

Music

NEWSPAPER

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# Billboard

## Studios: Payoffs In Nashville & Col Closes in LA

By ELIOT TIEGEL

LOS ANGELES—The recording studio business, already hit by demands for kickbacks from independent producers and engineers, has been slapped a major economic blow with the announcement by Columbia Records that it will close its major four-studio complex here Sept. 30.

Columbia thus becomes the first major label operating recording studios in this city to close them because of two factors in the market. One, many of its contemporary acts preferred to record at outside independent studios rather than use the Columbia facilities. And two, maintaining a staff of 28 engineers produced an untenable financial situation which was not offset by any rental business.

With over 200 studios in the Los Angeles County area, business for a time has been cut-throat. With Columbia phasing out its studio

operation, only RCA and Capitol remain as majors with studios available for custom clients.

Such details as what happens to the 28 engineer-members of the International Brotherhood of Electrical Workers (IBEW), what happens to all the 16-track equipment and who moves into all the space in the CBS complex on Sunset Blvd. are yet to be worked out.

### Other Studios

Columbia's local studios have been in operation since 1960. The company continues to operate stu-  
*(Continued on page 43)*

## AES: Calm & 3-Channel

By EARL PAIGE

NEW YORK—Recording technicians and hardware designers on both sides of the matrix vs. discrete 4-channel "battle" were surprisingly cordial to one another as the 49th Audio Engineering Society (AES) Convention opened here Sept. 12. Though not interpreted as a concession, RCA engineer J. James Gibson said his firm is proposing a "3-channel" broadcasting system.

Emil L. Torick, CBS Laboratories, chief backers of the SQ matrix system, set the tone of the initial opening panel. He said, "The discrete vs. matrix differences have now been pretty well categorized. Discrete is a long-term program," he added, alluding to industry tests and the Federal Communications Commission study of discrete  
*(Continued on page 43)*

## FCC Seeks New Rules to Fight Payola Takers

By MILDRED HALL

WASHINGTON—A new kind of trap for disk jockeys who take payola, and a new way for the Federal Communications Commission to act directly against bribers of station programmers, may lurk in the commission's recent plans for heavier, and more uniform sanctions against violators of the Communications Act, in addition to those now covered.

The FCC has asked Congress to enact legislation authorizing them to impose far-reaching sanctions against all violators of FCC rules

and laws, in addition to broadcast and common carrier and other licenses.

The FCC wants maximum fines against broadcast licensees for a single offense put at \$2,000, and for multiple violations at \$20,000, doubling the present amounts. It also wants more time to act, extending the limitations period for issuing notices of liability for broadcasters to one year, or the current license term, whichever is greater.

The present antipayola section 317 of the Communications Act gives the commission itself the right to levy fines against station licensees, or penalize with short-term renewals, when the owner fails to practice "reasonable diligence" in controlling payola or conflict of interest situations on his station. The law requires that any kind of payment for program material aired must be announced, and the sponsor identified.

The nonlicensee, the disk jockey, the programmer, et al, are covered under Section 508, which requires "disclosure" to the licensee of any and all payment for airing records or other program material. Section 508 is a criminal statute and can  
*(Continued on page 43)*

## Imported & Domestic LP Duplications Provide Collectors With a Dual Choice

By BOB KIRSCH

LOS ANGELES—Will the real original album please stand up? This is the question facing many record buyers today. Do they want a domestic or imported version of an LP?

The growing number of imported recordings now available in this country, running from rock to ethnic to classical and often amounting to exact duplications of domestic releases, is creating strong new

marketing outlets for the retailer and buying opportunities for the record collector.

Imported recordings are not a new phenomena, particularly in the classical field. Deutsche Grammophon Gesellschaft is one example of a label that has been available for years with a strong classical catalog. But the label has been available for so  
*(Continued on page 43)*

## New \$, Problems For Pubs: Feist

NEW YORK—Music Publishers in the years ahead will face more challenges and problems, while at the same time they will have the opportunity of tapping new avenues of profit, according to Leonard Feist, executive director of the National Music Publishers Association. Feist noted that in some areas of publishing, problems remain constant. To illustrate, he pointed out that at a meeting 50 years ago the publishers' trade organization  
*(Continued on page 62)*

## Buddah Bowling 'Rockomic' LP's

By SAM SUTHERLAND

NEW YORK — The Buddah Group is exploring the union between rock 'n' roll and comic books with the unveiling of "Rockomics," a series of albums slated to combine rock music with episodic narratives featuring prominent comic strip heroes. The debut release for the series, entitled "From Beyond the Grave," will feature the character of Spider-Man as created by Stan Lee for Marvel Comics.

Produced by Barbara Gittler and  
*(Continued on page 43)*



"Hearing them may prompt you to move the Stones back a notch or two." (Bud Scoppa in the September 14 issue of ROLLING STONE). Foghat (BR 2077) including the single, "I Just Want to Make Love to You" (BSV 0008) on Bearsville Records and Tapes. Distributed by Warner Bros. Records Inc. Aw g'wan, Foghat. *(Advertisement)*



The single "POP CORN" by the Hot Butter Group on Musicor, has melted the hearts of record buyers all over the world. An International hit. Now comes the album with more Hot Butter Hits headed right up the charts! *(Advertisement)*

## London Promo Policy Change

By PAUL ACKERMAN

NEW YORK—In a policy shuffle, London Records has reshuffled its entire promotional wing with a series of personnel additions and changes affecting the branch, independent distributor and regional segments of the  
*(Continued on page 43)*

## EMI, Roulette In Latin Deal

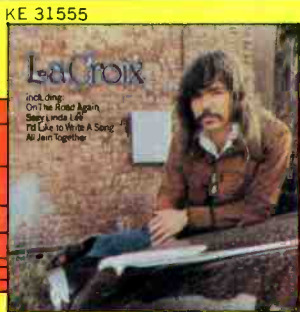
By JIM MELANSON

NEW YORK—Sabor Records, a newly formed firm, has signed a long-term licensing agreement with EMI for exclusive manufacturing and distribution rights for EMI's Latin product in the U.S. and Puerto Rico.  
*(Continued on page 62)*

## 4 HOT TIPS FROM EPIC.



"I Can See Clearly Now": The single is bulleting up the charts and the album is hot on its heels.



Formerly lead singer with Edgar Winter's White Trash, Jerry La Croix is off and running on his own.

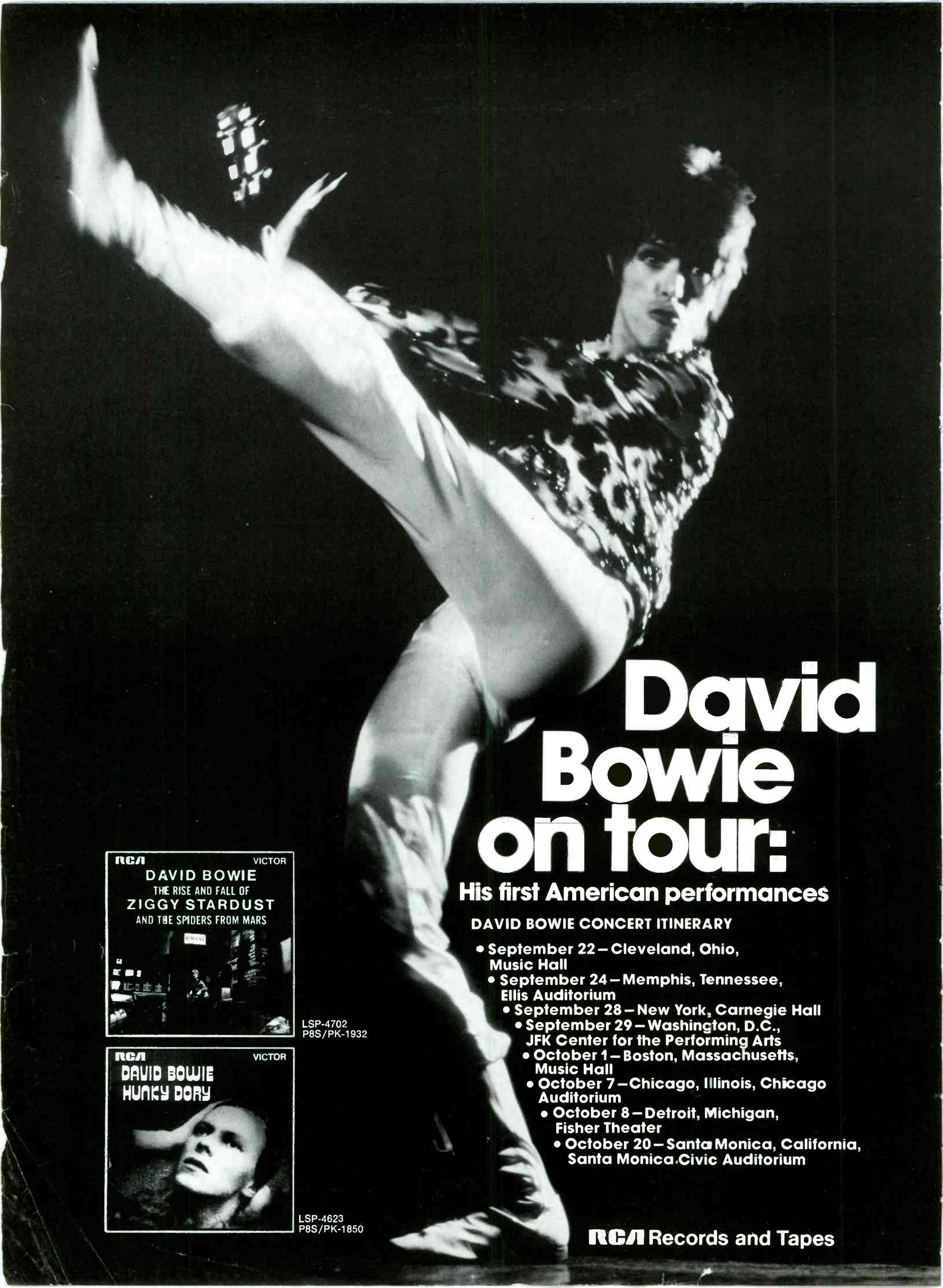


One of the best known bands in rock and roll. The odds are in their favor with their first Epic album.



Redbone picks another winner as their "Fais-Do" single pulls out front.



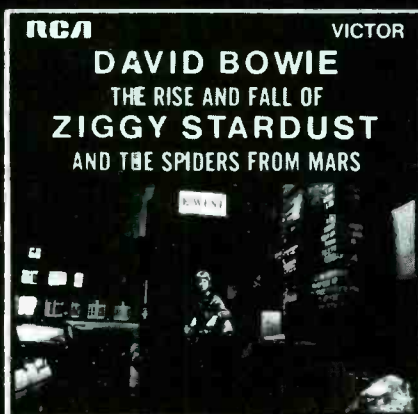


# David Bowie on tour:

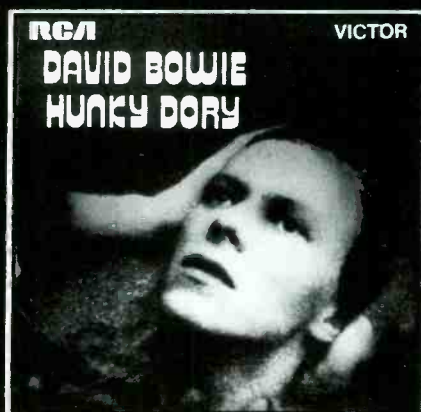
His first American performances

## DAVID BOWIE CONCERT ITINERARY

- September 22 – Cleveland, Ohio, Music Hall
- September 24 – Memphis, Tennessee, Ellis Auditorium
- September 28 – New York, Carnegie Hall
- September 29 – Washington, D.C., JFK Center for the Performing Arts
- October 1 – Boston, Massachusetts, Music Hall
- October 7 – Chicago, Illinois, Chicago Auditorium
- October 8 – Detroit, Michigan, Fisher Theater
- October 20 – Santa Monica, California, Santa Monica Civic Auditorium



LSP-4702  
P8S/PK-1932



LSP-4623  
P8S/PK-1850

**RCA** Records and Tapes

# Setting 4-Channel Equipment With Disks Hit at Federated

By BOB KIRSCH

LOS ANGELES—Putting hardware and software under the same roof is providing a major boost for 4-channel disk and tape sales at Federated Electronics.

"It's a great help to have the hardware and software together," says record buyer Chuck Fishbein, "particularly with a relatively new configuration such as 4-channel. When a consumer buys the hardware, he's generally excited enough to want something to play on it right away. We can provide him with this service."

Fishbein also feels that it's important for the hardware outlet to handle a full line of software, "not just the top 20 and whatever else can be picked up. This is what we would like to aim for."

"We started a record department several months ago to see if people buying systems were interested in

software at the same locations, and they seem to be. We'd like to make this a real record store within a hardware outlet, kind of a sound supermarket. We're looking at this as an experiment and if the two match it will be great.

"When you look at it," he continues, "it's kind of silly to have to buy hardware in one place and software in another if there is room in one location for both."

Federated is finding that this theory is working particularly well in 4-channel.

"There's a lot happening in 4-channel disks and tape now," Fishbein says. "We're selling a good amount of material in both configurations, with middle of the road music showing the best results. Fishbein feels this trend reflects several things, primarily the material available and the type of consumer purchasing 4-channel.

He added, however, that rock and classical music are doing well.

Fishbein also feels that 4-channel is "here now," and there is not as large a problem as many seem to feel in obtaining satisfactory software and hardware. "There are a lot of titles around," he said, "and most 4-channel equipment is compatible with stereo."

"I think you can sell 4-channel now if you promote it, which is what we're doing. We have a full bin of 4-channel records, demo rooms for the equipment and we advertise both in the newspaper. The big thing is to let people know that the configuration is here."

Fishbein thinks that "People are not afraid of spending money if they know something is ready. We emphasize that a new stereo system that is compatible with 4-channel will not become obsolete and that 4-channel is not in the future, it's now. I think that the more people



A HAPPY SCENE. a rush on the register with amplifier, disk sales.

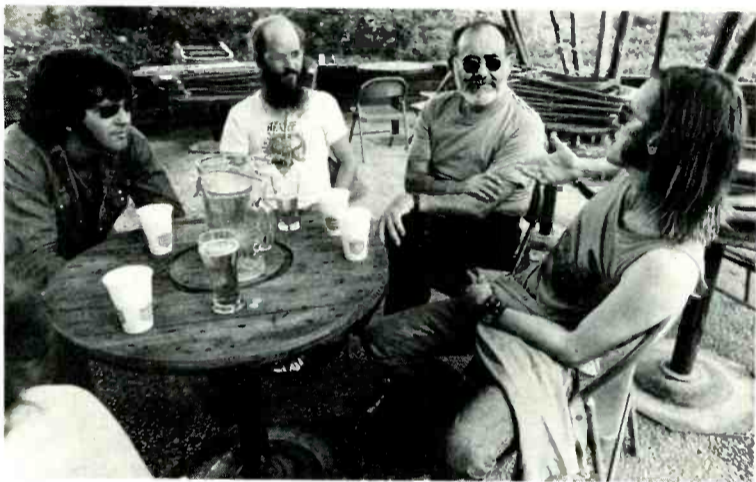
realize this, the more it will convince software and hardware manufacturers to produce 4-channel material."

Fishbein finds that many of his 4-channel consumers are those who are getting rid of standard stereo systems and want to become involved in the new configuration. These are the people buying com-

patible hardware. He finds it hard to pinpoint a specific age group, except to say that few teenagers are buying.

Federated plans to expand its 4-channel record and tape displays in the future, with records divided by artist and company. The store carries 4-channel disks in discrete and matrix.

## Informal Country Meeting



ATLANTIC IS LINING up country acts for its entry into this market. Jerry Wexler, the label's executive vice president (second from the right), has been responsible for finding the artists and songs. Above he holds informal discussion in Austin, Tex., with Tony Jo White, Jim Franklin of the Armadillo and Doug (Sir Douglas) Sahm, who has joined the roster as an artist and will also be producing.

## Quaker City Jazz Fest

PHILADELPHIA—Fifth annual Quaker City Jazz Festival will bring together an impressive array of jazz instrumentalists. Lineup for the two nights (Sept. 23-24) at The Spectrum will be Miles Davis, Maynard Ferguson, George Benson, Weather Report, Carmen McRae, Stan Getz, Ahmad Jamal and the Giants of Jazz including The-

lonous Monk, Sonny Stitt, Dizzy Gillespie, Art Blakey and Urbe Green.

Sid Marks, local deejay, will emcee the offerings, promoted by Larry Magid and the Spivak Brothers. Tickets scaled \$4.50, \$5.50 and \$6.50 for the 17,000-seat arena.

## 4 Tops Doing Own Writing

LOS ANGELES—The Four Tops, whose signing with ABC/Dunhill was officially announced only this week, have actually been in the studio with staff producers Dennis Lambert and Brian Potter for nearly two months. The ex-Motown stalwarts are recording a concept album dealing with urban ghetto tensions and, for the first time in their careers, have written the bulk of the songs themselves.

The Four Tops, who began making hits for Motown in 1965, are the first act to leave the label with all its original personnel.

## Diamond to Broaden Media Scope

By ROBERT SOBEL

NEW YORK—Neil Diamond will broaden his vistas to include a children's TV special, writing a Broadway play and the writing of a symphony. Diamond, here for a concert engagement at the Winter Garden Theater, stated that he'll begin work on these projects after a 12-month sabbatical from live performances. The sabbatical will enable him to devote his time to writing songs for his new Colum-

bia Records album, according to Diamond, due in 1973.

Diamond said the respite from live dates will begin after his run at the Winter Garden is concluded on Oct. 21—a run which is already sold out for eight of its 20 performances. Other tickets are reportedly selling at a brisk pace.

The Oct. 7 performance will be shown live to Europe via satellite

## MGM Readies Bennett's Album

LOS ANGELES—Tony Bennett's debut LP for MGM/Verve is titled "The Good Things in Life" and it will be released to coincide with his Oct. 12 opening at the Fairmont in San Francisco. A single with the same title will precede the LP. Bennett cut the LP himself and MGM will promote his joining the family with a major promotion in San Francisco when he opens.

Bennett's joining MGM's growing roster of name middle of the road artists severs a 20-year relationship with Columbia, for whom he has always recorded. And with whom he produced a string of gold singles and albums. Among MGM's name power acts are Steve Lawrence and Eydie Gorme and Sammy Davis Jr. The Osmond Brothers are the top youth-oriented attraction.

## WB Lands Chrysalis U.S. Distribution

LOS ANGELES—England's Chrysalis Records, with Jethro Tull and Procol Harum topping the roster, will be distributed in the U.S. and Canada under a joint venture arrangement with Warner Bros. The deal means that Procol Harum will no longer be released in America by A&M, after an upcoming reissue of the group's first album, containing "Whiter Shade of Pale" which had originally been released here by London Records.

The Chrysalis label, owned by Terry Ellis and Chris Wright, is five years old. It is distributed in England by Island and by various licensees throughout the world. The record company is an offshoot of Chrysalis Artists, one of the biggest music agencies in Europe, with other Ellis-Wright subsidiaries for personal management, publishing and concert promotion. They also own the 3,000-seat Rainbow Theater in London.

and the BBC. And it's understood that Diamond and WNBC-TV are holding exploratory talks for a special featuring an in-depth study of the artist and his work.

Diamond's decision to take the sabbatical marks a redirection for the performer and one in which, he said, "I can give complete concentration to the creative experience of writing tunes for the record."

## Polydor Bookings Boost Record Sales—Noonan

NEW YORK—Polydor Records, believing that working acts produce significant chart and retail action, is continuing active support for the booking of many of its artist, according to Tom Noonan, director of marketing.

He stated that Polydor has realized that when the consumer has the opportunity to see performers live it is, in most cases, reflected in the immediate sales report within the area of performance, as well as in future chart placements.

Noonan cited James Brown and his revue, currently doing one-night concerts throughout the East, as one of the "best" examples of booking and sales. Brown's single, "Good Foot," is also currently in the national charts.

Included in Polydor's list of

working artists being backed by bookings and promotion are Rory Gallagher on a two-month U.S. tour, Roy Buchanan, having completed concerts in New York, Chicago, Philadelphia and Pittsburgh. Roy Ayers booked for a tour of jazz clubs throughout the country, Slade winding up a two-month tour in Boston, John Mayall in a tour covering Portland, Seattle, San Francisco, Hollywood, Milwaukee, Detroit, Boston, New York, Miami, Atlanta, Chicago, Las Vegas and Phoenix, Joe Simon on tour of the South, and Mandrill involved in a European tour.

Noonan added that all Polydor sales and promotion personnel, throughout the country, are coordinating future plans to continue the label's policy.

Other Chrysalis artists to be released by WB are Wild Turkey, Steeleye Span, Tir Na Nog, Frankie Miller, Cottonwood and UFO. "Chrysalis will open an office in Los Angeles as well as keeping its present office in New York," said Ellis. "We'll hire a general manager, and national promotion men based on each coast." In charge of Chrysalis U.S. activities is Derek Sutton.

While not actively seeking American artists for their roster, Chry-

salis will keep the door open for U.S. acts which all parties concerned agree can be handled best on their label. Chrysalis manages most of the artists on the label as well as many other major English groups such as Ten Years After, signed here to Columbia.

"The U.S.A. is the last important market we've come into with Chrysalis as an individual entity," says Ellis. "We took our time to make sure we had everything just the way it should be."

## Decca-France Pressing Up

PARIS—The British Decca France pressing plant at Tourouvre will increase its capacity to 20 million disks a year, the firm's president, L.W. Pelgrims de Bigard, told the firm's annual conference. He said that the AREACEM plant, almost completely renovated after being destroyed by fire three years ago, would thus become "almost certainly the second biggest in France."

De Bigard revealed that Decca France's turnover last year increased by 88 percent over 1970 and that the first six months of 1972 had shown a 10 percent rise on the corresponding period in 1971. Autumn prospects, he said, were excellent, especially with such foreign artists in the roster as Gilbert O'Sullivan, Terry Dactyl, Canadian performer Georges Dor, and Tom Jones.

He added: "Now all our efforts must be turned to French product

which remains the weak point in our catalogs as a whole."

In fact, during the past year, Decca has completely overhauled its French roster and has attempted to attract independent artists and producers to the company. New a&r managers have also been appointed.

De Bigard noted that the company's continued growth in the classical area, particularly since the Grand Prix awards that were won by French opera star Regine Crespin and conductor Georg Solti who will later this year conduct the Orchestra de Paris. Modifications have been made to presses at Tourouvre to ensure the highest quality classical pressings, he said.

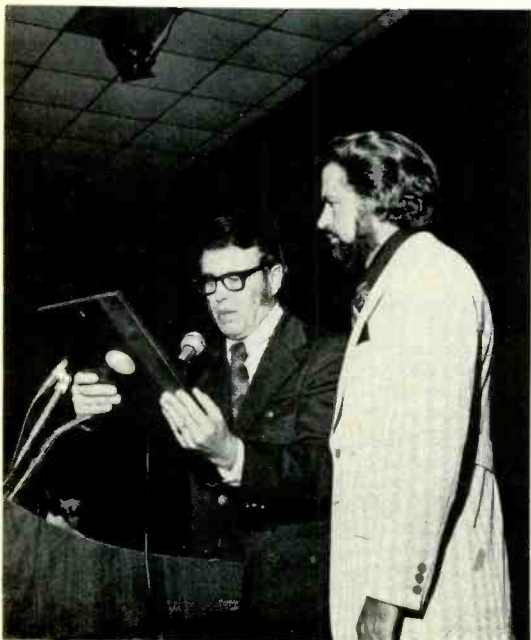
For More Late News  
See Page 62



PART OF THE PANEL at the Sam Phillips testimonial in Memphis sponsored by the Nashville chapter of NARAS. Left to right, Billboard's Bill Williams, Phillips, Billboard's Paul Ackerman, Atlantic's Jerry Wexler, and Wesley Rose, national president of NARAS.



KEMMONS WILSON, left, president of Holiday Inns, tells Sam Phillips stories at a NARAS testimonial for Phillips at the Rivermont in Memphis. Others are Bill Williams, Billboard, who wrote and produced the show; Phillips, and Billboard's Paul Ackerman, who also took part in the presentation.



FRANK JONES, (above) Columbia executive and president of the Nashville chapter of NARAS, presents a plaque of appreciation to Sam Phillips during a testimonial dinner for Phillips in Memphis.

SAM PHILLIPS (left) displays the plaque which was given to him at a testimonial dinner in Memphis. It reads: To Sam Phillips, who persevered and planned and produced and pioneered and put his creativity to work and became a legend in his and other times and carved his own name in music immortality, making it possible for other names to be carved as well." Paul Ackerman and Jerry Wexler look on.

## Musical Isle Promotes Oldies LP's

SAN FRANCISCO — Musical Isle of America and Art Laboe's Original Sound label have launched a saturated "Oldies But Goodies" album and tape product promotion throughout Northern California and Nevada running one month through October 8.

The "Oldies But Goodies" product push will encompass 12 original rock 'n' roll LP's and according to Musical Isle vice president and general manager Vern Cupples is the most concentrated and extensive in terms of promotion dollars ever initiated by the Northern California rack jobber.

All of Musical Isle's chain locations throughout this market will participate along with most of their independent outlets. Chain locations include all area Macy and Emporium stores, all Rhodes and Liberty Houses, all Long's and Raley Drug Centers and all Gottschalk's Department stores. In addition, 45 Grand Auto stores will carry "Oldies But Goodies" 8-track and cassette tapes.

A heavy radio and TV time buy has been set to run concurrently with the month long promotion tying in the renaissance interest in the rock 'n' roll music of the 50's and early 60's. Many of the radio stations were selected because of their regular programming of this type of product. All radio and TV advertising will feature the theme of "table of memories," a suggested dealer display merchandiser. All participating MIA ac-

counts have been supplied with a large variety of in-depth and distinctive point-of-sale display material to be spotted throughout heavily trafficked areas. Special displays have already been set-up on the main floors of the San Francisco Macy and Emporium stores and at the Rhodes store in Oakland. All "Oldies But Goodies" product included in the promotion will be offered at discount during the one month period. At the con-

clusion of the merchandising effort a gold record will be presented to the top stores.

Much of Original Sound's decision in selecting this Northern California MIA branch for their "Oldies But Goodies" product push was predicated on the growing sales demand that has been created for nostalgia rock as a result of the abundance of radio stations in this market now exposing this type of product.

## Agent Sees Rock Artists Developing Theatrical Act

LOS ANGELES — "Rock is going back to show business because audiences are tired of simply seeing musicians stand up and play their sets."

And, according to Marshall Reznick of the Reznick-Bernstein office, the public wants an "entire theatrical presentation, like they're beginning to get from artists like Alice Cooper or Neil Diamond."

Reznick feels that with proper representation, any workmanlike music act should be able to tour for two years on the basis of one hit record.

The small agency recently booked Diamond eight dates within 24 hours after the singer decided he wanted to keep working en route between Los Angeles'

Greek Theatre and an upcoming Broadway stand.

According to Reznick, a key factor in successful agency is intimate knowledge of clubs and auditoriums across the country. "If the physical factors aren't right—the sound, seating atmosphere, security and even ticket pricing—any act can feel miserable or put on a bad show. And once an act has run out of cities to bomb in, that's the end of its career."

Reznick and his partner Ben Bernstein both brought 15 years experience in agency into their one-year-old firm. Their client roster includes Sam Neely, David Ackles, Jackie DeShannon, the Association and Diamond.

## Executive Turntable

Jerry Sharell and Ron Weisner named vice presidents of the Buddah Group. Sharell joined Buddah two years ago to head national promotion and now oversees all general record and artist promotional activities for the company. He was previously promotion man for Mainline Records, Cleveland, Ohio. Weisner was formerly associated with MGM Records, joining Buddah three years ago to establish a total artist relations department. He also serves as right-hand man to co-president Neil Bogart of Buddah. Cecil Holmes, Buddah vice president, is named general manager of all r&b operations for the company, and taking over as national r&b promotion director for Buddah is Johnny Boyd, formerly southern operations director for the company. He is based in Atlanta. Rocky G. named national LP director, r&b product for Buddah. He was affiliated with Music Merchant Records and is a former program director with WWRL, New York. Charles Fox appointed to handle r&b promotion for Buddah out of Chicago.

Charlie Smith named manager, national country sales, RCA Records. He was previously with RCA for the past three years in field sales in the Memphis, New Orleans and Little Rock areas. Prior to this he was an independent distributor in Memphis.

Ira F. Beal named vice president law, Polygram Corp., having been for the past two years in private practice representing show business interests. He was formerly associated with the CBS News Division as counsel, NBC and the Legal Aid Society.

Ron Oberman named assistant director of information services, Columbia and Epic Records. He was previously with Mercury Records. Karin Berg, chief writer and senior publicity representative with the company, named East Coast manager, Columbia publicity. Betsy Volck, writer and publicist for CBS appointed East Coast manager, Epic and Columbia custom labels publicity. Kathleen Nelson named creative assistant, special projects, Warner Bros. Records. She was previously special assistant to Bob Glassenberg, head of campus promotion and merchandising.

(Continued on page 62)

## Non-Musical LP Projects

By NAT FREEDLAND

LOS ANGELES—Record companies have become increasingly bold in experimenting with off-beat nonmusical releases and in many cases are reaching surprising success.

The whole area of "Theater of the Mind" spoken-word recordings is becoming more acceptable to the public, many indications show.

A number of stories have already pointed out that revivals on disk and tape of classic radio series such as "The Lone Ranger," "Fibber McGee and Molly" or "Inner Sanctum" are drawing wild rating response as regular features on a wide variety of music stations.

And a fastgrowing national hobby unheard of a few years ago is the collecting of these Golden Age radio shows on cassette.

The growing climate of sales acceptance for records that don't fit into any standard programming categories is demonstrated when a company as successfully market-oriented as A&M will release a live concert album of Groucho Marx and "God Save the Queens," a pro Gay Liberation comedy LP by Sandy Baron.

The whole area of spoken-word recordings has clearly become commercial once more, after a hiatus of several years. This is demonstrated by the gold record sales of

comedy albums again, by performers ranging from Cheech & Chong to George Carlin.

Probably the closest existing records to the potential disk drama of the future being sketched here are the six Columbia albums by the Firesign Theater. Most of the group's comedy routines are organized into free-form playlets with titles like "Don't Crush That Dwarf, Hand Me the Pliers." These sketches abound with esoteric wordplay straight out of James Joyce and scene after scene of physical impossibility which could only be performed on a nonvisual medium.

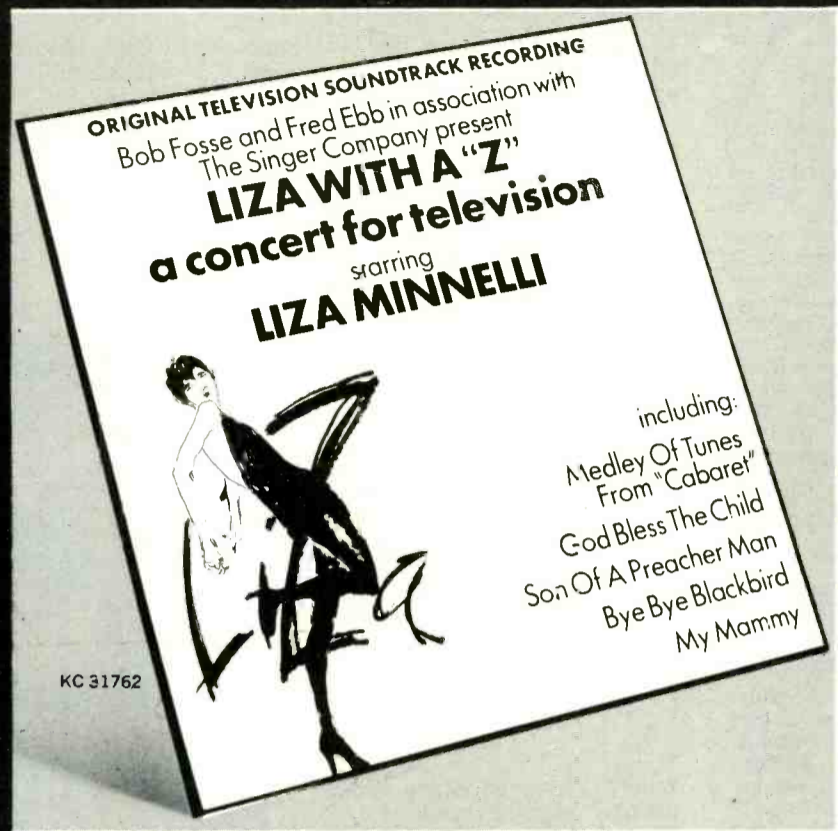
One might not have expected the heavily avant-garde Firesign approach to sell significantly, but the fact is that their album sales have averaged 150,000 apiece and are consistently growing.

Buddah has emerged as one of (Continued on page 62)

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# THE SOUNDTRACK ALBUM OF THE YEAR. FROM THE TELEVISION SPECIAL OF THE YEAR.



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"Best Ever."  
"Consummate Performer."  
"Brilliant."  
"Unforgettable."

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**"LIZA WITH A 'Z.'"  
ON COLUMBIA RECORDS AND TAPES**



# Billboard

The International Music-Record-Tape Newsweekly

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Vol. 84 No. 40

## Letters To The Editor

### Hurray for Women

Dear Editor:

It was interesting to note your September 2nd edition, which featured a front page story that reports on the successful use of women as store managers.

Long before "womens liberation," we used this approach in our two Dayton outlets. Although we are primarily an automotive operation, we strongly believe that alert, knowledgeable women, reinforced by an attractive appearance and good personality, can do as well, or even better, than most men.

It is a simple and understandable approach. Women have as good a mind as men—but, they happen to appeal more to male customers.

Yours truly,  
Paul Flacks  
Seat Cover Jack's  
Ohio Auto Sound Inc.

### Hurray for You

Dear Editor:

My congratulations for a very successful Billboard Convention. I'm sorry my schedule wouldn't permit my attending more sessions. However, the ones on animal husbandry and the governmental spaying of record promoters were certainly well received.

There was an oversight during my speech at the luncheon that I feel badly about. I failed to mention the great job done by Jeff Bates and Don Owens of your staff. It was obvious they worked their fannies off. (We noticed this when they tried to sit down.)

Naturally I was very moved by the standing ovation given me after my talk. It gives a fella a large lump in his throat when a peer group will do that for you. It was really heartwarming!

Thanks again for what you and Billboard's staff are doing for our great radio industry.

Cordials,  
Gary Owens  
KMPC  
5858 Sunset Blvd.  
Hollywood, Calif.

### Corrected Quote

Dear Editor:

Upon reading the September 9 Billboard, I find I have been misquoted.

On page 25 of that issue, in the radio programming session 12 caption, I did not at any time make a statement pertaining to tip sheet people as "monsters." My question on the floor was "Were there any people in the audience who had an opinion on tip sheets, and, don't you think the business could, or should, be back in the hands of the promotion people? It was in the form of a question to stimulate some interest in the meeting, and, it did!

Sincerely,  
Red Schwartz  
Director, Special Projects  
UA Records  
Hollywood, Calif.

## 1965 'Candidate' Score in Reissue

LOS ANGELES—The 1965 soundtrack of the film "The Candidate" will be reissued by producer Maurice Duke through independent distribution. Originally the score was released on Jubilee.

The reissue coincides with the release of the movie, causing somewhat of a confusing situation since there already is a Warner Bros. film called "The Candidate" starring Robert Redford. But there is no soundtrack LP on WB.

The 1965 "Candidate" features music by Steve Karmen conducting a small band. The actors are Mamie Von Doren, June Wilkinson, Rachel Roman and Ted Knight. Duke is himself re-releasing the film this month in 11 markets.

## General News

### EDITORIAL

## Opening the Curtain

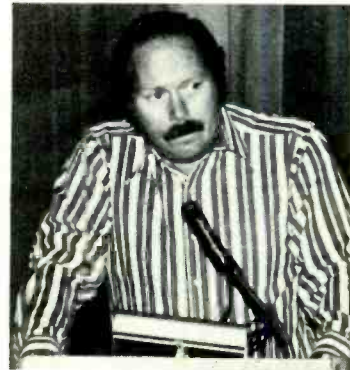
East and West can meet, as President Richard Nixon has admirably demonstrated via the successful conclusion of trade and agricultural deals with the Soviet Union and China.

Let us hope the administration goes one step further and seeks to achieve cooperation with the Soviet Union and several other countries on the matter of intellectual property.

We urge the President to take up this cause, for any positive action would greatly improve international cultural relationships and provide adequate compensation to deserving creative talents.



THREE VIEWS of UDC's recent national meeting involving UA, MGM, Polydor and members of their individual families of labels. At left: UA Corp. president David Picker opens the meeting. Above: a country music session involving Biff Collie, UA's country chieftain, Michael Stewart, UA Records president; Kelso Herston, country producer and artist Del Reeves. Below: MGM Records president Mike Curb congratulates Mike Lipton, newly named UDC president.



## Herd, Dallas Orch Cut LP

DALLAS—Woody Herman and the Thundering Herd will record with the Dallas Symphony Orchestra during a concert planned for the Apparel Mart here Sept. 29.

Featuring the music of composer-arranger Alan Broadbent, the album title will be "Woody Herman, the DSO and All That Jazz."

The date will mark the world premier of four Broadbent compositions: "Variations on a Scene," "Where Do You Go From Here," "The Children of Lima," and "Two Face."

Broadbent has been with the Herman group for 2½ years.

The 15 Herdsman will appear with the symphony as part of its DallaSound series, a new venture into the pop field for the orchestra under the direction of Anshel Bursilow.

According to Herman's manager, Hermie Dressel, they hope to distribute the LP, being produced by Thundering Herd Productions, through A&M Records.

SEPTEMBER 23, 1972, BILLBOARD

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“Slade now find themselves in a position which could be parallel to that of the Rolling Stones in 1964.” —Chris Charlesworth, MELODY MAKER

“New Slade (“Slade Alive”) is a killer.” —Jon Tiven, NEW HAVEN ROCK PRESS

“Guitarist Dave Hill maintains an insane grin on his face while jumping on and off his speaker cabinets and scattering silver confetti around at regular intervals . . . a natural festival band.” —MELODY MAKER

“Going to see Slade live is like attending a drunken party. You can see what’s happening but you don’t believe it!” —Julie Webb, NEW MUSICAL EXPRESS

“This is definitely the album of the year . . . The louder you play it the better it sounds . . . You’ll know in the first three seconds as I did, when I found myself stomping and clapping along with the audience . . .” —Lillian Roxon, N.Y. SUNDAY NEWS

“Slade . . . They’re fantastic performers and make very good records. They’re everything a group should be . . . Slade . . . take your choice from rumbustious, rollicking, rowdy, rude, rough.” —Mike Chapman & Peter Jones, RECORD MIRROR

“Energy, Flash and Fun.” —DISC

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# Campus News

## What's Happening

By SAM SUTHERLAND

Service Station: **Clinton Community College** in Plattsburgh, N.Y. is organizing a campus station. WCCC will service that community, and, while details for that operation are yet to be finalized, the station has already announced a staff including **Oreg Eccles** as program director and **Sandy Burnell** as operations director. Further information about the station and its plans for the future may be obtained from Eccles and Burnell at the station, c/o Clinton Community College, Bluff Point, Plattsburgh, N.Y. 12901. . . . **Neil Monastersky**, general manager for WRCC at **Rockland Community College** in Suffern, N.Y., notes that that station "needs service desperately, except from our man of the week, Frank Shargo of Columbia." While Shargo is no longer handling campus for CBS, Monastersky would appreciate hearing from other labels.

★ ★ ★

Campus Gold: **Ray Caviano** of London Records has offered news of one excellent example of the potential power of campus airplay. A campus programmer has been awarded a gold record for his role in breaking an important single for that label.

The prigrammer is **Jay Meyers** of WKDU and WKDU-FM at Drexel University in Philadelphia. Meyers has been distributing his own tip sheet for some time, and one record that received continued support was "Alone Again (Naturally)," **Gilbert O'Sullivan's** million-selling MAM single.

For his persistence, Meyers has received a gold record that certainly suggests that college support is indeed vital.

★ ★ ★

### Shapes of Things

Campus folk are now returning to the playing fields of Eton, Cambridge, Kalamazoo and, quite probably, Tierra del Fuego. That means increasing activity between stations and record companies, student promoters and booking agencies, student film operations and distributors. It also spurs the Campus Editor to note that Billboard's Campus News section will return to its expanded form with the next issue.

At this point, it might be useful to note that some changes are in store: the triple-play summer format has proven somewhat more useful, and that coverage will be continued while radio folk pick up steam for the coming semester. Hence, correspondents should send at least three picks, fully identifying station (call letters, school, and location, along with the reporter's name) and record (title, artist, label). Where necessary, stations will be included on a rotating basis to provide maximum coverage.

At the same time, that format is being re-evaluated, and suggestions are always welcome.

With next week's page, film news will begin its run as a separate feature on this page. Campus concert life will also be examined extensively.

★ ★ ★

**PICKS AND PLAYS: SOUTH—Tennessee—WRVU-FM**, Vanderbilt University, Nashville, Mike Anzek reporting: "Speak To The Sky," **Rick Springfield**, Capitol; "I'll Be Around," **The Spinners**, Atlantic; "Teenage Heaven," (LP), **Daddy Cool**, Reprise. . . . **Georgia—WVVS-FM**, Valdosta State College, Valdosta, Bill Tullis reporting: "Volume Four," (LP), **Black Sabbath**, Vertigo (Import); "Close To The Edge," (LP), Yes, Atlantic. . . . **Texas—KSMU**, Southern Methodist U., Dallas, Ben Morton reporting: "Band of Angels," (LP), **Alan Parker**, Decca; "Strange Affair," (LP), **Help Yourself**, United Artists; "Super Fly," (LP), **Curtis Mayfield**/Soundtrack, Curtom. . . . **Kentucky—WEKU-FM**, Eastern Kentucky U., Richmond, Hal Bouton reporting: "Music Is the Message," (LP), **Kool and the Gang**, Delite; "Black & White," **Three Dog Night**, Dunhill; "Sundown Lady," (LP), **Lani Hall**, A&M. . . . **Maryland—WMUC**, U. of Maryland, College Park, Mark Kernis reporting: "Break Another Heart," **Cass Elliot**, RCA; "California Man," **The Move**, United Artists; "Casey Kelly," (LP), **Casey Kelly**, Elektra. . . . **WJHU**, Johns Hopkins U., Baltimore, George Wicke reporting: "Supersonic Rocket Ship," (LP cut, Everybody's in Show Biz), **The Kinks**, RCA; "The Blues I Play For You," (LP), **Albert King**, Stax; "Black Kangeroo," (LP), **Peter Kaukonen**, Grunt.

★ ★ ★

**EAST—New York—WAER-FM**, Syracuse U., Syracuse, Tony Yoken reporting: "My Time," (LP), **Boz Scaggs**, Columbia; "Offering," (LP), **Larry Coryell**, Vanguard; "Best of Otis Redding," (LP), **Otis Redding**, Atco. . . . **WGSU-FM**, State U. College at Geneseo, John A. Davlin, reporting: "Everybody's in Show Biz," (LP), **The Kinks**, RCA; "I Sing The Body Electric," (LP), **Weather Report**, Columbia; "The Best of Otis Redding," (LP), **Otis Redding**, Atco. . . . **WOCR**, S.U.C. at Oswego, John Kraus reporting: "Baby, Don't Get Hooked On Me," **Mac Davis**, Columbia; "Don't Do It," **The Band**, Capitol; "Are You Sure," **Staple Singers**, Stax. . . . **WNTC**, S.U.C. at Potsdam, Lee Maisler reporting: "Geronimo's Cadillac," **Michael Murphy**, A&M; "The Mosquito," **The Doors**, Elektra; "La Croix," (LP), **Jerry La Croix**, Epic. . . . **WSUA**, State U. at Albany, R. Cohen reporting: "Foghat," (LP), **Foghat**, Bearsville; "Valerie Simpson," (LP), **Valerie Simpson**, Tamla; "Winds of Change," (LP), **Peter Frampton**, A&M. . . . **Pennsylvania—WKDU**, WKDU-FM, Drexel U., Philadelphia, Jay Meyers reporting: "Walk On, Don't Look Back," **The Four Seasons**, MoWest; "Forgotten Child, Forgotten Man," **Bobby Arvon**, MGM; "I Ain't Never Seen A White Man," **Wolfman Jack**, Wooden Nickel. . . . **WRCT**, Carnegie-Mellon U., Pittsburgh, Brad Simon reporting: "Mar y Sol Festival," (LP), Various artists, Atlantic; "Rocky Mountain High," (LP), **John Denver**,

(Continued on page 22)

## Talent In Action

• Continued from page 10

with Feliciano standards, "Light My Fire," "California Dreamer," "High Heel Sneakers" and selections from his new RCA LP, "One More Mile" and "Once There Was a Love," he reflected an artist who has it "down" in "a" sound but who is still moving out in creative directions.

Two high points of the evening, among many, were the theme song from "Shaft," with Feliciano on the electric guitar, and Paul Williams' "We've Only Just Begun," sung ever so delicately by Feliciano.

Balancing his vocal prowess with his musicianship, he played the Puerto Rican quartet, "Zorba the Greek," the acoustic guitar for many of his standards, as well as some classical pieces, and the electric guitar, for the remaining material. He is a solitary figure on stage, but quite complex with talent. **JIM MELANSON**

### DAVID CLAYTON-THOMAS SYREETA

*Troubadour, Los Angeles*

David Clayton-Thomas' first appearance since his New Year's Eve farewell performance with Blood, Sweat & Tears established conclusively that the mellow, laid-back element of his writing and singing talents is equally as compelling as the high-intensity gut-booming style he stressed with B.S.&T.

Clayton-Thomas is an artist changing to a new and broader approach and it will take some time before he's totally comfortable with it and before his audience is educated to it. But with his outstanding back-up musicians, the Sanctuary Band, Clayton-Thomas showcased his new songs effectively and powerfully.

Syreeta is a young MoWest artist with a remarkably strong, wide-ranging voice. Her set, backed by some of Motown's super session corps, was technical perfection and lacked only that final patina of distinctiveness to move her performance from promising to awesome. **NAT FREEDLAND**

### LEON RUSSELL SHOW NITZINGER

*Forum, Los Angeles*

In a heavy long weekend of Los Angeles concerts which saw Rod Stewart, the Jackson 5, Chicago and the Kinks coming through on successive nights, Leon Russell's traveling revival show was by no means the weakest package on the list. Russell gave the packed Forum nearly two hours of high-voltage drive music, after a brief but powerful opening set by Nitzinger. And for the last 25 minutes or so, he had the 18,000 audience on its feet, jumping and clapping. This is unique to Southern California concerts.

Imagination and creativity were the hallmarks of Russell's construction of an evening's music. Rev. Patrick Henderson and his soul sister trio were integrated into the full presentation, providing second piano and back-up vocals when they weren't alternating in the solo spotlight every four or five songs.

Wolfman Jack introduced the set and for a special treat, Russell brought out the remarkable preacher-conman-filmstar Marjoe for a fast five-minute sermon. The evening ended with D.J. Rogers, a soul shouter, taking over as cheerleader and exhorting the crowd to sing "A Song for You" to Leon. Earlier, Russell had leaped onto the top of his grand piano to play a guitar solo. His pacing never let down as one super-energetic arrangement followed another. **NAT FREEDLAND**

## Studio Track

By SAM SUTHERLAND

On a high, bald New England mountain top, producers **Harry Bee** and **Chuck Hancock** spent many hours tackling one of the more unusual remote recording jobs: **Ward McCain's Wind Harp**, a sculptural instrument McCain had designed to create music on the wind while serving as a rugged work of art.

Bee and Hancock now have that job behind them, with the first album from the Wind Harp already being distributed by United Artists, but, in recounting their experiences in capturing the unique personality of that instrument, they offered a glimpse of one remote job that should make Heider, Location Recorders, Fedco, Metro and just about any other truck operation thankful indeed for those wheels.

When a Nagra had proven clearly unworkable for the situation, Bee and McCain elected to lug a massive Ampex tape machine, a variety of microphones, several hundred feet of assorted cables and leads, and a gas-powered generator to the top of the hill. Once a suitable location for the machine had been found, they were faced with a few more natural obstacles.

The harp had been placed atop that hill to provide exposure to the wind, but the wind itself represented quite a problem: wind noise during all phases of recording would pose problems in mike placement, but, with wind speeds running up to as much as 80 knots, there were certainly many days when recording was out of the question. Conventional wind-screens were often virtually useless, forcing the producers to resort to such measures as socks pulled over each mike.

"We also discovered that white athletic socks are generally more effective than Argyles," Bee noted.

Months later, the duo had over 30 usable hours of tape, reflecting the variety of timbres and harmonics the harp produces under varying wind conditions at different times of the year. Those tapes were taken to **Aengus Recording Studios** near Framingham, Mass., for mixing.

The results: an album, and quite possibly, some distinction for handling one of the most time-consuming remote jobs conceivable.

★ ★ ★

From **Sara Lane** at **Criteria Recording Studios**, we have a wrap-up of activity at that Miami facility. **Ron** and **Howie Albert** handled engineering duties for **Stephen Stills** during recent sessions there. Stills set what may well stand as a record for non-stop recording: 96 hours in the studio, with just half an hour off for dinner.

Atlantic's **Joe Hinton** worked there with artist **Alby Galutin**, while **Apple Records** brought in

**Bobby Lowen** from Freeport, Grand Bahama, to work with producer **Nigel Husselby**.

Meanwhile, **Criteria** taped one session with **Ma Bell**: **Miami Beach Symphony** conductor **Alain Lombard** asked the studio to tape an overseas phone call, slated for use in dedication of new buildings for the symphony.

More recently, **Atco's Mac Rebennack**, the infamous **Dr. John**, has been cooking up more gumbo, gris-gris and whatever else we might need, assisted this time around by producer and fellow native of New Orleans, **Allan Toussaint**. The **Rolling Stones** also dropped by the studio during their recent tour, while **Black Oak Arkansas** is in the studio working on their next Atlantic Records production with **Tom Dowd**.

★ ★ ★

**Sunset Sound Recorders** in **Hollywood** continues to hum with additional session activity. **Bill Robinson** reports a variety of projects, ranging from commercials for **Disneyland** to some good old rock 'n' roll. **John Haeny** is working on an album for **Englewood Productions** for an unnamed artist; as well as on **Paul Williams'** next **A&M** work, produced by **Michael Jackson**; and **Ned Doheny's** first outing on **Asylum**, where Haeny will be assisted by **Ric Tarantino** on the engineering side.

"Uncle Jim" has been in for **Kapp Records**, with **Al Schmitt** engineering, assisted by **Wayne Daily**. **Schmitt** also engineered **Tommy LiPuma's** productions of **Arthur Adams'** **Blue Thumb** sessions, with **Kent Nebergal** assisting.

★ ★ ★

At **Capricorn Studio** in **Macon, Ga.**, **Mike Hyland** reports that that brand new facility has a brand new chief engineer, **Ovie Sparks**, and, apparently, he does, for the number of sessions appears to be mounting.

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## From The Music Capitals of the World

### DOMESTIC

• Continued from page 10

Blakely single to support her Funky Quarters booking. . . . Jim Croce to tour with Woody Allen. . . . Billy Eckstine at Hong Kong Bar. . . . Poupee Bocar opens new Rebel club in Valley. . . . Bobby Whitlock touring. . . . Danny O'Keefe plays Central Park. . . . Fanny extended in Germany. . . . Paul Williams debuts his new album material at Troubadour. Country Gazette at Disneyland.

NAT FREEDLAND

### DENVER

Marlene Dietrich will appear here

Sept. 20-23 courtesy of Robert S. Garner. In her only U.S. appearance, she will perform with a 30-piece orchestra. . . . Neil Diamond performed before a sellout crowd Sept. 1 at the Red Rocks Amphitheatre. . . . A week-long performance of the musical "1776" ended recently at Elitch's Amusement Park.

Rod Stewart and the English rock group Faces appeared along with John Kay at the Denver Coliseum. They were presented by Barry Fey, who also presented the Carpenters at Red Rocks Aug. 18 in conjunction with radio station KTLX. . . . The Staple Singers and Eddie Kendricks performed at

Red Rocks several weeks ago. . . . Signpost recording artist Danny O'Keefe performed with comedian Jackie Vernon Aug. 14-19 at Marvelous Marv's. Freddie King and Sam Neely appeared at the club last week.

Capitol recording artists Spider finished their engagement at the Piccadilly two weeks ago. . . . Steph & the Hudson Bay, new RCA artists, are performing nightly at the LeCabaret. . . . Concert Ventures will present the Grateful Dead for a five-hour concert at the University of Colorado Sept. 3. . . . Michael Bloomfield and Friends awed student crowds at Tulagi's in Boulder last week. . . . Headlining the Colorado State Fair in Pueblo are Glen Campbell, Charley Pride, Rex Allen, and Ray Price. . . . KFML and the Denver Folklore Center sponsored Joan Baez at Red Rocks last month. KFML also sponsored a live broadcast by Bobby Whitlock recently from Summit Studios.

ALAN FELYK, DANIEL MILES

### MEMPHIS

Proceeds from a teen-age back-to-school dance held by WDIA went to the Memphis Police public relations department's Community Service Centers. On the program: Rufus Thomas and David Porter of Stax, Willie Mitchell of Hi, The Tempres, The Newcomers and Otis Clay. . . . A 90-minute special edition of WMC-TV's "Face to Face" zeroes in on the Memphis music industry. One topic discussed was the Memphis Music Hall of Fame, which continues to be that potential but unbuilt big tourist attraction. On the panel were Squire Billy Ray Schilling, Mrs. Gwen Awsumb of the city Council and Jim Stewart, president of Stax.

Comedienne Jackie (Moms) Mabley cut an album at Stax before an invited audience, one of the few non-musical releases the company has had. . . . Also at work at Stax is Albert King, who stayed over following a gig at Club Paradise. . . . Trans Visual Productions, Inc., a firm recently formed to pro-

duce and syndicate television shows, has named Ronnie Stoots director of creative arts and Ewell Roussell director of marketing. Jerry Williams president of TMI, heads the company. . . . Singer John Gary appeared as guest artist with the Memphis Symphony Orchestra. . . . Leon Russell put on his "rock and roll circus" at the Coliseum.

Joe Cocker, English rock artist, hit the high notes with the Chris Stainton Band and Mark Almond at the Coliseum. . . . Billy Preston brought his variety of soul to the Auditorium, with Dr. Hook and the Medicine Show.

JAMES CORTESE

### LAS VEGAS

Perry Como (RCA) with Nick Perito and Ray Charles in New York and Toronto filming the Cole Porter television special. . . . Frank Sinatra, Jr. (Daybreak) returning home after a 60 day tour of one nighters across the midwest. . . . Tropicana's Gianni Russo in Hollywood filming a movie.

Andy Williams celebrating his 17th gold album returned to Caesars Palace for a 19 day engagement. On the bill with Williams are the Lennon Sisters. . . . Pete Fountain headlining the Tropicana's Blue Room has had over 18 albums released on the Coral label. . . . Landmark's Florence Henderson taping a guesting on Henry Mancini's "The Mancini Generation" for October airing.

Audry Arno, the Tropicana's "Folies Bangers" star will cut a new RCA release in France during her two weeks vacation in October. The singer also records for RCA in Mexico. . . . Johnny Mathis into the Sahara October 3. . . . Gringos one weeker showcase at the Sahara parlayed into a long term contract, Sahara entertainment director Arvid Nelson brings the group back for a month beginning Feb. 1. . . . Oak recording artists Rhodes Kids currently appearing with B.B. King in the Hilton Lounge optioned by Dave Victorson for a 1973 return, this time in the main showroom. . . . Lloyd Lindroth and his \$10,000 electronic harp currently starring in the Frontier Hotel Winners Circle. . . . Teresa Brewer recorded live while at the Frontier.

Al Gusman taking over publicity for Sands while Bill Bray assumes those duties at the Landmark. . . . Vegas Music International's Eddie Peddie tied the knot in a Las Vegas ceremony Sept. 3. The bride is a former Vagabond Betty Keans. They will live here.

LAURA DENI

## Signings

• Continued from page 10

for her new single. . . . Terry (T.C.) Corbett has been signed by Sundi Records as long-term producer for George Wallace Jr., son of the Alabama governor. . . . Edward B. Reeves has signed with ABC/Dunhill as an artist-producer-writer. He has had hits recorded by Sonny & Cher and Cimmarron. . . . Humble Pie has renewed its contract with A&M. . . . The Gliders have signed with Fantasy Records. . . . Vince Valenti is the sixth artist signed to George Clements' West Records in Hollywood. . . . Michael Fernandez Jr. has signed with Current Records in Fort Worth, Tex. . . . Gladstone has signed an exclusive booking agreement with CMA. . . . Rumblecrow, a jazz-rock sextet, has signed with ISA Management, Yorktown, Ind. . . . Jessie Hill, bluesman and soul pioneer, has signed with Greene Mountain Records. . . . Flash Cadillac & The Continental Kids have signed with Epic. Without a recording contract, the group has grossed some \$300,000 so far in 1972 concert dates. . . . Curtis Mayfield has signed a print agreement with Warner Bros. Music. His first two folios will be "The Definitive Curtis Mayfield" and "Superfly." . . .



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# Radio-TV programming

## A Report on Small Town Okla Radio

By DICK FRICKER

The following is a report on two small markets in Oklahoma who fall just outside the shadow of Tulsa. The comments of the people reflect the situation within small town broadcasting.

CLAREMORE, Okla.—KWPR takes advantage of being a local voice for Rogers County in communicating with people. The 5,000 watt daytimer programs for a population of 29,000 persons from the home of Will Rogers. Most of the stations in Tulsa, 35 miles away, do not crowd into this area.

Manager Tom Keenze notes that in order to compensate for poor record service, more oldies are placed into the playlist.

The station's playlist consists primarily of country music divided equally between hard country and modern country. These are 65 singles on the list which is augmented with some LP cuts.

Regardless of what type of

music is played, Keenze says it is the local flavor that puts the station into a position of being able to gather listenership.

"People are proud of their local heritage . . . that's why we promote the station saying 'voice of the great Will Rogers Country.'"

"Claremore America" is the attitude the station tries to instill in listeners.

"There is such a thing as being too professional . . . a refined professionalism would probably flop in Claremore America," Keenze said.

On the subject of professionalism he cited his staff saying that a small town station should be prepared to be a training ground. Good men who start in such stations will not stay long because they want to become better.

For that reason, and budgets, stations like KWPR are paying about what they did 10 years ago

(Continued on page 18)

## KNAK Shifts To Prog MOR

SALT LAKE CITY—KNAK, local Top 40 station for several years, has switched to a progressive MOR format, according to Richard Booth, program director. The order for the format change came from management, he said, and came largely because the station will carry the University of Utah football and basketball schedule and progressive MOR music was thought to blend better with sports activities than rock music.

"We will still use a playlist concept in the music programming," Booth said, "and the records will vary from week to week. But we will keep the music softer."

## 4 Seasons Focus Of 6-Hour Study

DAYTON, Ohio—Habile Enterprises, headed by John Poyar, a 10-year radio veteran most previously with Mercury Records, has put a six-hour radio documentary focusing on Frankie Valli and the Four Seasons on the market. The show was produced at Cybernetics Creative Recording in Dayton. Dave Steele, former rock air personality, narrated the show. Donald Everhart Jr. of WPUE-FM, Dayton, was production engineer. Ronald Miller was assistant producer. Poyar, president of the production house, has been marketing the show himself in the Midwest, but is seeking a national syndication tieup.

## New 'Soul' FM Tulsa Station

TULSA—KKUL-FM, a newly authorized FM here, is expected to begin broadcasting before the end of the month. The station was formerly KORU-FM, which was owned and operated by Oral Roberts University. However, KORU-FM had been out of operation for several months.

KKUL-FM is owned by Central Broadcasting Co. and will be programmed for a soul and gospel audience according to CBC executive Gene Howard.

Cornerstone for the soul programming will be Sam Griffin, "Dr. Soul," formerly of station KTOW until it was purchased by Central Broadcasting group member L.M. "Jack" Beasley. Howard, commenting on the soul programming for FM, said, "We looked at the market and saw a void in the present programming. We will try and serve the black community but we will not be a black station," he continued. KKUL-FM is also attempting to obtain a network service of black news.

CBC purchased the station for \$75,000 and also announced that they are in negotiations for the purchase of WMBH in Joplin. That station will be programmed country according to Howard.



WMC-FM PROGRAM DIRECTOR Mike Powell receives a copy of the new Sam Neely album special delivery from Diane Duncan of Mempro Inc., Memphis promotion firm.

## WYEN Goes All Request

CHICAGO—WYEN-FM has joined the local broadcasting community with an all-request phone format. "The telephone is our media," states Ray Smithers, program manager of the 24-hour solid request stereo station. "Our slogan is 'The Station You Can Talk To' and some of our listeners take it seriously and call to tell us their problems.

"We developed the idea because we felt that radio programming should be a two-sided affair. Our staff is trained to talk to people who call, and not shunt them off."

WYEN (106.7) uses day-part programming, varying the kind of music to the time of day. Smithers noted that only WGN in the area follows this type of programming, while other stations remain with the "one sound" idea.

The music format is based strictly on requests, loosely kept within MOR bounds. The cross-referenced library goes back to the early '50s. Calls are handled by operators on four lines. Deejays mention such things as the area of the caller, birthdays and anniversaries.

Records by Bill Withers and Frank Shacksfield might be played back-to-back, with 14 records being aired per hour. Occasionally, a new record will be played and listener comments are invited. The station broke "Where Is the Love," by Roberta Flack and Donny Hathaway. About 25 percent of the 10,000 weekly requests are for top 40, with the remainder for older records.

Promotions also make use of the telephone. A recent two-week promotion awarded "oldies but goodies" albums to listeners who answered a deejay's telephone call with "Hello, WYEN." An ongoing promotion is the trivia contest, where listeners call in answers to show business questions (who appeared in what movie, so forth). The telephone company has noted as many as 3,000 calls in a seven minute period.

WYEN is owned by Walt West Enterprises which recently bought the last available frequency in Chicago. The 50,000-watt station is located near O'Hare Field, in suburban Des Plaines.

The deejays, representing mainly new talent, are: 6-9, Frank Gray; 9-3, Bruce Elliott (who also does telephone interviews with stars); 3-6, Ray Smithers; 6-12, John Zoor; and 12-6, Gil Peters.

## KGFJ: Bright Soul Voice

By JAY EHLER

LOS ANGELES—If there's one topic which really rankles Roland Bynum, KGFJ's program director it's discrimination in broadcasting. And that means racial and sexual.

Blacks, Chicanos, and women, Bynum comments have been systematically excluded. "I can't understand why radio stations say they can't find qualified black personalities. They are not looking hard enough. He notes that of the 63 radio stations locally, there are very few black-oriented or owned. He feels strongly that more women should be included in broadcasting as well. But, he adds, for so long women have been regarded as persona non grata in radio, thus it is only recently that more and more are becoming broadcast-oriented.

One other area Bynum feels particularly strong about is that many people do not give black or soul radio its due as far as being professionally oriented, and creditable. "We are in the ball game like anybody else." Bynum points to the fact that KGFJ in the most recent Pulse survey scored a 25, and tied with KHJ, the RKO station for top seating in the market.

Some changes have taken place at the station most recently: Tony Price has replaced Johnny Soul in the six to nine a.m. spot, while Al Waples has come in on the all night show, replacing Jim Wood. Joe Terry who was originally doing the all night spot is now doing the nine to midnight slot. Bynum holds down the nine to noon slot. Tom Cross is noon to three. Buster Jones is on from three to six with Don Tracy handling the six to nine at night spot.

"At KGFJ," states Bynum, "the policy that has proved successful is more hits more often. We only play hits or songs by established artists such as Smokey Robinson, Bynum's uncle, Isaac Hayes, etc. If the record is a proven hit (top 40, top 25), then we'll play it. But, for example, if the Four Tops have a hit back East and it looks like it will eventually become a national hit, then we'll play it here. As a rule, we don't break records. And we play, for now, strictly singles—no album cuts. But, admits Bynum, he sees the tendency in the future, once the value of album cuts can be proven to the echelons of the stations, then KGFJ will begin playing such.

"So many albums today have 10, rather than just one good song. (Continued on page 22)

## Vox Jox

By CLAUDE HALL  
Radio-TV Editor

It's official now. Bill Drake is vice president in charge of programming for RKO General Broadcasting, reporting to Bruce Johnson, head of radio for RKO General. Bill Watson and Bernie Torres will be employed also by RKO and Betty Breneman has moved into that new programming division. Gene Chenault will remain a consultant to RKO in management, etc. . . . Dick Bozzi, recently program director of WCBS-FM in New York, is looking for a new gig and you can reach him care of Herb Rosen's office, New York, at 212-765-1380. The ratings (ARB) are just in for New York and Bozzi had done extremely well with the station. In the weekly CUME, the station whipped most other rockers and progressive rockers in the market, AM and FM. This includes WWDF and WPLJ-FM, WOR-FM, too.

\*\*\*  
Ted Atkins has resigned from KHJ, Los Angeles, and will be at

the Sheraton Waikiki in Hawaii getting the taste of bourbon and seven out of his system about the time you read this. . . . Sonny Melendrez is joining KILS, Los Angeles, as program director; he'd been program director of KTSA in San Antonio. . . . John Anthony, 301-768-1892, is looking for work more seriously now that he has a new bride to support. . . . Ed Williams and Johnny Michaels are both out at WCBS-FM, New York. . . . Rust Clark has joined the air staff of KENR, Houston. . . . It's Rick Dees, not Rich Kees, WKIX, Raleigh, who won the Billboard certificate in the air personality competition. Okay?

\*\*\*  
KHFH, Sierra Vista, Ariz., needs a first ticket jock. Talk to Bill Burkmaster. . . . A note from Paul Burkhard, assistant music director, Hilo, Hawaii: "Situated on the slopes of Mauna Kea Mountain, an extinct volcano, we are the most powerful of three stations in a market of 67,000 people. We run an MOR/rock/country format with limited foreign-language programming. Staff breakdown: Mel Bird 6-10 a.m. with talk and country music; Hal Marques until 2 p.m. with Hawaiian and MOR music. Rick (Rick Anthony) Boudreau 2-6 p.m. with MOR and rock; Jim (J the K) Kennedy 6-9 p.m. with rock; me from 9-midnight with rock and MOR; and Gus Forsythe from midnight-5 a.m. with oldies. Reggie Deroos holds down the weekends."

\*\*\*  
The lineup at KMRT in Mar- (Continued on page 18)

## KYA-FM's Back

SAN FRANCISCO—KOIT-FM is changing its call letters back to KYA-FM. Under the KOIT-FM, the station had tried an automated country music format, but switched back to rock some while ago, blending selected album cuts with current singles and oldies. Programming will continue to be separate on KYA, a Top 40 station, and KYA-FM, both of which are managed by Howard Kester.

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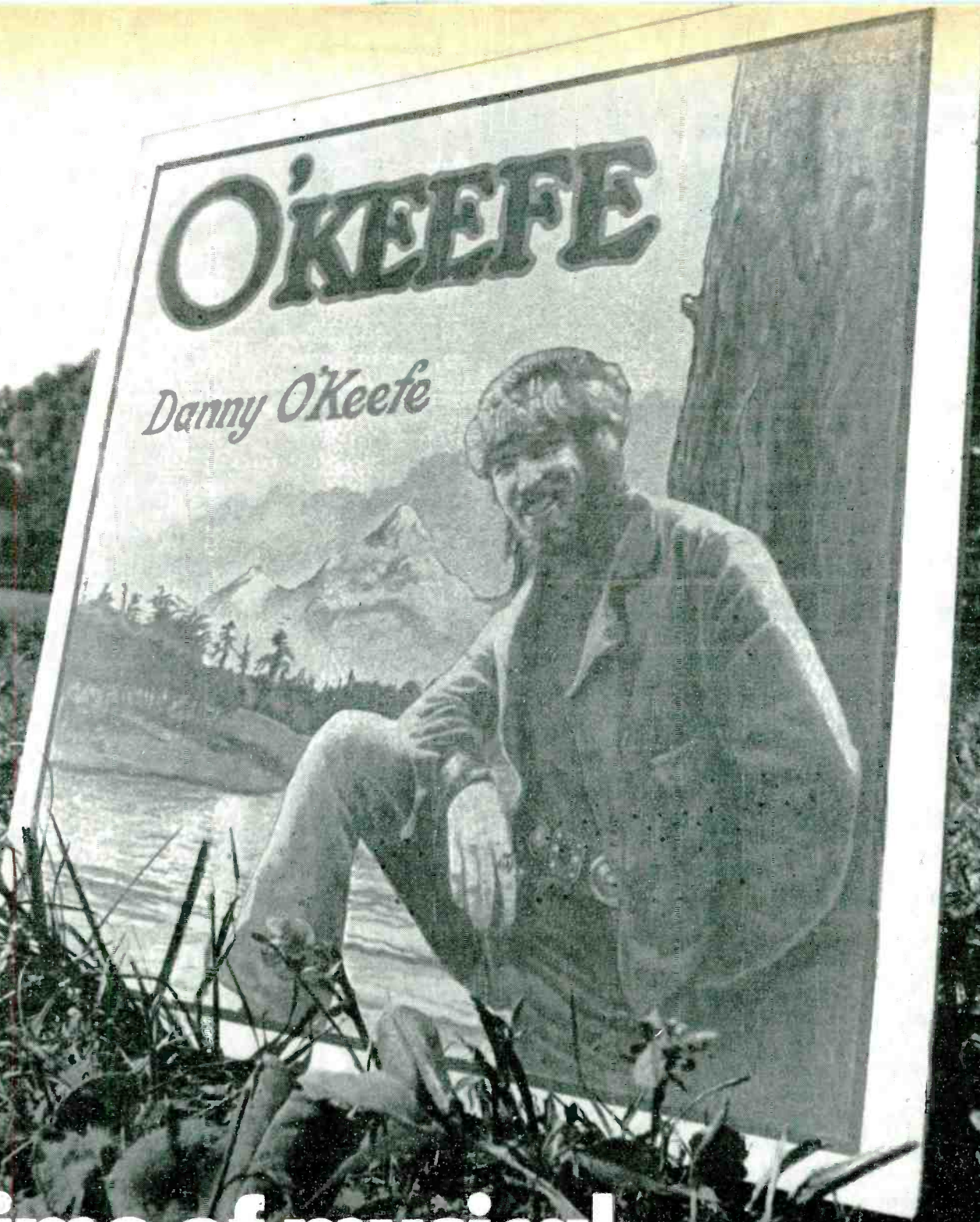
NEW YORK—David Susskind Productions will tape a pilot for a new television music-variety show hosted by WNBC air personality Don Imus on Oct. 16. The show would be on ABC-TV network. Charlie Andrews will direct. Imus does the morning show on WNBC. New York, and is an RCA Records artist. The show would be basically much the same as his radio show, but expanded in scope.

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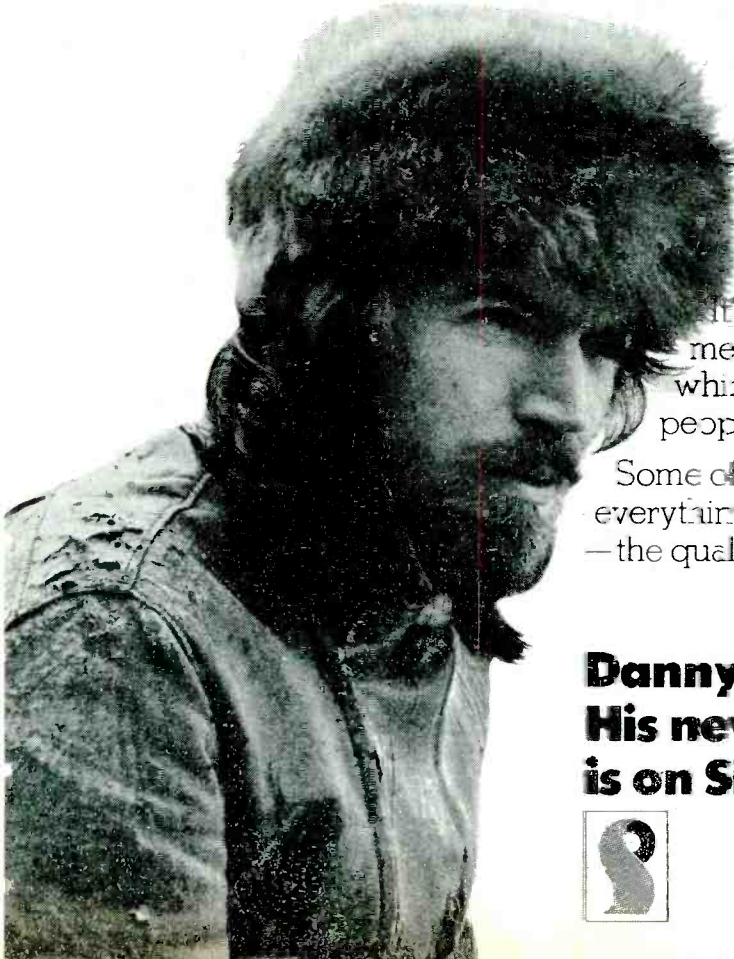
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Some of it is serious; some of it is funny, as is everything in life. But one thing is consistent — the quality of the music. It's excellent.

**Danny O'Keefe.**  
**His new album, *O'Keefe*,**  
**is on Signpost Records and Tapes.**



# Billboard FM ACTION

These are the albums that have been added this past week to the nation's leading progressive stations. In many cases, a particular radio station may play all of the cuts on a given album, but the cuts listed here are the preferred cuts by most of the stations.

**LONG BEACH:** KNAC-FM, Ron McCoy  
**PHILADELPHIA:** WMMR-FM, Carol Miller  
**PITTSBURGH:** WAMO-FM, Ken Keith  
**RACINE:** WRKR-FM, Joey Sands  
**ROCHESTER:** WCMF-FM, Bernie Kimball  
**ST. LOUIS:** KSHE-FM, Shelly Grafman  
**TORONTO:** CHUM-FM, Benjy Karch

**WASHINGTON, D.C.:** WHUR-FM, Andre Perry  
**VALDOSTA:** WVVS-FM, Bill Tullis  
**HARTFORD:** WHCN-FM, Ron Berger  
**KANSAS CITY:** KUDL-FM, Larry Miller  
**MIAMI BEACH:** WBUS-FM, Sandy Thompson  
**TUCSON:** KWFM-FM, Allen Browning  
**SACRAMENTO:** KZAP, Robert Williams

**BALTIMORE:** WKTK-FM, Mar y Sol  
**AUSTIN, Tex.:** KRMH-FM, Jim Luther  
**PROVIDENCE, R.I.:** WBRU-FM, Jon Rodman  
**CLEVELAND:** WMMS-FM, Bill Bass  
**ITHACA:** WVBR-FM, Chris Lucas  
**BOSTON:** WVBF-FM, Bill Heizer  
**MEMPHIS:** WMC-FM, Ron Michaels

<b>VARIOUS ARTISTS, "Mar-Y-Sol,"</b> Atco Cuts: All Cuts. Stations: WKTK-FM, WRKR-FM	<b>JIMI HENDRIX, "In the Beginning,"</b> Shout Cuts: All Cuts. Station: CHUM-FM	<b>BRUCE MacPHERSON, "One of Those Days,"</b> GSF Cuts: "One Of Those Days," "Don't Blame Me." Station: WKTK-FM	<b>SHIRLEY SCOTT, "Lean On Me,"</b> Chess Cuts: "Funky Blues," "Carla's Dance." Station: WHUR-FM	<b>PETER KAUKONEN, "Black Kangaroo,"</b> Grunt Cuts: "Up Or Down," "Bill's Tune," "That's A Good Question." Stations: WBUS-FM, WVVS-FM, KZAP-FM, KWFM-FM
<b>GATO BARBIERI, "El Pampero,"</b> Flying Dutchman Cuts: All. Station: WMMR-FM	<b>HONEYCOMBS, "Love Peace and Soul,"</b> Hot Wax Cuts: All. Station: WHUR-FM	<b>MANNA, "Manna,"</b> Columbia Cuts: All. Station: WCMF-FM	<b>SLADE, "Live,"</b> Polydor Cuts: All. Stations: WRKR-FM, WMMR-FM	<b>ALBERT KING, "I'll Play the Blues for You,"</b> Stax Cuts: "I'll Play the Blues for You," "Answer to the Laundermat Blues," "Angel of Mercy." Stations: WKTK-FM, KZAP-FM
<b>BLOOD ROCK, "Blood Rock Passage,"</b> Capitol Cuts: "Help Is On the Way," "The Power," "Fantasy." Stations: WKTK-FM, WRKR-FM	<b>HUMBLE PIE, "Lost &amp; Found,"</b> A&M Cuts: All Cuts. Stations: KSHE-FM, WKTK-FM, WMMR-FM	<b>O'JAYS, "Back Stabbers,"</b> Philadelphia Cuts: "Mr. Lucky," "992 Arguments," "Back Stabbers." Stations: WHUR-FM, WAMO-FM	<b>BESSIE SMITH, "Nobody's Blues But Mine,"</b> Columbia Cuts: All. Stations: KNAC-FM, WMMR-FM	<b>JERRY LA CROIX, "La Croix,"</b> Epic Cuts: "On the Road Again," "99 1/2," "All Join Together." Stations: WKTK-FM, KWFM-FM
<b>CACTUS, "Ot 'N Sweaty,"</b> Skylark Cuts: All Cuts. Stations: CHUM-FM, KSHE-FM	<b>IF, "Waterfall,"</b> Metromedia Cuts: All. Station: KNAC-FM	<b>PERSUASION, "Spread The Word,"</b> Capitol Cuts: "Lean On Me," "Hymn Number 9," "Heaven Help Us All." Station: WKTK-FM	<b>HANS STAYMER BAND, "The Hans Staymer Band,"</b> GSF Cuts: "Dig A Hole," "Mama Don't You Hear Me Call." Station: WKTK-FM	<b>LIGHTHOUSE, "Sunny Days,"</b> Evolution (single) Stations: WHCN-FM, KWFM-FM
<b>COMMANDOR CODY, "Hot Licks, Cold Steel &amp; Truckers Favorites,"</b> Paramount Cuts: All Cuts. Station: CHUM-FM	<b>PYTHON LEE JACKSON, "In A Broken Dream,"</b> GNP/Crescendo Cuts: All Cuts. Station: CHUM-FM	<b>PURE FOOD AND DRUG ACT, "Choice Cuts,"</b> Epic Cuts: "Eleanor Rigby," "What Comes Around Goes Around." Station: WAMO-FM	<b>TIM WEISBERG, "Hurtwood Edge,"</b> A&M Cuts: "Hurtwood Edge," "Song For Lisa," "On Time." Stations: WKTK-FM, KNAC-FM, WCMF-FM	<b>LES McCANN, "Talk to the People,"</b> Atlantic Cuts: "What's Going On," "Shanading," "North Carolina." Stations: CHUM-FM, KRMH-FM, WBRU-FM, WMMS-FM
<b>LARRY CORYELL, "Offering,"</b> Vanguard Cuts: All Cuts. Station: CHUM-FM	<b>JAMES GANG, "Comin' Thru,"</b> Dunhill Cuts: All Cuts. Station: CHUM-FM	<b>RASTUS, "Rastus,"</b> Neighborhood Cuts: All Cuts. Station: CHUM-FM	<b>WOLFMAN JACK, "Wolfman Jack,"</b> Wooden Nickel Cuts: "Ain't Never Seen a White Man." Stations: WAMO-FM, WCMF-FM	<b>MOTT THE HOPPLE, "All the Young Dudes,"</b> Columbia (Single) Stations: WVBR-FM, WVBF-FM
<b>DAKOTA STATE, "Madame Foo-Foo,"</b> Groove Merchant Cuts: All. Station: WHUR-FM	<b>ALBERT KING, "I'll Play The Blues For You,"</b> Stax Cuts: All. Station: WRKR-FM	<b>BONNIE RIATT, "Give It Up,"</b> Warner Bros. Cuts: All. Station: WCMF-FM	<b>ELTON JOHN, "Lady Samantha,"</b> DJM (Single) Station: WVVS-FM	<b>NICE, "Autumn '67-Spring '68,"</b> Charisma (Import) Cuts: All. Station: WBUS-FM
<b>JOHN DENVER, "Rocky Mountain High,"</b> RCA Cuts: All. Stations: WRKR-FM, WMMR-FM, CHUM-FM	<b>KTUME, "Alkebu-lan,"</b> Strata East Records Cuts: All. Station: WHUR-FM	<b>ED SAUNDERS, "Beer Cans On The Moon,"</b> Reprise Cuts: All. Station: WCMF-FM	<b>JOY UNLIMITED, "Butterflies,"</b> B&W Cuts: "Suppression," "Emotions." Station: WHCN-FM	<b>ED SAUNDERS, "Beer Cans On The Moon,"</b> Warner Bros. Cuts: All. Station: WMC-FM
<b>KEEFE HARTLEY BAND, "72 Band,"</b> Deram Cuts: "Hard Pill To Swallow," "You Say You're Together." Station: WKTK-FM	<b>HAROLD LAND, "Damisi,"</b> Mainstream Cuts: "Pakistan," "Damisi." Station: WHUR-FM	<b>BOZ SCAGGS, "My Time,"</b> Columbia Cuts: All. Station: WMMR-FM	<b>CASEY KELLY, "Casey Kelly,"</b> Elektra Cuts: "Silver Meteor," "Run Away," "Poor Boy." Stations: KUDL-FM, WVVS-FM	<b>BOZ SCAGGS, "My Time,"</b> Columbia Cuts: All. Stations: WKTK-FM, KWFM-FM
<b>RICHIE HAVENS, "Live,"</b> Stormy Forest Cuts: All Cuts. Stations: KSHE-FM, WRKR-FM, WMMR-FM	<b>JOHN McLAUGHLIN, "Extrapolation,"</b> Polydor Cuts: All. Station: KNAC-FM			

## A Report on Small Town Radio

• Continued from page 16

and will probably pay that same 10 years from now.

Jocks do a five-hour shift at KWPR and sometimes double as salesmen and engineers. Keenze says he would like to provide his jocks with three hours per shift but that the budget does not allow for that large a staff.

The staff that does run the station is made up of younger men, ages 17 and 19, who are either students or just wanting to get a break into radio.

Keenze took over KWPR after being a staff announcer-engineer at KCNW in Tulsa. He has also worked in New Orleans as a newsman and says there are a lot of adjustments to leaving larger stations to manager of a small station where everyone must be able to do a little of everything.

However, he also says this is providing him a chance to try out some of his own ideas in programming without having to worry about ratings.

"The only way you can know what to do is to see the people and if they don't like something, in a small town, they'll tell you," Keenze said.

Claremore lies about 30 miles Northeast of Tulsa, and equal distance Southwest of Tulsa is Sapulpa and radio station KXOJ with a completely different story.

KXOJ, formerly KREK, was purchased by Ed Livermore four years ago.

Livermore owns the town's newspaper as well as the paper in, of all places, Claremore. Today KXOJ is top 40 and plays heavily on news. Livermore believes that news is the key to a small station.

He also believes that small stations, as with newspapers, are the key to a successful career in radio.

He notes that too many young men are heading for the bigger stations in hopes of being "stars" and are leaving what could be good livings in smaller towns.

He notes the image KXOJ tries to present to Sapulpa is one of reliability and dependability. "I'm not going to lose a man because of money if he's good," Livermore says.

He noted one instance in which he offered to start a college graduate as a jock and salesman for \$400 a month. The man declined the offer and accepted a television floor cameraman job for \$300.

Livermore manages the station himself, noting that he has been unable to find a reliable manager that wasn't on an "ego trip" and wanting to turn the station into a big city operation.

"It appears to me that this business is made up of two classes of people... kids that want to be stars and has been with problems and I'm looking for a man that pays his bills and wants to settle down," he said.

Being top 40 in a market shadowed by two Tulsa stations—KFLI and KAKC, doesn't appear to bother Livermore. "We get results for our advertisers and that's all I worry about," he said.

The biggest draw back to the programming is record service. There isn't any for KXOJ. "If we need a record quick, we buy it and we buy about 10 to 15 records a week," he said. The playlist is made up from charts of national publications, requests, some sales, and KAKC-KELI. KXOJ does not distribute its own chart.

There is an attempt on the part of KXOJ to present a rock image while still trying to preserve the affection of middle age and older businessmen and their clients.

KXOJ has tried MOR and Country but the Top 40 appears to be having the best results. A soul program on Sunday afternoons is now being prepared for presentation. This addition is designed to fill a gap now existing not only in Sapulpa but also in Tulsa. Although plans have been announced for an FM soul station, there are no AM's in the Eastern part of the state.

The station is also plagued by the FCC regulation requiring a first class license for directional stations. Even though the regulation has been changed somewhat, Livermore still requires a ticket for jocks.

Jocks at KXOJ work six hour shifts and read their own news. Morning man, Jon Town, has been in radio about nine months after getting his ticket from Elkins in Dallas.

He says the playlist consists of 40 records and three goldens an hour. "We're just feeling our way," he says. He notes that there has not been any program consulting or help from outside sources other than what station personnel have heard on other stations.

Most small stations in Oklahoma are programmed around the Claremore style. However, if Livermore makes a success of his idea, some changes can be expected in the area. KXOJ reaches Tulsa and with the battle that appears brewing between KELI and KAKC there may be some surprises in the polls.

## Vox Jox

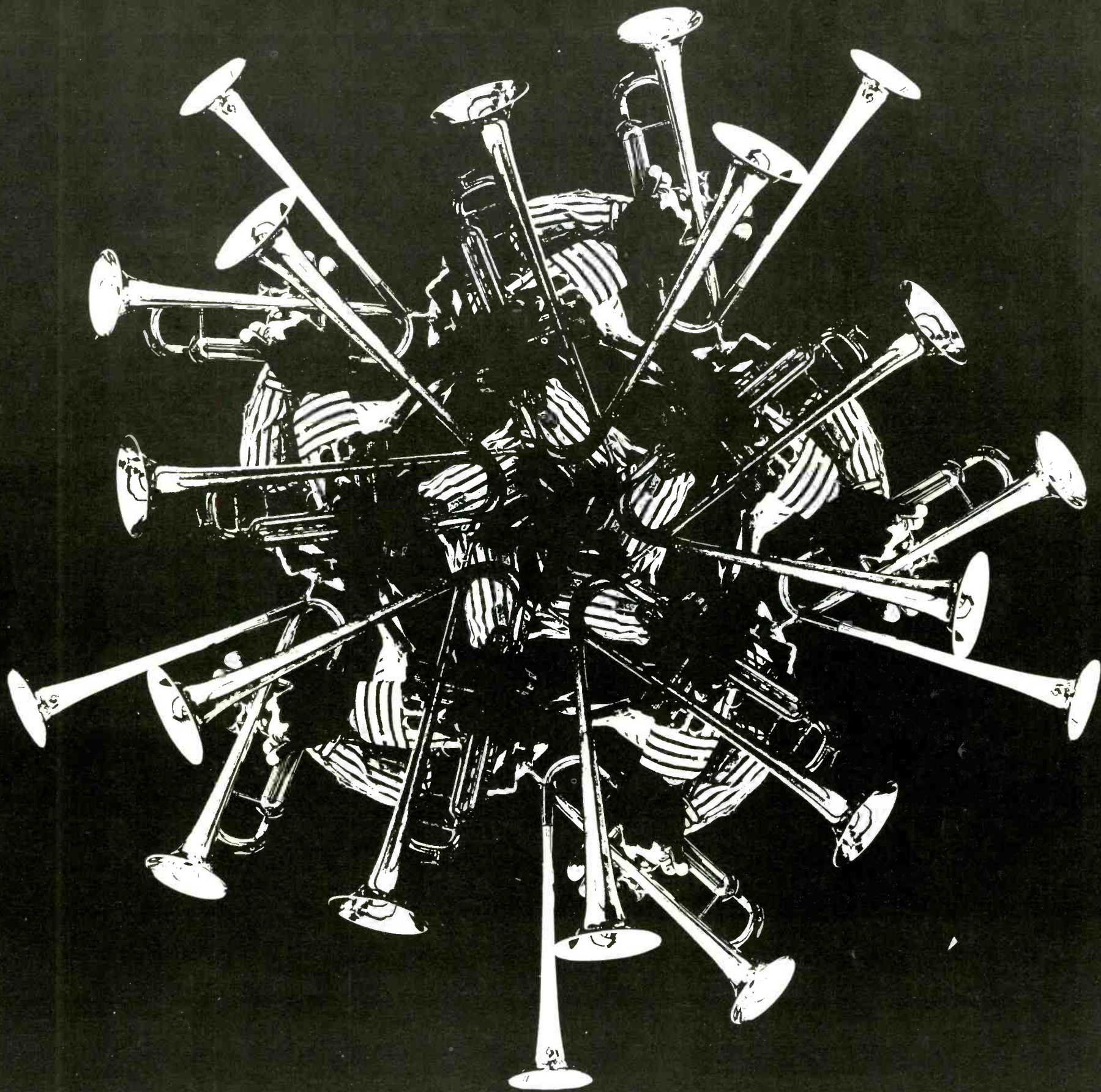
• Continued from page 16

shall, Tex., now includes Charles Thompson 5-9 a.m., Doug Warren until 2 p.m., program director Tim Kase 2-6 p.m. and John Gordon until 11 p.m. Station follows a Top 40 sound. . . . Ray Dennis has been appointed program director of KSTT in Davenport, Iowa; he'd been program director of WXLW in Indianapolis. . . . at WCHO, Toledo: Bill Schroeder from KENO in Las Vegas midnight-6 a.m., program director Don Armstrong 6-10 a.m., Bernie Quayle until 3 p.m., Buddy Carr 3-7 p.m. Gary Oliver 7-11 p.m., followed by a talk show. Jerry Toth is assistant program director of the station and he and Frank Baker do the weekend chores. . . . Don Coess is looking; 813-774-4372. . . . David S. Arrowood, program director of WIFC-FM, Wausau, Wis., reports that the station has a special phone line, 715-845-1413, and asks record artists and record promotion people to call up and wish the station happy anniversary. You can call anytime, day or night, and the message is automatically recorded.

\*\*\*  
 Denny Richards Dormody, formerly with AFVN's country music show in Saigon, is now the all-night man with WEIN-FM, Cleveland country music station WELW-FM has Tom Becker 6-9 a.m., Tony Ritiner 9-noon, Shorty Haines noon-3 p.m. Chip Binder 3-7:30 p.m., and Pat Boggs. Ken Otstot is general manager, Bob Finnegan is program director, Haines operations manager. . . . WPAW, oldies station in Syracuse, N.Y., has

Cole Clark, Dave Miller, and John Sullivan; Paul Perry just left the station to return to Pittsburgh. . . . Craig V. Mollison, KARM, Fresno, Calif., writes: "Almost concurrently with the announcement of my receiving the Billboard air personality award, KARM changed its format to no personality 'wall-to-wall' music. I felt a little bit like an Emmy winner who had just learned that his show was cancelled for the next season. . . . Paul Cassidy is out at KHJ, Los Angeles, where he'd been general manager. Dwight Case has been named regional vice president for RKO General radio; Irving N. Ivers has been promoted from general sales manager of KHJ to station manager at KHJ. . . . Sam Scott KDON, Salinas, Calif., drops a note to say that the lineup of the station includes Byron Lawrence 6-9 a.m., Ed Hamlin until 1 p.m., Jim Steele 1-4 p.m., Scott 4-7 p.m., Pat Evans 7-midnight, and Robin Edwards until dawn. . . . Phil Murphy, 715-344-9535, needs work; he'd been at WSPT, Stevens Point Wis., and left for a larger market but "it was not the same picture that was painted, so I resigned."

\*\*\*  
 Bruce Buchanan, former program director of KSTT in Davenport, Iowa, is looking. Phone is 1-319-359-8301. . . . Sean McKay former program director of WVAN in Altoona, Pa., is looking. Phone is 814-944-9209. . . . Just heard about Bob Lyons, WAKR, Akron, Ohio, being in Barberton Memorial Hospital in Barberton in a coma. . . . Rick Tyler asks for better album service for WJPS, Evansville, Ind.



## **ANOTHER CHART CONTENDER FROM THE "GROW WITH US" GROUP.**



Thanks to Ed Lambert Music Sales, Miami, Florida, for bringing attention to "Wini Wini, Wana Wana" (15100) for release as a hit single. Available on BASF LP (21143), 8 Track (41143), or Cassette (31143). Contact your local distributor for copies of this fast breaking hit album and single. Or write or call BASF Systems, Inc., Crosby Drive, Bedford, Mass. 01730. Phone (617) 271-4000.



# Billboard Album Reviews

SEPTEMBER 23, 1972



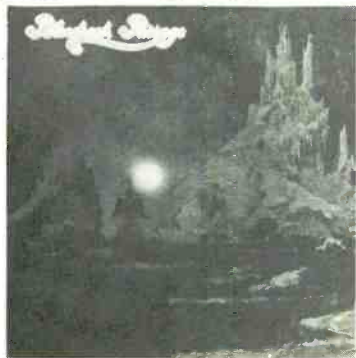
**POP**  
**LIZA MINNELLI—**  
Liza With a "Z"/Original TV  
Soundtrack Recording.  
Columbia KC 31762

The soundtrack of her recent TV special totally captures the electricity the bundle of talent known as Liza Minnelli generated on the tube last week. Performing in concert style at New York's Lyceum Theatre, this package marks her debut on the label. From the opener, "Yes," to "God Bless the Child," and the "Cabaret" medley, it's a blockbuster.



**POP**  
**ANDY WILLIAMS**  
Alone Again (Naturally).  
Columbia KC 31625

Chalk up another important chart item for Williams as he takes on some strong hits of today and adds his own fine touches to them! Along with the title tune, Williams delivers exceptional readings of "Where Is the Love," "Song Sung Blue," "Amazing Grace," "I Need You." His treatment of the Beatles' "Long and Winding Road" is also a gem.



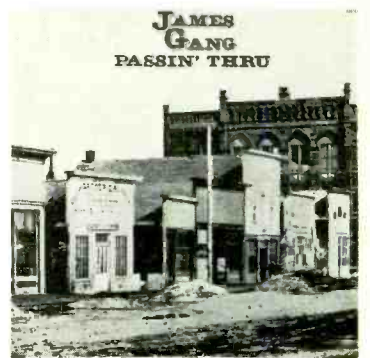
**POP**  
**BLOODROCK—**  
Passage.  
Capitol SW 11109

Bloodrock's latest bid for rock immortality is full of many virtues. The album comes across as a complete entity gracefully produced and energized. The instrumentation is remarkably light and captivating and the vocal acuity induces a fresh buzz of excitement. Some of the resultant harmonies are quite clear and ingratiating. Choice tracks "Help Is on the Way," "Days and Nights" and "Fantasy."



**POP**  
**RAY CONNIFF & THE SINGERS—**  
Alone Again (Naturally).  
Columbia KC 31629

Consistent chart winners, the Conniff Singers are once again in top form with a fine program of current hits. Along with the title tune, highlights include "Song Sung Blue," "Candy Man," "Too Young," "Where Is the Love," and "Run to Me," all performed with that unique Conniff magic!



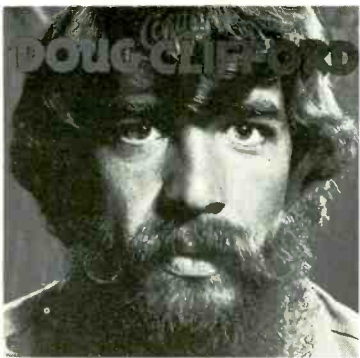
**POP**  
**JAMES GANG—**  
Passin' Thru.  
ABC A&CX 760

This latest James Gang LP is a warm and honest musical statement. There is a mellowness and lightness of touch evident here that is most pleasing. The arrangements are precise and provide excellent underscoring for Roy Kenner's largely subdued vocals. Particularly welcome are "Things I Want to Say to You," "Everybody Needs a Hero" and "One Way Street."



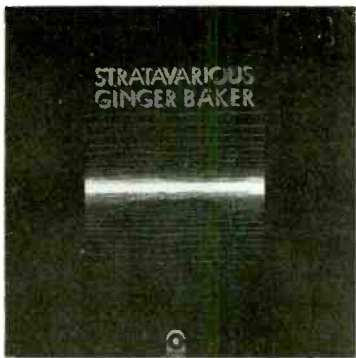
**POP**  
**APRIL WINE—**  
Big Tree 2012 (Bell)

April Wine have had one super hit single "You Could Have Been a Lady" and one almost hit "Bad Side of the Moon" this album contains both plus eight other equally entertaining tracks. The style is varied as they approach their music on largely eclectic level gathering virtues from different musical forms. Exceptional numbers include "Believe in Me," "Flow River Flow" and "Farkus."



**POP**  
**DOUG "COSMO" CLIFFORD—**  
Fantasy 9411

Doug Clifford is of course best known as being Creedence's super talented percussionist, this is first solo effort and it is fully able to stand on its own merits. The musical elements here roam from country to jazz making every stop in between. Clifford is a convincing vocalist pleasant if not overly original. Standout cuts include "Latin Music," "Take a Train" and really fine versions of "I'm a Man" and "Daydream."



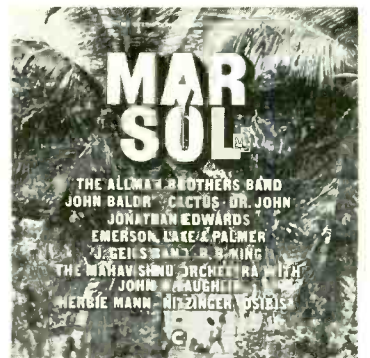
**POP**  
**GINGER BAKER—**  
Stratavarius.  
Atco SD 7013

Baker is back, with less emphasis on his completely frenetic style and a fitting in with the traditional African music he has chosen to work with. He's been in Africa recently and it shows here, as he works through the 11-minute "Ariwo" blending with African chorus perfectly. He's still not lost his rock touch, however, as heard in Blood Brothers 69. Still one of pop's premiere drummers.



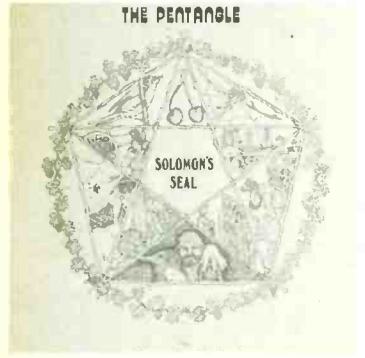
**POP**  
**WOLFMAN JACK—**  
Wooden Nickel WNS 1009 (RCA)

Wolfman Jack is easily the world's most instantly identifiable air personality, his gravelly voice has to utter but one syllable to be recognized. Taking all things into consideration this is actually quite a gratifying LP, genuinely moving and lovely in parts. The arrangements are often quite delicately beautiful. A song like "There's an Old Man in Our Town" manages to convey sincere emotion. Also quite good are "Evil Woman," "Spinning Ball," and "I Ain't Never Seen a White Man."



**POP**  
**VARIOUS ARTISTS—**  
Mar Y Sol.  
Atco SD 2-705

The Mar Y Sol poo festival was in itself considered a largely ill-fated attempt to capture the faded essence of Woodstock. Whatever the festival was like in actuality some top entertainers were on hand and this album is a tasty sampler of their performances. Quick highlights would be the Allman Bros. "Ain't Wastin' Time No More," "Dr. John's "Wang Dang Doodle," Emerson, Lake and Palmer's "Take a Pebble—Lucky Man" melody.



**POP**  
**THE PENTANGLE—**  
Solomon's Seal.  
Reprise MS 2100

Pentangle plays music that is as smooth as a baby's cheek and as clear as summer rain. Jacqui McShee has a sweetly harmonious voice that fairly glides and swoops amongst the warm arrangements. Their repertoire on this album is largely new interpretations of traditional folk songs with several original compositions added for good measure. Your ears will delight to "Sally Free and Easy," "People on the Highway" and "Lady of Carlisle."



**POP**  
**PETER KAUKONEN—**  
Black Kangaroo.  
Grunt FTR 1006 (RCA)

Jorma's brother has put together a fine debut LP, containing all self-penned tunes and his own production work. Peter can move with ease from the Johnny Winter style of rock in "Up or Down" to blues such as "Barking Dog Blues" to the beautiful instrumental, "That's a Good Question." This is a highly commendable debut and promises much for the future.



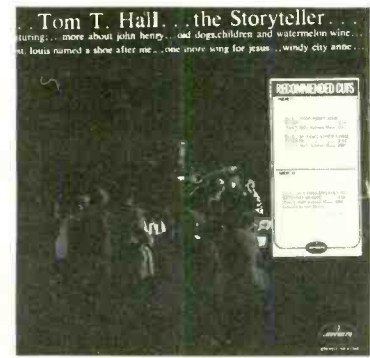
**SOUL**  
**INTRODUCING THE ICE MAN BAND—**  
Mercury SRM 1-648

They really don't need an introduction being the backup band for Jerry (Ice-Man) Butler, that somehow just spells hit. The Ice Man Band, Robert Bowles (guitar), Reginald Burke (keyboards), Wayne Douglas (bass) and Ira Gates (drums), offer soothing and exciting treatment to "People Make the World Go Round" and Butler's recent hit "Ain't Understanding Mellow." "I Wanna Be Where You Are" is also a standout. A sound for the charts.



**COUNTRY**  
**PORTER WAGONER & DOLLY PARTON—**  
Together Always.  
RCA LSP 4761

Two of the most consistent chart winners join forces once again for another top package loaded with programming and sales potency. Duo wrote all the material with highlights that include "Lost Forever in Your Kiss," "Love's All Over," "Ten Four-Over and Out," and of course the current hit single, "Together Always."



**COUNTRY**  
**TOM T. HALL—**  
The Storyteller.  
Mercury SR 61368

Tom T. Hall is unquestionably one of the most brilliant singers, writers and storytellers on the scene today, and this LP serves to reinforce his reputation. From standards such as "More About John Henry" to the poignant, believable "Old Dogs, Children and Watermelon Wine," Hall proves a master who can appeal to all music lovers. His musical pictures of people and places are matched by few.



**COUNTRY**  
**SONNY JAMES—**  
Traces.  
Capitol ST 11108

Currently riding the country singles chart via both his new label, Columbia, as well as his old Capitol label and the title tune of this repackaged LP. The top performances by the Southern Gentlemen here includes "I'll Never Find Another You," "Born to Be With You," "A World of Our Own," and "It's the Little Things."



**JAZZ**  
**GROVER WASHINGTON JR.—**  
All the King's Horses.  
Kudu KU 07 (CTI)

Perhaps one of the hottest jazz musicians going, Grover Washington Jr.'s second album gives every indication this will be one of the biggest albums of the year. Other than the title cut package also includes "Where Is the Love," "Love Song" and "No Tears, in the End." Bill Withers' "Lean on Me" is also a standout. A top entry.



**JAZZ**  
**LES McCANN—**  
Talk to the People.  
Atlantic SD 1619

With each new disc, McCann demonstrates new depth to artistry. Here he gets more into the vocal role and comes up with fresh renditions of "What's Going On" and "Seems So Long." The set also includes some McCann originals among which "Talk to the People" is recommended along with a fine instrumental, "Shamading."



**JAZZ**  
**KENNY BURRELL—**  
Cool Cookin'.  
Cadet 2CA 60019

Kenny Burrell has simply got to be one of the top three jazz guitarists in the country. The man is an innovator, his style incredibly fluid and indelibly etched. This two record set provides the listener with some amazing audio passages i.e. "All Night Long," "Merry Christmas Baby" and a completely revolutionary interpretation of "My Favorite Things."



**JAZZ**  
**CAL TJADER—**  
Live at the Funky Quarters.  
Fantasy 9409

Funky Quarters is a small club on the outskirts of San Diego that is fast acquiring a reputation for booking the best in all fields of musical endeavor; they did not go amiss with Cal Tjader. He is an extraordinary musician, a deep sensitivity and understanding of his instrument is most apparent. He along with his excellent group fantailize with "Leyte," "Manteca" and "Soul Sauce III."



## *people pleasers*

More than 51 million persons thrilled to Dennis Yost's stirring rendition of The Star-Spangled Banner at the All-Star baseball game. That's nothing new for this Atlanta brave. He's given you big league performances with the exciting sounds of "Spooky," "Stormy," "Traces," "Everyday With You Girl," "Change of Heart" and so many more. Now swinging for MGM South Records, Dennis Yost and the Classics IV have a people-pleasing new single, "What Am I Crying For?"

***"what am i crying for?"***

MGM South (7002)

a people pleasing single from

**Dennis Yost and the Classics IV**

  
The  
Lowery  
Group  
of Music Publishing  
Companies

# SPECIAL MERIT PICKS

## POP

**MARY HOPKIN**—Those Were the Days. Apple SW 3395  
The Paul McCartney discovery left her mark on the charts with the title tune and also made dents with "Temma Harbour," and "Que Sera Sera." Other highlights here include "Knock Knock Who's There," "Sparrow," and Lennon and McCartney's Good-bye."

**BILL HALEY & THE COMETS**—Travelin' Band. Janus JLS 3035  
Considering the current mania for 1950's rock & roll it is quite appropriate that the art form's granddaddy Bill Haley should cut a new LP. Amazingly Haley's band and indeed his own vocals sound incredibly like they did in 1955. Instrumentally bare and unembellished the album might have fared better if the pattern set by "Dance Around the Clock" were followed rather than trying interpretations of "Games People Play" and "Me and Bobby McGee."

★★★★  
**4 STAR**  
★★★★

## POPULAR ★★★★★

**CARAVAN**—Waterloo Lily. London XPS 615  
**THIS IS PEREZ PRADO**—RCA VPS 6066  
**JEROME KERN/PAUL WESTON AND HIS ORCHESTRA**—Harmony KH 31578  
**MARTY ROBBINS**—Song of the Islands. Harmony H 31258  
**MARTHA VELEZ**—Hypnotized. Polydor PD 5034  
**BENNY HESTER**—Benny. VMI 72001

## SOUNDTRACK ★★★★★

**SOUNDTRACK/HONK**—Five Summer Stories. Granite GR 7720 (Criterion)

## SOUL ★★★★★

**TED TAYLOR**—Taylor Made. Ronn LPS 7531  
**DENNIE TAYLOR**—Comin' Down on You. Today TLP 1007  
**KOKO TAYLOR**—Basic Soul. Chess CH 50018

## JAZZ ★★★★★

**PAT MARTINO**—The Visit! Cobblestone 9015 (Buddah)

## RELIGIOUS ★★★★★

**STATLER BROTHERS**—How Great Thou Art. Harmony KH 31560

## GOSPEL ★★★★★

**LLOYD REESE AND THE LLOYD REESE SINGERS**—Lord I Thank You. Glori JC 1007

**TONY MOTTOLA**—Tony & Strings. Project 3 PR 5069 (Total Sound)  
Mottola, by far one of the finest guitarists of all time, adds his beautiful touch to some of today's best music and the result is a top programmer with much chart potential. From "Candy Man," to "Song Sung Blue," to "First Time Ever I Saw Your Face," they are all standouts as is his revivals of "As Time Goes By," "Nature Boy," and "Street of Dreams."

**HENRY BUCKLE**—Mercury SRM 1-643  
Buckle has produced a pleasant, predominantly folk LP which also showcases a fine songwriting ability. He suffers at times from a tendency to sound like James Taylor, but with his own style, particularly on "Natural Loser" and the strong rock cut, "Doing the Things That Please Me," he is very effective. Buckle will undoubtedly develop his own style to the fullest eventually, and should be a man to watch.

**THIS IS EDDIE FISHER**—RCA VPM 6069  
Label continues its successful lineup of the "This Is" series with a strong contender in this Eddie Fisher repackaging. The two-record set includes his all-time winners such as "Anytime," "Thinking of You," and the more recent "Games That Lovers Play."

**JOHN McLAUGHLIN**—Extrapolation. Polydor PD 5510  
When critics list great guitarists, John McLaughlin is seen near the top of the list more frequently these days and rightfully so. An artist whose music cannot be placed in any one area, he is one of the more innovative and interpretive musicians on the scene. This set, highlighted by the title cut and "Pete the Poet," should gain praise from all quarters.

**THIS IS THE AMES BROTHERS**—RCA VPS 5068  
The Ames turned in a heavy load of hits during their RCA stay and they're all here in this two-record set, a delight for collectors. From "You You You," "Rag Mop," "Naughty Lady of Shady Lane," to "Sentimental Me," they're all here and they sure sound good.

**VICKY LEANDROS**—Come What May. Philips PHS 700 001  
Miss Leandros is a song stylist, able to adapt to songs ranging from rock to MOR to country. Her best work comes on interpretive ballads such as "When Oh When," or on predominantly acoustic cuts such as "I Live for Now." This is a promising set and one can easily picture her growing into a star on the supper club circuit.

## JAZZ

**ART FARMER**—Gentle Eyes. Mainstream MRL 371  
Farmer, like many jazz greats, suffers from lack of exposure and fails to get the recognition he deserves. Hopefully, this set recorded with a symphony orchestra in Vienna will help remedy that problem. A master of flugel horn, Farmer's virtuoso performances here include "Didn't We" and "God Bless the Child." A must for the real jazz fan.

# KGFJ: Soul Voice

• Continued from page 16

The artists are becoming artists and this is important to recognize." Bynum also voiced his approval of extended playlists and not shorter. He feels, again, the number of good artists and large quantities of good product warrant such extensions.

"Arnold Shore (the vice president) has the final say-so on the music. The format at the station is very tight. Jocks have certain freedoms here. There is room for them to develop their personalities. Often people complain that the jocks sound alike. Actually, I think this may tend to come from the repetition in the 45 records we play. The regularity in the music programming may take something from the individualities of the jocks.

"Personally, I would like to loosen the pace of things here," Bynum reflected. "I don't think it's necessary for us to wait until a record has been proven before we play it. I'm not really in favor of or an advocate of the record rating-playing system."

One important and central function of the station is its community relations program headed by Booker Griffin. "We are very community oriented," stated Bynum. "We have to be. More demands are put on black stations to get involved with the community. The black community is not what you'd call a reading community. Black people listen more to television and radio, in general, than read. Therefore, we are one of their primary sources of information, along with their churches.

"The listeners call us when it's time to vote and they ask us who they should vote for. Naturally, we can't tell them, but we can inform them about the different candidates. We have a chicano

news program, a chicano brother working here and, formerly, we had a young woman working in the news room. She's left since.

"The community involvement program, initiated in 1969, has been excellent in enhancing goodwill, helping the community as well as bringing an audience to the station.

"We have 'Soul Caravan' which brings music and other shows to the community. 'Soul Search' is another Community activity where scholarships are awarded to winners of a talent contest as well as recording contracts. 'Soul Search' has been active for the past six years."

Bynum feels he cannot really define soul music. "They say you have to be black for it to be soul. I don't know. The basis of soul is being black, but it, very obviously isn't limited to that. All types of music are enjoyed by all different types of people. We'll play a Roberta Flack, Donny Hathaway, a Monk Higgins or Bobby Womack. But we won't play a Neil Young.

"We play any area of soul so long as it is a hit—gospel, jazz, rock. But it has been awhile since we played a Dionne Warwick or even a Fifth Dimension—too pop and/or middle of the road oriented. We have a black audience in mind, but it certainly isn't limited there."

One reason for the large single play at the station, Bynum explains is the fact that soul records sell more singles than any other type, so the switch here to albums must be a considered process. Records are changed weekly and Bynum notes that he believes albums could be successful toward the late afternoon and evening slots.

# ACTION Records

## NATIONAL BREAKOUTS

### SINGLES

There Are No National Breakouts This Week.

### ALBUMS

There Are No National Breakouts This Week.

## REGIONAL BREAKOUTS

### SINGLES

**DINAH FLO** . . . Boz Scaggs, Columbia 4-45670 (Blue Street, ASCAP) (SAN FRANCISCO)  
**WHY CAN'T WE BE LOVERS** . . . Lamont Dozier, Invictus 9125 (Capitol) (Gold Forever, BMI) (DETROIT & CLEVELAND)

### ALBUMS

**BROWNSVILLE STATION** . . . A Night On The Town, Big Tree BTS 2010 (Bell) (Cleveland)  
**GLASS HARP** . . . It Makes Me Glad, Decca DL 7-5358 (MCA)

# Bubbling Under The HOT 100

101. QUILTY . . . Al Green, Bell 45-258
102. COME BACK CHARLESTON BLUE . . . Donny Hathaway & Margie Joseph, Atco 6899
103. WHEN THE SNOW IS ON THE ROSES . . . Sonny James, Columbia 4-45644
104. ONEY . . . Johnny Cash, Columbia 4-45660
105. IF YOU LET ME . . . Eddie Kendricks, Tamla 54222 (Motown)
106. HAPPIER THAN THE MORNING SUN . . . B.J. Thomas, Scepter 12364
107. TROUBLE . . . Frederick Knight, Stax 0139
108. MAN & WOMAN/A LONELY MAN . . . Chi-Lites, Brunswick 55483
109. IF YOU CAN BEAT ME ROCKIN' . . . Laura Lee, Hot Wax 7207 (Buddah)
110. TAKE ME BACK 'OME . . . Slade, Polydor 15046
111. I JUST WANT TO MAKE LOVE TO YOU . . . Foghat, Bearsville 0008 (Warner Bros.)
112. FOOL'S PARADISE . . . Sylvers, Pride 1001 (MGM)
113. SPECIAL SOMEONE . . . Heywoods, Family Prod. 0911 (Famous)
114. ITCH AND SCRATCH . . . Rufus Thomas, Stax 0140
115. I AIN'T NEVER SEEN A WHITE MAN . . . Wolfman Jack, Wooden Nickel 73-0108 (RCA)

# Bubbling Under The TOP LPs

201. GINGER BAKER . . . Stratavious, Atco SD 7013
202. BILL COSBY . . . Inside The Mind, Uni 73139 (MCA)
203. GLASS HARP . . . It Makes Me Glad, Decca DL 7-5358 (MCA)
204. JOHNNY NASH . . . I Can See Clearly Now, Epic KE 31607 (CBS)
205. FELA RANSOME & AFRICA '70 with GINGER BAKER, . . . Signpost SP 8401 (Atlantic)
206. BONNIE KOLOC . . . Hold On To Me, Ovation OVOD 14-26
207. CASHMAN & WEST . . . A Song Or Two, Dunhill DSX 50126
208. JOHN DAVID SOUTHER . . . Asylum SD 5055 (Atlantic)
209. ROAD . . . Natural Resources NR 105 L (Motown)
210. GLADSTONE . . . ABC ABCX 751

# What's Happening

• Continued from page 13

RCA; "Give It Up," (LP), Bonnie Raitt, Warner Brothers. . . . New Jersey—WFDU-FM, Fairleigh-Dickinson U., Teaneck, Tony Loving reporting: "Extrapolation," (LP), John McLaughlin, Polydor; "Rolling Thunder," (LP), Mickey Hart, Warner Bros.; "Strange Affair," (LP), Help Yourself, United Artists. . . . Connecticut—WSHU-FM, Sacred Heart U., Bridgeport, Ron Cao reporting: "The Best of Otis Redding," (LF), Otis Redding, Atco; "Dismal Prisoner," (LP), Roy Head, RCA; "Down To My Last Dime," David Elliott, Atlantic. . . . Massachusetts—WRBB, WRBB-FM, Northeastern U., Boston, Donna Hochheiser reporting: "Sahara," (LP), McCoy Tyner, Milestone; "It Makes Me Good," (LP), Glass Harp, Decca; "Ursa Major, RCA.

★ ★ ★

MIDWEST—Ohio—Woub, Woub-FM, Ohio U., Athens: "Double Scoop," Rock Flowers, Wheel; "One More Chance," Ocean, Kama Sutra; "Only Love Can Break Your Heart," Jackie DeShannon, Atlantic. . . . WBWC, WBWC-FM, Baldwin-Wallace College, Berea, Jaimie Ottobro reporting: "Back Stabbers," O'Jays, Philadelphia International; "Let's See Action," (LP), The Who, Polydor; "Offering," (LP), Larry Coryell, Vanguard. . . . Michigan—WKMX, Schoolcraft College, Livonia, Rob Mulrooney reporting: "Move With Me," Tim Buckley, Warner Bros.; "Seven Separate Fools," (LP), Three Dog Night, Dunhill; "Vinegar Joe," (LP), Vinegar Joe, Atco. . . . Iowa—KDIC-FM, Grinnell College, Grinnell, John Seelye reporting: "Casey Kelly," (LP), Casey Kelly, Elektra. . . . Missouri—KRC, Rockhurst College, Kansas City, Pete Modica reporting: "My Way," Ratchell, Decca; "California Man," The Move, United Artists; "I'm Shaft," R. B. Freeman, Avco.

find

Dear FIND Dealers:

We are all starting into our busiest season—those 2 months before Christmas. FIND had a great week and it looks like the record and tape industry is already starting to feel the impact of those early Christmas shoppers.

The new FIND Catalog will be mailed November 4th which will be the perfect time for all of us to present this added attraction to our customers. Remember that FIND offers a gift wrapping and direct mailing service to gift recipients which is ideal for those out of town families and friends Christmas presents.

This catalog will contain the pocket in the back for extra order forms to be placed in and will also have a hole punched in the upper left hand corner for those who wish to hang it in a likely eye-level spot.

One of our FIND Dealers in Fayetteville, North Carolina, by the name of Parker's House of Music has been doing a landslide business with FIND in the tape department. In talking with one of the principals, a Mr. D.J. Solomon regarding his success, he reported that "FIND is a perfect need for any retail store." He further said that he was very happy and pleased with the results that FIND has given him and evidently he knows what he's doing as his dealings with FIND came to over \$600.00 in one month alone! They have 2 outlets in Fayetteville and spiced with their enthusiasm and good old Southern hospitality, we can understand why they are so successful.

FIND will really come into its own during this Yuletide season for that good customer of yours who is looking for an old Guy Lombardo record for his maiden Aunt, who danced to his big band sound in her youth. NO PROBLEM—FIND has 24 of Lombardo's albums for your customer to choose from. This is the season when all the old and odd requests really come into being as we all know from past Christmas experience, and FIND is the answer to this recurring problem. So to boost your Christmas business, boost FIND to your customers!

*Rice Waddell*

FIND Service International  
P.O. Box 775  
Terre Haute, Indiana 47808  
AC (812) 466-1282

and

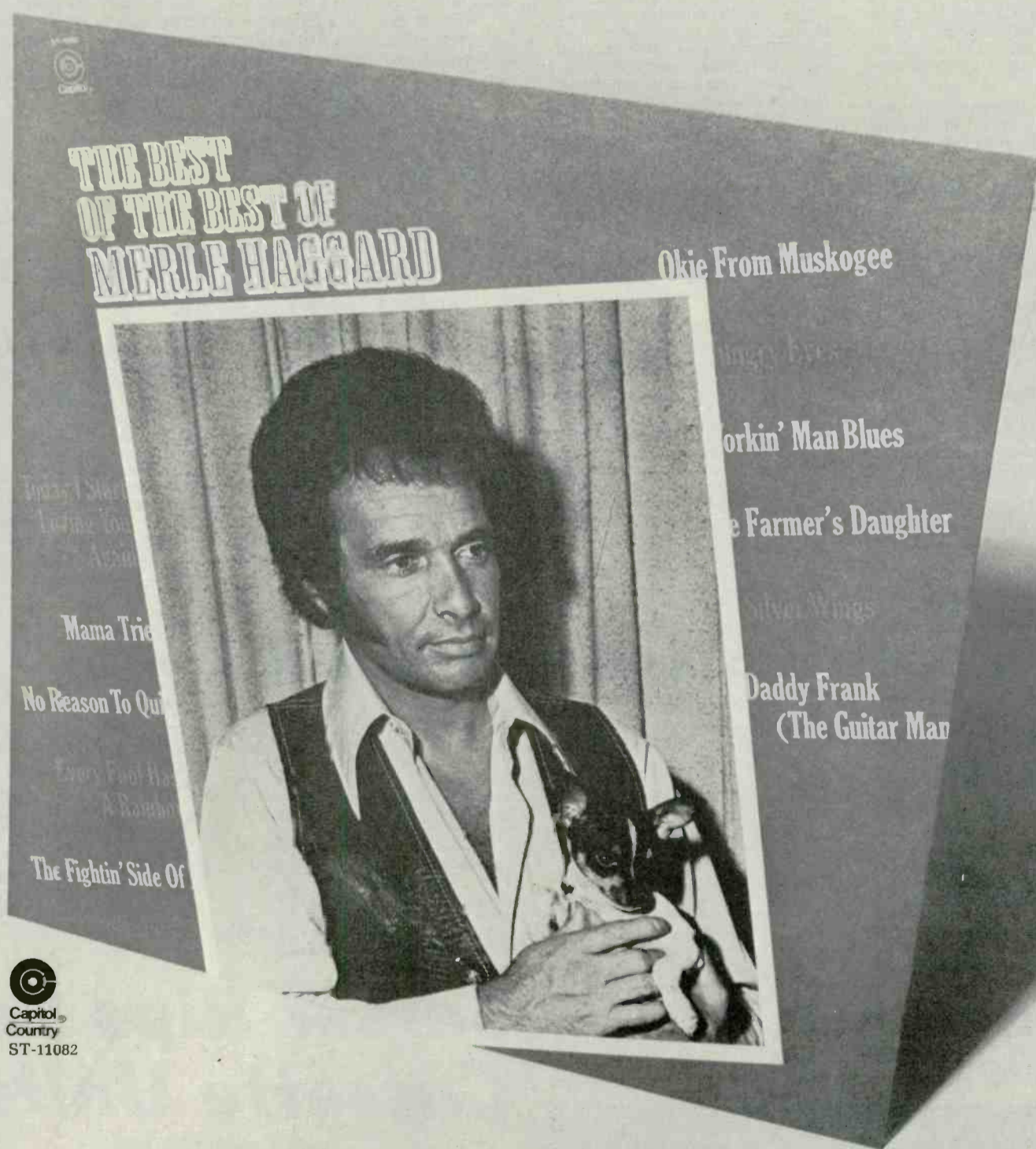
FIND Service International  
9000 Sunset, Suite 415  
Los Angeles, California 90069  
AC (213) 273-7040  
Candy Tusken

news

# WHO SINGS

Okie From Muskogee, Hungry Eyes,  
Workin' Man Blues, The Farmer's Daughter, Silver Wings,  
Daddy Frank (The Guitar Man), Mama Tried,  
Today I Started Loving You Again,  
No Reason To Quit, Every Fool Has A Rainbow,  
and The Fightin' Side of Me

# THE BEST?



# MERLE HAGGARD

## TV Software Push —Cartrivision, Sears

By BOB KIRSCH

LOS ANGELES—Cartrivision is now preparing permanent in-store software displays as well as new fold-over books and other point-of-sale material designed to expose its complete prerecorded and blank catalog to the consumer.

At the same time, Sears, Roebuck & Co., which is marketing the cartrivision system in several major cities and will debut in San Diego this week, is giving strong exposure to software and is utilizing a store to warehouse teletype communications system designed to maximize speed of software delivery.

Officials at both Cartrivision and Sears also feel the units will become mass merchandising items sooner than originally anticipated, and while it is too early to pinpoint a demographic buying trend in either hardware or software, it is already evident that a cross-section of consumers are purchasing the units.

"We are making a great effort to expose at the point-of-sale the entire software catalog," said Bill Horn, director of merchandising for Cartrivision.

"We will not be dependent on the retailer alone in checking sales trends because not every retailer can carry everything in stock at once. This is one of the reasons we are offering an assortment pack with nine tapes for him to start out with.

"We will also provide a fold-over book with color pictures of each tape and complete descriptions. This will be in addition to our regular catalog."

The firm is also working on a permanent software display, but details on this are not available as yet.

As for the hardware and the software buying patterns, Horn

said that "trends should begin to develop within the next four weeks or so. One thing I can say is that blank tape will be absolutely tremendous, for two major reasons that I can think of off hand. One, you can record your favorite program and keep it if you want. Secondly, you have home movies. I'm talking about the type of movies that will be kept, such as weddings and birthdays. Then you have other factors, such as audio and the convenience that you don't have with film."

Horn said, however, that prerecorded tape should run about even with blanks.

Concerning the product as a mass item, Horn said, "I feel it's a mass product today. The price may be somewhat high, but look what you get for the price, a 25-in. TV, the tape deck and all of the other things that go with the system.

"I do feel that the price will come down eventually, and this will make it even more of a mass item. More production is of course one factor in bringing the price down, but there is another, more important factor that may enter the picture.

"I predict," Horn said, "that by the end of the year you will see 19-in. systems from some of the manufacturers, and this could drop the price to under \$1,000. Screen sizes will come down and there will be a broadening of the line, the same sort of evolution that color TV went through."

Concerning demographics, Horn said "there is evidence of several sales being made to blue collar workers already though this can hardly be called a trend.

"But I do think this type of system is a logical investment for

(Continued on page 30)

## 50 Firms Show Units, Software: Video Expo III

NEW YORK—A number of major videocassette hardware and software manufacturers, including Sony, Panasonic, Motorola, Mitsubishi, the Philips Broadcast Co., the 3M Co., and Time-Life Video, will be among the more than 50 exhibitors scheduled to take part in Video Expo III, scheduled here Sept. 19-21 at the Commodore Hotel.

The exposition will cover some 16,000 square feet of space, and will cover, in addition to the exhibits, a number of seminars and workshops featuring such well-known industry executives as Frank Stanton, Cartridge Television, Inc., Lawrence Hilford, Cartridge Rental Network, Anthony Palms, director of marketing, Time-Life Video; Alfred Markim, president, S/T Videocassette Duplicating Corp.; and Paul Caravatt and Harlam Kleiman of Caravatt-Kleiman Video Publishers.

Subjects will cover a broad range of the video industry and will include such subjects as producing and marketing consumer TV car-

(Continued on page 42)

## '3-CHANNEL'

## Engineers Respect Playback Demands

By EARL PAIGE

NEW YORK—Audio Engineers are taking a more patient view of 4-channel. At their convention here they were also less emotional about matrix vs. discrete and more conscious of the part playback equipment has in the total record-tape product.

Just four months ago at the Audio Engineering Society (AES) Los Angeles convention, proponents of matrix labeled discrete advocates "skunks" (Billboard, May 13). The mood at this AES event, however, was one of matrix and discrete being viewed at different levels rather than as a heads-on battle.

In fact, the opening panel discussion on 4-channel broadcasting was noticeably low-key, though moderator Eric Small, WOR radio here, said afterward that he chose the panelists "with great care" (see separate story). In the broadcasting session, Emil L. Torick, CBS Laboratories, referred directly to hardware: "Meanwhile (until discrete vis-a-vis FM is resolved), it's a matrix world." He said 46 brands of hardware are available with matrix receivers.

Not the least bit submissive, however, was J. James Gibson, RCA engineer, who revealed his firm's proposal for "3-channel discrete" broadcasting. Pointing out that the system involves "no phase shifting," he said adaptation will be no great problem for hardware manufacturers of receivers.

He said one synchronous detector and essentially a simple resistor matrix network with maybe one transistor is all the modification required on present 4-channel receivers. RCA is proposing the 3-channel system for Federal Communications Commission (FCC) study.

(Continued on page 42)

## Dealers Welcome Admiral TVC Program

By ANNE DUSTON

CHICAGO—Admiral Corporation unveiled its Solarcolor/Cartrivision unit to dealers here and sold out its initial inventory of 40-50 units to 95 percent of those attending the presentation, an Admiral spokesman said. Prerecorded software is being handled by Summit Distributors, Inc., here, veteran record-tape wholesalers.

Admiral will introduce a deck unit in about a year for use with any TV set, and a portable color camera in June 1974, Chuck

Rosencranz, general manager, Chicago division, announced.

The Mediterranean-styled console Model 5VT5608 was demonstrated by Dick Sargus, product manager and developer, to 30 selected major retail dealers. Typical of the reaction was Jerry Jourdan, buyer for 32 of Goldblatt's 44 department stores, who expressed enthusiasm for the product and ordered 10 units for his stores.

Dealers were promised "delivery tomorrow," as well as service tech-

nicians for in-store set up, sales representatives for educating store personnel in use and sales points, 500 invitational letters for customers, and advertising allowance of \$44 per unit, and cooperative newspaper advertising.

Demonstrations will be held at the Chicago offices for the remaining area dealers, Bill Cox, sales administration, Admiral, said.

Lee Smith, vice-president, electronics, described the select market-

(Continued on page 27)

## ONCE RAILROAD SALVAGE STORE

## Chicago Record-Tape Outlet Promotes Via Free Rock Concert

By ANNE DUSTON

CHICAGO — Hegewisch Discount Record and Tape Center here featured the Styx at a free rock concert for 6,000 at the Hammond Civic Auditorium September 13. Included in the program were Stone Ground Kelly and Wolfhound Strudge, all local groups.

The concert was co-sponsored by Wooden Nickels Records (RCA) and Tried Radio (WXFM-105.9). Dennis Gray, deejay for WXFM, was emcee.

Hegewisch started four years ago as a railroad salvage store, with one cardboard box of albums, and now handles 35,000 albums and 10,000 tapes, and a few accessories such as head cleaners and record cloths and sprays, according to owner Joe Satiris. Top 40

singles are carried as an accommodation.

Tapes are displayed in 21 locked cabinets, with albums in open racks in a 100 x 25 ft. area that originally was an 11-room house. "With all the walls knocked down, and the racks placed lengthwise, we can keep pilferage down to a minor problem," Satiris said.

Satiris noted that 8-track is the best seller in tapes, with cassette and blank tapes increasing in sales. Four channel tapes and disks account for a small percentage of sales.

Hegewisch said the return on tapes is 8 percent, and on albums, 1 percent. "The main problem with tapes is that they are wound too tight at the factory and break. As for albums, the disks are en-

gineered for 2½ grams, and the kids weight their needles at 1¼ grams, and experience skips," Satiris said.

The store, situated in a Polish neighborhood, discounts all tapes and albums including ethnic albums. "We sell a lot of polka records, and have improved our jazz and classical sections," Satiris said. Typical prices are \$4.49 for \$6.98 tapes, \$2.99 for \$4.98 albums, and \$3.49 for \$5.98 albums.

"At these prices, we don't usually have sales, unless it is a promotional sale," Satiris said. The Styx album was offered for \$3.19, 6 cents below wholesale, for three days following the concert, for example.

Satiris noted that he buys albums by the case to accommodate

the high volume turnover. He deals exclusively with Galgano Distributing Co., ordering two or four times a week, and generally keeps the returns "because of the low number of returns, usually 50-100 albums per 1,000."

Albums and tapes are bought on the basis of record charts, reviews, listening to promotionals, radio cuts, and what the kids are asking for, Satiris said. "We also read the backs of record jackets. For example, we noticed that The

James Gang lost a couple of people and one of them, Joe Walsh, came out with his own album, and we bought it."

The store is open six days (closed on Wednesday), with two people working shifts during the 10 am-9 pm day.

"Our advertising is mainly word-of-mouth, although we may decide to continue the free concerts to promote specific records," Satiris said.

## Sarser Rips Bad Cassette Units

By RADCLIFFE JOE

NEW YORK—A challenge has been thrown out to manufacturers of automotive cassette players to upgrade the quality of their product to a point where it would complement the newly-developing sound quality of cassette software.

The challenge came from David Sarser, resident engineer at Allison Audio Products, in a speech delivered at the 43rd convention of the Audio Engineering.

Speaking on "The Cassette Recording, What Price High Fidelity?" Sarser asked his audience, "What will we do about our newly-found dynamic range and healthy

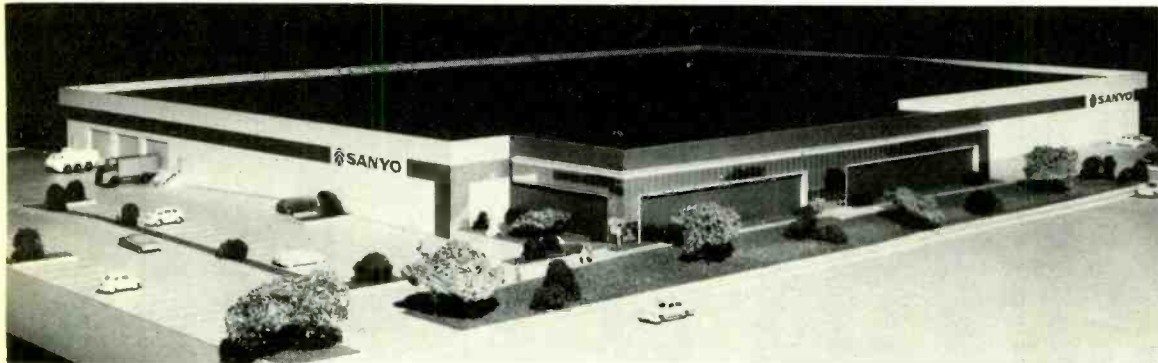
bass response once cassettes become more universally used in automobiles?

"Will we have to degrade the quality of our prerecorded cassettes by compressing them and reducing bass response to be compatible with the limited power handling capabilities of the automobile environment?"

"Or can we persuade the hardware manufacturer to come up with electronic devices in the car units so that the wide range tapes can be accommodated in the car and played full range at home?"

Sarser noted that although de-

(Continued on page 28)



SANYO Electric, Inc., has begun construction on a 150,000 square foot facility in Compton, Calif. The two-story building will house executive offices, warehouse facilities, and three show rooms, including video tape recording and sound studios. International sales for the Osaka-based company are over \$800 million a year.



## Duplicator Promo Plan to Boost Dist.

SUNNYVALE—GRT Corp. is mounting its strongest promotional campaign yet, with distributor incentives and heavy point-of-purchase plans highlighting the activities.

Jack Woodman, the firm's advertising and promotion manager explained some of the recent moves and talked about GRT's philosophy in advertising and promotion.

"We've taken the posture in advertising and sales promotion that it isn't really our function to break a hit. If a thing starts to happen, we'll get behind it. We constantly support the record licensors, primarily in terms of money, and we will help in key market promotions to bust a new artist."

From a consumer level, GRT is striving to promote store traffic, and not really emphasizing GRT as a name. Consumer ads are not particularly heavy at the moment because the firm is currently re-evaluating its position in this area. In trade advertising, the company is saying, "We've done a lot of things right in the past" and this they feel is their trump card.

"At the moment, Woodman said, "there is a great deal of distributor incentive and point-of-purchase advertising. The basic reason for the distributor incentive is that we rarely cut the price and this is our way of rewarding the guy who has been doing the job. Besides, it adds some excitement to the business."

One of the major dealer incentives is the "Rio Fling" announced at the firm's national sales meeting July 17. There was a two week qualification period for distributors and the actual competition started August 1. The contest runs through the end of November and approximately 200 winners will be flown to Rio on January 13 for eight days.

"This promotion has done well so far," Woodman said. "We also have an Election Selection where branches of national distributorships can earn other prizes, such as motorcycles. Trips per se are not new," Woodman added, "but Rio is an exciting thing. And this is our first travel promotion."

"We're also doing a series of six mailings to those who have now qualified to be working towards the trip, including books on Rio. In addition, there will be two interim promotions that relate directly to the trip. One is a luggage promotion. If we feel a person is where he should be on a percentage factor by the end of this month, we will send him some luggage as some added stimulation." The contest is internal as well as for distributors and covers all of the firm's product.

The Great Restless Thumb is the title of GRT's major point-of-purchase promotion. "We're trying to create traffic in the store," Woodman said, "and one of the ways will be through the offer of a hitchhikers' kit. It's a consumer premium offer that will be offered on the back of some tape packs as well as on easel cards with tear off coupons. There has been an ad in Rolling Stone and many of the Top 40 stations are picking up on the idea."

The kit is available to a consumer for \$2.49 plus 50¢ postage and handling. It contains a guide to international hitchhiking, a back pack, destination sign, stickers, arm patches and a hitchhiking instruction sheet. A number of coupons stamped "paid" have been given to GRT salesmen to hand out to distributors. GRT is handling the fulfillment from Sunnyvale. A test plan for radio, with dealer tags, will soon begin in the Bay Area.

"This is the kind of promotion we may periodically plug into a market when we want some stimulation," Woodman added. "There is really no time limit on this promotion. In terms of actual orders of kits for retailers, we're probably three times ahead of our previous top promotion, and we've got everyone having fun. And the hitchhiking theme ties in well with the portability of tape."

Woodman also mentioned college newspapers and FM stations as good targets for this promotion.

In other promotional activity, GRT is offering through the mail the poster cards included in the

latest Three Dog Night LP on ABC-Dunhill. "This is a way for the tape buyer to get what the LP buyer does," Woodman pointed out. "We've included a coupon on the tape package and the philoso-

(Continued on page 28)

## Admiral Console Special

CHICAGO—Admiral Corporation is offering specially priced stereo consoles and complete component sets in conjunction with its fourth annual nationwide "Real Sale."

The 45-day promotion will utilize nationwide newspaper ads, network television and radio announcement commercials.

Dealers will be supplied with a 48-piece display kit for the sale, which also includes transistor radios, black and white, and color televisions.

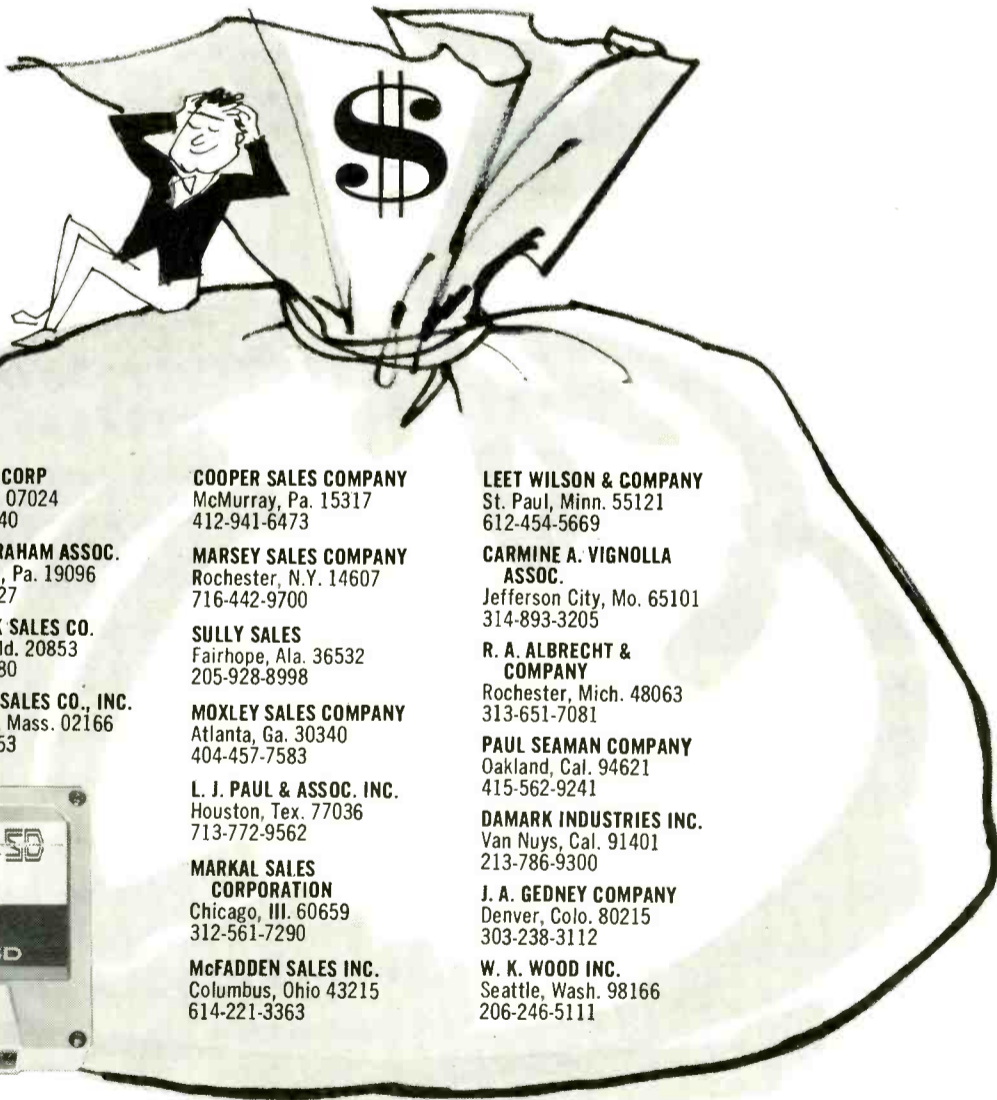


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## "AUTOMATIC" MONEY MAKERS

Easy selling builds easy profits. These two new sales-building displays can make plenty of money for YOU... automatically.

You can get one of these TDK silent salesmen FREE, to help you build sales and profits. Find out how from one of the TDK Sales Reps listed below:



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**WILFRED GRAHAM ASSOC.**  
Wynnewood, Pa. 19096  
215-649-3027

**JACK BLACK SALES CO.**  
Rockville, Md. 20853  
301-881-2880

**GROSSMAN SALES CO., INC.**  
Auburndale, Mass. 02166  
617-527-7753

**COOPER SALES COMPANY**  
McMurray, Pa. 15317  
412-941-6473

**MARSEY SALES COMPANY**  
Rochester, N.Y. 14607  
716-442-9700

**SULLY SALES**  
Fairhope, Ala. 36532  
205-928-8998

**MOXLEY SALES COMPANY**  
Atlanta, Ga. 30340  
404-457-7583

**L. J. PAUL & ASSOC. INC.**  
Houston, Tex. 77036  
713-772-9562

**MARKAL SALES CORPORATION**  
Chicago, Ill. 60659  
312-561-7290

**McFADDEN SALES INC.**  
Columbus, Ohio 43215  
614-221-3363

**LEET WILSON & COMPANY**  
St. Paul, Minn. 55121  
612-454-5669

**CARMINE A. VIGNOLLA ASSOC.**  
Jefferson City, Mo. 65101  
314-893-3205

**R. A. ALBRECHT & COMPANY**  
Rochester, Mich. 48063  
313-651-7081

**PAUL SEAMAN COMPANY**  
Oakland, Cal. 94621  
415-562-9241

**DAMARK INDUSTRIES INC.**  
Van Nuys, Cal. 91401  
213-786-9300

**J. A. GEDNEY COMPANY**  
Denver, Colo. 80215  
303-238-3112

**W. K. WOOD INC.**  
Seattle, Wash. 98166  
206-246-5111



*Purity in Sound*

**TDK ELECTRONICS CORP.**  
23-73 48TH ST., LONG ISLAND CITY, N.Y. 11103 • 212-721-6881



# TDK



# New Products



VOICE OF MUSIC has introduced a 4-channel receiver with built-in quadraphonic 8-track tape player and AM/FM/FM-stereo tuner, listing at \$199.95 (below); also, matrix-system phonograph with diamond stylus that plays four speeds, has 28-watt peak power, and color coordinated turntable, speakers and dust cover, at a list price of \$119.95.



MGA's new line includes this model SM-19 compact module stereo system incorporating AM/FM stereo receiver and full-size turntable. List price is \$229.95.



MOTOROLA'S NEW Quadraline discrete 4-channel car tape player, the TM920S, has four slide controls for volume, tone, balance left-to-right and front-to-back balance, a program indicator for 2 or 4-channel tapes, and four speakers. List is \$159.95.

**RECORDING TAPE RIOT!**  
 FACTORY FRESH: CHOICE OF SCOTCH #150 OR #203, 1800 FOOT 1-MIL POLYESTER, 7" REELS; OR AMPEX #611, 1200 FT., 7" ACETATE.

Quantity	1-11	12	48
=150	1.95	1.87	1.75
=203	2.65	2.55	2.45
=611	1.68	1.50	1.39

**"SCOTCH" BRAND CASSETTES**

SC-30	1.10	1.06	1.01
SC-30HE	1.43	1.39	1.32
SC-60	1.30	1.26	1.18
SC-60HE	1.62	1.58	1.49
SC-90	1.94	1.90	1.76
SC-90HE	2.51	2.47	2.23
SC-120	2.52	2.48	2.28

**"Certron" Cassettes Assembled With Screws (in Norelco-type Plastic Box)**

C-30	.52	.48	.45
C-60	.62	.58	.55
C-90	.92	.88	.85
C-120	1.02	.98	.95

Add 10% to above prices for shipping  
 —5% for orders over \$100.00

**WOLLESAK DOLBY CASSETTE DECK**  
 Model #4760  
 List \$299.95  
 (Factory sealed cartons)  
 SPECIAL! \$197.96  
 (Shipping \$3.50)

**SAXITONE TAPE SALES**  
 1776 Columbia Rd., NW, Wash. D.C. 20009



CADDIE TABLE for stereo components and records has two side brackets for speakers, removable record rack. The wood and chrome, 32-inch high table by Kalo lists for \$29.95.

# International Tape

LONDON—Music cassettes using Scotch brand cobalt high energy tape were released recently by Victor Musical Industries, Inc. (Japan Victor). Initial release consists of 15 selections covering all musical categories. . . . Tokuma Musical Industries (Minoruphone label) is negotiating for Melodiya (USSR) and Supraphon (Czechoslovakia) franchises, in addition to recent tie-up with Eterna's Clavier catalog. Melodiya has long been handled by Japan Victor for regular monthly release under "Shinsekai" (New World) label. . . . The number of different quadraphonic titles are now approaching the 350 mark in Japan. As of June 25, a total of 94 discrete CD-4 disks were available (92 by Japan Victor and 2 by Polydor). As of same date, 52 SQ matrix quadraphonic records issued (49 by CBS/Sony and 3 by Warner-Pioneer). Most other quad LP's are of Japan's so-called RM (regular matrix) types. . . . Akai Electric Co. recently decided to concentrate on exporting popular type tape recorders to the U.S. instead of mainly exporting high-grade tape recorders as the company used to. The company is going against the general trend since other electric appliance makers, especially after the up-valuation of yen, started to place the main weight on exporting high-grade products to the U.S. Akai is one of the chief exporters of high-grade products to the U.S. The company's decision came from its belief that consumer demand in the U.S. for its high-grade tape recorders had reached a turning-point.

According to an official of Akai, U.S. consumers, after experiencing a recession, had come around to look for cheap, practical models. They prefer much more these types of products than high-priced models whose efficiency and fidelity surpass their actual needs. The company will concentrate on products whose retail prices will be somewhere between \$100 and \$200. Until now, the company mostly supplied the products whose retail prices were between \$200 and \$400.

The company intends to reduce production cost by eliminating the "excessive efficiency" of its past products which were designed to reproduce with fidelity sounds which could not be differentiated by normal hearing.

PARIS—Roland Dhordain, the former director of French television's first channel, has been named chairman of the steering committee of the ORTF-Hachette Videogrammes de France audiovisual combine, Paris. Dhordain, also one of the founders of the French radio light entertainment channel France Inter and the recent non-stop music program FIP, replaces Charles Everard T'Serclaes as chairman of the committee. Patrick Peugeot, Hachette's news and audiovisual manager, is also named as committee replacement for Pierre Lazareff, a Hachette director who died earlier this year. Dhordain left the State-run ORTF broadcasting network just over a month ago following major reorganization which saw Gaullist deputy Arthur Conte named as director general. Videogrammes de France, in which ORTF and Hachette have a 50 per cent stake, was formed in 1971 to develop the young French audio-visual industry.

# Japan Tape Tax Stirs Fight

TOKYO—The Japanese Ministry of Finance is planning to impose a commodity tax of at least 10 percent on every music tape sold in Japan, effective from April 1, 1973, the beginning of Japan's next fiscal year. Labels here are fighting the move.

The Japanese Record Manufacturers' Association is preparing a position paper for presentation to the Japanese Government and the Diet (Parliament) calling for a continued waiver of taxation for music tapes and removal of the 15 percent commodity tax that has been imposed on phonograph disks since 1968, or at least a reduction of the tax to 10 percent.

Japan's so-called commodity tax, considered by everybody but the government to be anachronistic, was first imposed on phonograph disks in 1937 when they were classed as luxury items. At that time the tax was 20 percent.

# Project 3 Prepack Set

NEW YORK—Project 3 Records has created a special pre-recorded 4-channel prepack for its distributors and dealers. The offer includes a prepack of 29 four-channel cartridges, plus one free demonstration cartridge, and a prepack of 10 reel-to-reel tapes including one free demonstration tape.

Also included is a prepack of 25 four-channel records featuring 22 different selections, plus a free 4-channel demonstration record.

Project 3 will also supply its own distributors and dealers with easel-back, stand-up signs promoting the product. The free-demonstration cartridge, reel-to-

(Continued on page 30)

# Duplicator Role Stressed At VidExpo

NEW YORK—The duplicator's role in the emerging videocassette industry was stressed at the recent VidExpo '72 convention and exposition, by Alfred Markim, president of S-T VideoCassette Duplicating Corp.

Markim, whose firm was among a number of video hardware and software exhibitors, emphasized the importance of quality, speed and reliability in meeting the demands of the new industry.

The S-T executive, whose company recently moved to 31,000 sq. feet of operating facilities at Leonia, N.J., said his organization was in a position to offer these and other services at major price reductions.

According to Markim, S-T's move to its new facilities has increased the plant's production capacity to the point where the firm could offer one price for all tape masters, whether they are two-inch quadrasonic, or any helical scan format.

Other advantages of the plant, which had operated as a pilot project for about 10 months before moving to its new facilities, include new lower rates for high quantity duplicating, new categories for low-quantity duplicating,

(Continued on page 30)

**"Mr. Topp Tape" Says**

**Buying From Overpriced Distributors?**

**Don't buy another tape until you speak to us.**

Guaranteed low, low prices—All major labels. All tapes duplicated by licensed mfr. only i.e. Columbia, Capitol, RCA, WEA, etc. Catalogues on request.

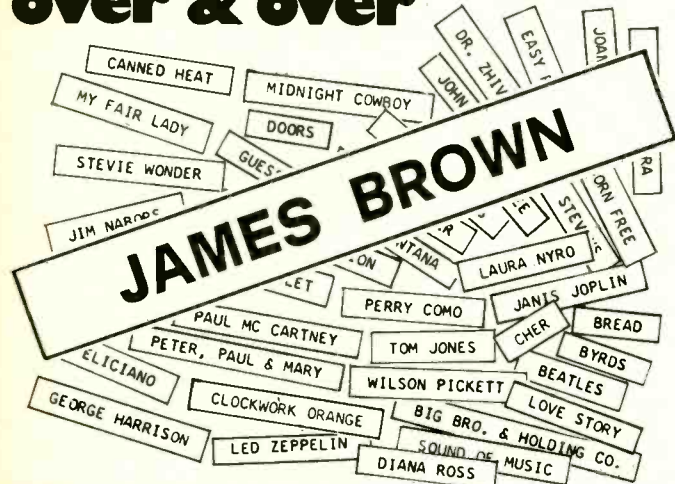
Complete line of accessories. Lowest prices on LP's.

**MR. TOPP TAPE CO., INC.**  
 P.O. Box 71  
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**FOR 12" & 6" CARDS**  
 Write for artist and category lists. — Available for immediate delivery from stock. Hundreds of artists and categories available.

LEBO PRODUCTS CO., INC., 71-08 51st AVENUE, WOODSIDE, N.Y. 11377



**Don't monkey around with tapes... Sell 'em!**

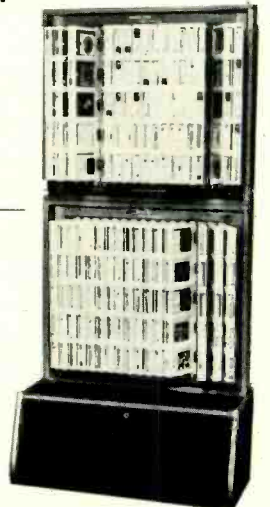
Browsers become buyers because...

"QUICK-VUE" was designed with the idea to make each tape completely visible to the buyer in a good-looking, pilfer-proof display case. It's like reading pages in a book, see dozens of pictures and titles at a glance, through the easy viewing, flip-thru tape holders.

Our business is Cartridge and Cassette Displays. We don't monkey around, neither should you.

If you are at all interested in increasing tape sales, send for FREE 12 page brochure.

**Creative Store Equipment Inc.**



P.O. Box 933, Terrell, Texas 75160 • Terrell (214) 563-5869 / Dallas (214) 226-7248  
 "QUICK-VUE" Cartridge & Cassette Displays — Designed With People IN MIND!

# Pa. Educator Terms Cassette 'Talking Book' the 'Paperback of Learning'

By LAURA DENI

LAS VEGAS — Academic tape cassettes called "talking books" have now been introduced into Nevada. Dr. Krivy, a Ph.D. from New York University and executive director of the Philadelphia Commission on Higher Education, is the innovator and editor of the cassette courses.

Cassette teaching is as revolutionary to teaching as the paperback book was to reading, he said. "When the paperback came out, more people could buy books and more people began to read. The tapes will enable more people to further their education," Dr. Krivy said here.

The company which puts out the tapes, Automated Learning, Inc., Fairfield, N.J., is three years old, he said. During the first quarter this year it already has done more than \$600,000 in business.

Each course contains a regular cassette and written supplemental material.

The courses are designed for those who haven't had the chance to further their education, youngsters having trouble with their school work or college students and businessmen needing refresher courses.

He said several major universities and businesses have adopted the cassette method of teaching to supplement their own education programs, such as IBM, Continental Can, Yale, Penn. State, American Title Insurance Company, Crown Zellerbach Corp., Valley Forge General Hospital, Illinois State Penitentiary, the U.S. Court of Appeals Library, New Orleans, as well as several city school districts.

Dr. Krivy got the idea for the cassette teaching courses as a college professor several years ago, when he noted that many freshmen students "didn't know how to study,

how to utilize time, materials and priorities."

He prepared a cassette on listening and concentrating for his students. He found that his "D"

students soon became "B" students.

Thus came the idea of expanding the subject matter of the tapes and marketing them.

Two categories of instruction are

offered. One is for personal improvement including one for those who need to lose weight. The other category is academic and includes regular college courses.

## Dealers Welcome Admiral Program

• Continued from page 24

ing approach as based on availability of product, strong advertising program to the consumer, sales training, service back-up and software availability.

Chicago was chosen as the first market because of the strong nucleus of interested dealers needed to establish a success pattern, Smith said. Admiral will move to other markets in New York and Los Angeles this year after the Chicago area is satisfied, he said.

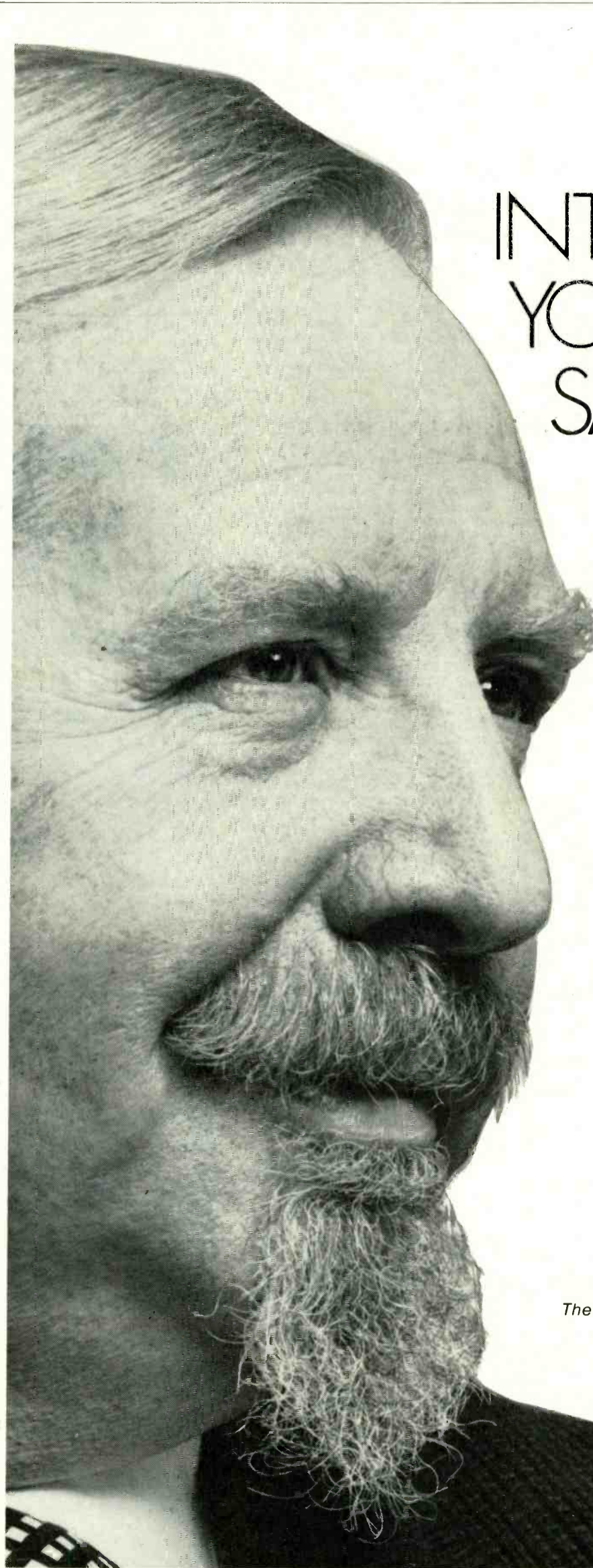
Summit Distributors has 113 titles available for immediate delivery, with a sample package of five prerecorded and five blank tapes available at a \$175 retail. Prerecorded tapes run from \$14.98 for 15 minutes to \$44.98 for 100 minutes. Blank tapes are \$12.98 for 15 minutes, to \$39.98 for 100 minutes.

Rental franchises for over 200 movie titles are immediately available announced Jerry Watner, vice-president, Cartrivision Rental. The titles, covering 1927-72, will rent from \$3-\$6, and will be returned to the dealer for rewind after one play. More than 2,000 titles will be available eventually, Watner said.

A panel of experts to answer retailers questions at the Marriott Inn meeting included: Chuck Rosencranz, general manager, Admiral Chicago; Don Johnson, vice-president, marketing, Cartrivision; Don Baker, national service manager, Admiral; Seymour Greenspan and Jack White, Summit Distributors; and Jerry Watner, vice-president, Cartrivision Rental.

On questions of service, Admiral spokesmen explained that the VTR portion can be removed from the console, leaving the television set operable. The most common problem, dirty heads, can be repaired in the home in 30 minutes. A one-year warranty is offered on all parts.

Also, it was noted that tapes are automatically recorded without misadjustment of color, regardless of the setting on the console.



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# Delay Tokyo TV Fair—Aimed at Buyer

TOKYO — Japan's first Video Fair, originally scheduled for Oct. 3-8, in Tokyo's Ginza Mitsukoshi department store has been postponed for a year, according to the show's joint sponsors, the Electronic Industries Association of Japan (EIAJ) and the Nippon Video Association.

Primary reason for the postponement was that Japanese VTR manufacturers who had originally

agreed to participate, have since said that "it is too early for video to be promoted among consumers."

They also added, according to the show's sponsors, that the public would, in any case, have seen everything at the EIAJ's 1972 Japan Electronics Show, scheduled for Sept. 21-27 at Tokyo's International Trade Fair grounds.

It has also been reported that participating hardware manufac-

turers were upset about financial arrangements which called on them to put out \$10,000 for the show, while their software counterparts offered one-third of that amount.

The total cost of the fair was estimated at \$20,000 with the Japanese Ministry of International Trade and Industry sharing one-sixth of the cost. However, the hardware manufacturers felt that MITI's contribution would have been proportionately less.

In defense of software producers, the EVR Japan group claimed that it had been planning to produce about \$20,000 worth of additional software for the show.

Problems were further multiplied when would-be exhibitors discovered that only one half of the projected 8,522 sq. feet of floor space would be available for the fair during the scheduled six-day period.

The industry also had last minute fears that its current battle over tape widths would come into public focus at the fair, and create a bad image for the multimillion-dollar business.

# EMI Budget Holdout Ended

LONDON — EMI will become the last major record company to launch a low-price cassette and cartridge series in this country. On Oct. 20, the firm which has often resisted dealer demands for a special low price line, will introduce its new Executive series of cassettes and cartridges with 25 items listing at \$4 each.

The tapes are all dubbed from masters of proven disk sellers, and include product by Cilla Black, the Shadows, Cliff Richards, the Seekers, Rolf Harris, Joe Loss, Frank Sinatra, Nat "King" Cole, Fink Floyd, The Yardbirds, Shirley Bassey, Rooger Wittaker, the Dubliners, Mrs. Mills and the Dave Clark Five.

For the classical market there will be tapes of the 1812 Overture, Strauss Waltzes and choruses from the Messiah.

In an effort to establish brand recognition of the new line, Executive cassettes and cartridges will be colored blue, as will all inlay cards and labels. The cartridges will be packaged in EMI's new slip cases.

To promote the new line, EMI has devised a special two-tier cardboard merchandiser which is being made available to dealers. Each

merchandiser holds two tapes of each title.

A separate catalog devoted exclusively to the new line has also been produced, and the entire launching is being supported with trade and consumer advertising, and general point-of-sale material.

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SHARP PACKAGING? YOU BETTER BELIEVE IT! We have the absolutely essential accessories all skin packed, carded, and ready for rack displaying. This packaging is TERRIFIC! White card with Red and Blue printing. When you start doing business with us, we will tell you how to get FREE RACKS so that you can set up your own route. Sooner or later, if you are dealing in tapes, you'll be doing business with us, so why wait? If you are just looking for a new line, a needed line, a sharp line, a high profit line, THEN GET IN ON THE GROUND FLOOR—RIGHT NOW! If you wait, your area may already be covered. ACT TODAY.

These examples are from our regular list prices when you purchase in quantity. BUT NOW, TO GET ACQUAINTED, WE WILL GIVE YOU FURTHER DISCOUNTS, A GREATER PROFIT, A HUGE ADDITIONAL PRICE SLASH, to help make it even more profitable for you to get started. GET GOING NOW. We'll make it worth your while. Be FIRST in your area to send for a sample kit and our super bonus price list with the lowest prices for these items that you will ever see.

REGULAR DISCOUNTS	Item	Retail	Cost low as
	1. Tape deck headcleaner	\$1.28	40¢
	2. Tape drag lube kit	3.98	60¢
	3. Power protector fuse kit	1.49	37¢
	4. Audio swabs	.98	25¢

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## Cassette Challenge

Continued from page 24

velopers of new oxides for blank cassettes have produced product that perform reasonably well, yet the mechanical performance of most cassettes, leaves much to be desired.

Stating that he has been appalled at the "parade of junk" which has crossed his desk for approval in recent months, Sarser said that sizeable amount of commercially unacceptable bulk tape was being produced by a handful of shrewd businessmen who have taken over the facilities of a couple of major raw tape producers, knowledgeable on price reductions but lacking any knowledge of the needs of duplicators.

"We all know," Sarser continued, "that it takes more than just new management to make the improvements needed to make an acceptable blank tape product."

Sarser told his audience that the same thing was happening with cassette parts. He charged that previously rejected molds were being resurrected and shipped to obscure parts of the world, where sub-standard plastics were being injected into them without regard even to cosmetics, let alone mechanical and thermal stability.

"These products, assembled largely by unskilled laborers, are then rushed back to this country where shrewd salesmen force them into the market."

Sarser said the most important avenue for improvement in cassette hardware is the signal-to-noise recording capability particularly in the home decks. "It appears," he said, "that improvement must be made in the electronics head combination, because the same head used for high speed duplication nets a better signal-to-noise ratio on the cassette recorder."

It is Sarser's hope that major manufacturers of both tape hardware and software products would save the industry from the dilemma for shoddy product which still faces it by producing quality product designed to satisfy the consumer and restore his confidence in the business.

## Promotion Plan

Continued from page 25

phy is to add a little more value to the product."

There was also a recent steak promotion, where with a minimum order a distributor would get a free steak with each box of tapes ordered and an offer of a string of pearls with a certain amount of product ordered on the last ABC-Dunhill release.

# NEW! ONE-STOP SHOPPING

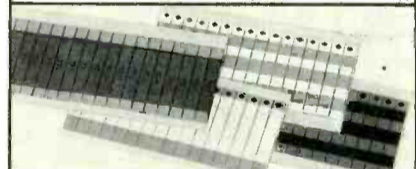


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SPLICING TAPE, TYPE WST-12 OPAQUE

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## Memorex's Line For Education, Institutional

SANTA CLARA, Calif. — The Memorex Corp. has developed a line of audio training cassettes for educational and institutional users. According to Memorex officials the line has been developed with the same precision used in the manufacture of its now-popular line of "shatter glass" cassettes.

The training cassettes, designated the Memorex ATC cassette, are available in playing lengths of 30, 45, 60, 90 and 120 minutes. A chromium dioxide line is also available in the same lengths.

Memorex officials point out that the new ATC line is designed to cover all aspects of audio training, from the cassette itself to convenient program indexing. "When used with ATC albums, storage libraries and bulk storage cartons, the line forms the only complete audio training cassette system available," they claim.

The ATC bulk storage carton, which contains a sturdy plastic rack for bulk cassette storage, is designed for easy transportation of bulk quantities of cassettes, and for bulk storage of cassettes on limited or seasonal call.

The Memorex storage album is a durable plastic album designed for the storage of individual cassettes. It features a breakaway hinge to reduce damage from rough handling. The Memorex spokesmen point out that cassettes in albums can be placed in aluminum ATC libraries for convenient shelf storage.

(Continued on page 42)

## Teledyne TVC Software 5 Piece Dealer Display

LOS ANGELES—Teledyne Packard Bell is making available to dealers a television cartridge display featuring five panels to "illustrate the versatility of the system."

The largest panel is captioned, "Five Ways to Enjoy Teledyne Packard Bell's Cartridge Color TV Systems," with "Play Pre-recorded Cartridges highlighted on that panel. The other panels list "Record Off the Air," "Home Movies With Sound," "Home Security TV Monitor" and "Receive Normal TV" as other benefits of the system.

Each panel is illustrated and each contains a brief description of the caption.

### Sound West Set; To Make Speakers

LOS ANGELES—Sound West, Inc., has been formed to manufacture and market a line of home electronics products, primarily speakers.

The firm offers a selection of round, square and octagon shaped speakers, and listeners will have a choice of selecting grilles in rust, sea blue, desert gold, black or white. Suggested retail price of the speakers is \$14.95. The speakers measure approximately six-inches wide, seven inches high and seven inches long.

President of the firm is Barney Rigney, a former vice president for James B. Lansing Sound and most recently director of special projects for Auriema International Group.

Sound West will eventually expand its line to include other components, according to Rigney.

Also available is a "starter assortment pack of Cartrivision software," according to director of merchandising services Fred Schenck. Nine different packs plus other programs are available in the starter assortment packs, and each pack has two each of nine pre-recorded cartridge tapes, plus blanks.

The free-standing display unit features a reversible header panel, one side for store personnel and one for the Teledyne Packard Bell signature. There is also a "next showing" clock in the package.

According to Bill Horn, director of Merchandising for Cartrivision, "We have, in order to get dealers started, put together nine starter assortments of pre-recorded tapes and blanks. This is a new business and we are trying to help the dealer get to know the likes and dislikes of his consumer. The tapes come from a catalog of 110 titles."

In starter assortment number one, for example, the tapes included are: "Gadabout Gadis, the Flying Fisherman"; "Football Follies"; "Guide to Wine"; "Making Things Grow"; "Rembrandt and The Bible"; "The Incredible Hulk"; "The Thanksgiving that Almost Wasn't"; "Gene Littler on Golf"; and "Furniture Styles Then and Now."

Blank tapes will also be included in the starter assortment, including one 100-minute tape, one 60-minute tape, two 30-minute tapes and two 15-minute tapes. Suggested retail prices are \$36.98, \$23.98, \$17.48 and \$11.98 respectively.

A package for displaying and merchandising cartridge TV tapes is available from Cartridge Television, Inc., and includes a point of purchase display kit, a Cartrivision program binder, dealer advertising aids, program listing folders and other consumer brochures.

In the field of 4-channel, Packard Bell is also giving its retailers a selection of software to help sell the hardware.

The company is offering a five SQ 4-channel record set with songs of the 70's and the music of Bacharach and David among others. The five records are available from Capitol.

Sales promotion manager Larry Beals also said the firm has packaged five stereo 8-track tapes and

five 4-channel discrete tapes. Artists include Frank Sinatra, Petula Clark and Sammy Davis, Jr. in stereo and Enoch Light and John Morell in 4-channel.

In stereo, a ten record set will be available, and a free lifetime membership in the Record Club of America is also offered to retailers.

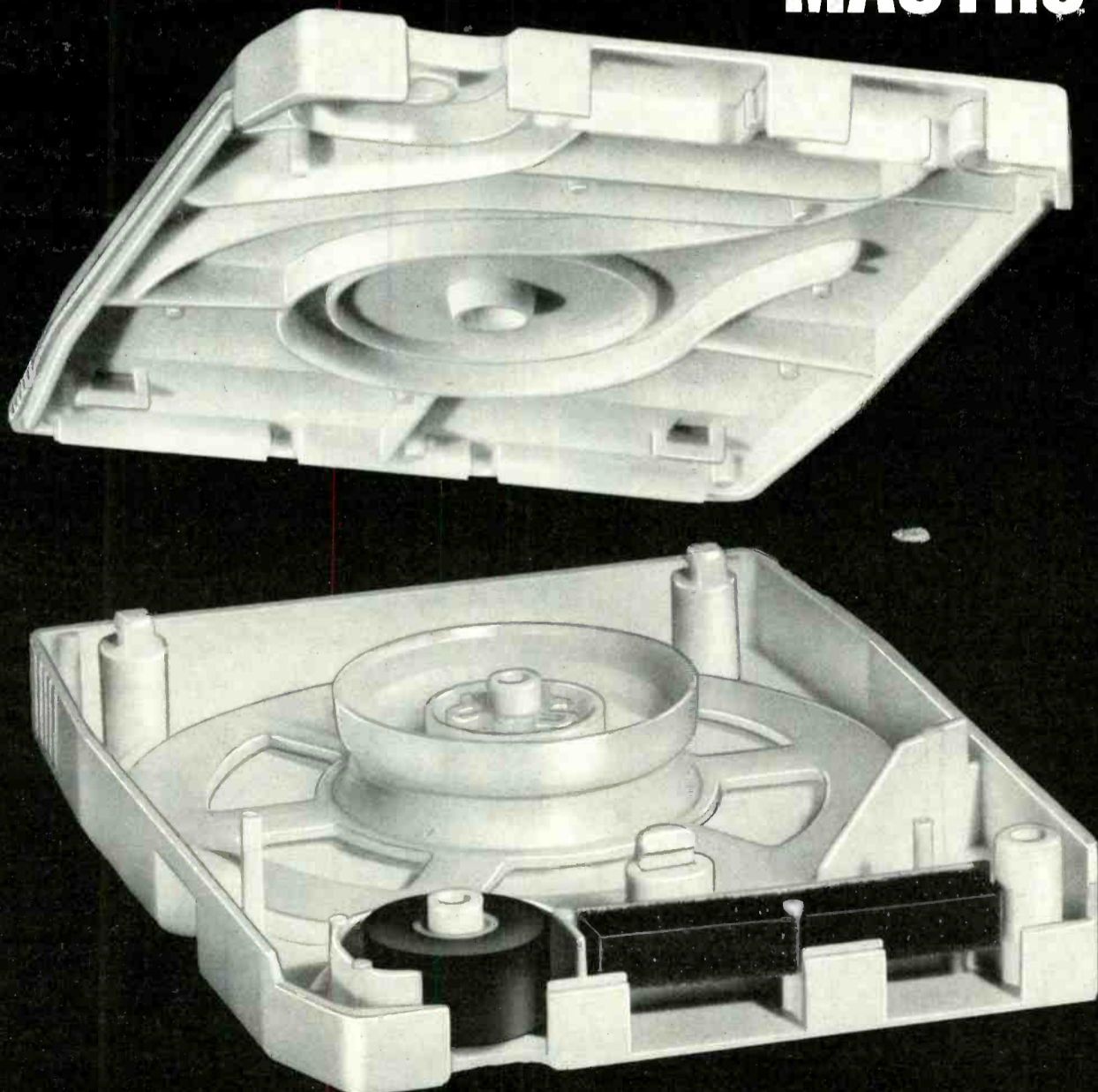
Dealers will also have the choice of either an encoded matrix demonstration tape cartridge of a discrete cartridge. Both were made for Packard Bell and run about 15 minutes.

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**SNAP-LOCKS SMOOTHLY  
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# TV Software Push —Cartrivision, Sears

• Continued from page 24

any family. You have a lot more than the entertainment aspect, you have education. The concept is absolutely solid as far as I'm concerned, both in the eyes of the retailer and the eyes of the consumer. We feel they are beginning to look at this as a home entertainment commodity just like TV, and we see every type of retailer carrying it, including the independent." Horn pointed to recent San Francisco promotion by Macy's and the Emporium to emphasize this.

## Project 3 Prepack

• Continued from page 26

reel tape or record can either be sold or used by the dealer to demonstrate his 4-channel hardware.

Project 3 has 23 different cartridges, reel-to-reel tapes and records in the quadrasonic configuration. Artists involved include Tony Mottola, Sammy Kaye, the Brass Ring featuring Phil Bodner, the Free Design, the World's Greatest Jazz Band, Urbie Green and Enoch Light.

The selections are in the discrete 4-channel format and were specifically recorded, mixed and mastered for quadrasonic. Three of the selections are available in both Sansui QS and Columbia SQ formats.

## Duplicator Role

• Continued from page 26

affording the smaller user better rates, and lower prices for duplicating on cassettes supplied by S-T.

Markim will also speak at Video Expo III, another video convention and exhibition, sponsored by Knowledge Industries Publications, and scheduled for Sept. 20-22 at the Commodore Hotel, here. His topic, "Duplication and Distribution," will be delivered on the final day of the conference.

Officials at Sears are also pleased with Cartrivision so far. "Sales have been beyond our expectations," said one official, "and software is also going very well."

"Blanks are the biggest selling piece of software at this point," added another company official. "These systems are kind of like new toys, and people are going to want to record on them the same as they did with the audio cassette when that was first introduced. I think it will continue this way, and blanks should outsell prerecorded tapes in the long run. Everyone who is buying a unit is purchasing blanks along with it, and they are buying various lengths. It's just too early to pick a trend because both the consumer and the retailer is experimenting."

"Our stores are busy building up their initial inventories now and are getting the feel of things. But once they do know what the consumer wants in blank and prerecorded, we've come up with a software delivery system which we think will be of great help."

"This is the teletype system we've installed in each store and which is connected to a main warehouse. All tapes can be purchased immediately, but the teletype will work well for the importantly out of stock material. The order is simply transmitted to the warehouse. There it is pulled, packed and put on a carrier within a matter of hours."

This official also sees Cartrivision as a mass market item eventually, and as somewhat of a mass item now. "The interest is fantastic and the whole notion is a great attention grabber. Of course, as production increases the price will go down."

Sears plans to have the same buyer do the purchasing for both the hardware and software.

The firm also broke with an ad in the Los Angeles area papers Sunday (17), announcing Sears Cartridge TV for home or business use and leaving out the price. "This was a strictly publicity type ad," an official said.

# Tape Happenings

The appointment of Terrence J. Miller to general manager, APAA Digest & Directory has been announced by David J. Dover, president, Service Corporation, Automotive Parts and Accessories Association. The APAA Digest & Directory will be published in connection with the association's fifth anniversary and the 4th annual APAA Show November 13-15 in Los Angeles. . . . James S. O'Toole, secretary and controller for Admiral Corporation, Chicago, has announced the appointment of Kurt E. Steiner as controller of Admiral's Harvard, Illinois, electronics center. Steiner was formerly controller of the National Lock Fastener Division, Keystone Consolidated Industries. . . . Cartridge Control Corporation, Atlanta, is planning to expand into 4-channel tape production, according to Bill Evans, vice president and general manager. New duplicating equipment being purchased will allow production of quadrasonic sound tape cartridges and cassettes, with first production being on CCC's own label, Contour. . . . Curtis Instruments, Inc., has announced the development of an integrator that will time almost anything that employs any electrical current flow, even if infinitely small. The Model 253 dual resistive readout integrator has no moving parts and is based on the patented Indachron mercury coulometer. After a fixed number of microampere hours, two high-low resistive elements built into the cell, reverse their impedance values, permitting control of any external circuit into which the resistors have been inserted as switches. . . . The Audio Engineering Society awarded its gold medal to Manfred R. Schroeder, professor of physics at Universitat Gottingen, Germany, and formerly of the Bell Telephone Laboratories, at the AES Awards Banquet during the 43rd Convention at the Waldorf Astoria, September 12-15. The convention drew over 60 exhibitors of professional sound equipment.

## VidExpo Taped

NEW YORK—Audio cassettes of the VidExpo '72 conference held here last month will soon be available to the buying public, according to Stephen Traiman, editor-in-chief of VidNews, and principal coordinator of the four-day event which was sponsored by Billboard Publications, Inc.

Six different cassettes will be available, ranging in prices from \$16 for those covering an entire conference session, to \$5 for the closing address by Billboard Publications president, William D. Littleford.

Subjects covered on the cassettes include the opening session and keynote address featuring such speakers as Congressman Orval Hansen, of the U.S. House of Representatives; Dr. Robert Heinrich, president, the Association for Educational Communications and Technology, Indiana University; Wallace Henry, director of communications, the Pepsi Cola Co., and Aaron Neretin, editor and publisher, Merchandising Week.

Other subjects covered include, corporate video, educational video, consumer video and in-house video.

The cassettes, prepared for Billboard Publications by Hoke Communications, Inc., cost \$85 for the six if purchased separately. However, for those persons interested in buying the entire package at once, Billboard has cut \$15 off the list price, reducing the total cost to \$70.

Orders can be sent to Steven Traiman, at Billboard Publications, New York.

# Firms in Japan Set TV Cartridge Push

By HIDEO EGUCHI

TOKYO—The Japanese television cartridge industry is surging forward on several fronts including a potential consumer push by Nippon Columbia. Nippon Columbia and its rival Japan Victor are also planning to promote TV jukeboxes.

JVC/Nivico has continued its six-month nationwide sales campaign, launched last June 21, to promote its 595,000 yen (\$1,800) model CE-700A VCR (VideoCassette Recorder) ensemble system, by way of commemorating the company's 45th anniversary.

In the latter part of August, the giant Fuji Photo Film Co. commenced nationwide sales of its 278,000 yen (\$900) model CV-500-O CVR (CineVideo Recording) player via its newly established network of about 100 "Fuji Film" Audio-Visual System stores. Initial production of the CVR player, unveiled last October and developed jointly with Ikegami Tsushinki Co., Ltd., has been set at 1,000 units per month.

Previously the same month, Nippon Columbia, a member of the Hitachi group, launched a potential consumer video hardware and software sales campaign by taking responsibility for the installation of model SV-520 1/2-inch "new color" units manufactured by Shibaden, another member of the Hitachi group, at three branches of Japan's largest commercial bank, and providing the software for the bank's customers to enjoy.

(Continued on page 42)

## Electrohome Line Futuristic

KITCHENER, Ont. — Electrohome Limited's 1972-73 line of stereo models combines futuristic styling in 40-watt to 200-watt compacts, consoles and component. All models feature turntables, automatic controls, plus provision for either 8-track or cassette tape and four-channel sound.

The 711 model has added color—blue, tangerine, plum and gold—and a junior model, 611, utilizes the same design, retailing at \$179.95.

The 40-watt model 720 compact, featuring BSR turntable, AM/FM/FM stereo and tape and satellite speaker provisions, has a slim pedestal base with a walnut and plexiglass bubble top.

The 90-watt Century console model with six speakers features brushed aluminum base and frame with plexiglass grille in a pecan finish cabinet.

Furniture consoles in early American or modern styling are also included in the new line.

## MASTRO CASSETTE GUIDE ROLLERS



- Concentricity within .005
- Double Flanged
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- No gate marks

## MASTRO CASSETTE KEY HOLE HUBS



- Keyhole holds tape securely
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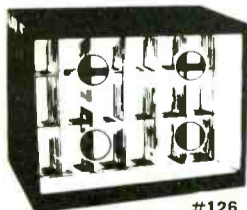


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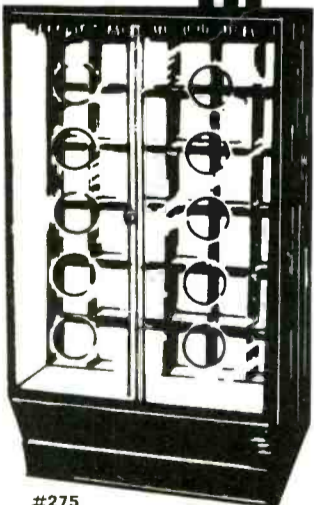
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Display units with security lock and strong plexiglass sliding doors for maximum visibility and protection. Hand holds for ease of inspection without removing tapes from rack. Rich walnut grained exterior and light beige interior. Any type of custom display cases.



#126

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HOLDS	48	108	144	126	250	550
HIGH	13	19	24	24	54	54
WIDE	19	28	32	32	30	60
DEEP	12	12	13	18	24	24
WEIGHT	11 Lbs.	46 Lbs.	52 Lbs.	55 Lbs.	110 Lbs.	160 Lbs.
PRICE	\$21.95	\$32.95	\$42.95	\$54.95	\$110.00	\$175.00

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# Classical Music

## EMI Classics Up 33%

LONDON—EMI classical product, said classics department manager John Whittle at the firm's sales conference last week, showed LP sales at year's end on June 30 as 33 percent up on the period for last year, a healthy sign for the year ahead. Whittle brought to the convention his team including deputy Douglas Pudney, Bryan Crimp, and as explaining guest, International Artists Department producer Christopher Bishop.

All outlined coming issues with sales appeal, headed by this month's first EMI complete "Ring" cycle in the historic Furtwangler recording. Whittle honored the production department's job on the booklet and libretto of the set specially mentioning Alan Gregory's work, and stressed new issues including two new Karajan issues, his complete recording of Wagner's opera "Tristan und Isolde" as a follow-up to last year's successful promotion of "The Mastersingers of Nuremberg" and starring Jon Vickers, Helga Donesch, Christa Ludwig and Walter Berry, with the Berlin Philharmonic Orchestra, due for release in November.

October's Karajan release, he said, would be a specially priced box set of the three most popular Tchaikovsky symphonies, Nos. 4, 5 and 6, also with the Berlin Philharmonic.

Douglas Pudney underlined EMI's issue policy as a straightforward appeal to new buyers of classical product. "Experience has shown us," he said, "that every year the market is increased by thousands of buyers who are new to the world of classical music, and so, as well as pursuing an adventurous policy in planning recordings, we feel that we owe something to this growing new market and we're determined to cater for it with a good deal of the best possible performances of the basic repertoire."

Bryan Crimp, in charge of the Treasury label reissues and of HMV-Melodiya releases, congratulated the sales force on their success with the new Treasury series, and gave details of the special Sadler's Wells Opera recordings on a new disk due next month. Also coming in mid-October is the first available recording of the new Shostakovich Symphony No. 15,

premiered in Moscow last January conducted by the composer's son, Maxim Shostakovich, who gives the London premiere of the work in November, conducts the recording by the Moscow Radio Orchestra.

### New Recordings

Details were also given of the coming new recordings by two of Britain's regional orchestras, the Bournemouth under its new conductor, Finnish-born Paavo Berglund and the Birmingham Orchestra under Louis Fremaux. Coming on Studio Two Promenade series is an issue to mark Berglund's first season as permanent conductor of the Bournemouth, titled "The Popular Sibelius," and containing "Finlandia," the "Valse Triste," the "Karelia Suite" and other works. Fremaux's new recording with the Birmingham Orchestra is to be of Offenbach Overtures, including the tuneful preludes to well known operettas such as "Orpheus in the Underworld," "La Belle Helene," "Gaiete Parisienne" and other works. Another mid-October release to tie in with public performances will be a box set of all the Beethoven sonatas for cello and piano, played by cellist Paul Tortelier and pianist Eric Heidsieck. Performances, on two disks, were made in Paris. Issue coincides with Tortelier's London visit to the Queen Elizabeth Hall to play the works on Oct. 15 and 16.

The father-and-son Oistrakhs team with the Berlin Philharmonic Orchestra in another October issue, a four-disk box set of all the authentic Mozart concertos for violin and orchestra, Igor Oistrakh joining his father as viola-player in the "Sinfonia Concertante" for violin and viola.

Of the thousands of requests for recordings coming to EMI from buyers, most have been for one of Schubert's "great" C Major Symphony to be done by Sir Adrian Boult. This has now been made with the London Philharmonic Orchestra. Coming from Andre Previn and the London Symphony Orchestra is a new "Belshazzar's Feast" for Sir William Walton's 70th birthday year, and in November a complete Tchaikovsky Nutcracker Ballet to secure sales from interest in the regular Christmas performances of the work.

The classical marketing team honored the international artists department men—chief Peter Andry and producers Ronald Kinloch Anderson, Suvi Raj Grubb, Christopher Bishop and David Mottley—for what they had provided to keep EMI product ahead.

## Unicorn Seeks Release of 1st Nielsen-Opera Cut

LONDON—Unicorn Records is hoping to complete arrangements soon with Danish authorities for release on the label of the first recording of Danish composer Carl Nielsen's opera "Saul and David."

The opera was performed earlier this year in Copenhagen under conductor Jascha Horenstein, and was broadcast here from that performance by BBC Radio 3. Engineer Robert Auger of Granada went to Copenhagen and secured tapes of the live performance and some from rehearsals by arrangement with the Danish Radio. Unicorn already have the tapes in

London and are at the moment having talks with the solo artists' representatives with a view to issue of the complete opera.

The company has gone ahead with the first recordings of two of the many symphonies by veteran British composer Havergal Brian, 96, this year. Works the "Symphonies Nos. 10 and 21." Performances were by the country's most famous orchestra of young musicians, the Leicester Schools Symphony Orchestra, under their musical director and conductor Eric Pinkett, recently made an OBE for his work with the players.

## Music Clubs Honors

NEW YORK — The National Federation of Music Clubs has announced the 12 winners of its 1971-72 awards for the performance and promotion of American music, honoring 12 academic institutions and conservatories for their contributions. The awards consisted

of six \$500 prizes financed by the American Society of Composers, Authors and Publishers, plus six nonmonetary awards.

In the category of privately supported colleges, universities and schools of music, Oberlin Conservatory (Ohio), the New England Conservatory, (Mass.) and Northwestern University (Ill.) each received \$500 plus an award. Honorable mention awards went to the Wittenberg University School of Music in Ohio, Mt. St. Marys (Calif.) and Chicago Musical College of Roosevelt University in Illinois.

In the second category, devoted to state of municipal colleges or universities, the \$500 prizes were won by the University of Missouri in Kansas City (Mo.), Bowling Green State University (Ohio) and the University of Iowa. Ohio University, North Texas State University and Kansas State University each received honorable mention awards.

The adjudicators were George C. Wilson, vice president and director of the National Music Camp; Thomas Williams, former head of the Knox College Music Department, and Karl Ahrendt, who is composer in residence at Ohio University School of Music.

In announcing the awards, Eusebia Bunkins, chairman of the American Music Department of the National Federation of Music Clubs, noted that, "we greatly appreciate the time and energy expended without remuneration by the judges and the generosity of ASCAP in providing the monetary awards. It is interesting to note that most of the recipients put the funds immediately to use in the promotion of more and better American Music programs in their respective schools."

## Mathis, Denver Unit in Date

DENVER—Johnny Mathis, Columbia Records artist, will perform with the Denver Symphony Orchestra Sunday, Oct. 1 at 8:00 p.m., in Currihan Exhibition Hall as part of the pops festivities during the opening week of the 1972-73 season.

The orchestra, under the direction of Allan Miller, associate conductor of the orchestra, will open the program with popular orchestral pieces. Mathis, singing with the orchestra, will perform for the remainder of the concert.

The program includes such Mathis hits as "Morning of My Life," "The First Time Ever I Saw Your Face," "To the Ends of the Earth" and "Misty." Mathis' "Johnny's Greatest Hits" won a special award from Billboard magazine for being the only album to remain in the "Top 100" for over eight consecutive years.

Other events of the opening week are Aaron Copland opening the regular subscription series Monday (25) at 7:30 p.m. and Tuesday (26) at 8:00 p.m. in the Auditorium Theatre and "Heritage" bringing an electronic sound to the Orchestra Wednesday (27) at 8:00 p.m. in the Auditorium Theatre.

# TOP 40 Easy Listening

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

THIS WEEK	Wks. Ago			TITLE—Artist, Label & Number (Dist. Label) (Pub., Lic.)	Weeks On Chart
	1	2	3		
1	1	3	5	BABY DON'T GET HOOKED ON ME Mac Davis, Columbia 4-45618 (Screen Gems-Columbia, BMI)	14
2	10	27	32	BLACK & WHITE Three Dog Night, Dunhill 4317 (Templeton, ASCAP)	6
3	5	5	7	PLAY ME Neil Diamond, Uni 55346 (MCA) (Prophet, ASCAP)	7
4	4	4	4	POPCORN Hot Butter, Musicor 1458 (Bourne, ASCAP)	13
5	6	11	13	GARDEN PARTY Rick Nelson, Decca 32980 (MCA) (Matragun, BMI)	7
6	7	7	8	BEAUTIFUL SUNDAY Daniel Boone, Mercury 73281 (Page Full of Hits, ASCAP)	9
7	9	10	10	CITY OF NEW ORLEANS Arlo Guthrie, Reprise 1103 (Kama Ripa/Turnpike Tom, ASCAP)	7
8	8	6	6	RUN TO ME Bee Gees, Atco 6896 (WB, ASCAP/Casserole, BMI)	8
9	2	1	2	GUUITAR MAN Bread, Elektra 45803 (Screen Gems-Columbia, BMI)	9
10	11	15	20	IF YOU LEAVE ME TONIGHT I'LL CRY Jerry Wallace, Decca 32989 (MCA) (Leeds, ASCAP)	7
11	3	2	3	GOODBYE TO LOVE Carpenters, A&M 1367 (Almo/Hammer & Nails, ASCAP)	10
12	13	13	19	SATURDAY IN THE PARK Chicago, Columbia 4-45657 (Big Elk, ASCAP)	6
13	16	20	25	WE CAN MAKE IT TOGETHER Steve & Eydie, MGM 14383 (Kolob, BMI)	5
14	17	18	18	I BELIEVE IN MUSIC Gallery, Sussex 239 (Buddah) (Screen Gems-Columbia/Songpainter, BMI)	6
15	19	26	29	BEN Michael Jackson, Motown 1207 (Jobete, ASCAP)	4
16	22	29	—	IF I COULD REACH YOU 5th Dimension, Bell 45-261 (Hello There!, ASCAP)	3
17	18	22	22	I'LL NEVER PASS THIS WAY AGAIN Glen Campbell, Capitol 3411 (Vegas Music Int'l., BMI)	5
18	21	28	31	HONKY CAT Elton John, Uni 55343 (MCA) (James, BMI)	5
19	24	24	27	IT'S A MATTER OF TIME/BURNING LOVE Elvis Presley, RCA 74-0769 (Gladys, ASCAP/Combine, BMI)	5
20	23	30	33	SPEAK TO THE SKY Rick Springfield, Capitol 3340 (Binder/Porter, ASCAP)	4
21	12	8	1	ALONE AGAIN (Naturally) Gilbert O'Sullivan, MAM 3619 (London) (MAM, ASCAP)	16
22	25	32	—	I CAN SEE CLEARLY NOW Johnny Nash, Epic 45-10902 (CBS) (Cayman, ASCAP)	3
23	14	9	9	YOU DON'T MESS AROUND WITH JIM Jim Croce, ABC 11328 (Blendingwell/Wingate, ASCAP)	10
24	26	34	36	GOODTIME CHARLIE'S GOT THE BLUES Danny O'Keefe, Signpost 70006 (Atlantic) (Cotillion/Road Canon, BMI)	4
25	27	—	—	DON'T HIDE YOUR LOVE Cher, Kapp 2184 (MCA) (Kirshner/ATV, BMI)	2
26	15	12	12	IN TIME Engelbert Humperdinck, Parrot 40071 (London) (C.A.M./U.S.A., ASCAP)	8
27	28	—	—	FOR EMILY, WHENEVER I MAY FIND HER Simon & Garfunkel, Columbia 4-45663 (Charing Cross, BMI)	2
28	33	36	—	USE ME Bill Withers, Sussex 556 (Buddah) (Interior, BMI)	3
29	30	—	—	I'LL MAKE YOU MUSIC Beverly Bremers, Scepter 12363 (Dramatis, BMI)	2
30	31	—	—	WITH PEN IN HAND Bobby Goldsboro, United Artists 50938 (Detail, BMI)	2
31	32	35	—	ONE MORE CHANCE Ocean, Kama Sutra 556 (Buddah) (Cookaway, BMI)	3
32	34	—	—	APRES TOI (Come What May) Paul Mauriat, Verve 10682 (MGM) (Intersong U.S.A./Chappell, ASCAP)	2
33	36	—	—	EVERYBODY PLAYS THE FOOL Main Ingredient, RCA 74-0731 (Giant Enterprise, BMI)	2
34	—	—	—	CAN'T YOU HEAR THE SONG Wayne Newton, Chelsea 78-0105 (RCA) (James, BMI)	1
35	35	37	37	I'VE GOT TO HAVE YOU Sammi Smith, Mega 615-0079 (Buckhorn, BMI)	5
36	—	—	—	DON'T EVER BE LONELY (A Poor Little Fool Like Me) Cornelius Brothers & Sister Rose, United Artists 50954 (Unart/Stage Door, BMI)	1
37	37	—	—	RIVER Universal Jones, Verve 10677 (MGM) (Lonport, BMI)	2
38	—	—	—	I AM WOMAN Helen Reddy, Capitol 3350 (Buggerlugs, BMI)	8
39	—	—	—	WHY Donny Osmond, MGM 14424 (Debmar, ASCAP)	1
40	—	—	—	LOVING YOU JUST CROSSED MY MIND Sam Neely, Capitol 3381 (Seven Iron, BMI)	1

Billboard SPECIAL SURVEY For Week Ending 9/23/72



STAX DELIVERS ROCK 'N ROLL —from ARDENT RECORDS, a newly formed, independent label.  
BIG STAR'S single "WHEN MY BABY'S BESIDE ME" (ADA 2902) is from the album "#1 RECORD" (ADS-2803).





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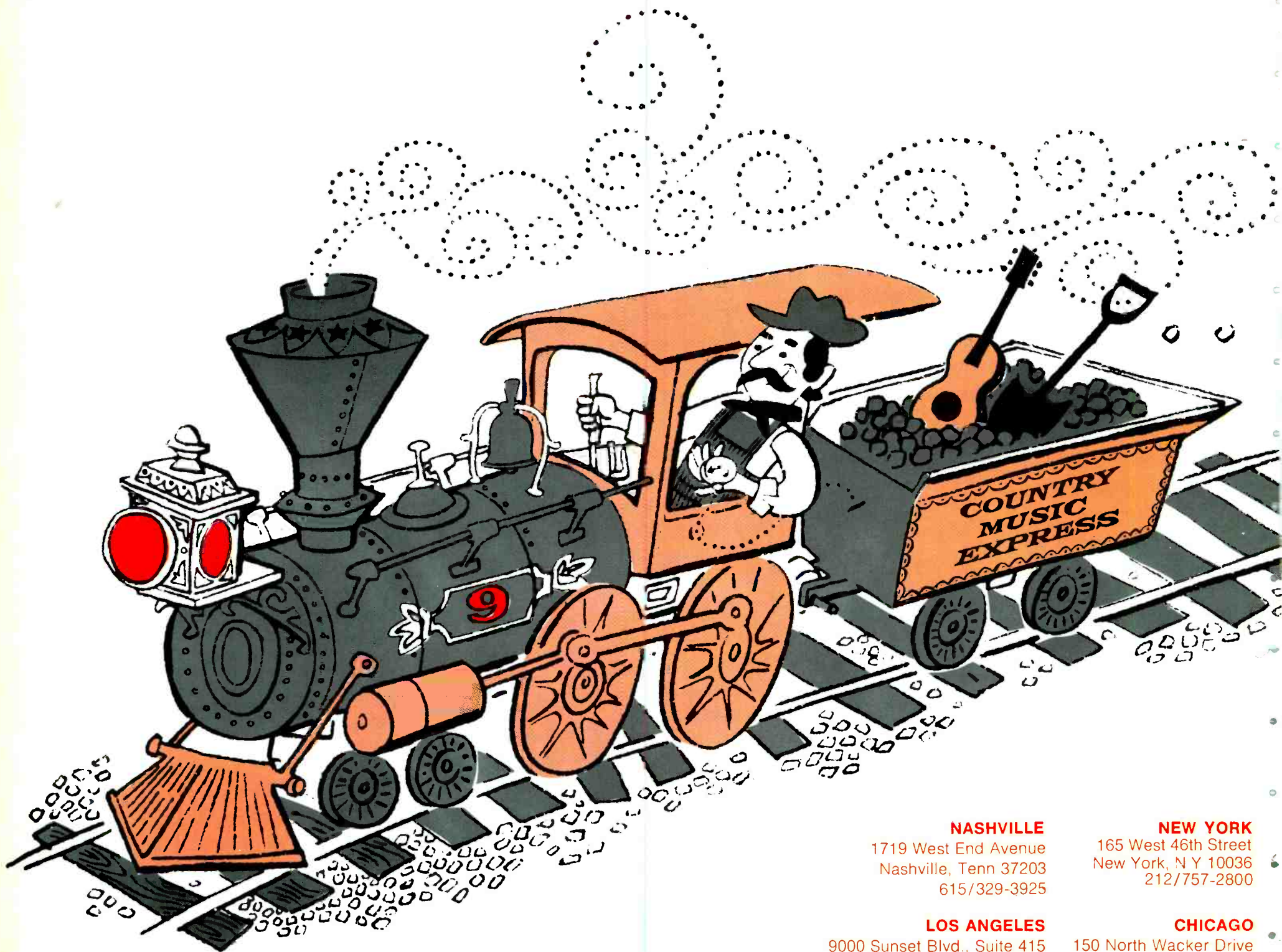
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# Hot Country LP's

Billboard SPECIAL SURVEY  
For Week Ending 9/23/72

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

This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart
1	1	A SUNSHINY DAY WITH Charley Pride, RCA LSP 4742	6
2	3	HAPPIEST GIRL IN THE WHOLE U.S.A. Donna Fargo, Dot DOS 2600 (Famous)	11
3	4	LONESOMEST LONESOME Ray Price, Columbia KCP 31546	8
4	2	TO GET TO YOU Jerry Wallace, Decca DL 7-5349 (MCA)	13
5	7	LISTEN TO A COUNTRY SONG Lynn Anderson, Columbia KC 31647	5
6	5	BLESS YOUR HEART Freddie Hart, Capitol ST 11073	13
7	6	ELEVEN ROSES Hank Williams, Jr., MGM SE 4843	9
8	12	AMERICA: A 200 YEAR SALUTE IN STORY AND SONG 4 Johnny Cash, Columbia KC 31645	4
9	9	BEST OF JERRY REED RCA LSP 4729	13
10	14	ME AND THE FIRST LADY George Jones & Tammy Wynette, Epic KE 31554 (CBS)	6
11	10	ROY CLARK COUNTRY! Dot DOS 25997 (Famous)	9
12	8	BEST OF CHARLEY PRIDE, VOL. 2 RCA LSP 4682	27
13	19	WHEN THE SNOW IS ON THE ROSES Sonny James, Columbia KC 31646	4
14	13	REAL McCoy Charlie McCoy, Monument Z 31329 (CBS)	26
15	11	GOD BLESS AMERICA AGAIN Loretta Lynn, Decca DL7-5351 (MCA)	13
16	15	BEST OF BUCK OWENS & SUSAN RAYE Capitol ST 11048	7
17	17	ASHES OF LOVE Dickie Lee, RCA LSP 4715	14
18	16	GREATEST HITS, VOL. 1 Conway Twitty, Decca DL 7-5352 (MCA)	12
19	23	MISSING YOU Jim Reeves, RCA LSP 4749	3
20	25	ALL TIME GREATEST HITS Ray Price, Columbia G 31364	3
21	21	CRY Lynn Anderson, Columbia KC 31316	25
22	28	WOMAN (Sensuous Woman) Don Gibson, Hickory LPS 166	4
23	20	SINGS THIS LITTLE GIRL OF MINE Faron Young, Mercury SR 61364	6
24	22	ELVIS LIVE AT MADISON SQUARE GARDEN Elvis Presley, RCA LSP 4776	9
25	38	THE STORYTELLER Tom T. Hall, Mercury SR 61368	2
26	18	"IF IT AIN'T LOVE" AND OTHER GREAT DALLAS FRAZIER SONGS Connie Smith, RCA LSP 4748	11
27	33	COUNTRY MUSIC THEN AND NOW Statler Brothers, Mercury SR 61367	3
28	24	CAB DRIVER Hank Thompson, Dot DOS 25996 (Famous)	10
29	31	THERE'S A PARTY GOIN' ON Jody Miller, Epic KE 31706 (CBS)	4
30	27	A THING CALLED LOVE Johnny Cash, Columbia KC 31332	22
31	32	FOR THE GOOD TIMES Ray Price, Columbia C 30105	108
32	—	I CAN'T STOP LOVING YOU/(Lost Her Love) ON OUR LAST DATE Conway Twitty, Decca DL 7-5361 (MCA)	1
33	26	THAT'S WHY I LOVE YOU LIKE I DO Sonny James, Capitol ST 11076	16
34	34	HANK WILLIAMS, JR.'S GREATEST HITS, VOL. 2 MGM SE 4822	17
35	29	BUCK OWENS: LIVE AT THE NUGGET Capitol SMAS 11039	20
36	—	JERRY REED RCA LSP 4750	1
37	30	THE KEY'S IN THE MAILBOX Tony Booth, Capitol ST 11076	12
38	37	THE BEST OF JOHNNY BUSH Million 1001	8
39	—	PICKS ON THE HITS Chet Atkins, RCA LSP 4754	1
40	39	SOMEONE TO GIVE MY LOVE TO Johnny Paycheck, Epic KE 31449 (CBS)	16
41	44	HERE & NOW Dorsey Burnette, Capitol ST 11094	2
42	—	ALL TIME GREATEST HITS Marty Robbins, Columbia K6-6A-6T 31361	1
43	42	BEDTIME STORY Tammy Wynette, Epic KE 31285 (CBS)	25
44	40	THE "KILLER" ROCKS ON Jerry Lee Lewis, Mercury SRM 1-637	22
45	35	GEORGE JONES Epic KE 31321 (CBS)	18

# Country Music

## Country Gentlemen In Bluegrass Sweep

CAMP SPRINGS, N.C.—The Country Gentlemen of Washington, D.C., won the bulk of awards at the 1972 Blue Grass Music gathering here.

The second annual presentation was sponsored by Muleskinner News, a leading bluegrass consumer journal. Winners in 19 categories were determined by fans who attended Blue Grass Festivals through the U.S. this summer.

The Country Gentlemen won the Band of the Year category, and individually swept several awards. Charlie Walker was named Best Blue Grass Singer; Bill Emerson was selected Best Banjo Player, and Bill Yates was Best Bass Player. The group also was cited as "Best Vocal Group." Their "Ballad of the Rebel Soldier" was named Song of the Year. In their sweep, their Rebel album, "The Award-Winning Country Gentlemen" was named Album of the Year.

The "father" of Blue Grass Music, Bill Monroe, who originated the style in 1939, was voted Best Mandolin Player. Kenny Baker, a member of Monroe's group, was selected Best Fiddler. Best Guitar player went to blind Doc Watson, who recently signed with Poppy Records. Macv Wiseman of RCA was selected Entertainer of the Year.

Most Promising Band was given to the New Grass Revival of Louisville, who record for Starday-King. Sam Bush and Ebo Walker of that group were named Most Promising Mandolin Player and

Most Promising Bass Player. The II Generation of Nashville was named Most Promising Vocal Group. Wendy Thatcher, the first featured female vocalist in Bluegrass music, was named Most Promising Singer. Keith Whitley and Rick Skaggs, natives of Kentucky, were named Most Promising Guitar Player and Most Promising Fiddler. Raymond McClain of Berea, Ky., a 17 year old who plays with two groups, was named Most Promising Banjo Player.

Winners in all categories were presented with plaques. Duplicates of each award are being preserved for display in the proposed Blue Grass Hall of Fame to be built at this site.

## Mercury in Big Promo Drive for Tom T. Hall

NASHVILLE—Release of two new LP's and a strong promotional push highlight "Tom T. Hall" month in September by Mercury Records.

Frank Mull, national country promotion and sales manager, said the promotional package includes a cover book, a mini book, a plan book, poster-mailers, stickers, and support material for advertising, merchandising, publicity and promotion.

A press kit was assembled to promote Hall, his albums and tapes. The effort originated out of the Chicago offices of George Balos, merchandising manager.

## Martin Forms Midwest Label

MUSCATINE, Ia.—Ken Martin, ASCAP writer here, has formed Delphi Records, a Midwest label that will specialize in country and gospel releases.

On his production schedule is a release to be distributed through Souvenir Shops and Souvenir Distributors in the West and Southwest. The tune, titled "Apache Tears" will coincide with the well-known souvenir item in Indian shops and other outlets in the Southwest.

Gordon Wilson also has been signed to the label.

Both sides of the initial release will be published through De Grande Music, an arm of M.L.H. Enterprises of Amboy, Ill.

Hall's albums are "Tom T. Hall . . . The Storyteller" and "Tom T. Hall's Greatest Hits." Hall said he plans to include one song in each new album by a deserving new writer. In his "Storyteller" LP he includes one by Billy Joe Shaver.

A member of Hall's band, Johnny Rodriguez, has signed a recording contract with Mercury and currently is cutting his first session. Another band member, Glenn Ray, has co-written a song with Jeremiah Stone, released on Decca by LeRoy Van Dyke.

At least one song written by Hall has been on Billboard's charts every week for more than eight years running.

## Nashville Scene

By BILL WILLIAMS

Country music's newest youngster is a 13-year-old from Philadelphia, Mississippi, named Marty Stewart. Now touring with Lester Flatt, the boy plays all stringed-instruments, and sings Bluegrass style. He's even great at harmony. A good-looking youngster with incredible potential. . . . Judy Bryte, an Acuff-Rose writer, also shows fantastic potential as a singer. She made her second "Opry" appearance last week, and was a crowd-pleaser. Singing her own material, she is an obvious winner.

Jeanie Pruett, who has written all of her songs for other publishers over the years, has formed her own publishing company, utilizing her own name. She claims she can write more freely now that she is no longer bound by contract. Most of her early songs were for Marty Robbins, the latter ones for Moss-Rose. . . . Joe Heathcock hosted the "Ralph Emery" TV show last week, and had all traditional country singers as guests. There wasn't a modern among them. . . . Hank Williams Junior, who will become a father in December, has ended his estrangement with his mother, Audrey Williams, and now spends considerable time with her, which has improved her health, her disposition, and everything else. Audrey is very fond of her new daughter-in-law.

The writer of the new Claude King song on Columbia—James Bell—is in prison in Corpus Christi, facing 21 years for counterfeiting. He'll continue to write while in prison. He's currently working on a song called "Candy Bars and Loneliness." A candy bar is the only thing he can buy with prison script. . . . Tom and Janice LeGarde, he of the LeGarde Twins, are parents of a baby boy named Faron Cale LeGarde. The young-

ster was named for Faron Young, who once befriended the former Australians. . . . Columbia is so enthused about Sandy Posey's new release that it will be served both pop and country, both in the United States and in England. . . . Dottie O'Brien, who opened up many clubs for country music while operating her own agency, has returned to Nashville to manage the Interstate Talent Agency. She thus will work with Ronnie Dove, Johnny Tillotson and many others.

Dick O'Leary of CRS Records  
(Continued on page 38)

### TWO HOT SINGLES ON KAJAC RECORDS

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by Shirley Ramus

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"As Time Goes On"

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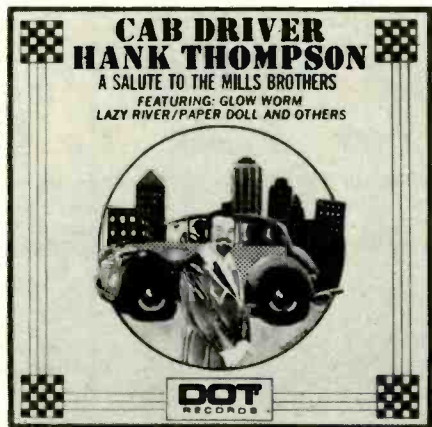


RECORDS

HERE TODAY &

HERE TO STAY

# A world-famous worm just popped out of Hank's hit album.



"Glow Worm" is the song that sold millions for the Mills Brothers in the 50's. After a nice snooze, the worm has reappeared, shining brighter than ever. "Glow Worm" is Hank Thompson's latest single, from the smash hit album, "Cab Driver. A Salute To The Mills Brothers". It's a combination that's shot "Cab Driver" right to the top of the country charts. And "Glow Worm" can only mean that Hank Thompson is spinning another hit.

## THE SINGLE "Glow Worm"

DOA-17430  
b/w "You're Nobody 'til Somebody Loves You"

## THE ALBUM "Cab Driver"

DOA-25996



Distributed by Famous Music Corporation  
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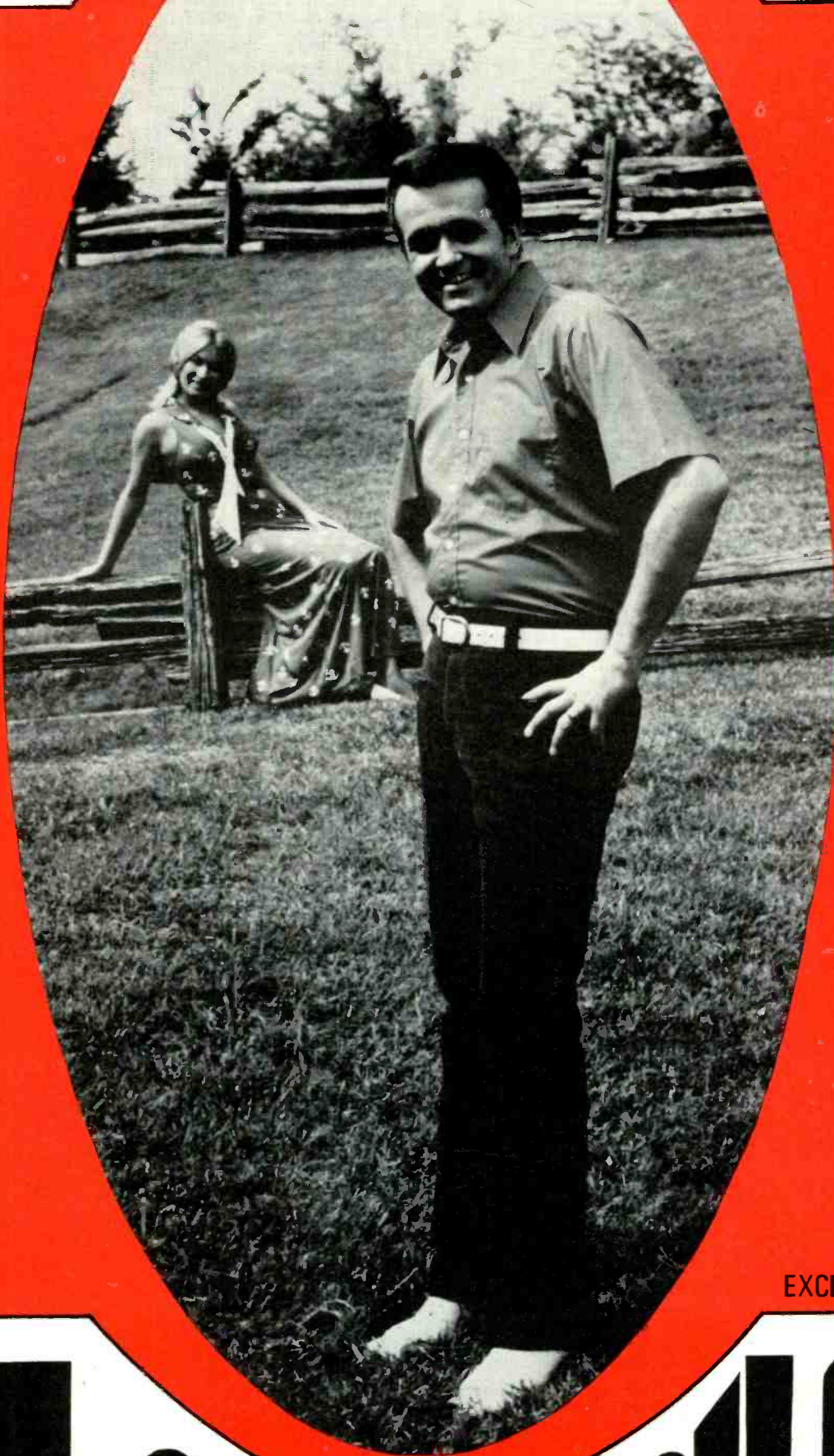
# Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 9/23/72

★ STAR Performer—Singles 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	4	I CAN'T STOP LOVING YOU Conway Twitty, Decca 32988 (MCA) (Acuff-Rose, BMI)	9	39	40	SMILE SOMEBODY LOVES YOU Linda Gail Lewis, Mercury 49814 (Full Swing, ASCAP)	6
2	2	IF YOU LEAVE ME TONIGHT I'LL CRY 10 Jerry Wallace, Decca 32989 (MCA) (Leeds, ASCAP)	10	40	41	I THINK THEY CALL IT LOVE Don Gibson & Sue Thompson, Hickory 1646 (Acuff-Rose, BMI)	7
3	7	I AIN'T NEVER Mel Tillis & the Statesiders, MGM 14418 (Cedarwood, BMI)	7	41	48	TAKE IT ON HOME Charlie Rich, Epic 5-10867 (CBS) (House of Gold, BMI)	5
4	1	WHEN THE SNOW IS ON THE ROSES 10 Sonny James, Columbia 4-45644 (Miller/AMRA, ASCAP)	10	42	29	A WHOLE LOT OF SOMETHING Tony Booth, Capitol 3356 (Blue Book, BMI)	12
5	3	HERE I AM AGAIN Loretta Lynn, Decca 32974 (MCA) (Evil Eye, BMI)	12	43	43	NORTH CAROLINA Dallas Frazier, RCA 74-0748 (Blue Crest/Hill & Range, BMI)	9
6	8	THIS LITTLE GIRL OF MINE Faron Young, Mercury 73308 (Dixie Jane/Court of Kings, BMI)	10	44	38	GOODBYE David Rogers, Columbia 4-45642 (Pix Russ, ASCAP)	8
7	6	THE CEREMONY Tammy Wynette & George Jones, Epic 5-10881 (CBS) (Algee, BMI)	12	45	50	TRACES Sonny James, Capitol 3398 (Low-Sal, BMI)	4
8	5	I'M GONNA KNOCK AT YOUR DOOR Billy "Crash" Craddock, Cartwheel 216 (Anne- Rachel, ASCAP)	13	46	57	MY MAN Tammy Wynette, Epic 5-10909 (CBS) (Algee, BMI)	2
9	11	ONEY Johnny Cash, Columbia 4-45660 (House of Cash, BMI)	5	47	53	LONELY WOMEN MAKE GOOD LOVERS Bob Luman, Epic 5-10905 (CBS) (Young World, BMI)	4
10	12	IF IT AIN'T LOVE (Let's Leave It Alone) Connie Smith, RCA 74-0752 (Blue Crest, BMI)	8	48	49	CLAUDETTE Compton Brothers, Dot 17427 (Famous) (Acuff-Rose, BMI)	5
11	9	IF YOU TOUCH ME (You've Got To Love Me) Joe Stampley, Dot 17421 (Famous) (Algee/ Gallico, BMI)	15	49	59	A PERFECT MATCH David Houston & Barbara Mandrell, Epic 5-10908 (CBS) (Flagship, BMI)	2
12	13	MISSING YOU Jim Reeves, RCA 74-0744 (Valley, BMI)	9	50	60	SEA OF HEARTBREAK Kenny Price, RCA 74-0781 (Shapiro, Bernstein & Co., ASCAP)	2
13	14	LOOKING BACK TO SEE Buck Owens & Susan Raye, Capitol 3368 (Dandelion, BMI)	11	51	51	JUST LIKE WALKIN' IN THE SUNSHINE Jean Shepard, Capitol 3395 (Central Songs, BMI)	6
14	20	FUNNY FACE Donna Fargo, Dot 17429 (Famous) (Prima Donna, BMI)	4	52	55	I JUST COULDN'T LET HER WALK AWAY Dorsey Burnette, Capitol 3404 (Glenwood, ASCAP/Central Songs, BMI)	4
15	15	WHISKEY RIVER Johnny Bush, RCA 74-0745 (Nelson, BMI)	10	53	27	THE MONKEY THAT BECAME PRESIDENT Tom T. Hall, Mercury 73297 (Hallnote, BMI)	12
16	17	YOU'VE GOT TO CRY GIRL Dave Dudley, Mercury 73309 (Six Days, BMI)	10	54	54	IF THIS IS GOODBYE Carl Smith, Columbia 4-45648 (Sea View, BMI)	8
17	18	A WORLD WITHOUT MUSIC Porter Wagoner, RCA 74-0753 (Owepar, BMI)	8	55	56	I'LL NEVER PASS THIS WAY AGAIN Glen Campbell, Capitol 3411 (Vegas, BMI)	5
18	10	WOMAN (Sensuous Woman) Don Gibson, Hickory 1638 (Accoustics, BMI)	16	56	61	I'VE GOT A WOMAN'S LOVE Marty Robbins, Columbia 4-45668 (Rose, BMI)	3
19	25	THE CLASS OF '57 Stattler Brothers, Mercury 73315 (House of Cash, BMI)	6	57	58	RINGS FOR SALE Roger Miller, Mercury 73321 (Tree, BMI)	3
20	21	WASHDAY BLUES Dolly Parton, RCA 74-0747 (Owepar, BMI)	7	58	71	PRIDE'S NOT HARD TO SWALLOW Hank Williams, Jr., MGM 14421 (Passekey, BMI)	2
21	30	IT'S NOT LOVE (But It's Not Bad) Merle Haggard, Capitol 3419 (Tree, BMI)	4	59	73	YOU AIN'T GONNA HAVE OLD BUCK TO KICK AROUND ANYMORE Buck Owens & the Buckaroos, Capitol 3429 (Blue Book, BMI)	2
22	22	ALABAMA WILD MAN Jerry Reed, RCA 74-0738 (Vector, BMI)	11	60	65	IT'S A MATTER OF TIME Elvis Presley, RCA 74-0769 (Gladys, ASCAP)	3
23	16	BLESS YOUR HEART Freddie Hart, Capitol 3353 (Buckhorn, BMI)	14	61	63	YOU BABE Lefty Frizzell, Columbia 4-45652 (Blue Crest, BMI)	7
24	19	I'VE GOT TO HAVE YOU Sammi Smith, Mega 615-0079 (Buckhorn, BMI)	15	62	64	HOW COULD YOU BE ANYTHING BUT LOVE Ferlin Husky, Capitol 3415 (Blue Crest/Hill & Range, BMI)	3
25	26	UNEXPECTED GOODBYE Glen Barber, Hickory 1645 (Acuff-Rose, BMI)	8	63	68	TRAVELIN' LIGHT George Hamilton IV, RCA 74-0776 (Accoustic, BMI)	3
26	33	THE LAWRENCE WELK—HEE HAW COUNTER-REVOLUTION POLKA Roy Clark, Dot 17426 (Famous) (Happy-Go-Lucky, ASCAP)	6	64	66	FOR MY BABY Cal Smith, Decca 33003 (MCA) (Eden, BMI)	2
27	32	WHAT IN THE WORLD HAS GONE WRONG WITH OUR LOVE Jack Greene & Jeannie Seely, Decca 32991 (MCA) (Tree, BMI)	7	65	70	GARDEN PARTY Rick Nelson, Decca 32980 (MCA) (Matragun, BMI)	2
28	24	THAT CERTAIN ONE Tommy Cash, Epic 5-10885 (CBS) (House of Cash, BMI)	11	66	69	TAKE IT EASY Billy Mize, United Artists 50945 (Benchmark, ASCAP)	4
29	35	DON'T PAY THE RANSOM Naf Stuckey, RCA 74-0761 (Cedarwood, BMI)	6	67	67	LUCIUS GRINDER Ray Sanders, United Artists 50933 (Danor, BMI)	3
30	23	I'M SO LONESOME I COULD CRY Charlie McCoy, Monument 8546 (CBS) (Rose, BMI)	12	68	—	THIS MUCH A MAN Marty Robbins, Decca 33306 (MCA) (Marisposa, BMI)	1
31	36	LAST TIME I CALLED SOMEBODY DARLIN' Roy Drusky, Mercury 73314 (Blue Crest, BMI)	7	69	—	THINGS Buddy Alan, Capitol 3427 (Alley Street/ Venture, ASCAP)	1
32	42	SYLVIA'S MOTHER Bobby Bare, Mercury 73317 (Evil Eye, BMI)	5	70	—	GLOW WORM Hank Thompson, Dot 17430 (Famous) (Marks, BMI)	1
33	34	IT MEANT NOTHING TO ME Diana Trask, Dot 17424 (Famous) (Green Apple/Sunbeam, BMI)	11	71	72	WHAT EVERY WOMAN WANTS TO HEAR Claude Gray, Million 18 (Vanjo, BMI)	4
34	39	TOGETHER ALWAYS Porter Wagoner & Dolly Parton, RCA 74-0773 (Owepar, BMI)	4	72	74	NOTHING CAN STOP MY LOVING YOU 3 Patsey Sledge, Mega 615-0085 (Fort Knox, BMI)	4
35	28	AIN'T IT ALL WORTH LIVING Tompall & the Glaser Brothers, MGM 14390 (Milene, ASCAP)	15	73	75	BOWLING GREEN Hank Capps, Capitol 3416 (Bowling Green, BMI)	2
36	52	DON'T SHE LOOK GOOD Bill Anderson, Decca 33002 (MCA) (Passekey, BMI)	3	74	—	LEAVIN' ON YOUR MIND Bobbie Roy, Capitol 3428 (Cedarwood, BMI)	1
37	37	NEVER BEEN TO SPAIN Ronnie Sessions, MGM 14394 (Lady Jane, BMI)	8	75	—	HEAVEN IS MY WOMAN'S LOVE Tommy Overstreet, Dot 17428 (Famous) (Famous/Ironside, ASCAP)	1
38	46	BABY DON'T GET HOOKED ON ME Mac Davis, Columbia 4-45618 (Screen Gems- Columbia, BMI)	5				

# BILL ANDERSON



WRITTEN BY:  
JERRY CHESNUT  
PASSKEY  
806 16th AVE. S.  
NASHVILLE, TENN. 37203

DECCA 33002  
EXCLUSIVELY ON DECCA RECORDS

# DON'T SHE LOOK GOOD

# Nashville Scene

• Continued from page 35

has done a take-off on "The Godfather" with his recording of "The Godmother," paralleling the power of a wife over her home and husband. On the flip side is a country Italian Waltz. . . . **Linda Plowman** has her first release on Epic, and it's written by two of the best: **Ben Peters** and **Glen Sutton**. Ben has been back in the hospital getting surgical repair for his recent surgery. . . . **The Cates Sisters**, now

appearing regularly with **Jim Ed Brown**, are about to have their first release on Decca. . . . **The Four Guys**, who did three shows daily at Opryland this summer and four shows at the "Opry," played to nearly 300,000 people in that period.

**Tony Douglas** has formed his own record company and publishing firm in Athens, Texas. Both are called **Cochise**. . . . Within four days, **Mayf Nutter's** schedule took

him to six cities in five states, and he still took time to go to the Columbia wardrobe department in Hollywood to be fitted for a role in a new movie. . . . **Gene Smith's** wife has presented him with a new daughter, promptly named **Tammy Lynn**, for two of the brightest female names in country music. . . . **The Gross Brothers** of Rising Sun, Ind., appeared at King's Island in Cincinnati. They not only performed at the camp grounds and drew record crowds, but had their first experience at camping out.

**Archie Campbell** will headline a show for the southeastern conference of the American Women in Radio and Television. . . . Now that the first **Loretta Lynn** television special, sponsored by the Independent Grocers of America, has been aired, three more are set to follow. . . . **Dave Dudley** is back from his Double-D Lodge complex at Dudleyville, Wis., near the Minnesota border. He appears there once a year, and always draws record crowds. . . . **Del McCoury**, a new bluegrass singer for Rounder Records, had his apprenticeship with **Bill Monroe**, as did almost every bluegrass performer of note in America.

**Biff Collie** has returned from the UA national sales meeting, and is pushing the new **Billy Mize** recording, and that of **Biff's** alter-ego, **Billy Bow Bowman** and the **Beaumont Bag and Burlap Company**. His 77-year-old father, **J.G. Collie** of San Antonio, is recovering from an auto accident. . . . **Midstream Promotions** of East Brunswick, N.J., is now representing **Del McCoury** and **Frank Wakefield**, both of whom record for Rounder Records. . . . **Fabor Robison**, president of Fabor Records, has returned to the mainland from his home in Waikiki. The label has just signed **Jay Gardner**. . . . **Del Reeves** and **Tommy Cash** have done TV commercials for Pepsi-Cola, while **Del** also has done some for Marlboro. **Jerry Clower** is booked solidly for the balance of the year.

## Songwriter Adds Public Service

NASHVILLE—Composer-singer **Jack Moran**, who has just concluded his contract with **Athena Records**, has written and recorded a series of public service spots which deal with employment of the handicapped.

**Moran**, who wrote "Skip a Rope" for **Henson Cargill** and "I Love You Dear" for **Eddy Arnold**, among others, has written a tune called "Give Me a Chance" specifically for this radio drive. He was assisted by **Joel Gray**, information representative of the Governor's Committee on Employment of the Handicapped.

Donating their time, talents and recording facilities for the effort were **Ricci Mareno**, president of **Ricci Mareno Enterprises**; **Bobby Fischer**, general manager of **Terrace Music**; and **John Dotson**, executive production director.

## Country Singer Clark In Sophisticated Setting

DALLAS—Dot artist **Roy Clark** opened here last week for a nine-day run, the second country artist ever to appear at the Dallas Fairmont Hotel's Venetian Room.

Preceding him was **Roger Miller** in the fall of 1970.

(**Jimmy Dean** also appeared there this summer, but **Betty Hollway**, director of public relations, said "he prefers not to be billed as a country artist.")

For the room that seats up to 425, **Clark** commanded a \$10 cover charge, with dinner running from \$7.50 to \$14.50 per person. **Clark** was voted top comedian in 1970 by the Country Music Association, and also has been cited by the Academy of Country and Western Music.

## Rebel Makes Joy Purchase

MT. RANIER, Md.—**Rebel Recording Co.** here has purchased the **Joy Records** label, whose catalog includes the last live recordings of the **Stanley Brothers**, prior to the death of **Carter Stanley**.

**Rebel** also announced the signing of two more groups to its roster, **The Pony Express** of Memphis, and **Roy McMillan** and the **High Country Boys**, from Greensboro and Winston-Salem, N.C.

**Ralph Stanley** and the **Clinch Mountain Boys** have just recorded their fourth **Rebel LP**.

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"JOHNNY B. GOOD"—Larry Lake—(Oweman)  
"VALLEY OF SORROW"—B.J. Johnson—(River City)  
"I'M FAR FROM OVER YOU"—Brad Miller—(Michelle)  
"WOMAN"—Dave Waldroop—(Rosewood)  
"NOW IS LOVE"—Otis G. Johnson—(Manfield)  
"LET IT BE NOW"—Jeannie Gold—(Zonk)  
"THE MOST IMPORTANT PART OF ME"—Charle Roi—(Oweman)  
"PETIN DAY"—Hillbilly John—(Nashville Sound)  
"SUSAN'S FLOOR"—Mac Wiseman—(RCA)  
"WHY DO I LOVE YOU LIKE I DO"—Hank Phillips—(Country Pride)  
ALBUM OF THE WEEK:  
"PENNY"—Penny DeHaven—(United Artist)

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# 101 Jukebox Profit Ideas

• Continued from page 39

as long they are playing—regardless if it's long or short records—there is no problem.

Album exposure, particularly on FM where acts are aired that make few singles, is related to the long single problem but also causes another headache—requests for singles that do not exist. One panelist did say, though, that he thought the quality of music for jukeboxes is improving, and that particularly, soul music was "smoother, softer, more apt to be a ballad," and thus being used in many more locations. Oldies, of course, are generating more play than ever.

Jukebox albums, however, were

expected to come in for criticism because many operators report little play action on them. Title strip display was expected to spark crossfire between those advocating use of colored strips vs. those who like white with little distraction.

Promotion ideas were expected to range widely and perhaps include such schemes as delegating a wallbox to each waitress and giving the waitress with the most money in "her" wallbox the used records each change.

## Va. Program Logs

• Continued from page 39

made over checking periods, the requests which location owners have made, comments from collectors and so on. He simplifies programming for his collectors by making up each change for them, placing the actual records in the carton issued out to the collector when he starts out on each daily route, and incorporate a carbon copy of the master sheet detailing the current music menu. If King wants to save a few copies of any record, a note to that effect goes to the collector, along with the records, as well as instructions to ask specific questions of location owners if King needs a question or two answered.

(Continued next week)

## New Commissions

• Continued from page 39

verted 110 volt counters (such as banks use) to 12 volt DC and put them in his trucks. He pays the location by check. "If you took an hour to count and pay money before, you can do it this way in 15 minutes and have 45 minutes to make sure the machine is operating correctly and to do some merchandising."

Handling money can be a bigger expense than depreciation, Hasvold maintains.

Good vehicles, properly set up, with adequate parts and equipment—so that return trips aren't necessary—are all part of the cost-cutting process, said Hasvold.

# What's Playing?

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

### APPLETON, WIS.; CAMPUS/YOUNG ADULT LOCATIONS



Alice Maas  
Cigarette Service Co.

New Purchases: "You Wear It Well," Rod Stewart, Mercury 73330; "The City of New Orleans," Arlo Guthrie, Reprise REP 1103; "I Believe in Music," Gallery, Sussex 239; Cover; "I Believe in Music" and "The City of New Orleans," Spinning Meters; "Baby Don't Get Hooked on Me," Mac Davis; "Breaking Up Is Hard To Do," Partridge Family, Bell 45235; "Black and White," Three Dog Night, Oldies; "Honky Tonk Women," Rolling Stones; "Eight Days a Week," Beatles.

### BALTIMORE, MD.: SOUL LOCATIONS



Jerry Eanet  
Evans Sales & Service

New Purchases: "Good Foot, Part 1," James Brown, Polydor 14139; "My Ding-A-Ling," Chuck Berry, "Sweet Caroline," Bobby Womack & Peace, United Artists, 50946; Spinning Meters; "Freddie's Dead," Curtis Mayfield; Curton 1975; "Use Me," Bill Withers; "Ben," Michael Jackson.

### BATON ROUGE, LA.: COUNTRY LOCATIONS



Joyce Ashford  
State Novelty Co.

New Purchases: "Ease Up," Leon Ashley, Ashley 35010; "Leavin' on Your Mind," Bobbie Roy, Capitol 3428; "It's Not Love (but It's Not Bad)," Merle Haggard, Capitol 3419.

### BRISTOL, VA.: HIGH SCHOOL LOCATIONS

Susan Shields  
Vending Machine Exchange

New Purchases: "You Wear It Well," Rod Stewart, Mercury 73330; "Garden Party," Rick Nelson, Decca 32980; "Honky Cat," Elton John, Uni 53343; "Use Me," Bill Withers, Sussex 241.

### CADILLAC, MICH.: EASY LISTENING LOCATIONS



Bill Bryan  
Bryan Bros. Music Co.

New Purchases: "You Wear It Well," Rod Stewart, Mercury 73330; "Black & White," Three Dog Night; "Why," Donny Osmond, MGM 14424; "Tight Rope," Leon Russell, Shelter 12352; "My Ding-A-Ling," Chuck Berry, Spinning Meters; "I Believe in Music," Gallery, Sussex 239; "Rock and Roll, Part 2," Gary Glitter.

### DENVER, COLO.: CAMPUS/YOUNG ADULT LOCATIONS

Ralph Ludi  
Apollo Stereo Vending Services

New Purchases: "Don't Ever Be Lonely," Cornelius Bros. and Sister Rose, UA 50954; "If I Could Reach You," 5th Dimension, Bell 45261; "Down by the River," Albert Hammond, Mums 6009; "Good Time Charlie's Got the Blues," Danny O'Keefe, Signpost 70006; "Everybody Plays the Fool," Main Ingredient; "Burning Love," Elvis Presley, RCA 74-0769.

### FAYETTEVILLE, N.C.: COUNTRY LOCATIONS

Bill Meares  
Vemco Music Co., Inc.

New Purchases: "Burning Love," Elvis Presley, RCA 74-0769; "Missing You," Jim Reeves, Victor 74-0744; "Unexpected Goodbye," Glenn Barber, Hickory 1645; "Funny Face," Donna Fargo, Dot 17429.

### FORT DODGE, IOWA: HIGH SCHOOL AGE LOCATION

Barney Barnhill  
Amuse-O-Matic Co.

New Purchases: "Garden Party," Rick Nelson, Decca 32980; "Honky Cat," Elton John; "I Believe in Music," Gallery, Sussex 239; "Play Me," Neil Diamond; "Speak to the Sky," Rick Springfield, Cover; "Good Time Charlie's Got the Blues," Danny O'Keefe, Signpost 70006; Spinning Meters; "Brandy," Looking Glass; "Alone Again (Naturally)," Gilbert O'Sullivan; "Hold Your Head Up," Argent.

### MILWAUKEE, WIS.: VARIOUS LOCATIONS



Mike Geppert

Milwaukee Amusement Co.

New Purchases: "You Wear It Well," Rod Stewart, Mercury 73330; "Freddie's Dead," Theme From Superfly, Curtis Mayfield, Curton 1975; "You're Still a Young Man," Tower of Power, Spinning Meters; "Everybody Plays the Fool," Main Ingredient; "Garden Party," Rick Nelson, Decca 32980; "Use Me," Bill Withers; "Don't Ever Be Lonely," Cornelius Brothers & Sister Rose, United Artists 50954; "I Believe in Music," Gallery, Sussex 239; "Burning Love," Elvis Presley, RCA 74-0769; "Baby Don't Get Hooked on Me," Mac Davis.

### WASHINGTON, D.C.: SOUL LOCATIONS

Shelley Rosenberg  
D. C. Vending

New Purchases: "Slaughter," Billy Preston, A&M 1320; "Freddie's Dead," Curtis Mayfield, Curton 1975; "Ben," Michael Jackson; "Use Me," Bill Withers; "I'll Be Around," Spinners, Atlantic 2904; "Lonely Man," Chi-Lites, Brunswick 55483; Spinning Meters; "Keep On Running," Stevie Wonder, Tamla 54223.

# Executive Turntable

Bob Bender has rejoined the North Tonawanda, New York, sales staff of The Wurlitzer Company and will coordinate sales efforts of distributors in the eastern states. He is succeeded as sales manager of the Atlanta, Georgia and Columbia, South Carolina branches by Larry Vaughn, former sales representative in Nashville.



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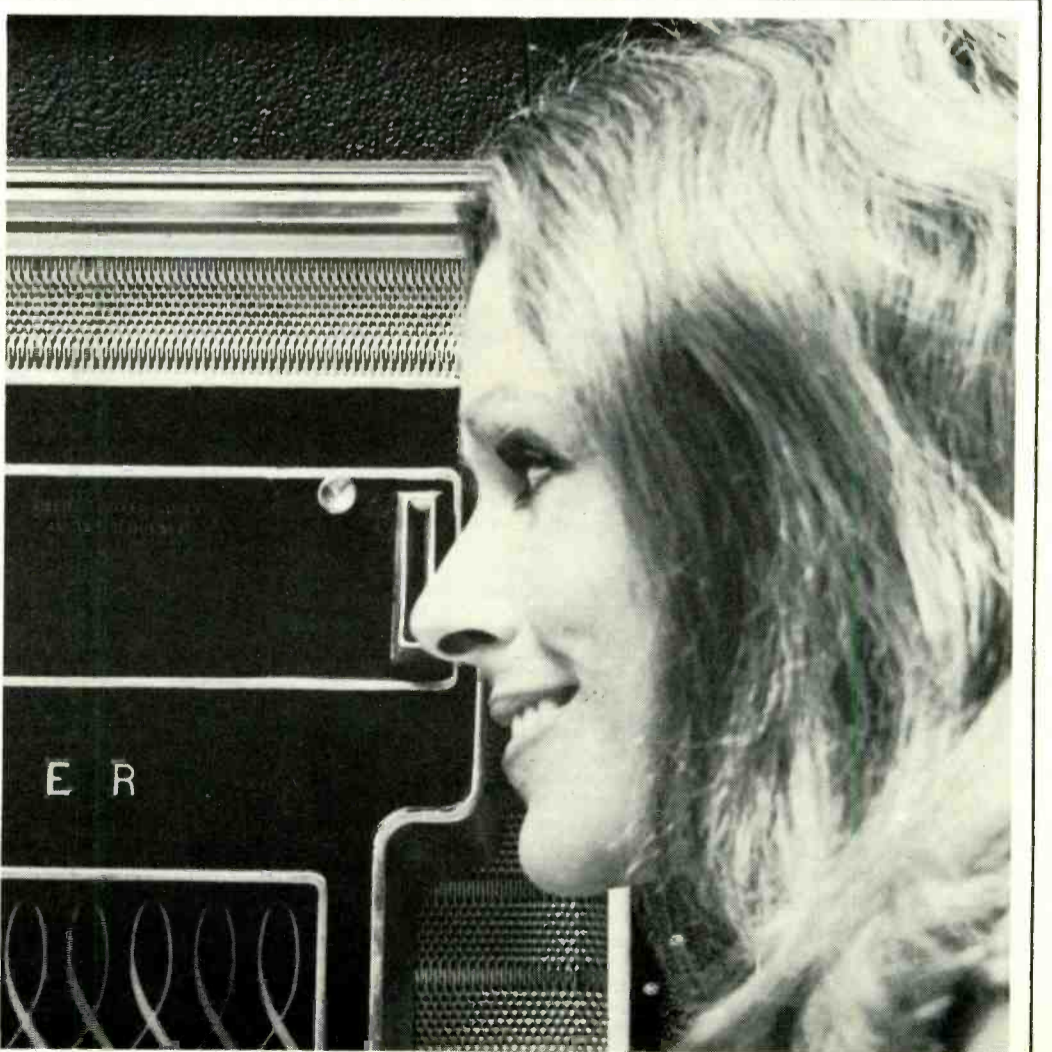
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# International News Reports



DAVID GEFFEN, head of Asylum Records and Artie Mogul in conversation with EMI group director Len Wood, second left, and Ron White.



JERRY THOMAS, vice president international Capitol Records L.A. presents new Capitol product to the EMI sales conference held in the Mayfair Hotel, London, Sept. 4.



GERRY OORD makes his maiden speech for EMI Records at the Conference. He took over as managing director on Monday (18).



JAY LASKER, president of ABC/Dunhill—released on the Probe label in the U.K. provides an American version of the Gallic shrug.



A DISTINCTIVE line in pants for Signpost Records president Artie Mogul.



GUESTS VERA LYNN and David Frost talk to Gerry Oord at the reception held to celebrate the opening of the new EMI factory at Hayes, Middlesex.

## EMI in Major Reorganization Of Top Mgt Team; Oord Director

LONDON—In a major reorganization of its senior management team of the record division, EMI has named Gerry Oord as its new managing director. Oord, brought to London earlier this year from EMI's Bovema company in Holland to become director of international artists promotion, replaces Philip Brodie who becomes managing director of EMI Europa.

In his new position, Brodie—a former managing director of EMI's companies in the Argentine and Spain—will be based in Cologne and will direct the company's music interests in Austria, Belgium, France, Germany, Holland, Italy, Spain and Switzerland. Brodie succeeds Oscar Hamilton who now becomes resident director, Europe. Hamilton will continue to carry overall responsibility for EMI's investment in Europe. He will spend much of his time in Rome.

EMI chief executive John Read said "We think that having high regard for all the people available Oord is the man for the job. With this country's entry into the Common Market we must have an international flavor and this country needs a competent man who can bring new life and spark into the company."

Read added that EMI needed an administrator to co-ordinate the European companies and that Brodie with his past international experience was the right man for the post.

"Oord would be the first person to admit that he is not an administrator but he is a music man. We have a strong administration team at EMI already," Read continued.

Len Wood, EMI Group director Records, and a member of the

of the burden of his present job has been passed to EMI Records assistant managing director Ron White he will now work closely with Read in general activities of the music business.

White assumes the title, director of co-ordinator group record staff. In addition White becomes a director of KPM, World Record Club and Rosetti. Reporting to White will be the various departments which were Wood's responsibilities including international copyright, international classical and Frank Chalmers' pop repertoire development section.

In addition Roy Featherstone, general manager of the pop repertoire and marketing division and Roy Mathews, manager of EMI's factory, have been appointed directors of EMI Records.

All the appointments take effect from Sept. 18.

Speaking to EMI Records for the first time Oord said, "I can so well understand that it must sound crazy to you all that just a bloody Dutchman is going to manage EMI parent board has been named chairman of EMI Records and Music for Pleasure. While some EMI Records." Oord added, "Who the hell chose this man? He must be out of his mind. I agree. You are absolutely right."

Gerry Oord launched Bovema in Holland in 1946 and built the company into one of Holland's most successful record companies. EMI took an interest in the firm in 1967. Continued Oord: "Great Britain is going to join the Common Market next year and one of my main priorities will be to build up EMI as more of an international oriented record company."

Oord's strength lies in his close rapport with artists and he is a firm believer in signing talent which can be developed internationally by all EMI companies.

## A&M Can. Sees 350% Sales Rise

TORONTO—A&M Records managing director, Gerry LaCoursiere, predicts that the company's gross sales for the year ended this Sept. 31 will be 350 percent over any previous 12 months.

LaCoursiere noted that July, traditionally a slow month, had provided sales figures in excess of January's total.

This will be A&M's third year of operation on Canadian soil. The first year, LaCoursiere said, brought about an increase of 200 percent over the previous year. The second leveled out to about 30 percent.

LaCoursiere noted that independent distribution had had great bearing on the huge increase this year.

A&M is now preparing for a hectic fall, with quadrasonic releases by Carole King and Joan Baez. Cat Stevens' new album, "Catch Bull at Four" will be released in a couple of weeks to coincide with his latest tour.

A&M has also had huge success in Canada with a single, "Smoke Gets in Your Eyes" by English group, Blue Haze. As a result of the test marketing here, A&M in the U.S. will release the single this week.

## YEN UP AGAIN - JAPANESE

By HIDEO EGUCHI

TOKYO—Japanese trading houses and export manufacturers are working on the assumption that another upward revaluation of the yen in relation to the dollar is inevitable, following the recent meeting between President Nixon and Prime Minister Kakuei Tanaka of Japan.

Japanese manufacturers and traders are quoting prices and accepting orders for goods to be exported in December or thereafter on the basis of an arbitrary foreign exchange rate ranging from 275 to 280 yen to the U.S. dollar, despite Premier Tanaka's insistence that there would not be a second revaluation of the Japanese currency.

## From The Music Capitals of the World

### LONDON

A special WEA dealer discount scheme under the slogan, "An Offer You Can't Refuse," inspired from the phrase used in "The Godfather" film has been introduced for this month. The scheme is built around full-price product only and the sole condition is that all deliveries must be made by the end of October.

Dealers ordering 250 albums from the WEA catalog are entitled to a 5 percent discount, dealers ordering 500 receive a 10 percent discount, a 12½ percent cut will be made on an order of 750 albums, a 15 percent discount on 1,000, and a 17½ percent cut on 1,500 albums. WEA is also preparing a special campaign built around the Oct. 13 release of six blues albums on the Atlantic label including material by John Lee Hooker, Professor Longhair and Blind Willie McTell. The albums will be issued in gatefold sleeves with extensive liner notes on the artists concerned. . . . EMI will release Artie Mogul's Signpost label in the U.K. later this month.

The label will be launched by "Good Time Charlie's Got the Blues" by Danny O'Keefe. Mogull, who was in London recently to attend the EMI sales conference, has also signed the first British act to the label. The group, Uncle Dogg, was signed through a deal with Lionel Conway of Island Music. . . . ABC-Dunhill has now signed the Four Tops to a worldwide recording contract and the former Tamla Motown act is currently in the ABC studios in Los Angeles recording its first album under the direction of Stevie Barrie. The album will be released in the U.K. to coincide with the group's U.K. tour which opens at the Rainbow Theatre on Oct. 6. . . .

Mervyn Conn is introducing a new label, Nashville International, in October through Pye. The basis of the label's product will derive from the American Mega catalog acquired for U.K. representation from president Brad McCuen. Prior to the launch of the label two Mega singles, "I've Got to Have You" by Sammi Smith and "Looking Back in Anger" by Glen Sherley will be issued on Pye International on Oct. 6. Sherley is scheduled to arrive in the U.K. soon to appear on the Johnny Cash tour and Sammi Smith will arrive at the end of October to appear at the Royal Albert Hall in Conn's "Up Country" concert which stars George Hamilton IV and the Stoneman Family. First U.K. acts to be signed to Nashville International are Pete Sayers and Lyn and Graham McCarthy.

Peter Dimmock is the new head of BBC Enterprises, the BBC department which incorporates the

corporation's own record label. He succeeds Dennis Scuse who has left the BBC to pursue outside interests in commercial radio. . . . Dave Christian, who for the past four years has been one of Radio Luxembourg's dj's has ceased as a regular broadcaster. He has joined Chas Peate's Belsize Music and Productions company as international promotion co-ordinator.

PHILIP PALMER

### TOKYO

Herb Alpert, Burt Bacharach, John Barry, Don Black, the Carpenters (Karen and Richard), Francis Lai, Raymond Lefevre, Paul Muriat, Sergio Mendes, Roger Williams, and the Ventures have been named as overseas judges in the "Love Sounds" theme song contest being held jointly by the Kyodo Tokyo booking agency and its sister firm Taiyo Music under the sponsorship of the Heibon publishing company. Aim of the contest, which closes Sept. 30, is to introduce new popular songs by Japanese composers to the world. The top six winning entries will be recorded by star vocalists and orchestras according to Tats Nagashima, president of Kyodo Tokyo and Taiyo Music. Yu Aku, Hajime Fujii, Kuranosuke Hamaguchi, Masaaki Hirao, and Kazumi Yasui have been named as the Japanese judges.

Scheduled for October release in Japan by CBS/Sony is the SQ quadrasonic record album of "Mass" by Leonard Bernstein. The two-disk set is due to appear on the Japanese market Sept. 25 at 4,800 yen or about \$16.

King Records will stick to its RM (regular matrix) system for the time being in pressing A&M, London and Vanguard quadrasonic disks, according to Minoru Suzuki, the Japanese recording company's managing director. . . . U.S. classical guitarist Christopher Parkening gave eight recitals in six cities during his first performance tour of Japan early this month (September). He also appeared on the "Music of the World" program telecast nationwide by Nippon Hoso Kyokai (NHK), the Japanese government backed broadcasting corporation. . . . "The Ella Fitzgerald Show" is being telecast by NHK. . . . A second trip to Europe in January 1973 is scheduled for Yasuko Yano, leader of the all-girl Mood Romantica trio and originally pianist of the Blue Coats band formed after World War II by the late Masao Kojima. She will visit Duesseldorf, Hamburg and Paris sponsored by Japan Air Lines (JAL).

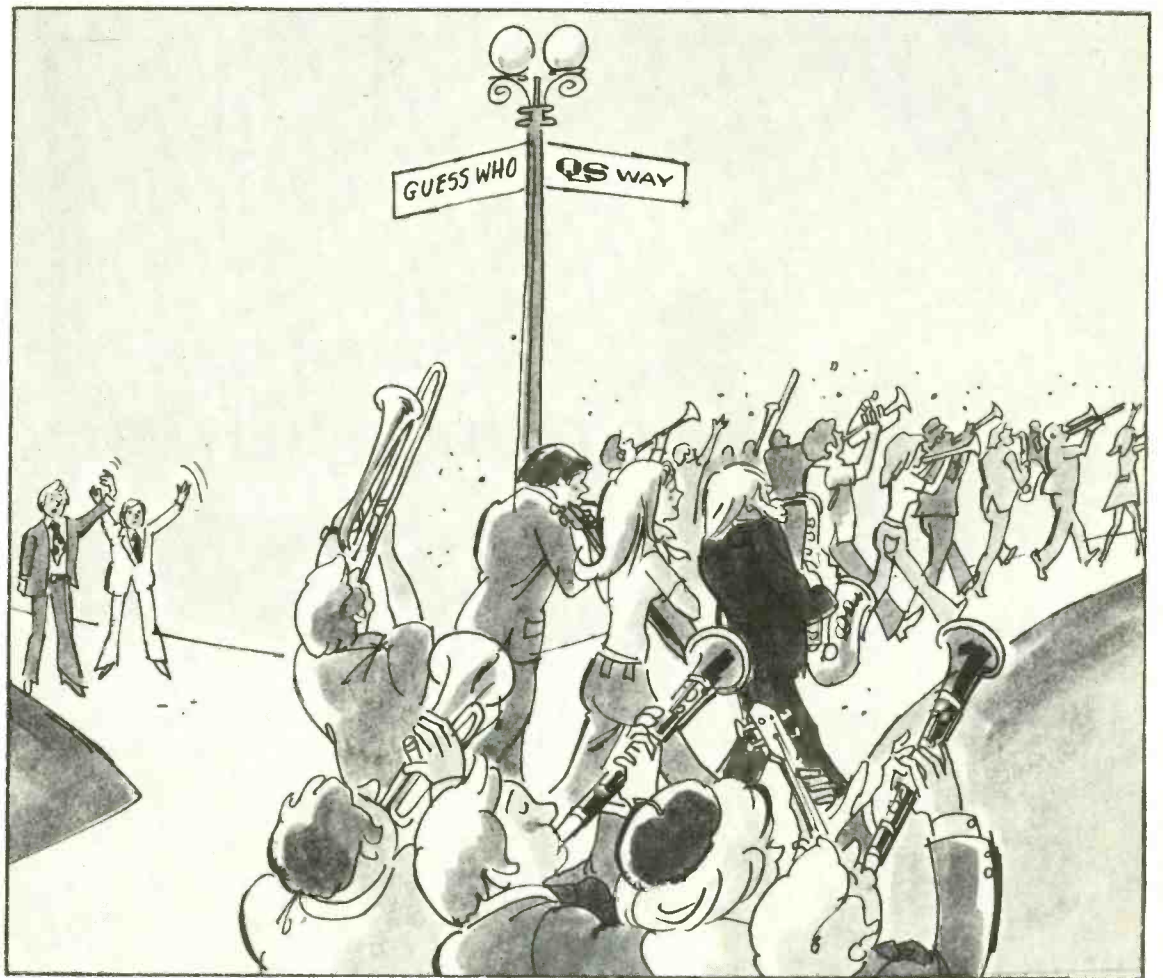


CBS U.K. managing director Dick Asher gives details of the company's scheme to send the top sales area manager and top salesman to the U.S. next year. Also pictured at the CBS sales conference dinner are, left to right sales manager Jack Florey; deputy managing director Maurice Oberstein and international a&r manager Glyn Evans.

# QS

REGULAR MATRIX

## look who else is going the QS way



**QS**  
REGULAR MATRIX

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contact your nearest Sansui office now.*

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Telex: ANTWERP 33538

**Vernitron Ltd.**

**Germany, W.  
U.K.**

6 Frankfurt am Main, Reuterweg 93. Tel.: 33538.  
Thornhill Southampton S09 5QF. Southampton 44811. Cable: VERNITRON SOTON. Telex: 47138.

# With one milestone we're

"Come From The Shadows" is our first album from Joan Baez — an epic event in our short history. It's also our first quadraphonic release.

Come From The Shadows

Joan Baez



Stereo.

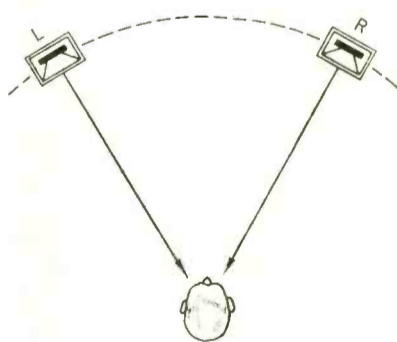
For our first quad release we've chosen the Sansui QS decoding system because we feel, at this time, there is no better system.

Our records will be capable of the finest four-channel reproduction, while remaining fully compatible with conventional stereophonic equipment.

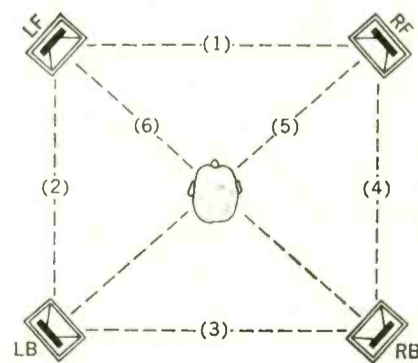
We're not releasing just a quad album. We've had a special anti-static vinyl developed for us. It's dust repellent and has a built-in lubricant that reduces surface noise and prolongs record life.

It's a significant improvement in record quality.

And a necessary one because when a quad album 'pops' the whole room 'pops'.



The sound in front of you.



The sound around you.

# announcing another.



Quad.

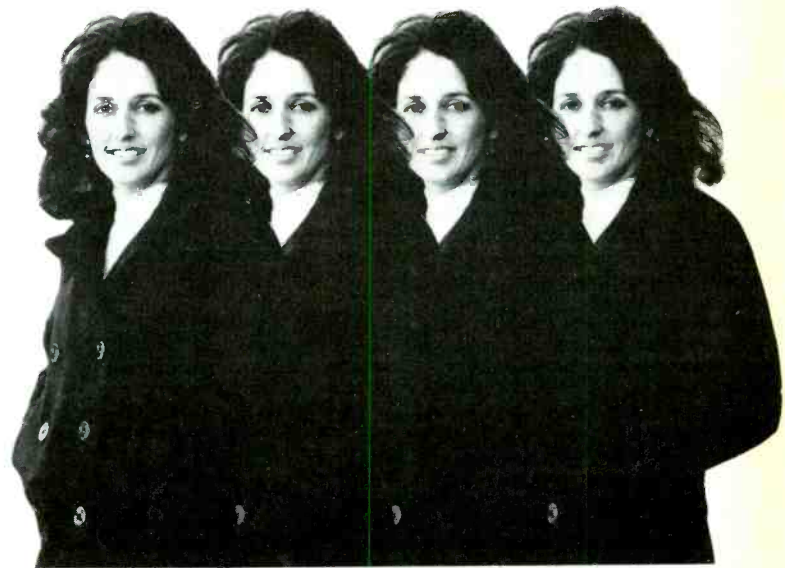
Every phase of manufacturing will be subjected to rigid quality controls including a limit on the amount of albums pressed from each stamper. And each album will be packed in a special protective inner sleeve. In this way we hope to maintain the best possible sound with unheard-of consistency.

With "Come From The Shadows" goes a bit of our future. And our future never sounded so good.

**QS**  
REGULAR MATRIX



Present.



Present perfect.

On A&M Records and Tapes.

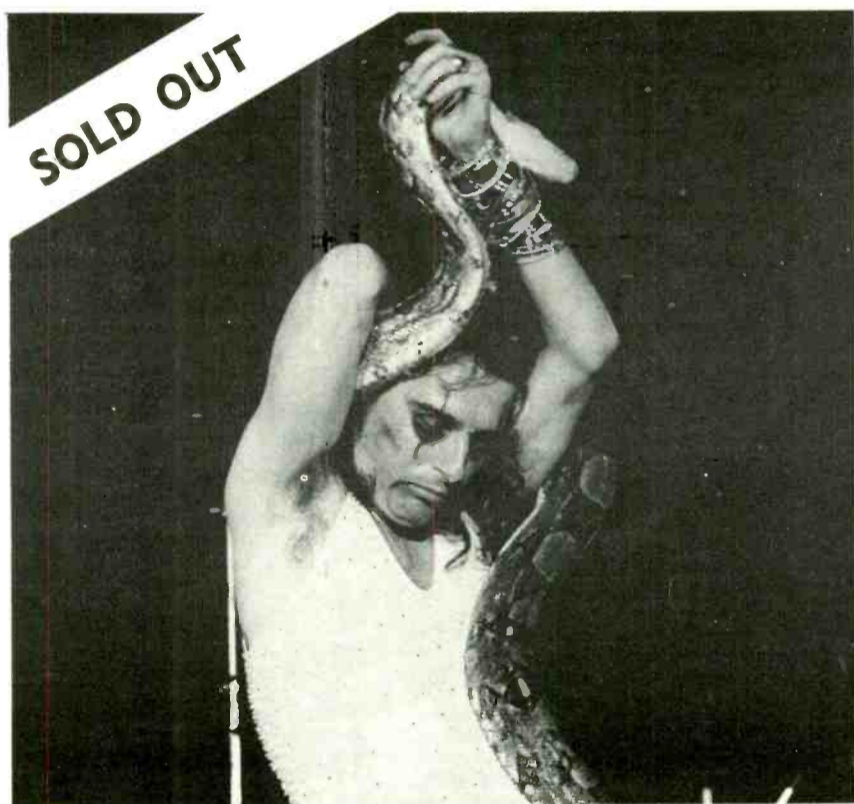




# **ALICE COOPER CROSSES THE BORDER**

**SEPTEMBER 2, 1972  
VARSITY STADIUM, TORONTO**

**SEPTEMBER 4, 1972  
MONTREAL FORUM**



**ATTENDANCE—24,000**

**GROSS—\$134,912**

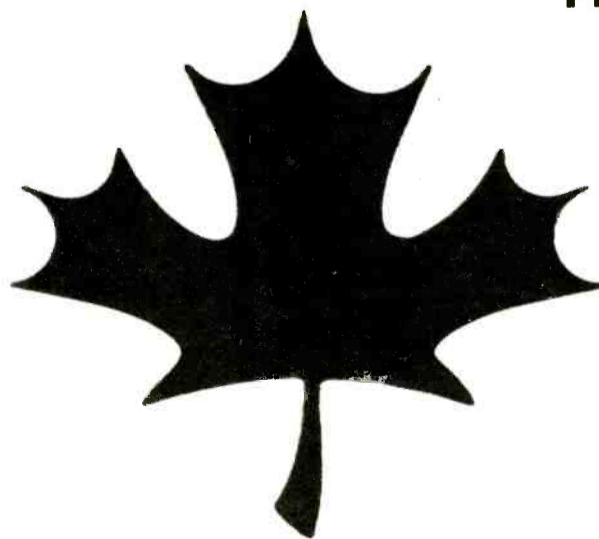
**LARGEST GROSS IN VARSITY  
STADIUMS' HISTORY**

**Promoter—Martin Onrot, Encore Ltd.**

**ATTENDANCE—18,000**

**GROSS—\$90,370**

**Promoter—Donald K. Donald  
Productions**



**Alice Cooper is Exclusively Represented by:**

**ABC**  
ASSOCIATED BOOKING CORP.

Oscar Cohen, President  
Jon Podell, Agent  
212—421-5200



# Chelsea

RECORDS

## WAYNE NEWTON follows his gold record with "CAN'T YOU HEAR THE SONG?"

78-0105

BILLBOARD 87\*



Produced by Wes Farrell

WMEX  
KJRB  
WNCI  
WBNS  
WTVN  
WTAE  
WSBN  
WRC  
WJW  
WLW  
WKRC  
WAVE

WFOM  
WBBQ  
WHAS  
WFBM  
WIBC  
WWSW  
WNEU  
WSB  
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WORC  
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WBGH  
KCPX  
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WMAQ  
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WBML  
WHER

KFJZ  
KISN  
KVIL  
KPRC  
WPEN  
WIOQ  
WMAL  
KMPC  
KGIL  
KFI  
WLAY  
KOY

WLAV  
WCOL  
KAAV  
WCAR  
WHK  
WKNX  
WFLY  
WUOK  
WDOL  
WTTD  
WLYV

### "Chelsea is more than a new Label. It's a new record company."

Manufactured and Distribution by RCA Records  
Chelsea Records Corp.

—Wes Farrell

CATHERINE DESAGE CATHERINE DESAGE CATHERINE DESAGE

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# This is an apology of an advertisement We admit that But it is also an advertisement of an apology

To explain. On the album "Top Star Festival", the record in aid of the world's refugees, produced and distributed by the United Nations High Commissioner for Refugees, there was an error and the error involved the same Mademoiselle Desage. She was the authoress of the original French song "Une Histoire d'Amour", sung on the disc by Mireille Mathieu. Her name was erroneously not mentioned for the simple reasons that all those involved in producing, manufacturing and distributing this album were told

Mireille was going to sing the song in English, better known as "Love Story". It was when the tape arrived that the mistake was spotted. Too late, alas, to alter the thousands of sleeves, and labels already printed. As a result of this world-wide error — quite rare in copyright-land — Miss Desage's name has been quoted one million times less than she deserves. Until this advertisement that is. Her name appears 34 times here: Billboard publishes 30,000+. We hope justice has been done.

Footnote: The next million copies of "Top Star Festival" carry her name.

# THE LATIN EXPLOSION'S NOISE IS HERE!

**And Billboard Lights the Fuse  
with a Regular  
Latin Music Section.  
Coming soon!**

Beginning September 30 Billboard Magazine will unveil a regular Latin music section with a 3-column special titled "THE LATIN EXPLOSION".

"THE LATIN EXPLOSION" special will be the foundation for a regular Billboard section on Latin music that will feature THE HIT LATIN MUSIC CHARTS AND REGULAR COVERAGE OF THE 6 KEY LATIN MUSIC MARKETS WITHIN THE UNITED STATES.

"THE LATIN EXPLOSION" will focus on the sounds that are popular in these markets and what's popular in the United States as a whole. You'll get firsthand knowledge on how Latin music is recorded, produced and marketed, as well as valuable information on:

- The Latin radio scene
- The Latin ballroom scene
- TV as a breakout medium for Latin music

The popularity explosion of Latin music is spreading rapidly across the United States and Billboard's 33,000+ readers will be right on top of it.

With that kind of readership, you can't afford to pass up this opportunity to let the industry know what you're doing.

**Contact a Billboard sales representative  
at any of the following locations.  
¡Hagalo ahora!**

**NEW YORK**  
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New York, N. Y. 10036  
212/757-2800

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Los Angeles Ca 90069  
213/273-7040

**CHICAGO**  
150 North Wacker Drive  
Chicago, Ill 60606  
312/CE 6-9E18

**NASHVILLE**  
1719 West End Avenue  
Nashville, Tenn 37203  
615/329-3925





# RICK SPRINGFIELD CAPITOL RECORDS WE'RE PUTTING IT ALL TOGETHER

There's More To Rick Springfield Than "Speak To The Sky"



**BEGINNINGS** WHAT WOULD THE CHILDREN THINK; 1000 YEARS; MOTHER CAN YOU CARRY ME;  
**THE UNHAPPY ENDING**, AND FIVE MORE SPRINGFIELD ORIGINALS.

SRAS 11347









*“The Shubert organization  
takes great pride in presenting  
Neil Diamond to New York.  
This brilliant artist’s one man show  
is the first such presentation of  
the Shuberts since 1931 when we  
showcased the talents of Al Jolson.”*

STAR PERFORMER—Records showing greatest increase in retail sales activity over the previous week, based on actual market reports.

Records Industry Association of America seal of certification as "million seller." (Seal indicated by bullet.)

For Week Ending September 23, 1972

Billboard

Table with columns: THIS WEEK, LAST WEEK, TITLE, Weeks On Chart, Artist (Producer) Label, Number (Distributing Label). Contains top 41 songs.

Table with columns: THIS WEEK, LAST WEEK, TITLE, Weeks On Chart, Artist (Producer) Label, Number (Distributing Label). Contains songs 42-100.

Table with columns: THIS WEEK, LAST WEEK, TITLE, Weeks On Chart, Artist (Producer) Label, Number (Distributing Label). Contains songs 101-160.

HOT 100 A-Z - (Publisher-Licensee)

Large alphabetical list of songs and artists, including titles like 'All The Young Dudes', 'Baby Don't Get Hooked On Me', 'Black & White', etc.

# UK makes gains in U.S.A.

#

## "SEA SIDE SHUFFLE"

Terry Dactyl And  
The Dinosaurs  
(Produced by Jonathan King)

49003

That silly little hit record in  
Britain is starting to take off  
in the U.S. In all directions:

WIBG, Philadelphia  
WBCN, Boston  
WINX, WRC, Washington, D.C.  
WCAR, Detroit  
WFDF, Flint  
WILS, Lansing  
KNUZ, Houston  
WAUG, Augusta  
KCRA, Sacramento  
KRKO, Everett  
WNCI, Columbus  
KVI, Seattle

and

#

## "IT'S A TALL ORDER FOR A SHORT GUY"

Jonathan King  
(Produced by Jonathan King)

49002

Just released and  
already getting  
some nibbles:

KCBS, San Francisco  
WPDQ, Jacksonville  
WAEB, Allentown  
WPDQ, Jacksonville  
WONN, Lakeland, Fla.  
KLIV, San Jose  
KBZY, Salem  
KTAC, Tacoma

**NOT A BAD START FOR A NEW LABEL.**





# GLEN

HAS RECORDED A SONG SO GOOD THAT

ANDY, TONY, VIKKI,  
JOHNNY & PERCY

WILL WANT TO COVER

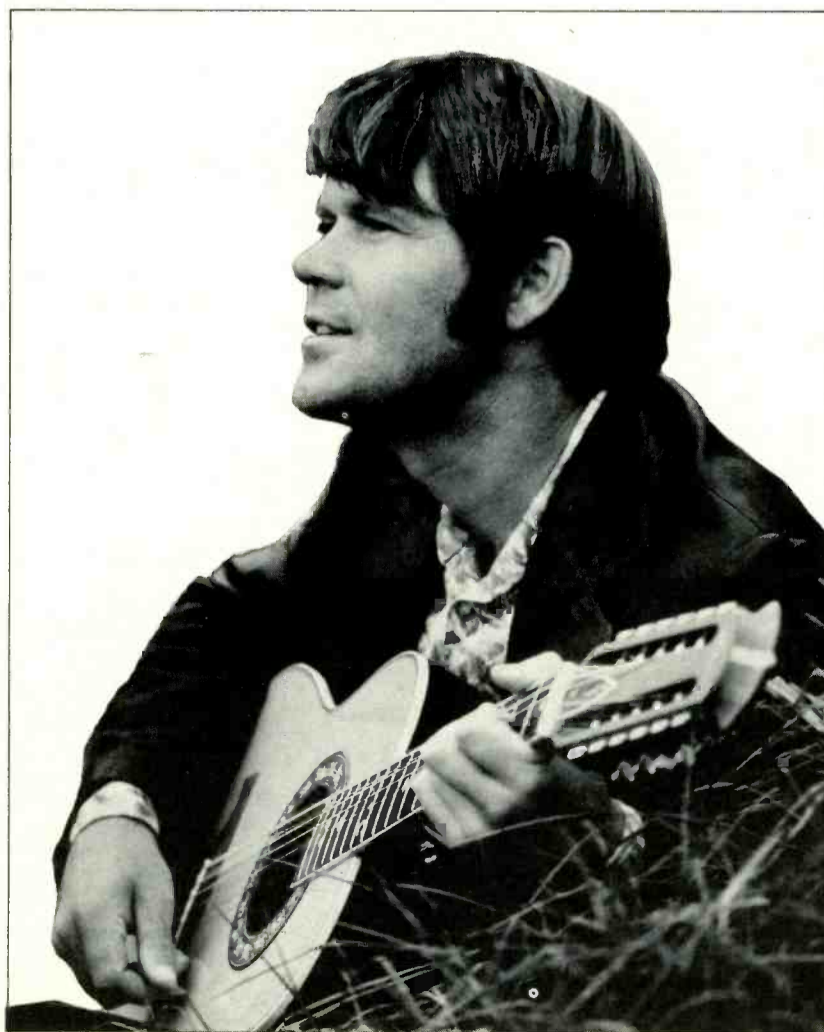
IT IN THEIR

NEXT ALBUMS!

I WILL NEVER PASS

THIS WAY AGAIN

3411



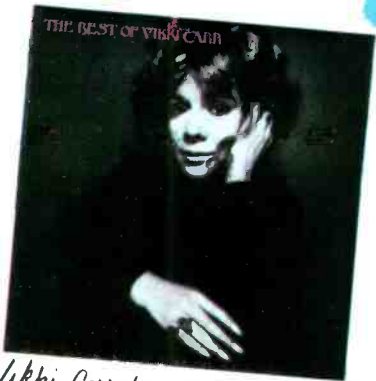
Produced by Jimmy Bowen  
for Glenco Productions, Inc.



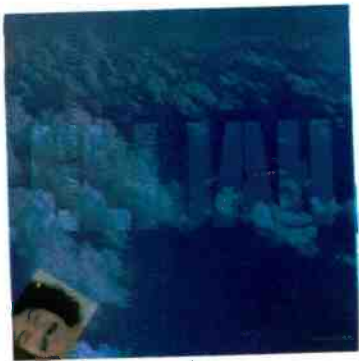


# United Artists

## Sept. Release



Vikki Carr/The Best of Vikki Carr  
LP: UAS-5581 8-Trk: U-8369  
Cass: K-0369



Elijah/Elijah  
LP: UAS-5590



Murray Roman/Busted  
LP: UAS-5595



Country Gazette/A Traitor In Our Midst  
LP: UAS-5596



Jimmy McGriff/Junior Parker  
LP: UAS-5597 8-Trk: U-8316



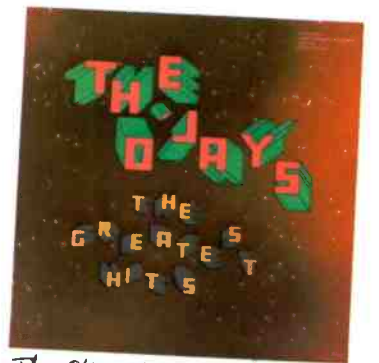
Family/Bandstand  
LP: UAS-5644 8-Trk: U-8452  
Cass: K-0452



The Ventures/Rock & Roll Forever  
LP: UAS-5649 8-Trk: U-8459  
Cass: K-0459



Johnny Rivers/L.A. Reggae  
LP: UAS-5650 8-Trk: U-8460  
Cass: K-0460



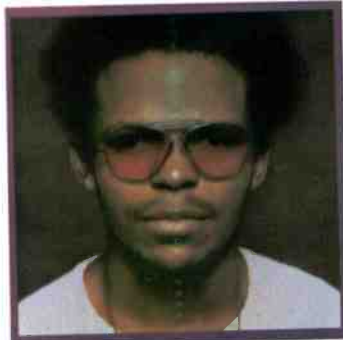
The O'Jays/Greatest Hits  
LP: UAS-5655 8-Trk: U-8469



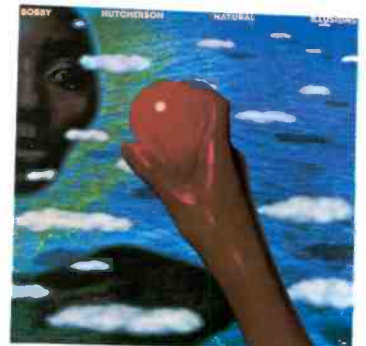
Duke Ellington/Togo Brava Suite (2 LP's)  
LP: UAS-92 8-Trk: X-04043 Cass: XC-7043



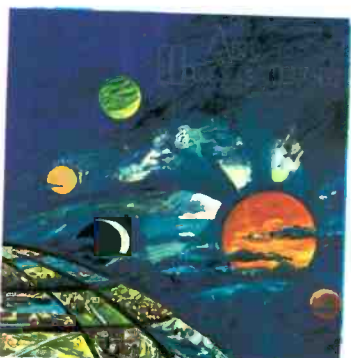
Cher/Superpak, Vol. II (2 LP's)  
LP: UAS-94 8-Trk: X-04046 Cass: XC-7046



Ronnie Foster/Two Headed Freep  
LP: BST-84382 8-Trk: 9173  
(Blue Note Records)



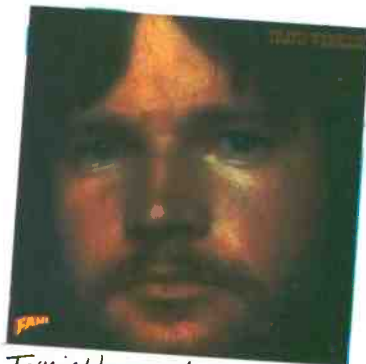
Bobby Hutcherson/Natural Illusions  
LP: BST-84416 8-Trk: 9178  
(Blue Note Records)



Horace Silver/U.S. of Mind, Phase 3 "All"  
LP: BST-84420 8-Trk: 9182  
(Blue Note)



Candi Staton/Candi Staton  
LP: FAS-1800 8-Trk: 3800 Cass: 7800  
(Fame Records)



Travis Wammack/Travis Wammack  
LP: FAS-1801 8-Trk: 3801 Cass: 7801  
(Fame Records)



From The Desk of Pete Bennett

Thanks everyone  
for voting me  
Top National Promotion Man<sup>★</sup>  
of the Year



Pete Bennett

Apple Records  
ABKCO Industries