show next fall at the Conrad Hilton, which for the first time will not conflict with the Country Music Association convention.

FURNITURE LOOK

Jukeboxes styled like furniture (which can hardly be therefore called jukeboxes) are gaining popularity. Three jukebox manufacturers showed such machines at the recent MOA. They are important, say operators, because they open doors to entirely new locations and entirely new commission arrangements, most often allowing for a \$25 a week guarantee against whatever proceeds.

TAPE JUKEBOX

A development that could alleviate the changing emphasis toward 12-in. albums, creating no singles and long singles headaches, is the advent of the jukebox that plays albums via tape. Wurlitzer showed such a box at MOA. Though it does not play individual tracks within a cassette, that capability is no doubt just ahead.

Wis. Committee Picks Records

Continued from page 33

nails a package of sample disks to the Badger Novelty Co. The shipment contains one copy of each of the week's new releases, plus a special tip sheet listing Radio Doctors' survey of disks receiving steady air play on local radio stations.

The new releases are auditioned over the weekend by the Badger Novelty Co. trio, with Mrs. Lorain Carnitz doing her listening at home in between household chores. The approximately 80 releases screened weekly by the Carnitz-Pawloski-Lisiecki jury are quickly reduced to an average of 5 "contenders."

Next comes a final conference with "Big Mike," frequently held over the phone to save time.

Mowers double checks their picks, bringing to bear his wide knowledge of the jukebox music field. If everyone agrees on a number, it's an automatic buy. The artist and type of record, however, determines whether it will be purchased in large enough quantity to cover the entire route or only portions of it.

Most of Badger Novelty Co.'s locations are adult lounge spots, with the bulk of the disk purchases falling in pop and "good music" categories, according to Mowers.

New Engelbert Humperdinck releases, for example, are always ordered in large enough quantities to cover all the locations. Other consistent cover artists on Badger Novelty Co. routes in recent months have been Charley Pride and Johnny Cash.

Coin Machine World

Continued from page 33

Duane Harrington, J & J Dist., Indianapolis; Dick Galvin, Billy Helgers and James Miller, Helgers Amusement, Attica.

A new product showing was hosted by Rodolfo Criscuolo president, Borinquen Wholesale and Finance Corp., Puerto Rico with over 60 guests including 13 distributors who handle Wurlitzer throughout the Virgin Islands. Wurlitzer representatives Diego Veitia, export sales manager and C. B. Ross, North Tonawanda, N.Y., service manager, attended.

About 140 people attended a Wurlitzer showing at C. A. "Shorty" Culp's wholesale firm in Oklahoma City. A grand prize trip to Hawaii was won by Joe Kidwell, Sunshine Music, Oklahoma City, Wurlitzer representatives included Carl Johnson, Ralph Cragan and Joseph Gustovich. The 17 music and vending companies won 31 door prizes.

DETROIT ITEMS

Harvey Gilbert, operator of Gilbert Music Company, was hospitalized for a month with back trouble, and is now at home trying to recuperate. He has sold out his business to Bob Wiley, head of Imperial Music Company, who is consolidating the route under the latter name.

Harry Riche, (Continued on page 49)

Programmer's Potpourri

Continued from page 33

Mio Oumo/Come Un Tirranno" PM 3607; Gianni Morandi. "Buonanotte Elisa/A quel Concerto Di Chopin" PM 3624; Lucio Battisti. "Anche Per Te/La Canzone De Sole" ZN 50132; Mina, "Amor Mia/Capiro" PA 1063; Raffaella Carrà, "Chissa Se Va/Perdonno, Non Lo Faccio Piu" PM 3618; Adriano Celentano, "Er Piu'/Una Storia D'Amore E Di Coltello" BF 70015; Orietta Berti, "Ritorna Amore/Ma Ti Penso, Sai" 2060 025; Patty Pravo, "Non Ti Bastavo Piu/ Canzone Degli Amanti" 6025 041; Nada, "Tie Toc/ La Porti Un Bacione A Firenze" PM3693; Lucio Dalla, "Il Gigante E La Bambina/Il Colonnello" PM3610; Al Bano, "Anema E Core/Na Sera E Maggio" C006 17780, "Core 'Ngrato/O Marennariello" C006 07781 and "O Sole Mio/Guapparia" C006 07782; Gianni Nazzaro, "Far L'Amore Con Te/Miracolo D'Amore" CGD 128; I Camaleonti, "Oggi Il Cielo E' Rosa/Vanessa" CBS 7478; Milva, "La Filanda/Un Uomo In Meno" SRL 10651; Donatello, "Anima Mia/Occhi Di Foglia" SRL 10652; Ricchi E Poveri, "Amichi Miei/Con L' Aiuto Del Signore" ZA 50200.

No Depreciation Plan

Continued from page 33

lines reflecting the changes was issued August 1964. Those operators with time and mathematical genius may want to study the source material in IRS "Depreciation Guidelines and Rules, Revenue Procedure 62-21, Publication No. 456, revised Aug. 1964." Supplemental tables and formulas are available in IRS Bulletin No. 1965-10, of May 17, 1965.

These publications can be obtained at your nearest IRS office, or by writing to Superintendent of Documents, Government Printing Office, Washington, D.C. 20402. Guidelines cost 30 cents, and the Bulletin 20 cents.

What's Playing?

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

Baltimore; Jazz Location:

Jerry J. Eanet, programmer, Evans Sales & Service



Current releases:

"Ain't No Sunshine," Eddie Senay, Sussex 230;
"Grove Crease," Jimmy McGriff, Group Merchant 1003;
"What's Going On," Quincy Jones, A&M 1316.

Buchanan, Mich.; Country Location:

Frank Fabiano programmer, Fabiano Amusement Co.



Current releases:

"Kiss an Angel Good Morning," Charley RCA 0550;
"Lead Me On," Loretta Lynn & Conway Twitty, Decca 32873;
"Daddy Frank (The Guitar Man)," Merle Haggard & Strangers, Capitol 3198.

Oldies:

"Help Me Make It Through the Night," Sammi Smith;
"For the Good Times," Ray Price.

Galion, O.; Country Location:

Larry Foust, programmer, Hopkins Music Co.



Current releases:

"Carolyn," Merle Haggard, Capitol 3222;
"I Can't See Me Without You," Conway Twitty, Decca 32895;
"Coat of Many Colors," Dolly Parton, RCA 740538.

Oldies:

"Easy Loving," Freddie Hart, Capitol 3115;
"Kiss an Angel Good Morning," Charley Pride, RCA 0550.

Liverpool, N.Y.; Campus/Young Adult Location:

Bernard Golden, programmer, Columbia Music Co.



Current releases:

"I'm Losing You," Rod Stewart, Mercury 73244;
"Stones," Neil Diamond, Uni 55310;
"Friends With You," John Denver, RCA 0567.

Oldies:

"Chicago," Enoch Light, Project 3 1450;
"Charleston," Enoch Light, Project 3 1406.

Milwaukee; Adult Location:

Orville Carnitz operator; Loraine Carnitz, programmer; Badger Novelty Co.



Current releases:

"Theme From 'Shaft,'" Isaac Hayes, Enterprise 9038;
"A Natural Man," Lou Rawls, MGM 14262;
"Me & Bobby McGee," Jerry Lee Lewis, Mercury 73248;
"It's One of Those Nights," Partridge Family, Bell 1602.

Oldies:

"Rangers Waltz," Mom & Dad;
"For the Good Times," Ray Price.

Missoula, Mont.; Country Location:

Eva Shelhamer, programmer, Montana Music Rentals



Current releases:

"Would You Take Another Chance?," Jerry Lee Lewis, Mercury 73248;
"Happy Heart," Susan Raye, Capitol 3209;
"You'd Better Move Over," Billy Crash Craddock, Cartwheel 201.

Oldies:

"Next Time I Fall in Love I Won't," Hank Thompson;
"Empty Arms," Sonny James.

Newburgh, N.Y.; Teen Location:

Jack Wilson, operator; Bernie Levy, programmer; Wilson & Conklin's Modern Vending Co.



Current releases:

"Family Affair," Sly & the Family Stone, Epic 10805;
"Gypsies, Tramps & Thieves," Cher, Kapp 2146;
"Old Fashioned Love Song," Three Dog Night, Dunhill 4294.

Oldies:

"Please Believe Me," J. Roselli;
"Rose Garden," Lynn Anderson.

Robinson, Ill.; Teen Location:

Alleta Hanks, programmer, Hanks Music & Vending



Current releases:

"All I Ever Need Is You," Sonny & Cher, Kapp 2146;
"Family Affair," Sly & Family Stone, Epic 10805;
"Cherish," David Cassidy, Bell 150.

Rockford, Ill.; Teen Location:

Orma Johnson Mohr, operator; Lis Christiansen, programmer; Johnson Vending



Current releases:

"All I Ever Need Is You," Sonny & Cher, Kapp 2151;
"Theme From 'Shaft,'" Isaac Hayes, Enterprise 9038;
"Stones," Neil Diamond, Uni 55310.

Trenton, Mo.; Country Location:

Bill Welch programmer, Automatic Music



Current releases:

"I'm a Truck," Red Simpson, Capitol 3236;
"I Already Know (What I'm Getting for My Birthday)," Wanda Jackson, Capitol, 3218;
"One's on the Way," Loretta Lynn, Decca 32900.

Christmas:

"White Christmas/Blue Christmas," Ernest Tubb, Decca 25758;
"One of Everything You Got," Buck Owens & Susan Raye, Capitol 3225.

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happiest of holidays**

Soul Sauce



BEST NEW RECORD OF THE WEEK:
"THE ROAD WE DIDN'T TAKE"
FREDA PAYNE
 (Invictus)

By ED OCHS

SOUL SLICES: Holland, Dozier & Holland's new Music Merchants label has gone to Buddah, home of Hot Wax, which outbid Columbia, says Chris Jonz. He moves over from Scepter after New Year's to man the promotion. The Jones Girls, Warlocks, and other chartables from the braintrust's bubbling soul laboratory, further "soul-ify" Buddah as an r&b powerhouse, as Laura Lee's "Love and Liberty" from her just released "Women's Love Rights" Hot Wax LP, plus any hum from the hive of the Honey Cone, are presently tickling the air waves, along with Invictus' 8th Day with "If I Could See the Light," disks by General Johnson, Chairmen, Glass House and Freda Payne's latest. . . . Dionne Warwick, ready in January with a first LP for Warner Bros., is alive and flipping at Scepter to "It Hurts So Bad" with "Love of My Man" on the other. . . . Dick Gregory's "At Kent State" Poppy album is thriving at WDAS-FM, Philadelphia, where Santana and CSR&Y's "Ohio" make a perfect musical bed for Gregory's points. . . . New Supremes: "Ploy Joy," on Motown. . . . Just because Bill Szymczyk produced B.B. King's pop breakthrough and engineered half a dozen others, there's every reason to believe that the new natural blues of Albert Collins will come to pass through the pop world from Tumbleweed Records in Denver, now gettin' serious with Collins' "Gettin' Down to Business" single from his LP, "There's Gonna Come a Change." . . . Simeet & Wylie back on the track with "Bootleggin'" from their Mr. Chand album "Gettin' Over the Hump." . . . Everybody's into something else at Stax, where Carla Thomas is catching on with "You've Got a Cushion to Fall On" and Johnny Taylor's "Standing in for Jody" are pushing the Emotions, Dramatics (whose "In the Rain" from the LP awaits the call) and Isaac Hayes' "Black Moses" colossus. Wanna get in the Stax act? Weigh the instrumental intro to "Look of Love" from Ike's "To Be Continued" best seller, featuring "Shaft" guitarist Michael Toulz, who Stax has tapped for stardom. Can you dig it? And don't overlook Erlo Mercury's new single, "A Gift to You." . . . Soul Sauce Picks & Plays: Al Green, "Let's Stay Together" (Hi); Gladys Knight & the Pips, "Make Me the Woman" (Soul); Dramatics, "Get Up-Get Down" (Volt); Bar-Kays, "Son of Shaft" (Volt); Rufus Thomas, "Funky Penguin" (Stax); Detroit Emeralds, "You Want It, You Got It" (Westbound); Wilson Pickett, "Fire and Water" (Atlantic); Roberta Flack, "Will You Love Me Tomorrow" (Atlantic); Ray Charles, "What Am I Living For" (ABC); Howard Tate, "Keep Cool" (Atlantic); 8th Day, "If I Could See the Light" (Invictus); Persuasions, "Tempt Jam" (Capitol); War, "Slippin' Into Darkness" (UA); Clarence Reid, "Good Old Days" (Alston); Sequins, "Anyone Can See" (Fantasy); Cool Sounds, "I'll Take You Back" (Warner Bros.); Nite-Liters, "Pull Together" (RCA); Beginning of the End, "Come On Down" (Alston); Otis Spann, "Hungry Country Girl" (Blue Horizon); Irma Thomas, "Full Time Woman" (Cotillion); Joe Tex, "I Gotcha" (Dial); Ohio Players, "Pain" (Westbound). . . . Otis Clay to Hi. . . . Logan H. Westbrooks to Columbia as director, special projects. He reads Soul Sauce. Do you?

BEST SELLING Soul Singles

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

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	FAMILY AFFAIR Sly & the Family Stone, Epic 5-10805 (CBS) (Stone Flower, BMI)	7	26	15	INNER CITY BLUES (Make Me Wanna Holler) Marvin Gaye, Tamla 54308 (Motown) (Jobete, BMI)	12
2	4	CLEAN UP WOMAN Betty Wright, Alston 4601 (Atlantic) (Sherlyn, BMI)	6	27	20	GRANDMA'S HANDS Bill Withers, Sussex 227 (Buddah) (Interior, BMI)	8
3	2	RESPECT YOURSELF Staple Singers, Stax 0104 (East/Memphis/Klondike, BMI)	12	28	18	THEME FROM "SHAFT" Isaac Hayes, Enterprise 9038 (Stax/Volt) (East/Memphis, BMI)	11
4	5	DROWNING IN THE SEA OF LOVE Joe Simon, Spring 120 (Polydor) (Assorted, BMI)	6	29	30	HEY RUBY Ruby & the Party Gang, Law-Ton 1554 (Avco) (Mardix/Mable Lawton/Bassmar, BMI)	3
5	3	ROCK STEADY Aretha Franklin, Atlantic 2838 (Pundit, BMI)	8	30	—	SON OF SHAFT Bar-Kays, Volt 4073 (East/Memphis, BMI)	1
6	8	LET'S STAY TOGETHER Al Green, Hi 2022 (London) (Jec, BMI)	4	31	38	LET ONE HURT DO L.J. Reynolds & the Chocolate Syrup, Law-Ton 1553 (Avco) (Frabob/Ira/Mable Lawton, BMI)	7
7	7	GOT TO BE THERE Michael Jackson, Motown 1191 (Stein & Van Stock/Glenwood, ASCAP)	8	32	32	AIN'T NOBODY HOME B.B. King, ABC 11316 (Rittenhouse, BMI)	5
8	10	ONE MONKEY DON'T STOP NO SHOW Honey Cone, Hot Wax 7110 (Buddah) (Gold Forever, BMI)	5	33	36	MEN ARE GETTING SCARCE Chairmen of the Board, Invictus 9103 (Capitol) (Gold Forever, BMI)	5
9	9	I'M A GREEDY MAN (Part 1) James Brown, Polydor 2-14100 (Dynatone/Belinda, BMI)	7	34	50	LOVE GONNA PICK UP Persuaders, Win or Lose 220 (Atco) (Cotillion/Win or Lose, BMI)	2
10	6	HAVE YOU SEEN HER Chi-Lites, Brunswick 55462 (Julio-Brian, BMI)	10	35	—	LOVE AND LIBERTY Laura Lee, Hot Wax 7111 (Buddah) (Gold Forever, BMI)	1
11	16	EVERYBODY KNOWS ABOUT MY GOOD THING (Part 1) Little Johnny Taylor, Ronn 55 (Jewel) (Respect, BMI)	6	36	33	LAY LADY LAY Isley Brothers, T-Neck 933 (Buddah) (Big Sky, ASCAP)	4
12	12	SCORPIO Dennis Coffey and the Detroit Guitar Band, Sussex 226 (Buddah) (Interior, BMI)	9	37	—	DO THE FUNNY PENGUIN (Part 1) Rufus Thomas, Stax 0112 (Stax/East/Memphis, BMI)	1
13	13	SUPERSTAR (Remember How You Got Where You Are) Temptations, Gordy 7111 (Motown) (Jobete, BMI)	7	38	31	WHAT TIME IS IT General Crook, Down to Earth 77 (Meryl-Earl, BMI)	8
14	14	YOU ARE EVERYTHING Stylists, Avco 4581 (Bellboy/Assorted, BMI)	9	39	42	DON'T TURN AROUND Black Ivory, Today 1501 (Perception) (Bradley, BMI)	8
15	11	WHERE DID OUR LOVE GO Donnie Elbert, All Platinum 2330 (Jobete, BMI)	11	40	40	TO YOU WITH LOVE Moments, Stang 5033 (All Platinum) (Gambi, BMI)	5
16	25	SHOW ME HOW Emotions, Volt 4066 (East/Memphis, BMI)	11	41	44	SCRATCH MY BACK (And Mumble in My Ear) Clarence Carter, Atlantic 2842 (Fame, BMI)	3
17	17	GET DOWN Curtis Mayfield, Curtom 1966 (Buddah) (Curtom, BMI)	8	42	48	AT LAST Jesse James, Zay 30,002 (Feist, ASCAP)	4
18	19	LOVE IS FUNNY THAT WAY Jackie Wilson, Brunswick 55461 (Julio-Brian, BMI)	7	43	45	YOU MAKE YOUR OWN HEAVEN & HELL RIGHT HERE ON EARTH Undisputed Truth, Gordy 7112 (Motown) (Jobete, BMI)	2
19	46	SUGAR DADDY Jackson 5, Motown 1194 (Jobete, BMI)	2	44	—	WHY DIDN'T I THINK OF THAT Brenda & the Tabulations, Top & Bottom 411 (Jamie/Guyden) (McCoy/One Eye Soul, BMI)	1
20	23	AIN'T UNDERSTANDING MELLOW Jerry Butler & Brenda Lee Eager, Mercury 73255 (Butler, ASCAP)	3	45	—	LADY LADY LADY Barbara Acklin, Brunswick 55465 (Julio/Brian, BMI)	1
21	21	SAISFATION Smokey Robinson & the Miracles, Tamla 54311 (Motown) (Jobete, BMI)	5	46	41	PAIN Ohio Players, Westbound 188 (Chess/Janus) (Bridgeport, BMI)	4
22	34	MAKE ME THE WOMAN YOU COME HOME TO Gladys Knight & the Pips, Soul 35091 (Motown) (Jobete, BMI)	2	47	47	KEEP ON KEEPIN' ON N.F. Porter, Lizard 1010 (Vulture, ASCAP)	3
23	26	THAT'S THE WAY I FEEL ABOUT 'CHA Bobby Womack, United Artists 50847 (Unarr/Tracecob, BMI)	4	48	49	HEY BIG BROTHER Rare Earth, Rare Earth 5038 (Motown) (Jobete, BMI)	2
24	24	WAY BACK HOME Jr. Walker & the All Stars, Soul 35090 (Motown) (Four Knights, BMI)	4	49	—	AFTER ALL THIS TIME Merry Clayton, Ode 66018 (A&M) (Screen Gems-Columbia, BMI)	1
25	29	GET UP & GET DOWN Dramatics, Volt 4071 (Groovesville, BMI)	2	50	—	SEE WHAT YOU DONE DONE Delia Cartrell, Right On 109 (Captain/Chaca, BMI)	1



ISAAC HAYES, center, toasts Bar-Kays, left to right, Harvey Henderson, Larry Dotson and James Alexander, on their strong single, "Son of Shaft." Hayes is back on top with his "Black Moses" followup to "Shaft."

Vox Jox

Continued from page 32

Lineup at WOR-FM, New York, now includes: Jimmy King 6-9 a.m., Johnny Donovan 9-noon, Tommy Edwards noon-3 p.m., Rick Shaw from KILT in Houston, 3-6 p.m.; Bob Evans 6-9 p.m., Mark Driscoll 9-midnight, and China (Pat Holiday) Blue from CKLW, Detroit, midnight-6 a.m., with Joe McCoy working 9 a.m.-3 p.m. on Sunday. . . . Several major broadcasters have filed suit in Federal Court in Kansas City, Mo., requesting the court's interpretation concerning the applicability of Missouri's lottery laws to radio and TV promotions. The Missouri Broadcasters Association filed the petition.



JAZZ MUSICIAN Omette Coleman (second from right) warms up at CBS studios prior to taping his new album for that label. Lady in picture is Indian-born singer/actress Asha Puthli, whose voice will be heard on the album. This marks the first time that Coleman is using a vocalist in his arrangements. Miss Puthli was selected following an extensive search among available female vocalists. The record which is due for release in January 1972, also features Dewey Redman (second from left) on tenor sax, and Carmine on trumpet.

Billboard SPECIAL SURVEY For Week Ending 12/25/71

BEST SELLING
Soul LP's

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

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	SHAFT Soundtrack/Isaac Hayes, Enterprise/MGM ENS 2-5002 (Stax/Volt)	20	26	22	GIVIN' IT BACK Isley Brothers, T-Neck TNS 3008 (Buddah)	14
2	2	THERE'S A RIOT GOIN' ON Sly & The Family Stone, Epic KS 30986 (CBS)	6	27	36	INNER CITY BLUES Grover Washington Jr., Kudu KU 03 (CTI)	2
3	6	BLACK MOSES Isaac Hayes, Enterprise ENS 2-5003 (Stax/Volt)	2	28	27	ARETHA FRANKLIN LIVE AT THE FILLMORE WEST Atlantic SD 7205	30
4	3	WHAT'S GOING ON Marvin Gaye, Tamla TS 310 (Motown)	28	29	29	ONE DOZEN ROSES Smokey Robinson & the Miracles, Tamla TS 312L (Motown)	14
5	9	QUIET FIRE Roberta Flack, Atlantic SD 1594	3	30	—	REVOLUTION OF THE MIND/RECORDED LIVE AT THE APOLLO James Brown, Polydor PD 3003	1
6	7	ROOTS Curtis Mayfield, Curtom CRS 8009 (Buddah)	6	31	31	ALL BY MYSELF Eddie Kendricks, Tamla TS 308 (Motown)	33
7	5	SANTANA Columbia KS 30595	12	32	30	DIONNE WARWICK STORY Scepter SPS 2-596	7
8	4	(For God's Sake) GIVE MORE POWER TO THE PEOPLE Chi-Lites, Brunswick BL 754170	21	33	24	PUSH PUSH Herbie Mann, Embryo SD 532 (Atlantic)	5
9	10	GOIN' BACK TO INDIANA Soundtrack/Jackson 5, Motown M 742L	11	34	28	SAGITTARIUS MOVEMENT Jerry Butler, Mercury SR 61347	15
10	20	STYLISTICS Avco AV 33023	4	35	34	VISIONS Grant Green, Blue Note BST 9473 (United Artists)	11
11	12	SMACKWATER JACK Quincy Jones, A&M SP 3037	9	36	46	BLACK IVORY Wanda Robinson, Perception PLP 18	15
12	14	JUST AS I AM Bill Withers, Sussex SXBS 7006 (Buddah)	29	37	37	MAYBE TOMORROW Jackson 5, Motown MS 735	35
13	15	COMMUNICATION Bobby Womack, United Artists UAS 5539	6	38	40	CHAPTER TWO Roberta Flack, Atlantic SD 1569	69
14	16	ALL DAY MUSIC War, United Artists UAS 5539	5	39	38	MAGGOT BRAIN Funkadelic, Westbound WS 2007 (Chess/Janus)	21
15	8	ARETHA'S GREATEST HITS Aretha Franklin, Atlantic SD 1594	13	40	41	MERRY CLAYTON Ode SP 77012 (A&M)	6
16	17	EVOLUTION Dennis Coffey & the Detroit Guitar Band, Sussex SXBS 7004 (Buddah)	8	41	44	SOUL TO SOUL Soundtrack, Atlantic SD 3037	13
17	18	FIFTH DIMENSION LIVE Bell 9000	8	42	43	THE SKY'S THE LIMIT Temptations, Gordy GS 957 (Motown)	32
18	19	SOULFUL TAPESTRY Honey Cone, Hot Wax HA 707 (Buddah)	4	43	42	BREAKOUT John Hammond, Kudu KU-01 (CTI)	22
19	13	RAINBOW BRIDGE Soundtrack/Jimi Hendrix, Reprise MS 2040	11	44	39	NATURAL MAN Lou Rawls, MGM SE 4771	16
20	11	STEVIE WONDER'S GREATEST HITS, VOL. 2 Tamla T 313L (Motown)	5	45	32	25th ANNIVERSARY IN SHOW BUSINESS Ray Charles, ABC ABCH 731	3
21	21	HOT PANTS James Brown, Polydor PD 4054	16	46	49	CURTIS LIVE Curtis Mayfield, Curtom CRS 8008 (Buddah)	30
22	33	AL GREEN GETS NEXT TO YOU Hi SHL 32062 (London)	14	47	47	SALT SONG Stanley Turrentine, CTI 6010	2
23	25	'NUFF SAID Ike & Tina Turner, United Artists UAS 5530	5	48	35	FREEDOM MEANS Della, Cadet CA 50004 (Chess/Janus)	20
24	26	BUDDY MILES Mercury SRM 2-7500	11	49	—	KOOL & THE GANG LIVE AT PJ's De-Lite DES 15004	1
25	23	B.B. KING IN LONDON ABC ABCX 730	10	50	50	WHERE DID OUR LOVE GO Donnie Elbert, All Platinum AP 3007	2

Santa's Sack Loaded With Hardware Units

• Continued from page 29
but we also emphasize the gift value of 8-track decks."

Most retailers agree that any cassette portable with an FM radio makes an excellent gift promotion. "So many consumers have components today that tape decks seem a likely holiday sale," said one dealer.

King Rec. of Japan

• Continued from page 28
tape pirates fled after several successful raids." Suzuki said.

The cartridge market represents about 80 percent of sales, with cassette at 15 percent and open reel at 5 percent, according to both executives. King, which in September opened a second pressing plant, plans to eventually build its own duplicating facility.

Apollon. JVC and Maxell-Hitachi custom duplicate cassettes and cartridges for King, while CBS/Sony duplicates open reel.

Compacts are also registering strong holiday sales in most parts of the country. "Consumers who are not really familiar with audio find it easier to buy a compact than a component system," said a buyer.

Some of the best selling compact systems mentioned were the new KLH line, ranging from \$349 to \$499; a Symphonic model, several Scott units, the complete line of Sony and Panasonic compacts, several Magnavox systems and a number of Zenith models.

A surprising amount of component systems, generally prepackaged, are also selling. "We're doing fine with Pioneer and Scott around the \$300 level, various Kenwood and Sansui receivers, some Sherwood and Marantz components, and a number of Panasonic and Sylvania models," said an audio buyer.

"The remarkable thing to me is we're selling components at only a 7 percent monthly variance factor since August. This is a healthy sign." The same buyer added, "We're also selling a ton of 4-channel decoders."



I Owe It All to My Mother, You and the IRS.

From my mother I got the encouragement to begin. From you I got the encouragement to continue. And from the Internal Revenue I learned 'What Price Glory?'

Thanks, mom, for the encouragement. Thanks, everyone, for the support. And, IRS, please don't take it, it's all I've got.

"Friend", Freddie's new album, available in 8 track on Mankind, part of the Nashboro Group in Nashville, Tennessee.

Brazen Tape Bootleggers Vending Top Hits Software at Big Discount

• Continued from page 29

The largest pirate tape stand at the Rose Bowl was just to the left of the main gate. It was staffed by four long-haired young men who are quite knowledgeable about music and speak proudly of their product. Their tapes are labelled with plain pink or yellow stickers bearing the logo, "A Product of Solid Sounds."

This reporter purchased a cassette of Rod Stewart's "Every Picture Tells A Story" for \$2.50. Its sound quality when played on an under-\$100 recorder was perfectly respectable. The young man who made the sale chatted openly about the swap meet circuit which occupies his group's weekends. He said they had no permanent store location.

The second largest bootleg stand in operation during the De-

cember Rose Bowl meet was run by an affable older black couple. Their 8-track selection was comparable to that of the first stand, but they only had one bin of cassettes. However, their prices were lower. A cassette of the "Osmmonds" album was bought for \$2. The label was in black and white with a copy of the LP jacket photograph. Sound quality when played on a small home machine was also adequate.

Both of these stands are regulars at the Rose Bowl. It remains to be seen whether such open sale of unlicensed tape duplications will continue after the new law goes into effect on Feb. 15, 1972. But it seems likely that actual strong enforcement of the law will be necessary to shake the blithe confidence of the mobile bootleg retailers.

GIVE THE WORLD A HELPING HAND. MAIL YOUR CHECK.

CARE - NEW YORK, N.Y. HODS IN AREA OFFICES

Country Music

Mercury's Mull Services LP Cuts to Radio Via 7" EP's

NASHVILLE—Mercury's country promotion director, Frank Mull, has been distributing to country disk jockeys a 7-inch EP disk, to "make things more convenient" for the air personalities.

Mull said the disks contain the four top selections from each LP, and are intended for radio use only.

"Rarely does anyone play an entire album, and certainly few of the disk jockeys have time to

listen to entire albums for the best cuts," Mull pointed out. "This has a dual purpose: it limits the amount of time a jock must spend on review, and it cuts down on the bulk in his library."

The plan, proposed by Mull, has been agreed to by Mercury on a trial basis, to test reaction. So far it has been favorable. Not only have the comments been affirmative, but already a marked increase in air play of the product has been noted.

Mercury also, in deference to one stop and to stations programming in stereo, has converted to all-stereo in its country singles.

"Again there is a dual purpose," Mull explained. "It saves the producer and engineer one step down in the re-mixing, and it provides stereo for those who program it, without affecting mono play in any way."

Mercury has been enjoying excellent sales in its country product, and now is concentrating on increasing air play.

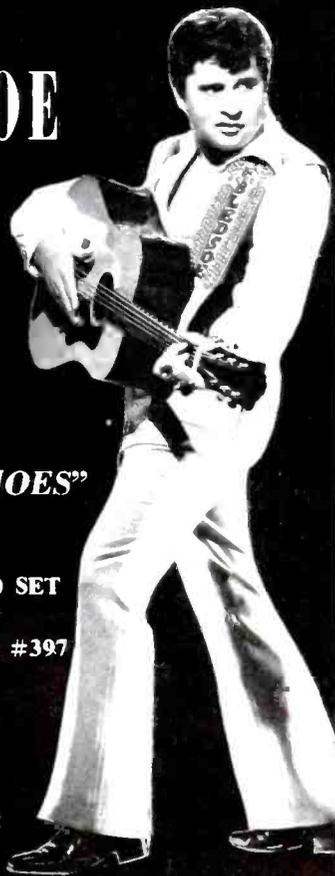
IRS SURVEYS AFM RECORDS

NASHVILLE—For the first time in anyone's memory, the Internal Revenue Service has called on the musician's union here to record vital information.

IRS agents appeared at AFM local 257 here and microfilmed cards, contracts and other data concerning the membership.

A great talent discovery

STEVE BLED SOE



"HE CAN'T FILL MY SHOES"

B/W

"(CONSCIENCE) SET ME FREE"

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Bereavement Message Disks Nurture Martz's World Firm

NASHVILLE—Memorial Bibles International has moved at a fast pace into the country music field, mostly as an outgrowth of recorded condolence messages and salable sermons.

Sam Martz, president of the parent firm, began his World Records this year, managed by Charley Brown, and overseen by Ben Parrish and Della Guigou, who serves as vice president. In the short span of existence World has put three artists under contract, formed two publishing companies, conducted a series of sessions, and set up shows in East Tennessee. The firm now is starting overseas offices.

Martz became involved in the

record business with pre-sold product relating to death. He sold insurance firms a disk called "Beyond This Day," a series of condolences and Bible passages with a music background provided by the Jordanaires. These are given by the insurance companies to beneficiaries of policyholders who die. Martz also manufactured the Boy Scout Bible, which is pre-sold, and has a similar arrangement with some unions. The unions pass the product on to families of deceased members.

His next step was to record such historical events as presidential inaugural addresses (which were pre-sold to schools) and political

speeches (which were pre-sold to the Republicans), and to tape the speeches and sermons by the Rev. Bob Harrington, "the chaplain of Bourbon Street." Even Harrington has pre-purchased these, and has done a lucrative business selling them at his talks.

Jordanaires' Disk

Martz, encouraged by the record business and spurred by what has been happening in country, formed World Records to sell country product. Again, sticking close to his formula, he recorded Ray Walker and the Jordanaires, and sold their records at a series of shows at which they appeared in Gatlinburg in the Smokey Mountains. Bill Pursell and his orchestra worked with Walker and the group, and are heard on the records.

He hired Brown, an ex-G.I., who had spent much of his career working with country artists getting them to do army recruiting shows. He signed Joan Hager, a singer-writer, who has been part of the Nashville scene for two decades. And finally he brought in Miss Guigou, who currently is overseeing the publishing companies, New Moon (BMI), and New Planet (ASCAP).

What little distribution there has been, outside of the direct sale, has been through Sam Wallace of Atlanta, the long-time RCA pro. Now efforts are being made to work out wider distributorships.

The most recent move was to bring from retirement "Country" Johnny Mathis, the writer-singer who was so big a few years ago. He has just recorded "Smile, God Loves You" and it is due for a January release. Bill McElhiney has been doing much of the production.

Show Exposure Helps Girls Make Hit Duet Recordings

By EARL PAIGE

CHICAGO—Recordings by male and female duets represent one of the most successful trends in country music today. It is an outgrowth of another fairly new development—the unit act in live talent presentations.

For the first time, WJJD's published play list here has three girl-and-boy duos in the Top 10 with Conway Twitty and Loretta Lynn's "Lead Me On" the number one record. The other two are the Mel Tillis and Sherry Bryce pairing on "Livin' and Learning" and "Everything But Love" by David Houston and Barbara Mandrell.

All three are along with five others represented on Billboard's "Hot Country Singles" chart. The others: "Dis-Satisfied," Bill Anderson and Jan Howard; "Burning the Midnight Oil," Porter Wagoner and Dolly Parton; "Somewhere in Virginia in the Rain," Jack Blanchard and Misty Morgan; "I Say a Little Prayer"/"By the Time I Get to Phoenix," Glenn Campbell and Anne Murray, and "I'm Gonna Leave You," Charlie Louvin and Melba Montgomery.

WJJD program director Roy Stingley is among those who believe the trend is here to stay. One indication of that is the fact that a year ago Billboard's "Top Country Singles" chart had seven such entries. Pairings at that time reflected only that seen on the current chart: Houston and Mandrell, Louvin and Montgomery and Blanchard and Morgan. In addition, there were Waylon Jennings and Jessi Colter, Connie Eaton and Dave Peel, Bill Wilbourn and Kathy Morrison and Hank Williams Jr. and Lois Johnson.

Three years ago, the chart had only three entries: Wagoner and Parton's "Just Someone I Used to Know," Anderson and Howard's "If It's All the Same to You" and Jack Greene and Jeannie Sealey's "Wish I Didn't Have to Miss You."

However, five years ago there was only one girl-and-boy duo on the chart: George Jones and Melba Montgomery's "Close Together."

Stingley Opines

Stingley believes the strong trend to country male and female duos got under way a year ago with much of the impetus supplied by Porter Wagoner and Dolly Parton. Wagoner, perhaps one of the originators of the concept, used to duet with Norma Jean.

Other indications that the trend will continue are the recent formation of a new booking agency by Loretta Lynn and Conway Twitty, the continuing use of Jan Howard by Bill Anderson on his dates and the move by George Jones to Epic where he will record with Tammy Wynette.

It was pointed out that Roy Acuff and Pecos King years ago included girl singers to perform harmony. However, the recent resurgence of girl singers in country

music, is bringing female performers to the front in the duo trend if not as a single act.

Stingley, whose station sponsors many country stage shows here, said: "It's always been a problem to get top money for girl performers, outside of superstars such as Kitty Wells, Loretta Lynn and a few others. You would think girl performers would do good. Even when a girl has a best selling record going, it's a problem to get bookings for her. Now, the unit show, where girls can come on with the fellows, is changing all this. We're also seeing more girl-and-boy pairings on albums. We just received a Jack Greene and Jeannie Sealey LP that's just great

(Continued on page 40)

TWO OUTSTANDING COUNTRY HITS!

— MR. DJ, WATCH FOR —

JIM HADLEY'S
NEW RELEASE

"YOU ARE THE ONLY ONE"

B/W

"EVERYBODY IS SOMEBODY'S FOOL"

BONNIE HENDERSON'S

FIRST RELEASE

"I CAN'T BELIEVE"

B/W

"HEART IN HAND"

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"BREAK IT TO ME GENTLY"—Toni Lee (Vic-Tim)

"THERE'S BEEN MORE SUN THAN RAIN"—

Bonnie Lou (Wrayco)

"YOU'RE THE OTHER HALF"—Dottie West (RCA)

"ONE MORE"—Gene Tyndall (Twilight)

"SOMEONE WRITE A PRETTY SONG"—Bobby Hardin (Mega)

"ANOTHER DAY OF LOVING"—Penny DeHaven (U.A.)

"ONE PIECE AT A TIME"—T. Tommy (Oak Ridge)

"THERE'S NO TEARS IN HEAVEN"—Sue Williams (Arron)

"SAM THE LUMBERJACK"—Freddie Pigg (Rimrock)

"I COULDN'T LIVE WITHOUT YOU"—Tommy Westmorland

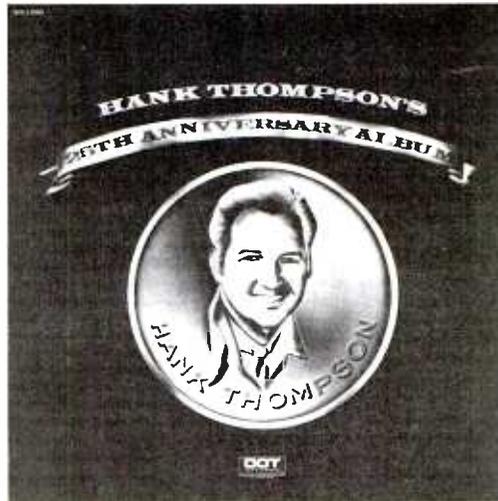
(Big Star)

ALBUM OF THE WEEK
"GO AWAY LITTLE GIRL"—Lawrence Welk (Rönwood)

For Promotion, Distribution, Deejay Coverage, Press Release Service, Major Label Contracts, Movie Promotion see Brite-Star's Ad In Billboard's Class. Mart Today; SEND YOUR RECORDS FOR REVIEW TO: Brite-Star Promotions, 728 1616 Avenue South, Nashville, Tenn. 37203. (615) 244-9944.

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To celebrate Hank's twenty-fifth year in the industry, here's a fantastic new, 2-record album with a special suggested price tag of \$6.98!

And as a bonus, it features Hank's new single, "I've Come Awful Close", which should follow Hank's long list of top ten smash hits.

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The Album:

"Hank Thompson's 25th Anniversary Album"

DOS2-2000 DO82-2000 DOC2-2000

The Single:

"I've Come Awful Close"

DOA 17399



Distributed by Famous Music Corporation
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Conway Twitty

"I CAN'T SEE ME WITHOUT YOU"

Decca 32895



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Country Music

Nashville Scene

By popular demand, David Rogers did a return engagement at Hurley's in Chester, Pa., that lasted three weeks. It was his second appearance there in less than three months. He also spent time in Philadelphia promoting his record, which is high on the charts. . . . Carl Belew and Betty Jean Robinson, who blend well together, have signed for joint bookings by Music City Talent. Jim Hurley now is directing talent there.

The Gross Brothers of Rising Sun, Ind., have released their first for the NRS label of Nashville. The teen-age brothers are produced by Col. Dave Mathea. . . . Urel Albert, billed as the "world's greatest imitator" has a strong release on Sugar Hill Records. Betty Amos has joined Sugar Hill, and also will be booked by Music City Talent.

George Hamilton IV has won another citation abroad, this one from the Country Music Association of Great Britain. . . . Brite Star promotions of Nashville will do a weekly publication after the first of the year, containing picks, and sent to radio stations across the country. It will list records supplied by labels and publishing houses, providing an instant report on new releases.

Dick Shuey has returned from a tour which took him through 17 states in 29 days. He only missed one show, and that was due to an auto accident. . . . Billy (Crash) Craddock set new records in shows at Goldsboro and Jacksonville, S.C. Special accolades to Ralph Lee, who did the promotion. . . . Bud Brewer is off for a two-week tour of Colorado. . . . Tiny Harris has signed for five separate contracts at the Golden Nugget in Las Vegas for next year. . . . Jim Mackelberg of Albany Ore., has his first out on Vanco, a division of Ripcord out of Vancouver, Wash. . . . Freddie Hart, the nice guy who made it big, makes a special guest appearance on the Glen Campbell "Good Time Hour." His next single is due in January. . . . The 1971 Jim & Jesse schedule was the busiest ever, according to Double-J Entertainment, their office in Gallatin.

(Continued on page 49)

Show Exposure Helps

• Continued from page 38

and country stations are playing these album cuts. It all builds into a trend that allows for even more balanced programming and one that is definitely here to stay."

Male-female duos, of course, are not new to country music. Some of the more memorable match-ups of the past have been Lulu Belle and Scotty Wiseman, Annie and Danny Dill, Wilma Lee and Stony Cooper, Kitty Wells and Red Foley, and Jimmy Wakely and Margaret Whiting.

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AN AD IN
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To Wish You a
"MERRY
CHRISTMAS"
Because We Know It
is the Most Effective
Way of Reaching Everyone!

John McCartney
Bill Williams

Billboard Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 12/25/71

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

This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart
1	1	EASY LOVING Freddie Hart, Capitol ST 838	14
2	2	SINGS HEART SONGS Charley Pride, RCA LSP 4617	5
3	3	WE GO TOGETHER Tammy Wynette & George Jones, Epic E 30733 (CBS)	8
4	4	WOULD YOU TAKE ANOTHER CHANCE ON ME Jerry Lee Lewis, Mercury SR 61346	7
★	12	HOW CAN I UNLOVE YOU Lynn Anderson, Columbia C 30925	4
6	7	I WON'T MENTION IT AGAIN Ray Price, Columbia G 30510	29
7	6	YOU'RE MY MAN Lynn Anderson, Columbia C 30793	23
8	5	I'M JUST ME Charley Pride, RCA LSP 4560	24
9	9	PITTY, PITTY, PATTY Susan Raye, Capitol ST 807	17
10	11	SOMEDAY WE'LL LOOK BACK Merle Haggard & the Strangers, Capitol ST 835	17
★	19	ANNE MURRAY & GLEN CAMPBELL Capitol SW 869	3
12	8	SILVER TONGUED DEVIL & I Kris Kristofferson, Monument Z 30679 (CBS)	12
13	15	THE JOHNNY CASH COLLECTION: HIS GREATEST HITS, VOL. II Columbia KC 30887	10
★	25	RANGER'S WALTZ Mom and Dad's, GNP Crescendo GNPS 2061	7
15	13	WORLD OF LYNN ANDERSON Columbia C 30902	11
16	10	IN SEARCH OF A SONG Tom T. Hall, Mercury ST 61350	15
17	17	YOU'RE LOOKING AT COUNTRY Loretta Lynn, Decca DL 75310 (MCA)	11
18	14	FOR THE GOOD TIMES Ray Price, Columbia KC 30160	69
19	20	HIS GREATEST HITS, VOL. 2 Bill Anderson, Decca DL 75315 (MCA)	6
★	29	COAT OF MANY COLORS Dolly Parton, RCA LSP 4603	9
21	16	HERE COMES MY HONEY AGAIN Sonny James, Capitol ST 849	4
22	18	BEST OF CHARLEY PRIDE RCA Victor LSP 4223	19
23	23	IT'S A SIN TO TELL A LIE Slim Whitman, United Artists UAS 6819	5
24	24	ROSE GARDEN Lynn Anderson, Columbia C 30411	53
25	21	WELCOME TO MY WORLD Ray Price, Columbia G 30878	4
★	31	HANK THOMPSON'S 25th ANNIVERSARY ALBUM Dot DOS 2-2000 (Paramount)	3
27	22	KO-KO JOE Jerry Reed, RCA LSP 4596	15
28	28	MISSISSIPPI TALKIN' Jerry Clower from Yazoo City, Decca DL 75286 (MCA)	23
29	27	TAMMY'S GREATEST HITS, VOL. 2 Tammy Wynette, Epic E 30733 (CBS)	17
30	26	ME & BOBBY MCGEE Kris Kristofferson, Monument Z 30817 (CBS)	12
31	32	LIVING AND LEARNING/TAKE MY HAND Mel Tillis & Sherry Bryce, MGM SE 4800	4
★	—	GREENE COUNTRY Jack Greene, Decca DL 75308 (MCA)	1
33	35	HELP ME MAKE IT THROUGH THE NIGHT Sammi Smith, Mega M31-1000	42
34	30	HE'S SO FINE Jody Miller, Epic E 30659 (CBS)	18
35	34	WORLD OF MARTY ROBBINS Columbia G 30881	7
36	36	LIVE AT THE SAM HOUSTON COLISEUM Mel Tillis, MGM SE 4788	13
37	37	THE LAST TIME I SAW HER Glen Campbell, Capitol SW 733	22
38	38	A MAN CALLED TEX Tex Williams, Monument Z 30909 (CBS)	5
39	40	BEST OF BUCK OWENS, VOL. 4 Capitol ST 830	8
40	41	MAGNIFICENT SANCTUARY BAND Roy Clark, Dot DOS 25993 (Paramount)	4
41	45	AERIE John Denver, RCA LSP 4607	2
42	44	A MAN IN BLACK Johnny Cash, Columbia C 30440	28
43	33	POEMS, PRAYERS & PROMISES John Denver, RCA LSP 4499	26
44	43	FRISCO MABELJOY Mickey Newbury, Elektra EKS 74107	6
★	—	SHE'S ALL I GOT Johnny Paycheck, Epic E 31141 (CBS)	1

Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 12/25/71

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

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	KISS AN ANGEL GOOD MORNIN' Charley Pride, RCA 74-0550 (Playback, BMI)	10	38	39	THINK AGAIN Patti Page, Mercury 73249 (Jack & Bill, ASCAP)	6
2	3	WOULD YOU TAKE ANOTHER CHANCE ON ME/ME & BOBBY McGEE Jerry Lee Lewis, Mercury 73248 (Jack & Bill, ASCAP/Combine, BMI)	8	39	41	RECONSIDER ME John Wesley Ryles, Plantation 81 (SSS Intl.) (Singleton, BMI)	7
3	2	SHE'S ALL I GOT Johnny Paycheck, Epic 5-10783 (CBS) (Williams/Excellorec, BMI)	12	40	44	TOO OLD TO CUT THE MUSTARD Buck & Buddy, Capitol 3215 (Acuff-Rose, BMI)	4
4	5	COAT OF MANY COLORS Dolly Parton, RCA 74-0538 (Dweper, BMI)	9	41	49	I ALREADY KNOW (What I'm Getting For My Birthday) Wanda Jackson, Capitol 3218 (Tree, BMI)	5
5	6	COUNTRY GREEN Don Gibson, Hickory 1614 (Acuff-Rose, BMI)	10	42	53	TURN YOUR RADIO ON Ray Stevens, Barnaby 2048 (CBS) (Affiliated Ent's., BMI)	4
6	8	(I've Got A) HAPPY HEART Susan Raye, Capitol 3209 (Blue Book, BMI)	7	43	48	MUCH OBLIGED Jack Greene & Jeannie Seely, Decca 32898 (MCA) (Belardo, BMI)	3
7	4	DIS-SATISFIED Bill Anderson & Jan Howard, Decca 32877 (MCA) (Stallion, BMI)	12	44	31	A PART OF YOUR LIFE Charlie Rich, Epic 5-10809 (CBS) (Makamillion, BMI)	5
8	28	CAROLYN Merle Haggard, Capitol 3222 (Shade Tree, BMI)	4	45	54	TODAY'S TEARDROPS Bobby Lewis, United Artists 50850 (Sea-Lark, BMI)	5
9	11	LIVING AND LEARNING Mel Tillis & Sherry Bryce, MGM 14303, (Sawgrass, BMI)	9	46	46	ALRIGHT I'LL SIGN THE PAPERS Jeannie Seely, Decca 32882 (MCA) (Cedarwood, BMI)	6
10	12	YOU BETTER MOVE ON Billy (Crash) Craddock, Cartwheel 201 (Spartus/Keve, BMI)	8	47	36	HOW CAN YOU MEND A BROKEN HEART Duane Dee, Cartwheel 200 (Casserolet/Tamerlane, BMI)	11
11	7	DADDY FRANK (The Gultar Man) Merle Haggard & The Strangers, Capitol 3198 (Blue Book, BMI)	11	48	31	A DOZEN PAIR OF BOOTS Del Reeves, United Artists 50840 (Palo Duro, BMI)	10
12	15	BURNING THE MIDNIGHT OIL Porter Wagoner & Dolly Parton, RCA 74-0565 (Dweper, BMI)	7	49	56	TONIGHT MY BABY'S COMING HOME Barbara Mandrell, Columbia 4-45505 (Julep, BMI)	3
13	9	LEAD ME ON Conway Twitty & Loretta Lynn, Decca 32873 (MCA) (Shade Tree, BMI)	13	50	66	AIN'T THAT A SHAME Hank Williams, Jr., MGM 14317 (Travis, BMI)	2
14	14	I'M SORRY IF MY LOVE GOT IN YOUR WAY Connie Smith, RCA 74-0535 (Blue Crest, BMI)	11	51	47	HOUSTON BLUES Jeannie C. Riley, MGM 14310 (Acuff-Rose, BMI)	6
15	16	ROSES & THORNS Jeannie C. Riley, Plantation 79 (SSS Intl.) (Singleton, BMI)	10	52	55	FORGIVE ME FOR CALLING YOU DARLING Neil Stuckey, RCA 74-0590 (Blue Crest/Hill & Range, BMI)	3
16	19	ONE'S ON THE WAY Loretta Lynn, Decca 32900 (MCA) (Evil Eye, BMI)	3	53	57	RED, RED WINE Roy Drusky, Mercury 73252 (Tallyrand, BMI)	3
17	10	HERE COMES HONEY AGAIN Sonny James, Capitol 3174 (Marson, BMI)	13	54	—	I START THINKING ABOUT YOU Johnny Carver, Epic 5-10813 (CBS) (Green Grass, BMI)	1
18	18	ALL I EVER NEED IS YOU Ray Sanders, United Artists 50827 (United Artists/Racer, ASCAP)	13	55	62	YOU CAN'T GO HOME Statler Brothers, Mercury 73253 (House of Cash, BMI)	3
19	23	I CAN'T SEE ME WITHOUT YOU Conway Twitty, Decca 32895 (MCA) (Twitty Bird, BMI)	4	56	60	I SAW THE LIGHT Nitty Gritty Dirt Band with Roy Acuff, United Artists 50849 (Rose, BMI)	5
20	45	I'M A TRUCK Red Simpson, Capitol 3236 (Plaque/Ripcord/Central Songs, BMI)	4	57	71	RUBY GENTRY'S DAUGHTER Arlene Harden, Columbia 4-45489 (Green Grass, BMI)	2
21	24	BRING HIM SAFELY HOME (To Me) Sandy Posey, Columbia 4-45458 (Tree, BMI)	9	58	58	WHAT A PRICE Johnny Russell, RCA 74-0570 (Travis, BMI)	3
22	22	HITCHIN' A RIDE Jack Reno, Target 00317 (Mega) (Intune, BMI)	12	59	59	COTTON TOP Carl Perkins, Columbia 4-45466 (Cedarwood, BMI)	3
23	21	BABY, I'M YOURS Jody Miller, Epic 5-10785 (CBS) (Blackwood, BMI)	12	60	61	I'M GONNA LEAVE YOU Charlie Louvin & Melba Montgomery, Capitol 3208 (Melba-Jack/Belle Meade, ASCAP)	5
24	33	RUBY, YOU'RE WARM David Rogers, Columbia 4-45478 (Tree, BMI)	7	61	—	LOVE IS LIKE A SPINNING WHEEL Jan Howard, Decca 32905 (MCA) (Duchess, BMI)	1
25	42	IT'S FOUR IN THE MORNING Faron Young, Mercury 73250 (Chestnut, BMI)	4	62	52	MAGNIFICENT SANCTUARY BAND Roy Clark, Dot 17385 (Paramount) (Beechwood/Racle, BMI)	9
26	26	SOMEWHERE IN VIRGINIA IN THE RAIN Jack Blanchard & Misty Morgan, Mega 615-0046 (100 Oaks/Birdwalk, BMI)	8	63	63	CINDERELLA Tony Booth, Capitol 3214 (Blue Book, BMI)	4
27	40	I'VE COME AWFUL CLOSE Hank Thompson, Dot 17399 (Paramount) (Chess, ASCAP)	4	64	—	TAKE ME Tammy Wynette & George Jones, Epic 5-10815 (CBS) (Glad, BMI)	1
28	29	BABY'S SMILE, WOMAN'S KISS Johnny Duncan, Columbia 4-45479 (United Artists, ASCAP)	5	65	65	I LOVE YOU DEAR Eddy Arnold, RCA 74-0559 (Alpine, ASCAP)	7
29	25	TRACES OF A WOMAN Billy Walker, MGM 14305 (Foremost Hills, BMI)	7	66	67	DON'T SAY YOU'RE MINE Carl Smith, Columbia 4-45497 (Seaview, BMI)	3
30	37	THE MORNIN' AFTER BABY LET ME DOWN Ray Griffin, Royal American 46 (Blue Echo, BMI)	6	67	68	LOVELIEST NIGHT OF THE YEAR Slim Whitman, United Artists 50852 (Robbins, ASCAP)	3
31	30	A CHAIN DON'T TAKE TO ME Bob Luman, Epic 5-10786 (CBS) (Blue Crest, BMI)	8	68	69	GENTLE RAINS OF HOME George Nones, Decca 32886 (MCA) (4 Star, BMI)	3
32	32	CATCH THE WIND Jack Barlow, Dot 17396 (Paramount) (Terrace, ASCAP)	8	69	70	THE HAPPINESS OF HAVING YOU Jay Lee Webb, Decca 32887 (MCA) (Contention, SESAC)	5
33	34	THE NIGHT THEY DROVE OLD DIXIE DOWN Alice Creech, Target 0138 (Mega) (Canaan, ASCAP)	7	70	—	SEARCH YOUR HEART Bobby Wright, Decca 32903 (MCA) (Contention, SESAC)	1
34	13	MAIDEN'S PRAYER/HOME SWEET HOME David Houston, Epic 5-10778 (CBS) (Gallico, BMI/Algee, BMI)	14	71	72	JUST ONE MORE TIME Johnny & Jonie Mosby, Capitol 3219 (Glenwood, ASCAP)	2
35	20	ANOTHER NIGHT OF LOVE Freddy Weller, Columbia 4-45451 (Young World/Central Star/Equinox, BMI)	14	72	74	DID WE HAVE TO COME THIS FAR Wayne Kemp, Decca 32891 (MCA) (Blue Crest/Hill & Range, BMI)	2
36	17	EARLY MORNING SUNSHINE Marty Robbins, Columbia 4-45442 (Mariposa, BMI)	13	73	73	GOODBYE David Frizzel, Cartwheel 202 (Tree, BMI)	2
37	27	PAPA WAS A GOOD MAN Johnny Cash & the Evangel Temple Choir, Columbia 4-45460 (Passkey, BMI)	11	74	—	ANOTHER DAY OF LOVING Penny DeHaven, United Artists 50854 (Unart, BMI)	1
				75	75	NEVER HAD A DOUBT Mayf Nutter, Capitol 3226 (Blue Book, BMI)	2

The story of "Cotton Top" is being broadcast up to eight times a day, in every major city in the country.

It's Carl Perkins' most programmed single in years. "Cotton Top" is racing up all the country charts, and even a few local Top-40 charts. But that should come as no surprise.

You could hardly expect less from a story that's getting almost as much air time as the news. Carl Perkins tells about "Cotton Top." On Columbia Records



International News Reports

RCA Launch Euro Coordination Meets

LONDON—RCA has launched a series of regular European co-ordination meetings to discuss joint promotional activities throughout the continent. A preliminary meeting to finalize future plans was held in London recently and the next meeting is scheduled for January.

"The reason behind the meetings is to improve co-operation between the various companies and to co-ordinate advertising and promotion," commented Bob Angles, RCA European marketing co-ordinator. RCA companies in Germany, France, Holland, Belgium, Italy and the Scandinavian countries will be represented, together with Geoff Hannington (marketing manager), Mike Everett (A&R manager) and Rodney Burbeck (head of public affairs) from the British company. Angles will chair the meetings.

"We want to be able to synchronize releases and ensure promotion throughout Europe on major artists," commented Angles. One of the initial projects formulated by the meetings will be uniform posters printed in Italy for all the companies. Promotional photographs of artists will also be circulated in Europe.

Other plans to be discussed at next month's meeting include radio promotion—primarily through Radio Luxembourg's foreign language services.

The first major European promotional campaign will centre around next year's Spring tour by Jefferson Airplane and other artists on the Grunt label. A Euro-

pean meeting to discuss arrangements for the tour was held in London recently.

Similar European co-ordination meetings have been held by Kinney since August. The next Kinney meeting is scheduled for MIDEM at Cannes next month, although no venue has been finalized for RCA's January meeting.

Sweden in Bruce Boom

STOCKHOLM — Sweden has Lenny Bruce fever. This follows the weekly Swedish TV series—shown every night on Channel 1—of a show featuring material written by the late American satirist, translated into Swedish, and delivered by leading Swedish actor Jari Kulle who appears as Bruce.

Alert to the interest, two Swedish record companies have released product by Bruce. Metronome has issued the Lenny Bruce double-album, "The Berkeley Concert," on the Bizarre label, while Electra has released the LP, "What I Was Arrested For" on Douglas.

Kulle himself has recorded an album—but not featuring Lenny Bruce material—for the new Viking label, owned by Gramofon AB Electra. The songs on this LP have been arranged by Lasse Samuelsson, and the album is produced by Frank Hedman.

International Executive Turntable

Michel de May has been named A&M's European co-ordinator. Reporting to David Hubert, international director in Los Angeles, de May, previously headquartered in the home office, will work out of the London offices. Following a two-year period in which A&M affiliates have been established in all European territories, Larry Yaske, European director, will in future concentrate on signing British artists and the exploitation of all A&M product. He will continue to be based in London. Michael Doud named A&M's creative director. A Californian, Doud has lived in Britain for the past seven years and was previously senior art director at Colman, Prentis and Varley.

U.K.'s Sept. Sales—Year's Best Figures

LONDON — As manufacturers geared up for the fall season, sales of records during September climbed accordingly, to give the industry its best month's figures for the year.

Total sales for the month were \$8.6 million, of which nearly \$1.4 million were for export, the highest total since November of last year. The gross figure was just under \$1.4 million better than August and compared with September 1970, home sales were up by an encouraging 16 percent.

The boost is timely and much needed, for although UK sales were up by 11 percent in August against last year, the overall growth during 1971 is a modest 6 percent, giving total sales of \$55 million.

Production figures for September, compared with last year, show a 10 percent overall improvement to 11.2 million records of all types, with albums up 12 percent. The nine-month figure of 84.4 million records was 6 percent ahead of 1970.

Woolworths Claim Biggest U.K. Retailer

LONDON — Woolworths has staked a claim to being Britain's biggest retailer of records—and points to the sale of one million records from one supplier during

Long-Term Contracts for U.K. Dee Jays

LONDON—Prompted no doubt by the impending arrival of commercial radio, the British Broadcasting Corp. has handed out three-year contracts to five of its top disk jockeys. This is the first time such long-term arrangements have been implemented by the BBC since the Radio's 1-2 formats were introduced.

Disk jockeys involved are Tony Blackburn, Jimmy Young, Ed Stewart, Terry Wogan and Pete Murray.

Coinciding with the new contracts will be increases in the fees paid to the five men. The contracts are exclusive for radio and do not cover any TV activity in which the disk jockeys may be involved.

From The Music Capitals of the World

SYDNEY

"Bandstand," Australia's longest running national TV show devoted to popular music, presented their annual awards to mainly established performers. Awards include Colleen Hewitt (female vocal); Ronnie Burns (male vocal); Russel Morris (pop performer). . . . Fable Records' chief, Ron Tudor, and Fable artist Matt Flinders were asked by Australia's Liberal government party to write a song to mark the occasion of the 77th birthday of former Prime Minister Sir Robert Menzies. The result was "The Man" which will be introduced at a special birthday party to be held at the Melbourne Town House. "The Man" will also be Flinders' next single release for Fable.

Flinders also taped a half-hour special for ABV 2 to be screened early in the New Year. This special could result in a series being built around him in 1972. Flinders' radio shows produced by the ABC, station 3LO, Sunday mornings at 9, is running into a third series of 13 programs making it one of the longest running light entertainment radio shows produced by the ABC.

Daddy Cool gave the first-ever live-on-radio rock concert in Australia. In front of a studio audience of 80 invited guests the concert was aired over stations in every Australian state and two New Zealand radio networks. Tempo have released Daddy Cool's new single "Hi Honey Ho," the first track the band has recorded since saxophonist Jerry Noone joined making them a five-man group. The title, written by the band's leader and vocalist Ross Wilson was mixed in the U.S. in November.

Two local albums currently released are Spectrum's double, "Milesago," on EMI's Harvest label and "Aztecs Live" on Havoc. . . . Also out is a shortened version of "Looking Thru a Window," the Wendy Saddlington single initially released by Festival about four months ago. The original cut ran for over five minutes and consequently experienced programming difficulties with some stations. Festival is hoping for more exposure with this 3.55 version. . . . ARC has just finished a week of trade fairs in every state. These are held

so retailers can view the entire ARC catalog and stock up for the Christmas selling period. With a 10 percent discount for purchases during that week, the company reports the week was "immensely successful." JAN MURRAY

LONDON

An award scheme similar in style to the Polydor sound seller's and EMI's Music Centre complex will be introduced by Philips next year. Called the pack scheme, it will be handled by the Phonogram Award Centre. The scheme will initially be built around one basic pack—size of which is to be determined—and it will not contain any album which has been on the market for less than six months. Hilton Price, Philips marketing manager, said that the scheme would be open to any dealer, regardless of size and Philips would not impose any special amount for bulk ordering.

. . . Winner of the song contest sponsored by the Duke of Edinburgh Award scheme, ATV and ATV Kirshner is Edward Jenkins who wins a recording contract with Pye and a writers' contract with ATV Kirshner plus \$120. The finals were held last week and televised on the program, "Youth Calls The Tune." . . . Miki Dallon's Young Blood label has concluded a number of overseas deals for the label. The company has signed an exclusive deal with Polydor for the Scandinavian market and the first release will be Don Fardon's "Follow Your Drum." Teldec in Germany, Austria and Switzerland is planning a major campaign to launch four singles and two albums in January. Young Blood has also assigned music publishing representation to Joe Bamberger of Disconton of Hamburg. Other new business concluded by Young Blood includes label deals with Negram of Holland and Supreme of Belgium. A French deal is currently being negotiated.

Special advertising and heavy concentration on dealers via posters, will be used by RCA to tie in with the release of three albums by Elvis Presley early in the new year. The three albums are "Rock 'n' Roll," "King Creole" and "A Date With Elvis." The albums feature tracks, long deleted in the U.K., which were originally issued here on the HMV logo. . . . Essex Music is trying to arrange for composing royalties to be paid to Russian composer Khachaturian whose music is used in the theme tune of the BBC television series, "The Onedin Line." The music taken from the writers' ballet, "Spartacus," has been used in the past but royalties have always gone to the arranger. Now, in addition to paying Johnny Keating, who did the arrangement for a version of the theme on the Essex label, Fly, Essex is to set up in some way in which the 68-year-old composer will receive royalties.

BBC Records is mailing more than 8000 display posters to U.K. record dealers to promote its first maxi single by Trane which features the theme tune from the successful TV series, "Waggoner's Walk." Terry Noon of the Page Full of Hits music firm has acquired all four tracks on the disk which have been written by Brian Wade and Tony Clift. . . . Colin Richardson, previously general manager of the Bron Artists Management company, has formed European Music Agency. Affiliated to EMA Stockholm, first signings to the U.K. offshoot are Gilberto Gil and new act Palomino. Richardson has also signed the MCA act Gringo under a management contract.

Custom and Excise, after con-

(Continued on page 44)

DGG Piracy Case Verdict in Holland

AMSTERDAM—For the first time ever, a judicial authority in Holland has ruled that the copying of gramophone records, musicassettes and/or open-reel tapes for commercial purposes, without the consent of the rights owners, is not permissible.

The verdict by the president of the District Court in Amsterdam came following an injunction brought by DGG's James Last and DGG's Dutch affiliate, Polydor-Nederland, against Wesko Distribution and Th. Challa of Amsterdam on the grounds of unfair competition. Counsel for the claimants was Dr. A.E. du Perron.

It was alleged that the defendants imported from Switzerland musicassettes containing recordings

by Polydor artist James Last & His Orchestra and marketed them—under the label "Irish"—at prices far below the normal retail price in Holland.

The musicassettes originated from the Irish Magnetic Tape Company, in Zug, Switzerland, it was further alleged, which also supplied the inlay cards. In fact, the musicassettes were "pirated" dubbings.

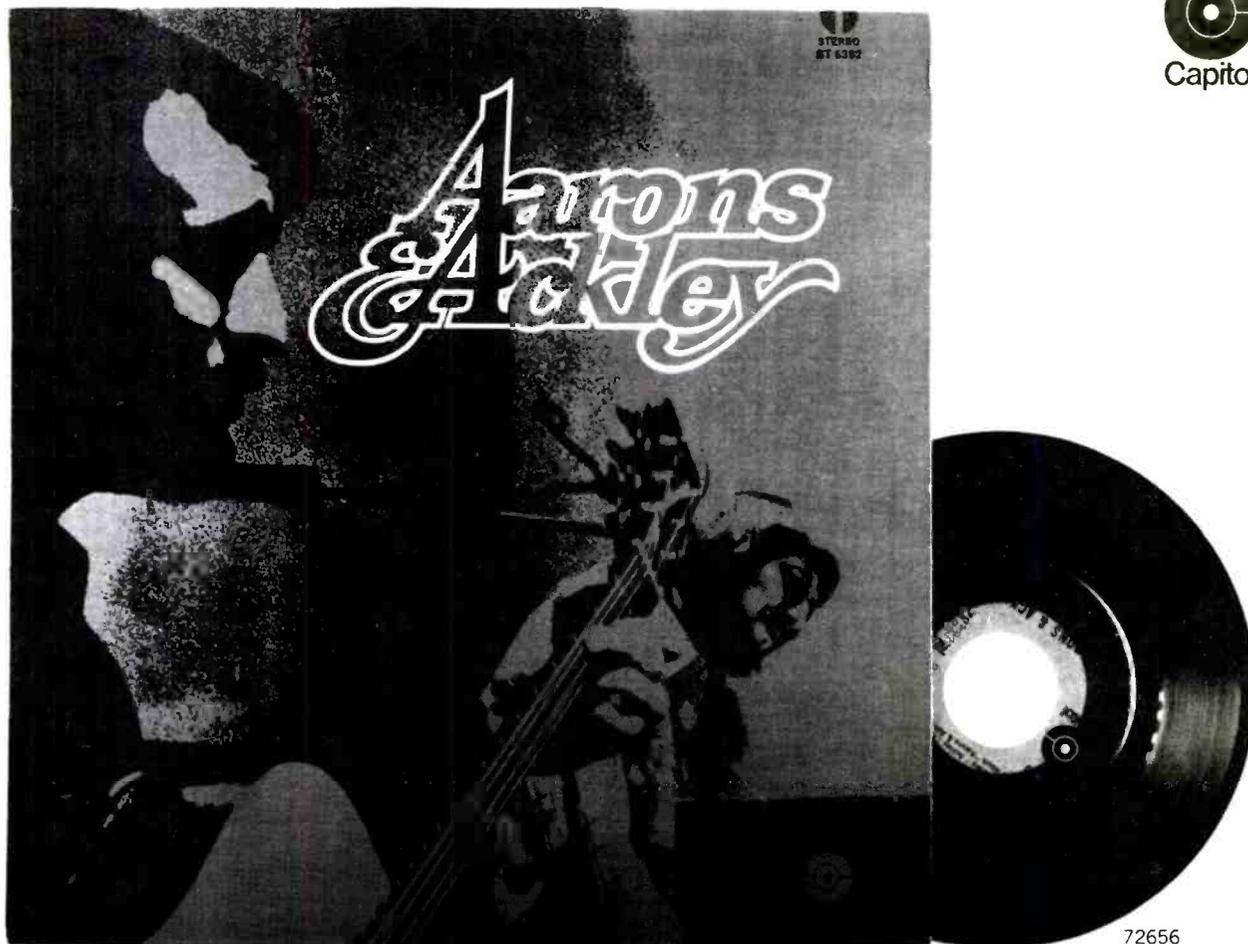
The defendants were warned by the court that they would be liable, on further offenses, to a fine of \$1,500 per infringement, irrespective of whether the offense concerned a pirated disk, musiccassette or 8-track cartridge. They were liable to pay all costs of the lawsuit.

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Lack of Locations in Montreal Rock Scene

MONTREAL—The city's rock concert scene is being ruined by a lack of locations and irresponsible behaviour of some patrons, according to Quebec concert promoter, Sheldon Kagan.

Kagan notes that Place des Arts—long a popular venue with Montreal promoters—is no longer allowing rock concerts. This follows a recent B. B. King one-nighter, at which a group of fans cut up seats causing several thousand dollars worth of damage.

"This leaves only one other location for rock concerts—the Montreal Forum," says Kagan, pointing out that through an exclusive contract now in existence, the Forum only books with one promoter, Don Tartlton.

"The trouble with the Forum," claims Kagan, "is that the acoustics are terrible. Place des Arts was an ideal spot for rock concerts."

Place des Arts, a showcase location constructed as part of the city's Expo 67 crash building program, is still allowing jazz concerts to take place there. Kagan, through his company, Superior Sound, has booked Dizzy Gillespie

and Gene Krupa (12), the Glen Miller orchestra (Jan. 12) and Herbie Mann (Feb. 21) for Place des Arts.

Kagan is also involved in booking Montreal groups, and operates another company, Electric Environment. He also recently opened a rock club in the nearby Laurentian Mountains, where CKGM-FM held its first birthday party.

"Right now, we're trying to bring big bands back to Montreal," says Kagan. "We plan to bring in one such show each month. What else can you do when the rock scene is in such a sad state?"

Elaborate Launch for 2nd Lighthouse LP

TORONTO—GRT of Canada this week hosted an elaborate launching of a new Canadian album—Lighthouse's second album for GRT, "Thoughts of Moving On." The album was certified as a Canadian gold disk on the day of release.

Among those attending the reception was Ontario premier, Bill Davis; Mrs. Pat Pearce, one of the commissioners of the CRTC; Germain Cadieux, assistant director of programs at the CRTC; Lanny Ryan of the chairman's office of the Commission; and U.S. radio report publisher, Bob Hamilton.

Messrs. Davis and Cadieux and Mrs. Pearce made presentations of gold disk awards to members of the 10-man group, its producer Jimmy Oinner, and GRT president, Ross Reynolds.

Lighthouse's first album for GRT, "One Fine Morning" sold in excess of 40,000 units in Canada. A total of 25,000 copies are needed

Canada Executive Turntable

Brendan Lyttle, an original member of the Stampeders, has joined the national promotion team at Quality Records Ltd., Toronto. Lyttle had been working as singles buyer for Sam the Record Man. He was a member of the Stampeders when the group started out in Calgary in 1964.

for gold disk certification. That album is still on the U.S. charts.

The group performed a small selection of songs from the new album at the reception, which was broadcast live on CHUM-FM. The program was hosted by long-time Lighthouse supporter, Larry Green.

The reception was co-organized by GRT with Stereo Dimension Records, which has world rights outside Canada for Lighthouse. Stereo Dimension's Loren Becker was on hand for the event.

Euro Jazz Fed Now HQ

WARSAW—The European Jazz Federation Board has reached agreement with the Polish Jazz Society to move the headquarters of Jazz Forum, the Federation's official magazine, to Vienna where the EIJ general secretary is based. The Warsaw office of Jazz Forum will, however, continue its editorial and publishing work and will concentrate on East European news.

Jan Byrczek, founder and editor in chief of the magazine, will move to Vienna and will in future produce the magazine bi-monthly.

Dr. Lubomir Doruzka, Billboard's Prague correspondent and an EIJ vice president, has been invited to join the Jazz Forum editorial staff together with Johann Fritzi, the NIF general secretary. Other Jazz Forum branch offices are planned in Paris, London, Frankfurt or Munich, Copenhagen, New York and Tokyo.

New address of Jazz Forum is: Bankgasse 1, 1010 Vienna, Austria. Tel: 63.24.14.

Canada Cos Set for MIDEM

TORONTO—Canada is to have its first official representation at MIDEM next month. The Canadian contingent will include April Blackwood Music, Editions Archambault, Much Records, Les Productions SMCL, Inc., and Tuesday Music.

It is expected that the Canadian Government will subsidize Canada's attendance at MIDEM in 1973. The Canadian group, Crowbar, will perform at the coming MIDEM festivities.

Retail Chain Buys Seven Toronto Stores

TORONTO—The Music World chain of retail stores has acquired Sayer's seven metropolitan Toronto locations.

The acquisition makes the Music World chain one of Canada's largest record retailers. All Sayer's stores are serviced by Pindoff Record Sales. Negotiations for the sale were handled by Mrs. Eva Pindoff for Music World and Wilf Sayer.

From The Music Capitals of the World

• Continued from page 42

sultation with the GRRC section of the Music Trades association, has agreed to remove purchase tax from record sleeves which are sold separately from records. Sleeves used as display material and retailers' master bags are now exempt from the tax. Sleeves sold with records are not affected by the purchase tax removal.

Kinney is to launch Albert Grossman's Bearsville label in the U.K. during March. The label acquired by Kinney on a worldwide basis will be introduced with albums by Lazarus and Jesse Winchester. . . . CRD, the record import company, has acquired distribution rights to the Dublin-based Claddagh label, previously handled here by EMI. The label concentrates on traditional Irish music and spoken word material. . . . Christopher Foss, secretary of the GRRC, has written to the managing directors of CBS and RCA complaining about the low dealer margin on their tape product. Foss describes as "iniquitous" the fact that these two firms offer a 25 percent margin compared with all other companies' 28 to 30 percent. PHILIP PALMER

BARCELONA

The Sixth International Barcelona Jazz Festival took place at the Palacio de la Musica Theatre during November. Highlights of the festival included appearances by tenor-saxophonist Dexter Gordon, singer Jon Hendricks, blind Spanish pianist Tete Montollu, trumpeter Charles Tolliver, the Duke Ellington Orchestra, the Chicago Blues Band, the Oscar Peterson Trio and the Giants of Jazz (Dizzy Gillespie, Sonny Stitt, Thelonius Monk, Kai Winding, Art Blakey, Al McKibbin). . . . Tunisian female vocalist Sabrina (Belter), after a long absence from the Spanish record scene, has a new single released here—"Smic, Smac, Smoc," a Francis Lai number, from the soundtrack of the film of the same title. . . . Ariola and Musart have signed a deal which involves distribution of their product in Mexico. Other contracts were signed with Compania Colombiana de Discos (Codycos), for distribution in Colombia, Guatemala, Honduras, Nicaragua, El Salvador, Costa Rica, Panama, Ecuador and Peru; and with Polydor for Venezuela, with RCA for Argentina, Chile, Uruguay and Paraguay, and with Caytronics for the U.S. and Puerto Rico. . . . EMI has released—exclusively in Spain—Elton John's single combining "Honky Tony Women" and "Sixty Years On." . . . Peret (Ariola) was presented with a gold disk in Amsterdam recently, given to him by the Ariola company in Holland, for sales of his record "Borriquito."

The current hit by Los Diablos (EMI), "Manda Christmas" (Send Me Christmas Cards), has been issued in France, Germany, Holland, Denmark, Portugal, Sweden, Mexico, Italy, Ecuador, Peru, Chile, Venezuela, Argentina, Israel and the Lebanon. . . . El Pequeno Tim (Ekipo), aged 13, has made his first record—a Spanish version of "Mamy Blue." . . . EMI has commenced the release of a series of singles, issued under the collective title of "Voces de Oro" (Golden Voices). Included on each single will be two of the best recordings by singers such as Matt Monro, Gilbert Bécand, Al Bano and The Shakers. DOLORES ARACIL

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STOCKHOLM

EMI has acquired representation of the new English label Asylum. EMI now also represents the Chrysalis label, previously handled by Sonet. . . . Frank Dahlberg-Scason Svenska AB has taken over the representation of Ampex tapes in Sweden. Scason now has all the Creedence Clearwater Revival rep-

ertoire on tape, says Per-Anders Boqvist. . . . Bertil Joffe, of Barclay Records, claims that French music is becoming progressively more popular on the Swedish market, where Joel Dayde and Michel Delpech are currently on the charts. Joffe is at present giving strong promotion to Delpech's latest single "La Vie, La Vie," which is soon to be released here. Joffe's publishing company, Selective Music AB, now handles the music of Peter Holm. . . . Hep Stars have left the Strike label to join Philips. The latter has issued an album called "California Maiden," recorded in London during October and November this year. . . . Frank Dahlberg-Scason Svenska AB is publicizing a new combined radio and cartridge player called M-290. . . . American folk singer Loudon Wainwright II (Metronome) played a Stockholm concert Dec. 17. He also appeared in the TV2 program "Spotlight" and recorded a spot on the radio program (Channel 3) "Midnight Hour." . . . It is very unusual for Swedish recordings to be issued in the U.S. but in February next year an album—entitled "Ramadan," by Bjorn Lind will be released in the U.S. on Metronome by producer Creed Taylor. Since 1970, Taylor has issued product on two labels

—and is now to do the same with Metronome. As Lind's first name might present difficulties in pronunciation to Americans, he will be known there as Jayson Lind. . . . Polydor has signed children's choir Sjusovarna. . . . Gramofon AB Electra is to introduce the new RCA four-channel stereo in Sweden. . . . Ten Years After, now on the charts with its Chrysalis album, "A Space In Time," will tour Sweden Feb. 21-25. . . . CBS is giving a strong push to its release of a set of albums of older forms of jazz and swing. . . . Gimmicks (Polydor) were in Norway for an Oslo concert Dec. 9. Following the concert appearance, the group left for a Mexican tour. KJELL GENBERG

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TORONTO

David Clayton Thomas, who spent ten years in the local music scene, has just announced his departure from Blood, Sweat and Tears. Thomas is working on a solo album to be released by Columbia in January. . . . CKGM-FM in Montreal will change its call letters to CHOM. . . . The new Terry McManus single is "Love Is Wine." . . . The next Guess Who single will be "Back to the City." . . . Robert Sjöwöod's "Jesus Christ, Superstar" drew 14,000 in Montreal, through promoter Donald Tartlton.

Montreal stores are enjoying unusually high jazz catalog sales thanks to a all night jazz show on CJFM with Claude Racou.

Two newly formed East Coast groups are Sam Moon (from Halifax) and Moncton's Rocky Road. . . . William Hoover has been appointed. (Continued on page 46)

Malta Sets Christmas Peace Song Festival

LONDON—The First International Christmas Song Festival—entitled "For Peace In The World"—is being held at the Plaza Theater, Valetta, Malta, on Wednesday, Jan. 5, 1972.

Many entries have been received from all over the world and a total of 20 songs have been subsequently selected to participate, representing 13 countries—the U.K., Ireland, France, Italy, Austria, Germany, Switzerland, Poland, Malta, Can-

(Continued on page 46)

Chilliwack on LP Promo Tour

VANCOUVER — West Coast group, Chilliwack, newly signed to A & M internationally, are currently on a cross country tour promoting their debut album for the label.

The album, which is a two-record set retailing for the price of one disc, has already been certified as a gold record for Canadian sales.

Dates set for Chilliwack include Hamilton's Mohawk College; Chatham, Ont.; Kitchener; Quebec City; Montreal; Edmonton Jubilee (9); Saskatoon Centennial Hall (17); Regina (18); Maple Leaf Gardens, Toronto (31).

A single from the album, "Lonesome Mary" is now top 10 nationally. A & M's Jerry Lacouriere says a heavy promotion campaign has been set up by the company's U.S. head office.

Nashville Session Set for Hawkins

TORONTO — Canada's Ronnie Hawkins, has been signed by Monument Records in the U.S. Kris Kristofferson is reported to have written four songs for Hawkins' first Monument session, set to take place in Nashville this week.

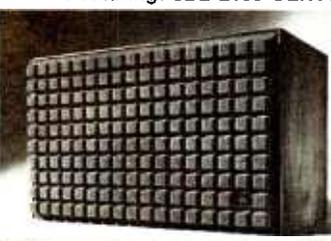
Hawkins had previously been with Atlantic Records in the U.S. His product will continue to be distributed in Canada by GRT.

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Special Reports from the Billboard Group



U.K. Motown in Biggest Ever Year

By PAUL PHILLIPS

Staff Member, Record & Tape Retailer

LONDON—Biggest-ever year in all fields of Tamla Motown's U.K. operation is predicted by deputy international director, John Marshall.

Total sales for the 10 months to the end of October this year were higher than for any 12-month period previously. It is expected that album sales will pass the one million mark by the end of 1971 with combined 8-track and cassette sales exceeding 100,000.

Singles sales are already on a par with 1970 figures of 3.5 million copies which was previously the label's best ever year in the U.K.

With all the increased activity on the sales front a record year is also expected for Motown's two publishing arms, Jobete and Stein and Van Stock, both administered through Carlin in Britain.

Most of the income for the publishing companies has come through original Motown recordings. The company encounters some difficulty in encouraging cover versions, because, says John Marshall, producers and artists "appear to be under the impression that to be successful with a Jobete or Stein and Van Stock song, they have to copy the arrangement and sound of the Motown version."

He points out, however, that the most successful versions have been completely different from the originals, Blood, Sweat and Tears "You Made Me So Very Happy" and "I Heard It Through the Grapevine" by Creedence Clearwater Revival being notable examples.

However, the Weathermen had great success with a cover version of "It's the Same Old Song" and Rod Stewart is currently climbing the U.S. charts with "I Know I'm Losing You."

Additional income for the publishing companies comes from the various hit cover albums issued in many budget ranges.

Marshall believes that, apart from the overall market growth, the reasons for Motown's best year to date are an improvement in

album content and excellent promotion and distribution by EMI. Motown is the most successful distributed line in EMI's history.

Main contribution to the label's success this year is the Motown Chartbusters series. Two volumes have been released this year making a total of six albums. Each Chartbusters volume has sold over 100,000 copies with Volume Three passing the 300,000 mark. Volumes five and six, the latter only released in October, have exceeded 100,000 sales already.

Other albums which have contributed to the label's success this year are "I'm Still Waiting" by Diana Ross (25,000), "Magnificent Seven" by the Supremes and Four Tops (30,000) plus Volume Two

of the Supremes' "Greatest Hits," Marvin Gaye's "What's Going On," "Touch" by the Supremes, "Sky's the Limit" by the Temptations, and Diana Ross's "Everything Is Everything."

Just released and expected to follow the successful trend are Four Tops' "Greatest Hits Volume 2" and "Return of the Magnificent Seven" by the Supremes and Four Tops.

During October, the best month in the label's U.K. history, Motown sold 150,000 albums and 15,000 tapes. In the four months ending October 31 singles sales passed the million mark.

Internationally the picture is equally bright. In Australia, Belgium, France, Germany, South Africa and Spain sales are higher than ever owing to success of artists such as Diana Ross, Jackson Five and the Temptations. Rare Earth, who have not really made an impression on the British market, have also proved popular abroad, especially on the continent.

Five singles have sold over half a million copies in Europe. These are "War" by Edwin Starr, "Ball of Confusion" by the Temptations, "Indiana Wants Me" by R. Dean Taylor, "I'm Still Waiting" by Diana Ross and Jackson Five's "I'll Be There." Currently heading towards the half million target is the Four Tops "Simple Game."

From The Music Capitals of the World

• Continued from page 44

pointed president of Modern Album of Canada Ltd. . . . Delaney and Bonnie in Toronto for an appearance on "Rolling on the River."

Five Man Electrical Band set to appear at the Univ. of Guelph (Jan. 15). . . . CTV's W5 has done a special on Chuck Mangione and London's Milke Doyle is now endeavoring to set up a major five city tour with local orchestra involvement. . . . Ginette Reno in Toronto this week shooting a one hour special for CBS-TV—she is also working on a new single with the Guess Who's producer, Jack Richardson. . . . Gamma's Ellie at Grumbles in Toronto this week. . . . Quality have rushed out a new single by The Cycle, "Don't Take the Sun Out of My Life."

. . . A new single from Capitol is Anne Murray's "Cotton Jenny."

. . . Johnny Mack, formerly with CKGM AM and CHED, is now working at CKKL, Calgary. . . . Top single in Quebec at present is "Yes a Pichou" by Karrieh on Zodiaque. . . . CHUM-FM this week broadcast its second live concert—an appearance by Lighthouse at the Ontario Science Center. . . . The new album by Syrinx, "Long Lost Relatives" has just been released by True North.

The Guess Who return to the studios at the end of January. Their next U.S. tour will commence March 15. . . . Anne Murray is to guest star at the Rose Bowl Parade in Pasadena (Jan. 1). . . . Daffodil's Frank Davies returned from a short business trip to England this week. . . . Nippon Columbia has picked up Japanese release of The Cycle's "Wait for the Miracle." . . . Les Crane's "Desiderata" is one of the three top selling singles in Canada.

RITCHIE YORKE

MADRID

Miguel Rios (Hispanvox) has a new LP on the market titled "Unidos"

(United). It includes four titles sung in English and five in Spanish. The Spanish lyrics were written by Rios himself. All the songs contained on "Unidos" have been presented in live appearances by Rios, who recently gave a series of benefit concerts in Madrid, Barcelona, Granada, Valencia, Valladolid and Bilbao. The income from these gala performances has been donated to a sub-normal children's association. . . . Flamenco guitarist Manolo Sanlucar has signed an exclusive contract with CBS. His first LP for this label has just been released. . . . New version of "Mammy Blue" on the Spanish market is by Ricky Shayne (Poplandia—distributed by RCA). . . . Mari Trini (Hispanvox), Jeanette (Hispanvox) and Patxi Andino (Philips) have made a 35mm color film for TVE, called "Juegos Para Muecos De Carton" (Games For Cardboard Dolls).

Michel Delpech (Movieplay) has recorded in Spanish his song "Pour Un Flirt" (For A Flirt). The Spanish lyric was written by Alpin. . . . Mari Trini (Hispanvox) is presently making a tour of Mexico. Meanwhile, her LP, "Amores," after 59 weeks in the Top Ten LP Chart, was again back at No. 1. She has recorded a new album under the title of "Escuchame" (Listen To Me). . . . Nino Bravo (Polydor) has returned from a tour of South America, during which he visited Argentina, Chile, Colombia, Mexico and Venezuela. Bravo is currently recording a new single and LP. . . . On Nov. 2, Blume (Accion) sang before a congregation of 8,000 in the church of El Salvador, Seville. Blume performed the Spanish version of "Jesus," by Jeremy Faith. . . . The Spanish lyric was written by Manolo Diaz and the Spanish title of the song is "Te Necesitamos, Criso" (We Need You, Jesus Christ). Blume was accompanied by the Choral Association of Seville.

DOLORES ARACIL



MUSIC LABO

Tokyo Song Festival—Entries, Artists Increase

By BEN OKANO

Staff Member, Billboard Japan/Music Labo

TOKYO — The World Popular Song Festival, Tokyo '71, sponsored by the Yamaha Foundation for Music Education, attracted 757 entries this year from 54 different countries. This was a great increase over last year which attracted 541 entries from 45 countries and there is no doubt that as the Grand Prix song of the 1970 festival, "Dream of Naomi" was such a major success it added to the public interest in this year's festival.

During the three days of the Festival, 47 acts from 37 different countries participated and the Grand Prix songs were "Tabidachi No Uta" (Song of Departure), composed by Hitoshi Komuro, and "Un Jour L'Amour" (Day of Love), composed by Frenchman Andre Popp. "Song of Departure" was a Japanese entry and received the Grand Prix prize at the 1971 Nemu Popular Song Festival.

It was performed by Tsunehiko Kamijo and Rokumonsen who shared the \$1,000 prize money. Composer Komuro and lyric writer Kohei Oikawa split the \$3,000 prize money.

Popp's "Day of Love" was performed by Martine Clemenceau.

The Grand Prix performance prize, \$1,000 to the singer, went to Michele Torr for "Enfants d'Aujourd'hui, Hommes de Demain" which was composed by Paul Mauriat. Mauriat was unable to be present at the Festival because of a series of concerts he was making in the Kansai area of Japan.

Judged outstanding compositions, which was worth \$1,000 to the composer and \$500 to the singer, were:

Outstanding Composition (\$1,000 to an act and \$500 to a singer): "Bring Back Those Memories"—composer: Jack Winsley, singer: Bev Harrell; "Once in a World"—Peter Reber, Peter, Sue & Marc; "Enfants d'Aujourd'hui, Hommes de Demain"—Paul Mauriat, Michelle Torr; "Dolce, Triste"—Silvio Pavesses, Loretta Goggi;

First Finnish TV Awards Presented

HELSINKI — Mainos-TV-Reklam, the Finnish commercial television network, has made its first Ylennysmerkki trophy awards for the best domestic recording artists and product of 1971.

The winners were selected by three separate juries—one judging classical product, another record art work and the third making a general award.

As a result, the following artists and recordings were adjudged winners in their respective categories:

Record of the Year: "Tuli Mies," by Ritva Oksanen (Columbia); Classical Record: "Piano Quartetto" of Joonas Kokkonen, by the Finlandia Quartet (HMV); Jazz Record: "The Original Sin," by Eero Koivistoinen (Finnlevy); Children's Record: "Iso Mies Ja

"Con Todo Mi Amor"—Jose A Fuentes, Antonio Zabaleta; "Take Your Leave"—David Curtis, David Curtis; "Planet of Love"—Sanford Alexander, Bonnie St Claire; "Obecanje"—Nikica Kalogjera, Yupka Dimitrovska; "It's Lovely"—Ted Wade, Lou Sparkes; "A Year From Now"—Tony Hiller, John Goodison.

Outstanding Performance (\$500 to a singer): "Can Todo Mi Amor"—composer: Jose A Fuentes; singer: Antonio Zabaleta; "Mi Ciudad"—Carlos Blanco, Carlos Blanco; "Song of Departure"—Hitoshi Komuro, Tsunehiko Kamijo and Rokumonsen; "Obecanje"—Nikica Kalogjera, Liupka Dimitrovska; "Cantigo"—Robert Luti, Domenika.

Of the songs heard at the Festival, 39 were written by male composers and only three songs were composed by females. There were 16 singer-writers which reflects a worldwide tendency.

The Mike Curb Congregation were special guest artists on the first day of the Festival, followed by Michel LeGrand and Daniel Gerard.

Peace Song Fest

• Continued from page 44

ada, Australia, South Africa and Mozambique.

The Festival is being held under the auspices of the Maltese Ministry of Education & Culture and the Malta Government Tourist Board, both of which are donating trophies. Tourist Reves International is offering hundreds of pounds sterling as prizes in the various sections of the festival.

The organizers say that response to the Peace Festival has been "extremely encouraging"—especially in the art/painting section. An exhibition of the best works presented opened in Malta on Dec. 12 and continues until Jan. 5—the day of the Festival.

Keijukainen, by M.A. Numminen (Love Records); Album Sleeve: "Stenka Rasin," by Viktor Klimenko (Columbia)—sleeve designed by Seppo Jarvinen

Lyric of the Year: Juha Vainio's "Matkarakastaja" (CBS); Song of the Year: "Tuli Mies," composed by Esa Helasvuo; Arrangement of the Year: Esa Helasvuo's "Tuli Mies"; Best Group: Cumulus (Top Voice); Female Vocalist: Ritva Oksanen (Columbia); Male Vocalist: Viktor Klimenko (Columbia).

Special awards were also given to four outstanding albums of the year. The LP's were: "4, 20" by Vesa-Matti Loiri (Polydor), "Merella" by Georg Malmsten (Scandia), "Koskis A-Go-Go" by the Jaako Salo Orchestra (Scandia) and "Horttokaalo" by Horttokaalo (Scandia).

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THE PHONOGRAM INTERNATIONAL

GROUP OF COMPANIES



HITS OF THE WORLD

ARGENTINA SINGLES
(Courtesy: Escalera A La Fama)
This Week
1 THE FOOL—Gilbert Montagne (CBS)
2 MAMMY BLUE—Roger Wittaker (Philips); James Darren (RCA); HOT TOPS (EMI); Ricky Shayne (Fermat); Ricky Shayne (Fermat); MCA Korn; PUNCH (MCA) Korn
3 SOLEY SOLEY—Middle of the Road (RCA) Relay
4 EL O YO/NUNCA PODRE DECIRTE ADIOS—Sabu (M Hall) Kleimann
5 FOR ALL THE PEOPLE—Morgan (Odeon); Chester Lee (RCA); Robert Frank (CBS)
6 FREEDOM COMES—The Fortunes (Odeon)
7 FREEDOM GOES—The Fortunes (Odeon)
8 CARMEN—Tretol (CBS); 2da. Civilization (D Jockey)
9 OHO AHA—FREEDOM (Odeon); Los Angeles (M Hall)
10 PERO ANOCH EN LA PLAYA—Pino Donaggio (Odeon); Damian D (Jockey)
11 MAMALU CAHUE—Johnny Tedesco (Philips); Melograf

ARGENTINA LP's
(Courtesy Escalera a la Fama)
This Month
1 ARGENTINISIMA—Various (Microfon)
2 PRIMAVERA EN ALTA TENSION—Various (RCA)
3 MUSICA EN LIBERTAD—Various (M. Hall)
4 BEATLES FOR EVER—Beatles (Odeon)
5 YO... MARIA CREUZA—Maria Creuza (Trova)

AUSTRALIA SINGLES
(Courtesy Go Set)
This Week
1 MAGGIE MAY—Rod Stewart (Mercury)
2 BANKS OF THE OHIO—Olivia Newton-John (Interfusion)
3 MAMMY BLUE—Joel Dayde (Odeon)
4 LOVE IS A BEAUTIFUL SONG—Dave Mills (Albert)
5 SPEAK TO THE SKY—Ricky Springfield (Sparmax)
6 UNCLE ALBERT/ADMIRAL HALSEY—Paul & Linda McCartney (Apple)
7 GYPSYS TRAMPS AND THEEVES—Who (Polydor)
8 THE NIGHT THEY DROVE OLD DIXIE DOWN—Joan Baez (Astor)
9 PEACE TRAIN—Cat Stevens (Island)
10 SIGNS—Five Man Electrical Band (MGM)

AUSTRALIA LP's
(Courtesy Go Set)
This Month
1 EVERY PICTURE TELLS A STORY—Rod Stewart (Mercury)
2 TEASER AND THE FIRECAT—Cat Stevens (Island)
3 TEA FOR THE TILLERMAN—Cat Stevens (Island)
4 WHO'S NEXT—Who (Polydor)
5 EVERY GOOD BOY DESERVES FAULTS—Moody Blues (Threshold)
6 TAPESTRY—Carole King (A&M)
7 LEON RUSSELL AND THE SHELTERED PEOPLE—(Shelter)
8 COCKER HAPPY—Joe Cocker (Interfusion)
9 MASTERS OF REALITY—Black Sabbath (Vertigo)
10 RAM—Paul & Linda McCartney

BELGIUM (DUTCH) LP's
(Courtesy Humo)
This Month
1 WILL TURA VOL. 9—Will Tura (Palette)
2 HOLLANDSE HITPOURRI 7—Diverse Artisten (Decca)
3 WILLEM VERMANDERE VOL. 3 (Vermandere) (Decca)
4 TOP OF THE POPS—Diverse Artisten (Dicolib)
5 POLKA PARTY—James Last (Polydor)
6 LED ZEPPELIN VOL. 4—Led Zeppelin (Barclay)

BELGIUM (FRENCH) LP's
(Courtesy Telemoustique)
This Month
1 FIREBALL—Deep Purple (EMI Harvest)
2 LED ZEPPELIN—Led Zeppelin (Barclay)
3 IMAGINE—John Lennon (Apple)
4 WHO'S NEXT—Who (Polydor)
5 POPPYS—Poppys (Barclay)
6 BONJOUR MIREILLE—Mireille Mathieu (Barclay)
7 THIRD ALBUM—Santana (CBS)
8 A SPACE IN TIME—Ten Years After (Barclay)
9 CE N'EST RIEN—Julien Clerc (EMI)
10 MEDDLE—Pink Floyd (EMI Disc)

BRAZIL RIO DE JANEIRO SINGLES
(Courtesy: IBOPE)
This Week
1 AMADA AMANTE—Roberto Carlos (CBS)
2 I AM SO HAPPY—Trio Galleta (Odeon)
3 OH ME OH MY—B. J. Thomas (Top Tape)
4 IT'S TOO LATE—Carole King (Odeon)
5 YOU'VE GOT A FRIEND—James Taylor (Philips)
6 CO CO—Sweet (RCA)
7 ISABELA—Renato e s/Blue Caps (CBS)
8 DESACATO—Antonio C. e Jofaci (RCA)
9 AINDA QUEIMA UMA ESPERANCA—Diana (CBS)
10 MARTIM CERERE—Gra Imp. Leopoldinese (Top Tape)

BRAZIL SAO PAULO SINGLES
(Courtesy: IBOPE)
This Week
1 IMPOSSIVEL ACREDITAR QUE SEI VOCE—Marcio Greick (CBS)
2 SINFONIA N. 40—Waldo de Los Rios (Continental)
3 OH ME OH MY—B. J. Thomas (Top Tape)
4 AMADA AMANTE—Robert Carlos (CBS)
5 DON'T LET IT DIE—Hurricane Smith (Odeon)
6 DESACATO—Antonio Carlos & Jofaci (RCA)
7 MAMMY BLUE—Ricky Shayne (RGE)
8 IF—Brend (Philips)
9 IS THAT THE WAY—Tin Tin (Polydor)
10 HOW CAN YOU MEND A BROKEN HEAD—Bee Gees (Polydor)

BRAZIL RIO DE JANEIRO LP's
(Courtesy IBOPE)
This Month
1 CONSTRUCAO—Chico Buarque (Philips)
2 EXPLOSAO MUSICAL—Fevvers (Lilonic)
3 MEMORIAS DE SARGENTO DE MILICIAS—Martinho da Vila (RCA)
4 YOU'VE GOT A FRIEND—Johnny Mathis (CBS)
5 ROSA DOS GENTIOS—Maria Bethania (Philips)
6 SANTANA 3—Santana (CBS)
7 TIM MAIA—Tim Maia (Polydor)
8 IMIGRES—John Lennon (Apple)
9 RENATO—Renato e s/Blue Caps (CBS)
10 CAROLE KING—Carole King (Odeon)

BRAZIL SAO PAULO LP's
(Courtesy IBOPE)
This Month
1 CONSTRUCAO—Chico Buarque (Philips)
2 SINFONIAS—Waldo de los Rios (Continental)
3 O CAFONA NO. 2—Trilha Sonora (Odeon)
4 SO O AMOR CONSTROI—Wanderley Cardoso (Copacabana)
5 MEMORIAS DE UM SARGENTO—Martinho da Vila (RCA)

BRITAIN
(Courtesy Record & Tape Retailer)
This Last Week
1 ERNIE (THE FASTEST MILKMAN IN THE WEST)—Benny Hill (Columbia) (Walter J. Ridley)
2 JEREBAL—Box (Fly)—Campbell-Connelly (Tony Visconti)
3 COZ I LOVE YOU—Slade (Polydor) (Barn/Schroeder) (Chas. Chandler)
4 THEME FROM SHAFST—Isaac Hayes (Stax) Carlin (Isaac Hayes)
5 NO MATTER HOW I TRY—Gilbert O'Sullivan (MAM) April/MAM (Gordon Mills)
6 TOKOLOSH MAN—John Kongos (Fly)—Essex (Gus Dudgeon)
7 SOMETHING TELLS ME (SOMETHING'S GONNA HAPPEN TONIGHT)—Cilla Black (Parlophone) (Columbia) (George Martin)
8 GYPSYS, TRAMPS AND THEEVES—Cher (MCA)—Campbell-Connelly (Snuff Garrett)
9 BANKS OF THE OHIO—Olivia Newton-John (Fye)—Blue Gum (Welch/Farrar)
10 TIT—Tom Jones (Decca)—Chappell (Gordon Mills)
11 RUN BABY RUN—Newbeats (London)—Acuff-Rose
12 SOFTLY WHISPERING I LOVE YOU—Congregation (Columbia) Cookaway (John Burgess)
13 SING A SONG OF FREEDOM—Cliff Richard (Columbia) Big Secret/Rondor (Norrie Paramor)
14 JOHNNY REGGAE—Piglets (Bell) Jonjo (Jonathan King)
15 FIREBALL—Deep Purple (Harvest) Hec (Deep Purple)
16 IT MUST BE LOVE—Labi Siffre (Fye)—Groovy (Labi Siffre)

BRITAIN LP's
(Courtesy Record & Tape Retailer)
This Month
1 ERNIE (THE FASTEST MILKMAN IN THE WEST)—Benny Hill (Columbia) (Walter J. Ridley)
2 JEREBAL—Box (Fly)—Campbell-Connelly (Tony Visconti)
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15 FIREBALL—Deep Purple (Harvest) Hec (Deep Purple)
16 IT MUST BE LOVE—Labi Siffre (Fye)—Groovy (Labi Siffre)

17 15 SURRENDER—Diana Ross (Tania Motown)—Jobete/Carlin—Ashford/V. Simpson
18 23 SOLEY SOLEY—Middle of the Road (RCA)—Sunbury
19 26 MOUNING—Val Doonican (Philips)—Melanie (Johnnie Franz)
20 21 IS THIS THE WAY TO AMARILIO—Tony Christie (MCA)—ATV Kinsmer M. Murray/P. Callender)
21 13 I WILL RETURN—Springwater (Polydor)—Jig-Sav (Corder/D. Williams)
22 22 I JUST CAN'T HELP BELIEVING—Elvis Presley (RCA) (Screen-Gems/Columbia)
23 28 HOOKED ON A FEELING—Jonathan King (Decca) London Tree (Jonathan King)
24 24 LOOK AROUND—Vince Hill (Columbia)—Famous/Chappell (Norman Newell)
25 27 YOU GOTTA HAVE LOVE IN YOUR HEART—Supremes/Four Tops (Tania Motown) Jobete/Carlin (Clay McMuray)
26 — SLEEPY SHORES—Johnny Pearson Orchestra (Penny Farthing)—KPM (KPM Prod.)
27 25 FOR ALL WE KNOW—Shirley Bassey (United Artists)—Amper (Johnny Harris)
28 32 KARA KARA—New World RAK (Chinnichap/RAK) Mickie Most
29 19 MIDGE MAY—Rod Stewart (Mercury)—Chappell—GH Music (Rod Stewart)
30 16 LET'S SEE ACTION—Who (Who/Track Records)
31 33 BURUNDI BLACK—Burundi Stephenson Black (Barclay) (Burlington)
32 — IT'D LIKE TO TEACH THE WORLD TO SING—New Seekers (Polydor)—Cookway Leon Henry
33 48 THE PERSUADERS—John Barry Orchestra (CBS)—ATV Kinsmer (John Barry)
34 34 WHEN YOU GET RIGHT DOWN TO IT—Ronnie Dyson—CBS (Screen-Gems/Columbia) Star/Vicent
35 30 TIRE OF BEING ALONE—Al Green (London)—Burlington (W. Mitchell/Al Green)
36 — THEME FROM THE ONEDIN LINE—Vienna Philharmonic Orchestra (Decca)
37 29 RIDDERS ON THE STORM—Doors (Elektra)—Rondor (Bruce Botnick/Doors)
38 43 BACK ON THE ROAD—Marmalade (Decca) Catrine (Marmalade)
39 38 CHIRPY CHIRPY, CHEEP CHEEP—Middle of the Road (RCA)—Fanning (G. Toetli/Green)
40 — FESTIVAL TIME—San Remo Strings (Tania-Motown)—Jobete/Carlin
41 50 SAVE THE CHILDREN—Marvin Gaye (Tania-Motown)—Jobete/Carlin
42 44 JAILHOUSE ROCK—Elvis Presley (Maximilian)—Carlin
43 37 DID YOU EVER—Nancy & Lee (Reprise)—London Tree (L. Hazelwood/N. Sinatra)
44 — STAY WITH ME—Faces (Warner Brothers)—Kinney (Glyn Johns)
45 45 LADY LOVE BUG—Clodagh Rogers (RCA)—Kangaroo/April (Kenny Young)
46 31 THE NIGHT THEY DROVE OLD DIXIE DOWN—Joan Baez (Vanguard)—Feldman (Jack Lothrop)
47 36 TWEEDLE DEE TWEEDLE DUM—Middle of the Road (RCA) Sunbury (G. Toetli)
48 — AMAZING GRACE—Judy Collins (Elektra)—Harmony (MCA) Amstronrom
49 — HORSE WITH NO NAME—America (Warner Brothers)—Kinney (Ian Samwell)
50 41 FREEDOM COME—Fortunes (Capitol)—Cookaway (Cook & Greenaway)

DENMARK LP's
(Courtesy Danish Group of IFPI)
This Month
1 LED ZEPPELIN 4—(Atlantic)
2 IMAGINE—John Lennon (Apple)
3 CAHOOTS—Band (Capitol)
4 OYEYLIKKETS FAVORITTER—Various Artists (HMV)
5 SANTANA THIRD—(CBS)
6 MEDDLE—Pink Floyd (Harvest)
7 HAIR—Danish Cat (Polydor)
8 A SPACE IN TIME—Ten Years After (Chrysalis)
9 JESUS CHRIST SUPERSTAR—Various Artists (RCA)
10 POLKA PARTY—James Last (Polydor)

FINLAND LP's
*Denotes local origin
This Month
1 STENKA RASIN—Viktor Kilenko (Columbia)
2 KONSTAN PARHAAT—Konsta Jylha (RCA)
3 MASTER OF REALITY—Black Sabbath (Vertigo)
4 FIREBALL—Deep Purple (Harvest)
5 SYMPHONIES FOR THE SEVENTIES—Waldo de los Rios (A&M)

ITALY LP's
(Courtesy Discografia Internazionale)
This Month
1 SANTANA—Santana (CBS)
2 LED ZEPPELIN—Led Zeppelin (CBS)
3... E FU SUBITO AZNAVOUR—Charles Aznavour (Barclay)
4 NON AL DENARO, AMORE ALL' AMORE NE' AL CIELO—Fabrizio De Andre (Prod. Assn.)
5 IMAGINE—John Lennon (Apple)
6 TARKUS—Emerson, Lake & Palmer (Island)
7 PICTURE AT AN EXHIBITION—Emerson, Lake & Palmer (Island)
8 BUON ANNIVERSARIO—Charles Aznavour (Barclay)
9 COLLAGE—Le Orme (Philips)
10 PER AVER VISTO UN UOMO PIANGERE...—Patty Pravo (Philips)
11 MEDDLE—Pink Floyd (Harvest)
12 LUCIO BATTISTI/VOL. IV—Lucio Battisti (Ricordi)
13 E PLURIBUS FUNK—Grand Funk (Capitol)
14 AH L'AMORE L'AMORE QUANTE COSE FA FARE L'AMORE—Ornella Vanoni (Ariston)
15 AMORE E NO NAMORE—Lucio Battisti (Ricordi)

ITALY LP's
(Courtesy Discografia Internazionale)
This Month
1 SANTANA—Santana (CBS)
2 LED ZEPPELIN—Led Zeppelin (CBS)
3... E FU SUBITO AZNAVOUR—Charles Aznavour (Barclay)
4 NON AL DENARO, AMORE ALL' AMORE NE' AL CIELO—Fabrizio De Andre (Prod. Assn.)
5 IMAGINE—John Lennon (Apple)
6 TARKUS—Emerson, Lake & Palmer (Island)
7 PICTURE AT AN EXHIBITION—Emerson, Lake & Palmer (Island)
8 BUON ANNIVERSARIO—Charles Aznavour (Barclay)
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13 E PLURIBUS FUNK—Grand Funk (Capitol)
14 AH L'AMORE L'AMORE QUANTE COSE FA FARE L'AMORE—Ornella Vanoni (Ariston)
15 AMORE E NO NAMORE—Lucio Battisti (Ricordi)

JAPAN SINGLES
(Courtesy Music Labo)
*Denotes local origin
This Week
1 AME NO MIDOSUJI—O Yan Hui Hui (Toshiba) UA-Japan
2 MAMMY BLUE—Pop Tops (Philips) Tokyo Music
3 MIZURU NO KOI—Mari Amachi (CBS/Sony) Watanabe

6 ISOJEN POIKIEN LAULUJA—Various (Shokki)
7 PENDULUM—CCR (Fantasy)
8 LOVE STORY—Andy Williams (CBS)
9 ABRAXAS—Santana (CBS)
10 TOIVEKONSERTTI 43—Various (Rytmii)

HOLLAND SINGLES
*Denotes local origin
This Week
1 NON NON RIEN N'A CHANGE—Poppys (Barclay) Anagon
2 WITHOUT A WORRY IN THE WORLD—Rod McKuen (Stanyan Records) Dayglow
3 SOLEY SOLEY—Middle of the Road (RCA) Universal
4 PAPPIE LOPP TOCH NIET ZO SNEEL—Herman Van Keeken (Polydor)
5 HOW DO YOU DO—Mouth and MacNeal (Decca) Basart
6 MAGGY MAY/REASON TO BELIEVE—Rod Stewart (Polydor) Chappell
7 SCHON IST ES ALF DER WELT ZU SEIN—Roy Bluf & Anita (Polydor) Basart
8 KOM VAN DAT DAK AF—Peter & His Rockets (Philips) Anagon
9 MAMA OH MAMA—George Baker Selection (Negram) Anagon
10 I WILL RETURN—Springwater (Polydor) Dayglow

ITALY SINGLES
(Courtesy: Discografi Internazionale)
*Denotes local origin
This Last Week
1 1 PENSIERO—Pooh (CBS) Canzoni Moderne
2 2 MAMMY BLUE—Pop Tops (Barclay) Carre 'Das
3 6 CHISSA' SE VA—Raffaella Carrà (RCA) Suvini Zerboni
4 8 LA CANZONE DEL SOLE—Lucio Battisti (Numero Uno) Acqua Azzurra
5 3 DOMANI E' UN ALTRO GIORNO—Ornella Vanoni (Ariston) Palace Italia
6 5 IO E TE—Massimo Ranieri (CGD) Apollo
7 7 AMORE CARO, AMORE BELLO—Bruno Lauzi (Numero Uno) Numero Uno
8 4 UOMO—Anna (PDU) Ritmi E Canzoni
9 21 TUCA TUCA—Raffaella Carrà (RCA) Amici Del Disco/Erre (L.A. Filanda—Mlva (Ricordi) Ariston
10 11 TANTA VOGLIA DI LEI—Pooh (CBS) Melodi
11 13 FAR L'AMORE CON TE—Gianni Nazzaro (CGD) Di Lazzaro
12 15 LE TRE VERITA'—Lucio Battisti (Ricordi) Acqua Azzurra
13 14 DJAMBALLA—August Martelli (Cinevox) Cinevox
14 10 SINFONIA N. 40—MOZART Waldo De Los Rios (Carosello) Curci
15 9 IMAGINE—John Lennon (Apple) Ritmi E. Canzoni
16 — ER PIU'—Adriano Celentano (Cian) Cian
17 12 NO T'ASTAVO PIU'—Patty Pravo (Philips) RCA
18 24 SACRAMENTO—Middle of the Road (RCA) RCA/Erre
19 — ROJAS—AMORE—Grietta Berti (Polydor) Aifere
20 19 DIO MIO NO—Lucio Battisti (Ricordi) Acqua Azzurra
21 22 UNA DONNA—Adriano Panalardo (Numero Uno) Universale
22 — SAMBA PA TI—Santana (CBS)
23 — GIL LA BESTA—Ennio Morricone (RCA) Bixio/Sam
24 17 ERA TALLA—Profeti (CBS) April

MEXICO SINGLES
(Courtesy Radio MIL)
This Week
1 FOR QUE YO TE AMO—Sandro
2 ROSA MARCHITA (Cracklin' Rosie)—Robert Jordan (RCA)
3 UNCLE ALBERT (Tio Alberto) haci & Linda McCartney (Apple)
4 INSISTE LOOKIN' OUT (Mirando hacia Afuera)—Grand Funk (Capitol)
5 ROSAS ROJAS—Massimo Ranieri
6 MONBBERY MOON DELIGHT (El Monje)—Linda & Paul McCartney (Apple)
7 MAMMY BLUE—Joel Dayde (Gama)
8 PARA SIEMPRE—Los Chicanos (RCA)
9 BUTTERFLY (Mariposa)—Danyel Gerard (A&M)
10 A DONE VUESTRO AMOR—Angelica Maria (RCA)

SOUTH AFRICA SINGLES
(Courtesy: Southern African Record Manufacturers and Distributors Assn.)
*Denotes local origin
This Week
1 MAMMY BLUE—Charisma (CBS) Intersong GRC
2 BUTTERFLY—Danyel Gerard (CBS) MPA, GRC
3 GET ME SOME HELP—Neville Whittinill (Gallo) Continental, Gallo
4 AMEN—Peanut Butter Conspiracy (CBS) Laetrec, GRC
5 YOU—Peter Maffay (Gallo) Ardmore & Beechwood, Gallo
6 LOVE—New Seekers (Philips) Laetrec, Tritone
7 COUSIN NORMAN—Marmalade (Decca) Catrine, Gallo
8 PAPA'S GONNA KISS IT BETTER—William E (IRC) Acuff-Rose, Teal
9 DADDY DON'T YOU WALK SO FAST—Danit Boone (Penny Farthing) Francis Day, Teal
10 DESIDERATA—Les Crane (Warner Bros.) Laetrec, Teal

SPAIN LP's
(Courtesy El Musical)
*Denotes local origin
This Month
1 AMORES—Mario Trini (Hispavox)
2 TARKUS—Emerson, Lake & Palmer (Ariola)
3 RAM—Paul McCartney (EMI)
4 LAS MUEJERES DE LAS CANTONAS DE JOSE FELICIANO—Jose Feliciano (RCA)
5 TAPESTRY—Carole King (Hispavox)
6 OSIBISA—Osibisa (Movieplay)
7 EVERY PICTURE TELLS A STORY—Rod Stewart (Philips)
8 MUD SLIDE SLIM—James Taylor (Hispavox)
9 LO MEJOR DEL ANO VOL. 8—Various Interpretes (Hispavox)
10 L.A. WOMAN—Doors (Hispavox)

WEST GERMANY SINGLES
(Courtesy Schallplatte)
This Week
1 MAMMY BLUE—Pop Tops (Bellaphon)
2 AKROPEL ADIEU—Mireille Mathieu (Ariola)
3 TOM-TOM TURNAROUND—New World (Columbia)
4 HARTIG DIR HEUTE SICH GESAGT DASS ICH DICH LIEBE—Chris Roberts (Polydor)
5 SOLEY SOLEY—Middle of the Road (MCA)
6 SPANISH HARLEM—Aretha Franklin (Atlantic)
7 MOIKANA SHALALI—Heino (Electrola)
8 BORRIGUETO—Peret (Ariola)
9 SCHONE MAID—Tony Marshall (Ariola)
10 WILLST DU MIT MIR GEHN—Daliah Lavi (Polydor)

Album Reviews

SPECIAL MERIT PICKS

POPULAR

FRANK CHACKSFIELD AND HIS ORCHESTRA—Chacksfield Plays Bacharach. Phase 4. SP 44158.
Tony D'Amato has produced a beautiful LP of Bacharach-David tunes for Frank Chacksfield. Arranged by John Keating, each cut is exceptional and Chacksfield should find himself with much MOR attention and acclaim from this LP. Each song was a hit: "Alfie," "This Guy's In Love With You," "The Look of Love." Especially strong is "To Wait For Love."

STAN KENTON AND HIS ORCHESTRA LIVE AT BRIGHAM YOUNG UNIVERSITY—Creative World ST 1039

The super Kenton sound, enhanced by the quadric technique is superbly put together in this dynamic two-record set, a live performance at Brigham Young. All of the musical excitement and audience enthusiasm captured here, with highlights that include the opener "Malaga," to "Love Story," "A Step Beyond," "Rhapsody in Blue," to the closer "Cumprimento." Package available by mail order, Creative World Inc., Box 35216, Los Angeles.

ROLAND SHAW & HIS ORCHESTRA—The Return of James Bond in "Diamonds Are Forever." London Phase 4 2 BSP 24

Roland Shaw has here a dynamic two-LP set of the most popular "secret agent" themes of the past decade. Along with the 007 themes ("From Russia With Love," "Thunderball," "You Only Live Twice," etc.) also included are "Peter Gunn," "I Spy," "Mission Impossible" and "The Avengers." A mystery fan's paradise, this package will be a big programming hit and a big seller.

JAKE JONES/DIFFERENT ROADS—Kapp KS 3657

This album is an amazingly strong first effort. They are a dazzling new group and with the proper kind of promotion and airplay could be very big indeed. They play in a flowing, inventive style which is highlighted by Mike Krenski's emotion-filled vocals. Their arrangements are richly evocative and special note should be made of the genuinely moving "I'll See You Through" and "Of No Concern."

More Album Reviews
See Page 50

VARIOUS ARTISTS—Motown Charibusters, Vol. 5. Motown M 744L

The fifth album in Motown's series of their super groups' top-of-the-chart smashers features the Jackson Five's "I'll Be There," Diana Ross & the Supremes' "Ain't No Mountain High Enough" and Jr. Walker & the All Stars' "These Eyes." Great package that rocks from start to finish.

TOMMY JONES—Tommy's Place. Ovation OVQD 14-20

With extraordinary perception and suave, Tommy Jones blasts through oldies like "Alabama Jubilee," "Wildwood Flower," and "Black Mountain Rag." At 16 years of age, he sounds as if he has been playing guitar for about a hundred years. It's not easy to make a name for yourself as a guitarist soloist, but he has all of the talent it takes.

GOSPEL

BILLY GRAMMER—Power in the Blood. Sky-lite SLP 6107

Billy Grammer, veteran guitarist, excels on "Power in the Blood," "Shall We Gather at the River," and "What a Friend We Have in Jesus." Religious music radio stations will find some good programming material on this LP. His fans will find this LP a valuable addition to their record collection.

COMEDY

LENNY BRUCE—Live at the Curran Theatre. Fantasy 34201

It is a bitterly ironic fact that people who would not give Lenny Bruce the time of day five years ago are now practically trying to deny him. Lenny isn't a myth, what he was saying ten years ago, when this LP was taped, is still valid and rings uncomfortably true today. Lenny was, in fact, a calm man in a world growing increasingly paranoid. Listen now, it will serve you well!

CHILDREN'S

FROG PRINCE—Columbia CC 23530

Here is a lovely fairy tale, complete with witches, witches' castles and people turning into frogs. It is a nice funny story and Kermit the Frog and Robin the Brave have adventures that will keep children excited for the whole LP. Jerry Juhl wrote the story and lyrics and Joe Raposo the music. Will be a hit for the Sesame Street fans and the young at heart.

★★★★
4 STAR
★★★★

POPULAR ★★★★★

TOM RAPP/PEARLS BEFORE SWINE—Beautiful Lies You Could Live With. Reprise. RS 6467.

SHANTI—Atlantic SD 8302

AMAZING BLONDEL—Fantasia Lindum. Island SW 9310.

PERCY FAITH—Raindrops Keep Fallin' On My Head. Harmony KH 30977.

GEORGIE—Only Me. GWP ST 2040.

LOL COXHILL—Ear of Beholder. Ampex C 10132.

ROSALIE SORRELS—Travelin' Lady. Sire SI 5902.

DUST AND ASHES—A Different Shade of Blue. Avant Garde AVS 134.

BENNY STRONG AND HIS ORCHESTRA—A Moment In Time. Sundi SD 5002.

JAZZ ★★★★★

LEON SPENCER—Louisiana Slim. Prestige 10033.

FUNK, INC.—Prestige PR 10031.

JOE THOMAS IS THE EBONY GODFATHER—Today TLP 1004.

BOGALOO JOE JONES—What It Is. Prestige 10035.

COMEDY ★★★★★

RICH LITTLE—Politics & Popcorn. Mercury SRM 1-617.

GOSPEL ★★★★★

INSPIRATIONS—Our Inspiration. Canaan CAS 9704.

GREENE SISTERS—Whatever's Fair. Mankind 202.

RELIGIOUS ★★★★★

REBIRTH—Avant Garde. AVS 135.

CHRISTMAS ★★★★★

RAYMOND LEFEBRE AND HIS ORCHESTRA—Merry Christmas. Buddha BDS 5099.

THE MESSAGE OF CHRISTMAS—In Song and Story. Avant Garde. AVS 117.

SHEPHERD'S CHILDREN'S CHOIR—I Saw Mommy Kissing Santa Claus. RCA Camden CAS 1126.

SOUL ★★★★★

VARIOUS ARTISTS—Soul Black & Beautiful, Vol. I. GWP ST 2037.

VARIOUS ARTISTS—Soul Black & Beautiful, Vol. II. GWP ST 2041.

Coin Machine World

• Continued from page 34

owner of Moss Music Company, reported pre-Christmas business great. He said 1971 proved to be the best in the history of the company, founded in 1945. While other operators feel differently, Riche gives the prescription—"I think a lot of them have lost their aggressiveness, and are not going out enough looking for locations."

Hal Reeves, correspondent for Billboard in the Motor City since 1928, is laid up with a broken hip, while his wife, Mary Evelyn, is recovering from two separate foot fractures. The Davison Investment Club meeting at Moss Music Company's plant, is a somewhat informal gathering of coin machine operators, which now constitutes the only known active local trade association in the Detroit area. An original motive

for organization a few years back was to function as an actual investment club, pooling funds. "We still have not made any bad investments," said Riche, head of the Moss firm and leader of the group. With an easing off in the demand for commercial loans, to such firms as the automobile manufacturers, the Davison group is now putting more money into the stock market than formerly. Moss Music has expanded and is doing about 30 percent more business than a year ago. Riche is considering retirement next year when he reaches the golden age of 60, leaving active operation of the business in the hands of Marty Moss, son of the late founder, and Riche's own son Robert. "We have a good team here," the senior Riche said. He plans, meanwhile, to enjoy a long desired trip with his wife to Spain. Hal Reeves

Nashville Scene

• Continued from page 40

Just to set the record straight, it was Jan Howard's record of "Love Is Like a Spinning Wheel" which went over so big in Cincinnati, and not Bill Anderson's. As of now, it's going over big everywhere. Bill, in fact, thinks so much of Jan's abilities that he's giving her equal billing on their next duo album. It's titled "Bill and Jan or Jan and Bill." . . . Columbia and Epic, in conjunction with WPLO, put on a great show in Atlanta last week to aid two charities. Those who took part were Lynn Anderson, David Houston, Tommy Cash, Jody Miller, Freddie Weller and Johnny Paycheck. . . . Two more stations and markets have been added to the "Buck Owens Ranch Show" list. They are KZTV in Corpus Christi, Tex., and KFVS in Cape Girardeau, Mo. Buck also has announced the appointment of Bob Bess to the position of director of publicity for his firm. Beam also will head Image International, a subsidiary company.

Diana Trask, who does everything in a big way, is set to play the entire month of January with comedian Morey Amsterdam. . . . Jim Hill, operations manager of KLUR, Wichita Falls, Texas, invites artists to stop by when passing through. . . . Tommy Overstreet has signed a new long-term contract with Dot. . . . Tom T. Hall is already writing songs about the steel workers. While in Boston, Tom played an impromptu show for the V.A. hospital. Typical of him. . . . Iris Nix of the Hubert Long office is off for a couple of months in Florida. . . . Ray Sanders is set for a strong schedule after the holidays. He has finished filming another segment with "Hee-Haw." . . . The Colorado Music Federation (country, of course), has taped a series of Christmas messages to be broadcast on country stations abroad.

Ray Griff of Royal American has taped the "Rollin' on the River" show in Toronto. . . . Music City Talent has signed the Junior Samples show, featuring Bill Blacklock and the Modern Sounds of Bluegrass. . . . WSB in Atlanta, a leading pop station, has picked the Crash Craddock record, "You Better Move On." Both Hank Snow and Grandpa Jones have done imitations of the imitations done of them by Urel Albert. Opry manager Bud Wendell is trying to get them all on the same show together.

Billy Walker, back from a meeting on the West Coast with MGM officials, says his next release will be different than anything he's ever done in the past. . . . For the first time in history, two hours of the actual "Grand Ole Opry" will be televised locally on Christmas night. No special production; it's just an as-is view for most Nashvillians who have never seen the show.



CHARLIE LOUVIN, left, calls on the son of his late brother, Ira, to present the University of Arizona freshman the last of Ira Louvin's mandolins. The presentation took place at Tucson, Ariz. The youngster, Terry Loudermilk (Louvin), has lived there since his father's death.



THE JACK GREENE SHOW signs an exclusive booking contract with Top Billing. Taking part in the celebration were Decca's Owen Bradley, Top Billing's Dolores Smiley, Greene and Jeannie Seely.



TREE INTERNATIONAL has expanded its professional staff with the addition of Jack Grady and Judy Thomas. Grady will concentrate on pop music activity, and Miss Thomas will work on development of writers. Both were formerly with April Blackwood. Shown at right are Tree's Jack Stapp and Buddy Killen.

BEST BETS FOR CHRISTMAS

Below is a list of the best-selling LPs and best-selling singles to date. These charts have been compiled in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These charts have been running as a special buying and stocking guide.

NOTE: Many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP's

Pos. TITLE—Artist, Label & Number

1. A PARTRIDGE FAMILY CHRISTMAS CARD—Bell 6066
2. CHRISTMAS ALBUM—Jackson 5, Motown MS 713
3. ELVIS SINGS THE WONDERFUL WORLD OF CHRISTMAS—Elvis Presley, RCA LSP 4579
4. CHRISTMAS SONG—Nat King Cole, Capitol SW 1967
5. GIVE ME YOUR LOVE FOR CHRISTMAS—Johnny Mathis, Columbia CS 9923
6. MERRY CHRISTMAS FROM THE BRADY BUNCH—Paramount PAS 5026
7. MERRY CHRISTMAS—Bing Crosby, Decca DL 78128 (MCA)
8. TEMPTATIONS' CHRISTMAS CARD—Gordy GS 951 (Motown)
9. JIM NABORS' CHRISTMAS ALBUM—Columbia CS 9531
10. CHRISTMAS ALBUM—Andy Williams, Columbia CS 8887
11. BOBBY SHERMAN CHRISTMAS ALBUM—Metromedia BD 1038
12. CHRISTMAS IN MY HOME TOWN—Charley Pride, RCA Victor LSP 4406

CHRISTMAS SINGLES

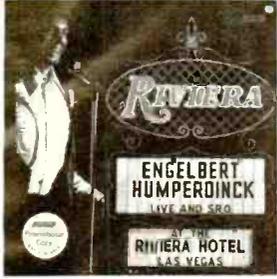
Pos. TITLE—Artist, Label & Number

1. MERRY CHRISTMAS DARLING—Carpenters, A&M 1236
2. JINGLE BELLS—Singing Dogs, RCA 48-1020
3. HAPPY XMAS (The War Is Over)—John & Yoko & the Plastic Ono Band With Harlem Community Choir, Apple 1842
4. SANTA CLAUS AND HIS OLD LADY—Cheech & Chong, Ode 66021 (A&M)

Compiled by the Billboard Music Popularity Charts Department for issue dated 12/25/71

Billboard Album Reviews

DECEMBER 25, 1971



POP
ENGELBERT HUMPERDINCK—
Live at the Riviera, Las Vegas.
Parrot XPAS 71051

Timed perfectly for holiday gift giving, this super live performance package will soar at the dealer level and the charts. The excitement generated in his nightclub performance is well captured in the album which, along with his hit record medley, includes top readings of "Help Me Make It Through the Night," and "It's Impossible."



POP
JACKSON FIVE—
Jackson Five Greatest Hits.
Motown M741-L

Hot merchandise is this dynamite package that puts all of the Jackson Five's super hits under one cover. From "I Want You Back," to "ABC," "Love You Save," "I'll Be There," "Maybe Tomorrow," and the current "Sugar Daddy," they're all here, and ready to soar right up the chart!



POP
ANDY WILLIAMS—
The Impossible Dream.
Columbia KG 31064

What a bargain . . . two record set from Williams at a special low price and filmed right for the holiday shopper. Super program includes, along with the title tune, top readings of "Close to You," "My Sweet Lord," "Didn't We," "Love Theme from Romeo and Juliet," and "Bridge Over Troubled Water." Certain to prove a top chart item.



POP
SUPREMES & FOUR TOPS—
Dynamite.
Motown M745-L

Well titled is this hot package of heavy performances by two of the best groups around today! They team to deliver exceptional treatments of "It's Impossible," "Love the One You're With," "If," "Melodie," and "The Bigger You Love (The Harder You Fall)." Another standout cut is "If I Could Build My Whole World Around You."



POP
CAT STEVENS—
Very Young and Early Songs.
Deram DES 18061

Cat Stevens has now, of course, attained superstar status, and anything he does (or in this case did) receive mass attention. The difference between what he's doing now and his earlier work lies chiefly in the arrangements; whereas now he relies on accoustical backings his previous work utilized a sort of big band type of sound. The seeds of greatness are most apparent in "Where Are You?" and "The Tramp."



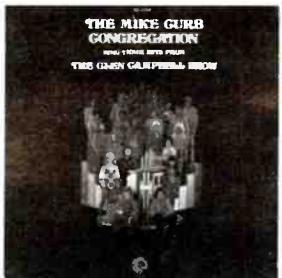
POP
CHER—
United Artists UXS 88

United Artists repackages some excellent material of Cher's before she went to Kapp and re-established her popularity. This 'superpak' features some of her biggest hits on the now defunct Imperial label and includes "All I Really Want to Do," "Bang Bang," "You'd Better Sit Down Kids," "Sunny," and "Alfie."



POP
LAURA LEE—
Women's Love Rights.
Hot Wax HA 708 (Buddah)

From gospel singing to one of the main spokeswomen of the Women's Lib movement, this has been the path of Laura Lee. Already scoring as a single hitmaker via her "Woman's Love Rights," this debut album will put her on solid ground in the LP field. Other cuts include "Love and Liberty" (her latest single), "Wedlock Is a Padlock" and "It's Not What You Fall For It's What You Stand For." Powerful entry.



POP
MIKE CURB CONGREGATION—
Sing Their Hits From the Glen Campbell Show.
MGM SE 4804

The Congregation's first four LP's made heavy chart dents, and this blockbuster package of pop positive song material has it to top all the past hits. Program kicks off with the bright, spirited "Forty Days and Forty Nights" from the rock opera, "Truth of Truths."



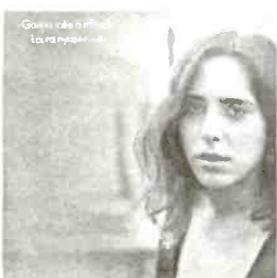
POP
VIKKI CARR—
Superstar.
Columbia C 31040

Taking the most popular tunes of today, Dick Glasser has produced a dynamite package for Miss Carr that will surely prove one of her most commercial successes to date. Lending her beautiful and powerful voice to "So Far Away," "Portrait" (by Carol Carmichael), "Spanish Harlem" and the title tune, the talented young lady exhibits her versatility & great style.



POP
FIVE MAN ELECTRICAL BAND—
Coming of Age.
Lionel LRS 1101 (MGM)

This second album from the Five Man Electrical Band should further establish them as one of the most capable new groups to have emerged during the past year. Subjects drawn on for inspiration include unrequited love ("Country Girl"), communication barriers ("Friends & Family"), and growing-up ("Coming of Age"). Also included is their hit single "Absolutely Right."



POP
LAURA NYRO—
Gonna Take a Miracle.
Columbia KC 30987

Gamble & Huff have produced a super entertainment of rock & roll oldies of the late '50's and early '60's. Miss Nyro's fluid vocals are backed by the excellent pop-soul group, Labelle and among the outstanding reissues are the Shirelles' "I Met Him On A Sunday," Martha & the Vandellas' "No Where To Run," the Royalettes' "Gonna Take a Miracle," and the Miracles' "You Really Got a Hold On Me."



POP
JANKOWSKI—
Jerusalem.
Beverly Hills BHS 32

Jankowski moves over to the Beverly Hills label for US distribution with an exceptional package that should put him right back on the LP chart. He repeats the success of "A Walk in the Black Forest" here, and adds the unique and compelling Jankowski piano touch to "Eleanor Rigby," "A Song of Joy," and Herb Alpert's "Jerusalem." Highly commercial as well as artistic package.



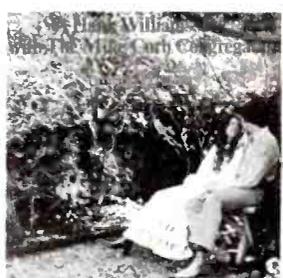
POP
RITA COOLIDGE—
Nice Feelin'.
A&M SP 4325

The smooth voice of Rita Coolidge lends extra sparkle to such tunes as "If You Were Mine," "Family Full of Soul." Rita plays piano on "Journey Through the Past," another highlight of this exciting LP. Title cut is best.



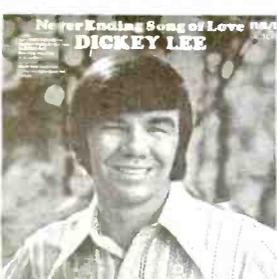
POP
POT LIQUOR—
Llevee Blues.
Janus JLS 3033

This is the group's second LP entry and the one that has the heavy material and performance to break them into the chart with solid sales impact. Group out of the south is really together, with their own rockin' material with strong cuts "Cheer," "Chattanooga," and "You're No Good." Their treatment of Lennon and McCartney's "Lady Madonna" is fresh and potent.



COUNTRY
HANK WILLIAMS, JR. with the Mike Curb Congregation—
Sweet Dreams.
MGM SE 4798

Williams will score heavily once again on the chart with this strong package that contains his current hit, "Ain't That a Shame." With strong support from the Mike Curb Congregation, Williams turns in top performances of "North to Alaska," "Night Train to Memphis," "Blueberry Hill," and "Sweet Dreams."



COUNTRY
DICKEY LEE—
Never Ending Song of Love.
RCA LSP 4637

Lee made a heavy impact on the country charts with his "Mahogany Pulpit," followed by the Top 10 winner "Never Ending Song of Love," both featured in this debut LP. Other potent cuts in this chart-bound package are "Year Clayton Delaney Died," "Take Me Home Country Roads," plus an original, "On the Southbound," and Dolly Parton's "My Blue Tears."



COUNTRY
DOTTIE WEST—
Have You Heard.
RCA LSP 4606

Miss West's uncomplicated vocal style is given a similar setting by producer Jerry Bradley and the result is an LP that has class written all over it. Among the high lights are her recent chart single "Six Weeks Every Summer," her current release "You're The Other Half of Me," "Once You Were Mine," and a very commercial revival of the Roy Orbison hit "Dream Baby."



SOUL
LUTHER INGRAM—
I've Been Here All the Time.
Koko KOS 2201 (Stax/Volt)

One of today's top soul composers ("Respect Yourself," "To the Other Man" etc.) comes on strong in this vocal LP that features more of his fine material. In what should bust through for an important chart item, he delivers wild vocal workouts on such numbers as "Ghetto Train," "Ain't That Loving You" and "Missing You." Excellent rhythm section by the Bar-Kays and the Movement.



JAZZ
WES MONTGOMERY—
Just Walkin'.
Verve V6-8804

The artist is gone, but his work lives on in this package of previously unreleased tunes that includes "Wives and Lovers," "Sunny" and "Tequila." A highlight is "Round Midnight" with Jimmy Smith. Creed Taylor produced the tunes and Wes Montgomery's work is flexible, ranging from mellow to persuasive, always with poise and depth. This LP is automatically a collector's item.



SOUNDTRACK
SOUNDTRACK—
Diamonds Are Forever.
United Artists UAS 5220

Along with great box-office success, the James Bond movies always have a great soundtrack LP. This one will be one of the more successful LP's for the super sleuth. John Barry has composed, arranged and conducted all the music and Shirley Bassey is singing the title theme. The cuts are exciting and pleasing. With the current release of the movie, the LP will enjoy much attention and sales.

Spotlight Singles

NUMBER OF SINGLES REVIEWED THIS WEEK
87
LAST WEEK
122

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

*5th DIMENSION—TOGETHER LET'S FIND LOVE (3:31)

(Prod: Bones Howe) (Writers: Alexander-Hutchison) (Fifth Star, BMI)—From the same "live performance" LP that brought their "Never My Love" home for a Top 20 winner comes a driving ballad that offers all of the sales appeal of the recent smash. Flip: "I Just Wanna Be Your Friend" (3:18) (Fifth Star, BMI) Bell 45-170

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

FREDA PAYNE—THE ROAD WE DIDN'T TAKE (3:33)

(Prod: Holland-Dozier-Holland Prod.) (Writers: Holland-Dozier-Dunas) (Gold Forever, BMI)—Followup to "You Brought the Joy" is a touching ballad performance that has it to top that recent success, pop and soul. Flip: (No information available). Investis 9109 (Capitol)

*BOBBY GOLDSBORO—A POEM FOR MY LITTLE LADY (2:28)

(Prod: Bob Montgomery & Bobby Goldsboro) (Writer: Davis) (Songpainter, BMI)—This poignant Mac Davis ballad material with a top delivery by Goldsboro has strong possibilities of a chart giant. Flip: (No information available). United Artists 5084

KINKS—20th CENTURY MAN (3:59)

(Prod: Raymond Douglas Davies) (Writer: Davies) (Davray, PRS)—Group made a heavy chart dent earlier in the year with "Agnem" and now debut on RCA with a strong rocker that should bring them back with impact. Flip: "Skin and Bone" (3:36) (Davray, PRS) RCA 74-0420

BUDDY MILES—GIVE AWAY NONE OF MY LOVE (3:12)

(Prod: Buddy Miles) (Writer: Redding) (East/Memphis/Time/Redwal, BMI)—The Otis Redding blues rock material serves as a potent followup for Miles' recent "Them Changes." Wild vocal workout. Flip: "Take It Off Him and Put It On Me." (5:07) (Fame, BMI) Mercury 7321

*ANDY WILLIAMS—MUSIC FROM ACROSS THE WAY (3:40)

(Prod: Dick Glasser) (Writers: Sigman-Last) (Intersong/Chappell, ASCAP)—A success for Williams in Japan, this big production ballad is the type that could catch on and go all the way via MOR and top 40. The James Last/Carl Sigman material is already making noise via the Last version. Flip: "The Last Time I Saw Her" (3:18) (Werner Bros., ASCAP) Columbia 4-45531

*NANCY SINATRA AND LEE HAZELWOOD—DOWN FROM DOVER (3:35)

(Prod: Lee Hazelwood & Nancy Sinatra) (Writers: Parton) (Owens, BMI)—Team moves over to RCA with a potent folk rock ballad penned by country's Dolly Parton. Duo is coming off a bit in England and this one has it to bring them back to the U.S. chart. Flip: "Paris Summer" (2:56) (Hazelwood/N & H, ASCAP) RCA 74-0614

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

*HENRY MANCINI, HIS ORCHESTRA AND CHORUS—Theme From "Nicholas and Alexandra" (3:57) (Prod: Joe Reisman) (Writers: Bennett) (Cigems/ Horizon Pictures, ASCAP)—Haunting film theme is delivered in a superb piano performance by Mancini. Could prove a left field giant as the "Love Story." RCA 74-0618

*DIAMONDS ARE FOREVER—Ferrante & Teicher/Enoch Light & the Light Brigade/Bachelors (3:03/2:48/2:18) (Writers: Barry-Black) (Unart, BMI)—The much recorded John Barry theme, for the new James Bond film gets three more strong treatments. Top instrumentals, Ferrante & Teicher and Enoch Light, and one vocal by the Bachelors. All effective for MOR and top 40 play and sales. United Artists 50869/Project 3 1412/London 20671

*CHER—Just Enough To Keep Me Hangin' On (3:16) (Prod: Jerry Wexler, Tom Dowd & Arif Mardin) (Writers: Mize-Allen) (Alenbo, BMI)—Top pop country ballad performance has it to make a heavy chart dent in view of Cher's renewed disc success on Kapp. Apple 4866

*AL MARTINO—The Summer Knees (3:22) (Prod: Pete De Angella) (Writers: Legrand-Bergman-Bergman) (WB, ASCAP)—The much recorded film theme from "Summer of '42" fits Martino like hand and glove. Strong programmer for MOR and top 40. Flip: ("More Than You'll Ever Know") is also a top ballad performance. Capitol 3256

*RAY CONNIF—We Must Forget We Ever Met (3:07) (Prod: Snuff Garrett) (Writers: Carter-Stephens) (Conniff, BMI)—Smooth rhythm ballad in that unique Conniff sound should prove a hot MOR item and move over top 40 as well. Columbia 4-45528

ROD ERICKSON—She Taught Me How to Yodel (2:15) (Writers: Roberts-Emerson-Van Sciver) (MCA, ASCAP)—This novelty item with a brilliant performance could easily break through for a hot pop and country chart item. MGM 14342

*MIKE DOUGLAS with the Mike Curb Congregation—Heaven Everyday (3:06) (Prod: Costa-Curb) (Writers: Foster-Rice) (Jack & Bill, BMI)—The popular TV star joins the MGM label and backed by the Mike Curb Congregation comes away with a winner in this pop reading of the country rhythm ballad. MGM 14333

DECEMBER 25, 1971, BILLBOARD

ERIC MERCURY—I CAN SMELL THAT FUNKY MUSIC (3:00)

(Prod: Steve Cropper) (Writers: Cropper-Floyd-Rice) (East/Memphis, BMI)—This powerhouse blues rocker has it to hit with impact, soul and move right over pop in short order. Wild discotheque winner. Flip: (No information available). Enterprise 9041 (Stax/Volt)

*STEVE LAWRENCE AND EYDIE GORME—LEAD ME ON (3:01)

(Prod: Don Costa) (Writers: Shelton-Keller) (Columbia, ASCAP)—By far one of their most commercial top 40 outings in some time, this moving rhythm ballad could easily bring them through the Hot 100 as well as the easy listening chart. Flip: (No information available). MGM 14340

*SEDAKA—I'M A SONG (SING ME) (2:45)

(Prod: Wally Gold) (Writers: Sedaka-Greenfield) (Kirshner/ATV, BMI)—Culled from his "Emergence" LP, Sedaka could bust through big with this folk-rock ballad right in today's selling market of top 40 and MOR. Strong entry. Flip: (No information available). Kirshner 63-5017 (RCA)

*BARRY MANN—WHEN YOU GET RIGHT DOWN TO IT (3:15)

(Prod: Al Gorgoni) (Writer: Mann) (Screen Gems-Columbia, BMI)—Title tune of his new LP is a blockbuster ballad loader with top 40 and MOR programming and sales potency. This one could establish Mann. Flip: (No information available). New Design 1003 (CBS)

*JIM DAWSON—SIMPLE SONG (3:15)

(Prod: Marty Pekar) (Writer: Dawson) (Kama Rippa/Sweet Cactus, ASCAP)—This folk sing-along could bust through the Hot 100 via top 40 and MOR play. Strong entry by the composer-performer. Flip: (No information available). Kama Sutra 537 (Buddah)

ADDRISI BROTHERS—WE'VE GOT TO GET IT ON AGAIN (2:49)

(Prod: Norbert Putnam) (Writers: Addrissi-Addrissi) (Blackwood, BMI)—Driving rock ballad loaded with top 40 appeal. Powerful vocal workout and production should break the Hot 100 with impact. Flip: (No information available). Columbia 4-45521

*PAUL HORN—The Desert Is A Circle (3:25) (Prod: Dave Eluna) (Writers: Jodorowsky) (Editions Douglas, BMI)—The haunting melody from the film "El Topo" is given a wild instrumental delivery by Horn and a heavy orchestra. Strong programmer here, top 40 and MOR. Paramount 0140

*GEORGE McCANNON III—Old Messiah (3:24) (Prod: Paul Tannen) (Writers: Resnick-Naumann) (Hudson Bay/Naumann, BMI)—Spirited rock ballad with a positive message that offers much for top 40 and MOR play and sales. Metromedia 234

FRANK MILLS—Love Me, Love Me, Love Me (2:54) (Prod: Frank Mills) (Writer: Mills) (North Country, BMI)—Out of the Canadian market comes a strong debut for the U.S., a smooth folk rock ballad that offers much chart potency. Sunflower 118 (RPM)

BILLY PRESTON—I Wrote A Simple Song (3:28) (Prod: Billy Preston) (Writers: Preston-Greene) (Irving/Wep, BMI)—Funky beat blues rock ballad with a clever lyric line has it to come through pop and soul. A&M 1320

NOBLE DOWNS—I Think Somebody Loves Me (2:49) (Prod: Roger Bass & Johnny Powers) (Writer: Ingram) (Mandan/Powerhouse, BMI)—Easy beat blues rock ballad serves as a strong debut for Downs. Should make a hefty chart dent via top 40 exposure. Roulette 7115

KEVIN LINDSAY—Sing Children Sing (Songs of Love and Peace) (2:41) (Prod: Steve Metz, Norman Bergen and David Lipton) (April, ASCAP)—Spirited rocker by one of the featured stars of the late Broadway musical, "Me Nobody Knows" offers much potential for top 40 play and sales. Wand 11243 (Scepter)

WESTWOOD—I'm Gonna Get Out (2:28) (Prod: Bill Porter) (Writers: Butler-Bilyk) (Northchester, ASCAP)—Strong debut of a solid smooth rock group loaded with top 40 potential. VMI 00171

HERMAN GRIMES—Singing to the Music (2:21) (Writer: Jansson) (Green Apple, BMI)—Happy easy beat rhythm item that could easily make a hefty chart dent via top 40 exposure. In Press 713

MARY-LOU BUTTONS—The Elephant Song (2:33) (Prod: Terry Jacks) (Writer: Harvey) (United Artists, ASCAP)—Infectious novelty number is zany enough to catch on as a change of pace for top 40. Produced by Canadian Terry Jacks of the Poppy Family. London 167

TOP 20 COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

ROD ERICKSON—SHE TAUGHT ME HOW TO YODEL (See Pop Pick)

JERRY WALLACE—TO GET TO YOU (2:44) (Prod: Joe Johnson) (Writer: Chapel) (4 Star, BMI)—Culled from his album, Wallace is at his ballad best with this poignant Jean Chapel material. A top chart winner. Flip: "Time" (2:17) (4 Star, BMI) Decca 32914 (MCA)

WAYLON JENNINGS—GOOD HEARTED WOMAN (3:01)

(Writer: Jennings-Nelson) (Baron/Nelson, BMI)—Infectious rhythm ballad, one of Jennings' most commercial, has it to hit hard and fast. Could spiral over pop as well. Flip: "It's All Over Now" (2:34) (Baron, BMI) RCA 74-0613

RAY PILLOW—SINCE THEN (2:15)

(Prod: Jim Malloy) (Writers: Wilson) (100 Oaks, BMI)—This moving ballad performance will put Pillow way up the country chart. By far one of his finest and most commercial. Flip: (No information available). Mega 615-0055

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

KENNY PRICE—Super Sideman (3:14) (Acuff-Rose, BMI) RCA 74-0617

TEX WILLIAMS—Everywhere I Go (He's Already Been There) (2:22) (Combine, BMI) Monument 8533 (CBS)

RED LANE—Throw A Rope Around the Wind (2:25) (Tree, BMI) RCA 74-0618

RED SOVINE—I'll Sail My Ship Alone (2:15) (Lois, BMI) Starday 933

CARL BELEW/BETTY JEAN ROBINSON—When My Baby Sings His Song (2:53) (4 Star, BMI) Decca 32916 (MCA)

JOHN REEVES—When Baby Holds Me (2:38) (Birmingham, BMI) Royal American 52

BONI STONEMAN—Southtown U.S.A. (2:04) (Gallico, BMI) Dot 17304 (Parade)

STEVE BLEDSOE—No Can't Fill My Shoes (2:31) (Window, BMI) Stop 397

CHARLIE MCCOY—I Started Loving You Again (2:38) (Blue Book, BMI) Monument 8529 (CBS)

TOP 20 SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING SOUL SINGLES Chart

BUDDY MILES—GIVE AWAY NONE OF MY LOVE (See Pop Pick)

ERIC MERCURY—I CAN SMELL THAT FUNKY MUSIC (See Pop Pick)

CHART

Spotlights Predicted to reach the SOUL SINGLES Chart

BILLY PRESTON—I Wrote A Simple Song (3:28) (Irving/Wep, BMI) A&M 1320

MAD LADS—Gone! The Promises of Yesterday (3:14) (East/Memphis, BMI) Volt 4066

GEORGE WILLSON—Here Stands the Man Who Needs You (2:58) (Black Circle, BMI) Black Circle 6002

Dear Mr. Dealer:

I want to send my mother-in-law an L.P. by Big Brother and the Holding Company entitled "Cheap Thrills." Please help me FIND it.

—A Son-In-Law From Saskatoon

FIND can do it.



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



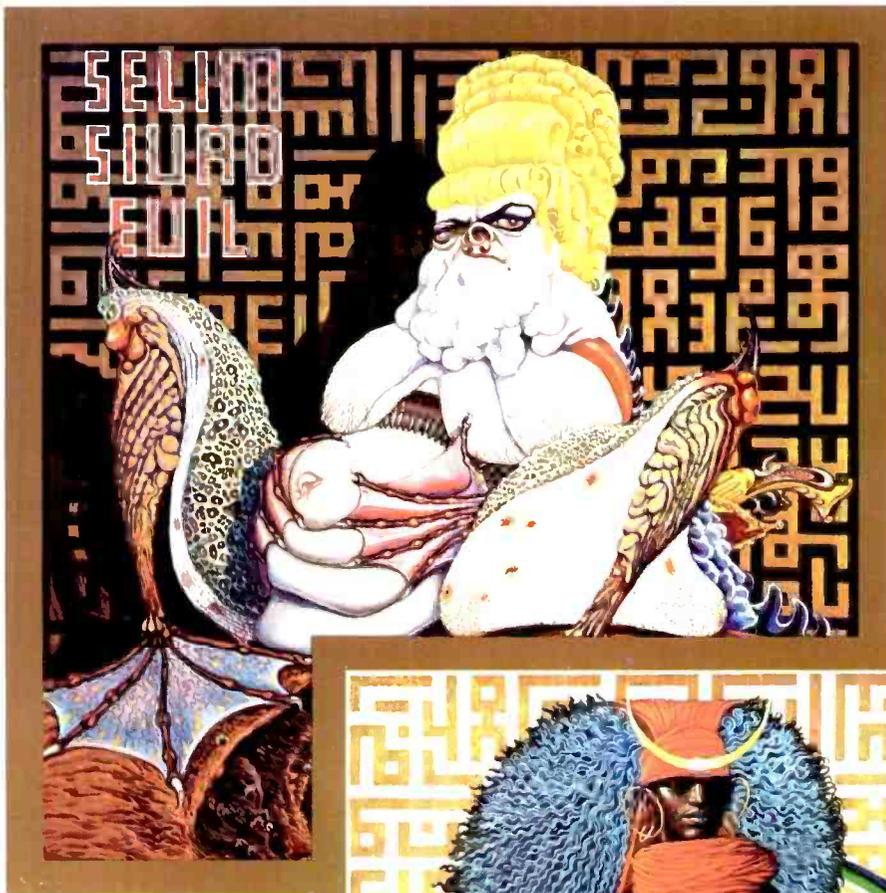
Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Seal indicated with red bullet.)

Billboard

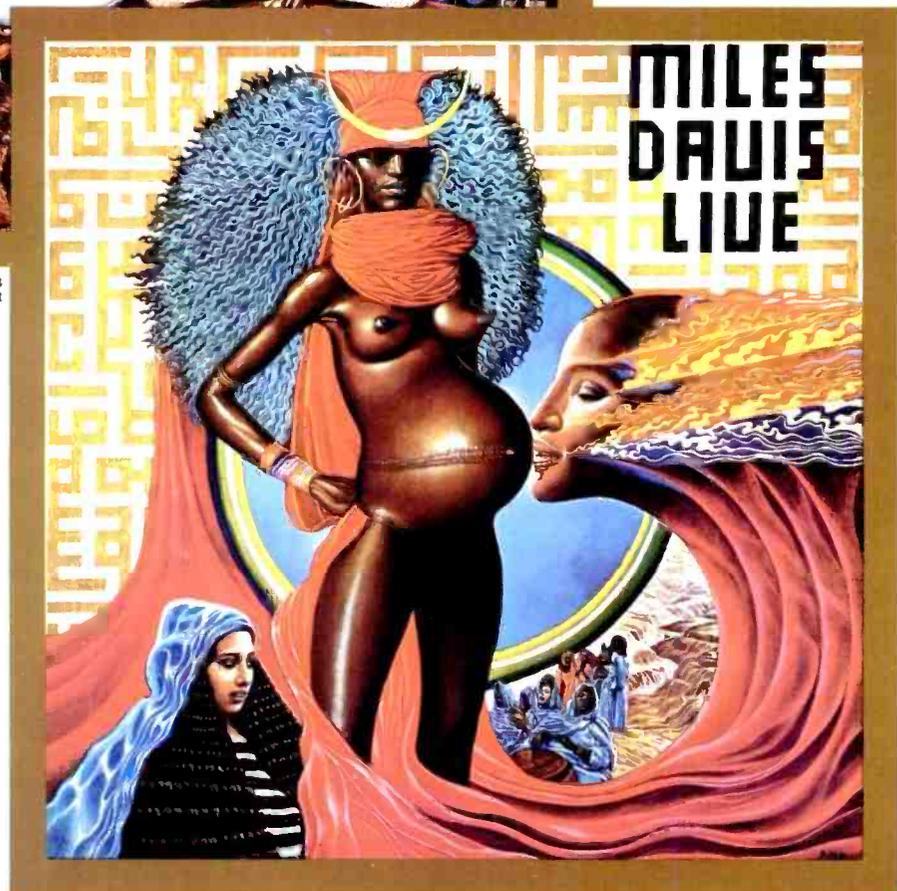
Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
1	1	SLY & THE FAMILY STONE There's a Riot Goin' On Epic KE 30986 (CBS)	6
2	2	LED ZEPPELIN Atlantic SD 7208	5
★	8	CAROLE KING Music Ode SP 77013 (A&M)	3
4	4	CAT STEVENS Teaser & the Firecat A&M SP 4313	12
5	5	CHICAGO At Carnegie Hall Columbia C4X 30865	7
6	6	GRAND FUNK RAILROAD E Pluribus Funk Grand Funk Railroad SW 853 (Capitol)	4
7	3	SANTANA Columbia KC 30595	11
8	7	SHAFT Soundtrack/Isaac Hayes Enterprise/MGM ENS 2-5002 (Stax/Volt)	19
9	10	CAROLE KING Tapestry Ode SP 77009 (A&M)	38
★	18	DON McLEAN American Pie United Artists UAS 5535	7
★	14	ALL IN THE FAMILY TV Cast Atlantic SD 7210	6
★	29	ISAAC HAYES Black Moses Enterprise ENS 2-5003 (Stax/Volt)	3
13	12	ROD STEWART Every Picture Tells a Story Mercury SRM 1-609	28
14	11	NEIL DIAMOND Stones Uni 93106 (MCA)	7
15	15	ELTON JOHN Madman Across the Water Uni 93120 (MCA)	5
16	17	JESUS CHRIST, SUPERSTAR Various Artists Decca DXSA 7206 (MCA)	6
★	26	MELANIE Gather Me Neighborhood NRS 47001 (Paramount)	7
18	9	JOHN LENNON Imagine Apple 3379	15
19	20	BOB DYLAN'S GREATEST HITS, VOL. 2 Columbia KG 31120	3
20	13	DONNY OSMOND To You With Love MGM SE 4797	8
21	24	ROBERTA FLACK Quiet Fire Atlantic SD 1594	3
22	25	PARTRIDGE FAMILY Sound Magazine Bell 6064	18
23	22	CARPENTERS A&M SP 3502	30
24	16	THREE DOG NIGHT Harmony Dunhill DSX 30108	10
★	—	WINGS Wild Life Apple SW 3386	1
26	27	ALICE COOPER Killer Warner Bros. BS 2567	4
27	19	WHO Meaty, Beaty, Big & Bouncy Decca DL 79184 (MCA)	6
28	21	HUMBLE PIE Performance: Rockin' the Fillmore A&M SP 3506	8
29	23	CHER Kapp KS 3649 (MCA)	14
★	36	TRAFFIC Low Spark of High Heeled Boys Island SW 9306 (Capitol)	3
31	32	MARVIN GAYE What's Going On Tamla TS 310 (Motown)	29
32	31	MOODY BLUES Every Good Boy Deserves Favour Threshold THS 5 (London)	19
33	28	BLACK SABBATH Master of Reality Warner Bros. BS 7562	17
34	33	BARBRA JOAN STREISAND Columbia KC 30792	15
35	35	WHO Who's Next Decca DL 79182 (MCA)	20
36	38	JACKSON 5/SOUNDTRACK Goin' Back to Indiana Motown M 742 L	11
★	41	PETER NERO Summer of '42 Columbia C 31105	5
38	30	CHI-LITES (For God's Sake) Give More Power to the People Brunswick BL 754170	19
★	47	LES CRANE Desiderata Warner Bros. BS 2570	4
40	40	JETHRO TULL Aqualung Reprise MS 2035	33
41	42	CAT STEVENS Tea for the Tillerman A&M SP 4280	47
42	43	JAMES TAYLOR Mud Slide Slim and the Blue Horizon Warner Bros. BS 2561	33
43	44	HUDSON & LANDRY Losing Their Heads Dore 326	5
44	45	CHARLEY PRIDE Sings Heart Songs RCA LSP 4617	4
★	51	DENNIS COFFEY & THE DETROIT GUITAR BAND Evolution Sussex SXBS 7004 (Buddah)	7
★	66	FACES A Nod Is as Good as a Wink to a Blind Horse Warner Bros. WS 2574	2
47	50	YES ALBUM Atlantic SD 8283	26
★	58	MOUNTAIN Flowers of Evil Windfall 5501 (Bell)	2
49	49	FIDDLER ON THE ROOF Soundtrack United Artists UAS 10900	9
50	39	DOORS Other Voices Elektra EKS 75017	8
51	34	VAN MORRISON Tupelo Honey Warner Bros. WS 1950	9
52	53	JIMI HENDRIX/SOUNDTRACK Rainbow Bridge Reprise MS 2040	12
53	37	FREDDIE HART Easy Loving Capitol ST 838	12
54	48	DIONNE WARWICKE STORY Scepter SPS 2-596	9
55	55	SONNY & CHER LIVE Kapp KS 3654 (MCA)	13
56	52	PAUL & LINDA MCCARTNEY Ram Apple SMAS 3375	30
57	54	DONNY OSMOND ALBUM MGM SE 4782	25
58	57	JOAN BAEZ Blessed Are . . . Vanguard VSD 5670/1	15
59	59	CURTIS MAYFIELD Roots Curtom CRS 8008 (Buddah)	8
60	60	ARETHA FRANKLIN Aretha's Greatest Hits Atlantic SD 8295	14
61	62	JEFFERSON AIRPLANE Bark Grunt FTR 1001 (RCA)	15
62	46	JEFF BECK GROUP Rough & Ready Epic KE 30973 (CBS)	8
63	65	PARTRIDGE FAMILY Up to Date Bell 6059	39
64	61	SUMMER OF '42 Soundtrack Warner Bros. WS 1925	16
65	56	QUINCY JONES Smackwater Jack A&M SP 3037	11
66	69	FIFTH DIMENSION Live Bell 9000	10
★	192	STYLISTICS Aveo AC 33023	2
68	68	ALLMAN BROTHERS BAND At Fillmore East Capricorn SD 2-802 (Atco)	23
69	70	SANTANA Abraxas Columbia KC 30130	64
70	72	JONATHAN EDWARDS Capricorn SD 862 (Atco)	6
71	74	STEVIE WONDER'S GREATEST HITS, VOL. 2 Tamla T 313 L (Motown)	6
72	76	LOU RAWLS Natural Man MGM SE 4771	17
73	73	CARPENTERS Close to You A&M SP 4271	67
★	81	CHEECH & CHONG Ode SP 77010 (A&M)	14
75	79	BLACK SABBATH Paranoid Warner Bros. WS 1887	45
76	77	THREE DOG NIGHT Golden Biscuits Dunhill DS 50098	44
77	63	CHICAGO TRANSIT AUTHORITY Columbia GP 8	137
78	80	GUESS WHO Best of RCA Victor LSPX 1004	37
79	83	ROBERTA FLACK Chapter Two Atlantic SD 1569	70
★	139	DAVID FRYE Richard Nixon, Superstar Buddah BDS 5097	3
81	84	CARLY SIMON Anticipation Elektra EKS 75016	5
★	93	AL GREEN Gets Next to You Hi SHL 32062 (London)	17
★	96	JOHN DENVER Aerie RCA LSP 4607	4
84	82	TEN YEARS AFTER A Space in Time Columbia KC 30801	18
★	110	SESAME STREET 2 Original TV Cast Warner Bros. BS 2569	3
★	94	LEON RUSSELL & MARC BENNO Asylum Choir II Shelby SW 8910 (Capitol)	4
87	64	LEE MICHAELS 5th A&M SP 4302	30
★	108	JUDY COLLINS Living Elektra EKS 75014	4
89	88	ISLEY BROTHERS Givin' It Back T-Neck TNS 3008 (Buddah)	14
90	75	TOM JONES Live at Caesar's Palace Parrot 2XPAS 71049/50 (London)	8
91	91	FLEETWOOD MAC Future Games Reprise RS 6465	9
92	89	CHICAGO Columbia KGP 24	98
★	197	RICHARD HARRIS My Boy Dunhill DSX 50116	2
94	98	JAMES TAYLOR Sweet Baby James Warner Bros. WS 1843	94
95	71	J. GEILS BAND Morning After Atlantic SD 8297	8
96	87	CROSBY, STILLS, NASH & YOUNG 4 Way Street Atlantic SD 2-902	36
97	92	B.J. THOMAS Greatest Hits, Vol. 2 Scepter SPS 597	6
98	67	KRIS KRISTOFFERSON The Silver Tongued Devil & I Monument Z 30679 (CBS)	22
99	101	THE PARTRIDGE FAMILY ALBUM Bell 6050	61
100	97	ARETHA FRANKLIN Aretha Live at Fillmore West Atlantic SD 7205	30
101	102	JACKSON 5 Maybe Tomorrow Motown MS 735	34
102	85	KRIS KRISTOFFERSON Me & Bobby McGee Monument Z 30817 (CBS)	16
103	114	SONNY & CHER The Best of Atco SD 33-219	5
104	103	GRAND FUNK RAILROAD Survival Capitol SW 764	35
105	86	T. REX Electric Warrior Reprise RS 6466	8

(Continued on page 56)



G 30954
A specially priced 2-record set



Music that never existed before presented by Miles Davis.

There has never been music like the music on Miles Davis' new album.

The imagination and freshness of Miles on this album can only be described as staggering.

Everything was right when Miles recorded "Live-Evil." The place. The time. The vibes. Everything. Including the musicians who play with him:

John McLaughlin, Jack DeJohnette, Herbie Hancock, Keith Jarrett, to mention a few.

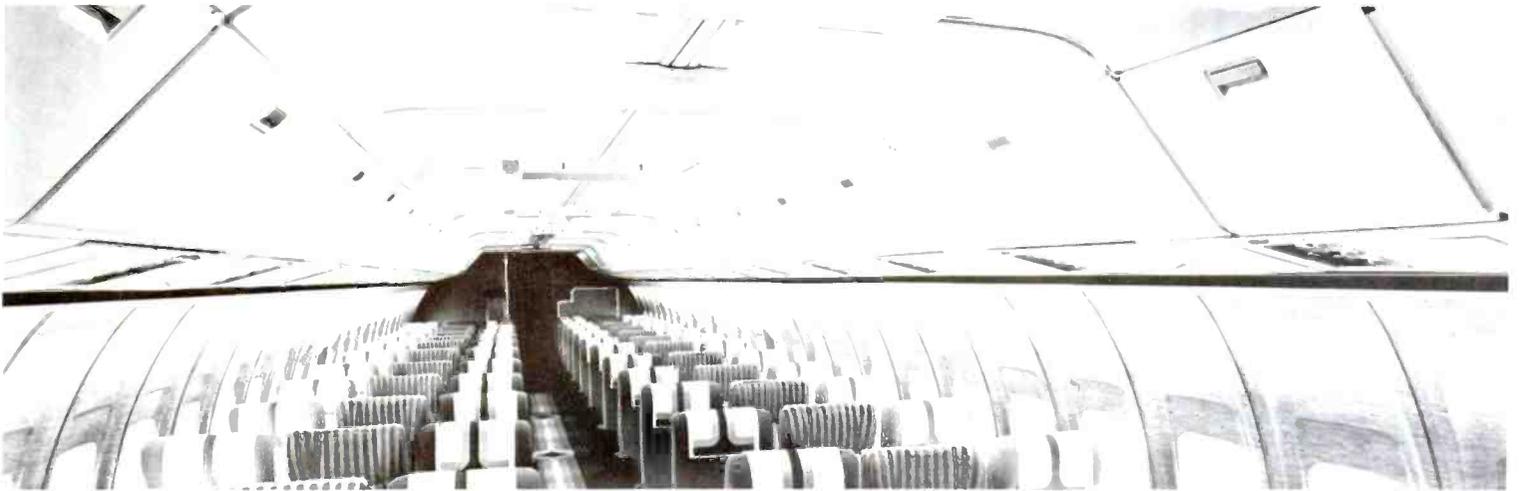
Initial reaction to "Live-Evil" has been greater than any album previously released by Miles including "Bitches Brew."

Apparently, music that no one has ever heard before isn't staying that way very long.

Miles Davis "Live-Evil" On Columbia Records and Tapes

THE 707 RE-BORN.

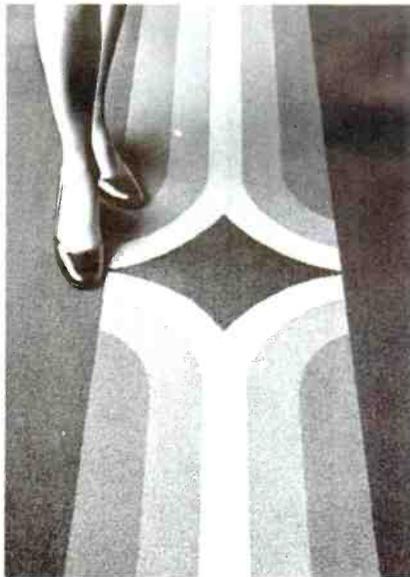
American Airlines new 707 LuxuryJet.



A wider, brighter, roomier look, inspired by our 747 and DC-10 LuxuryLiners.



A stand-up bar.



Luxurious decor.



Our sociable lounge.

It's something to see, and you can only see it on American Airlines.

If you've never flown in a 707 before you'll think it's beautiful. If you have, you'll be amazed. Inside everything looks wider, roomier, more spacious, yet the outside hasn't changed.

It's the 707 of the future, inspired by our wide-

body LuxuryLiners. *And unlike our competitor who made just a few changes, we've ripped out the old interior completely, nose to tail.*

Now the ceiling glows, the walls are sculptured, and the seats are the most modern in the industry.

Coach passengers get the same legroom as

first class passengers. And everybody gets more stand-up room, because the overhead "hat rack" has been replaced by overhead compartments.

We've already started converting all of our 707's to beautiful 707 LuxuryJets.

And since nobody else has even one, why fly any other airline?

American Airlines
Our passengers get the best of everything.

Call us or your Travel Agent

ACTION Records

NATIONAL BREAKOUTS

SINGLES

BLACK DOG . . . Led Zeppelin, Atlantic 2849 (Supertype, ASCAP)

ALBUMS

WINGS . . . Wild Life, Apple SW 3386
NEW SEEKERS . . . We'd Like To Teach The World To Sing, Elektra EKS 74018

REGIONAL BREAKOUTS

SINGLES

PRECIOUS AND FEW . . . Climax, Carousel 055 (Bell) (Caesars/Emerald City, ASCAP) (Boston)

ALBUMS

There are no Regional Breakouts This Week.

Bubbling Under The HOT 100

101. SCRATCH MY BACK (And Mumble in My Ear) . . . Clarence Carter, Atlantic 2842
102. RANGERS WALTZ . . . Mom & Dads, GNP Crescendo 439
103. PRECIOUS & FEW . . . Climax, Carousel 30055 (Bell)
104. SANTUARY . . . Dian, Warner Bros. 7537
105. LOVE AND LIBERTY . . . Laura Lee, Hot Wax 7111 (Buddah)
106. SENSUOUS WOMAN . . . Mystic Moods, Warner Bros. 7534
107. WHEN I MEET THEM . . . Seals & Crofts, Warner Bros. 7536
108. HEY RUBY . . . Ruby & the Party Gang, Low-Ton 1554 (Avco)
109. JOY . . . Apollo 100, Mega 615-0050
110. BANG A GORG (Cat It on) . . . T. Rex, Reprise 1032
111. JOY . . . Ventures, United Artists 50872
112. TUPELO HONEY . . . Van Morrison, Warner Bros. 7543
113. LET ONE HURT DO . . . L. J. Reynolds & Chocolate Syrup, Low-Ton 1553 (Avco)

Bubbling Under The TOP LPs

201. JOHN MAYALD, JERRY McGEE, LARRY TAYLOR . . . Memories, Polydor PD 5012
202. JOHN HARTFORD . . . Aero-Plain, Warner Bros. WS 1916
203. PAUL ANKA . . . Buddah BDS 5093
204. JOHN STEWART . . . Lonesome Picker Rider Again, Warner Bros. WB 1948
205. GROVER WASHINGTON JR. . . Inner City Blues, KUDU KU03 (CTI)
206. SIEGEL-SCHWALL BAND . . . Wooden Nickel WNS 1002 (RCA)
207. JOAN BAEZ . . . Carry It On, Vanguard V50 79813
208. BEDKNOBS & BROOMSTICKS . . . Original Soundtrack, Buena Vista STER 5003
209. DONNIE ELBERT . . . Where Did Our Love Go, All Platinum AP 3007
210. KOOL & THE GANG . . . Live At PJ's, De-Lite DE 2010
211. FERRANTE & TEICHER . . . Fiddler On The Roof, United Artists, UA5 5552
212. PAPA JOHN CREACH . . . Grunt FTR 1003 (RCA)



RECORD RETAILERS

Enroll in FIND today. We are now accepting additional dealers who will be able to use the *Special Order Services* for Stereo and quadrasonic LP's, 8 track, cassette and reel-to-reel tapes.

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By _____

Complete all information requested. If you have multiple store locations, please list complete information on separate page.

DECEMBER 25, 1971, BILLBOARD

New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the-minute on available new product. Items shown in bold face listing are now available from FIND for immediate delivery to FIND dealers. All other listings (not in bold face) have been announced by the manufacturer as a new release. Listings are in alphabetical order by artists in Popular, and by composer in Classical. The Music Industry Code (MIC) number, a universal numbering system, is used as the FIND order number, and appears in bold face type. Prices are manufacturers suggested list and are subject to change. Symbols: LP—Long-playing record album; QL—Quadrasonic record album; CA—Cassette; 8T—8-track cartridge.

ARTIST, Title
Config., Label, No., List Price

POPULAR

AMAZING BLONDIE
Fantasia Lindum
(LP) Island SW 9310...12-800-9607-2
5.98

BROWN, ALEX
In Search of Love
(LP) Sundi SD 5001
BRUCE, HENRY
Live at the Curran Theatre
(LP) Fantasy 34201

CARR, VIKKI
Supersstar
(LP) Columbia C 31040
CHACKFIELD, FRANK, AND HIS ORCHESTRA
Chackfield Plays Bacharach
(LP) Phase 4 SP 44158

CHER
(LP) United Artist UXS 88
CURB, MIKE, CONGREGATION
Sing Their Hits From the Glen Campbell Show
(LP) MGM SE 4804

DUST AND ASHES
A Different Shade of Blue
(LP) Avant Garde AVS 134

FIVE MAN ELECTRICAL BAND
Coming of Age
(LP) Lionel LRS 1101 (MGM)

GATELY, MICHAEL
Gately's Cafe
(LP) Janus JLS 3039
GRAMMER, BILLY
Power in the Blood
(LP) Skyline SLP 6107
GRAVELDING, AUSTIN
Restless Winds
(LP) GWP ST 2038

HUMPERDINCK, ENGELBERT
Live At The Riviera, Las Vegas
(LP) Parrot XPAS 71051

INGRAM, LUTHER
I've Been Here All the Time
(LP) Koko KDS 2201 (Stax/Volt)
INSPIRATIONS
Our Inspiration
(LP) Canaan CAS 9704

JACKPINE SAVAGE
Together
(LP) Dimension D 151
JANKOWSKI
Jerusalem
(LP) Beverly Hills BHS 32
JONES, JAKE/DIFFERENT ROADS
(LP) Kapp KS 3657
JONES, JOE BOOGALOO
What It Is
(LP) Prestige 10035
JONES, TOMMY
Tommy's Place
(QL) Ovation OVQ0 14-20

LEE, LAURA
Women's Love Rights
(LP) Hot Wax HA 708 (Buddah)
LEFEVRE, RAYMOND, AND HIS ORCHESTRA
Merry Christmas
(LP) Buddah BDS 5099
LITTLE, RICH
Politics & Popcorn
(LP) Mercury SRM 1-617

ARTIST, Title
Config., Label, No., List Price

MARTYN, JOHN
Bless the Weather
(LP) Island SW 9311...12-800-9603-8
...5.98

MEDICAL MISSION SISTERS
In Love
(LP) Avant Garde AVS 132

MISSION
Becoming One
(LP) Avant Garde AVS 133

MONTGOMERY, WES
Just Walkin'
(LP) Werve V6-8804

MUDDY WATERS "LIVE"
(LP) Chess CH 50012

MYRD, LAURA
Gonna Take A Miracle
(LP) Columbia KC 30987

PETE AND HIS POLKATIMERS
Polka
(LP) Sundi SD 7001

POT LIQUOR
Let's Blues
(LP) Janus JLS 3033

RAPHAEL
(LP) United Artists Latino L 31072

REBIRTH
(LP) Avant Garde AVS 135

SIMTEC & WYLIE
Geltin' Over the Hump
(LP) Mister Chand CHS 40001

SOUNDTRACK
Diamonds Are Forever
(LP) United Artists UAS 5220

SPENCER, LEON
Louisiana Slim
(LP) Prestige 10033

STEVENS, CAT
Very Young and Early Songs
(LP) Deram DES 18061

STRONG, BENNY, AND HIS ORCHESTRA
A Moment in Time
(LP) Sundi SD 5002

VARIOUS ARTISTS
The Message of Christmas in Song and Story
(LP) Avant Garde AVS 117
Motown Charbusters, Vol. 5
(LP) Motown M 744L
A Musical Tribute to Charles Tobias
(LP) Tobey T 100
Soul Black & Beautiful, Vol. 1
(LP) GWP ST 2037
Soul Black & Beautiful, Vol. 11
(LP) GWP ST 2041

WILLIAMS, ANDY
The Impossible Dream
(LP) Columbia KG 31064

CLASSICAL

GOLDEN AGE "RIGOLETTO"
Galli-Church/Schipa/Deluga/Caruso
(LP) Victrola VIC 1633

Each new LP and Tape release must be reported to Billboard for inclusion on this page. The following information is requested to insure accurate data.

POPULAR

Name of Artist _____
Name of Album _____
(LP) Label & Number _____ Price _____
(8T) Number _____ Price _____
(CA) Number _____ Price _____
(OR) Number _____ Price _____

Please send information to Bob Hudoba, P.O. Box 775, Terre Haute, Indiana 47808. It will also be necessary to continue sending new release product to Billboard's review department in Los Angeles.

CLASSICAL

Name of Composer & Title of Album _____
Name of Artist _____
(LP) Label & Number _____ Price _____
(8T) Number _____ Price _____
(CA) Number _____ Price _____
(OR) Number _____ Price _____

ITA Seminars' Speakers Set

• Continued from page 28

erations manager of GRT, all on "The Important Contribution of the Professional Tape Duplicator." "Four-Channel—A Major Revolution in Sound" will be discussed by Enoch Light, president of Project 3, Dick Schory, president of Ovation Records, and Brad Miller, president of Mobile Fidelity Productions.

Also Eugene Barker, director of quality control at Audio Magnetics Corp., and representatives of 3M and Memorex on "How

to Avoid Problems by the Use of Reliable Blank Cassettes"; representatives of Ampex, BASF and Maxell on "Taking Advantage of New Improvements in Tape"; Dave Mayer of Cassette Development Corp. on "Expansion Opportunities for the Publishing Industry"; Jack Harris, general marketing manager of Motorola Systems, on "The Utilization of Video in Business, Education and Training."

There will be other seminars on education, religion, medicine, training, industry and entertainment.



Dear FIND Dealers:

As we advised you last week: YOU CAN NOW PLACE ORDERS WITH FIND FOR ANY LP, 8-TRACK, CASSETTE OR OPEN REEL PRODUCT. IN ADDITION TO ITS REGULAR SERVICE, FIND HAS INITIATED A "SPECIAL SPECIALS" ORDER SECTION.

In submitting these orders, please note the FIND ordering number if the item is in the FIND Catalog. If you are ordering an item not in the FIND Catalog, prepare a Customer Order Form, noting:

- Album Number
- Album Title
- Artist
- List Price

Also, be certain to note record or tape type wanted (LP, 8T, Cas, OR).

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Telephone your orders to us at 812-466-1282 if you will accept C.O.D. Shipments. We will ship that product we have in stock the same day we receive your order.

We will locate the other "Special Specials" you want. We ask that you give us up to 1-6 weeks to fill these hard to locate "Special Specials." These will be shipped to you as we locate and receive the items.

No refunds will be made for advance payments of these "Special Specials" orders until the 1-6 week period has passed and we have exhausted all contacts to locate these "Special Specials." The "Special Specials" order department will locate your requests and ship this product to you from one source just as fast as possible.

THE BULK OF YOUR SPECIAL ORDER MERCHANDISE IS ALREADY IN OUR WAREHOUSE AND WILL BE ISSUED IN OUR CATALOG TO BE ISSUED IN MID-JANUARY. MEANWHILE WE WANT TO SERVICE YOUR ORDERS FOR THIS PRODUCT!

HAPPY HOLIDAYS!

Rice Wardlaw

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(Advertisement)



Continued from page 52

POSITIONS 106-200

THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
106	95	BEACH BOYS	Surf's Up Reprise RS 6453	16
★	—	NEW SEEKERS	We'd Like to Teach the World to Sing Elektra KKS 74018	1
108	113	BILL WITHERS	Just as I Am Sussex SXBS 7006 (Buddah)	26
109	105	ROLLING STONES	Sticky Fingers Rolling Stones COC 59100 (Atco)	32
110	99	TRAFFIC, etc.	Welcome to the Canteen United Artists UAS 5550	12
111	111	OSMONDS	Homemade MGM SE 4270	27
★	134	WAR	All Day Music United Artists UAS 5546	6
113	78	BAND	Cahoots Capitol SMAS 651	11
114	119	TEMPTATIONS	The Sky's the Limit Gordy GS 957 (Motown)	34
115	121	JERRY LEE LEWIS	Would You Take Another Chance on Me Mercury SR 61345	5
116	112	SLY & THE FAMILY STONE	Greatest Hits Epic E 30324 (CBS)	60
117	118	VICTOR BUONO	Heavy! Dore LP 325	15
118	120	JONI MITCHELL	Blue Reprise MS 2038	26
119	115	THREE DOG NIGHT	Naturally Dunhill DS 50088	55
120	123	MICKEY NEWBURY	Frisco Mable Joy Elektra EKS 74107	7
121	122	QUICKSILVER MESSENGER SERVICE	Quicksilver Capitol SW 819	4
122	124	CHICAGO III	Columbia C2 30110	38
123	127	GRATEFUL DEAD	Warner Bros. 2WS 1935	11
124	133	MELANIE	Garden in the City Buddah BDS 5095	4
125	90	B.B. KING	In London ABC ABX 730	11
126	116	BUDDY MILES LIVE	Mercury SRM 2-7500	13
★	—	JAMES BROWN	Revolution of the Mind/Recorded at the Apollo Polydor PD 3003	1
128	130	JAMES BROWN	Hot Pants Polydor PD 4054	17
129	129	GRASS ROOTS	Their 16 Greatest Hits Dunhill DSX 50107	13
130	135	HERBIE MANN	Push Push Embryo SD 532 (Atlantic)	9
131	143	CURTIS MAYFIELD	Curtis Curton CRS 8008 (Buddah)	31
132	107	FRANK ZAPPA'S 200 MOTELS	Soundtrack United Artists UAS 9956	9
133	138	GRAND FUNK RAILROAD	Live Album Capitol SWBB 633	56
134	136	IKE & TINA TURNER	'Nuff Said United Artists UAS 5530	5
135	126	RICHIE HAVENS	Great Blind Degree Stormy Forest SFS 6010 (MGM)	7
★	170	HONEY CONE	Souful Tapestry Hot Wax HA 707	3
137	106	PINK FLOYD	Meddle Harvest SMAS 832 (Capitol)	8

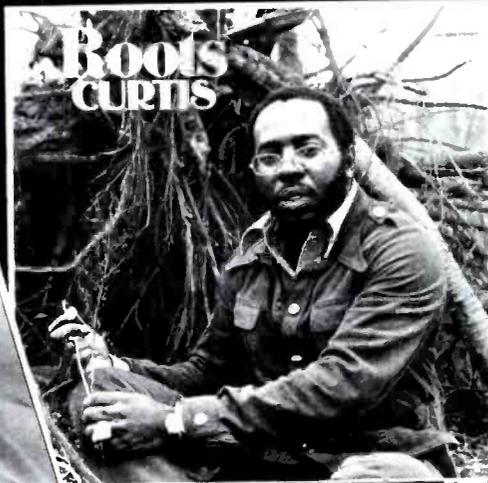
THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
★	—	BADFINGER	Straight Up Apple ST 3387	1
★	—	LEONARD BERNSTEIN	Mass Columbia M2 31008	1
140	151	RARE EARTH	One World Rare Earth RS 520 (Motown)	24
141	109	BEE GEES	Trafalgar Atco SD 8003	14
142	144	ANNE MURRAY & GLEN CAMPBELL	Capitol SW 869	3
143	155	IT'S A BEAUTIFUL DAY	Choice Quality Stuff/Anytime Columbia KC 30734	3
144	142	JOHN DENVER	Poems, Prayers & Promises RCA LSP 4499	37
145	147	SEALS & CROFTS	Year of Sunday Warner Bros. BS 2568	4
146	140	TEMPTATIONS	Greatest Hits, Vol. 2 Gordy GS 954 (Motown)	65
147	148	LETTERMEN	Love Book Capitol ST 836	12
★	164	BOBBY WOMACK	Communication United Artists UAS 5539	4
149	149	MOODY BLUES	A Question of Balance Threshold THS 3 (London)	68
150	117	FIRESIGN THEATER	I Think We're All Bozos on This Bus Columbia C 30737	14
151	137	EMERSON, LAKE & PALMER	Tarkus Capitol SD 9900	26
★	175	RITA COOLIDGE	Nice Feelin' A&M SP 4325	2
153	132	LYNN ANDERSON	How Can I Unlove You Columbia C 30925	4
154	104	ELVIS PRESLEY	I Got Lucky RCA Camden CAL 2533	5
155	128	JAMES GANG	Live in Concert ABC ABX 733	16
★	—	NANCY WILSON	Kaleidoscope Capitol ST 852	1
157	145	MOODY BLUES	On the Threshold of a Dream Deram DES 18025 (London)	134
158	146	RAY PRICE	Welcome to My World Columbia G 30878	4
159	100	SAVOY BROWN	Street Corner Talking Parrot PAS 71047 (London)	15
160	150	MANTOVANI & HIS ORCH.	To Lovers Everywhere London XPS 598	9
★	—	IRON BUTTERFLY	Best of/Evolution Atco Atco SD 33-369	1
162	156	ISAAC HAYES	To Be Continued Enterprise ENS 1014 (Stax/Volt)	56
163	157	RAY CHARLES	25th Anniversary in Show Business ABC ABX 731	6
164	152	DOORS	L.A. Woman Elektra EKS 75011	34
165	177	LIVINGSTON TAYLOR	Liv Capricorn SD 863 (Atco)	2
166	168	NILSSON	Nilsson Schmilsson RCA LSP 4515	4
★	—	MILES DAVIS	Live-Evil Columbia G 30954	1
168	172	JERRY BUTLER	Sagittarius Movement Mercury SR 61347	13

THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
169	125	MAMAS & PAPAS	People Like Us Dunhill DSX 50106	8
170	162	CACTUS	Restrictions Atco SD 33-377	5
171	171	CHAMBERS BROTHERS	Greatest Hits Columbia C 30781	4
★	—	PAUL KANTNER & GRACE SLICK	Sunfighter Crust FTR 1002 (RCA)	1
★	—	BYRDS	Farther Along Columbia KC 31050	1
★	—	BREWER & SHIPLEY	Shake Off the Demon Kama Sutra K3BS 2039 (Buddah)	1
175	174	ARTHUR FIEDLER & THE BOSTON POPS	Superstar Polydor PD 5008	4
176	181	ATOMIC ROOSTER	In Hearing Of Elektra EKS 74109	3
177	180	KINKS	Musswell Hillbillies RCA LSP 4644	2
178	178	DAWN featuring Tony Orlando	What Are You Doing Sunday Bell B6069	2
179	179	HELEN REDDY	Capitol ST 857	4
180	169	EDDIE HARRIS	Live at Newport Atlantic SD 1595	5
181	185	JOHN MAYALL	Thru the Years London: 2PS 600/1	7
182	188	MERRY CLAYTON	Ode SP 77012 (A&M)	6
183	191	EDDIE KENDRICKS	All By Myself Tamla TS 309 (Motown)	23
184	186	SESAME STREET BOOK & RECORD	Original TV Cast Columbia CS 1069	50
185	196	MOM & DADS	Rangers Waltz GNP Crescendo GNPS 2061	2
186	187	JOSE FELICIANO	That the Spirit Needs RCA LSP 4573	7
187	—	LAURA NYRO	Gonna Take A Miracle Columbia KC 30987	1
188	160	YOUNGBLOODS	Good & Dusty Racoon BS 2566 (Warner Bros.)	4
189	184	BOOTS RANDOLPH	World of Monument ZG 20963 (CBS)	5
190	193	BILL COSBY	For Adults Only Uni 73112 (MCA)	3
191	176	BLESS THE BEASTS & CHILDREN	Soundtrack A&M SP 4322	5
192	—	SESAME STREET MUPPETS	Muppet Alphabet Album Columbia CC 25503	1
193	—	MAC DAVIS	I Believe in Music Columbia C 30986	1
194	189	MASON PROFFIT	Last Night I Had the Strangest Dream Ampex A 10138	8
195	195	WANDA ROBINSON	Black Ivory Perception PLP 18	8
196	—	WILSON PICKETT	Don't Knock My Love Atlantic SD 8300	1
197	199	TRUTH OF TRUTHS	Various Artists Oak OR 1001	2
198	—	PAUL WILLIAMS	Just An Old Fashioned Love Song A&M SP 4327	1
199	200	PERCY FAITH, HIS ORCH. & CHORUS	Jesus Christ, Superstar Columbia 8 31042	2
200	166	COMMANDER CODY & HIS LOST PLANET AIRMEN	Ozone Paramount PAS 6017	5

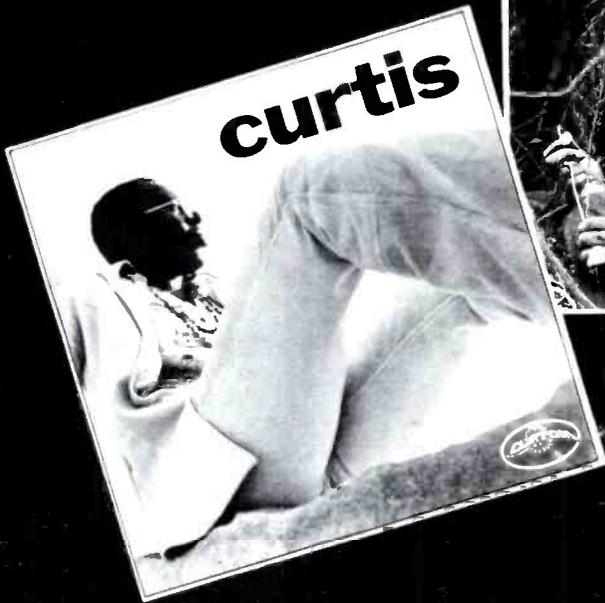
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CURTOM RECORDS

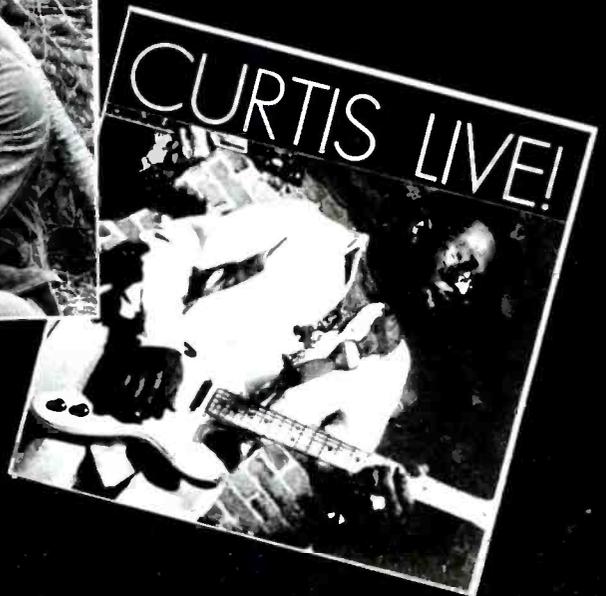
IS GRATEFUL TO EVERYONE
WHO HELPED MAKE THIS
OUR BEST YEAR EVER.



CURTIS MAYFIELD
"ROOTS"
CRS 8009



CURTIS MAYFIELD
"CURTIS"
CRS 8005



CURTIS MAYFIELD
"CURTIS
LIVE"
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RUBY JONES
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Starring

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ADAM WADE **ANNA WALKER** And Her Goodwill Ambassadors

Music Arranged & Conducted By George Andrews

Gordon Edwards - Bass

Cornell Dupree - Guitar

Jimmy Johnson - Drums

Richard Tee - Piano

Plus The Big Brass

And Danny Meehan

Dave Rosner's New Music Firm To Rep Neil Diamond & Others

NEW YORK — David Rosner has opened his own music publishing offices in New York. Rosner will be providing professional services to other publishers, especially artist/songwriters who own their own copyrights, in addition to developing his own writers and catalogs.

Rosner has signed and will represent Neil Diamond's Prophet Music, Inc. and Stonebridge Music on a worldwide basis. Rosner's company will assume all professional management responsibilities for the Diamond firms and will direct exploitation via sub-publishers internationally. Rosner will also supervise all aspects of Diamond's print publication activities. These catalogs include "Sweet Caroline," "Holly Holy," "I Am . . . I Said," and the current Diamond single, "Stones."

The unique aspect of the arrangement is that Rosner's firm derives no income from the artist/songwriter's own recordings but

provides only publishing services. Most traditional deals are administratively oriented and call for percentages to be taken from all uses of the writer's songs. In the case of the successful artist/writer, the amounts deducted from his own records could be considerable.

This concept allows Rosner to derive income only from activity actually generated by him.

Rosner is currently visiting record producers in Nashville, Memphis, Muscle Shoals and Birmingham. His new firm will be called David Rosner Music Co.

Veterans 'Marry' Old & New In 'National Gospel Band' Gig

SOMERSET, Va.—Jazz guitarist Mundell Lowe and veteran television producer Chet Bagan have formed a new recording group called The National Gospel Band.

Lowe, who wrote and conducted the score of the motion picture "Billy Jack," has won most of the performing awards available in the music business. Bagan, who co-produced and wrote the recent

Country Music Awards show on NBC-TV and has done scores of documentaries, has won most of the production awards available in the television field.

"We had this idea about The National Gospel Band," Bagan said, "and are convinced that we have managed to bridge the musical generation gap between the rock-oriented, moralistic songs and the gospel-oriented quartet songs of another generation. And we've done it without doing violence to the beauty and deep message of the old gospel songs."

One of the tunes in the album, released by Canaan Records, is entitled "I Love to Hear That Old Gospel Band," and has lyrics by Bagan and music by Lowe. Cross-Tie Music, Lowe's firm, published the tune while Bagan's company, the Colin Group, Inc., is credited with the production of the entire album.

Plans are now under way to put The National Gospel Band on tour sometime next year.

David Clayton-Thomas Ankles BS&T Jan. 1 for Solo LP & Gigs

CHARLESTON, W. Va.—David Clayton-Thomas, lead singer of Blood, Sweat & Tears, is leaving the group. His last public performance with the Columbia rock-jazz ensemble will be at Anaheim, Calif., Jan. 1.

Clayton-Thomas confirmed reports of his departure in a conversation following a Dec. 10 concert at the Civic Center here. He said he is working on a solo album, "David Clayton-Thomas," set for release late in January. BS&T drummer Bobby Colomby is producer. "It'll have material in it from everybody," Clayton-Thomas said.

BS&T has been auditioning new

lead singers and, according to Colomby, will replace Clayton-Thomas with two vocalists. "I can't say yet who they are," Colomby, one of the founders of BS&T with Steve Katz and Al Kooper, added that the restructured BS&T will work out "a lot of new ideas, new sound," and hopes to record an album in England in February. The LP should "definitely" be released by spring, he said.

Clayton-Thomas once headed a Canadian chart group called the Bossmen. When Kooper left the group in 1968, Colomby heard Clayton-Thomas backing John Lee Hooker at the Scene, New York.

Time-Life Disks Sued by Artixo

NEW YORK — Artixo Music Ltd. has filed a copyright infringement action against Time-Life Records, a division of Time, Inc., to enjoin Time-Life from including Artie Shaw's "Summit Ridge Drive" in the package "The Swing Era. The Music of 1941-42."

The complaint claims that since Jan. 3, 1966, Artixo has been the sole proprietor of all rights to "Summit Ridge Drive," except for performance and publication rights assigned to Godell Music, Inc. In addition to a permanent injunction, Artixo is seeking damages; the impounding of all copies containing "Summit Ridge Drive," the destruction of masters and attorney's fees.

AGVA Suing Talent Office

LOS ANGELES—The American Guild of Variety Artists (AGVA) has filed suit against Associated Booking Corp. and Frank Blaine, a promoter, and Allen Products, seeking payment of \$15,000 to singer Joni James. Complaint, filed in Superior Court here, alleges that Miss James contracted with the defendants for a two-week tour of the Far East,

calling for \$15,000 salary, starting Sept. 18, 1971. AGVA charges that tour was called off and defendants contended they did not have to pay. Matter, AGVA charges, was turned over to American Arbitration Assn. here, whose Edgar A. Jones Jr. ruled that the defendants must pay. Defendants failed to pay and the entertainers' union turned matter over to court here.

Zappa Hurt; Mothers Lose Equipment

LONDON — Frank Zappa is convalescing in a hospital here from a compound fracture of the ankle, serious facial lacerations and bruises, incurred when he was pushed off the stage of the local Rainbow Theater Dec. 10. Word from Zappa's manager, Herb Cohen, indicated that Zappa will not return to the U.S. until after Jan. 1 and will probably not work pro-

fessionally for four or five months. Zappa's fall into the orchestra pit after being pushed by spectator who had rushed on the stage was the second major setback of a European tour that started late in November. On Dec. 4, over \$50,000 worth of instruments and amplification equipment, belonging to the Mothers of Invention, was

destroyed in a fire that completely razed the historic Casino in Montreux, Switzerland. It is understood that Led Zeppelin and Deep Purple also lost considerable equipment which they had stored in the theater.

Zack Glickman, an associate in Herb Cohen Mgt., said that the final seven dates in the UK were canceled after Zappa's accident.



THE J. GEILS BAND, Atlantic Records group, met with company executives last week to discuss national promotion and advertising campaigns which are in full swing for their new album, "The Morning After." In the front row, left to right, are band members Magic Dick, J. Geils, Mark Meyerson (Atlantic's coordinator of a&r), and Stephen Bladd. In the back row, left to right, are John Costa (of Atlantic's publicity department), Danny Klein, Peter Wolf, Jerry Greenberg (Atlantic senior vice president and general manager), Dick Kline (promotion director), Fred Lewis (manager), and Seth Justman.



KENNETH E. RAINE, right, trustee, Music Performance Trust Funds, and Samuel R. Rosenbaum, center, trustee, Film Funds, receive awards from Dr. Javier Malagon Barcelo, director, Department of Cultural Affairs, Organization of American States, for their "valued collaboration in organizing the fifth annual Inter-American Music Festival."

Concerts & Rap Sessions Billed for Juvenile Hall

LAS VEGAS—Juvenile Court Services has decided to continue a series of free concerts and rap sessions between members of rock groups and youngsters at the detention hall, Child Haven and Spring Mountain Youth Camp.

Caliope, a rock group with a revival sound from Phoenix, Ariz., is making its second appearance after performing last spring. Juvenile Court Associate Director Bob Burton said the sessions with "Caliope" and other performers are a "very valuable experience for the kids."

Musicians generally perform first and then move into the hall's "rap room" to talk with the youngsters. "But the performing isn't the important thing, although it gives them a line of communication to start with," Burton said. "The best thing is the rapping."

Burton said the majority of rock group members don't use drugs and they help show young people they can "turn on" with music, not narcotics.

The musicians also help give the

youths the feeling they can accomplish what the rock groups have, since many of the performers started out at age 15 or 16, he said.

"They can really associate with kids who might feel they are losers," Burton said. "The musicians tell them of the problems they had in getting started and show that their job isn't all fun but a lot of hard work, too." Bobby Stevens and the Checkmates have come to the hall several times, not to perform, but to talk with the young people. "He (Bobby Stevens) really made an impression on these kids and has straightened many of them out," Burton said.

Corda Uses Radio To Entrench Radio

LAS VEGAS—Realizing that he was a little late in getting his Christmas record on the market, New Horizons Records president Mike Corda decided to capitalize on all of the airplay possible in order to firmly establish the song—"Once Every Year" as a perennial Christmas favorite. The tune, written by Corda with Paul Frances Webster, was released in a soul version by Delilah, and the flip-side features a middle-of-the-road version by the Believers.

Corda, a well known songwriter, has been on the road the past few weeks promoting the single at radio stations coast-to-coast. Corda's publishing wing is Corda Music. His songs have been recorded by artists such as Nancy Wilson, Lou Rawls, Robert Goulet, Eydie Gorme, Sammy Davis Jr., and John Gary.

Bally Stock Price

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Bally stock, according to Walter Barrett, W. G. Borchert Associates, New York, Bally's public relations firm, "Some people reacted to the stories and sold, but there were so many buyers that it actually pushed the stock up four points. We at least 15 calls here," Barrett said, "from people wanting to buy."

Now, Bally has just declared a special cash dividend of 5-cents per common share, marking the third consecutive year Bally has declared a special year-end cash dividend.



RCA RECORDS celebrated signing the Kinks with a party attended by, left to right, Lou Reed, composer-artist, seen here with Andy Warhol and, right, RCA Records president Rocco Laginestra, left, and vice-president Mort Hoffman surrounding a member of the San Francisco Cockette troupe.

Short Margin Perplexes Buyers

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Heilicher Bros. of Minneapolis: "We are taking this matter very cautiously," Amos Heilicher said. "We feel this is a bad precedent to be set by a manufacturer or producer . . . for our prices to be set and for us to be told what to do. We are still debating the matter. This is a deal with no step-up for the merchandiser. We regard it as unfair even if it is a charity. We feel we can't support the effort. If the rack-jobber cannot counter such forces as these, the golden goose will be killed."

Musical Isle of St. Louis: "Bangla Desh is the problem of the moment, declared Horner Hausfater and Norm Wienstroer. "The album will be sold for ten dollars to all. There is no discount for the mass merchandiser. . . . There is no provision for support on ads (co-op money). . . . We will not do a merchandising job on the album. We know that some rack-jobbers are considering not selling the package. If it is sold to dealers for ten dollars and to rackjobbers for the same price, what can we charge our clients, our stores?"

They continued: "We will buy 90 percent less because of the terms of this deal, and we would hate to see this album move up the charts because of the publicity it has been receiving. We'll have to release it next week and do not know what to charge our accounts. After all, we have a lot of charities here. If someone wants to raise money for a charity, let it come out of their pockets. This is a bad scene."

Hausfater and Wienstroer said that Musical Isle, as to price to outlets, would be competitive.

ABC Records and Tapes, Seattle: "It is very upsetting. Capitol has put us in a bad spot with our accounts. It is irritating to call our large accounts and say there is no margin; and they—the accounts—are worried about not having the package, and are therefore upset with us as a supplier."

Continued Lou Laventhal: "A large national chain of 25 stores told us not to ship the record to them. We will not ship any retail account without first calling for permission, because of the no-profit margin."

A contrast to what seemed the general distress was voiced by Joe Martin, head of Apex-Martin, Newark, N.J. distributor who is also a retailer and one-spot. Speaking on behalf of his one-stop operation, Martin said: "We will mark it up just to get back our cost of handling and shipping . . . say, 75 cents, I consider it a charity, and I consider it could bring a lot of traffic to stores."

By EARL PAIGE

CHICAGO — The marketing ramifications of the "Bangla Desh" package has resulted in two weeks of anxiety and uncertainty among wholesalers and retailers here. Among dramatic reactions were decisions to cut initial orders drastically and reports of a \$1.75 bootleg tape version being offered and sold locally.

Said Stereo City's Herb Levin: "This has to make the bootleggers fat. He had offers from them at \$1.75 a tape, or \$3.50 for the two tape set. They are brazen enough to call us." But Manny Green, also of the Stereo City firm, said he thought the "legitimate" version would still go to the top of the charts "despite the bootlegging."

Rose Discount Records co-owner Merrill Rose, who also with his brother has the A&M wholesale operation, had another concern: "We plan on not buying as many as we should because we're afraid this marketing arrangement could set a precedent." As for the low markup, he said: "I think a lot of retailers will agree to make a buck or so less."

Many remarks were tinged with genuine feeling for the cause of

the "Bangla Desh" concept, but nevertheless, wholesalers particularly, believe the marketing should have been handled in the normal way.

Objections were made as to the same-price-to-all understanding (stores being able to buy direct from Capitol at \$10 just as one-stops and racks do), the lower than usual 10 percent return, the understanding that defective "Bangla Desh" packages had to be exchanged for just that title and other terms of the marketing arrangements, never really clearly understood in the first place, according to marketers.

"There just isn't enough margin to even carry our overhead, let alone carry our accounts for 60 days," said Tony Galgano, a large volume wholesaler here (Galgano Dist.). "I ordered 10,000 pieces of the LP originally and 3,000 tapes—now I cut back to 3,000 LPs and 300 tapes. I understand he idea of the program, but George Harrison will just have to handle the distribution, and God bless him."

\$3,750,000 Apple Check

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\$3,750,000 Friday (18). The Columbia advance has not been determined as yet, Klein said.

Klein said that both Columbia and Capitol will get their operational costs for distributing the Apple set, in an arrangement which is financially being worked out. He pointed out that they are paying \$10 and \$11.50 for the packages, with Apple paying them a sum to be determined for their part in distributing the album.

Bangla Desh Counterfeits Spreading Cross Country

By ROBERT SOBEL

NEW YORK — The confusion and legal red tape which for months hung over the clearance of artists and over the release and distribution of the "Concert for Bangla Desh" package have resulted in a massive number of bootleg tapes flooding the market both in the U.S. and overseas, a reliable industry source has revealed.

According to the source, the delays in release of the legitimate set and tape because of legal snarls have already cost six figures at retail price. The illegitimate tapes were taken during the live concert at Madison Square Garden in August by both amateur and professional bootleggers, who, it is understood, smuggled in tape equipment en masse despite Garden "security." The equipment, according to the spokesman, ranged from small tape units to sophisticated gear for duplicating.

Substantial quantities of the bootleg tapes have already reached foreign shores, the source said.

Rack Jobber/Chain Owner To Donate Bangla Profits

DENVER—B&R Records, local rack jobber and free-standing store chain operator, will donate all profits from its sale of the Bangla Desh live concert tape and record sets to UNICEF, Bruce Bayer, buyer for the operation, told Billboard. B&R has five stores in a 60-mile radius of Denver and also services the six Denver Dry Goods record departments.

Bayer said that the Capitol representative told him that the record album would carry no return. A Capitol home office spokesman later stated there would be a 10 percent return. (See separate story.)

Another large volume tape user, buyer Stan Meyers of London Records Midwest Dist., said: "I think that unfortunately, the marketing of this product will hurt the poor refugees and the very cause George Harrison is developing. He should have allowed the product to be handled in the normal way by the wholesalers who know the business. He is an artist, not a businessman. There is just enough room on this to barely take care of just our overhead. We will have to carry it on a special order basis, as I am sure will be the case with many other suppliers. If the packages had been handled in the normal fashion, it would have made a fortune for the refugees."

Asked about the bootlegging possibilities, he said: "I'm afraid I must agree, not only in tape but in disks as well."

Actually, Wholesalers, particularly one-stops, complained of just too many pressures. "Contacted at press time, Singer One-Stop chief I-red Sipiora, who had earlier sent out mailers asking for dealer commitments and attempting to explain contingencies, said: "Capitol wanted their order today, there was no change to canvass my big users." Also, "My dilemma has been what to charge customers based on the \$10 per LP price to all. Just how far do I go to subsidize his (Harrison's) charity?"

Perhaps the big problem was being more or less stamped by what Sipiora called "an accelerated call" for the package. With uncertainty for so long as to exact terms (finally announced at 10 percent return for credit, no 2 percent for cash, no advertising allowance, \$10 to all LP price, \$11.50 to all tape price) whole sellers could not make normal buying projections, he complained.



COPIY of bootleg album of Bangla Desh, one of many pieces on the market. Bottom line reads: 50 percent of the profits from this recording will be donated to the funds for Bangla Desh, so buy this record. Considering that the music was stolen in the first place, how can the bootleggers offer 50 percent to charity? LP is of exceedingly poor quality.

Bayer said that he had ordered 1,200 record sets for the 11 stores on the no-return misinformation.

Bayer said that Ross Regan, program director of KTLK, local Top 40 station, had agreed to donate public service time "plus more regular free spots" to the album promotion locally. The Denver Dry Goods chain is also donating its profit percentage from the album.

Bayer said that 1972 plans call for possible five more store openings by B&R with Denver Dry Goods possibly opening five more departments in new stores in the next two years.

Tape Sellers Aim 2 Legal Blows

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copyright laws and said tapes are labeled in a manner distinguished from the original recorder or manufacturer.

The second cause for action alleges that the defendants, who it's claimed, do in excess of one half of the tape business, have monopolized or attempted to monopolize the tape business by eliminating the sale of prerecorded tape manufactured by others than the defendants. The suit further charges price discrimination since 1969 by selling tapes through record clubs at lower prices than it sold to retailers who purchased wholesale.

In an unsigned finding of fact and conclusion of law filed by the local court, the finding states that "any 'common-law property' in recorded musical performances ends with the sale of a phonograph record or musical magnetic tape." This conclusion stems from the findings in the case of RCA vs. Paul Whiteman wherein, in 1940, Judge Learned Hand ruled that

after a phonograph record was purchased, the purchaser could do with it as he wished personally or commercially.

The continuing court battle aimed at establishing the legality of free duplication and sale of any recording was started here early in November in an action by the two tape marketers against the four defendants. Judge Ritter initially issued a restraining order on Nov. 10 halting the four defendants from "interfering with or harassing the plaintiffs by instituting or prosecuting any legal or equitable actions in the courts. . . ."

The judge reinforced his original restraining order by issuing a temporary injunction later in the month. The defendants sought a stay of the injunction in the Federal Circuit Court of Appeals in Denver. A three-judge panel stayed the injunction.

This week, the battle over whether recordings can be duplicated and sold without the sanction of the originating manufacturer moved back to Judge Ritter's court here.

Talmadge/Ricklin Open New Wholesale Outlet

LOS ANGELES—Motown will be the first label handled by a new distributing company launched by Sid Talmadge and Sammy Ricklin. The label was formerly handled by National Tape and Records Torrance branch, Jack Lewerke, formerly associated with National Tape, will manage the new distributorship. Talmadge and Ricklin are this city's two oldest distributors and they joined hands two years ago to combine their firms.

Motown and Lewerke have long been associated. Lewerke and Ralph Kaffel's Hitsville distributorship handled that label, with hitsville being one of several distributorships purchased by National Tape several years ago when it was on an acquisition kick.

Record Merchandising, one of the Talmadge-Ricklin firms, picked up the Motown account two weeks ago and the new distributorship is a spin-off of the parent company, AK Enterprises. AK operates Record Merchandising, Tape Merchandising, Pep Record Sales (which was merged into Record Merchandising) and has a half-interest in the Discount Record Center stores.

The as yet unnamed distributorship will be located next door to Record Merchandising.

Motown's family of lines—Gordy, Soul, VIP, Tamla, Rare Earth, Chisa, Weed, Black Forum and MoWest—will continue to be handled by Record Merchandising until the new company is operational. A new corporation will be formed and a name developed, explains Talmadge. Lewerke will have an ownership position in the new distributorship.

National Tape still operates California Record Distributors in Torrance which handles such lines as Bell, Mega, Sun, Ampex, SSS, King, several soul lines, Cadet, CTI, Vanguard, Chess and Cream. Record Merchandising handles Scepter, A&M, Stax, Bang, Vanguard, Mercury, Janus, Jewel and a number of small lines.

The number of distributors in this city reflects the pruning down process which has marked that area of the business.

Among the other leading distributors here are MCA Distributing Corp., London Records of California, which handles MGM. (Continued on page 62)

Quincy Jones Back to Charting Ray & Aretha

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principally studio jazzmen who have been an integral part of his own A&M albums, like Toots Thielmans, Hubert Laws, Jerome Richardson, Freddie Hubbard, Jim Hall, Eric Gayle, Ray Brown, Ernie Royal, Joe Newman, Grady Tate, Chuck Rainey and Bob Crenshaw, among others.

"It's so nice to get with records again," Jones said. "We will use everything and anything that feels good," he explained in talking about the musical content of both projects.

"It'll be good to get away from those damn chase scenes." In shifting from one media to another, Jones will have the freedom to explore his heritage and gut-bucket feelings. While working in the film industry he felt the restrictions of blending forms of music into forms acceptable to the producer, studio and wide viewing audience.

These two LP's are his first as an outside producer since his A&M albums became major big band sellers during the past year.

"We will be messing with all kinds of tunes," he said of the Charles LP. He plans to write several tunes with Aretha and the attitude is "to cut loose" because as a film composer he wrote a lot of "hybrid music, a fusion of diverse elements" in jazz, blues and rock. "It's nice not to worry about combining those elements for Ray and Aretha."

Jones will produce Aretha's LP in New York in February following her return from an African tour. The success of his own A&M LP's obviously inspired him to return to the recorded medium. A recent project involved his working with Sarah Vaughan on an LP slated for A&M.

During the past five years Jones has been one of Hollywood's busiest film composers and he used his background as a jazz trumpeter (with Dizzy Gillespie and Lionel Hampton) and as an arranger for Frank Sinatra and Sammy Davis Jr. to infuse elements of black music into movie scores. Now he's taking an additional step toward getting with his roots again.

Launches Own Print Division

LOS ANGELES—Screen Gems-Columbia Music is now operating its own print division. The publishing company, one of the nation's largest, established a warehouse for a new print division in Miami Beach when its contract with Hansen Publications, the sheet music and folio specialist, ran out this autumn.

So far, Screen Gems-Columbia has been jobbing out its print orders to various presses. But, according to Lester Sill, president of Columbia Pictures music publishing unit, Screen Gems is actively searching for its own printing facility.

"I've felt the time was right for Screen Gems to develop its own print music production and sales operation for nearly three years," said Sill. "But we were prevented from doing it until now by contractual obligations." However, to get its print division off the ground while still under contract to Hansen, Screen Gems acquired print rights to new songs from other publishers and turned out 16 pieces of sheet music just to test their distribution network.

In another upcoming develop-

ment at Screen Gems Music, the publishing unit is now deeply involved in creating the musical approach for a new television series to follow up the success of "The Partridge Family." (See separate story.)

Also, Screen Gems is mounting a campaign for Oscar consideration of the Carpenters' "Bless the Beasts and Children." Under national promotion director Danny Davis, Screen Gems mounted a massive

effort with some 15 road men and got the Carpenters' A&M hit, "Superstar" turned over to the B-side movie theme after the A-side had run its chart course. "Bless the Beasts and Children" is number 74 on the current Billboard chart.

"We spend about 25 percent of our time working on music tie-ins with Columbia films and Screen Gems TV projects," estimated Lester Sill.

Gold Awards

Jonni Mitchell's latest Reprise Records album, "Blue," has been certified for surpassing the \$1 million in sales by the Record Industry Association of America. This marks Miss Mitchell's second gold LP, the first was for "Ladies of the Canyon."

"E Pluribus Funk," Grand Funk Railroad's first album on their own label for Capitol Records has been certified a million-seller by the RIAA. It marks the sixth gold album in as many releases for Grand Funk.

Ten Years After's debut Columbia album, "A Space in Time," has been certified gold by the RIAA. The LP was produced by Chris Wright.

Jimi Hendrix's "Rainbow Bridge" LP on Reprise, a posthumous release, has been certified gold by the RIAA. All Hendrix albums in the Reprise catalog have been likewise certified.

"E Pluribus Funk" has been certified by the RIAA as Grand

Funk Railroad's sixth gold album in a row.

"Respect Yourself," is certified by the RIAA as a gold single for the Staple Singers.

Barbra Streisand has been awarded a gold LP for her Columbia Records album "Barbra Joan Streisand." It marks Miss Streisand's 11th gold LP award.

Aretha Franklin's single "Rock Steady" has been certified by the RIAA as a gold record, the Atlantic Records artist's 12th gold single.

Atlantic Records album "All in the Family" taken from the TV show, is now a certified RIAA gold album.

"Brand New Key" Melanie's first single on Neighborhood Records, distributed by Famous Music Corp., has been certified by the RIAA as a gold record. It is the first gold record of Melanie's career.

GAR Moves To Cincinnati

CINCINNATI—General American Records, which moved its operation here from Chicago last February, last week hosted area deejays, music directors and music traders in a cocktail session and luncheon at the Playboy Club to preview its new product to be released in the first quarter of 1972.

The firm's aim, according to a&r director Bob Lanier, is to encourage local producers and artists to compete in the national market. All of the new GAR product was produced by local talent in local studios.

Company's No. 1 artist, Tommy Sears, backed by the Jerry Samuels

Trio, introduced his new album, "Salvation Train," to be released in January. Also previewed were cuts from the firm's "Godspell" album, also to be released next month.

Heading up the reorganized GAR operation is James P. Mills president, who started the company in Nashville in 1964. In 1969 the company moved to Chicago with Bob Liles at the helm. With the move here last February, Mills regained control of the firm.

Completing the GAR staff are Robert H. Lanier, a&r director Joyce Benge, formerly with Capitol Records here, promotion director Moon Martin and Larry Jeggle, or Martin & Jeggle Productions; Shaq O'Shea, of Counterpart Productions; Jim Aumann, of Jade Productions, and Chuck Ison, of Artists Recording, producers; Ec Broughton, production manager, and Tom Gardner, publication and advertising director.

Randy Richards

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theater, a large waterfall, and an area whose ecology is undisturbed. There, in that natural setting, he is building the modern facilities for filming and recording, including sets for movies.

"It will be a place for entertainers to meet, to compare notes, to pick minds," he said. "No cars will be allowed on the property. There will be a parking lot for the vehicles, and the musicians may travel about on horseback or electric carts. There will be a security patrol on horseback."

Richards plans to have all this in operation by next year.

Tape Raid

SANTA ANA, Calif.—A major raid on an alleged counterfeit tape duplicator was conducted in Orange County this week by representatives of the investigator's office after criminal prosecution proceedings by Deputy District Attorney Oretta Sears. Raid, it is reported, confiscated over \$250,000 worth of pre-recorded eight-track and cassette tape, duplicating equipment, packaging and labelling paper.

Distribute Sparks

NEW YORK—Spark Records has set up independent distributors across the country. Network includes Records, Etc., in Boston; Summit Dist., Chicago; Record Merchandising, Los Angeles; Heilicher Bros., Minneapolis; Skyline Dist., New York; Independent Music Sales, San Francisco; Best Records, Buffalo; Schwartz Bros., Washington; Arc-Jay-Kay, Detroit and Dallas; Southland Dist., Atlanta, and Tone Dist., Miami.

"My Present," Spark's Christmas release performed by Jon and Sondra Steele, is the Sparks first record.

Hillside Singers

NEW YORK—The Big Three Music Corp. is preparing a folio of songs by the Hillside Singers in conjunction with the group's first album on Metromedia Records titled "I'd Like to Teach the World to Sing (In Perfect Harmony)." The folio is expected to go on sale within the next weeks.

Executive Turntable

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Thomas P. Larkin has been appointed director of planning and financial administration for Bell & Howell's consumer products group.

A Kovac, formerly general sales manager of Certron, has been appointed director of sales, national accounts, of Audio Magnetics Corp. Dan Shepherd has been named director of sales services of Audio Magnetics.

John Kane, president of Bell & Howell's Consumer Products Group, is on a medical sabbatical. In the interim, Henry Bows, president of Bell & Howell, is assuming responsibility of the Consumer Products Group.

Nick Venet has been named a&r chief of United Artists Records, replacing Eli Bird who resigned to form an independent production company. Venet produced many hits as a Capitol staffer.

NATRA's Shaw Named Chairman of ABB

CHICAGO—The newly formed association for Black Broadcasters (ABB) is to mount an "intensive membership drive" during 1972, said Curtis Shaw, operations manager of Booth Broadcasting's radio WABQ, Cleveland, Ohio, who is the association's first chairman of the ten member board.

Shaw is also president of NATRA and sees no conflict between the two organizations of black broadcasters. Said Shaw: "For years NATRA has concerned itself primarily with announcer-oriented problems. The ABB is concerned with managerial, operational and supervisory problems. I see a closely knit relationship between the two because the accomplishments of either will benefit black radio."

Shaw was elected chairman at a meeting held recently in Chicago

involving ABB's current total of 30 members. Said Shaw: "Of course, our immediate aim is to increase this total—we will be mounting in 1972 an intensive membership drive." Dr. William V. Banks, president and general manager of WGPR, Detroit, was elected president of ABB.

Executive director of NATRA Lucky Cordell told Billboard that one of the reasons for the creation of ABB was that black owners and managers did not have "sufficient voice" in the National Organization of Broadcasters.

'Boy Friend' Review

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as when first introduced and gives Russell ample opportunity to expand them into outlandish production numbers, not unlike Busby Berkeley's classics of the Thirties. It's here where the film has a tendency to slow down. The fantasy segments, while visually and musically beautiful, belong in some other film, not "The Boy Friend."

Peter Maxwell-Davies, who arranged and conducts, retains the unmistakable flavor of the Twenties, as do the sets by Tony Walton and the costumes by Shirley Russell.

JOE TARAS

Boston Billboards' Impact Resulting in Multi-City Use

NEW YORK—Tom Jones' double LP package, "Live at Caesar's Palace," received a special outdoor billboard promotion in Boston that went over so well that London's Herb Goldfarb will do it in other cities.

In a deal worked out by Len Gordon, branch manager, London

Records New England, Inc., 14 billboards were purchased for December throughout greater Boston.

In what amounted to a virtual "Tom Jones" month effort, the Boston billboards were supplemented by a heavy schedule of print advertising in local papers along with radio spots.

Studio Track

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Elektra to overdub Carol Hall's next single. . . . Putnam had also been producing Jack Schechtman for Columbia Records. . . . and Buck Wilkin and Kris Kristofferson were also in to cut a few tunes.

Add a new DBX 187, the studio model, to Echo Sound's "Digilog" system. Nick Balsamo, the man with the wired, transistorized brain, claims that the DBX is just as good as the Dolby for sound reduction and is a great deal easier to use. Any tape which has been processed through the DBX can be played with at Echo without adjustment to the console or the DBX. With a Dolby, one usually has to make some type of compatibility adjustments if he wishes to play with another Dolbyized tape. The DBX is a simple box and that's that.

I. Thomas Bow On Cotillion

NEW YORK—Cotillion Records has released its first single with Irma Thomas. The disk, which is titled, "Full Time Woman," was produced by Wardell Quezergue.

Miss Thomas, who has had many hit records, including "Time Is on My Side," on the Imperial label, was signed to Cotillion by Atlantic executive vice president Jerry Wexler.

New Wholesale Outlet

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Buddah, Hot Wax, Sussex, Curtom, Oak in addition to its own internal family of lines; Music West which handles Fantasy, Prestige, RCA, Daybreak, Gregar, Kirshner, Wheel and Wooden Nickel, Warner, Elektra, Atlantic Distributing Corp. (in Glendale) and ABC Record and Tape Sales.

'Desiderata' Global

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In Canada, John Pozzer is producing a French version of "Desiderata" for release in eastern Canada and for possible use in France, Luxembourg and Belgium.

The "Desiderata" text dates back to a short poem copyrighted in 1906 by Max Ehrmann, in its present form, "Desiderata" was first copyrighted under the title "Go Placidly Amid the Noise and the Haste," by Indiana Publishing Co. in 1927. The copyright was renewed in 1946 by Bertha K. Ehrmann, the poet's wife.



TOM JONES billboard in Boston area.



All things come to those who wait.



Produced by Lou Adler

ODE RECORDS, INC.

DISTRIBUTED BY A&M RECORDS, INC.