

# Billboard

NEWSPAPER

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The International  
Music-Record-Tape  
Newsweekly

CARTRIDGE TV PAGE 16  
HOT 100 PAGE 75  
TOP LP's PAGES 78, 80

## Piracy Choking Italy's \$ Line -RCA's Ornato

By MIKE HENNESSEY  
ROME — In a sweeping attack on various aspects of the Italian music industry, Giuseppe Ornato, president of RCA Italy, has warned that the country could be facing a serious creative and productive crisis "if the efforts and investments of the protagonists of the music world are not justly repaid."  
Ornato, recently appointed regional publishing director for RCA in southern Europe, spoke to the press on the problems and prospects of the Italian music industry and was referring specifically to the scourge of piracy which, in Italy, had taken on "alarming proportions."  
"One of the most serious problems today," he said, "is created by the abuse of public  
(Continued on page 67)

## 'Diplomatic' Meeting to Protect World Recordings

By MILDRED HALL  
WASHINGTON—A new separate international copyright agreement to protect record manufacturers, performing artists and authors against piracy of sound recordings will be the task of a special meeting in Paris, in March 1971, the Library of Congress has reported.  
The proposal to set up a worldwide protective anti-piracy agreement grew out of plans for revising and updating existing copyright agreements, such as the Berne Convention, to which the United States does not belong, and the broad mutual protections in the Universal Copyright Convention to which the U.S. and 58 other nations are signatory.  
It is hoped that the committee of experts chosen to deal with the record piracy can work out a satisfactory agreement in time for consideration by the "Diplomatic Conference." This conference, to be held in Paris in July, is working out the general revision of the Berne and UCC conventions, and could include the anti-piracy agreement in the final terms accepted by the signatory nations.  
The U.S. Senate has up to  
(Continued on page 12)

## Yule Hot: N.Y., Chi; Tepid in Nashville, L.A.

By CLAUDE HALL  
NEW YORK — Record dealers such as Korvette and Sam Goody and King Carol are all expecting a bountiful Christmas in record sales. Some distributors showed skepticism, but most indicated that sales were great although collecting was terrible.  
David Rothfeld, divisional merchandise manager for Korvettes, said that sales are not only holding very strong at present, but on a comparative basis store-for-store, sales are up. It's true, he said, that weaker product might have sold more were it not for the economic situation affecting the nation, "but good product continues to sell strongly. I don't think the economic scene will affect our stores... the consumer feels he can always get a good buy at Korvette."  
(Continued on page 82)

## TIC Launches 3 Workshops

By ELIOT TIEGEL  
LOS ANGELES—Producers Workshop, a recording studio-production company combination, has been formed by Attarack - Heller, Transcontinental Investment Co.'s creative music company.  
The first of three Workshops has been established here at the former Continental Sound Studios.  
(Continued on page 8)

## Tough Fight On Fee: MOA

By RAY BRACK  
RICHMOND, Va.—The nation's jukebox operators will have a "tough but winnable" battle next spring in their opposition to the controversial artist royalty amendment to the Copyright Law, Nicholas Allen, Music Operators of America (MOA) counsel, told a business meeting here recently.  
Speaking to the Music Operators of Virginia here recently Allen said that while committee assignments have not been made, "changes in Congress show a  
(Continued on page 53)

## 'Restraint of Trade' Wins Round in Key Piracy Suit

By BILL WILLIAMS  
NASHVILLE—An important aspect of the industry's battle against tape piracy came to the fore here with the granting of temporary injunction on a claim that the sale of bootleg tapes was unfair competition and restraint of trade.  
Chancery Court here granted two temporary injunctions against the Sergeant Pepper Stores and their owners from selling bootleg tapes. One of the injunctions, sought by Muntz Sight and Sound, a local retail outlet, based its claim on the restraint of trade and unfair competition provisions. The other injunction was sought by Columbia Records, and the ruling temporarily enjoins the Sergeant Pepper Stores from selling any of Columbia's product. The Columbia action alleges damages and asks for an accounting of the books.  
Scott Shannon, WMAK disk jockey and co-owner of the three stores, said in a television interview after the hearing that the tapes were done by a supplier rather than a legitimate manufacturer, but said he felt  
(Continued on page 10)

MUSIC IN  
MUSCLE  
SHOALS  
SEE PAGE 45

## Shopping Center Malls Are Sprouting as Disk Outlets

By MIKE GROSS  
NEW YORK—Record retailing is moving into the air-conditioned malls of the new shopping centers mushrooming around the country, and John Cohen's Disc Records Co. is in the vanguard of that move. Disc Records has 16 stores in operation now, and Cohen expects to have 16 more by the end of 1971.  
It's Cohen's view that the buying habits of the consumer  
(Continued on page 12)

## Bid NAB Aid on Programming

LOS ANGELES—Seeking to elevate the status of programming in radio, a committee of program directors resolved Saturday (21) to ask the National Association of Broadcasters to set up a special division or branch devoted to programming.  
A resolution was passed here during the Fifth Annual Bill Gavin Radio Program Conference to go to the NAB and propose to them an organization within the framework of the NAB that would concern itself with programming, recruitment of air personalities, and other basic problems of product. The resolution pointed out that there are other organizations for engineering, sales, and management, but none for product—the most important aspect of radio. The resolution will indicate the urgency of the matter.  
There had been a discussion earlier in one of the preliminary sessions about setting up a separate organization for programming that would involve general managers, air personalities, and program directors. In fact, one radio executive for a leading broadcasting chain—Kent Burkhart of Pacific and Southern Broadcasting—offered total cooperation of his attorneys in drawing up the rules  
(Continued on page 36)

## MGM Bows Plan On Jukebox Play

RICHMOND, Va. — Veteran MGM publicity and promotion director Sol Handwerker is adding promotional muscle to stimulate more plays of records on jukeboxes. He outlined the plan during a seminar at the Music Operators of Virginia convention  
(Continued on page 53)

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**Rolling Stone**

Because that's where Sky, a young group from Detroit, went to record their first album. And that's the influence. (Not to mention the influence of Jimmy Miller, producer of the Stones, Blind Faith, Traffic, Led Zeppelin and others. Jimmy discovered Sky).

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# House Committee Votes Copyrights Extension

WASHINGTON—The House Judiciary Committee last week voted to extend for another year, to Dec. 31, 1971, the copyrights that would expire in 1971. With House Judiciary committee chairman Emanuel Celler (D., N.Y.) sponsoring the resolution, which has already passed the Senate, the House vote is expected to confirm the extension. In a recent talk before the Copyright Luncheon Circle in New York, Rep. Celler pointed out that the five previous extensions have saved more than 79,000 assorted copyrights that would have expired, 56,000 of them in music. The current extension would save another 7,000 copyrights.

Extending the terms of the expiring copyrights gives their owners a chance at the additional 19 years of life to be pro-

vided in the hoped-for copyright revision, for copyrights in renewal at the time of passage. New copyrights will have a term of life plus 50 years.

The revision has been grinding to legislative stops since 1967, and has been under preparation since 1955. Although the House passed a revision bill in 1967, the controversial cable television (CATV) copyright provisos had to be deleted, leaving that whole problem up to the Senate. Early action on the revision bill in the 92nd Congress has been promised by Senate Copyrights Subcommittee chairman John L. McClellan (D., Ark.).

Representative Celler said he is fully aware of the painful delays, the past and present controversies that threaten the passage of the bill—including the CATV and new record royalty issues. But he believes that the Congress and the industries can resolve the differences and pass the bill.

# Jubilee Sets Up 3 Indie Deals

NEW YORK — The Jubilee group of labels have set up production deals with three independent producers. Pacts have been signed with Paul Leka, Stan Vincent and John Madera. Leka is producing Cranberry Goose for release on the Euphoria "Free For" label; Vincent will be producing the Happenings, and Madera will record newly signed artist Tony Devon as well as the Executive Suite. The Jubilee Group, in addition to the Jubilee and Josie labels, distributes Buttercup Records (Teddy Randazzo) and Deese Records (Marshall Sehorn and Allen Toussaint).

# Synthesizers in New Offices

NEW YORK—Synthesizers, Inc., exclusive distributor in the tri-state area for the Arp Synthesizer, has opened new offices at 22 King St. The company offers a full line of sound modulating equipment, priced for musicians and composers and the recording and broadcast industries.

The personnel include Paul Bley, general manager; Gene Jay, sales manager; Leonard Dworkin, director of application engineering; and David Perry, director of educational services.

# 45 U.S. Cos Sign for MIDEM

NEW YORK—A total of 45 U.S. music companies have signed up for MIDEM '71 in Cannes Jan. 17-22, including 18 who have never attended previously, revealed MIDEM representative Xavier Roy, who has just completed a six-week U.S. tour.

Ten more companies will attend MIDEM through their London affiliates, he added.

"It has been our most successful trip," he said. He visited New York, Chicago, Detroit, Los Angeles, Nashville and San Francisco.

Companies making their MIDEM debut include Bell Records, GRT, A&R Records, Famous Music, Craig Braun Associates, Janus, Windfall, September Music, Blue Thumb and MGM, said Roy.

More than 220 companies from all over the world have registered for MIDEM. More than 80 of the companies are from the U.K.

In addition to the subsidy given by the Board of Trade to the British companies, the Italian government has voted a subsidy of \$11,000 to Italian companies participating. Officials of the Italian Foreign Trade Bureau will attend MIDEM '71 as observers to look into the possibility of underwriting the entire Italian participation, including

office hiring charges, in 1972.

The International Federation of Festival Organizations (FIDOF) will again hold its general assembly meeting at MIDEM, and on Jan. 20 the Light Music section of the International Publishers' Association, presided over by Wim van Vught, will hold its annual meeting.

# Ampex, AJP Distrib Tie

NEW YORK—Ampex Records and Ahmad Jamal Productions have reached an agreement giving Ampex distribution rights in the U.S. and Canada to product from the AJP label. Ampex already manufactures AJP's LP's in all tape configurations.

Ahmad Jamal Productions is headed by jazz-pianist Ahmad Jamal. The company owns three labels and offers a variety of music formats including jazz, pop, rock, folk, country and gospel.

Initial releases of AJP product by Ampex will include Compass, and Julius Victor, both rock groups, and Stark Reality, a rock group whose first album is rock impressions of music from Hoagy Carmichael's music shop.

# Mirabelle Buys All TM Tunes, Some of CUC

NEW YORK—Mirabelle Music, firm newly formed by Freddie Bienstock, Jerry Lieber and Mike Stoller, has purchased all of the copyrights owned by TM Music, and a majority of the copyrights owned by the other music publishing subsidiaries of Commonwealth United Corp. The remaining CU copyrights and other properties have been acquired by Koppelman-Rubin Enterprises. (See separate story.)

Included among the TM copyrights are "Things," "Under the Boardwalk," "Good Livin'" and "You're the Reason I'm Living." Included among the CU copyrights are "Summer in the City" and "Didn't Want to Have to Do It."

Mirabelle will be located at 1619 Broadway.

# Blue Thumb Day Marks Distrib Tie With Capitol

LOS ANGELES—Capitol and Blue Thumb launched their new distribution-marketing affiliation with a Blue Thumb Day at San Francisco's Norcal One Stop.

All Norcal employees wore Blue Thumb tee shirts and the label's "All Day Thumb Sucker" sampler LP was given to all customers coming into the store.

Southwin's, Blue Thumb's country rock band performed live during the day. The event drew enough people to where channel 5 sent a news crew to

# Koppelman & Rubin Complete CUC Exit

NEW YORK — Charles Koppelman and Don Rubin have concluded their separation from Commonwealth United Corp. with the acquisition of 37 copyrights which they'll put into the newly formed Koppelman-Rubin Music (ASCAP). The 37 copyrights represents 70 percent of all the songs previously held by the Faithful Virtue and Chardon firms.

Koppelman and Rubin have set up shop for their new publishing operation at 110 East 59th St. and have begun lining up deals for foreign representation of their catalog. In addition, K&R have set exclusive writing deals with Jerry Corbett, former lead singer with the Youngbloods and writer of "Let's Get Together" and "Grizzly Bear" and who recently signed with Capitol Records; Billy and Charles, who'll be released on the newly formed Faithful Virtue Records, and Sly Boots, who's

also on the Faithful Virtue label. Koppelman-Rubin Music also owns about 90 percent of the songs written by John Sebastian.

The Koppelman-Rubin Music setup will have Bruce Wendell, vice-president of West Coast activity; Gary Klein, vice-president of over-all company activity based in New York, and Lester Bowls, controller based in New York.

An ASCAP firm is expected to be set up in the near future.

Among the songs now being held by Koppelman-Rubin Music are; "Daydreams," "Did You Ever to Make Up Your Mind," "Do You Believe in Magic," "If I Were a Carpenter," "Misty" (Continued on page 73)

# Dickson Sets Outlet Net

NEW YORK—Dickson Productions Ltd., newly formed record and tape distribution division, has lined up a flock of distributors to handle its labels.

The distributors are Pep Record Sales, Los Angeles; Eric-Mainland, San Francisco; Fidelity Record & Tape Sales, Seattle; Globe Distributing, Hartford; Empire State, New York; Comstock Distributing, Atlanta; Music Merchants, Boston; Midwest Ltd., Cleveland; Summit Distributing, Chicago; Schwartz Bros., Washington, and Best & Gold, Buffalo.

# McLendon Chain Enters Records—1st LP Is Set

DALLAS — The McLendon Stations, a broadcasting chain headed by Gordon McLendon, has entered the record business. McLendon, a pioneer in Top 40 radio in the early 1950's, owns KLIF here and WYSL in Buffalo, N.Y., among other stations.

Teaming with Tom Merriman, Gordon McLendon has formed the McLendon Music Corp. It marks the first venture of either man into the record industry. Bart McLendon, son of McLendon, is heading up publicity.

First album, featuring the Gordon McLendon Singers, will be out before the end of the year and contain a collection of contemporary hits as well as standards intended for easy listening airplay.

Board of directors of the new music firm include Jim Long and Ken Dowe, McLendon and Merriman. Merriman and Long are officials of TM Productions, a leading Dallas jingles firm. Dowe is national director of operations for the McLendon radio stations.

For More Late News See Page 82

film the situation for use in a newscast.

Capitol is presently creating in-store displays for Blue Thumb's holiday sales slogan, "We Want You to Get Yours Before the Holiday."

(Continued on page 6)

# 'Rudolph,' 91 Million Disks, 400 Versions, Still Running

NEW YORK—"Rudolph, the Red-Nosed Reindeer" is rattling its harness bells in tune to another good Christmas. For General Electric, Christmas wouldn't be too jolly without its annual TV special hosted by Burl Ives about the funny-nosed reindeer, and recording artists have paid tribute to the imaginary animal to the tune of more than 91 million in disk sales, 60 million in the U.S. alone. Five million copies of sheet music of the song have also sledged across the counters of music stores coast to coast. There have been a total of 400 versions of the song, but Gene Autry's Columbia record is the biggest ever record on the label—more than five million sales.

Other tunes written by Johnny Marks, head of St. Nicholas Music, focusing on the Christmas scene include "I Heard the Bells on Christmas Day," "Rockin' Around the Christmas Tree," and "A Holly Jolly Christmas." The "Bells" tune has sold more than four million records in various versions. Marks also writes new commercials every year for the TV special for General Electric; one of these won the Gold Medal Award of the 1967 International Film and TV Festival in New York. The seventh annual viewing of the TV special will be Dec. 4 on NBC-TV network, with the soundtrack album again released on Decca Records.

# Schick and Korvin Create Studio-Residence for Artist

NEW YORK—Joe Schick and Eddie Korvin have created Blue Rock Studios, where the artist may take over and create his own atmosphere. The studio has three floors, one containing a research and development wing; one containing the studio and the control room; and the third with living quarters for the artist.

"We are located on the lower West Side of the city in an area inhabited primarily by artists and craftsmen," said Schick. "We have made living quarters so that the artist does not have

to deal with the city if he doesn't want to. Instead of staying in a hotel while he is creating an album, he can stay right above the studio. Essentially, the artist will be able to take over the entire studio for the time it takes him to record an LP. He will adopt the studio as a home."

The studio contains a 16-track Scully Tape machine, a Dolby, Keepex, and Teletronics equipment. There is a 16-track board in the control room with a 24-input capacity. The board was built by Andromeda Research (Continued on page 82)

# Barnaby Spreads Act Wings To Get Style Cross-Section

LOS ANGELES — Barnaby Records is developing its artists' roster to represent a cross-section of the varied singing styles that comprise today's music market. Linda McNeal, label's West Coast manager, auditions acts and listens to songs before

passing on recommendations to Barnaby co-owner Alan Bernard. The company has assigned Jackie Mills to produce a new Jamaican singer, Carlton Dinnall, whom Miss McNeal discovered. Still to be recorded are Bruce Ballard and David Summerville, regulars on Tim Conway's CBS-TV series; singer-writer Paul Hampton, and Nashville-based vocalist Linda Hart. Mike Shepherd, who runs Barnaby's Nashville office, found Miss Hart.

Bernard plans to assign free-lance producers to the new artists coming into the company. Andy Williams is participating by selecting material for two of Barnaby's acts: Claudine Longet and Ken Berry. He also produced his first Barnaby LP: a Christmas package featuring the Williams Brothers. Williams' contract with Columbia Records has a year-and-a-half to run.

In another move, Bernard purchased all of Ray Stevens' Monument masters. Bernard said, "We didn't want anyone selling them for \$1.35."

# Mothers in Film Bow

NEW YORK—Frank Zappa and the Mothers of Invention will make their motion picture debut in "200 Motels." Zappa has composed the score for the film, which will be performed by the London Royal Philharmonic Orchestra with Phyllis Bryn-Julson, soprano soloist, as well as the rock group. The multiple album soundtrack will be released by United Artists Records.

The film, to be released by United Artists, will be produced by Herb Cohen and Jerry Good and co-directed by Zappa and Tony Palmer. Shooting begins late January in London.

# Pet-Caring Advice for Kids Issued by N.J. Record Co.

PRINCETON, N.J.—A new concept in children's records will soon be released with the introduction of a set of 45 rpm extended play records designed to teach children how to care for household pets. The record company, Pet Care Records, is created and marketed by Pet Productions, Inc. There are eight disks in the series which explain the care and training of dogs, kittens, gerbils, guinea pigs, hamsters, birds, goldfish and tropical fish.

The records are geared to appeal to the 12-year-old. The records utilize original music written by professionals in the children's educational entertainment field, plus such novelties as singing goldfish, talking dogs and chuckling hamsters. The child learns about feeding, bathing, grooming, training, health tips and proper supplies and accessories for his or her pet through "fun learning techniques" and illustrations on the record jackets.

This series of Pet Care Records is the first of an over-all campaign of educational and en-

tertainment records for both children and adults by Pet Products Inc. The line, which has a suggested retail price of \$1.49, is being backed by a large national promotional campaign, plus advertising and publicity.

# A&M Going 'Soft Sound'

LOS ANGELES — A&M Records is moving into the "soft sound" groove. Six artists who reflect this "soft" movement are the Carpenters, Willie Ruff-John Pisano, Marc Benno and Cat Stevens. According to Gil Freisen, A&M's vice-president, Benno and Stevens are playing more sophisticatedly and the

music behind them is subtler. "It's listening music," he said. A&M's co-owner Herb Alpert is working on the debut LP of French composer Michel Colombier. Alpert has a number of sides cut for a Tijuana Brass LP planned for next year. As a producer, Alpert has worked on the Sisters Love single, "The Bigger You Love the Harder You Fall" and the recently released Willie Ruff-John Pisano single and LP. Both fall into the "soft sound" groove.

The Carpenters have been A&M's most successful "soft sound" American act. The group has clicked with two albums and three singles.

# Rock Producer Mekler Turns Longhair for LP

LOS ANGELES—Contemporary music producer Gabriel Mekler, who has produced Steppenwolf and Three Dog Night for Dunhill Records, is producing his first classical LP for Lizard, his own company.

Ampex, which distributes Lizard under a three-year contract, will merchandise "Brahms Is Beautiful," a double LP, in a pop music manner, promoting the package on contemporary radio stations and in the college market.

The album, which features Marshall Moss on violin and Adam Mekler on piano, will be released this month. Mekler also is planning a second classical LP, featuring himself on piano, utilizing a rock feeling.

The two classical albums are part of an 18-album package Lizard has agreed to deliver to Ampex over three years. Ampex has tape rights to all Lizard product and has released four records (and tapes) under the agreement.

# Certron Music Moves Division

NASHVILLE—Certron Corp. Music Division has moved its accounting department to offices in its new building complex on Music Row. This completes the department's move from Certron in Anaheim.

Jerry Hines, controller for the Music Division, heads a staff of 20 who will handle the accounts of the four regional service centers in Nashville, San Antonio, Phoenix and Los Angeles as well as the credit department, accounts payable, accounts receivable and royalties for the entire division.

The accounting department occupies the second floor of Certron's one-stop operation here.

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# Alan Rich & Gleason Take Top Deems Taylor Awards

NEW YORK — Alan Rich and Ralph J. Gleason were the \$1,000 first-prize winners in the third annual ASCAP Deems Taylor Awards presented by ASCAP Nov. 24 at the Vincent Astor Gallery at the Library and Museum of the Performing Arts at Lincoln Center. The awards were for books and articles on music that were published last year.

Gleason's first prize was for his article, "Jazz: Black Art/American Art," which was published in Lithopinion's fall issue. Rich's first was for his book, "Music: Mirror of the Arts" published by Praeger Publishers, Inc., and Ridge Press, Inc.

Rich also won the \$500 second prize for his article, "The Metropolitan Opera Versus the Public," which was published in the Dec. 1 issue of New York Magazine. Issachar Miron gained the \$300 third prize for his article, "Rocking the Cradle of the Lord," published in the Feb. 9 Arts and Leisure section of the New York Times.

Irving Kolodin received the \$500 book second prize for his "The Continuity of Music" (Continued on page 66)

# ITA Moves to Establish Tape Minimum Standards

NEW YORK — The ITA's first committee of tape duplicators was held here at Bell Sound Studios recently. It marked the ITA's first step to establish minimum standards for duplicators of both cartridges and cassettes. The committee discussed a wide range of subjects relevant to the problem of standards. A second meeting is scheduled for the first week of this month.

Following the establishment of minimum duplicating standards, the chairman of the committee will meet with an integrated ITA committee which will include the chairmen of the committees on hardware, manufacturers of cassettes, cartridges and component parts, manufacturers of raw tape, record companies, and ethics in advertising and defini-



JOE MAIMONE, left, Capitol Records' Eastern promotion man, poses as Santa Claus to introduce the label's Christmas product to Gertie Katzman, music director of WNEW.

# Viva Expands Pub Set-Up

LOS ANGELES—Ed Silvers, Viva Productions president, is expanding Viva's publishing operation. He's adding to the professional staff and has taken on the administration of two independent publishing catalogs.

He is guiding Daly City (BMI) and Stone Flower (BMI), both for Sly and the Family Stone, and three publishing companies, Seasons Four (BMI), Gavidima (ASCAP) and De Valbo (ASCAP), for the 4 Seasons. To assist in the company's publishing direction, Silvers has added Art Wayne, professional manager, and Paul (Tony) Byrne, associate manager.

Silvers, who is attempting to re-purchase Viva from Omega, the parent company, since the departure of Snuff Garrett, will assist Omega in running the parent's music publishing firm. Under the Viva banner will be Vicki Music and Stasney Music (ASCAP), which combined has more than 150 copyrights, including material by Del Shannon.

# Music Man Inks With L.I. Corp

OCEANSIDE, N.Y.—Music Man Corp., a subsidiary of NMC Corp. (OTC), has gained exclusive rights to operate leased discount record and tape departments in the Bazar International and Parson Utopia Stores, a new chain of discount stores being

developed by Eugene Ferkauf, founder of E.J. Korvette.

Robert Goemann, Music Man vice president, will be responsible for day-to-day operations. Goemann, who spent 10 years as Korvette's record buyer, is former administrator of the RCA Record Club.

# Scrooge is

"Spectacular!

Finney is remarkable."

—Judith Crist, *New York Magazine*

"A splashy and entertaining musical! Tops for Albert Finney's on-target interpretation of 'Scrooge.' Bright with humor!"

—Ann Guarino, *N. Y. Daily News*

"A joyous, beautiful, laughable and heart tingling musical!"

—Alex Thine, *Milwaukee Centinel*

"A masterpiece! It will become a classic."—Dave Elliot, *Chicago Daily News*

"One of the best pieces of news for the family since the invention of toys."—*Los Angeles Times*

"A great gorgeous entertainment! Albert Finney is magnificent!"

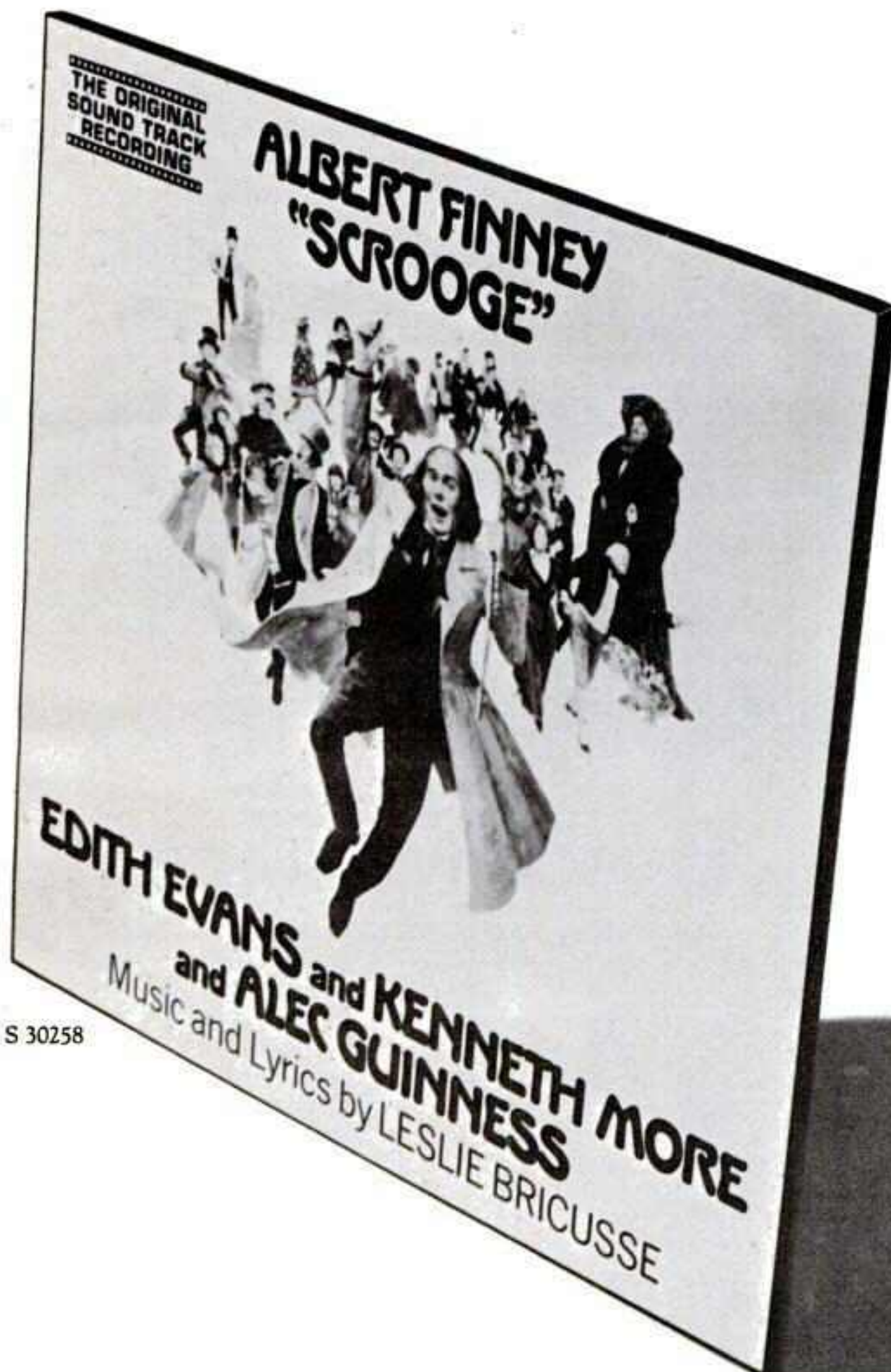
—Cameron Demar, *Boston Herald Traveler*

"A winner! 'Scrooge' has everything!"

—Ernest Schier, *Philadelphia Bulletin*

"A spirited and splendid film! Albert Finney spectacular!"

—Susan Stark, *Detroit Free Press*



## And that's no humbug.

"Scrooge" isn't just a movie in time for Christmas. It's a story that has no season. With a timeless musical score by Leslie Bricusse.

And now "Scrooge" is an Original Soundtrack album, starring Albert Finney.

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Vol. 82 No. 49

# Gold Awards

The RIAA has certified the following Warner Bros.-Reprise LP's: James Taylor's "Sweet Baby James," Jimi Hendrix/Otis Redding's "Historic Performances at the Monterey International Pop Festival," "The Best of Peter, Paul & Mary," Jethro Tull's "Benefit" and Neil Young's "Everybody Knows This Is Nowhere" and "After the Gold Rush."

★ ★ ★

Anne Murray's debut single for Capitol, "Snowbird," has been certified as a million-seller.

The Guess Who, Canadian rock group, has been certified for a gold album award for their RCA LP "Share the Land." It marks their sixth gold record award.

★ ★ ★

The Rolling Stones have been awarded a gold disk for their London album, "Get Yer Ya Ya's Out." It's their 12th gold LP.

★ ★ ★

The Moody Blues have been certified for a gold album award for their Threshold LP, "A Question of Balance." It's their fourth gold disk.

★ ★ ★

Sly & the Family Stone's Epic album, "Greatest Hits," has been certified for a gold disk. The RIAA certification came just two weeks after the album's release.

★ ★ ★

Gene Chandler's Mercury Records' single, "Groovy Situation," has been certified as a million seller by the RIAA.

★ ★ ★

Steve Stills' "Stephen Stills" album (Atlantic) certified as a gold record by the RIAA within one week of release. The album was released Nov. 13.

## Promotion LP By Townshend

NEW YORK—Atlantic Records is shipping to college and FM stations a one-sided promotion album recorded in London by Peter Townshend of the Who. The album, produced by Roger Keene and Ralph Lucas, concerns the album "Hollywood Dream" by Thunderclap Newman on Track Records, which is distributed by Atlantic. It was released recently.

The promotion album has Townshend talking about and with the Newman group with selected cuts from the "Hollywood Dream" album, which Townshend produced, included.

## Writer Bruno Forms Company

LOS ANGELES — Tony Bruno has formed Tolaina Music and Tolaina Productions. Bruno, a songwriter/vocalist/producer and performer, has just released "Feelin' Bad" b/w "I Got Enough Heartaches" on the Gregar label, distributed by RCA.

Tolaina Productions is active in the TV and radio commercial field. Bruno has already done commercials for Bufferin and General Mills.

## Colossus Campaign Backs New Talent Album Product

NEW YORK—Colossus Records has mapped out an advertising and merchandising campaign to back its new album program which is giving a push to new talent. The label has prepared special 30 and 60-second commercials to be placed with stations all over the country. The commercials will be for specific LP's and also for a combination of the five albums in the release. In addition, there will be extensive disk jockey mailings.

Print advertising will be placed in both trade and consumer outlets. Special trade ads on all of the product is now being designed. There will also be an attempt to line up consumer advertising accenting co-

op ads. Personal appearances of the artists at key record outlets are also being worked out.

Point-of-sale material on the LP's is being developed by Colossus and will include posters, window cards, streamers and in-store displays.

Featured in the new release are the Mob, a seven-man vocal combo; Raul Danks and his wife, Stefanianna; the Maypole, an underground group from Baltimore, and Good Paul Sylvan, a rock artist. The fifth album in the release, "Colossus Greats," contains a collection of Colossus' hit disks.

Jerry Ross, head of Colossus, also plans to release a single from each LP in conjunction with the release of the album.

## Blue Thumb Day Marks Distrib Tie With Capitol

• Continued from page 3

The sales and merchandising campaign covers LP's by Donato, Gabor Szabo, Love and Buddy and the Juniors. Capitol's merchandising department is creating mailers going to dealers, racks, one stops and promotional sources.

Capitol has also created special 12-inch browser cards for artists and musical categories, with a large blue thumb extending off the top of the browser.

Blue Thumb is recording its top rock band, Love, live during engagements in San Francisco, New York and Boston. Label president Bob Krasnow is supervising the recordings.

The LP is Love's third for Blue Thumb and the label's first completely live recording project. Some tracks on previous Love and Southwind LP's were done before audiences. The late Jimi Hendrix plays on three cuts of Love's "False Start" package.

In other creative projects, Dave Mason has completed his second solo LP and his project with Mama Cass has been shelved in favor of the solo album. And Gabor Szabo is recording for the first time with blues singer-guitarist Bobby Womack. Tommy LiPuma, the label's a&r director, is producing the Szabo package. He will record a new act to the roster. Dan Hicks and His Hot Licks.

## Executive Turntable

Al Valente named to the new position of director of product exploitation, Motown Record Corp. He joined Motown a year ago and his most recent assignment was preliminary promotional evaluation. Previously he headed his own publicity and promotion firm. . . . Ben Sciotti, national promotion director, Liberty/UA has left and joined MGM Records. . . . Woody Woodward, Liberty/UA art director has also left the company. . . . Bob Ciotti named director of a&r administration, Metromedia Records. He was assistant a&r administration director, Columbia



WALSH

Record Club. Paul Ghalioungui named to the new position of administrative assistant. He joins Metromedia from B. F. Goodrich where he was in the international marketing department. . . . John Walsh named product coordinator, a&r department, Scepter Records. He was formerly an associate producer for Columbia and director of independent productions for Kapp and Decca. . . . Ruby Mazur, art director,

Paramount Records, designing for B. B. King Productions. Mazur has an album cover up for a Grammy Award—not the B. B. King cover as suggested last week. . . . John A. Creighton appointed director of marketing planning and programming, Craig's education/industrial division. . . . Thomas G. Kuhn named vice president in charge of television production, Warner Bros. Television. He joined WB-TV as vice president,



PAULSON

program development. . . . Arthur Moskowitz, executive in the variety department, William Morris Agency, has transferred to the agency's London office. . . . C. Robert Paulson, former manager Ampex professional audio division, named marketing manager, TONUS, producer of the ARP electronic music synthesizer. . . . William R. Krantz named vice president and director of aftermarket sales of the automotive division, Arvin Industries, Inc. . . . Paul C. Lloyd given overall responsibility for quality assurance, Infonics. William E. Johnston named national service manager for the company. . . . Jack J. Egbert named Eastern sales manager, special markets, and James D. Ginty, account executive, Capitol Records Inc. Both men will be based in New York.



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## Goody 9-Mos Earnings Rise

MASPETH, N.Y. — Earnings for the first nine months of 1970 for Sam Goody, Inc., amounted to \$141,924 or 21 cents per share calculated on 683,000 shares, an increase of 5 cents per share over the 1969 totals for the same period which were \$107,948 or 16 cents per share. The record earnings for the company in the first three quarters of 1970 amounted to \$15,179,729 as compared with \$10,694,000 reported in the same 1969 period.

For the 12 months ending  
(Continued on page 66)

## TIC Sets Up 3 Workshops

Ray Harris, Attarack-Heller's executive vice president, is negotiating to acquire studios in Jackson, Miss., and Houston.

There are four producers associated with Producers Workshop here; three more are being sought. They will be circulated around to all the company's studios, with Ed Cobb overseeing all a&r and Joe Wilson acting as a floating engineer.

The first four producers named are Spooner Oldham, Emory Gordy Jr., Dennis St. John and Cobb.

The local studio is an 8-track facility which will be converted to 16, as will all future rooms, Harris said. Continental Sound was originally owned by Mike Curb, who sold the facility to Transcon when he brought his Sidewalk Productions into TIC three years ago.

All the production deals which Curb made for TIC's Transcon Entertainment Corp. (TEC) have been dissipated except for Attarack and for S. Hurok, the specialized concert attraction firm.

Attarack operates a management wing, handling the Bill Lowery stable of Atlanta acts. Tommy Roe, one of these acts, is now producing a new singer, Ray Whitley, through his Troop One Productions.

Attarack Records, which MGM is distributing, has just released singles by Dick Dodd and Tim Welsh plus the LP "Churchill." The company co-produced Liberace's most recent Warner Bros. LP.

All efforts through Producers Workshop will carry the credit line: "Sound and production by Producers Workshop." Individual producer credits will be avoided to create a company image.

## Tenna Lists Drop In Quarterly Sales

CLEVELAND—Tenna Corp. reported a drop in sales net income of nearly \$200,000 to \$500,335 for the first quarter ending Sept. 30. In a similar period last year, Tenna reported sales earning of \$699,802. Total sales for the first quarter of the fiscal period were \$8,700,944. Harvey A. Ludwig, Tenna president, said that while sales and earnings were down from last year, they were better than results in either of the preceding two quarters.

## WB to Build Studio-Exec Complex Near Film Site

LOS ANGELES — Warner Bros. will build a studio-executive office complex near the parent studio lot next year. The facility will have a minimum of 60,000 square feet of space.

The company is also looking for a new location for its distribution branch which is now taxed to its physical limits as a result of taking over the Atlantic

line. A spot in Glendale is being considered. The branch has been in business one and one-half years in Burbank.

The staff of Warner Bros. Records has grown steadily within the past two years to a point where the record wing now fills two floors of its present building. The company has been in  
(Continued on page 66)

## Ampex Sales & Earnings in Sharp Dip in Two Periods

REDWOOD CITY, Calif.—The Ampex Corp. realized a substantial drop in sales and earnings for the second quarter and six months ended Oct. 31, 1970.

Sales for the second quarter totaled \$74,432,000 compared with \$80,711,000 in the second quarter last year. Net earnings were \$861,000 compared with \$4,333,000 over the same period in 1969. Earnings per share tumbled to 8 cents compared with 40 cents last year.

For the half year, sales totaled \$138,960,000 down

from \$149,269,000. Net earnings over the same period were  
(Continued on page 66)

## Talmadge Survey

NEW YORK—Musicor Records a&r director Rick Talmadge is conducting his own survey into the record market and will be visiting radio stations and record dealers throughout the East and Midwest this week promoting records as well as scouting for new artists and new record producers. Accompanying him will be Chris Spinosa, national sales manager.

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## Market Quotations

As of Closing, Wednesday, November 25, 1970

NAME	1970 High	1970 Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	147/8	6 1/2	104	8	7 1/4	7 1/4	- 3/8
ABC	39 1/4	19 5/8	637	22 7/8	21 1/8	22	- 3/4
Amer. Auto Vending	11	5 1/8	319	5 7/8	5 1/2	5 3/4	- 1/8
Ampex	48 1/2	12 1/2	962	16	14 5/8	15 3/4	+ 1 1/8
Automatic Radio	27 1/2	5 1/4	93	8 1/2	7 3/4	8 1/4	+ 1/4
ARA	118	76 1/8	75	111 3/8	107 1/4	110 3/4	+ 3
Avnet	13 3/8	6 1/8	439	7 3/8	6 7/8	7	- 1/8
Capitol Ind.	53 5/8	12	489	14	12 1/2	13 5/8	+ 1 3/8
Centron	18 1/4	4 3/4	125	5 1/4	4 7/8	4 7/8	- 1/4
CBS	49 7/8	24 1/2	1384	28 3/8	25 7/8	28 3/8	+ 1 3/4
Columbia Pictures	31 1/2	8 5/8	596	10 3/8	9	9 1/4	- 3/4
Craig Corp.	15 1/8	4 3/8	55	9 1/4	5 1/4	5 3/8	Unch.
Creative Management	14 3/4	4	124	10 5/8	9 3/4	10	- 1/2
Disney, Walt	158	89 7/8	741	142 7/8	132 1/2	142 1/4	+ 9 3/4
EMI	7 5/8	3 3/4	207	4	3 3/4	3 3/4	- 1/4
General Electric	87 3/8	66 1/2	1492	87 3/8	85 5/8	87 3/8	+ 1 3/8
Gulf & Western	20 3/4	9 1/2	432	16 3/8	15	15 1/4	- 1/8
Hammond Corp.	16 3/8	7 1/4	115	8 3/8	7 1/2	7 3/4	- 1/4
Handieman	47 3/8	19 3/4	260	32	29 7/8	32	+ 2 1/4
Harvey Group	12 3/4	3	9	4 1/4	4 1/8	4 1/4	+ 1/8
ITT	60 1/8	30 1/2	2544	44	42 5/8	43 3/4	+ 1 1/8
Interstate United	15 3/4	4 3/8	156	8 1/2	8 1/4	8 3/8	Unch.
Kinney Services	36	20 7/8	580	27 7/8	25 5/8	27 1/4	+ 1 5/8
Mackie	19	8	21	8 5/8	8 1/4	8 3/8	- 1/8
MCA	29 1/8	12 1/8	101	19 1/4	18 1/2	19	- 3/8
MGM	21	9 3/4	223	15 1/2	13 5/8	15 1/8	+ 4 1/8
Metromedia	22 3/8	9 3/8	124	18	16 7/8	17 1/8	+ 1/8
3M	114 3/4	71	817	90	85 1/4	90	+ 4 1/2
Motorola	70 7/8	31	172	49	47 1/8	49	+ 1 1/4
No. Amer. Phillips	54 3/8	18	78	22 7/8	22 1/4	22 1/2	+ 3/8
Pickwick Internat.	54 3/4	12	164	34	32 3/4	34	+ 1 1/4
RCA	34 3/4	12	1670	23 5/8	21 5/8	23 3/8	+ 1 3/8
Servmat	31 3/4	12	452	22	20	21 3/4	+ 1 1/2
Superscope	40 5/8	8	53	14 1/8	12 3/4	13 7/8	+ 1 1/8
Telex	25 7/8	9 1/8	6297	19 3/4	17 5/8	19 1/8	- 1/2
Tenna Corp.	20 3/4	3 7/8	110	8 1/4	7	7 1/8	+ 1/8
Transamerica	26 3/4	11 3/8	1448	12 1/2	11 5/8	12 1/8	+ 1/8
Transcontinental	24 1/2	4 1/2	396	6 3/8	5 1/2	5 5/8	Unch.
Triangle	17 1/4	10 3/8	44	14 1/2	13 7/8	14 1/8	+ 1/8
20th Century Fox	20 1/2	6	413	7 7/8	7	7 1/4	- 1/8
Vendo	17 1/8	10	41	12	11 3/8	12	+ 1/4
Viewlex	25 3/8	5	174	8 7/8	8	8 1/4	- 3/8
Wurlitzer	17	7 1/2	45	7 3/4	7 1/8	7 1/2	- 3/8
Zenith	37 3/4	22 1/4	642	35 7/8	31 3/4	35 3/8	+ 4

Effective Wednesday, Nov. 25, 1970, will close at 3:30  
11:20-11:25 week's range

OVER THE COUNTER*	Week's High	Week's Low	Week's Close	OVER THE COUNTER*	Week's High	Week's Low	Week's Close
ABKCO Ind.	12 3/4	11 1/2	12	Kirshner Entertain.	3 3/4	3 1/2	3 1/2
Alltapes Inc.	3 1/2	3 3/8	3 1/2	Koss Electronic	3 1/2	3 1/4	3 1/2
Amer. Prog. Bureau	8 1/4	7	7	Lin Broadcasting	5 3/4	5	5 3/8
Bally Mfg. Corp.	11 3/4	10 3/4	11 1/2	Mills Music	18 1/2	17 3/4	17 3/4
Data Packaging	5 3/8	5 1/2	5 5/8	Perception Venture	5 1/4	4 1/4	4 3/4
Fanfara Films	5 1/2	5	5	Qatron Corp.	3 5/8	3 3/8	3 5/8
Faraday Inc.	9	8	9	Recoton	4 1/2	3 3/4	4
Gates Learjet	4 3/4	3 3/8	3 5/8	Schwartz Bros.	3 1/2	3 1/4	3 1/4
GRT Corp.	5 3/4	4 1/4	4 3/4	United Record & Tape	5	4 1/4	5
Goody, Sam	9 3/8	8 3/8	9 3/8				

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

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The Grateful Dead are consistently the best performing group in this country. They recently emerged as one of the very best recording groups in the country with their album, **Workingman's Dead**, a collection of countrified songs, economical instrumentals, and newly expanded vocals. **American Beauty**, their latest, is, in Jerry Garcia's words, "an extension of what we started to get into with **Workingman's Dead**."

**American Beauty** is on Warner Bros. Records. Tapes distributed by Ampex.

## **American Beauty: The Grateful Dead**

## JOHNNY MARKS' BIG 4

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# ROCKIN' AROUND THE CHRISTMAS TREE

(Decca)

## BURL IVES

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# A HOLLY JOLLY CHRISTMAS

(Decca)

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# 'Restraint of Trade' Wins

• Continued from page 1

he was right in selling the tapes for the good of the consumer. His contention was that large record manufacturers are in collusion to sell tapes at high prices, and he felt morally obligated to sell for less.

Shannon said he had a document from his supplier in which that organization accepted all legal responsibility for the sale of the reproduced tapes, and agreed to pay all expenses involved in any suit. Shannon said this document absolved him of any responsibility in the sale.

Ken Snyder, Shannon's partner and co-owner, told Billboard Shannon had ordered the tapes from a Texas supplier, knowing they were bootleg.

"We didn't make any pretense about it," Snyder said. "We advertised the tape as bootleg. Scott decided that the manufacturers of tape were only paying royalties of about a nickel a tape to the publishers and the performer, but the manufacturers were making too

much money. We bought the tapes from the man in Texas for \$2.25, but if we had bought them from a bona fide distributor they would have cost us \$4.25. That's a two-dollar difference. So, even if they pay a nickel a tape, they're making \$1.95, and Scott feels that's too much. He contends there is price fixing between Columbia, Capitol and some of the others."

Snyder said he checked with his attorney and found there were laws against price-fixing in this state, but no laws to prevent the wholesale of retail sale of what he called "alternate" tapes.

Snyder said he received a letter from Capitol asking for an affidavit stating they had ceased to sell the tapes. He said he complied at once, even though there are many other bootleg tapes being sold in the area.

Shannon later contacted Billboard to say he had been "completely misled" by the supplier.

"I bought the tapes through a

legitimate distributor for a major company in Houston," he said. "He told me this was fool-proof, had been checked out completely, and there was nothing illegal about it. We only sold the tape for 13 days, and I was shocked when the injunctions were filed."

Shannon said he ordered 2,000 of the tapes from Houston, and the tapes were shipped directly from the West Coast. "They came from Los Angeles. I'm told the fellow out there operates just within the law, and is a genius at this sort of thing."

## Chappell Gets Print Rights on Dylan LP in U.S.

NEW YORK — Chappell & Co. has secured print rights for the U.S. and Canada for a complete folio of the songs from Bob Dylan's latest Columbia LP, "New Morning," through an exclusive agreement with Bob Dylan Words & Music Co., Inc.

The folio will be released early in December. It represents Chappell's first association with Dylan.

The 68-page folio, prepared by senior editor Carl Miller, contains the entire 12-song contents of the "New Morning" LP. It will receive a full-scale promotional and merchandising campaign directed by Chappell's merchandising director Harold Lenz.

## Franklin on the Move by Staying Tuned to Buyer

By MAURIE ORODENKER

PHILADELPHIA — Al Franklin has opened the second and is about to open a third in a projected chain of Franklin Music Stores. He plans eventually to have a nationwide chain.

Since first opening his first store on Aug. 19, 1968, in a new Neshaminy Shopping Mall just outside the city, Franklin has been making record sales history. Three months after first opening, the operation was in the black with total sales reaching \$1 million the first year. For the second year, sales jumped to \$1.5 million, and with a good seasonal starting, Franklin hopes to reach \$2 million for the one store this coming year. Franklin opened his second Franklin Music several weeks ago in the new Echelon Shopping Mall in Voorhees Township, across the river in Camden County, New Jersey. And before this new month is over, it'll be a grand opening for his third Franklin Music in the newly reopened quarters.

But the whole key to his success, said Franklin, is the customer. "The customer is the king and in order to serve him, we see to it that we always have a complete stock," he added. "If we have that one record that the

customer asks for, we have sold him on Franklin Music and he'll keep coming back. But stock is not the only thing. You have to be sure there are knowledgeable help to sell that stock. And with the various musical backgrounds of the 12 to 16 people on our sales staff, we make certain that there is always someone who can answer that one question asked by a customer—particularly the customer coming into our store for the first time."

All stores planned to be of the same approximate size 6200 square feet. All sales are computerized.

Approximately 54 percent of all sales is in records. Tapes and cassettes account for 13 percent, up from 7 percent last year, and seem to be rising—but not at the expense of regular records. Audio components, "and we cherry-pick every line we handle," said Franklin, amount to just under 30 percent of sales. Starting from scratch, a full audio line is handled, and because of his comfortable sales position, "we don't have to take any merchandise to push," he added.

Computerized sales slips show tremendous sales in turntables, which is the reason Franklin

(Continued on page 12)

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DECEMBER 5, 1970, BILLBOARD

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ALAN JAY LERNER, center, lyricist and producer of the film version of "Paint Your Wagon," receives a Gold Record from Henry Brief, left, executive director of the RIAA, and William Gallagher, president of Paramount Records. The award, Paramount's first, was for \$1 million in sales for the film's soundtrack.

## Billboard

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(From the original soundtrack of MGM's "Brewster McCloud")

... "sing a song full of the faith that the dark past has taught us  
sing a song full of the hope that the present has brought us" ...

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(Black National Hymn)

ODE-66011-S / ODE 



## 'Diplomatic' Meeting to Protect World Records

• *Continued from page 1*

recordings, performances and broadcasts. The story could change in future international copyright agreements if the U.S. completes and passes its copyright law revision in 1971. The law would protect recordings from duplication, whether or not a proposed performance royalty for recordings is retained in the bill.

Another problem facing the several international copyright conferences coming up next summer is what to do about easing copyright costs to the developing countries. Giving the newer and poorer countries too much of a free ride, has met with rejection from a number of countries. But it is feared that trying to force poorer countries to pay standard royalties would drive them to drop out of all copyright conventions, resulting in free use, Soviet style.

Preparatory meetings held to begin the Berne and UCC revisions, were attended by American delegations headed by Abraham L. Kaminstein, Register of

Copyrights. Results of these meetings (the U. S. delegation could only observe at the Berne meeting), together with the hoped-for anti-piracy agreement, and the proposals for dealing with the underdeveloped countries, will all be threshed out at the Diplomatic Conference of June 21-July 10, 1971, in Paris.

Hovering over all of the various copyright developments is a new international attempt at bringing about better cooperation in protecting all types of intellectual property. This will be the work of the new World Intellectual Property Organization (WIPO), which came into life in Stockholm, in April of 1970, and was ratified by the U.S. in May.

The new organization is an outgrowth of the older United International Bureau for the Protection of International Property (BIRPI), and hopes to ensure cooperation among the different copyright conventions and agreements. WIPO's first Director-General will be Prof. G. H. Bodenhausen, Director of BIRPI.

## Universal Studios Opens With Much Pomp and Ceremony

MEMPHIS—More than 400 record company officials, recording artists and press were on hand for the official opening of Universal Recording Studios.

Seymour and Natalie Rosenberg were hosts. Rosenberg is president of the studios, a new division of the Memphis Corp., and Mrs. Rosenberg was in charge of arrangements.

At a party preceding the event, two rock bands entertained. Limousines traveled from the party to the studios on Chelsea Avenue, where there were escorted tours.

All the remotely controlled speakers in the studio are built in for the convenience of more

workable, uncluttered floor space. The colorful decor of the studio is carried into the engineers' booth, where it forms a backdrop for the 16, 8 and 4-track Scully stereo and monaural recording equipment and a Caddco console.

The engineering staff is headed by Steve Stepanian. A staff band already has been retained.

At the opening, Mercury artist Jerry Butler, who is executive vice president of the Memphis Corp., said the studio already was operative and had done work for Stax on William Bell and Rufus Thomas. Other artists who already had utilized

*(Continued on page 73)*

## Shopping Malls Sprouting

• *Continued from page 1*

is undergoing a revolutionary change. "Instead of 'going downtown' he is now beginning to buy his needs and wants in air-conditioned shopping centers that provide him with parking, comfort and easy access to high-speed roads and transportation," Cohen said.

Hundreds of shopping centers

## Franklin Stays Tuned to Buyer

• *Continued from page 10*

does not believe tapes will hurt record sales.

In the musical instrument department, which accounts for 3 percent of sales, purchases of drums are dropping off, but guitar sales are holding up. Biggest sales surprise is sheet music—the only merchandise in the large store that is on racks. Everything sells big in sheet music, he said, especially instruction books, and he plans to increase the space given to sheet music to carry a larger line that will serve the needs of adults and children alike.

While the pop and rock fans generally limit purchases to one and sometimes a second record album, the classical buyer will buy as many as seven and eight records. In addition to newspaper advertising, sale of classical records is promoted largely through radio.

Also of special note is the fact that Franklin is not impressed with in-store promotions by recording artists. "Give the customer what he wants, at a price he has to spend, set it out in a store convenient to him and attractive enough for him to come in, and that's the best sales magnet you can ever hope to get to sell records," said Franklin.

are being built or are in the planning stage all over the U.S. Cohen is continually scouting for future homes for a Disc Records shop. He tries to select a new location at a time when the mall selected is in the blueprint stage or in the earlier stages of construction so that he can choose the site for his shop and have it built according to Disc Records specifications.

"Most shopping malls, which are built at a cost running between \$40 and \$50 million, are dominated by two or more large department stores," Cohen said. He feels that the character of the mall is and the type of shopper it attracts are, in a large part, determined by the character and reputation of the dominant department store, so he gives great weight to this factor in determining whether to open a store in a particular mall.

The Disc Records' network of mall stores will take in about \$3 million this year, and Cohen expects it to go to \$4 million by his next fiscal year. The breakdown is about \$200,000 a store, with some stores going as high as \$500,000. Cohen said that between 75 and 80 percent of Disc Records' business is in catalog items. He said, "We endeavor to maintain a large stock of recordings of all types of

music, including a variety of foreign releases, recordings of plays and poetry, and recordings released a year or more in the past which are usually unavailable elsewhere." The company's shopping mall stores generally carry an inventory of approximately 10,000 to 12,000 different records and tapes and a total of inventory of about 15,000 or more items, depending on the size of the store and its volume of sales.

"This type of merchandising," he said, "has allowed us not to be too concerned with the varying prices and loss leaders of the discount house competitor. Our pricing is generally higher than those outlets and we find this to be no detriment."

As far as inventory and service go, Cohen said, "We're just getting back to what the music stores were like years ago." And as far as the trend towards shopping centers go, Cohen said, "The downtown shopping areas of the inner cities are dying, so I go where the big developer goes."

Cohen operates his Disc Records Co. chain from its headquarters in Cleveland. He's president of the firm; David Carter is operations manager; Albert Petrack is manager and personnel director, and David Klein is the controller.



A DISC RECORD CO. store in Six Flags Mall, Arlington, Tex.

## BEST BETS FOR CHRISTMAS

Below is a list of the best-selling LP's to date. As the sales of Christmas product increases so too will the number of best-selling Christmas LP's reported in this special chart—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. This chart will run for the next four issues as a special buying and stocking guide. NOTE: Many new Christmas releases have not yet had the full opportunity to be reflected here.

### CHRISTMAS LP's

Pos. TITLE—Artist, Label & Number

1. CHRISTMAS ALBUM—Jackson 5, Motown MS 713
2. ELVIS' CHRISTMAS ALBUM—Elvis Presley, RCA Camden CAL 2428
3. JIM NABORS' CHRISTMAS ALBUM—Columbia CS 9531
4. THE CHRISTMAS SONG—Nat King Cole, Capitol SW 1967
5. CHRISTMAS ALBUM—Perry Como, RCA Victor LSP 4016

6. MERRY CHRISTMAS—Bing Crosby, Decca DL 78128
7. PEACE ON EARTH—Various Artists, Capitol STBB-585
8. SOUL CHRISTMAS—Various Artists, Atco SD 33-269
9. A CHRISTMAS ALBUM—Barbra Streisand, Columbia CS 9557
10. GIVE ME YOUR LOVE FOR CHRISTMAS—Johnny Mathis, Columbia CS 9923
11. THE TEMPTATIONS' CHRISTMAS CARD, Gordy GS 951
12. CHRISTMAS ALBUM—Bobby Sherman, Metromedia MD 1038
13. SOUNDTRACK: SCROOGE—Columbia S 30258
14. ORIGINAL TV CAST—The Littlest Angel, Mercury SRM 1-603
15. MERRY MANCINI CHRISTMAS—Henry Mancini, RCA Victor LSP 3612

Compiled by the Billboard Music Popularity Chart Department for Issue Dated 12/5/70

# Top 40, Finally!

For years his records have been superlative.  
But they seldom got near top 40 radio.

This year, he moved over to Reprise.  
And out of his first Reprise album  
has come his first top 40, smash single :

## "If I Could Read Your Mind"



**It's amazing, really. But so deserved.**  
**"If I Could Read Your Mind" (Reprise 0974)**  
**is currently doing it all on :**

**Detroit**

CKLW  
WABX-FM  
WHFI-FM

**Los Angeles**

KRLA

**San Francisco**

KSFO

**Atlanta**

WFOM  
WSB

**Washington, D.C.**

WHFC-FM  
WWDC  
WHMC-FM

**WHFS**

**WEAM**

**WAYE**

**Denver**

KLZ-FM  
KTLK  
KOA

**Seattle**

KJR  
KVI

**Augusta**

WBBQ

**Dallas**

KLIF  
KVIL

**Cleveland**

WMMS  
WNCR

# GORDON LIGHTFOOT

**On top 40. On Reprise. Where he belongs.**

# Tape CARtridge

## Hitachi to Make EVR Teleplayers in Japan

NEW YORK — The EVR Partnership of London, and Hitachi of Tokyo, have reached an agreement giving Hitachi manufacturing rights to the EVR Teleplayers in Japan and elsewhere.

The pact, announced simultaneously in London and Japan, adds a leader in Japan's electronic community to the growing international community of EVR Teleplayer manufacturers, of which the first was Motorola, Inc., for North America.

Other EVR Teleplayer agreements are already in effect with the Rank Organization, for the U.K.; Robert Bosch, GmbH, for

Germany; Thomson, C.S.F., for France; Industrie A. Zanussi for Italy; and a consortium of Luxor, Bonnier and Esselte, formed as A.V.S. Norden, to manufacture Teleplayers and produce program material for Switzerland.

Software arrangements for France involve Librairie Hachette, in Italy it is Mondadori, and for Germany and Austria, Videothek Programm.

The latest agreement was signed jointly by John C. Lewis, managing director of the EVR Partnership, and T. Yoshida, executive managing director of Hitachi.

## A Conservative View of Quad-8

By EARL PAIGE

TROY, Mich.—There is more stress on quality in lower-priced 8-track and cassette tape recorders and players, according to Emery Klein, partner in B&B Import Export Co. here. The result is that 11-year-old B&B is taking a conservative approach to such innovations as quadrasonic, 8-track record feature and reversible cassette.

The firm, which has just moved into its own 10,000-square-foot facility here in suburban Detroit, is definitely looking at quadrasonic but will first concentrate in the bread and butter area of radio-tape combinations—adding, for example, a cassette with multiplex radio. Record feature 8-track players will come next.

The conservative approach carries over into such areas as automatic reversible cassette and automatic changers. "We have to buy in such large quantities and concentrate so much on quality control that it makes it difficult to move very fast," Klein said.

Offering promotionally priced goods, watching quality control and furnishing back-up warranty and factory service on a six-month guarantee basis is all part of dealing with today's mass merchandisers, he said. The new building houses a complete service department.

"We save where we can but we can't cut on quality."

### Features

A look at the features in B&B's line gives an indication of what buyers want in budget-priced equipment. A portable, two-piece 8-track player priced

at \$64.95 list includes such features as AC/DC car battery operation, a built-in battery charger, automatic program indicator and a telescoping antenna for possible addition of a radio tuner.

This unit is one of seven 8-track models being offered primarily under the Alaron brand. B&B also markets a Rhapsody line, private label players and is involved in custom importing. The firm works with factories in Japan, Hong Kong and Taiwan and markets its products through representatives.

The evolution of the promotionally priced marketer is pointed up in Klein's comment about its two brands: "The Rhapsody line was primarily a promotionally priced line but now there is less of this kind of definition in the two brands."

### Rundown

A rundown of the 8-track models shows a home unit with multiplex listing for \$119.95; the \$64.95 portable; another portable listing for \$29.95 that plays stereo 8-track tapes monaurally; another player—only home unit with built-in amplifier listing for \$75.95; a deck listing for \$39.95; a car unit with tone controls, cross talk eliminator, burglar alarm and manual/automatic program changer listing for \$39.95; and the newest entry, a home and car player with lock mount listing for \$64.95.

The deck and monaural player are Rhapsody—the others Alaron.

In cassettes, there is a promotionally priced Alaron unit listing for \$24.95, featuring play and record; a push-button Rhapsody play/record model listing for \$28.95; an AM radio combination listing for \$44.95; an AM/FM combination listing for \$54.95.

Klein said 8-track is outselling cassette three to one.

B&B originally offered open-reel players and still has a couple of models in the line. It offers 70 models including many radios. Named after Klein's brother Bernard (also a partner) and a cousin in Omaha, the firm also has another partner in Alexander Ehrmann, who just returned from a tour of Asian factories.

## GRT Canada Blueprints Broad Expansion Program for 1971

LOS ANGELES — GRT of Canada is planning for next year when Ross Reynolds, its president, predicts a business turnaround in Canada.

After weathering a soft economy for more than a year (GRT of Canada closed its fiscal year, ended June 1970, in the black), Reynolds has several programs set beginning in January.

GRT of Canada will distribute a line of tape and record accessories (i.e. carrying cases) which an American manufacturer will supply. The company also will pursue the blank tape market more aggressively, and in the medium to high-end market instead of in the "cheapie field."

Most importantly, though, Reynolds is eager to further enhance the company's image as a total tape-record complex. "We are getting more involved with music, both our own via Chess/Checker/Cadet, Janus and GRT Records and with disk distribution agreements," he said.

GRT of Canada, which has numerous tape license agreements, has begun a drive to corral more record distribution pacts. Two recent deals, with Bang and Roulette Records, enables GRT to strengthen its position in the music field.

In addition, Reynolds will develop French language product, both on tape and disk; initiate more premium product, like arrangements with Bell & Howell and Electrohome, an OEM equipment manufacturer; build its custom duplicating business; and widen its selling avenues to electronics and specialty locations with its lines of accessories and blank tape.

### Tape Maturity

Reynolds feels that Canada has reached a "tape maturity, similar to the growing up process reached in the U.S. about a year ago." According to Reynolds, "We learned all about production, pipe-line fill, contracts, front money, over-production, etc."

With this maturity, and with a sluggish economy beginning to turn sometime before next summer, he anticipates an industry-wide tape sales growth (in Canada) of about 25 percent for 1971.

"The brunt of the growth will come only after many manufacturers clean out their warehouses, dump their inventory, especially in budget goods, and inaugurate new merchandising promotions," he said.

The soft economy-tight money situation, which occurred in Canada before striking the U.S., had an educational effect on the tape industry.

"We learned all about over-production by manufacturers, over-buying by distributors, over-optimism by retailers and no buying by customers," Reynolds admits. "In previous years, like 1967-68, there was a shortage of tape, so our projections for 1969 reflected that shortage. Looking back, the industry obviously over-produced in 1969, not seeing the business lull before it developed."

Reynolds labels Canada "an 8-track market—still—with cassettes having made some inroads." The biggest hope for

cassettes is to penetrate and saturate the home market, he contends.

"Improvement in tape formulations and equipment breakthroughs (with Dolby noise reduction units and changers) will give the configuration impetus," he said, "but it must develop a merchandising/marketing program to sell equipment in the home."

### 8-Track on Top

Eight-track outsells cassettes in the prerecorded area about 5 or 6 to 1. (There is a small reel and no 4-track market in Canada, he said.) "The cassette market bottomed for two reasons," according to Reynolds. "Equipment sales were in the low-end monaural area and the high-priced prerecorded cassettes (\$7.98) competed with relatively low-priced disks (\$5.29)."

Because there is so much dumping of prerecorded product going on in Canada, there is

little hope of building a budget market. The dumping has devastated budget lines (at \$5.98), he said.

Like in the U.S., there are rumblings of price changes in Canada, Reynolds reports. "It will follow a similar pattern being discussed in the U.S.: A disk increase rather than a tape decrease."

The booming market for tape in Canada will come in the blank field, both in cassette and 8-track.

GRT of Canada is developing a marketing program for blank product, aiming at the medium to high-end market, with a line it will manufacture in Canada (at its Toronto-based production facility) to be marketed under its logo.

It will not attempt to sell in the low-priced field after seeing the "cheapie" market backfire on several manufacturers in the U.S.

## Electrodyne Gets Product Rights to MCA Family

LOS ANGELES — Electrodyne has acquired product rights of the MCA family of labels (Uni, Decca, Kapp) and Alshire Records for its 8-track tape dispenser-duplicator called Record-A-Tape.

The machine automatically reproduces one of 100 self-contained master programs in less than 3½ minutes on insertion of a token.

The contract with MCA runs indefinitely, since Electrodyne is a wholly owned subsidiary of MCA Tech, which, in turn, is a subsidiary of MCA Corp. Electrodyne's agreement with Alshire runs for three years.

Both contracts were announced by Lee Grundies, president of Electrodyne, in conjunction with Mike Maitland, president of MCA Records, and Al Sherman, president of Alshire Records.

To accommodate the company's increased manufacturing need, Electrodyne has moved from a 16,000-square-foot plant to its new 35,000-square-foot facility in North Hollywood. Sharing the production, administration and accounting headquarters are Electrodyne, Record-A-Tape and Langevin, a wholly owned subsidiary of

MCA Tech, which moved from Santa Ana, Calif. MCA Tech's accounting department also is housed in the facility.

(Langevin builds commercial broadcast and professional recording studio equipment.)

The tape dispenser will be field tested and production started within weeks, according to Ken McKenzie, Electrodyne marketing director. "The kinks are out of the machine and refinements are complete."

The last redesign increased the dispenser's reproduction capability from 48 albums to 100. The machine was first capable of mastering 4, then 48, before engineers settled on 100, said McKenzie.

Record-A-Tape is a combination of the vending machine concept and a high-speed multi-channel duplicating system. The reproduced cartridge will fit any standard player; the machine will accept only Electrodyne blank tape and tokens.

McKenzie said royalties will be paid on the product reproduced, with the machine capable of counting via a sensory counter built in to the master (mother) tape. The machine is outfitted with a digital counter to guarantee a double check on royalty payments.

## RCA Tests 'Personal' Push

CHICAGO—RCA is testing a "Personalized Stereo" console marketing program locally utilizing a pushbutton demonstrator allowing consumers to hear any of 432 possible cabinet/component combinations. Among the component options are an 8-track cartridge player and a cassette recorder/player.

The demonstrator/merchandise measures 10 feet wide, eight feet high and 3 feet deep and reportedly costs dealers \$2,700, a price that includes eight cabinets. Payment can be spread over a year's time.

Pushbuttons activate combinations of three unitized tuners

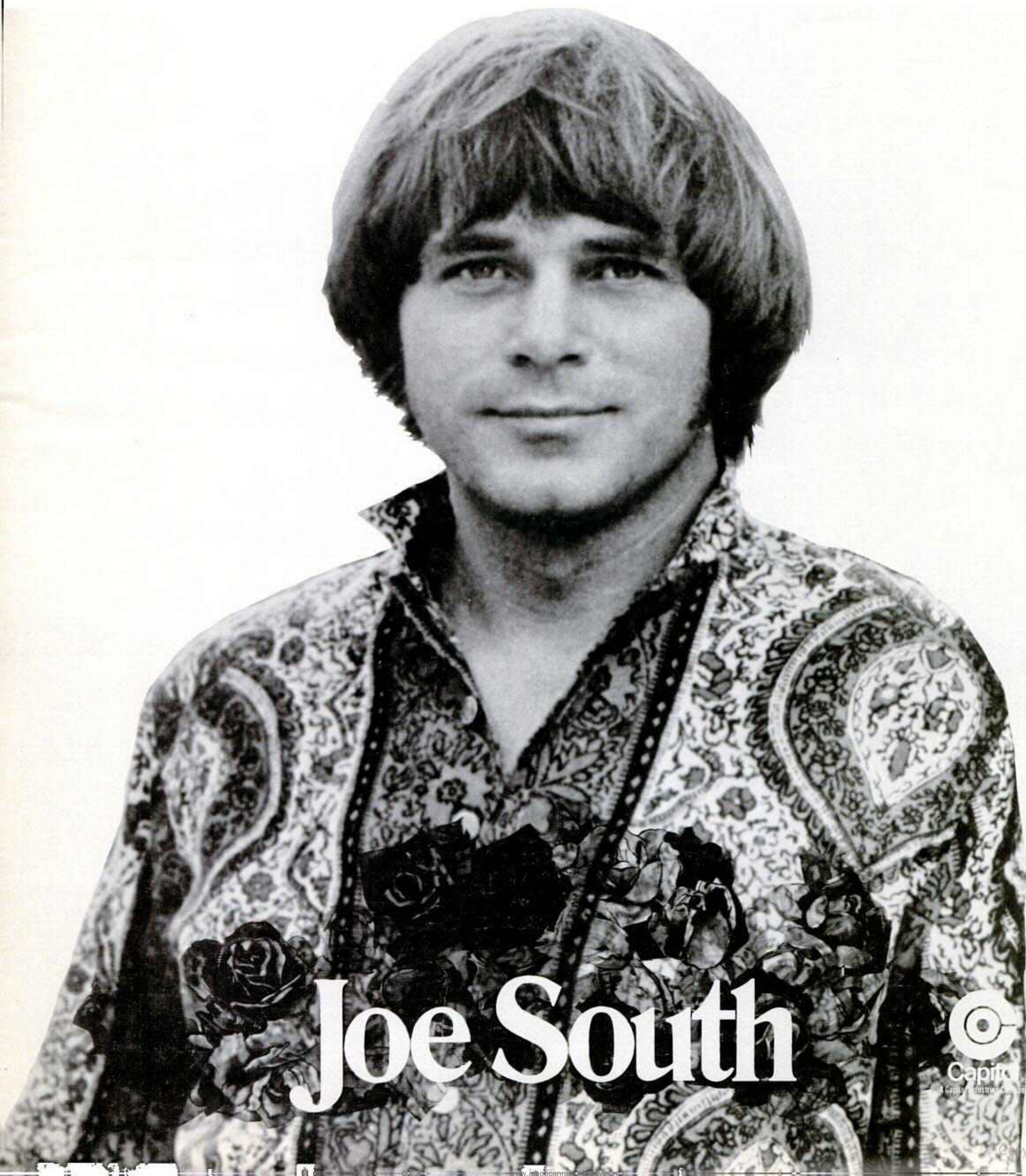
and phonograph record changers, three different size amplifiers, three speaker systems and two tape players—all adding up to 432 possible combinations of "Personalized Stereo."

RCA assembles the consoles here and promises three-day delivery to the dealer, who does not sustain other than minimal floor space, a heavy investment in inventory or undue selling time, audio product manager William C. Fortune pointed out.

Retail price of the consoles ranges from \$400 to under \$700 (the 8-track unit, for example, would add \$99 to the basic price; (Continued on page 18)

Joe South's first album, INTROSPECT, can safely be called "classic"—three years later it's still a gold mine of music. Some kind folks have alerted us to still another Joe South hit, in the fine tradition of Games People Play, Birds of a Feather, These Are Not My People...

# Rose Garden #3008



# Joe South



# Cartridge TV

## TV Academy Seminar Held

By BRUCE WEBER

### CTV Software Producers Urged to Develop Programming for System

By RADCLIFFE JOE

NEW YORK—Producers of cartridge TV software should begin now to develop programming for all markets of this new system or face the danger of being caught in a later-day rush to meet market demands.

This is the opinion of Bruce Meintjies, creative communications director of the Underground Vegetables, an organization involved in the creation of youth oriented programming for the new medium.

He said that with cartridge TV at least two years away from becoming a consumer reality,

programming for the medium should be more than a hodgepodge of visuals slapped together. "This danger looms especially large in the area of videomusic," he said.

Meintjies continued, "To avoid the pitfall there should be a two-pronged strategy by music groups and record producers, and students in communications who desire to visualize music."

#### Get Budget

The UV executive feels that music groups and record producers should attempt to obtain

a budget from record manufacturers to create visuals of today's music while production of an album is in session.

He also feels that students in communications should take the initiative by finding an album which fires their imagination and writing a treatment for it. "After you've done this, you should send the finished product either to the record manufacturer, or the group, or both. Chances are they would not know what it is, but it will start them thinking, and once they

(Continued on page 73)

LOS ANGELES—To many in Hollywood there is a seemingly endless stream of reports about the cartridge TV revolution.

After listening to an all-day cassette symposium on the future of cartridge TV, many here are sold on its potential but confused on Hollywood's role in the revolution.

The National Academy of TV Arts and Sciences seminar added up to an education for 1,300 persons attending the session, but left many questions unanswered, like:

How far away is the revolution? Will motion picture studios have a role in the industry? What role does the trade unions play in cartridge TV? What about standardization? Who will finance programming?

In short, speakers representing

hardware manufacturers were ultra-cautious about Hollywood's role in the cartridge TV revolution. They didn't know programming and only were equipped to discuss hardware.

Even when the discussion shifted to software, or programming, the speakers failed to offer any recommendations to an audience steeped in creative awareness.

Moderator Peter Guber, production vice president of Columbia Pictures, attempted to put the emphasis on programming after the audience had been saturated with equipment information.

But Guber failed to reach Morton Fink, programming vice president of CHS-FVR; Richard J. Elkus, general manager of Ampex's educational and industrial productions division; Gerald Citron, director of North American Philips' home entertainment productions division; Peter Keene, assistant to the president, Sony; Samuel W. Gelfman, program-production vice president of Avco's Cartrivision; and Frank Stanton, president of Cartrivision.

All the hardware companies are eager to receive programming, but few are willing to pay—at least in the beginning stages of the cartridge TV revolution.

More importantly, many hardware producers fail to understand software and are not concerned with it at this juncture in the development of cartridge TV. Sony's Keene and Ampex's Elkus admitted "software is another ball game."

Said Keene:

"We have no intention of distributing or financing (software) production."

Said Elkus:

"It (software) is a controversial subject and, frankly, I don't understand that phase of the industry too well."

The symposium proved several things, among them:

Hollywood is still up in the air over its role in cartridge TV. The question of creative compensation was not resolved, or standardization of hardware.

### Playmate Sold to Cassette Magnetics

LOS ANGELES — Playmate Industries, blank tape manufacturer and a wholly owned subsidiary of A&E Plastic Pak (ASE), has been sold to Cassette Magnetics (OTC), of Brooklyn, N.Y. a tape manufacturer.

The exchange of stock transaction also included Puerto Rico Industries, a magnetic and video tape manufacturer based in Puerto Rico. Playmate and Puerto Rico Industries will become wholly owned subsidiaries of Cassette Magnetics, according to Ted Ritz, president of Playmate.

Playmate will be moved to the East Coast and continue its manufacturing capability.

A&E Plastic Pak recently entered the tape equipment field by acquiring Kraco Products for an undisclosed amount of common stock. (Billboard, May 2.)



## The only thing you'll ever get from a bent horn is a sour note.

Unless you're selling the best in tape, you can expect a lot of sour notes among the sweet.

One way to tell which is best is by looking at the guarantee. Ours is guaranteed unconditionally. All Maxell tapes must perform to your standards or we'll replace them, pronto, with no questions asked.

The Maxell name tells you it's a tape incorporating the highest professional standards of the sound recording field, be it tape for cassette, cartridge, reel-to-reel or duplicating.

Amateur or pro, there's a Maxell tape for every artist who walks into your store. As they say, sell the pro and the rest is easy. And that's about the sweetest kind of profit you can make.

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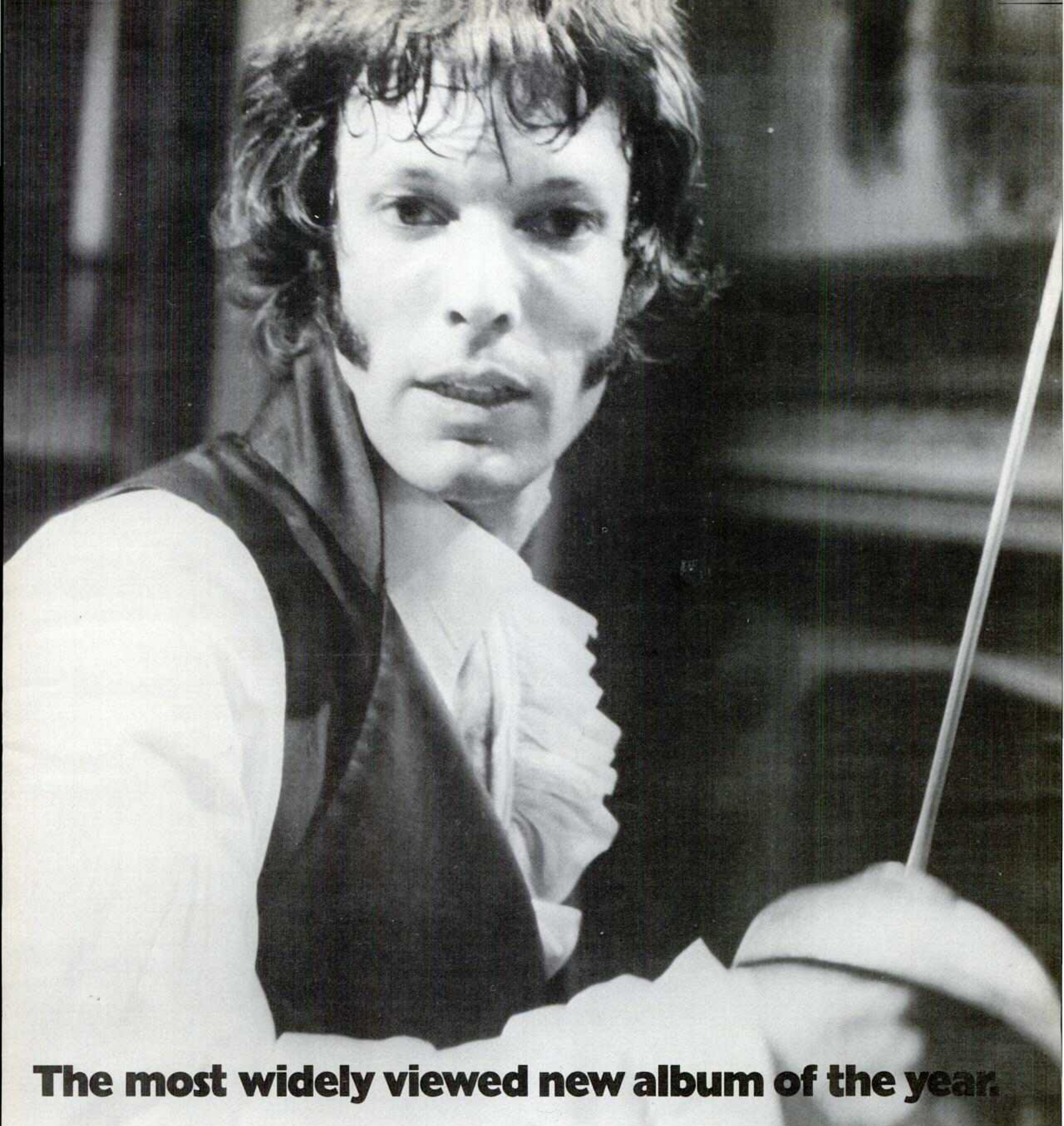
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## The most widely viewed new album of the year.

Millions of viewers were thrilled by Richard Chamberlain's "Hamlet" on the Hallmark Hall of Fame November 17.

In addition, the critics were ecstatic in their acclaim.

It's a moment of triumph for Richard Chamberlain that millions of fans won't want to forget.

And we're making sure they won't ever have to.

**Original Soundtrack Recording. Red Seal.**

A Chamberlain-LeMaire Production



**RCA** Records  
and Tapes

VDM-119

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## RCA Tests 'Personal' Push

• Continued from page 14

the cassette unit would add \$129).

The program will be backed by select direct mail and print

advertising and if successful here will be keyed nationally. Eventually, other cabinet styles will be dropped in; quadrasonic sound components could also be added, Fortune said.

The 11 area stores participating include Goldblatt's Loop outlet, Polk Bros., Community Discount Center, District Furniture, Gatley's Peoples Stores, Darwin Furniture, Petropoulos Bros., Bill Fisher Appliances, Rabins Furniture, Nason's Appliances, and J.E. Walz, Inc.

## AMR Intl Offers Course on Art of Negotiating for \$225

NEW YORK—AMR International, Inc., is offering a prerecorded 8-cassette tape set on the

"Art of Negotiating," at a list price of \$225 per set.

The course, developed by Gerard Nierenberg, head of AMR International, and author of the book, "The Art of Negotiating," deals with such topics as "Concepts and Philosophies of Negotiating," "How to Prepare for Successful Negotiation," "How to Develop Specific Negotiating Strategies and Tactics," and "Why Negotiations Fail and What Skills Are Needed for Today's Successful Business Negotiations."

The program, according to Nierenberg, was developed specifically for policy level executives, professional practitioners, attorneys, accountants, sales executives and their field forces, union business agents and bargaining officials, personnel and industrial relations executives among others.

Aims of the program are to explain why negotiations fail, and what skills are needed for mastering the art of negotiating; as well as showing how to develop sound negotiating strategies and tactics to maximize advantages while minimizing losses.

Along with the prerecorded cassettes, AMR International is also offering two cassette recorder/players at special discount prices. The units will sell for \$29.98 and \$44.98 each to customers purchasing one or more sets of the prerecorded tapes. Special discount prices on the tapes are also available to buyers of two or more sets.

## Push the Profit Button



814-S 8-track recorder with AM/FM stereo and speakers

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Stereo 8-track cartridge recorders are the hottest thing going in tape. We know. We sold more 8-track recorders than anybody. So we expanded the line. From systems to decks. With AM/FM stereo—or without. With power amplifiers or just pre-amps. With speaker systems or without speakers. But each Telex recorder features four logic circuits which control recording and playback totally. Automatically. Studio quality recordings that sound as good as the original. That's why Telex 8-track recorders sell. And stay sold. And build a reputation that brings more sales.

Telex 8-track recorders are made in the U.S. The only 8-track recorders made in the U.S. From \$169.95 to \$349.95.

And Telex 8-track play-only models range from complete AM/FM stereo consoles or compacts to playback decks. From \$59.95 to \$599.95. Call, cable or fill in the coupon.

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## Smith Chain Into Tapes

LONDON — The W. H. Smith magazine and disk chain will become part of an international video software distribution group that has been set up by some of Europe's leading magazine and newspaper distributors.

Known as Cassettes International S. A., the new company will be based in Brussels.

Other organizations involved  
(Continued on page 66)

## Ampex Develops Maintenance Unit

REDWOOD CITY, Calif. — The Ampex Corp. has developed a combination head cleaner and demagnetizer cassette for simplified maintenance of cassette recorders and players.

The new Ampex 220 cassette accessory combines both head cleaning and demagnetizing in one simple operation without abrasive tape/head contact or electrical connection.

The unit which lists for \$4.95 uses a specially compounded fibrous material for cleaning and an exclusive magnet arrangement for demagnetizing the head.

The 220 cassette is placed into the normal cassette playing position in any unit, and the "play" button is pushed. For 30 seconds the special tape passes the heads simultaneously cleaning and demagnetizing. The cassette is reusable many times, and cleaning is recommended following approximately 30 hours of recording or playback.

# THE GREAT BRINSLEY SCHWARZ SAN FRANCISCO STORY

Irish coffee, acid trips, Rice-a-Roni and new music. Things have a way of starting in San Francisco.

Last month a record store in San Francisco received a box of *Brinsley Schwarz* albums. They played a copy in the store, and a few minutes later the box was empty. Sold out.

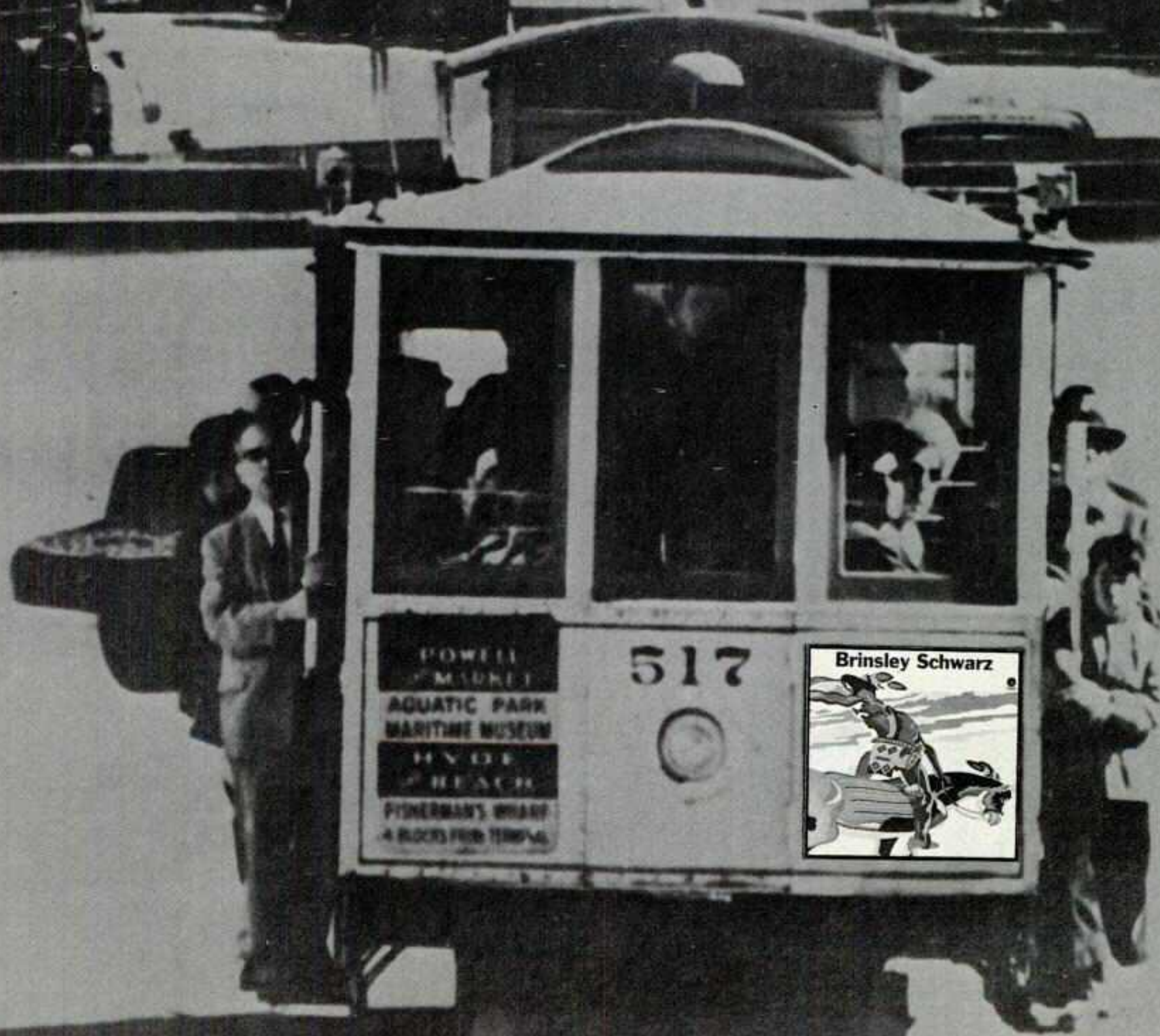
Great, except for one thing: the *Brinsley Schwarz* album was not for sale. It had been pulled off release at the last minute because of legal problems.

Then it started turning up on San Francisco FM. Disc jockeys played their bootleg English copies (*Brinsley Schwarz* is an English group), and raved. So did

the people who heard it, and stormed into stores all over town asking for the *Brinsley Schwarz* album. Still no clearance for release.

Our San Francisco salesmen were crawling up the wall when word came through that the *Brinsley Schwarz* album had 'cleared customs,' so to speak. They sold 8,000 copies in ten days. Paul Drew, the PD at KFRC, the Drake station, said, "I have never seen so many dealer reports on one album in my life."

Nowadays you can get Irish coffee (and acid trips) just about anywhere. The same goes, at long last, for the *Brinsley Schwarz* album.



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# TOMMY JAMES

an artist with a

**RECORD...**

a **RECORD** of  
21 consecutive hits on the charts

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11 out of 21 being in the top 10!

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#22 for TOMMY JAMES on ROULETTE.

It's a

**RECORD!**



# 'Big Deal 1' Buys Spur Ampex No. 2

NEW YORK—Unprecedented consumer support of Ampex Stereo Tapes (AST) "Big Deal 1" tape promotion campaign has prompted the company to introduce "Big Deal 2," featuring two full-length cassettes for \$6.95, and continuing its popular 8-track cartridge two-pak at the same price.

According to Jules Cohen, national marketing manager of AST, "Big Deal 1," which was introduced in June this year, sold more than 250,000 units.

"Big Deal 2" comes with 30 two-pak cassette or cartridge units packed in a self-shipper carton. Each shipper opens into a counter display with a colorful header card. A window banner comes with each in-store promotion. The two-paks are cello-wrapped with titles printed on top of each package for easy viewing.

Sixty different titles including pop, rock and country are packaged in each counter display in the cassette "Big Deal." Sixty new titles have been introduced in the "Big Deal 2" 8-track assortment.

Both the 8-track promotion and the cassette packages are also available at no extra cost to distributors in specially prepared floor displays.

## BELL & HOWELL NEW PORTABLE

LOS ANGELES — Bell & Howell has created a cassette player which offers a "larger" sound for a portable unit. The model is called the Bass Boom Box and is a housing for a five-inch air suspension speaker which works in concert with the regular speaker built into the mono model 294.

The unit retails for \$79.95 and is aimed at the young market. There is a handle on top for carrying. Nine "C" cell batteries are used with an AC adapter available. The unit uses a plug-in mike. The cassette recorder can be removed from the casing which comes in ebony, mod and walnut. The speaker grill cloth is available in a number of colors.

# Sees CTV Role in Germany Growing

HAMBURG — In two years cartridge TV systems will take over the role of the disk in present-day radio programming in Germany, predicted Peter Scholl-Latour, director of TV

Studio 1, of Westdeutscher Rundfunk.

The audiovisual cartridge will also be in the hands of the financially wealthy firms, which will be able to steer future pro-

gramming according to their power and promotional skills," he added.

"As a consequence, big libraries, on a hire-charge basis, will be able to offer any kind of

entertainment. This would result in serious problems for commercial television as viewers would no longer be interested in watching regular TV programs," he said.



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# Kent Line on Custom Pak Banner

LOS ANGELES—Kent Records is introducing a line of blank 8-track cartridges under its own Custom Pak label.

The line will be sold through its tape-record distributors in music locations and via factory representatives in electronic and specialty outlets. The blanks will sell to distributors for between 60 and 80 cents depending on quantity, according to Norey Alexander, executive vice president.

Kent will not get involved in blank cassettes, since the market already is inundated with manu-

facturers and low-end product, Alexander said. "There are too many cheapies on the market now," he added.

Unlike other custom duplicators who are complaining of a "soft business," Alexander contends Kent's business is increasing in Custom Tapes, the company's duplication wing.

Custom Tapes has phased out of 4-track and is concentrating on 8-track. It also duplicates cassette and reel-to-reel. "But our effort is in 8-track," he said. "The market continues to explode, while cassette con-

tinues to lag behind in prerecorded sales."

Because of the surge in 8-track (Kent has 10 slaves duplicating that configuration), the company is reporting a sales increase of about 25 percent over last year.

"Our business is up because we learned to stay away from budget tape, cheap product, among other things, and concentrate on 8-track, custom duplicating and our Comedian series," Alexander said. Kent releases about 40 to 50 tapes (and records) a year, primarily in the blues area.

"You have to release hit records to have hit tapes," he said. "The tape business depends on records." Because of this, Kent plans a simultaneous tape-record release.

## Longines Helps to Make Club Tick

LOS ANGELES — To gain new members for Capitol's Stereo Tape Club, Longines Symphonette is launching a year-end membership drive.

To introduce the club, the company is offering a portable monaural cassette player for \$4.95 when a member buys 13 prerecorded cassettes over 12 months. Tapes are priced at \$6.98.

Additionally, if a member already owns a player, an introductory offer is available: Any six cassettes for \$1.87 when you

*(Continued on page 73)*

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Send today for information and literature on this and the complete cartridge carrying case line. Write to Amberg File & Index Co., 1625 Duane Blvd., Kankakee, Ill. 60901.



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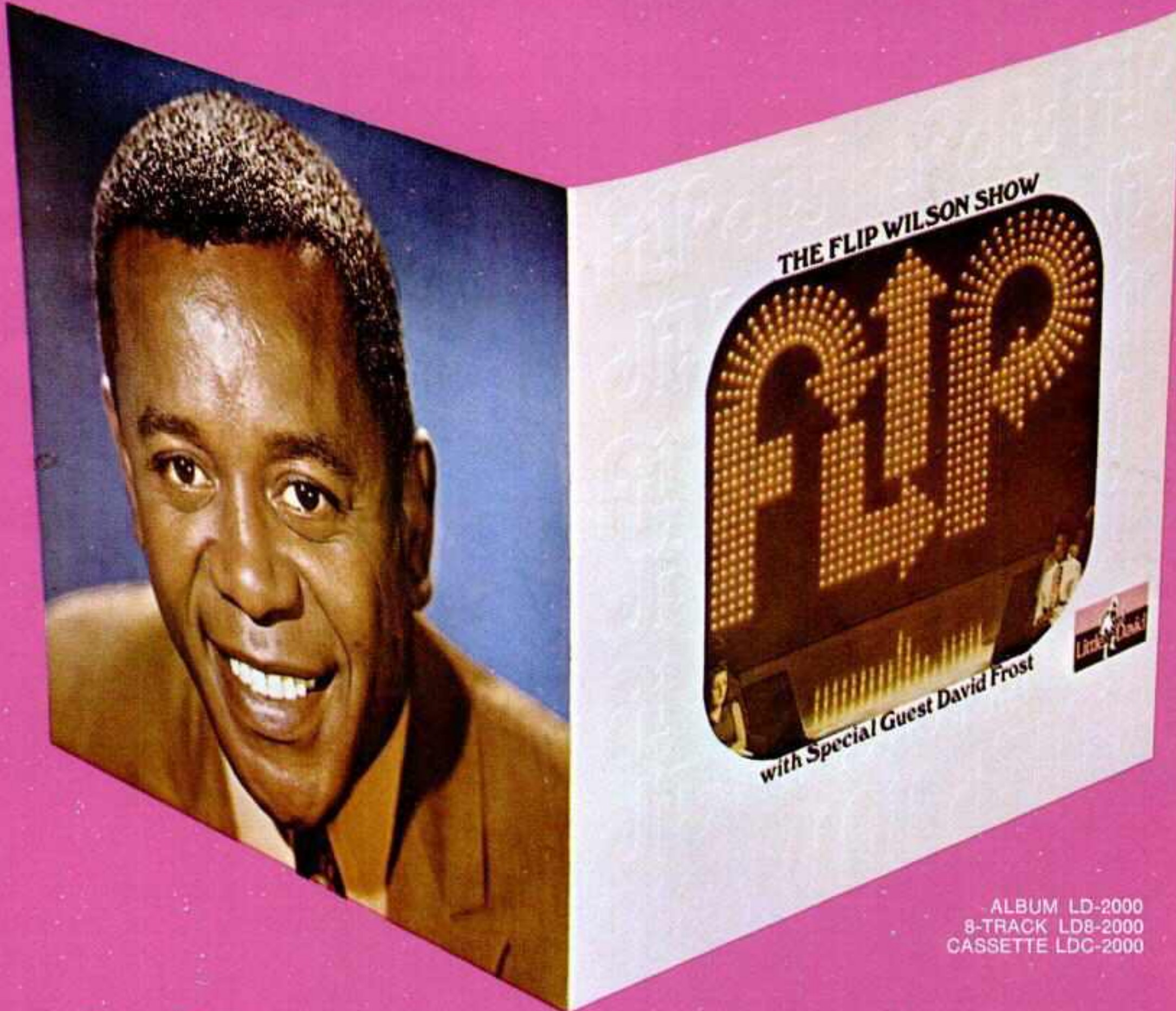
# TOP Billboard Tape Cartridges

(Based on Best Selling LP's)

This Week	Last Week	Title, Artist, Label (8-Tr. & Cassette Nos.) (Duplicator)
1	—	<b>ABRAXAS</b> Santana, Columbia (CA 30130; CT 30130)
2	—	<b>CLOSE TO YOU</b> Carpenters, A&M (81 4271; CS 4271)
3	—	<b>LED ZEPPELIN III</b> Atlantic (TP 7201; CS 7201)
4	—	<b>SWEET BABY JAMES</b> James Taylor, Warner Bros. (BWM 1843; CWX 1843)
5	—	<b>THIRD ALBUM</b> Jackson 5, Motown (MB-1718; M 75718)
6	—	<b>GREATEST HITS</b> Sly & the Family Stone, Epic (KO 30325; ET 30325)
7	—	<b>NEW MORNING</b> Bob Dylan, Columbia (CA 30290; CT 30290)
8	—	<b>STEPHEN STILLS</b> Atlantic (7202 & Ampex M-87202; 7202 & Ampex M-57202)
9	—	<b>COSMO'S FACTORY</b> Creedence Clearwater Revival, Fantasy (88402; 58402) (Ampex)
10	—	<b>JESUS CHRIST, SUPERSTAR</b> Various Artists, Decca (6-206; 73-206)
11	—	<b>LIVE</b> Grand Funk Railroad, Capitol (8XWW633; 4XWW633)
12	—	<b>THE PARTRIDGE FAMILY ALBUM</b> Bell (86050; 56050)
13	—	<b>AFTER THE GOLD RUSH</b> Neil Young, Reprise (BRM 6383; 56383) (Ampex)
14	—	<b>SHARE THE LAND</b> Guess Who, RCA Victor (P85-1590; PK 1590)
15	—	<b>WOODSTOCK</b> Soundtrack, Cotillion (3-500 & Ampex T85 NN; 3-500 & Ampex T55 NN)
16	—	<b>CHICAGO</b> Columbia (18 80 0858; 1610 0858)
17	—	<b>TAP ROOT MANUSCRIPT</b> Neil Diamond, UNI (8-73092; 2-73092)
18	—	<b>LAYLA</b> Derek & the Dominos, Atco (2-704 & Ampex M-82704; 2-704 & Ampex M-52704)
19	—	<b>GET YER YA-YA'S OUT</b> Rolling Stones, London (M72176; M 57176)
20	—	<b>STEPPENWOLF 7</b> ABC/Dunhill (85090; 55090) (Ampex)
21	—	<b>GOLD</b> Neil Diamond, UNI (8-73084; 73-084)
22	—	<b>TOMMY</b> Who, Decca (62500; 7-32500)
23	—	<b>MAD DOGS &amp; ENGLISHMEN</b> Joe Cocker, A&M (81 6002; CS 6002)
24	—	<b>I (Who Have Nothing)</b> Tom Jones, Parrot (M 79843; M 79643)
25	—	<b>CLOSER TO HOME</b> Grand Funk Railroad, Capitol (8xt 471; 4xt 471)
26	—	<b>A QUESTION OF BALANCE</b> Moody Blues, Threshold (24803; 24603) (Ampex)
27	—	<b>WITH LOVE, BOBBY</b> Bobby Sherman, Metromedia (890-1032; 590-1032)
28	—	<b>ELTON JOHN</b> UNI (8-73090; 2-73090)
29	—	<b>CURTIS</b> Curtis Mayfield, Curtom (M8 8005; M5 8005)
30	—	<b>TO BE CONTINUED</b> Isaac Hayes, Enterprise (EN8 1014; ENC 1014)
31	—	<b>GREATEST HITS, VOL. 2</b> Temptations, Gordy (GB-1954; G7-5954)
32	—	<b>INDIANOLA MISSISSIPPI SEEDS</b> B. B. King, ABC (8713; 5713)
33	—	<b>WASHINGTON COUNTY</b> Arlo Guthrie, Reprise (Warner Bros./Reprise 86411; 56411)
34	—	<b>DEJA VU</b> Crosby, Stills, Nash & Young, Atlantic (TP 7200 & Ampex 87200; 57200)
35	—	<b>STAGE FRIGHT</b> Band, Capitol (8xt 425; 4xt 425)
36	—	<b>BLACK SABBATH</b> Warner Bros. (81871; 51871)
37	—	<b>NO DICE</b> Badfinger, Apple (8xt 3367; 4xt 3367)
38	—	<b>BAND OF GYPSYS</b> Jimi Hendrix, Buddy Miles & Billy Cox, Capitol (8xt 472; 4xt 472)
39	—	<b>FIRE AND WATER</b> Free, A&M (81 4268; CS 4268)
40	—	<b>IDLEWILD SOUTH</b> Allman Brothers Band, Atco (33-342 & Ampex M-833-342; 33-342 & Ampex M-533-342)
41	—	<b>SUGARLOAF</b> Liberty (9091; C-1091)
42	—	<b>(UNTITLED)</b> Byrds, Columbia (GT 30127; GA 30127)
43	—	<b>EVERYTHING IS EVERYTHING</b> Diana Ross, Motown (M 81724; M 75724)
44	—	<b>BLOOD, SWEAT &amp; TEARS 3</b> Columbia (CA 30090; CT 30090)
45	—	<b>SEX MACHINE</b> James Brown, King (8032-1115)
46	—	<b>MOVEMENT</b> Isaac Hayes, Enterprise (EN-8-1010; ENC-1010)
47	—	<b>JOHNNY CASH SHOW</b> Columbia (CA 30100; CT 30100)
48	—	<b>STILL WATERS RUN DEEP</b> Four Tops, Motown (M 81704; M 75704)
49	—	<b>JOHN BARLEYCORN MUST DIE</b> Traffic, United Artists (U 8216; K 0216)
50	—	<b>CHAPTER TWO</b> Robert Flack, Atlantic (1569 & Ampex M-81569; 1569 & Ampex M-51569)

Billboard SPECIAL SURVEY For Week Ending 12/5/70

*what you  
see...  
is what you  
get!*



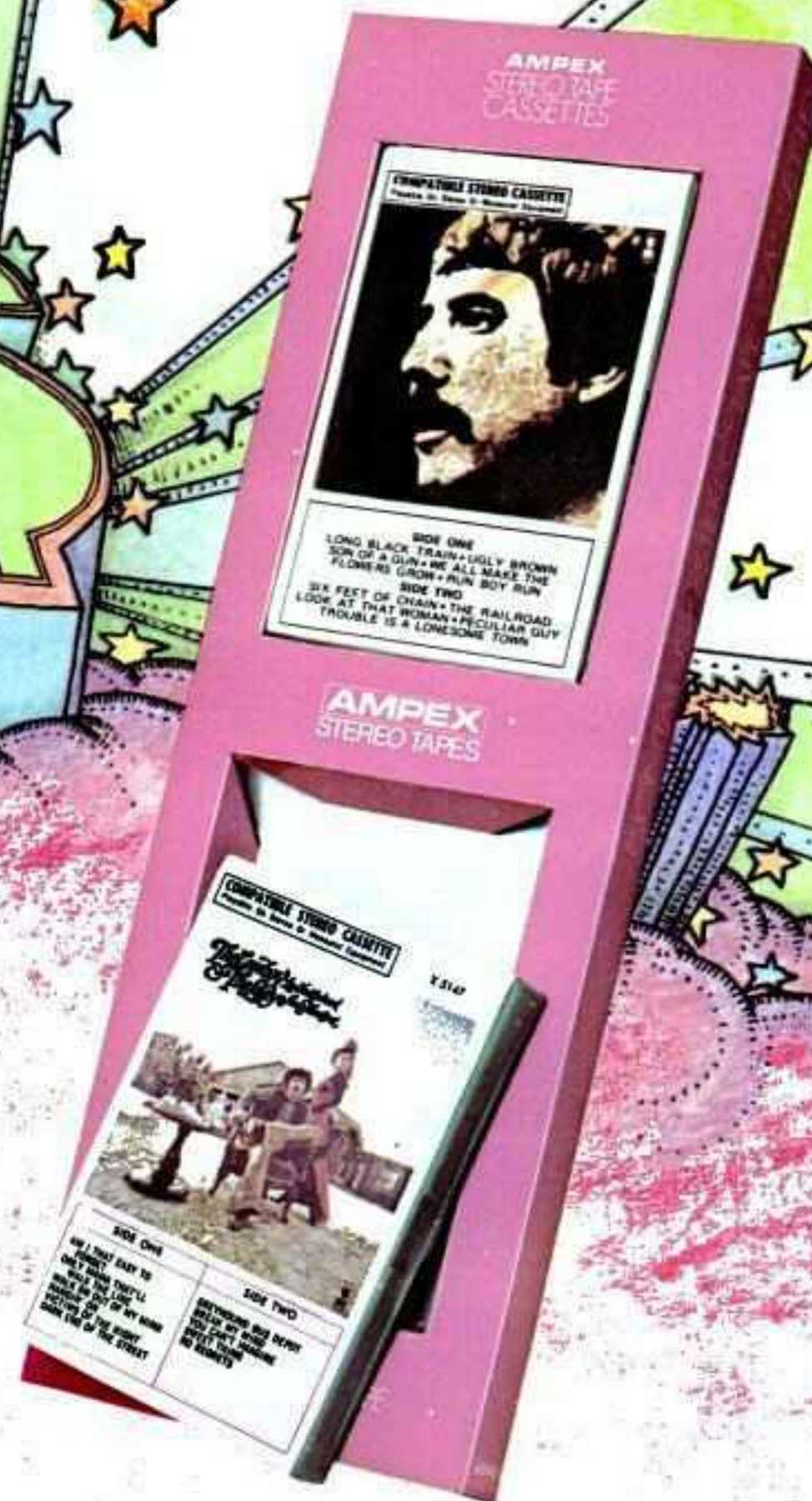
ALBUM LD-2000  
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# BIG DEAL IS BACK



Now you can sell 2 Ampex 8-track cartridges or 2 Ampex cassettes...only \$6.95

Our original Big Deal was the most exciting promotion to hit the tape business in years. Now we're out to make your Holiday season bigger and better with a bigger and better Big Deal. Ampex now gives you cartridges and cassettes to sell at that same great "2 to go" price... with full profit for you on every sale!

## Greater Selection

We've got great artists for every cartridge and cassette customer that comes into your store!

Dinah Shore, 1910 Fruitgum Company, Lee Hazlewood, Pearl Bailey, 101 Strings, Bing Crosby, Beach Boys, Kingston Trio, Ampex International Classics Orchestra, Enoch Light, Jerry Butler, Carol Burnett, Martha Raye, Four Lads, Tony Mottola, Little Richard, Ray Bloch Singers, Lightning Hopkins, Ann-Margret, Hugo Montenegro, Al Caiola, and many more.

## Big Deal Advertising Support

We've prepared hard-hitting advertising material to make this the most profitable stereo tape promotion to ever hit the music business. Check with your

Ampex Stereo Tapes distributor for details on all materials and advertising considerations available.

## Big Deal Displays

Makes your store's high traffic points high-profit stereo tape centers. Each display comes with a colorful header card, window banner... and 30 Big Deal two-packs, cartridge or cassette. And if you wish, we'll provide



you with floor displays as well as counter units. Either way, at this great "2 to go" price, these are great impulse items for anyone with a tape player.

Put a **BIG DEAL** in your store. Contact Ampex or your Ampex Stereo Tapes distributor NOW.

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HAWAII: 419 Waiakamilo Road, Honolulu, Hawaii 96817  
AMPEX OF CANADA: 2832 Slough St., Malton, Ontario, Canada  
AMPEX STEREO TAPES INTERNATIONAL:  
1 Yarmouth Place, London W1Y 7 DW





# TV Producer Says Acts Are Cautious of CTV

LOS ANGELES—Television producer Jackie Barnett has found that the subject of using an act in cartridge TV tends to get the performers uncomfortable.

Barnett, whose specialty is creating TV musicals, said performers are afraid of making any commitments because they are afraid of what they are giving away. "And," he continued, "in other instances, artists are tied up with their record companies so that I can't use their likenesses."

Barnett's company, Jaybar Industries, has been creating visual shows for TV syndication for three years and its head sees the home video market as a natural extension for film and video producers.

"Heavyweight" performers will get into the cartridge TV field in six years, Barnett believes, or once all the pioneers have opened up the market. He likes this situation to the early development of TV, which spawned its own stars, and once the medium was established,

name Hollywood stars moved into the field.

The lack of any workable standards on such matters of royalty rates for video cartridges is a major problem for persons like Barnett, who will be the packages of entertainment fare. "Artists were burnt when they make movies before television and they weren't paid when their films were shown. So they're sitting back and saying, 'I don't want it to happen again,'" Barnett said.

Barnett has spoken with people like Tom McDermott, head of RCA's SelectaVision, about programming. (The two worked together at Four Star, where Barnett created syndicated TV shows.) "They are looking for things which aren't available on

free television like the La Scala Opera."

The video medium will sort out those record acts which do not have strong personal appearance qualities. "If you're working with someone like Peggy Lee, you won't have to resort to any electronic gimmicks. A hit record act will have to develop into a video act. They will have to become solid performers in order to hold an audience for a one-hour tape."

A major music name will not automatically become a hit in video cartridges, the veteran producer believes. The cartridge TV field will open up a new form of showmanship for many music acts.

Hollywood's film studios and videotape centers stand to gain the most, Barnett points out, in the years to come as the new industry develops. People like Barnett will have to find entertainers who are legally free to work.

## Time-Life Books Sets Up An Audiovisual Division

NEW YORK — Time-Life Books has formed a new division, Time-Life Audio, to develop entertainment and informational product on prerecorded audio cassettes for the home, business and school/library markets. James Levy, who developed the project for Time-Life Books, will head the unit.

According to Joan Manley, publisher of Time Inc., book division, the new department has been working for several months on a number of new audio products to be marketed and distributed primarily by mail. "The new venture will offer subscribers a series of audio cassettes, some of which may be accompanied by supplemental visual and printed material," she said.

The first complete program

will be titled, "The Executive Voice." This is a 60 minute cassette produced monthly by Time-Life Audio for the editors of Fortune magazine. Designed especially for business audiences, "The Executive Voice" features interviews with American business leaders whose products and services are currently making relevant and topical news.

The cassette will be sold on an annual subscription basis for \$80 a year, and will be available in January 1971.

Earlier this year Time, Inc., also formed Time-Life Video to explore the field of prerecorded cartridge television. Both Time-Life Video and Time-Life Audio are separate divisions with their own sales and programming staffs.

## New Tape CARtridge Releases

### AMPEX

**AJP**  
JULIUS VICTOR; (B) M85160, (C) M55160  
COMPASS; (B) M85165, (C) M55165  
STARK REALITY; (B) J85166, (C) J55166

**A&R**  
JOHN BLAIR—Mystical Soul; (B) M87102, (C) M57102  
PATRICK MOODY WILLIAMS—Carry On—Feat; (B) M87103, (C) M57103

**Atco**  
GINGER BAKER—Ginger Baker's Air Force 2; (B) M8343, (C) M5343  
DUNCAN PAIN; (B) M8344, (C) M5344  
JUICY LUCY—Lie Back and Enjoy It; (B) M8345, (C) M5345  
JESSE DAVIS; (B) M8346, (C) M5346  
FLAT MATTRESS II; (B) M8347, (C) M5347  
BLUES IMAGE—Red, White & Blues Image; (B) M8348, (C) M5348  
TIN TIN; (B) M8350, (C) M5350  
COWBOY—Reach for the Sky; (B) M8351, (C) M5351  
DEREK & THE DOMINOS—Layla; (B) J8704, (C) J5704  
DA DA; (B) M8352, (C) M5352

**Atlantic**  
ORNETTE COLEMAN—The Art of the Improvisers; (B) M81572, (C) M51572  
EDDIE HARRIS—Free Speech; (B) M81573, (C) M51573  
BOBBY SHORT—Nobody Else But Me; (B) M81574, (C) M51574  
RAHSAAN ROLAND KIRK & THE VIBRATION SOCIETY—Rahsaan Rahsaan; (B) M81575, (C) M51575  
JO MAMA; (B) M88269, (C) M58269  
YES—Time and a Word; (B) M88273, (C) M58273  
VARIOUS ARTISTS—The Super Hits Vol. 5; (B) M88274, (C) M58274  
THE J. GEILS BAND; (B) M88275, (C) M58275  
ENVIRONMENTS—Disc 2; (B) M86602, (C) M56602  
MITCH MILLER & THE GANG—Peace Sing-Along; (B) M88277, (C) M58277  
STEPHEN STILLS; (B) M87202, (C) M57202  
CHARLES LLOYD IN THE SOVIET UNION; (B) M81571, (C) M51571  
YUSEF LATEEF—Suite 16; (B) M81563, (C) M51563

### Brunswick

CHI-LITERS—Feat; (B) M84165, (C) M54165  
BARBARA ACKLIN—I Did It—Feat; (B) M84166, (C) M54166

### Cotillion

MYRNA SUMMERS & THE INTERDENOMINATIONAL SINGERS—Tell It Like It Is; (B) M8051, (C) M5051  
SOLID GOLD OLD TOWN VOL. 1; (B) M89032, (C) M59032  
THE VELVET UNDERGROUND—Loaded; (B) M89034, (C) M59034  
SLADE; (B) M89035, (C) M59035  
DANNY O'KEEFE; (B) M89036, (C) M59036  
THE SATIRE OF THE CONCEPTION CORP.—A Pause in the Disaster; (B) M89031, (C) M59031  
YOUNG HOLT UNLIMITED—Mellow Dreamin'; (B) M81801, (C) M51801

### Happy Tiger

ANITA KERR SINGERS—A Tribute to Simon & Garfunkel; (B) M81016, (C) M51016

### T-Neck

ISLEY BROTHERS—Get Into Something—Feat; (B) M83006, (C) M53006

### Vanguard

VARIOUS ARTISTS—The Best of the Chicago Blues; (B) M81-2, (C) M51-2  
JOAN BAEZ—First 10 Years; (B) J86560, (C) J56560

### San Francisco

VICTORIA—Secret of the Bloom; (B) M8201, (C) M5201  
DAVID LANNIN—Streetsinger; (B) M8202, (C) M5202  
HAMMER; (B) M8203, (C) M5203  
TOWER OF POWER—East Bay Grease; (B) M8204, (C) M5204  
COLD BLOOD—Sisyphus; (B) M8205, (C) M5205

### White Whale

HORSES; (B) M87121  
JOHN'S CHILDREN; (B) M87128  
SUPER GROUPS FROM HOLLAND; (B) M87129  
THE DUTCH EXPLOSION—Holland's Greatest Hits; (B) M87130  
EVERPRESENT FULLNESS; (B) M87132  
AGED IN SOUL—Somebody's Been Sleeping in My Bed; (B) M8704, (C) M5704

(Continued on page 26)



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# New Tape CARtridge Releases

• Continued from page 25

**Buddah**  
FIVE STAIRSTEPS—Step by Step by Step; (8) M85068, (C)

**EDWIN HAWKINS SINGERS**—Oh Happy Day; (8) M85070, (C) M55070  
**Kama Sutra**  
**BREWER & SHIPLEY**—Tarkio Road; (8) M82024, (C) M52024

**Reprise**  
LOVECRAFT — Valley of the Moon; (8) M86422, (C) M56422  
NORMAN GREENBAUM—Back Home Again; (8) M86422, (C) M56422  
NICO—Desertshore; (8) M86424, (C) M56424

SUNDAY'S CHILD; (8) M86425, (C) M56425  
M86419, (C) M56419

**Perception**  
GOLDEN EARRING; (8) M82000, (C) M52000  
JAMES MOODY—Teachers; (8) M86, (C) M56

**Warner Bros.**  
VAN MORRISON HIS BAND AND STREET CHOIR; (8) M81884, (C) M51884  
LITTLE FEAT; (8) M81890, (C) M51890  
GRATEFUL DEAD — American Beauty; (8) M81893, (C) M51893

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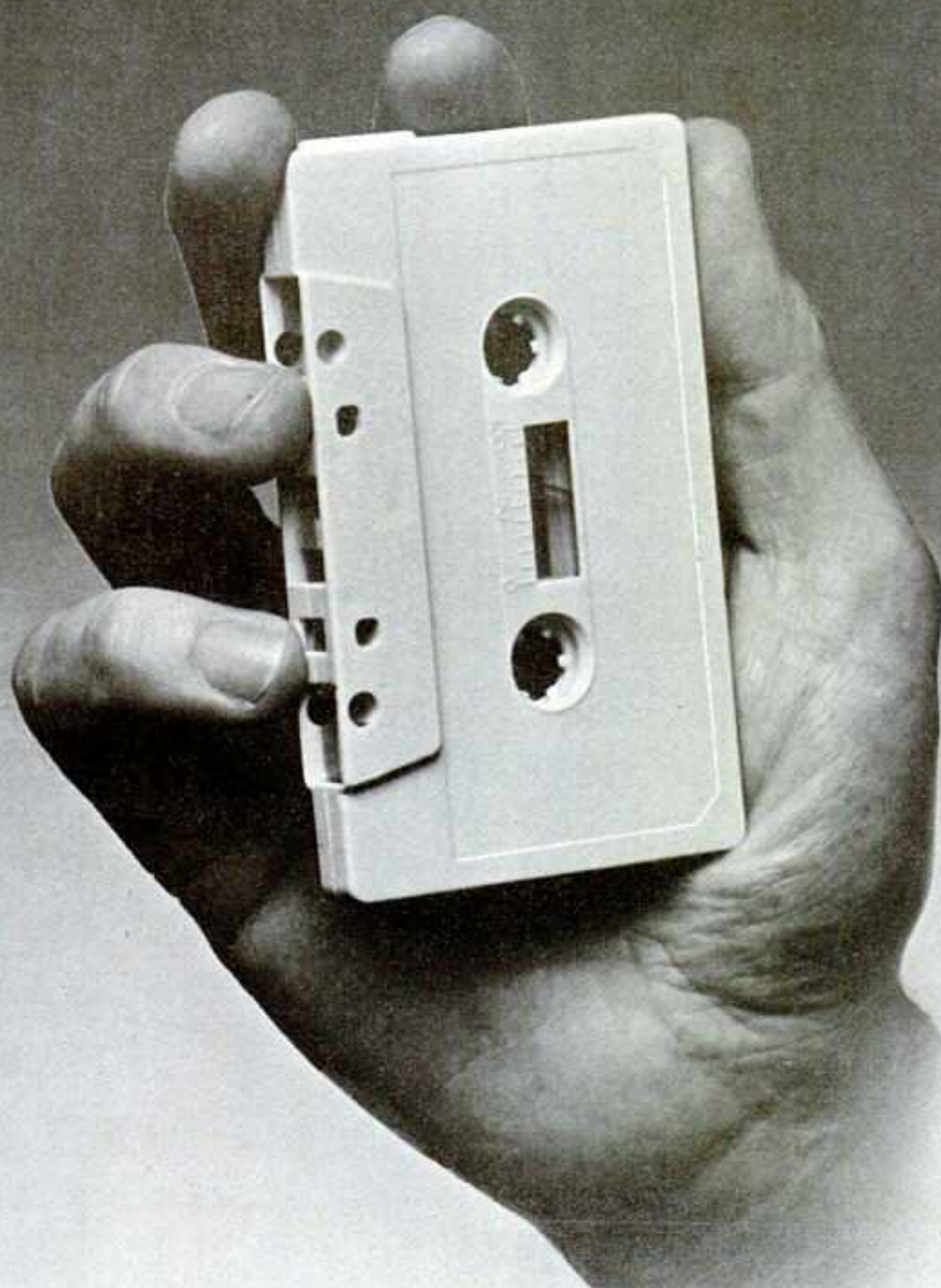
## RCA VICTOR

**Kirshner**  
THE ARCHIES—Sugar, Sugar; (Quad 8) PQKQ 1002

**Red Seal**  
BIZET-SHCHEDRIN—THE CARMEN BALLET — Arthur Fiedler/Boston Pops; (Quad 8) RQB 1141  
CHOPIN: CONCERTO NO. 2 IN F MINOR—Artur Rubinstein/Philadelphia Orch. (Ormandy) (Quad 8) RQB 1110  
DVORAK: NEW WORLD SYMPHONY—Arthur Fiedler/Boston Symphony; (Quad 8) RQB 1160  
ARTHUR FIEDLER & THE BOSTON POPS — Up, Up and Away; (Quad 8) RQB 1103  
The Best of ARTHUR FIEDLER & THE BOSTON POPS ORCH.; (Quad 8) RQB 1047  
The MOOG Strikes Bach . . . To Say Nothing of Chopin, Mozart, Rachmaninoff, Paganini & Prokofieff; (Quad 8) RQB 1137  
ARTHUR FIEDLER/BOSTON POPS—Music From Million Dollar Movies; (Quad 8) RQB 1010  
PUCCINI: MADAMA BUTTERFLY—Leinsdorf; (Quad 8) RQB 1048  
RICHARD RODGERS—Victory at Sea Vol. 1; (Quad 8) RQB 1027  
RODRIGO: CONCERTO DE ARANJUEZ FOR GUITAR & ORCH.—Julian Bream; (Quad 8) RQB 1052  
TCHAIKOVSKY: PIANO CONCERTO NO 1 — Symphony Orch. (Kondrashin); (Quad 8) RQB 1002  
TCHAIKOVSKY: 1812 OVERTURE—New Philharmonia Orch. (Buketoff) (Quad 8) RQB 1115  
TCHAIKOVSKY: SYMPHONY NO. 6—Philadelphia Orch. (Ormandy); (Quad 8) RQB 1112

**RCA Victor**  
The Best of ED AMES; (Quad 8) PQB 1476  
The Best of EDDY ARNOLD; (Quad 8) PQB 1185  
EDDY ARNOLD — My World; (Quad 8) PQB 1088  
CHET ATKINS Picks the Best; (Quad 8) PQB 1261  
BRIAN AUGER & THE TRINITY—Befour; (Quad 8) PQB 1600  
PERRY COMO In Person at the International Hotel, Las Vegas; (Quad 8) PQB 1608  
FLOYD CRAMER With the Music City Pops; (Quad 8) PQB 1592  
DANNY DAVIS & THE NASHVILLE BRASS—You Ain't Heard Nothin' Yet; (Quad 8) PQB 1568  
JOSE FELICIANO—Fireworks; (Quad 8) PQB 1595  
JOSE FELICIANO—Feliciano!; (Quad 8) PQB 1377  
JOSE FELICIANO—Feliciano 10 to 23; (Quad 8) PQB 1479  
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THE FRIENDS OF DISTINCTION—Highly Distinct; (Quad 8) PQB 1489  
THE FRIENDS OF DISTINCTION—Real Friends; (Quad 8) PQB 1555  
THE GUESS WHO?—Wheatfield Soul; (Quad 8) PQB 1442  
THE GUESS WHO—American Woman; (Quad 8) PQB 1518  
Canned Wheat Packed by THE GUESS WHO; (Quad 8) PQB 1472  
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HENRY MANCINI—A Warm Shade of Ivory; (Quad 8) PQB 1441  
HENRY MANCINI—The Best of Mancini Vol. 2; (Quad 8) PQB 1315  
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HUGO MONTENEGRO—Music From "The Good, the Bad & the Ugly," "A Fistful of Dollars," "For a Few Dollars More"; (Quad 8) PQB 1301  
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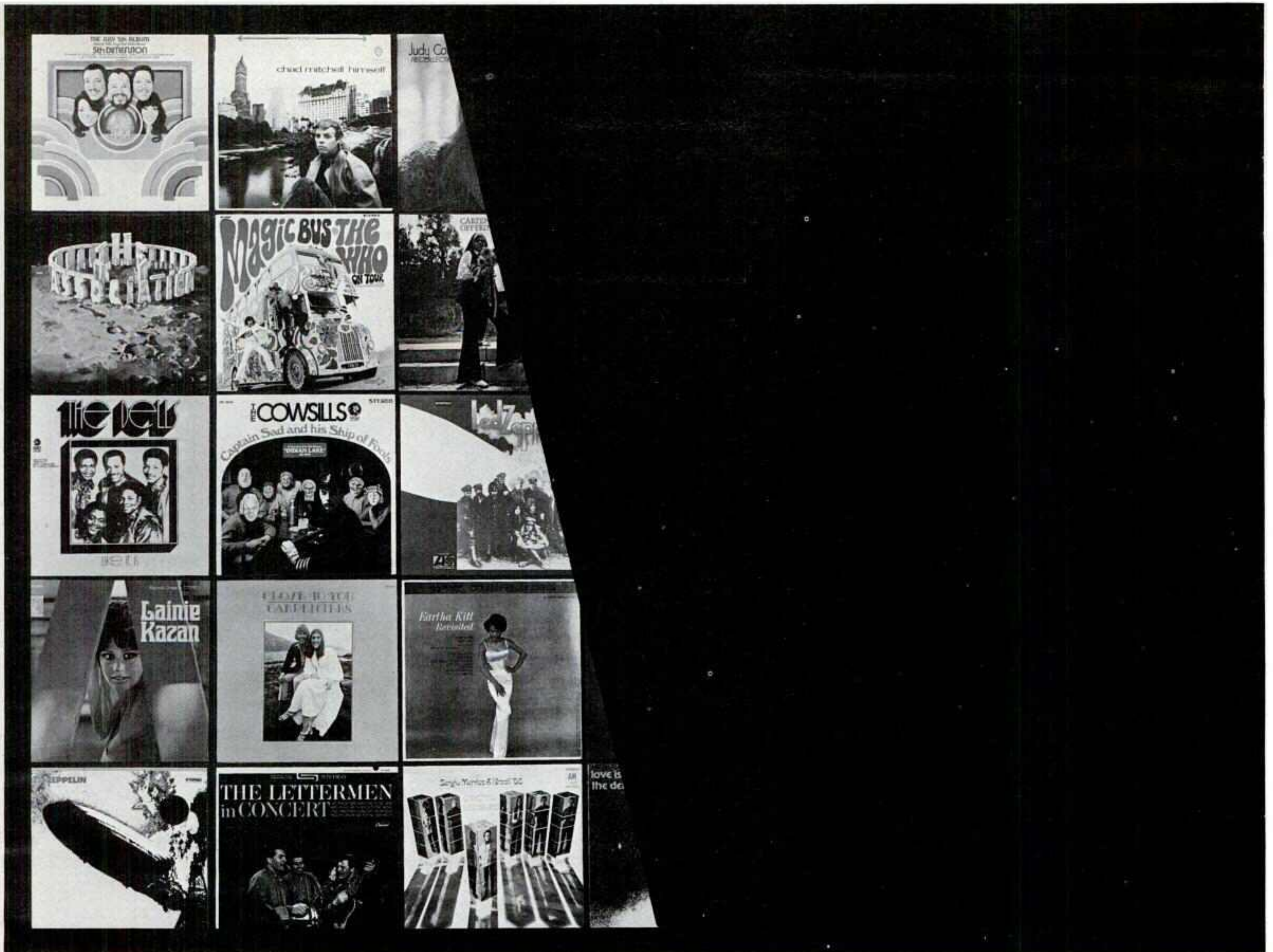
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## Wm. Morris Seeking Artist Representation of Steel River

NEW YORK—The William Morris Agency is negotiating for artist representation of Steel River, Stereo Dimension Record's new group from Toronto. The Morris Agency plans an immediate tour of the group with one-night stands in key cities and college campuses across the country. In February Steel River will begin an extensive tour of the U.S. appearing on campuses and in the key clubs across the country.

In conjunction with the tour, Loren Becker, president of Stereo Dimensions; Andy Hussakowsky, regional promotion director, and Fred Edwards, national promotion director, will embark immediately on a promotion campaign for the group's LP entitled "Weighen' Heavy." Becker and his staff will make stops in Boston, Providence, Hartford, Philadelphia, Baltimore, Washington, Cleveland,

Chicago and San Francisco to promote the LP at the distributor and underground FM radio station level. In addition, copies of the LP are being sent to key underground stations and campus radio stations, along with press information and promotional material.

Advertising will be taken out in key campus newspapers and one-minute spots will be aired on underground radio stations in conjunction with both Steel River tours. Becker said, "The single from the group is bubbling or on the trade charts but we want to launch Steel River as an entire entity, not just a pop singles group. From all the reaction we have received, we feel the group could become one of the best accepted groups around." Steel River will tie in personal appearances and radio time buys with their upcoming month-long tour due to begin in February.

## American Talent Rep Deal With Hemdale on Acts

NEW YORK—Hemdale, English show business complex, has wrapped up a deal with American Talent International for exclusive representation for their English music acts, Yes and the newly-formed DADA. Both acts

are on Atlantic Records, and a massive promotion campaign to break the acts in the U.S. will get under way after the first of the year.

DADA will be touring with Badfinger from early March to mid-April and Yes will be touring mid-February through mid-March, prior to starting a tour of the Scandinavian countries.

Brian Lane, chief executive officer of Hemdale, is promoting Iron Butterfly, Yes, DADA tour through Great Britain and Europe in January.

Other joint ventures between Hemdale and ATI are being prepared for the new year. They include a Jack Wild concert tour, TV commercial deals for Jack Wild and Mark Leister, and publishing and recording contacts being negotiated for Hemdale by ATI.

## New Dawn Artists Mgt. Is Moving To Hollywood

NEW YORK—New Dawn Artists Management is moving to Hollywood. According to Zach Glickman, the firm's president, New Dawn is moving because Warner Bros. Records, Dion's label, is a Coast-based firm, and because of the increased music activity in California.

Glickman will be moving his entire production-management and publishing complex which includes Skinny Zach Music, Fat Zach Music and Essmore Enterprises Ltd.

New Dawn handles management, production and publishing interests for such artists as Dion, Sam Samudio (formerly known as Sam the Sham), and Dick Holler.

## Lotti Golden Off On LP Promo Tour

NEW YORK—Lotti Golden has embarked on a national promotion tour to promote her debut album, "Lotti Golden." Her first major stops will be in Nashville, Philadelphia, Boston and Washington. Plans are already under way to extend the tour to additional markets.

## BOVEMA TAPES CAPITOL ACTS

LOS ANGELES—Bovema of Holland is taping Capitol acts for showing on Dutch television. Olaf Klijn of Bovema has supervised a 20-minute documentary on the Steve Miller Band in Pittsburgh as his first project. He hopes to line up other Capitol acts for the project.

## Col's Dreams Date Line-Up This Month

NEW YORK—Associated Booking Corp. has lined up a string of dates for Dreams, new rock group on Columbia Records.

The group goes into Salisbury State College, Md., Friday (4); American University, Washington, Saturday (5); Lycoming College, Williamsport, Pa., Dec. 10; Fillmore East, New York, Dec. 11-12, and Monmouth College, West Long Branch, N.J., Dec. 13.

## Signings

Sea Train, formerly with A&M, has signed with Capitol. The revised group begins a U.S. tour at San Francisco's Fillmore West, Thursday (3) after completing an album in London. . . . San Francisco's Victoria has signed a management contract with Diane Sward of Fillmore Management and a publishing pact with the Fillmore Music Group, both subsidiaries of the Fillmore Corp., as is the San Francisco label. . . . Jupiter Sunset to Juno, where "Back in the Sun" is their debut disk. . . . Vocalist Marilyn Michaels signed with Joe Scandore for personal management and the Gurtman-Brown office for public relations. . . . Also to Gurtman-Brown Associates is singer Felix Caballero, who signed with Susan Goldfarb for personal management. . . . Sally Eaton of the cast of "Hair" to Paramount. . . . Steel, four Isaac Hayes sidemen, signed with Douglas Records. . . . Mike Settle, formerly of the First Edition, to Amos with "I See America" and "Mama Sends Me Kisses" as his initial single. . . . Elderberry Jak and Your Lovin' St. Bernard signed with Sounds of Memphis for production and Dynamic Entertainment, Inc., of Columbus for management. The latter group will have its first single on MGM shortly.

## Talent In Action

### BADFINGER

Ungano's, New York

With a single on the chart which they didn't feature in their opening set—and a list of playing credits that includes work on George Harrison's new solo album, Badfinger (Apple) played clean, down-to-the-essentials rock 'n' roll.

Using much material from their album, the group was tightly together and obviously used to each other. Also impressive was their stage manner which was cheerfully irreverent and a pleasant change from all the serious "heavy" chat you sometimes get. Badfinger are certainly a group that lives up to their initial promise and should extend it. IAN DOVE

### DOUG KERSHAW, BOB GIBSON

Troubadour, Los Angeles

Cajun singer-fiddler Kershaw's act was marred by sloppy presentation. He seemed unsure of what he was doing, surprising both the audience and his backup quartet, whom he introduced only as "the drummer man" or "piano man."

Kershaw began his set on Nov. 20 by searching for the right key to "Jambalaya." He moved around the stage unsure of where he was heading and he seemed puzzled over what songs he should play. He is an intense fiddler, accordionist, playing both amplified instruments with passion and zeal, however. His instrumental work is far superior to his singing.

Bob Gibson's opening presentation was a pleasant 40 minutes of pristine folk music played with acoustic instruments. His trio worked nicely and his simple voice communicated easily on "Love Sick Blues" and some songs about saying goodbye. Unfortunately, he is an average singer lacking individualism. ELIOT TIEGEL

### B. B. KING

Lawrenceville School, New Jersey

B.B. King officially inaugurated the Robert Thiele Center for Popular American Music with a concert that was both popular (standing ovations) and American. He gave his usual object lesson of pure blues riffs that everybody had picked up on, mixing them together in dramatic style, ranging from "Every Day" to Leon Russell's "Humming Bird."

Ron Levy, long haired and white, was given a generous amount of solo space for his down home piano, firmly blues rooted.

The Thiele Center will house a collection of records and tapes, books, still and motion pictures and memorabilia relating to American popular music. IAN DOVE

### HARRY BELAFONTE

Westbury, Long Island

Harry Belafonte continues to prove that he is still one of the smoothest performers in his field.

The RCA recording artist had a near-capacity audience eating out of his hands when he opened a two-week stint at the Westbury Music Fair Nov. 24.

With his disarming appeal, and the easygoing style that has made him the idol of many Caribbean/American folk lovers, Belafonte smote his predominantly female audience with a selection of songs that ranged from "Mr. Bojangles" and "Cycles" to "Matilda," "Jamaica Farewell" and "Day-O."

Sharing the stage with Belafonte were the Voices of East Harlem and Eloise Laws.

The Voices of East Harlem, on Elektra Records, is a group of young untrained voices largely lacking in musical coordination. But there is an earthy appeal about their songs.

Eloise Laws, Columbia Records artist, is a torch singer with big potential. She exudes the animal magnetism and gutsy vitality that made singers like Shirley Bassey and Nancy Wilson the household names they are. RADCLIFFE JOE

### JACK JONES

Copacabana, New York

There's more to Jack Jones than a recapping of his disk clicks, "Impossible Dream" and "Wives and Lovers." At his Copacabana opening Nov. 19, Jones displayed a wide variety of mood and tempo that was matched with the ability to keep a close to hour hour turn rolling smoothly.

The RCA artist was comfortable and at home with such diverse entries as the big Italian ballad, "Oh How Much I Love You," the rhythmic "Games People Play," the lilting "Everything Is Beautiful" and the pulsating "Spinning Wheel."

Working with an augmented Copa orchestra that was loaded with strings, and his own troupe of musicians which included musical director Joe Kloess on piano, Chuck Hughes on drums, Chino Valdez on conga, Steve Swallow on bass, and Bob Thomas on guitar, Jones had expert backing all the way.

His stage demeanor is easy and appealing, especially when he introduced his father, Allan Jones, brought him onstage for a dramatic reading of "If You Ever Leave Me." MIKE GROSS

### DON HO, DOROTHY LAMOUR

New Grove, Los Angeles

Don Ho and Dorothy Lamour complemented each other musically in their first appearance together.

Ho's gentle brand of showmanship, especially his rich, romantic voice, was better displayed here than it has been in the past. The reason is that Ho did the majority of his show on his feet and avoided sitting behind the organ and having the audience perform. He did that too, but the emphasis was on his ability as a stand-up singer, working effectively through such songs as "Night Life," "Lovers Prayer," "Tiny Bubbles," "America" and "Bridge Over Troubled Waters."

Ho's show incorporated the 25-piece George Rhodes orchestra conducted by John Todd, whose clever arrangements sparked a contemporary feel; Sam Kapu; Don's mother Honey; an impromptu guest appearance by the Allis who worked through four tunes, three with their former boss; four girl voices and four hula dancers.

Miss Lamour, appearing confident and a complete show business pro, was in good voice for a trip through his old film songs like "Queen of the Hollywood Islands," "Lovely Hula Hands," "Moon of Manakoora," "Sunday, Monday and Always." ELIOT TIEGEL

(Continued on page 32)

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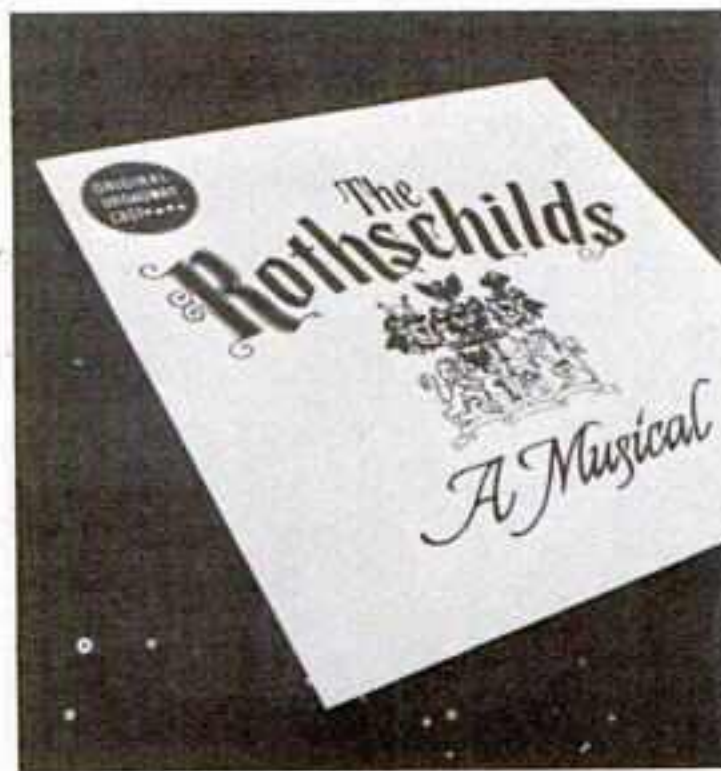
—Richard Watts, *N.Y. Post*

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—Leonard Harris, *WCBS-TV*

"I think 'The Rothschilds' will give a lot of pleasure to a lot of people. It is interesting, very witty, had a moral force and best of all, it has style. And the cast in 'The Rothschilds' is a delight. A good and solid start to the musical season."

—Clive Barnes, *N.Y. Times*



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—William Glover, *Associated Press*

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—Leonard Harris, *WCBS-TV*

"A total, wondrous delight. The audience was on its feet cheering."

—Stewart Klein, *WNEW-TV*

"'Paul Sills' Story Theatre' is a generous preview of what a really vital theatre could be."

—Ted Hoffman, *WINS Radio*

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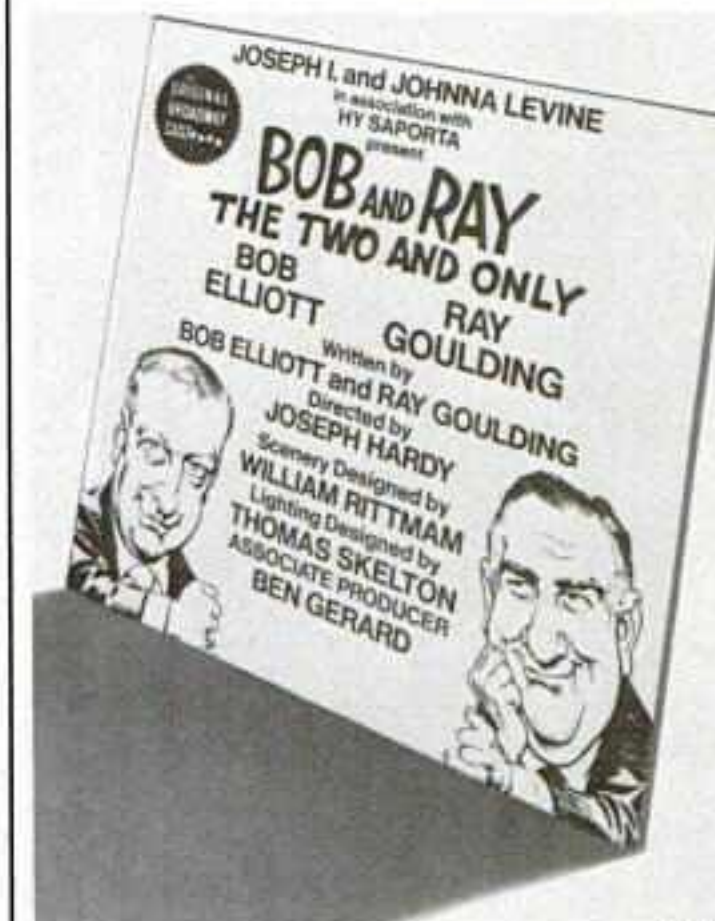
—Clive Barnes, *N.Y. Times*

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—Stewart Klein, *WNEW-TV*



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by **Gary Moore** for a "Voice of America" radio broadcast. . . . "Gimme Shelter," the film of the Rolling Stones' 1969 U.S. tour, being released by Cinema V, will open Sunday (6) at the Plaza Theater here. . . . **Uncle Dirty** is appearing at the Flick, Coconut Grove, Fla., through Sunday (28). . . . Poppy's **Dick Gregory** gives a lecture at the Jewish Community Center, Margate, N.J., Dec. 19.

**Canned Heat**, Atco's **Allman Brothers** and Columbia's **Dreams** play Bill Graham's Fillmore East, Friday (11) and Saturday (12). . . . **Virgil Fox** gives an organ recital at Fillmore East, "Heavy Organ," Tuesday (1). . . . Decca's **Leland Scott** is on a cross-country tour to promote "Share the Load," his latest single. Stops include Cleveland, Detroit, New York, Chicago, Philadelphia, Boston and Memphis. . . . **Raun Mackinnon**, pianist, is backing Polydor's **Odetta**, not **Ron McKinnen** as incorrectly reported last week. . . . **Marco Rizo** gave a piano recital Nov. 23 at the auditorium of the University of Mexico Law School. Included was the premiere of his "Cuban Rhapsody."

Atco's **Derek & the Dominos** with **Eric Clapton**, Rare Earth's **Too Fat** and San Francisco's **Hammer** play Howard Stein's Capitol Theater, Port Chester, N.Y., Friday (4) and Saturday (5). . . . A son, **Adam Cooper Wood**, seven pounds, two ounces, to Herb and Mrs. Jane Wood, Nov. 20. The father is the general manager of Think, Inc., the advertising and promotion agency of Billboard Publications. . . . **Rare Earth**, of Motown's Rare Earth label, has donated \$2,000 from receipts of a concert in Scranton, Pa., to the Muscular Dystrophy Association of America. . . . **Harry Lew** of Stanley-Lewis Distributors, a veteran of 47 years in the record industry, will be 57, Dec. 26.

FRED KIRBY

## MIAMI

The Beach hotels are getting set for a swinging holiday season booking name acts into their lounges. **Irving Cowan**, owner of the Diplomat and Marco Polo, is presenting **Gary Puckett** and the **Union Gap** opening Christmas in the Hump Show Lounge (Marco Polo). Now appearing at the Hump is **Paul Revere** and the **Raiders**. The **Classics IV** move in Friday (4). The **Common People**, featuring **Jury Christie** and **Jimmy Dee**, open Tuesday (1) at the Fontainebleau's Boom Boom Room. Miami group **Tommy Strand** and the **Upper Hand** return to the Hump, Friday (4), to open with the **Classics IV**. The **Beach Mark Four**, Latin-jazz group at the Encore Room, Dupont Plaza to be followed by the **Ink Spots** who open right after Christmas, according to **Skip Shepherd**, manager of the downtown Miami Hotel. **Guy Lombardo** and his orchestra will play a two-night engagement Jan. 16 and 17 in the Dupont's Ballroom. **Molly and Me** and the **BHT**, a self-contained group now appearing at the Memphis Theater, West Memphis, Ark., due in Tuesday (1) at the Sun Set Inn, Islamorada, Florida Keys.

**Joe Boatner**, leader of the **Ink Spots**, at Ace Music to visit old friend **Hank Koenes**, Ace's sound man. There is a winter booking at the Americana Hotel for the **Ink Spots** who also will do a Puerto Rico engagement.

Local musician **Jerry Marshall** and a group cutting radio spots at **Bob Archibald's** Music Factory. The studio is getting ready to launch a new recording by the **Peach** on its Platinum label.

The **Ed Palmer Choral** group from Palm Beach cut sides at

Dukoff Records. The tunes were arranged by **George Williams**, **Jackie Gleason's** head arranger. **Los Tizjas** cutting a Spanish album with South American producer **Lino Gori** overseeing operations. **McArthur Milk** cut 30 and 60 seconds radio and TV spots at Dukoff. Producer was **Roy Gould**, composer **Bobby Dukoff**, arranger **George Williams**. The **Michael Roy** singers were used.

Trip Universal has signed Miami pop singer **Bob Newkirk** to its label. His first release due out shortly. Newkirk recently played the Gigi Room at the Fontainebleau. Also signed to the Trip label were **Bill White** and **Wally Schroeder**.

**Nick Russo's** "Gabriel's Brass" taped at Criteria on the Gentry label doing well in Mexico and will get worldwide distribution shortly.

**High Street Carnival** added two new musicians from Boston. . . . **Stonewall Jackson**, singer/bassist and **Arnie Barry**, saxophonist.

Total Enterprises Ltd. first release by a Miami group, **Exit**, will be out on the streets shortly. The "A" side is "Hey Little People" "B" side "Hold on to Me."

SARA LANE

## LOS ANGELES

**Michael Dourdin-Dehollain** of Paris is in town for one month to meet with American labels and publishers relevant to representing them in his country. He has a freelance company. He may be reached at 276-5659.

**Joe Csida** and **Dick Groves'** newly formed educational music publishing company is called **First Place Publications** and is located at 12754 Ventura Blvd., Studio City. First copyrights are by Grove: "Moon Song," "Home Cookin'" and "Sneaky Pete." Arrangements will sell to schools for \$14.95. Pianist **Grove** leads a jazz band at Donte's one Sunday night per month. The company plans to publish works by other composers as well as instruction books.

The Composers and Lyricists Guild of America has elected the following board of governors: **Elmer Bernstein**, president; **Richard Sherman**, vice-president; **Jack Elliott**, secretary, and **Lyn Murray**, treasurer. **Ted Cain** is the executive secretary.

Long Beach City College will present **Don Ellis'** musical drama "Future: Tense!" in February. . . . **Mickey Kapp** has donated his collection of sound tapes of space flights to the Smithsonian Institution space museum in Washington. There are 647 reels in the collection, which was the basis for Kapp's six-record set "To the

## Rock 'n' Roll Co. Into Off-Bway

NEW YORK—Rock 'n' Roll Records, headed by Vincent Fusco and Jim Jenner, will enter the original cast field with a recording of off-Broadway's "Golden Bat," a Japanese rock musical.

Also obtained were video-taping and 11mm color filming rights. The taping is slated for Dec. 22-23 with the first showing planned for the CBC. Neil Howard will be co-producer.

## Leeds' Tour to Tie With Merc Record

NEW YORK—Cy Coleman, president of Notable Productions, has set **Steve Leeds**, Notable recording artist, on a concert and promotion tour in conjunction with Mercury Records' distribution centers.

Leeds, who'll be promoting his Mercury record "Lying Here," will be performing in key cities in Virginia, Florida, Texas, Missouri, Ohio, Illinois, Pennsylvania, Maryland and New York.

Moon" which Time-Life Records distributed.

"Watermelon Man" was voted the top picture score in the NAACP's Image Awards competition. Beverly Hills Records released the **Melvin Van Peebles** score. . . . **The Worlds Greatest Jazz Band** opened at the Century Plaza's Hong Kong Bar Monday (23). . . . **Jimmie Haskell** arranged and conducted the strings and horns on **Denny Doherty's** forthcoming solo LP on Dunhill.

**Roger Miller** will write the songs for Walt Disney Productions animated film, "Robin Hood." Miller will also be the voice of the traveling minstrel and will sing the title song. . . . **Mike Curb** and his Congregation guest on ABC-TV's "Changing Scene" airing Dec. 9 where they perform the song "Burning Bridges." Curb will play organ. . . . **Lee Magid** producing Art Forms Ltd. for RCA. The group was formerly called the Art Reynolds Singers. . . . Three members of the old KRLA **Credibility Gap**, **Harry Shearer**, **David Lander** and **Richard Beebe**, are doing a satire comedy LP for Capitol.

The **Turnquist Remedy's** first LP on "Pentagram" is "Iowa by the Sea." The **Liberation Street Band's** first LP for the label is "Down on the Corner." **Big Mama Thornton's** first LP for the company is "Saved."

**Johnny Tillotson** has devised a new format for his college concerts. One half will be devoted to playing and discussing tapes from old radio shows. . . . **Delaney, Bonnie and Friends** play UCLA's Royce Hall Jan. 9. . . . **Denny Hall** is touring concerts and promoting the Capitol LP recorded at the Corona women's penitentiary.

ELIOT TIEGEL

## CINCINNATI

**William J. (Billy) White**, 83, dean of area song pluggers and music promoters until his retirement in 1960, died recently at a rest home here. He began his career in the nickelodeon days at the old Libson Theater and for more

than 40 years was representative here for the Leo Feist Music Co., New York.

**Johnny Bench**, Cincinnati Redlegs catcher, has been contracted to host a half-hour TV talk show starting next spring. Deal was arranged by The Professionals, Inc., local group, in association with Stadium Productions, Inc., New York. On the program Bench will interview record artists, show business personalities and athletes in the various National League ball parks.

**Eddie Peabody**, 69, veteran banjoist, died recently at St. Elizabeth Hospital, Covington, Ky., following a stroke. He had collapsed the night before while doing his act at the Lookout House, Covington. A veteran of nearly 50 years in vaudeville and niteries, Peabody had earned the title of Bach of the Banjo and King of the Banjoists.

National Shows, in association with WLW Radio, presents **Blood, Sweat & Tears** in concert at Cincinnati Gardens Dec. 4 at a \$6 top, while on the same night promoter **Jim Bridges**, with the backing of WKRC Radio, brings **Phil Ford** and **Mimi Hines** to the Taft Theater at a \$4.75 top. . . . **Kenny Price**, host of WLW-T's "Midwestern Hayride," was in Nashville Nov. 17-19 to cut a "Red Foley Songbook" for RCA Victor.

The Cincinnati Symphony Orchestra's Open-Door Series ushers in the season Dec. 6, with **Johnny Mathis** as the feature. The second concert, Jan. 24, will combine 180 voices from the choirs of Central State University, Kentucky State College and Wilberforce University with the Cincinnati Symphony in a tribute to the late **Martin Luther King**. The third concert, March 21, highlights the **Alvin Ailey American Dance Theater**, and the final offering, May 9, features soul and jazz singer **Nancy Wilson**.

**Rosemary Clooney**, whose last single in 1968 coupled "One Less Bell to Answer" and "Let Me Down Easy," has a new one com-

(Continued on page 32)

# Vanguard 280G Pact For Baldwin & Leps

NEW YORK — Vanguard Records has signed the team of **Michael Baldwin** and **Richard Leps** to the largest contract it's ever given to a pop act. The deal is reported to be for \$280,000.

The duo, who've been paying for their rent from the receipts collected in an open guitar case while they performed on Greenwich Village's 8th St., are finishing their first album for Vanguard. A mid-December release is planned.

The release of the album will be accompanied by a massive publicity and promotion program as well as a national tour to be arranged by Jerry Kellert and Steve Leber of the William Morris Agency.

Promotional plans include a national mailing to college radio stations and national press mailing, a poster campaign in major cities across the U.S., a mid-December New York press party to preview their act.

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It's the first Spirit album on Epic.  
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great sellers.)

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# From The Music Capitals of the World

## DOMESTIC

• Continued from page 30

ing out soon on the Dot label. Top side will be Jimmy Webb's "Clowns Exit Laughing," with the flip, "The Moon Song." . . . Julie Godsey, one of the area's top platter pushers, until recently with Mainline Cleveland, pioneer distributor in that Ohio city, is free-lancing in the territory while scouting a new permanent connection. Mainline Cleveland's records division was recently acquired by the Handleman Co. . . . "The Many Moods of Braun," new album by Bob Braun, host of WLW-T's "50-50 Club," on the Wrayco label, is reporting receiving encouraging early sales in the four-city area covered by Avco Broadcasting's TV net—namely, Cincinnati, Dayton and Columbus, Ohio, and Indianapolis.

Wendelyn, new local singer recently signed to a recording pact

by Certron Corp., Music Division, Nashville, has been inked to appear twice weekly on "The Nick Clooney Show" on WCPO-TV for an eight-week period. . . . The Four Saints, organized by John Howell more than 16 years ago, split up permanently following their appearance at the Taft Theater here Saturday (28) and Memorial Hall, Dayton, Ohio, Sunday (29). Howell is returning to the University of Indiana, Bloomington, where he plans to teach. . . . With trumpeter Doc Severinson as the top feature, the Cincinnati Symphony Orchestra, augmented by Jerry Conrad's Rhythm & Brass, pulled a capacity crowd to Music Hall Sunday (15) for its initial Eight O'Clock Series concert of the season.

BILL SACHS

## NASHVILLE

The Shelby Singleton Corp. has provided K-101 Radio in San Francisco, a special production of the Rex Allen Jr. tune, "Wake Up Morning," for use in the world's first experimental broadcast of quadasonic sound. . . . SSS International artists. The U.S. Apple Corps played to a sellout crowd while appearing with Three Dog Night in Memphis recently. . . . Benninghoff's Bad Rock Blues Band, a new group on the SSS label will release its first LP soon entitled, "Beethoven Bittersweet." Other SSS releases will include, "Spanish Gold," featuring the Tennessee Guitars and "Sil Austin and the Silver Screen." . . . Independent producer Andre Williams is producing Reggie Garner, son of Houston NATRA president Bob Garner, at the Soundville studios. The session is being recorded for Bob G's Enterprises. . . . Clavin Owens has signed with Soundville



Odetta is joined by Elton John at a recent Polydor Records party for Odetta at the Bitter End, New York. The vocal support came as Odetta sang John's "Take Me to the Pilot," which is on her first Polydor album.

and will be in the production of soul and pop. . . . A Houston group who call themselves the Heartbeats are preparing to record an album. The group which is composed of doctors and businessmen, are directed by Dr. Hallman. The group plans to release the LP on their own label with all proceeds going to the Heart Association. . . . Tommy Roe who recently appeared on the "David Frost Show" will also appear on the "Don Knotts Show" on Dec. 1. Roe recently purchased a race horse which he named Dizzy after his multimillion seller of the same name. . . . The Classics IV open on Dec. 4 at the Marco Polo Hotel's Hump Lounge in Miami. . . . Columbia's Ballin' Jack will release a new LP soon entitled, "Ball and Jack." Kris Kristofferson is in Hollywood filming a movie in which he will star along with Karen Black. A Jerry Ayers production, the film is entitled, "The Dealer." . . . Tony Joe White is working on a new LP which is co-produced by Billy Swan. . . . Donnie Fritts has signed with Combine Music in Nashville. He will be writing with Kris Kristofferson. . . . Dennis Linde has moved to Nashville from St. Louis. Gordon Lightfoot who will be coming to Nashville on Dec. 10 to tape the "Johnny Cash Show," will be scheduled to do some recording while he is here. . . . Leland Rogers has signed Maceo and all the Kings Men, the former back-up group for James Brown. Their current single is, "Got to Get You." . . . The Warehouse in New Orleans will feature Ten Years After and Mylon on Nov. 27, the Band on Dec. 6, and the Doors on Dec. 12.

TOM WILLIAMS

## PHOENIX

Wayne Cochran & His C.C. Riders will perform a special one-night concert at Mr. Lucky's on Tuesday (1). It will be held in the large club's vast King's Den. . . . The Ink Spots inked for the holidays for the French Quarters in Scottsdale's Safari Hotel. They'll headline Dec. 14-26. Ike Cole, the late Nat Cole's brother, will be featured there until Dec. 12.

Blue Note's Joe Williams, starting at the Colony Steak House club, is doing a deejay show from KVOV, Las Vegas, where he's been residing for the past three years. . . . Hugo, Hal and Caesar are the musical trio at the La Cantina room of the Camelback Inn. . . . The Gringos rock group moved into Mr. Lucky's for an indefinite stay. . . . Harry Belafonte's planning a Phoenix concert for early next year. The date isn't set as yet. . . . Dolan Ellis is the headliner at Neptune's East in Scottsdale. . . . Guitarist-singer Norm Heard is the nightly attraction in Howard Johnson's Sundowner Lounge, Tempe. . . . Country singer Larry Tuzon is being spotlighted at the Blacksmith Shop. . . . Phoenix soprano Marilyn Payne concertizes at Mesa Community College auditorium Friday (4). PHIL STRASSBERG

# Talent In Action

• Continued from page 28

## PETER NERO

Rainbow Grill, New York

The bravest of the brave are the pianists who venture into the nightclub world with just the keyboard between them and the irritable sounds of an audience at play and at table. Peter Nero makes it: he produces the contemporary items from Bacharach, a little Blood, Sweat & Tears, and goes into a tour de force, "Porgy and Bess" the whole thing, bringing out the generic Gershwin. Bathos and pomposity are skirted—humor and a little wit are injected.

The CBS artist also dares an anti-war recitation, part of his "Anna Frank" music-drama. Rightly, Nero's music and approach are not in the background.

IAN DOVE

## LEON RUSSELL, ELTON JOHN

Fillmore East, New York

Leon Russell and Elton John, two of the most exciting of today's performers, contributed to one of the finest of shows at Bill Graham's Fillmore East, Nov. 20. In the evening's second show, a marathon session running well into the morning, John, in his first major local appearance, and Russell each started at a dynamic peak and neither flagged.

Both started their sets in similar style, accompanying themselves only on grand piano. After a couple of numbers, their associates came out, a drummer and bass guitarist, for John, a Uni Records artist, and four musicians and two girl singers with Russell, a Shelter Records artist.

John, gaudily attired, is a magnetic performer in blues, boogie and rock. "Take Me to the Pilot" and "Border Song," vibrant songs from his first Uni album, rocked the house, as did "Honky Tonk Woman." He also hit the mark with "Indian Sunset" a soft protest number. John's performance used singing, piano playing and dancing well. He's clearly one of the most important young artists on the scene today.

Only a performer as brilliant as Russell could have followed. He made more use of his support crew, including lead guitarist Don Preston, who had a good blues vocal solo, and Claudia Lennear and Kathi McDonald, strong voiced singers. "Give Peace a Chance" was a big one as were the melodically-similar "Delta Lady" and "Prince of Peace." "Old Masters," with its "Star-Spangled Banner" strains, also scored. He could have played weekend shows off in fine style with a topnotch musical set deserving of its encore.

FRED KIRBY

## CHARLEY MINGUS

Ronnie Scott's, London

At a time when much jazz music seems to be somewhat empty it is a most rewarding experience to listen to the sextet of Charlie Mingus, who is making his British debut with a three-week season at Ronnie Scott's.

Mingus is a powerful bassist and an imaginative composer. The key words for Mingus' music are color and excitement. The music holds the attention, the more so because Mingus has around him fine soloists in pianist Jaki Byard (who, unfortunately, had to return to New York after one week to discharge prior commitments), altoist Charles McPherson and tenorist Bobby Jones.

This is a roughhewn but vital band, never more entertaining than when it is playing the Mingus-Byard "History of Jazz" which opens with some wonderful fluttering vibrato from the unison horns and goes through tempo and

time signature changes into a storming ending which was so ragged that the band cheerfully went back for another try!

Opposite Mingus is the extremely musicianly Mark-Almond group which, vocally seems to be located somewhere between the Mamas and Papas and Simon and Garfunkel. The group has taste and poise, an instinct for dynamics, a feel for harmony and a commendable habit of keeping the volume well below the threshold of pain.

MIKE HENNESSEY

## ASHTON, GARDNER & DYKE

Ungano's, New York

Tony Ashton's overpowering organ playing dominated the opening set of Ashton, Gardner & Dyke, a strong British quartet, at Ungano's, Nov. 23. Ashton handled vocal and piano duties. Bass guitarist Kim Gardner and drummer Roy Dyke were steady and solid.

Lead guitarist Mick Leiber, the newest member of the Capitol Records group, supplied good support and flashed fine style in brief prominent sections as in "Mister Freako," which is on the unit's first Capitol album. The number also afforded Ashton excellent organ opportunities and the writer of most of his group's material took full advantage of them.

In fact, all the selections gave him full sway, although sometimes his heavy organ work drowned under his upright piano playing. "Let It Roll" was another winner from the album, while "Hymn to Everyone," also on the LP, was a slower, tongue-in-cheek number. With sound better suited to hall, Ashton, Gardner & Dyke should make its mark.

FRED KIRBY

## LES McCANN QUARTET

Manne Hole, Los Angeles

Pianist Les McCann has turned to the electric keyboard for a new sound. His approach to the instrument is to use it for its softness and vibrato effects and to generally avoid the souped up kind of distortion which other pianists effect on the instrument.

This is the second club date on which McCann, an Atlantic artist, has gone electric and his touch is supple and warm. During the set caught Nov. 19, he concentrated on his new plaything, maintaining his easily identifiable funky gospelish style on a new piece, "I'm Comin' Home," on the slow samba "Samia" and on the very powerful analysis of life in America titled "Comment."

The quartet is a well oiled rhythm machine, propelled by Donald Dean's traps, Buck Clarke's congas and Jimmy Rowser's bass. Of the three songs, McCann only sang on "Comment," with the line "how much longer you got to pay the price to be free" setting the tone of the song. ELIOT TIEGEL

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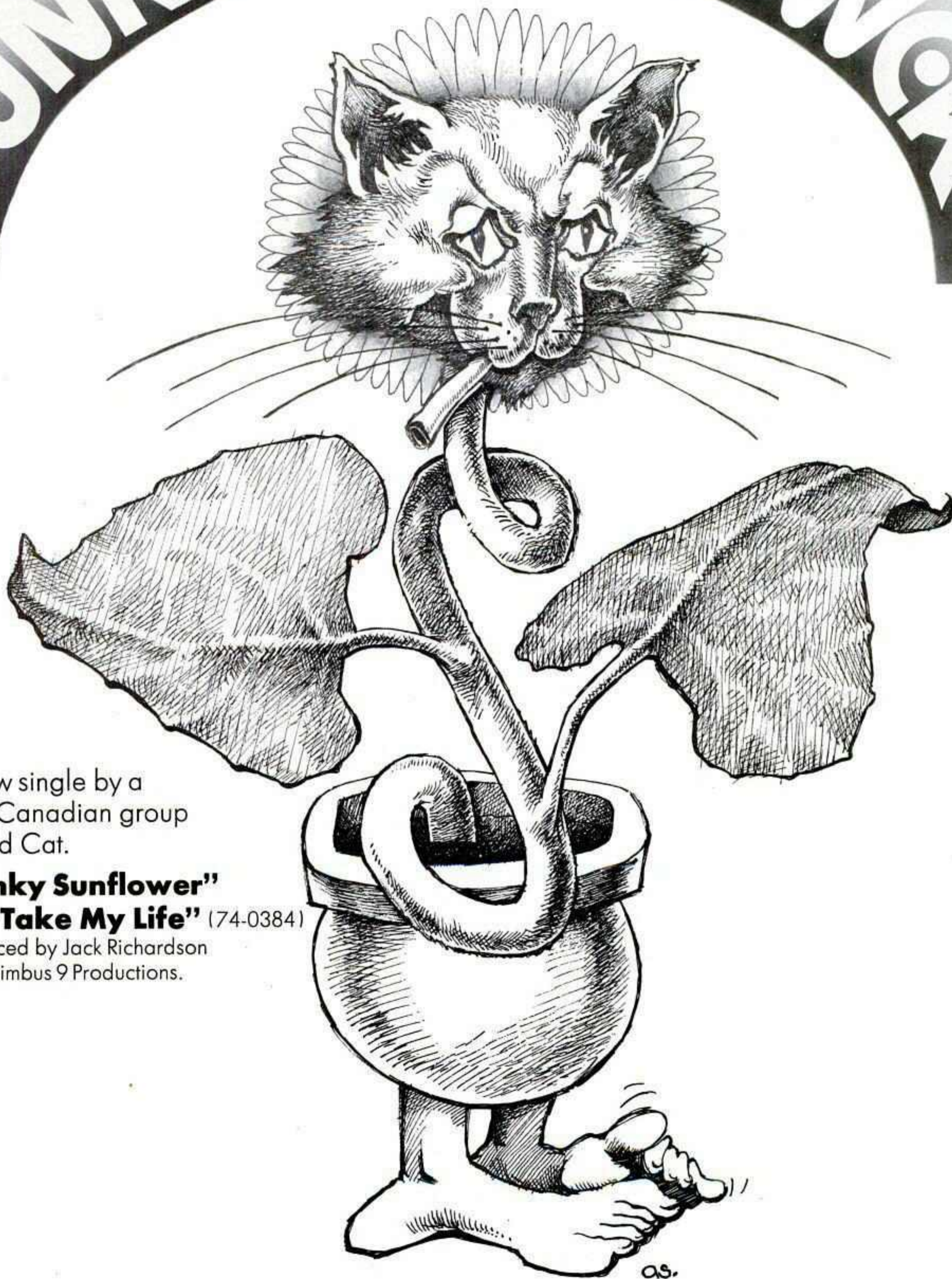
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## Compass for Campus



## No Protest on Campus About This: Jazz Big, Says Mance

By BOB GLASSENBERG

NEW YORK—Jazz is not dead on campus. In fact, Junior Mance says its very much alive and well. "The campus audience will listen to all good music. Furthermore," Mance said, "a musician does not have to play Mr. Show Biz. This means that a jazz musician can really stretch out and be himself. I play virtually the same type of set no matter where I am but in clubs things seem to be a little tighter. With a campus audience, everyone has a common bond—the campus. They know each other. So there isn't the same uptightness one might find in the more impersonal New York club."

Junior Mance has been play-

ing piano for about 25 years. He started when he was eight years old and began playing professionally in Chicago at the age of 14. He was a member of Dizzy Gillespie's group for a number of years before setting out on his own.

"To me, said Mance, "music is something to capture the emotions of the listener as well as the musician. It has always been played to be enjoyed and not intellectualized, a trap which many people fall into when listening to jazz. I think that it should be enjoyed purely on an emotional level. Jazz is big on the campuses. People really pay attention and there is really no phoniness involved.

No one is really trying to out-collect someone with more LP's. It is a very personal medium where the individual has his favorites and that's that. I also feel that the younger generation can be used as a barometer to trends and tastes. They like jazz because it's pure. There is very little shuck."

### Acceptance

Mance is looking for acceptance from an audience. Acceptance for what I believe in," he said. "I ask myself what I would like to hear if I were in the audience and I try to keep on that line. One cannot do something he thinks will be a commercial success if it is

(Continued on page 39)

## Campus Dates

Dick Gregory, Poppy Records comedian, appears at Baldwin-Wallace College, Berea, Ohio, Wednesday (2); University of Bridgeport, Bridgeport, Conn., Thursday (3); and Union College, Canford, N.J., Friday (4). Light-house, Rock 'n' Roll Records recording artists, appeared at Boston University, Boston, Mass., Saturday (5).

Dreams, recording for Columbia Records, appears at Salisbury State University, Salisbury, Md., Friday (4), and American University, Washington, D.C., Saturday (5). Erroll Garner, Mercury Recording artist, appears at South Carolina State College, Orangeburg, Tuesday (2).

Buddy Miles, Mercury artists, appears at Fairfield University, Fairfield, Conn., Sunday (6); and Smith College, Lowell, Mass., Monday (7). Jerry Butler, who also records for Mercury, appears at Bradley University, Peoria, Ill., Friday (4).

Leon Thomas, recording on the Flying Dutchman label, appears at Newark State College, Newark, N.J., Friday (4). Catfish, Epic Records artists, appears at the State

(Continued on page 37)

## The Price of Having Live Music

PHILADELPHIA — College students rely on music—live music. It is an intrinsic part of campus activities. It is almost as important as their academic studies. These are the thoughts of Tom Keegan, a student at Villanova University, air personality at WWVU, the university station, stage manager at the recent Forest Hills Summer Music Festival in New York City, and consultant to William Honey Productions of Philadelphia. "I cannot see paying \$20,000 to a group for an appearance at a small college," said Keegan. "The only people who make money on this type of date is the group, and if it were not for the fact that the college students and people in that age group bought the group's album, the artist would not feel justified in asking such a price. It's really a vicious circle."

According to Keegan, big producers have more money and can therefore afford to pay the high guarantees and prices for groups. But college students

booking groups do not have such funds. "They live virtually from one concert to the next with a thirst for live entertainment," commented Keegan.

"It is social tradition that colleges supply the music to their students. This used to be strictly the fine arts type of events and possibly some big band for a homecoming show. But now there is great demand for popular groups in the rock and jazz fields. Most of the smaller colleges are beginning to feel the financial pinch and are also cutting back."

Keegan wants to set up an office and to have all college bookings in his area, perhaps someday throughout the country, go through one office, much like the N.E.C. "This would clear up a great deal of red tape. There would also be better coordination and the groups probably would have to travel less because they would be booked in one area of the country for, say, two weeks instead of traveling up and down

the map in the space of two weeks. It would also bring down the prices because they would not have the high traveling expenses incurred today.

(Continued on page 38)

## The Head Count

(Editor's note: The first in a series surveying Head shops throughout the country.)

The Denver Folklore Center is actually five stores in one, containing two separate record stores, one for Rock, Blues, and British Imports, and one for Folk and Country. Debbie Hard is the manager of the rock shop. She listed the following LP's as their best sellers of the past week:

1. "Layla," Derek and the Dominoes, Atlantic.
2. "New Morning," Bob Dylan, Columbia.
3. "Jesus Christ Super Star," various artists, Decca.
4. "Empty Sky," Elton John, DJM Records (U.K.).
5. "Chunga's Revenge," Frank Zappa, Bizarre.
6. "Emmitt Rhodes," Emmitt Rhodes, Dunhill.
7. "Kiln House," Fleetwood Mac, Reprise.
8. "Whales & Nightingales," Judy Collins, Elektra.
9. "Astro Weeks," Van Morrison, Warner Bros.
10. "Ry Cooder," Ry Cooder, Warner Bros.

## What's Happening

By BOB GLASSENBERG

Representatives from six New York area college stations, WNEW-FM, WABC-FM, the College Radio Report, and sponsor Perry Cooper, promotion man for Empire State Sales Corp., a record distributor, came up with several guidelines which they felt campus stations should follow in an effort to attain better record service. Discussion centered mainly on the record theft problem and public relations/publicity for the smaller and lesser thought of carrier current station. It was unfortunate that only one station in attendance had poor record service. This created the problem of not having a good insight into the problems of bad service. But everyone agreed to several points.

To cut record theft, records should be kept locked and watched by a record librarian for the entire broadcasting day. Every record taken from the library should be logged with the name of the person checking out the record.

If time and people can be found, all records received should be logged. In addition, records should be kept for a minimum of three months—either at the station or at the house of someone reliable. Promotion men dislike a station calling up for extra copies of a record after it had taken the record three months to make the charts. Stations tend to discard immediately certain records which eventually wind up being requested. No one can predict a record's success accurately so all records should be kept until there is absolute certainty that the record will not make it.

If a station receives duplicate copies of an LP, or a single, they should be stored under lock and key until such time as they are needed. There is no reason to order 15 copies of an album.

(Continued on page 40)

## Billboards' Campus Attractions

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## NEC Decentralized Into 32 Units; Home Base the Same

COLUMBIA, S.C.—The National Entertainment Conference has been decentralized into 32 units with national offices remaining in Columbia. Dave Phillips, director of the conference said that through the total organization of 32 unit offices, more than 60 new acts have been previewed to college entertainment buyers throughout the country.

The NEC is growing at the rate of two schools per day, according to Phillips. "We organized these units a few years back and now they are beginning to pay off," said Phillips. "The units have created the idea of working together among the schools involved. We at the national office have felt less pressure as the unit coordinators have picked up the slack. There is a general feeling of togetherness now and I am sure we'll grow, constantly becoming more effective."

Phillips commented also that

the high-priced rock groups have had to go to promoters off campus for their dates. "Few schools can afford the prices of these groups. They are booking the middle priced groups instead and are having much better luck. All costs have gone up including production costs, union costs and the costs for auditoriums. This has added to the chaos of school entertainment but we have managed to maintain good, constant and reliable entertainment flowing onto the campuses. Here again I must give credit to our units. I feel that they have really given a lift to the entertainment industry."

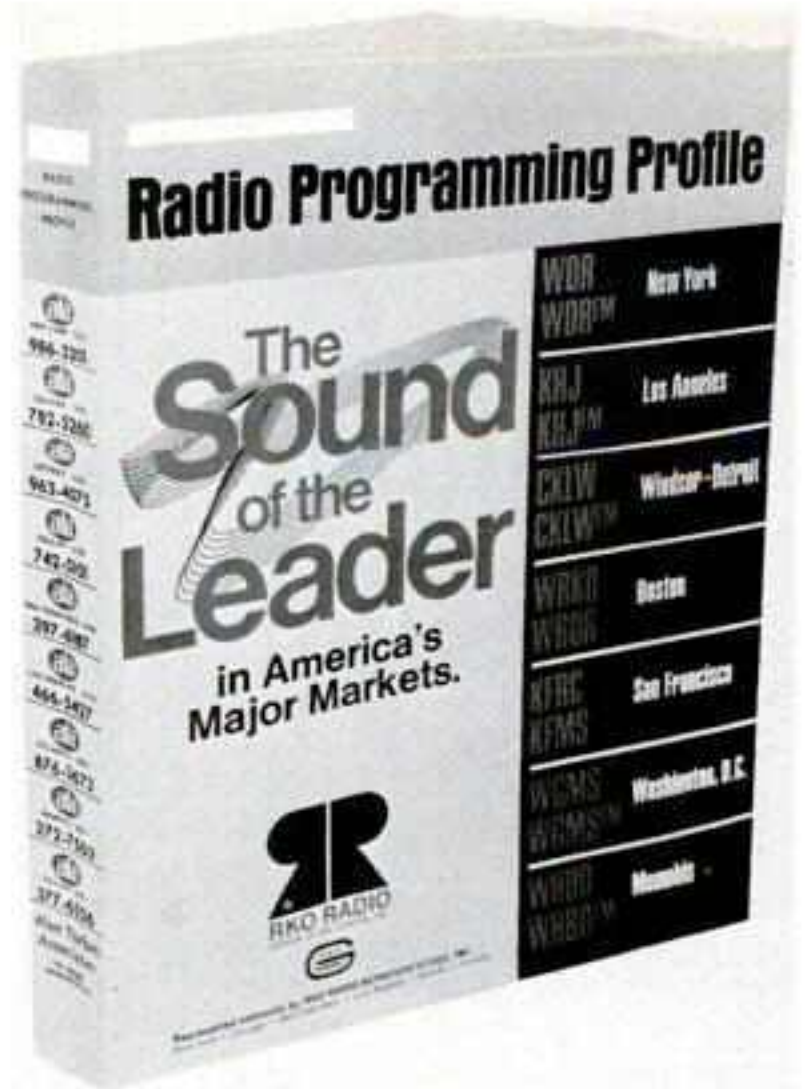
The NEC has expanded into eight areas of entertainment, including educational services, theater, art exhibitions, lecture tours, classical music recitals, pop music concerts, films, and travel, the last in an advisory capacity and through a link-up with a Chicago agency.

# Radio Programming Profile

... of more than 1,500 stations  
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## PROGRAM TYPES:

- Pop.-Stand.** (Popular-Standard music) ... emphasis on current hits excluding rock-n-roll with some standards.
  - Stand.-Pop.** (Standard music) ... emphasis on standards with some current hits excluding rock-n-roll.
  - Stand.** (Standard music) ... current or stock versions of standards.
  - Contemp.** (Contemporary music) ... mostly rock-n-roll.
  - R & B** (Rhythm and blues music) ... mostly Negro-oriented "Soul" music.
  - Contemp.-Pop.** (Contemporary-Popular music) ... Rock-n-Roll and other current hits, emphasis rock-n-roll.
  - Pop.-Contemp.** (Popular-Contemporary music) ... approximately equal mixture of rock-n-roll and other current hits.
  - Album** ... mostly music of a subdued nature, lush orchestral and instrumental.
  - Show & Movie Music**
  - Jazz Music**
  - Classical Music**
  - Country & Western Music** (Modern usually indicated as Modern Country Music).
  - Ethnic** ... usually identified by ethnic type.
  - Talk-Int.-Disc.** (Interview and/or discussion program).
  - Talk-Tel.-Part.** (Telephone participation by audience).
  - Talk-Serv.** (A service program such as farm programming, swap shop, health or beauty, exercise, etc.)
  - Talk-Info.** (Other than news, sports or above categories).
  - Religious**
  - Drama**
- The format, of course, affords the stations opportunity to further define their program types through explanation or through examples of musical selections.

## PERSONNEL ABBREVIATIONS:

- |                                 |                             |
|---------------------------------|-----------------------------|
| Pr — President                  | ND — News Director          |
| EVP — Executive Vice President  | PgD — Program Director      |
| VP — Vice President             | PgM — Program Manager       |
| GM — General Manager            | PgC — Program Coordinator   |
| StM — Station Manager           | WM — Women's Manager        |
| AGM — Assistant General Manager | MuM — Music Manager         |
| SM — Sales Manager              | PrD — Promotion Director    |
| GSM — General Sales Manager     | PrM — Promotion Manager     |
| NSM — National Sales Manager    | PdM — Production Manager    |
| OpM — Operations Manager        | MgM — Merchandising Manager |
| OpC — Operations Coordinator    | BuM — Business Manager      |
|                                 | TrM — Traffic Manager       |

AM	PROGRAM	TYPE	COMMENTS
5	THE WORLD TOMORROW	Relig.	
	BOB JENNINGS	C & W	
6	HAIRL HENSLEY "Morning Editor"	Pop.-Stand.	The best of today's music with continuous inserts of news-sports business-general info. WLAC News Radio is known as "The Informer" stressing current events, their effects. Live reports from WLAC's Traffic Helicopter. Daily editorials.
7			
8			
9	ARTHUR GODFREY	Variety	
10	DICK COWL	Pop.-Stand.	A continuation of the WLAC News Radio format of music interspersed with news and feature material from a staff of 6 full-time news men utilizing 4 mobile units
11	"Mid-Morning Edition"	Talk-Tel. Part.	Interviews variety on guests-invites listeners comments. Done "live".
N	TALK-BACK TENNESSEE	Talk-Tel. Part.	
1	FOCUS Roland Wolfe	Talk-Tel. Part.	Interviews variety on guests-invites listeners comments. Done "live".
2	BOB STIGHT	Pop.-Stand.	WLAC News Radio continues with constant News-sports-info inserts within music framework of today's best pop-standard music. Police reporter in WLAC traffic helicopter gives road info. throughout "Drive Time". Afternoon listeners "know" what's going on and, when possibly, why.
3			
4			
5			
6	THE WORLD TONIGHT & WORLD-WIDE SPORTS	Talk-News	CBS World Tonight-Business News World-Wide Sports
7			
8	JIVE JUNCTION John Richbourg	R & B	John has been laying down the R&B sound for years. Fan mail from 25 states.
9	RECORD PARADE	R & B	
10	RECORD HIGHLIGHTS Gene Nobles	R & B	Famous "Randy's Record Shop" program.
11	DANCE HOUR Bill Allen	R & B	A personality & booming voice thousands know.
M	AFTER HOURS Herman Griss	R & B	Heavy volume of mail.
	OVERALL TYPE	Popular-Standard; Talk; R&B	

With  
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 Formats  
 by  
 TIME  
 SEGMENT

OVERALL  
 FORMAT

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# Radio-TV programming

## Gavin Confab Airs Multitude of Problems—Some Old, Some New

By CLAUDE HALL

LOS ANGELES—Several old problems reared their heads again at the fifth annual Bill Gavin Radio Program Conference here Nov. 20-22, including the one of getting records played on radio stations, fair employment practices, and lack of talent in radio. The event, attended by more than 800 record and radio executives from coast-to-coast, also broached such topics as the drug problem, with Jac Holzman, president of Elektra Records, commenting that drugs were being taken by young people as a means of relating to and coping with this troubled world of today. The industry should be trying to expand people's minds creativity, he felt.

In a country music session Saturday morning, WJJD program director Roy Stingley stated that he didn't think the "Hee Haw" television did anything to remove the stigma from country music, but that the stigma of country music at the dealer level was far more serious. He said that Decca Records had told him that while 30 percent of their sales in Chicago were in country music product, only 5-10 percent of the stores would stock country music. When Johnny Cash was just beginning to break pop, many people were calling WJJD asking for a place where they could buy Cash's records as his records were not available in northern Chicago strictly because the stores did not stock country records. It was pointed out from the audience that rackjobbers usually will not bother stocking anything but the strong pop product.

In a soul radio session, Jerry Boulding, national program director of the Sonderling Broadcasting chain, pointed out that the Federal Communications Commission has no black member and did not understand the problems of soul radio stations.

All of the sessions at the Gavin conference developed a strong dialogue from the audience and one radio man in the crowd at this session stated that sometime, sooner or later, blacks were going to stand up to the FCC. It was also brought out that soul stations are not pushing blues artists as they should and that "we're robbing the black community of our cultural music." Charles Scruggs, program director of KDIA in San Francisco, pointed out that it was a fallacy that radio stations were in the business to sell records, "otherwise, why do radio stations take surveys of what's selling in the record stores." He felt that the station that influences the most sales in a market is usually the heaviest station in the market in audience.

### Curb Statement

In the good music session, Mike Curb, president of MGM Records, said he felt it was necessary to record some of the more established artists in a more progressive manner in order to make them meaningful in today's marketplace. The good music session also covered how some managers control programming and, in many cases, hamper the development and success of their own station.

In the progressive rock session, shortly after Willis Duff, general manager of KSAN-FM in San Francisco, commented that bad records were being pushed by promotion men with the same enthusiasm as good records, a record man in the audience countered that there was "less peace and love" granted a record promotion man at a progressive rock station than any other type of radio station. Jac Holzman of Elektra Records said he felt that FM progressive rock stations were the victim of their own success to some extent. When record labels found that progressive rock stations

were a new avenue of exposure and began to turn out product in that direction, unfortunately most of the records were bad. The session also brought out the view that the quality of record promotion is generally bad today and that today's audience is ahead of FM radio, whereas this wasn't the case when FM radio started its growth move.

Saturday afternoon, in a general rap session guided by Joe Smith of Warner Bros./Reprise Records, John Long, program director of KLWW in Cedar Rapids, Iowa, played an air-check of his station's sound and drew such fired-up comments as it sounded like most Top 40 stations (Jac Holzman and Red Schwartz, Roulette Records) and a comment from Gary Taylor, program director of KJR in Seattle, that the job of program director should also be to teach the deejay to entertain and Long had not obviously done this. George Burns, of Pacific and Southern Broadcasting, asked why more and more radio stations showed lack of creativity.

Joe Smith pointed out that if Bill Drake decided to call his air personalities "spacemen," there would be dozens of radio stations probably copying him tomorrow. Bob Sherwood, program director of KROY, commented that it was difficult to criticize a station's sound in a distant market because a station has to tailor itself to the market, but Chuck Blore, of Chuck Blore Enterprises, commented that KLWW was a cliché . . . that he was not criticizing the station per se but Top 40 radio in general.

### Pay of PD's

In the Friday afternoon sessions the day before, Ken Dowe of McLendon Broadcasting stated that he felt program directors should earn as much as the sales manager and also pointed out that in many cases the salaries of air personalities during the past year had gone up. Pat O'Day, general manager of KJR in Seattle, commented that he felt a radio station operated best and maybe more efficiently to the market when it lined up and developed local personalities, stating that five of six of the KJR personalities were from the Seattle area. Al Herskovitz, operations manager

(Continued on page 37)

## GAVIN AWARD WINNERS

RECORD COMPANY OF YEAR: Columbia Records  
RECORD EXECUTIVE OF YEAR: Barney Ales, Tamla-Motown Records

RADIO STATION OF YEAR: KILT, Houston  
NATIONAL PROMOTION MAN OF YEAR: Ron Alexenburgh, Epic Records

R&B PROMOTION MAN: Cecil Holmes, Buddah Records  
C&W PROMOTION MAN: Wade Pepper, Capitol Records  
GROUP STATION EXECUTIVE: Kent Burkhard, Pacific & Southern

GROUP PROGRAM DIRECTOR: Ken Dowe, McLendon Stations

FM RADIO MAN OF YEAR: Bill (Rosko) Mercep, New York

NATIONAL PROGRAM CONSULTANT: Bill Drake-Chenault

SMALL MARKET RADIO MANAGER: Woody Roberts, KTSA, San Antonio

PROGRAM DIRECTOR: Pat McMahan, KRIZ, Phoenix  
MUSIC DIRECTOR: Bob Sherwood, KROT, Sacramento  
DISC JOCKEY: Gary Burbank, WAKY, Louisville

LARGE MARKET RADIO MANAGER: Pat O'Day, KJR, Seattle, Top 40; Elmo Ellis, WSB, Atlanta, Easy Listening; Lucky Cordell, WVON, Chicago, soul; Don Nelson, WIRE, Indianapolis, country.

PROGRAM DIRECTOR: Sebastian Stone, WOR-FM, New York, Top 40; Russ Barnett, KMPC, Los Angeles, easy listening; Jerry Boulding, WWRL, New York, soul; Larry Scott, WIL, St. Louis, country.

MUSIC DIRECTOR: Paul Christy, WCFL, Chicago, Top 40; Dean Tyler, WIP, Philadelphia, easy listening; E. Rodney Jones, WVON, Chicago, soul; Bill Robinson, WIRE, Indianapolis, country.

DJ: George Michael, WFIL, Philadelphia, Top 40; Wally Phillips, WGN, Chicago, easy listening; Joe Cobb, WVON, Chicago, soul; Corky Mayberry, KBBQ, Burbank, country.

## Seek Plan to Raise Programming Status

• Continued from page 1

and bylaws of such an organization.

But several people present in the session, including one general manager, felt that the first approach should be to see if the NAB would be interested in setting up a division.

If the NAB does not become involved in radio programming on a stronger basis, the general consensus is that program directors and air personalities may be forced to organize on their own with the major aim being to establish standards in programming and raise the quality of radio product. General managers and others interested in programming would also be a strong part of this programming.

Several general managers present at the meeting are expected to contact NAB officials in the next few days; in fact, one general manager of a Top 40 radio

station is known to have talked already with NAB officials about the proposal. The general hope is that the NAB will become involved.

## WOKY Is Classic Example of Top 40

MILWAUKEE — Top 40 radio has altered considerably in the past few months and probably WOKY here is a classic example of what Top 40 radio is all about today. For WOKY keys itself on being a music station with a wide bill of fare for its listening audience and, although programming controls are used, the air personalities have enough flexibility during any hour to make their show their own personal creation.

Skip Broussard, program director of the station, gives nearly all of the credit for the music of the station to Tex

Meyer, music director, although Broussard also helps screen new records. But it's Tex Meyer who maintains a close rapport with all local record dealers and rack operations, conducts in-depth research into music tastes in the market, and keeps up a close liaison with record executives. In fact, Broussard said that Meyer has an open door policy for record people and that record men come in from Chicago as well as Milwaukee at all times of the day. Meyer, who has been at the station about two years and does a Sunday show, has one of the greatest ears in Top 40 radio,



E. ALVIN DAVIS, left, music director of WRNO, New Orleans, receives a gold record from Ray Malinda, Warner Bros. promotion man, for helping to establish James Taylor's "Fire and Rain" as a national hit.

## WWOM-FM To Go Stereo

NEW ORLEANS—WWOM-FM, progressive rock station here, will be going stereo within 60 days, according to program director Damion. The 50,000-watt, 24-hour station switched to progressive rock from easy listening on Sept. 19 and "The first month on the air broke even financially," Damion said. "From the reaction in the community and from the record distributors, we are rapidly becoming one of the most talked about progressive music stations in the South." Staff includes Coburn, Jack Morris, Ernie Novello and Steve Ponty.

according to Broussard, and "is one of the best music directors I've come across. He works at it, even taking records home that he doesn't have time to listen to at the office. In addition, he has a strong rapport with the record industry and nearly all dealers and racks use our playlist to stock records."

Broussard, who came to WOKY in July from WKNR in Detroit, has made several changes at WOKY. For one thing, he broadened the playlist. "We were already in good position, so far as number of listeners was concerned and I

(Continued on page 38)

# Sophisticated Adult Now Format Gives WHAM Large Listenership

ROCHESTER, N. Y. — An adult contemporary format with sophistication is the key to a large listenership in a market which has two or three rock stations, one MOR station and one country station. This is the theory of Bill Givens, operations manager, and the station management at WHAM, a 49-year-old 50,000-watt clear channel station that tries to give everyone something while maintaining its well defined, time-tested responsibility to the audience.

The programming at the stations is largely LP's culled from a record library that is constantly being sifted and a small selection of singles which fit into the format of sophisticated easy listening. "We let the air personalities pick out the LP's they want to use from the library. They have complete freedom since we are constantly weeding out the library," said Givens. "We have an in-station singles list with

about 35 records on it. It is used primarily as a guide for the personalities so the sound remains as consistent as possible.

"I feel," said Givens, "that our audience has greatly increased both in size and age groups over the years. This means that we now must take into account a large college audience as well as the adults in the area. We maintain a sophistication by maintaining our community affairs programming, our quarter hour news, our sports shows, and pride in personality and responsibility. We are not a 50-year-old dinosaur, and this is due mainly to the awareness and perceptions of our management and air staff. To them it's a 24-hour job and it's interesting. We really don't have to reprimand the air personalities. No one holds his breath when a particular person is on the air. All of them are tasteful and meaningful people.

This I think helps to keep our audience as much as anything else."

Givens also explained that his audience had become more "musicwise," in his words. "I think the people who listen to music are the same people who buy the music and around here the audience is above average in terms of ears."

### College Stations

Givens also gives help to the four college stations in the area. "It's not only good public relations," said Givens, but I feel that supplying these people with records, equipment or just advice is a good investment in the future of commercial radio. I have never seen more dedicated, receptive individuals than those people at the campus stations in the area."

The basic philosophy of WHAM is to always be respected and reliable. "We try to always operate within the framework of very good taste," said Givens. "We feature live broadcasts of the Eastman Philharmonic Orchestra and the Metropolitan Opera, as well as other large chunks of time devoted to other cultural affairs. The management here feels obligated to honor the wishes of our entire audience, which sometimes reaches as far away as Wisconsin. Because of this commitment, we are tops with the audience, maintaining a contemporary sound and the reliability of an old friend," Givens concluded.

The air personalities at the station include Jack Slattery, 6:30-10 a.m.; Jack Wheeler, 10 a.m.-3 p.m.; Dave Sennett 3-6 p.m.; Steve Sammons, 7-11 p.m., and Henry Abraham, midnight-5:30 a.m. The rest of the time is filled in with news services such as the early-morning farm report. Station manager is Joseph Ferrar. David Sennett is the program director.

# Gavin Confab Airs Multiple of Problems—Some Old, Some New

• Continued from page 36

of WPRO in Providence, R.I., stated that air personalities should get involved in a personal project of some kind in the community as a means of developing stronger audience rapport.

In a session of recruitment and training of air personalities, there was a general feeling that the radio industry would find it difficult to draw in new, capable people at present salary levels. Ted Randal, a leading radio consultant, pointed out that while the radio industry had a National Association of Broadcasters and a Radio Advertising Bureau, there was no creative programming association. "We must recognize our profession and build it; if we don't develop and determine the quality of our product, then management and sales may well take over." There was then a discussion of a creative programming society and managers Pat O'Day and Kent Burkhart offered their support; Burkhart offered the assistance of his firm's attorneys in drawing up any bylaws.

Tom Rounds, president of

Watermark Inc., commented on the need of program directors to become more aware of sales . . . he said many program directors knew their ratings, but little about their rate cards. A possible farm system for the training of air personalities at the small market level was then discussed. Bill Young, program director of KILT in Houston, spoke of programming a Tyler, Tex., station with Steve Lundy and Jimmy Rabbitt on the staff. A station the size of Houston's KILT cannot afford to operate a training school for air personalities, but a Tyler station can, he said.

Pat O'Day spoke on the fallacy of a station appointing as program director usually the high-rated deejay who was just about to move on to a larger market.

In a community involvement session, it was mentioned that a record company, like a radio station, owes something to the public. The audience research session, guided by Dave Klemm of John Blair and Company, pulled in people off the street and let radio and record people ply them with questions.

# Campus Dates

• Continued from page 34

University of Toledo, Toledo, Ohio, Sunday (6); and Michigan State University, East Lansing, Monday (7).

Josh White Jr. TA Records artists, appears at St. Leo College, St. Leo, Fla., Friday (4); and the State University of New York at Fredonia, Saturday (5). Charlie Byrd, Columbia Records artist, appears at Seton Hall, South Orange, N.J., Wednesday (2).

Tom Rush, who records for Capitol, appears at Wheaton College, Wheaton, Ill., Friday (4); and at the State University of Albany, N.Y., Saturday (5). On the bill with Rush at Albany will be Gordon Lightfoot, who records for Reprise. Lightfoot then plays Clarkson College, Pottsdam, N.Y., Sunday (6).

Ian & Sylvia and the Great Speckled Bird, Ampex Records artists, perform at Guilford College, Greensboro, N.C., Saturday (5). The James Cotton Blues Band, recording on Verve Records, appears at Vanderbilt University, Nashville, Tenn., Friday (4). The Band, Capitol Records artists, appear at Loyola University of New Orleans, La., Sunday (6).

# Campus News

WTSC-FM, Colorado State University, Pueblo, Jack Jennings reporting: "Wanted" (LP), Mason Proffit, Happy Tiger; "Tap Root Manuscript," Neil Diamond, Uni; "Teach Me How to Fly," Rotary Connection, Cadet Concept; "Hey Mr. President," D.B.M. & T., Bell; "Timothy," Buoys, Scepter; "Little Wheel Spin & Spin," Chakra, Mediarts. . . . WLVR-FM, Lehigh University, Bethlehem, Pa., Jim Cameron reporting: "Stephen Stills" (LP), Stephen Stills, Atlantic; "Tea for the Tillerman" (LP), Cat Stevens, A&M; "Time and Word" (LP), Yes, Atlantic; "Whales and Nightingales" (LP), Judy Collins, Elektra; "A Pause in the Disaster" (LP), Conception Corp., Cotillion. . . . WKUL, Waynesburg College, Waynesburg, Pa., Gary Olson reporting: "Je T'Aime," Birkin and Gainsbourg, Fontana; "Does Anybody Really Know What Time It Is," Chicago, Columbia; "King of Rock and Roll," Crow, Amaret; "Easy Rider (Let the Wind)," Iron Butterfly, Atco; "Carolina on My Mind," James Taylor, Apple; "Burning Bridges," Mike Curb Congregation, MGM. . . . WRUW-FM, Case Western Reserve University, Cleveland, Ohio, Howard Sacks reporting: "Starsailor" (LP), Tim Buckley, Warner Bros.; "To Bonnie From Delaney" (LP), Delaney and Bonnie, Atco; "Chunga's Revenge," Frank Zappa, Bizarre; "Loudon Wainwright III" (LP), Loudon Wainwright III, Atlantic; "The Library of Congress Recordings (Leadbelly)" (LP), Leadbelly, Folkways and Elektra. . . . WFAL, Bowling Green State University, Bowling Green, Ohio, Carl Navarro reporting: "Cry Me a River," Joe Cocker, A&M; "Let's Work Together," Canned Heat, Liberty; "Our World," Blue Mink, Mercury; "Along the Way," Association, Warner Bros.; "One Man Band," Three Dog Night, Dunhill; "I Just Don't Know What to Do With Myself," Issac Hayes, Entreprise.

WMMR, University of Minnesota, Minneapolis: "Layla" (LP), Derek and the Dominos, Atco; "Tap Root Manuscript (LP), Neil Diamond, Uni; "The Time Is Near" (LP), Keef Hartley Band, Deram; "Gingerbread" (LP), Maury Muehleisen, Capitol; "Emmitt Rhodes" (LP), Emmitt Rhodes, Dunhill. . . . WGSU, State University of New York at Genesco, Casey Piotrowski reporting: "Carolina on My Mind," James Taylor, Apple; "Immigrant Song," Led Zeppelin, Atlantic; "We Gotta Get You a Woman," Runt, Ampex; "Indian Lady," Lou Christie, Buddah; "My Sweet Lord," George Harrison, Apple. . . . WNFT, Slippery Rock State College, Slippery Rock, Pa., Dan Hatfield reporting: "Montego Bay," Bobby Bloom, MGM; "Immigrant Song," Led Zeppelin, Atlantic. . . . WUNH, University of New Hampshire, Durham, Dave Corey reporting: "Beside You," New York Rock Ensemble, Columbia; "Silver Moon," Michael Nesmith and the First National Band, RCA; "One Man Band," Three Dog Night, Dunhill; "Cry Me a River," Joe Cocker, A&M; "We Got to Live Together" (LP), Buddy Miles, Mercury. . . . WLPI, Louisiana Tech, Ruston, Bob Wertz reporting: "Carol," Rolling Stones, London; "Ruby Tuesday," Melanie, Buddah; "My Sweet Lord," George Harrison, Apple; "Get Yer Ya Yas Out" (LP), Rolling Stones, London; "Tap Root Manuscript (LP), Neil Diamond, Uni.

KBLA (note call letter change), California State at Los Angeles, Steve Resnick reporting: "River Deep and Mountain High," Supremes and Four Tops, Motown; "You Can Get It If You Really Want It," Desmond Dekker, Uni; "Baby Turn on Me," Impressions, Curtom; "One Man Band," Three Dog Night, Dunhill. . . . WRVU, Vanderbilt University, Nashville, Tenn.: "Stoney End," Barbra Streisand, Columbia; "Simply Call It Love," Gene Chandler, Mercury; "Will the Real Jesus," Sweet Revival, SSS International; "Black Magic Woman," Santana, Columbia. . . . WSCB, Buffalo State University, Buffalo, N.Y.: "No Matter What," Badfinger, Apple; "King of Rock and Roll," Crow, Amaret; "We Gotta Get You a Woman," Runt, Ampex; "Timothy," Buoys, Scepter; "Hey Mister Holy Man," Kiss Inc., Bell; "Jesus Christ Superstar" (LP), various artists, Decca. . . . WIDB, Southern Illinois University, Carbondale, Jim Hoffman reporting: "Scratch My Back," Tony Joe White, Monument; "Do It," Neil Diamond, Bang; "Goddess of Love," Gentrys, Sun; "Workin' Together" (LP), Ike and Tina Turner, Liberty; "Words and Music" (LP), Jimmy L. Webb, Reprise. . . . WNIU, Northern Illinois University, De Kalb, Curt Stalheim reporting: "River Deep and Mountain High," Supremes and Four Tops, Motown; "Can't Stop Loving You," Tom Jones, Parrot; "If I Were Your Woman," Gladys Knight and the Pips, Soul; "Fly Little White Doves," Bells, Polydor.

WTUR, Tufts University, Medford, Mass., Steven Thibodeau reporting: "World's End" (LP), Andwella, Dunhill; "New Morning," Bob Dylan (LP), Columbia; "Words on Black Plastic" (LP), Forever More, RCA; "Gracious" (LP), Gracious, Capitol; "Atom Heart Mother" (LP), Pink Floyd, Harvest; "Stephen Stills (LP), Stephen Stills, Atlantic; "Time and Word," Yes, Atlantic; "Jesus Christ Superstar," various artists, Decca. . . . WCHP, Central Michigan University, Mt. Pleasant, Ken Benson reporting: "Back to the River," Damnation of Adam Blessing, UA; "Paranoid," Black Sabbath, Warner Bros.; "The Streets of Montreal," Farquahr, Elektra; "Runt" (LP), Runt, Ampex; "Stephen Stills" (LP), Stephen Stills, Atlantic; "Third" (LP), Soft Machine, Columbia; "Good-Byes and Butterflies" (LP), Five Man Electrical Band, MGM. . . . KLCC-FM, Lane Community College, Eugene, Ore., David Chance reporting: "Reflections" (LP), the Lettermen, Capitol; "Bridge Over Troubled Waters" (LP), Paul Desmond, A&M; "Make It Easy on Yourself," Dionne Warwick, Scepter. . . . WWUH, University of Hartford, West Hartford, Conn., Charlie Horowitz reporting: "Tarkio" (LP), Brewer and Shipley, Buddah; "Stephen Stills" (LP), Stephen Stills, Atlantic; "Gingerbread" (LP), Maury Muehleisen, Capitol; "False Start" (LP), Love, Blue Thumb; "Official Music" (LP), King Biscuit Boy with Crowbar, Paramount.

KSMU, Southern Methodist University, Dallas, Tex., Steve Rhea reporting: "World's End," (LP), Andwella, Dunhill; "Bad Girl

(Continued on page 39)

# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

Craig Bowers, general manager, WLS-FM, Chicago, is moving into spot sales in Los Angeles. . . . On the plane trip to the Bill Gavin Radio Program Conference in Los Angeles, I met Marilyn Jackson, a backup vocalist for Burt Bacharach; she was on her way out to do work on a recording session in A&M studios, then on a series of one-nighters. . . . And then, to my good luck, Cathy Tresch of KBBQ in Burbank, picked me up at the airport and drove me to the Century Plaza Hotel for the conference. . . . I guess I should point out that these are just some random notes that I jotted down during the conference.

Allan Hotlca has left WPEN in Philadelphia, where he was general manager, to become program di-

rector of WHN in New York, and this was only a few weeks after Chuck Renwick, national program director of Storer Broadcasting, took me out boozing with Bob VanDerheyden, then WHN program director, so I'd get to know VanDerheyden better. . . . Joey Reynolds is the new program director of WIBG in Philadelphia; Jack Reynolds, no relation, has been moved up.

KNBR in San Francisco has hired Art Roberts from Chicago to do afternoon drive and Jack Hays, previously of KNEW in San Francisco, to do the 10 p.m.-3 a.m. show. . . . Joe Martell has left WGAN in Portland, Ore., to do midnight-6 a.m. on WLW in Cincinnati. . . . Lineup on WBBM-

(Continued on page 38)

# Selling Sounds

By **BOB GLASSENBERG**

Fedco Audio Labs is a truck which runs from concert to concert, making live recordings. It is owned by an ex-physicist, **Lyle Fame**, who runs it with the help of graduate students in Physics from Brown University. So far, Fedco has recorded the live Doors LP; several of Graham's Tanglewood concerts; Joe Cocker's "Mad Dogs and Englishmen," LP; the Ann Arbour Blues Festival; the live John Sebastian LP; Rod Stuart and the Small Faces at the Fillmore East; and they will soon record Johnny Winter live at the Capitol Theater in Portchester and part of the East coast tour which Neil Young will be doing. They also ran around New York City recording the Judy Collins LP, done in about five separate locations.

\*\*\*

At the West Coast Record Plant, the **James Gang** is in for their label, ABC Dunhill, and Country Funk is in for Polydor Records. Artists at the East Coast Record Plant include **Pucho** and the **Latin Soul Brothers** with **Carl Proctor** producing for Farem Productions. **Tom Wilson** Productions is in with **Laurie Millar**, and also **Velvet Turner**. **Bill Sisca** is producing **Wax** for CGC Records, a division of the Bob Crewe Record Group and **Alive n' Kicking** is in for Roulette Records with **Peter Siegel** producing. **Mountain** has just completed their new LP for Windfall Records at the New York Record Plant.

\*\*\*

At Mediasound, **Peter Kelley** is recording his second LP for London's Sire with engineer **Neil Ceppos** and **Richard Gottier**, producer. There is also work being done on **David Frye's** new LP. **Kenny Solmes**, a writer who works for the **Gail Burnett** show in Hollywood, helped on the material for the LP. Yes, of course it deals with the President.

\*\*\*

**David Lucas** has completed two 7-Up Television commercials for exclusive use in the foreign market. The spots were post scored with the words "7-Up" in English to create audible recognition for the uncola on an international level. **Tom McFaul** and **Mike Mainieri** wrote and arranged the music and Lucas produced for **J. Kacin** and **Ed Glickman** of Anglo films which shot the spots in Europe.

\*\*\*

**Kevin Gavin** and **Sid Woloshin** have completed on radio and two TV spots for Carling Black Label Beer. **Jim Riley** of Lang, Fisher and Stashower produced the spots which were recorded at Aura Recording Studios.

\*\*\*

Musical Persuasion Inc. has completed two 60-second music themes for Treatment 20, a new face conditioner from Block Drugs. The spots are aimed at the youth market via heavy radio saturation. They were produced at Leka's new 8 track studios in Bridgeport, Conn. **Mike Cohen**, music director at Grey Advertising, attended the session, with **Lois Cory** producing.

\*\*\*

**George Harrison's** new LP has arrived. Soon to follow will be new LP's from **Paul McCartney**. **John Lennon** has an LP on the way which will feature **Ringo Starr**, **Klaus Voormann**, and **Phil Spector**, probably as producer. The LP will contain 10 new songs. **Ringo Starr** meanwhile has an entire new LP coming out culled from the tapes which were not used on his latest "Beaucoups of Blues," LP. Also from Apple will be a new **Billy Preston** LP. His second is being produced by George Harrison and features original Preston compositions.

## The Price of Having Live Music

• Continued from page 34

The plan calls for a division of schools by area, size and status."

Keegan is also miffed at the rising cost of tickets for big

concerts. "I really don't know where college students get \$6.50 or \$7 for seats. Before the seat prices were about \$1.50 lower and people had a hard time making out." At a recent concert in Albany which featured the Grateful Dead, Buddy Miles and Pacific Gas and Electric, the tickets were \$5 and the auditorium was not sold out. It seems the recession or economic price increase has finally affected college students, notorious for a long time for their money raising ingenuity.

Keegan said that part of the problem came from the various commissions a group had to pay. "They pay the promoter, manager, and sometimes the agency. If there is an 11-piece band, this does not leave much for the group. Honey charges a flat commission for most entertainment. Some agencies charge a percentage. There must be a guideline drawn and followed by all people involved in: exposing the recording artist on the campus."

# WOKY Is Classic Example of Top 40

• Continued from page 36

felt the only excuse for a tight playlist was when you were in a strongly competitive situation. Also, this is a fairly friendly town and I felt the people here deserved more music."

The records that WOKY added, were mostly albums. Today, the station airs about 20 selected LP cuts in addition to a list of 30 singles, plus usually four to six new pick records week. At night, especially, albums may be used to harden the sound of the station a little.

Broussard, working carefully with Tex Meyer, also started giving more attention to local groups such as the Robbs, the Love Society and the Larry Lyn Group—all of whom Broussard said had good local sales.

Another thing that Broussard installed was a rotation pattern for records. Today, there are two slots in each hour where the deejay must play an album cut and two additional times where the deejay can program either an oldie, a new record, or an album cut. "The air personalities are also encouraged to build a story or theme in their show, either to blend records which fit together in lyric or musical sound. We don't ballyhoo this. Personalities may even segue records if they feel the occasion permits and they frequently do this at night when there is less of a spot load."

### Oldies By Meyer

Regarding the album cuts, the personalities can choose from either a day list or a night list, depending on when their show is on the air, but all of the oldies are slated by Tex Meyer.

Meyer does the station's playlist each Monday and it's published on Wednesday. The reason, according to Broussard, is that most record stores have their heaviest volume of business Thursday through Saturday and the playlist is a sales tool for them. When Meyer calls the stores on Monday, they have their best selling singles and albums already tabulated.

The album cuts, however, are picked by ear. WOKY has been giving considerable attention to "Camp Town Ladies" by Kenny Rodgers on the "Tell It All, Brother" LP and "Done Too Soon" by Neil Diamond on his "Taproots Manuscript" LP.

People are going to local record stores and asking for these tunes as if they were singles, said Broussard; "the dealers in this area are sharp record men and they immediately telephone us with this type of information."

He said that WOKY would like to list the LP cut on the singles playlist but felt this would screw up the rack operators. "So we sacrifice something that we'd like to do—the LP cuts listing—in order not to foul up the rack jobbers. But we may eventually print a separate LP list."

### LP Cited

It doesn't matter what the source of a song is, Broussard said, "whether wire, cassette, or record. The LP is becoming more and more of a programming factor. The music director should know his own market well enough to rely on his own instinct regarding which cuts to play. You may have a few stiff on the air from time to time, but this just gives depth to the programming of the sta-

tion . . . it won't hurt the overall sound."

He said that in spite of the hundreds of records being turned out today, he felt that there was still not enough good product being produced.

"And I also don't think it makes any difference who breaks the a record in this market — whether its the easy listening stations, the country station or the FM stations. We got forced onto 'Rose Garden' by Lynn Anderson after the sales began to spread from air-

play on the local country station; we're playing the record and the other stations in this town should be playing it, too. You have to judge each record separately in a situation like this, but we would never refuse to play a record just because another station broke it in the market."

It takes a delicate ear to seek out and sense all of the aspects of a market and this is where Meyer comes in handy . . . "he can find product that fits our sound."

# Vox Jox

• Continued from page 37

FM in Chicago now goes: **Bud Kelly**, program director **Jack Stockton**, **Ted Anthony** from WOHO in Toledo; **Tom Lee**, former production manager on WLS, Chicago; and **Jim (Odie) Cloney**, formerly with KLZ-FM, Denver. . . . Met **Don Pietro** at the Gavin shindig; he's sitting in at KGUD in Santa Barbara, Calif., a country station, for the next few weeks before going down to Los Angeles to join the new **Dick Clark** and **Ted Randal** consulting firm. . . . Speaking of the Gavin Conference, **Pat O'Day** of KJR announced in one of the sessions that the record had been broken at the lobby bar for one-day's take—four times the usual daily average!

\*\*\*

**Chuck Williams** resigned at CKLW in Detroit, and was sort of looking around, but not too seriously, at the Gavin Conference for another job. How about that, **Mel Phillips**? . . . **Sid Miller** is strictly a Capitol Records promotion man now and doesn't represent Fame Records anymore, according to **Rick Hall** of Fame. . . . Do you know that back in 1963 **Bert Sherwood** of WNHC in New Haven had a basset hound named **Daisy** who used to think, sometimes, that people's legs were fire hydrants; this useful and valuable bit of information is brought to you courtesy of **Bob Robbins**, once program director of WFEC in Harrisburg, Pa. The lineup in those days consisted of Robbins from WTIK in New Orleans, **John E. Barger** from KNOW in Austin, Texas; **Buzz A. Long** from KDOK

in Tyler, Texas; **Bert Sherwood** from WMCA in New York, **Glynn Sims** from WNOE in New Orleans, and **Lucky Pierre** from KHJ in Los Angeles. **Arnie Schorr**, **Herb Schorr**, and **Stan Stevens** owned the station then. . . . **Frank Ward**, recently president of Speidel Broadcasting headquartered in Columbia, S.C., has filed for an FM station down there; he split from Speidel a few months back.

\*\*\*

Regarding the Gavin Conference, it was his best ever and very well run. Thus, **Bill Gavin** gets the **Claudius Seal of Approval** this month.

\*\*\*

Speaking of awards, **Abe Glaser** of Lionel Records is starting a Matza Ball awards for program directors who don't go on hits. Said he was going to give one to **Pat McMahon** and one to **Jim Davenport**. Funny thing is, I always thought **McMahon** and **Davenport** were hit-breakers. . . . **Don Wade** has left CHAM in Canada to do mornings on KLIF in Dallas. . . . A sidelight to the Gavin Conference: While others were in the Saturday morning sessions, several people evidently knew everything and were out playing touch football. I don't know who all of them were, but **Ken Dowe** and **Bill Young** and 20 more people are hereby presented with the coveted Purple Toadstool Award. Honor it dearly, gentlemen.

\*\*\*

Another sidelight to the Gavin Conference: TM, the Dallas jingle firm, had "hired," sort of, a bar-

(Continued on page 39)



HUGH DOWNS, left, host of the "Today" show, listens to Capt. John R. Canty, U.S.A.F., as he sings his "M.I.A./P.O.W." (Prisoner of War Song), on the show. The record has just been released on the MGM label.

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# No Protest on Campus About This: Jazz Big, Says Mance

• Continued from page 34

not part of him. Simply, music reflects one's personality. One can listen to a person play and tell if he is sincere."

Changes are Mance's business and he flows with them well. His first group recorded on Verve in 1959. It was a strictly jazz group. Today he has done a record on the Atlantic label called "With a Little Help From My Friends." The LP has greatly increased his popularity because he treated a few pop songs to the jazz idiom. "I made this type of album because I liked the music. I only changed my surroundings. It's rock 'n' blues in the old tradition with added rhythm and good electronic taste. I am playing the same way I have with different phrases and newer ideas. If a musician cannot do this—cannot change with the times, then he is not a musician. It's a

question of putting one's self in the position of the average man and letting the truth come out."

### Both Sides

As for the jazz versus rock controversy raging today, Mance said that stealing works on both sides of the fence. "Jazz incorporates rock rhythm and rock incorporates jazz riffs. If the music is music and not noise as is sometimes the case, then who cares where it came from? As long as people like it, as long as the musician who plays it is happy, it doesn't really matter what anyone else says."

Mance sees an education through exposure process now taking place with jazz on campuses. "Many jazz musicians are teaching now, through black studies programs. This will bring the music to the people. There is room for all good music in this world."

# Yesteryear's Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

### POP SINGLES—10 Years Ago Dec. 5, 1960

1. Are You Lonesome Tonight—Elvis Presley (RCA)
2. Last Date—Floyd Cramer (RCA)
3. Poetry In Motion—Johnny Tillotson (Cadence)
4. Stay—Maurice Williams & the Zodiacs (Herald)
5. A Thousand Stars—Kathy Young & the Innocents (Indigo)
6. North To Alaska—Johnny Horton (Columbia)
7. He Will Break Your Heart—Jerry Butler (Vee Jay)
8. New Orleans—U.S. Bonds (Legrand)
9. Sailor (Your Home Is In the Sea)—Lolita (Kapp)
10. Let's Go Let's Go Let's Go—Hank Ballard & the Midnighters (King)

### POP SINGLES—5 Years Ago Dec. 4, 1965

1. Turn! Turn! Turn!—Byrds (Columbia)
2. I Hear a Symphony—Supremes (Motown)
3. 1-2-3—Len Barry (Decca)
4. Let's Hang On—Four Seasons (Philips)
5. I Got You (I Feel Good)—James Brown (King)
6. Rescue Me—Fontella Bass (Checker)
7. A Taste of Honey—Herb Alpert & Tijuana Brass (A&M)
8. Ain't That Peculiar—Marvin Gaye (Tamla)
9. I Can Never Go Home Anymore—Shangri-las (Red Bird)
10. Over & Over—DCS (Epic)

### SOUL SINGLES—5 Years Ago Dec. 4, 1965

1. I Got You (I Feel Good)—James Brown (King)
2. I Hear a Symphony—Supremes (Motown)
3. Ain't That Peculiar—Marvin Gaye (Tamla)
4. A Lover's Concerto—Toys (DynoVoice)
5. Rescue Me—Fontella Bass (Checker)
6. Seesaw—Don Covay (Atlantic)
7. Cleo's Back—Jr. Walker & the All Stars (Soul)
8. My Girl Has Gone—Miracles (Tamla)
9. Make Me Your Baby—Barbara Lewis (Atlantic)
10. My Baby—Temptations (Gordy)

### COUNTRY SINGLES— Dec. 4, 1965

1. Make the World Go Away—Eddy Arnold (RCA)
2. May the Bird of Paradise Fly Up Your Nose—Little Jimmy Dickens (Columbia)
3. Buckaroo—Buck Owens & his Buckaroos (Capitol)
4. Hello Vietnam—Johnny Wright (Decca)
5. If I Talk to Him—Connie Smith (RCA)
6. It's Another World—Wilburn Brothers (Decca)
7. Livin' in a House Full of Love—David Houston (Epic)
8. Artificial Rose—Jimmy Newman (Decca)
9. Behind the Tear—Sonny James (Capitol)
10. More Than Yesterday—Slim Whitman (Imperial)

# Campus News

• Continued from page 37

Songs," (LP), Tony Kosinec, Columbia; "Workin' Together," (LP), Ike and Tina Turner, Liberty; "Whales and Nightingales," (LP), Judy Collins; "Domino," Van Morrison, Warner Bros. . . . WLSU, Louisiana State University, Baton Rouge, **Walt Runyon** reporting: "You Can Get It If You Really Want," Desmond Dekker, Uni; "Gasoline Alley Bred," Hollies, Epic; "Sing High, Sing Low," Anne Murray, Capitol; "Amos Moses," Jerry Reed, RCA; "Washington Country," (LP), Arlo Guthrie, Reprise; "Free Your Mind," (LP), Funkadelic, Westbound. . . . WSAP, St. Andrews Presbyterian College, Laurinberg, N.C., **Craig Simmons** reporting: "My Sweet Lord," George Harrison, Apple; "Red Satin & Black Velvet Woman," Dave Mason, Blue Thumb; "How Are Things in California," Nancy Sinatra, Reprise; "Gasoline Alley Bred," Hollies, Epic. . . . WRBB, Northeastern University, Boston, Mass., **Donna Halper** reporting: "Ry Cooder," (LP), Ry Cooder, Reprise; "Barclay James Harvest," (LP), Barclay James Harvest, London; "Charles Lloyd in the Soviet Union," (LP), Charles Lloyd, Atlantic. . . . WCPR, Stevens Institute, Hoboken, N.J., **Ron Harris** reporting: "So Close," Jake Holmes, Polydor; "Ruby Tuesday," Melanie, Buddah; "Battle of New Orleans," Bert Sommer, Eluthra.

WAMU, American University, Washington, D.C., **Mick Sussman** reporting: "Revival," (LP Idlewild South), Allman Brothers Band, Atco; "Your Song," Elton John, Uni; "Ride Louie Ride," Thelma Houston, Dunhill; "Chestnut Mare," (LP, Untitled), Byrds, Columbia; "Games," Redeye, Pentagram. . . . WYUR, Yeshiva University, New York City, N.Y., **Nat Gottlieb** reporting: "Share the Land," Guess Who, RCA; "One Less Bell to Answer," Fifth Dimension, Bell; "Does Anyone Really Know What Time It Is," Chicago, Columbia; "No Matter What," Badfinger, Apple; "Pat to the Piper," Chairmen of the Board, Invictus; "Simply Call It Love," Gene Chandler, Mercury. . . . KRC, Rockhurst College, Kansas City, Mo., **Pete Modica** reporting: "Lonely Days," Bee Gees, Atco; "Light the Way," Oliver, UA; "Missing You," Vivian Reed, Epic; "Lying Here," Steve Leeds, Mercury. . . . WBCR, Brooklyn College, Brooklyn, N.Y., **Lenny Bronstein** reporting: "Wild World," (LP, Tea for the Tillerman), Cat Stevens, A&M; "Bout Lovin'," (LP, "Direct Me," Clyde King, Lizard); "Revival," Allman Brothers Band, Capricorn; "No Such Animal," Jimi Hendrix, Audio Fidelity; Apple; "Ruby Tuesday," Melanie, Buddah; "Whiter Shade of Pale," R.B. Greaves, Atlantic; "Until It's Time for You to Go," Buffy Sainte-Marie, Vanguard; "Lonely Days," Bee Gees, Atco; "Raise the Level of Your Conscious Mind," If, Capitol. . . . WSHU, Sacred Heart University, Bridgeport, Conn.; "Led Zeppelin III," (LP), Led Zeppelin, Atco; "Close to You," Carpenters, A&M; "Steppenwolf 7," (LP), Steppenwolf, Dunhill; "Black Magic Woman," Santana, Columbia; "My Sweet Lord," George Harrison, Apple.

WHUR, Eastern Michigan University, Ypsilanti, **Clark Alan** reporting: "I.J. Foxx," Norman Greenbaum, Reprise; "Think About Your Children," Mary Hopkin, Apple; "Chestnut Mare," Byrds, Columbia; "Holy Man," Diane Kolby, Columbia. . . . WOCR, State University of New York at Oswego, **J. Long** reporting: "Does Anybody Know What Time It Is," Chicago, Columbia; "Carolina in My Mind," James Taylor, Apple; "Black Magic Woman," Santana, Abraxas; "No Matter What," Badfinger, Apple; "You Don't Have to Say You Love Me," Elvis Presley, RCA. . . . WBKE-FM, Manchester College, Manchester, Pa., **Gary Arnold** reporting: "It Don't Matter to Me," Bread, Elektra; "Green-Eyed Lady," Sugarloaf, Liberty; "I Think I Love You," Partridge Family, Bell; "Deeper and Deeper," Freda Payne, Invictus; "Cracklin' Rosie," Neal Diamond, Uni. . . . WQMC, Queens College, Flushing, N.Y., **Ted Goldspiel** reporting: "Fire and Rain," (LP, Second Thoughts), McKendree Spring, Decca; "Look at You, Look at Me," (LP, Alone Together), Dave Mason, Blue Thumb; "Oye Como Va," (LP, Abraxas), Santana, Columbia; "Flight," (LP, Plays On), Climax Chicago Blues Band, Sire. . . . KFTD, Alternate University, **Ricky Sherman** reporting: "Dance to the Music," Spiggy and John, Reprise; "Authority of People," The Legendary Crusher, Smash; "O.D.," Last Poets, Douglas; "Going Down," Our Aunt Martha, Mitchmulch.

# Vox Jox

• Continued from page 38

tender for a private party Saturday (21) night; that is, he told TM president **Jim Long** that he wanted to do it and a lot of people in the audience never knew their bartender for a night was WCFL (Chicago) general manager **Lew Wirtz**. He served an excellent beer. One of the people in the audience was **Dan Clayton** and he was wearing a new tie.

★ ★ ★

**NOTE TO COLLEGE STATIONS:** The soundtrack album "Watermelon Man" featuring Godfrey Cambridge, a Columbia Pictures movie, with music published by Screen-Gems, has not been cleared for airplay, according to **Danny Davis** (not the George No-

lan one that plays horn) at Screen-Gems Music. It seems the album was sent out inadvertently to a bunch of college radio stations. Certain rights (which money goes to the musicians in the recording session) haven't been paid, so Davis said; playing the record does those musicians a disservice.

Note from KXOA general manager **Charlie Holliday**, Sacramento: "Through your column, I would like to thank both **John Lund** of WGAR and **Bob Sherman** of KROY for continuing to keep KXOA's call letter in print. I think it's kind of funny and so does my program director **Les Thompson** (who, incidentally, has been here since June of 1961). Thanks, Claude, John and Bob."

(Continued on page 40)

# RADIO-TV Job Mart

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If you're waiting for someone to discover your abilities and desires . . . well, here we come. Wanted—men with a first-class attitude and a third-class license. 2 Top 40 air shifts open—early evening and all night on 24-hr. Stereo FM Giant, 100,000 Watts. Copy and sales available if you desire. Young, aggressive corporation with several divisions. Salary commensurate with your ability. Send tape, resume and recent photo, we're ready to listen. Mark Matthew, Program Director, KGRC Radio, Hannibal, Mo. 63401. (217) 223-3332.

Are you an experienced country music jock ready to step up to a major market? If you know and like country music, can work with a tight format, have a 3rd class ticket, and like big swingin' towns, send air check and resume to Box 342, Radio-TV Job Mart, Billboard Publications, 165 W. 46th St., New York, N.Y. 10036. All replies confidential.

Say You Saw It in Billboard

## Soul Sauce

**BEST NEW RECORD  
OF THE WEEK:**

**"FIFTY-FIFTY"**

**LEA ROBERTS  
(United Artists)**



By ED OCHS

**SOUL SLICES:** Big Baby Huey, felled by drugs in late October, will aid drug rehabilitation via "Baby Huey, the Living Legend," an album produced for Curtom by Curtis Mayfield. . . . Last days for Douglas' Last Poets, doing their thing at New York's Fortune Theater. A new album is in the fire to go along with their heavyweight single, "O.D." . . . "Kansas City" producer Bobby Robinson is back in the game on Front Page Records and the Enjoy label with Joe Haywood's "Strong Feeling." Robinson produced million sellers for Lee Dorsey, King Curtis and Bobby Marchan, not to mention Elmore James' great "The Sky Is Crying." . . . The Stylistics big hit in Philly, now spreading nationally, "You're a Big Girl Now," has been copped by Avco Embassy. The disk was originally released on the Sebring label. . . . Broken leg and all, Lelan Rogers is building his House of Fox on the strength of Maceo Parker's "Got to Getcha" climber, now on a just released LP with the King's Men, "Doing Their Own Thing." A new recitation single on the label, "The Two Wars of Old Black Joe," the story of Spec. 4 Poindexter Eugene Williams of Florida, is showing surprising action. . . . Bluesman John Lee Hooker, who looks like he's about to get himself "discovered" by the pop & underground markets, will enhance that prospect with a series of jams for ABC/Dunhill with Steve Miller, Mel Brown and the Dominoes. He's already recorded with Canned Heat. . . . Edwin Starr's back on top with "Stop the War—Now," on Gordy. . . . At the Apollo till Roberta Flack comes into town, Dec. 2: Nancy Wilson, Chairmen of the Board, and Ronnie Dyson. . . . Lionel is reserving their big "One Light, Two Lights," by the Satisfactions, as the disk passes the 100,000 mark. . . . Soul Sauce picks & plays: General Crook, "Do It for Me" (Down to Earth); Major Lance, "Must Be Love Coming Down" (Curtom); Barbara & the Uniques, "There It Goes Again" (Chicago Sound); Tenison Stephens, "Don't Rip Me Off" (Aries); Jackie Moore, "Precious Precious" (Atlantic); Rozetta Johnson, "A Woman's Way" (Clintone); Chi-Lites, "Are You My Woman?" (Brunswick); Laura Lee, "Wedlock Is a Padlock" (Hot Wax); Patti Drew, "It's Just a Dream" (Capitol); Glass House, "If It Ain't Love" (Invictus); Inez Foxx, "You Shouldn't Have Set My Soul on Fire" (Dynamo); Bobby Adams, "Go On Back to Georgia" (Home-Town); Total Eclipse, "A Love Like Yours" (Right-On). . . . The Staple Singers new one, "Love Is Plentiful," puts them in the heart of the market. It's a hit. . . . Willie Mabon's back with Checker and "I'll Keep on Hurtin'." . . . Breaking loose from Chicago: the Notations' "I'm Still Here" on Twilight. . . . Intrigues' "Tuck a Little Love Away" is making smoke. . . . Local soul from the Joneses on VMP with "Pretty Pretty." Glenn Dorsey penned the tune. . . . Fran Heard, Library Director for Motown, reads Soul Sauce. Do you?

## What's Happening

• Continued from page 34

Maintain constant channels of communications with all record company and distributor contacts. Print and mail a play list to all principal suppliers. Also a thank you card for special requests does wonders. Don't forget the major holidays either. This is good promotion.

Sometimes the quickest way to obtain a record is at a commercial station in your area. Make and maintain constant ties with personnel at the station. They can also help with your station's sound and administration if difficulty arises.

Building a station is a slow process that takes patience. If you follow these guidelines, results will follow. If you still have difficulty with record service, do not hesitate to write or call me. In the future, a complete, easy-glance list of all record company promotion men will be printed in this column. Good luck and good service.

★ ★ ★

As you can see, the Campus News page has been expanded. Once again I am looking for competent correspondents from all parts of the country. The interest of this section will center on films and music on campus. I am looking for people who can ask questions, find stories, and write. If you are interested write to me at Billboard magazine, 165 West 46 St., New York, N.Y. 10036.

★ ★ ★

Campus Programming Aids will be found in the Radio-TV Programming section.

## BEST SELLING Soul LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	THIRD ALBUM Jackson 5, Motown MS 718	10
2	2	CURTIS Curtis Mayfield, Curtom CRS 8005	9
3	8	SLY & THE FAMILY STONE'S GREATEST HITS Epic KE 30325	3
4	3	TEMPTATIONS' GREATEST HITS, VOL. 2 Gordy GS 954	10
5	7	ABRAXAS Santana, Columbia KC 30130	8
6	6	CHAPTER TWO Roberta Flack, Atlantic SD 1569	14
7	4	SEX MACHINE James Brown, King KS 7-1115	10
8	11	INDIANOLA MISSISSIPPI SEEDS B.B. King, ABC ABCS 713	7
9	9	STILL WATERS RUN DEEP Four Tops, Motown MS 704	36
10	10	POCKETFUL OF MIRACLES Smokey Robinson & the Miracles, Tamla TS 306	6
11	26	EVERYTHING IS EVERYTHING Diana Ross, Motown MS 724	2
12	14	THE LAST POETS Douglas 3	24
13	5	SPIRIT IN THE DARK Aretha Franklin, Atlantic SD 8265	12
14	12	NEW WAYS BUT LOVE STAYS Supremes, Motown MS 720	6
15	31	WE GOT TO LIVE TOGETHER Buddy Miles, Mercury SR 61313	2
16	16	DIDN'T I (Blow Your Mind This Time) Delfonics, Philly Groove PG 1153	18
17	17	FREE YOUR MIND Funkadelic, Westbound WB 2001	5
18	22	IN SESSION Chairmen of the Board, Invictus SKAO 7304	3
19	19	SUPER HITS Marvin Gaye, Tamla TS 300	6
20	15	I AM MY BROTHER'S KEEPER Jimmy & David Ruffin, Soul SS 728	8
21	23	SIGNED, SEALED, DELIVERED Stevie Wonder, Tamla TS 304	14
22	13	THE ISAAC HAYES MOVEMENT Enterprise ENS 1010	34
23	25	(If You Let Me Make Love to You Then) WHY CAN'T I TOUCH YOU? Ronnie Dyson, Columbia CS 30223	13
24	20	BLACK TALK Charles Earland, Prestige PR 7758	27

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
25	21	OLD SOCKS, NEW SHOES . . . NEW SOCKS, OLD SHOES Jazz Crusaders, Chisa CS 804	5
26	29	BURNING Esther Phillips, Atlantic SD 1565	4
27	18	THE MAGNIFICENT 7 Supremes/Four Tops, Motown MS 717	6
28	—	I (Who Have Nothing) Tom Jones, Parrot PAS 71039	1
29	—	SHIRLEY BASSEY IS REALLY "SOMETHING" United Artists UAS 6765	1
30	30	COSMO'S FACTORY Creedence Clearwater Revival, Fantasy B402	16
31	39	LED ZEPPELIN III Atlantic SD 7201	5
32	34	ECOLOGY Rare Earth, Rare Earth RS 514	21
33	33	CHANGING TIMES Four Tops, Motown MS 721	7
34	38	BAND OF GYPSYS Jimi Hendrix, Buddy Miles & Billy Cox, Capitol STAO 472	29
35	36	WILSON PICKETT IN PHILADELPHIA Atlantic SD 8270	12
36	32	GULA MATARI Quincy Jones, A&M SP 3030	15
37	47	WORKIN' TOGETHER Ike & Tina Turner, Liberty LST 7650	2
38	35	THE GENE CHANDLER SITUATION Mercury SR 61304	8
39	37	INTO A REAL THING David Porter, Enterprise ENS 1012	3
40	24	GREEN IS BEAUTIFUL Grant Green, Blue Note BST 84342	14
41	27	PATCHES Clarence Carter, Atlantic SD 8267	10
42	42	BOOKER T & THE MG'S GREATEST HITS Stax STS 2033	3
43	43	KOOL & THE GANG De-Lite DE 2003	8
44	45	THEM CHANGES Ramsey Lewis, Cadet LPS 844	7
45	28	DIANA ROSS Motown MS 711	21
46	—	ONLY FOR THE LONELY Mavis Staples, Volt VOS 6010	6
47	48	A MOMENT WITH THE MOMENTS Stang ST 1003	3
48	—	JOHNNIE TAYLOR'S GREATEST HITS Stax STS 2032	1
49	50	WHATEVER Friends of Distinction, RCA LSP 4408	2
50	49	A GASSS Jr. Walker & the All Stars, Soul SS 726	9

## Vox Jox

• Continued from page 39

. . . Bob Ladd reports returning to WWAR-FM in Bowling Green, Ohio, after seven months at WDHO-TV in Toledo, with the comment: "Believe me, TV will never be my bag. I read your article about Tom Clay in Nov. 14 Billboard and I have to agree with you. I never met him personally, but have talked with him via phone numerous times. He's got to be one of the greatest in the business." WAWR-FM, incidentally, has expanded its progressive rock to 11 p.m. and program director Kim Newsom may expand even further. Format in the daytime is oldies.



KOOL & THE GANG, DeLite soul band, join the roster of Queen Booking Corp. as, seated left, Robert Bell, the group's leader, and Gene Reed Jr., producer, co-sign the pact. Looking on with the group is Ruth Bowen, president of Queen Booking.



Billboard SPECIAL SURVEY For Week Ending 12/5/70

## BEST SELLING Soul Singles

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

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	3	<b>THE TEARS OF A CLOWN</b> Smokey Robinson & The Miracles, Tamla 54199 (Jobete, BMI)	7	26	35	<b>I CAN'T GET OVER LOSING YOU</b> Donny Elbert, Rare Bullet 101 (Lawton/Couey, BMI)	5
2	2	<b>HEAVEN HELP US ALL</b> Stevie Wonder, Tamla 54200 (Stein & Van Stock, ASCAP)	7	27	50	<b>IF I WERE YOUR WOMAN</b> Gladys Knight & the Pips, Soul 35078 (Jobete, BMI)	2
3	1	<b>SUPER BAD (Parts I &amp; II)</b> James Brown, King 6329 (Cited, BMI)	9	28	39	<b>CATHY CALLED</b> Eddie Holman, ABC 11276 (Damian/Virtu/Schooglebug, ASCAP)	4
4	4	<b>ENGINE #9</b> Wilson Pickett, Atlantic 2765 (Assured, BMI)	10	29	26	<b>MAKE IT EASY ON YOURSELF</b> Dionne Warwick, Scepter 12294 (Famous, ASCAP)	8
5	11	<b>STONED LOVE</b> Supremes, Motown 1172 (Jobete, BMI)	4	30	29	<b>THIS IS MY LOVE SONG</b> Intruders, Gamble 4007 (Assorted, BMI)	8
6	6	<b>CHAINS AND THINGS</b> B.B. King, ABC 11280 (Pamco/Sounds of Lucille, BMI)	5	31	27	<b>THAT'S THE WAY I WANT OUR LOVE</b> Joe Simon, Sound Stage 7 2667 (Cape Ann/Jabee, BMI)	6
7	5	<b>I'LL BE THERE</b> Jackson 5, Motown 1171 (Jobete, BMI)	11	32	34	<b>LEAD ME ON</b> Gwen McCrae, Columbia 4-45214 (Lion, BMI)	5
8	7	<b>5-10-15-20 (25-30 Years of Love)</b> Presidents, Sussex 207 (McCoy/Interior, BMI)	11	33	31	<b>WAIT A MINUTE</b> Lost Generation, Brunswick 55441 (Julio-Brian, BMI)	5
9	9	<b>I DON'T WANNA CRY</b> Ronnie Dyson, Columbia 4-45240 (Betabin, BMI)	6	34	32	<b>SIMPLY CALL IT LOVE</b> Gene Chandler, Mercury 73121 (Cachand, BMI)	4
10	8	<b>I AM SOMEBODY (Part II)</b> Johnnie Taylor, Stax 0078 (Groovesville, BMI)	8	35	19	<b>IF YOU WERE MINE</b> Ray Charles, ABC/TRC 11271 (Tangerine, BMI)	9
11	14	<b>ACE OF SPADES</b> O.V. Wright, Back Beat 615 (Don, BMI)	9	36	40	<b>SPECIAL MEMORY</b> Jerry Butler, Mercury 73131 (Butler/Chappell, BMI)	4
12	12	<b>I'M NOT MY BROTHER'S KEEPER</b> Flaming Ember, Hot Wax 7006 (Gold Forever, BMI)	6	37	38	<b>ONE LESS BELL TO ANSWER</b> Fifth Dimension, Bell 940 (Blue Seas/Jac, ASCAP)	2
13	28	<b>(It's) ALL IN YOUR MIND</b> Clarence Carter, Atlantic 2774 (Fame, BMI)	3	38	36	<b>STAND BY ME</b> David & Jimmy Ruffin, Soul 35076 (Progressive/Trio/Atd., BMI)	6
14	30	<b>(Don't Worry) IF THERE'S A HELL BELOW WE'RE ALL GOING TO GO</b> Curtis Mayfield, Curtom 1955 (Curtom, BMI)	2	39	45	<b>ARE YOU MY WOMAN</b> Chi-Lites, Brunswick 55442 (Julio-Brian, BMI)	3
15	10	<b>STAND BY YOUR MAN</b> Candi Staton, Fame 1472 (Gallico, BMI)	15	40	44	<b>SOMEBODY'S WATCHING YOU</b> Little Sister, Stone Flower 9001 (Daly City, BMI)	2
16	17	<b>I CAN'T GET NEXT TO YOU</b> Al Green, Hi 2182 (Jobete, BMI)	5	41	41	<b>GOTTA GET'CHA</b> Maceo & All the King's Men, House of Fox 1 (Rogers, ASCAP)	2
17	18	<b>ALL I HAVE</b> Moments, Stang 5017 (Gambi, BMI)	3	42	42	<b>WORKIN' TOGETHER</b> Ike & Tina Turner, Liberty 56207 (Unart, BMI)	2
18	13	<b>BIG LEG WOMAN (With the Short Short Mini Skirt)</b> Israel Tolbert, Warren 106 (Carwar, BMI)	7	43	43	<b>HELP ME FIND A WAY (To Say I Love You)</b> Little Anthony & the Imperials, United Artists 50720 (Assorted, BMI)	3
19	21	<b>GROOVE ME</b> King Floyd, Chimneyville 435 (Malaco/Roffignac, BMI)	9	44	—	<b>PRECIOUS PRECIOUS</b> Jackie Moore, Atlantic 2681 (Cotillion, BMI)	1
20	15	<b>PART TIME LOVE</b> Anne Peebles, Hi 2178 (Cireca/Escort, BMI)	12	45	47	<b>STEALING MOMENTS FROM ANOTHER WOMAN'S LIFE/IF IT AIN'T LOVE</b> Glass House, Invictus 9082 (Gold Forever, BMI/Gold Forever, BMI)	4
21	22	<b>BORDER SONG (Holy Moses)</b> Aretha Franklin, Atlantic 2772 (James, BMI)	2	46	49	<b>WRAP IT UP</b> Archie Bell & the Drells, Atlantic 2768 (East/Memphis/Pronto, BMI)	2
22	23	<b>TO THE OTHER MAN</b> Luther Ingram, Koko 2106 (Klondike, BMI)	7	47	—	<b>I'M STILL HERE</b> Notations, Twinight 141 (Midday, BMI)	1
23	24	<b>PAY TO THE PIPER</b> Chairmen of the Board, Invictus 9081 (Gold Forever, BMI)	4	48	—	<b>SWEET WOMAN LOVE</b> Geater David, House of Orange 2401 (Notes of Gold, ASCAP)	1
24	16	<b>UNGENA ZA ULMWENGU (Unite the World)/HUM AND DANCE ALONG</b> Temptations, Gordy 7102 (Jobete, BMI/Jobete, BMI)	9	49	—	<b>LET ME BE YOUR MAN</b> Tyrone Ashley, Phil-L.A. of Soul 342 (Dandelion, BMI)	1
25	33	<b>KEEP ON LOVING ME</b> Bobby Bland, Duke 464 (Groovesville, BMI)	3	50	—	<b>I WANT YOU TO BE MY BABY</b> Jyve Fyve, Decca 32736 (Bondola, BMI)	1

*You may think we're amateurs in the business...*



LEON THOMAS, left, Flying Dutchman jazz singer, and label promotion man Mike Dubois, right, celebrate a recent "Leon Thomas Day" at the Soul Shack record store in Washington. The day was marked by sales, displays and an autograph session.

### Armstrong Gets 1970 Tay-Sachs Award at Fete

NEW YORK — Louis Armstrong has received the 1970 Tay-Sachs Award "for his love of children." The award, given annually by the National Tay-Sachs & Allied Diseases Association, was presented to the 70-year-old artist at a recent Tay-Sachs dinner held in his honor at the Waldorf Astoria.

The dinner was attended by several leading personalities in the music business including Gene Krupa and Lionel Hampton who joined Armstrong in a jam session.

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## Bluegrass Hall of Fame to Be Built in N. Carolina

CAMP SPRINGS, N.C.—A Bluegrass Hall of Fame will be constructed near here on a 160-acre tract. A recreational park also will be developed.

Carlton Haney, veteran promoter and bluegrass expert, said bricks to the building would be sold to bluegrass fans to finance the project. "Each brick-buyer will receive a deed to that brick, which will be numbered, and he will know exactly where the brick is located," Haney said.

In addition, Haney also is forming a Bluegrass Music Association. "The point is not to be in competition with anyone, especially the Country Music Association," Haney said. "We are not rebelling against anyone or anything. As we see it, this would be just another facet of CMA. We're all trying to do the same thing, but our emphasis would be strictly on bluegrass."

Haney purchased the land after he began the first bluegrass festival seven years ago.

"We have done it every year, and on the third day of each year's program we have depicted the life story of Bill Monroe," he said. "Now this is becoming a vital part of every bluegrass festival."

To emphasize the growth, Haney points out that there will be more than 25 of these festivals all over the nation next year, virtually all of them in different states.

"Since there aren't 25 weeks to a summer, some will be held on the same week," he noted. "But they will be at least 1,000

miles apart so as not to conflict with each other. All of us involved in the festivals are more interested in promoting bluegrass music than in any selfish motives about the gate."

Haney contends that everyone who plays bluegrass music properly learned it directly from Bill Monroe, who this year was enshrined in the Country Music Hall of Fame in Nashville.

"I undertook a seven-year study of bluegrass music," Haney said, "to learn everything I could about it. I know every musician who plays it, I know every instrument, and I know what is being played on every record. I know if Jimmy Martin is playing Don Reno's instrument. And I know that Bill Monroe taught all of them everything they know."

He said Monroe's system could not be taught by others, even if they learned it directly from the originator.

### Winster Visit

Haney said that Ralph Winster visited Roanoke in 1959 from his New York home and went on the road with Monroe. This was two years after Bill and Charlie Monroe ceased to function as an act, and Bill went on his own. "Winster called Monroe one of the five greatest musicians in history," Haney said. "Now Winster is the official in charge of folklore at the Smithsonian Institution in Washington, and everything Monroe does is history. Even Bill is finally beginning to realize that."

The first of the bluegrass fes-

tivals was held near Roanoke at Cantrell's Horse Farm. This was followed by Monroe's own festival, an annual affair, at Bean Blossom, Ind., and at festivals in Pennsylvania and Georgia. Now they are everywhere.

"Two years ago I knew there had to be a home for bluegrass music," Haney said. "The Country Music Hall of Fame is dedicated to all branches of country music. We wanted something specifically for bluegrass."

Haney, obsessed with the idea of permanence, first built an outdoor theater which seats 10,000. The stage alone cost \$25,000. Actually, 20,000 people can be accommodated, and usually are at the festivals. There is a small lake and 143 acres of land which will be the site of the Hall of Fame, and also a park.

### All Can Play

"It will be a place where all bluegrass musicians can come and play, alone or together," Haney said. "In the center of it will be a pond in the shape of a five-string banjo, the neck of which will be 100 feet long and inlaid on the floor. As each man is voted into the Hall of Fame, his name will appear in that inlay. There also will be archives and artifacts, all related to bluegrass only."

The festivals have become so big that the bluegrass devotees now have their own publication, Muleskinner News, which serves many functions. Published by Harvard student Fred Bartenstein, it lists play dates of all bluegrass artists and contains biographical information and the like.

It also is the vehicle through which Haney is establishing his Blue Grass Association and a Blue Grass Music Artist Association which is aimed primarily at the bookers and promoters. Haney has proposed that, through an office established at his park, all festival dates and sanctions for such dates be cleared. The office also would clear all artist bookings for 5 percent of the artist fee; provide a service to trade magazines wishing to verify ads; help festival promoters with pictures, mats, stories and write-ups; see that prices are advertised correctly; obtain bookings on other shows, clubs, concerts and college dates; and help promote blue grass music parties, organizations, records, TV shows, etc.

### Luman to Host New Cincinnati Show

CINCINNATI—Bob Luman has been signed to host the new syndicated country half-hour music show being produced by Suder Productions and slated for airing on Channel 19 here beginning in mid-December. The pilot was shot Wednesday (25) at the Black Stallion, local niter.

Featured singers were Barbara Mandrell, Jenny Robbins and 12-year-old Ray Spicer. Old Joe Clark, formerly with the "Renfro Valley Barn Dance" and "Grand Ole Opry," will also be on the roster.



SONNY JAMES tapes the Glen Campbell show, for airing next Sunday (29).

## Haggard, 'Jamboree' Break W.Va. Music Hall Record

WHEELING, W. Va. — The "Jamboree U-S-A" show was filled to over-capacity three times in one night, the largest ever to see a show here, for an appearance by Merle Haggard.

The Capitol Music Hall, with a 2,500-seat capacity, handled 7,800 for the three shows, with extra seats placed in the orchestra pit, in the wings, and wherever else they could be placed. Additionally, hundreds were turned away.

People waiting as long as an hour in the rain lined the streets and doubled back on the sus-

pension bridge over the Ohio River. This was the second time within nine months a third show had to be scheduled due to the great demand for tickets. The other was for Buck Owens.

This was only the second time Haggard had played the Wheeling area and the first time in four years. Others on the show were Chuck Burdett, Bob Gallion, Patti Powell, Skinney Clark & George Adams, Bobby Stephenson, Slim Lehart, Junior Norman, Freddy Carr, Kay Kemmer, Stone Mountain Boys, Jo Ann & Gus Thomas, the Randels and the Wheelers.

On the following day, Haggard, Bonnie Owens and the Strangers played to thousands of people at the Civic Arena in Pittsburgh, Pa., only 60 miles away.

### BOOK REVIEW

## Ferguson, Burt Book Perfect For Beginner

NASHVILLE—A book which has been on the market for a number of months and continues to enjoy good sales is "So You Want to Be in Music," written jointly by Bob Ferguson of RCA and author Jesse Burt.

The book could become something of a "must" guide to the amateur, who gets an elementary, step-by-step education on the processes involved in all facets of the music industry. Purposely put down in simple, concise language, it is the first book which aims at the beginner and gets the job done.

Ferguson is the veteran successful producer/songwriter, who knows first hand what it is all about; Burt, an historical novelist by trade, has been involved lately in the industry.

The chapter relating to what takes place in a recording studio is particularly germane in this day of criticism of musicians. He points up the intense interest taken by musicians in Nashville in the finished product, deals with their spontaneity, and talks of the contribution they make to records.

The book is recommended reading for anyone who has any interest at all in commercial music, and it's a good refresher course for those in the business.



MERLE HAGGARD on stage of WWVA's Jamboree U.S.A. He and The Strangers packed the Capitol Music Hall three times in one evening.

## Nashville Scene

Lottie Golden, in Nashville just to be with people she likes, found that the people like her. The young GRT artist made a hit with everyone she met, and promised to return in the near future. . . . **Durward Williams** of Niagara Falls, Ontario, was the 500,000th person to pay his way through the Country Music Hall of Fame here. He was part of a tour brought down by **Lou Shriver** of WXRL, Buffalo. **Frank Jones** of Columbia greeted Williams, then presented him with everything from an engraved plaque to a lifetime pass to the Hall of Fame. There were many gifts bestowed. **Mac Wiseman** and **Patsy Sledd** were among those at the greeting.

MGM has just cut a live album at the Sam Houston Auditorium in Houston, produced by **Jim Vienneau**, featuring **Hank Williams Jr.**, **Mel Tillis**, **Lois Johnson** (Continued on page 44)

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# Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 12/5/70

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	ENDLESSLY Sonny James, Capitol 2914 (Vogue, BMI)	8
2	2	COAL MINER'S DAUGHTER Loretta Lynn, Decca 32749 (Sure-Fire, BMI)	6
3	4	SHE GOES WALKING THROUGH MY MIND Billy Walker, MGM 14173 (Forrest Hills, BMI)	7
4	3	15 YEARS AGO Conway Twitty, Decca 32742 (Peach, SESAC)	9
5	5	I CAN'T BE MYSELF/ SIDEWALKS OF CHICAGO Merle Haggard, Capitol 2891 (Blue Book, BMI/Tree, BMI)	9
6	7	WHERE HAVE ALL OUR HEROES GONE Bill Anderson, Decca 32744 (Stallion, BMI)	7
7	16	ROSE GARDEN Lynn Anderson, Columbia 4-45252 (Lowery, BMI)	5
8	6	AFTER CLOSING TIME David Houston & Barbara Mandrell, Epic 5-10656 (Algee, BMI)	10
9	8	RUN WOMAN RUN Tammy Wynette, Epic 5-10653 (Algee, BMI)	13
10	13	MORNING Jim Ed Brown, RCA Victor 47-9099 (Show Biz, BMI)	7
11	9	I CAN'T BELIEVE THAT YOU'VE STOPPED LOVING ME Charley Pride, RCA Victor 47-9902 (Blue Crest, BMI)	11
12	17	I WOULDN'T LIVE IN NEW YORK CITY (If They Gave Me the Whole Dang Town) Buck Owens and the Buckaroos, Capitol 2947 (Blue Book, BMI)	5
13	10	IT'S ONLY MAKE BELIEVE Glen Campbell, Capitol 2905 (Marielle, BMI)	12
14	14	THANK GOD & GREYHOUND Roy Clark, Dot 17355 (Window, BMI)	11
15	11	GOIN' STEADY Faron Young, Mercury 73112 (Central Songs, BMI)	9
16	31	COMMERCIAL AFFECTION Mel Tillis & The Statesiders, MGM 14176 (Cedarwood/Sawgrass, BMI)	5
17	12	SO SAD (To Watch Good Love Go Bad) Hank Williams Jr. & Lois Johnson, MGM 14164 (Acuff-Rose, BMI)	10
18	18	SOMETHING TO BRAG ABOUT Charlie Louvin & Melba Montgomery, Capitol 2915 (Tree, BMI)	7
19	21	AMOS MOSES/THE PREACHER & THE BEAR Jerry Reed, RCA Victor 47-9904 (Vector, BMI)	7
20	20	I'M ALRIGHT Lynn Anderson, Chart 5098 (Stallion, BMI)	6
21	32	A GOOD YEAR FOR THE ROSES George Jones, Musicor 1425 (Chestnut, BMI)	3
22	39	SOMETHING UNSEEN/ WHAT'S THE USE Jack Greene, Decca 32755 (Tree, BMI/Hall Clement, BMI)	4
23	28	GONE GIRL Tompall & Glaser Brothers, MGM 14169 (Jack, BMI)	7
24	24	FOREVER YOURS Dottie West, RCA Victor 47-9911 (Husky, BMI)	6
25	29	COWBOY CONVENTION Buddy Alan/Don Rich, Capitol 2028 (Peer Int'l, BMI)	5
26	26	I WAKE UP IN HEAVEN David Rogers, Columbia 4-45226 (Window, BMI)	8
27	40	ANOTHER LONELY NIGHT Jean Shepard, Capitol 2941 (Dixie Jane/Twig, BMI)	5
28	15	SUNDAY MORNING COMING DOWN Johnny Cash, Columbia 4-45211 (Combine, BMI)	14
29	25	TOO LONELY TOO LONG Mel Tillis, Kapp 2103 (Sawgrass, BMI)	8
30	59	DAY DRINKIN' Dave Dudley & Tom T. Hall, Mercury 73139 (Newkeys, BMI)	4
31	19	JOLIE GIRL Marty Robbins, Columbia 4-45215 (Beijo, BMI)	13
32	45	WILLY JONES Susan Raye, Capitol 2950 (Blue Book, BMI)	4
33	30	HOW I LOVE THEM OLD SONGS Carl Smith, Columbia 4-45225 (Acuff-Rose, BMI)	10
34	23	THE TAKER Waylon Jennings, RCA Victor 47-9885 (Combine, BMI)	15
35	21	ALL MY HARD TIMES Roy Drusky, Mercury 73111 (Lowery, BMI)	12
36	33	I CRIED (The Blue Out of My Eyes) Crystal Gayle, Decca 32721 (Sure-Fire, BMI)	12
37	52	MARY'S VINEYARD Claude King, Columbia 4-45248 (Rose Bridge, BMI)	5

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
38	42	DRAG 'EM OFF THE INTERSTATE, SOCK IT TO 'EM, J. P. BLUES Dick Curless, Capitol 2949 (Country Sound, ASCAP)	3
39	43	NICE 'N' EASY Charlie Rich, Epic 5-10662 (Shaw, ASCAP)	7
40	44	I JUST CAN'T HELP BELIEVING David Frizzell, Columbia 4-45238 (Screen Gems-Columbia, BMI)	6
41	34	RIGHT BACK LOVIN' YOU Del Reeves, United Artists 50714 (Passkey, BMI)	10
42	53	SUSPICIOUS MINDS Waylon Jennings & Jessi Colter, RCA Victor 47-9970 (Press, BMI)	4
43	48	WAITING FOR A TRAIN Jerry Lee Lewis, Sun 1119 (Peer International, BMI)	3
44	27	LIVE FOR THE GOOD TIMES Warner Mack, Decca 32725 (Page Boy, SESAC)	13
45	36	IT'S A BEAUTIFUL DAY Wynne Stewart, Capitol 2888 (Return, BMI)	13
46	37	LET ME GO Johnny Duncan, Columbia 4-45227 (Wilderness, BMI)	6
47	50	SOMEWAY Don Gibson, Hickory 1579 (Acuff-Rose, BMI)	9
48	64	I STAYED LONG ENOUGH Billie Jo Spears, Capitol 2964 (Gallico, BMI)	2
49	61	BED OF ROSES Statler Brothers, Mercury 73141 (House of Cash, BMI)	3
50	58	MY JOY Johnny Bush, Stop 380 (Window, BMI)	5
51	62	THE WONDERS YOU PERFORM Tammy Wynette, Epic 5-10687 (Chestnut, BMI)	2
52	54	THE TEARS ON LINCOLN'S FACE Tommy Cash, Epic 5-10673 (Gallico, BMI)	3
53	35	EARLY IN THE MORNING Mac Curtis, GRT 26 (Post, ASCAP)	8
54	46	YOU'VE GOT YOUR TROUBLES (I've Got Mine) Jack Blanchard & Misty Morgan, Wayside 015 (Mills, BMI)	11
55	63	BEER DRINKIN' HONKY TONKIN' BLUES Billy Mize, United Artists 50717 (Acuff-Rose, BMI)	4
56	56	IT TAKES TWO Connie Eaton & Dave Peel, Chart 5099 (Jobete, BMI)	5
57	—	YOU DON'T HAVE TO SAY YOU LOVE ME Elvis Presley, RCA Victor 47-9916 (Miller, ASCAP)	1
58	65	SWEET CAROLINE Anthony Armstrong Jones, Chart 5100 (Stonebridge, BMI)	3
59	—	(Don't Let the Sun Set on You) IN TULSA Waylon Jennings, RCA Victor 47-9925 (Barton, BMI)	1
60	60	WHISKEY SIX YEARS OLD Norma Jean, RCA Victor 47-9900 (Tree, BMI)	9
61	71	SITTIN' BULL Charlie Louvin, Capitol 2972 (Sure-Fire, BMI)	2
62	—	TELL ME AGAIN Jeannie Seely, Decca 32757 (Champion, BMI)	1
63	57	COME THE MORNING Hank Snow, RCA Victor 47-9907 (Glaser, BMI)	5
64	70	THE SOUL YOU NEVER HAD Jan Howard, Decca 32743 (Stallion, BMI)	4
65	66	LOOK HOW FAR WE'VE GONE Bill Wilbourn & Kathy Morrison, United Artists 50718 (Passkey, BMI)	6
66	—	MAMA BAKE A PIE (Daddy Kill A Chicken) George Kent, Mercury 73127 (Newkeys, BMI)	1
67	69	WHAT ABOUT THE HURT Bob Luman, Epic 5-10667 (Jack & Bill, ASCAP)	2
68	68	LAYING MY BURDENS DOWN Willie Nelson, RCA Victor 47-9903 (Campbell, BMI)	2
69	—	MY OLD KENTUCKY HOME (Turpentine and Dandelion Wine) Osborne Brothers, Decca 32746 (January, BMI)	1
70	74	CALIFORNIA GRAPEVINE Freddie Hart, Capitol 2933 (Blue Book, BMI)	3
71	73	I'M HOLDING YOUR MEMORY Jimmy Newman, Decca 3270 (4 Star, BMI)	2
72	72	OLD ENOUGH TO WANT TO (Fool Enough To Try) Norro Wilson, Mercury 73125 (Newkeys, BMI)	2
73	—	BIG RIVER Johnny Cash, Sun 1121 (Hi-Lo, BMI)	1
74	75	BLUES SELLS A LOT OF BOOZE Hugh X. Lewis, GRT 28 (Gallico, BMI)	2
75	—	WHEN HE TOUCHES ME Lois Johnson, MGM 14186 (Painted Desert, BMI)	1

# 'COME SUNDOWN'

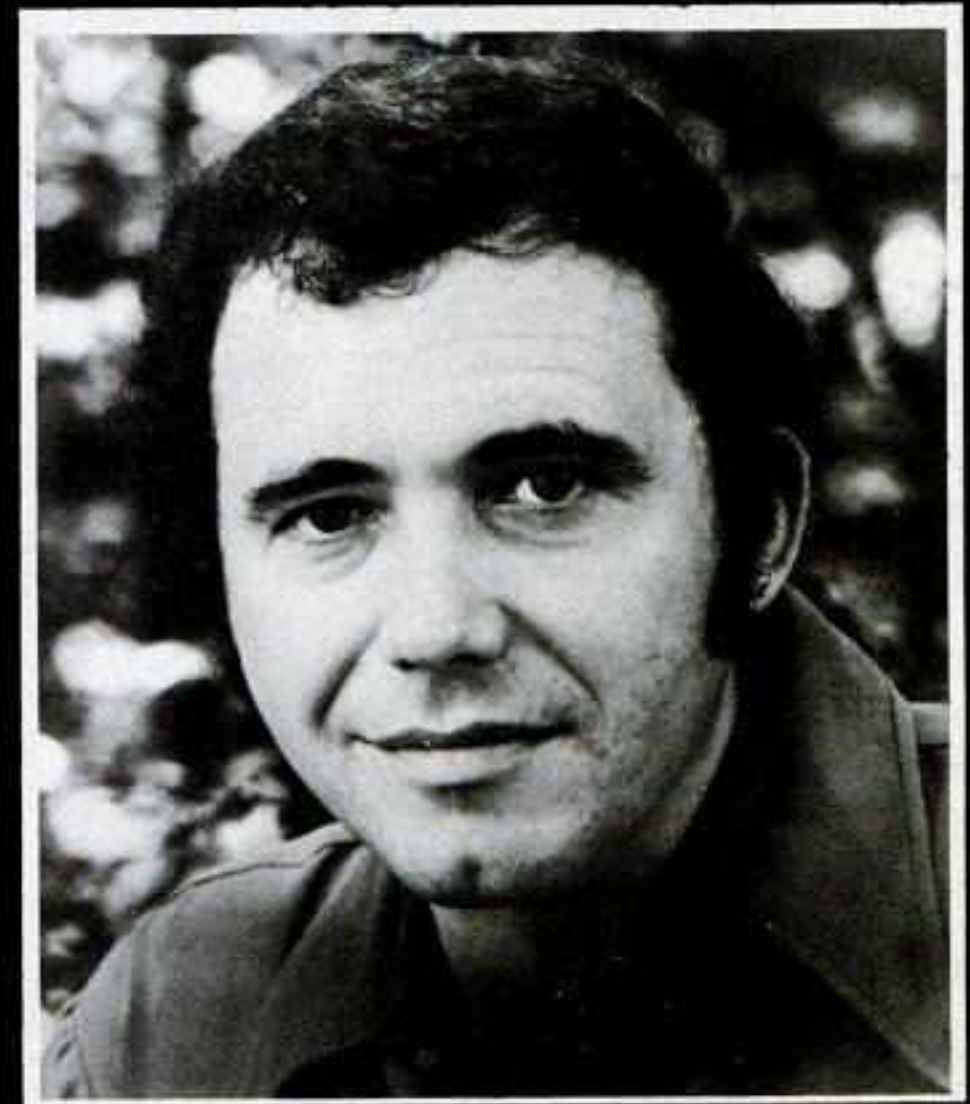
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# Bobby Bare

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# Peer-Southern, Writers Honored

FORT WORTH, Tex. — The Peer-Southern Organization, and some of the greatest writers in country music were honored in a five-hour program of the Bill Mack "Open Road Show" here last week.

On hand for the program were songwriters Ted Daffin, Floyd Tillman and Vaughn Horton, publisher Roy Horton, and Bill Williams of Billboard Magazine.

Mack, "the Midnight Cowboy," dedicated the entire program on WBAP to songs written by the guests or from the Peer and Southern catalogs. Additionally, portions of the program were taped for "Country Crossroads," a show distributed by the Baptist church to some 350 radio stations and to the Armed Forces Network.

All four of the guests also appeared earlier on a live television show with Mack from the Panther Ballroom.

Vaughn Horton's songs were interspersed through the night along with his interview. Among the selections were such favorites as "Mockingbird Hill," "Sugarfoot Rag," "Jimmy Rodgers Blues," "Choo-Choo-Ch-Boogie," "Teardrops in My Heart," "Till the End of the World," "Come What May," "Big Wheel Cannonball," and the current Dick Curless song, "Drag 'Em Off the Interstate. Sock It to 'Em J.P. Blues." In all, Horton

has penned 19 songs which sold more than a million copies each.

Daffin's tunes, some of the most popular standards in the business, included several versions of "Born to Lose," as well as such tunes as "Worried Mind," "No Letter Today," "I'm a Fool to Care," and "Got Five Dollars and It's Saturday Night."

Tillman, who performed his own version of "Slippin' Around," also heard songs of his such as "Green Hills of Earth," "It Makes No Difference Now," "I Love You So Much It Hurts" and "I Gotta Have My Baby Back."

Songs of such authors as A.P. Carter, Jimmy Rodgers, Bill Monroe, and other Peer-South-

ern writers of the past were featured on the program.

Both Horton brothers spoke of the evolution of the publishing industry, and of the contributions made by the late Ralph Peer to the field of country music. Daffin, Tillman and Williams discussed such matters as trends in songwriting, the profile of a songwriter and the industry as it is today.

Billboard Magazine was cited by Mack as "the most reliable and accurate" of all of the trade journals, and one "whose charts are used by disk jockeys throughout the world."

Other visitors to the program were Nat Stuckey, RCA artist, and songwriter Lawton Williams.

# Music City Recorders To Expand; Has Best Yr.

NASHVILLE — Tentative plans have been announced for more building additions and a second studio facility at Music City Recorders here, which has just concluded its busiest 12-month period in history.

The studio began operations late in the summer of 1966, and two years ago doubled its size with the addition of a building extension. Officials of the company are Bill Connor, president; Scotty Moore, vice president and general manager; and Neal Matthews, secretary.

During this past year, Music City Recorders expanded from 8 to 16-track facilities, and handled 1,042 sessions.

The studio served well over 100 independent labels, artists, and publishers on a regular basis, and hundreds of others on an occasional basis. Among the companies recording there have been Warner Brothers, Liberty, Mercury, Stop, Metromedia, Sound Stage 7 and Apple, the latter with Ringo Starr. The studio also handles exclusively all the country air force and navy shows.

Music City also publishes Na-

tional Music Survey, one of the largest and oldest radio programming and information services, organized 10 years ago by Bill Connor. The service provides, in addition to the weekly reports, various "canned" identification jingles and other programming aids.

The studio also makes available a complete disk mastering service and, largely as a service to its customers, also operates a full-time "dub-cutting" service for publishers, artists and others along Music Row.

## Country Music on American Airlines

NASHVILLE — American Airlines, through this month, is programming two hours of country music on its 707 Astrojets.

The music, entirely from the Sun, SSS and Plantation catalogues, was programmed by Buddy and Dave Allen of the Shelby Singleton corporation. Blake said one hour of the program also is being presented on the Presidential aircraft, Air Force One.

# Nashville Scene

• Continued from page 42

and Ben Colder. . . . Tillis was honored at a cocktail party in Atlanta, hosted by B.J. McElwee and Tom McEntee. . . . Joe Taylor now is the exclusive agent for the new Rustler's Den in Underground Atlanta. The prestige spot seats more than 300. . . . Henson Cargill plays plush clubs in Chicago, Toronto and Charlotte in upcoming weeks. . . . Kenny Vernon and Lawanda Lindsey, now doing a

tour of the South, plan to do a lot of touring together next year. . . . Tandy Rice of the Moeller Talent Agency has booked country acts for the National Farmers Organization convention in Louisville Dec. 16-18. The 16,000 delegates will see and hear entertainment by Dottie West, Stonewall Jackson, Bob Luman, Lester Flatt and Claude King. T. Tommy Cutrer will be the host. . . . A casino near Reno, Nev., will open Dec. 31, featuring Waylon Jennings. The place is Sharkey's, and it's at Gardenville, Nev. Waylon and the Waylors will play through Dec. 10.

Dixie Jean Music writers Jan Crutchfield and Larry Butler say the new Jean Shepard record, "Another Lonely Night," is her biggest seller to date. . . . Bob Alou of the Shelby Singleton corporation has set up a program in response to pleas from prisons and hospitals around the country. He's providing scores of albums for them. The first recipient is the Michigan State reformatory. . . . The Glaser Brothers performed for 23 consecutive minutes on the "Grand Ole Opry" last week. They

(Continued on page 51)

# Hot Country LP's

Billboard SPECIAL SURVEY For Week Ending 12/5/70

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	FOR THE GOOD TIMES Ray Price, Columbia C 30160	14
2	3	GOODTIME ALBUM Glen Campbell, Capitol SW 493	10
3	4	THE FIRST LADY Tammy Wynette, Epic E 30213	7
4	2	FIGHTIN' SIDE OF ME Merle Haggard, Capitol ST 451	19
5	5	LIVE AT THE INTERNATIONAL, LAS VEGAS Jerry Lee Lewis, Mercury SR 61278	14
6	8	THE JOHNNY CASH SHOW Columbia KC 30100	4
7	7	CHARLEY PRIDE'S 10th ALBUM RCA Victor LSP 4367	20
8	6	HELLO DARLIN' Conway Twitty, Decca DL 75209	24
9	9	I NEVER PICKED COTTON Roy Clark, Dot DLP 25980	17
10	10	BEST OF GEORGE JONES Musicor MS 3191	7
11	12	SNOWBIRD Anne Murray, Capitol 579	10
12	11	THE WORLD OF JOHNNY CASH Columbia GP 29	27
13	15	DOWN HOMERS Danny Davis & the Nashville Brass, RCA Victor LSP 4424	5
14	16	ONCE MORE Porter Wagoner & Dolly Parton, RCA Victor LSP 4388	14
15	19	#1 Sonny James, Capitol ST 629	2
16	18	ME & JERRY Chet Atkins & Jerry Reed, RCA Victor LSP 4396	9
17	17	TAMMY WYNETTE'S GREATEST HITS Epic BN 26486	66
18	13	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	58
19	14	MY WOMAN, MY WOMAN, MY WIFE Marty Robbins, Columbia CS 9978	28
20	21	ALL MY HARD TIMES Roy Drusky, Mercury SR 61306	2
21	20	BEST OF JERRY LEE LEWIS Smash SRS 67131	32
22	24	OKIE FROM MUSKOGEE Merle Haggard, Capitol ST 384	46
23	—	15 YEARS AGO Conway Twitty, Decca DL 75248	1
24	37	SINGER OF SAD SONGS Waylon Jennings, RCA Victor LSP 4418	2
25	25	WONDERS OF THE WINE David Houston, Epic BN 30108	13
26	26	JUST PLAIN CHARLEY Charley Pride, RCA Victor LSP 4290	42
27	27	A TRIP IN THE COUNTRY Roger Miller, Mercury SR 61297	8
28	23	GREAT WHITE HORSE Buck Owens & Susan Raye, Capitol ST 558	8
29	29	TAMMY'S TOUCH Tammy Wynette, Epic BN 26459	29
30	28	ELVIS' WORLDWIDE 50 GOLD AWARD HITS, VOL. I Elvis Presley, RCA Victor LPM 6401	15
31	34	LORETTA LYNN WRITES 'EM AND SINGS 'EM Decca DL 75198	22
32	30	ON STAGE—FEBRUARY 1970 Elvis Presley, RCA Victor LSP 4367	23
33	35	THIS IS EDDY ARNOLD RCA Victor VSP-6032	5
34	36	ONE NIGHT STAND Susan Raye, Capitol ST 543	6
35	31	COUNTRY FAIR Various Artists, Capitol SW 562	8
36	44	SKIDROW JOE—Down in the Alley Porter Wagoner, RCA Victor LSP 4386	2
37	42	I WOULDN'T LIVE IN NEW YORK CITY Buck Owens & His Buckaroos, Capitol ST 628	2
38	22	I NEVER ONCE STOPPED LOVING YOU Connie Smith, RCA Victor LSP 4394	11
39	41	BEAUCOUPS OF BLUES Ringo Starr, Apple SMA5 3368	2
40	43	COUNTRY SIDE OF ROY ROGERS Capitol ST 594	3
41	39	WORLD OF TAMMY WYNETTE Epic BN 503	26
42	40	MY LOVE/YOU KEEP ME HANGIN' ON Sonny James, Capitol ST 478	20
43	33	I'M ALRIGHT Lynn Anderson, Chart CHS 1037	7
44	—	BEST OF DOLLY PARTON RCA Victor LSP 4449	1
45	45	COUNTRY GIANTS Various Artists, Mercury SRM 2 606	2



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# MUSIC IN MUSCLE SHOALS

## 'People Come Here to Work'

By BILL WILLIAMS

Recently the Muscle Shoals area of Alabama voted, by a scant 118 votes, to remain bone dry. Somewhat surprisingly, this was not greeted by a loss by most members of the music industry there.

"People come here to work, not to drink or go to night clubs," was the general feeling. "This is what makes Muscle Shoals so successful."

Muscle Shoals, it should be pointed out, is many things. It is a small city, extended area, and a complete state of mind. Speaking geographically, is a section consisting of four towns in the northwestern area of Alabama, a very short distance from Mississippi and Tennessee. The four towns are Florence, Sheffield, Tuscombie, and Muscle Shoals City. Combined, the population is about 100,000. Three of these towns touch, and are accessible to each other by crossing the street. Florence is separated from the others by the Tennessee River, a river loaded with shoals, about which some legendary Indian is supposed to have said "it takes a lot of muscle to get those shoals," or something of that nature.

So when one speaks of Muscle Shoals, he normally is speaking of the four-town area, serviced by a jet airport which has been a blessing to the music community.

It is a region proud of its native sons, and daughters, and it has them galore—at least those who made their mark. Perhaps the greatest of them all was Helen Keller. In sports, it would have to be Joe Louis. But in music, the great W.C. Handy. He have gone to Memphis St. Louis and a few other places to write his blues, but he had his beginnings in Florence, and the section has just recently been paying him homage.

Another musical son was to follow somewhat in Handy's path many years later. Sam Phillips got his start there, and wound up in Memphis as one of the recording geniuses of his time. The area produced some of the greatest producers in the Nashville scene—Buddy Killen, Kelso Herston and Billy Sherrill (all of whom once worked with Rick Hall), and others from very close nearby towns such as Dan Penn of Memphis and Sonny James, George (Goober) Lindsey went to school

there. So did some of the great football players. at Florence State.

It was early in the 1930's when Henry Ford took a look at the power-generating potential of the government-built dams in the area, tried to buy Wilson Dam, and said he would build one of the largest cities in the world. It was to be called Ford City. The land speculators rush in, bought property, laid out sidewalks and streets, and the Ford deal fell through. That is the spot now known as Muscle Shoals City, and one can still see sidewalks among fields of weeds. Only in recent years has it really started to grow. The same can be said of the music industry. Consolidation of the four cities has been an issue in the area since 1933, but it may never happen.

The music business did happen, though, thanks—as usual—to a few with faith. Now it's one of the big money-producing industries of the region, with its five operating studios.

"Per capita we've got to be among the largest of them," said Rick Hall, one of those with faith. And the figures bear him out.

## FAME Studio Musicians Average \$25-35,000 a Year

Rick Hall was born in a small town in Mississippi, grew up in the smaller town of Phil Campbell, Ala., and then moved 30 miles to Muscle Shoals where he put it on the musical map.

It wasn't quite that simple, of course. But there is little argument that this plain-spoken, busy man from the South is the one who made it happen in Alabama. It's true the state produced Nat King Cole and Hank Williams and dozens of others, but they all went somewhere else. Hall settled down there in an old tobacco and candy warehouse, and made musical history.

As six-year-old youngster Rick was playing and singing country music with his sisters. His father was the singing-school teacher. By the time he was in high school, he had his own band, and the group finished second in a Future Farmer's band contest. In the service, Hall was a fiddler, but also played the bass and guitar. Serving his army stint around San Antonio, he played with some of the Western bands.

When Hall came home from service, the change had occurred. Country was in a decline, and everyone was going rock. So, he formed his own rock group called the Fairlanes, and his piano player (who doubled on the saxophone) was Billy Sherrill, now director of a&r for Columbia and Epic in Nashville. Together they started writing for a couple of their old buddies from the Muscle Shoals area: Buddy Dial, who had just gone with Jack Stapp at Tree Music, and Kelso Herston, who later was to work for Capitol in Nashville, and is now one of the city's leading producers.

It was strictly country music in those days, and Hall and Sherrill turned out songs for the Browns, Homer and Jethro, George Jones, Brenda Lee (before Brenda went pop) and others.

Since they were doing so well writing, Rick and Billy decided to form their own publishing company. They took the first four letters of their existing firm, and called it FAME, for Florence, Alabama, Music Enterprises.

### Arthur Alexander

Needing a facility for demonstration records, they bought a small studio, and did their demo's in Florence. Billy later decided to branch out on his own, and he moved to Nashville to work as a studio engineer

for Sam Phillips, another local boy, who hadn't yet reached Memphis. Rich bought out Billy's part in the publishing company.

Hall then borrowed \$5,000 and moved his new equipment to Muscle Shoals City, across the river, into a big building—the warehouse. He bought a 351 Ampex and four good mikes, and produced a record with the Fairlanes band playing the music. It was "You Better Move On," by Arthur Alexander, still another resident of the area. Rick, believing it was a hit, offered it to seven labels in Nashville. Randy Wood, who had Dot Records, finally picked up it. It was a smash.

Rick took the money and, for \$13,000, bought a lot and a concrete block building. Then he did his first session there. It was Jimmy Hughes singing "Steal Away" on the newly formed Fame label. He had tried to peddle this master, too, but no one would take it. He came home, almost disconsolate. An old friend, Billy Lowery of Atlanta, happened to be there.

"Bill had just had some reversals himself, and when I asked him what to do, he told me instead what not to do," Hall recalls. "But he gave me some good advice, and when I formed the label I sold 60,000 records before someone else picked it up."

Even that was a bad experience, though. The company that picked up the record went broke, and Hall never got his money. Nonetheless, he had by now become less and less involved as a songwriter and more as a producer. He also had proved his studio could provide a good sound. So he obviously was to become a studio man.

### Wide Open

Lowery was the first outsider to give it a try. Bringing in Tommy Roe for a session, he too, hit the Top 10. Felton Jarvis then came in and produced. So did Buddy Killen, and Buddy turned out three consecutive hits there for Joe Tex. Someone brought in Aretha Franklin, and Rick produced a hit record for her. The same thing for Clarence Carter, Wilson Pickett, and a pair who hadn't had a hit for a while until Rick produced them: Little Richard and Bobbie Gentry. There were literally hundreds of others.

Suddenly things broke wide open. "The studio was

in great demand, and people were wanting me to produce. But I had to have good songs, so publishing became very significant again," Hall said. Seeking to get the hit songs, he began signing good writers. Now he has them all over the nation, and his catalog has more than 800 songs.

All the while Hall was expanding his structure. He now has two large studios in Muscle Shoals, and one in Memphis. That's for the sake of those who don't want to bother going as far as Muscle Shoals, and to handle the overflow.

During his climb to success, Hall has had five different groups of musicians. The second group, including Norbert Putnam and David Briggs, are in the studio business in Nashville. The fifth group is in the studio business in Muscle Shoals, which is part of another story.

"My musicians here make an average of \$25,000 to \$35,000 per year a man," Rick said. "I have no trouble getting musicians. They are all under contract, are paid a minimum salary, and have no maximum. They belong to the Birmingham local, but they come from all parts of the country. They come from as far as Florida and Idaho."

Hall admits that his Fame Studio and his Fame Publishing Co. have really grown in seven years. This year alone (with six weeks to go at the time) he had personally produced 16 records which were in Billboard's Hot 100.

"I know you'll want to ask me why it happened in Muscle Shoals," Hall said. "Well, the musicians here were hungry. When I started things, they knew they had to make it. They put everything they had into making it work here. And the remoteness of the area is conducive to good recording. There is no hustle or bustle, no booze, no night life. When people come here, they come only to record."

Hall's original distribution and production arrangement was with Atlantic, which he calls one of the greatest of labels, and with Jerry Wexler, for whom he has nothing but kind words. His arrangement now is with Capitol, and it has been equally rewarding.

Although often called a "one-man operation," Hall

(Continued on page 48)

# Muscle Shoals Sound - Sort of a Commune

Muscle Shoals Sound, which is in Sheffield, really needs a scorecard to keep track of its many arms and branches, but it may soon need a computer to total its successes.

Just for the record, the Muscle Shoals Sound studio is owned by its four basic track musicians: Jimmy Johnson, the rhythm guitar player, who is president; Roger Hawkins, the drummer, who is secretary-treasurer; David Hood, the bass player, and Barry Beckett, the pianist.

The Muscle Shoals Sound Publishing Company, the BMI arm, is owned by these same four, plus Terry Woodford and George Soule' (Soul-lay).

The Formula Publishing Co., another arm, is owned by the above five, plus Phillip Mitchell.

The Muscle Shoals Sound Production Company is owned by the original four plus Terry Woodford, and it's run by Barry Beckett. And now the new Muscle Shoals Sound label is owned by the top four, plus Terry and George.

Every one of the owners is a musician except Terry Woodford, who's a writer and a self-described dictator.

If it is confusing to an outsider, it certainly is not to this dedicated group, who broke away from the Fame complex less than two years ago because they wanted to do things their own way.

"We wanted our own studio, some flexibility and a piece of the action," said a spokesman for the group. "We had played on 23 million-selling records, and were convinced we could do it on our own. We had seen records produced, had a part in the production, knew the feelings of the musicians and the artists, and were convinced we could make it." They did.

The first thing the original four did was to buy an existing four-track studio, and opened the doors for business. It wasn't long in coming. Rick Hall had moved from Atlantic to Capitol, and Atlantic—now accustomed to the Muscle Shoals sound and to these musicians—took their business to the group. Right off they produced such hits as "Take a Letter Marie" and "Oh Me Oh My."

Six months later the group cleaned out the cellar and installed a publishing company. And things have grown from there.

"We have sort of a commune here," said Woodford. "Our philosophy is simple. If a person contributes and makes money for us, he gets a piece of the action. We share the profits. Already we're having to build another studio next store. We'll use that studio for production and publishing work, and this studio will be strictly for custom work."

It's pretty hard to say which has been the most successful end of the operation. The studio is booked constantly; the production company is placing masters daily, and the publishing company has what may be a success unparalleled in the time period.

The publishing company (all BMI, since ASCAP was just started) has now out or just coming out singles by Brook Benton, Joe Tex, Lulu, Mavis Staples, The Emotions, Brenda Patterson, The Staple Singers, William Bell and Luther Ingram. In its short existence it has already had 60 singles cut, and has scores of album cuts. One writer, Phillip Mitchell, in a two-week period had 23 of his songs recorded. Mitchell currently is being groomed as an artist-producer. But, at MSS, everyone does everything.

"These are dedicated writers, willing to take direction," Woodford said. "I have a concept and they



PART OF the complex at Muscle Shoals Sound. Left to right, Barry Beckett, Phillip Mitchell, Alan Walden (Hustlers, Inc.), George Soule' and Terry Woodford.

must follow it. I'm a sort of dictator, but it seems to be working. But then, every department is showing results."

In the production end of things, there are 10 artists under contract. One of them, Paul Thompson, has just been released to Stax-Volt in Memphis. The first release is "What I Don't Know Won't Hurt Me." His next is "Having a Talk With Love."

There are several lease deals being worked out now, plus the use of the new MSS label.

All of the artists under contract are managed by Allen Walden of Macon, through his Hustlers firm.

The first song on the new label was tested in Houston and had tremendous response. It's a Katie Love and Four Shades of Black tune. Already Walden is negotiating to place her on the strip in Las Vegas. Phillip Mitchell, the great writer, has had his first release leased to Bang. It's called "Free for All." LP's are being produced now for the Smith Brothers and the Great American Middle Class.

Subscribing to the theory of opening the doors to everyone, the company has been having talent auditions every Sunday, but now even the Sundays are under demand for studio use. The company has had to set aside a week each month for its own production. The new studio will solve that problem.

To give an example of some of the companies now using the studio for custom work, there are Atlantic, Stax, Capitol, Bang, A & M, London, Epic, Happy Tiger, White Whale, Bell, Monument, Diamond, Metro-media, Jewell-Paula and Polydor.

All sessions are head arrangements. Nothing is written out. Virtually everybody has a hand in production. Brenda Patterson is produced by Barry Beckett and Terry Woodford. Katie Love by George Soule' and Roger Hawkins; Tamiko Jones by Beckett and Jimmy Johnson.

As for the talent using the Muscle Shoals Sound Studio, it sounds incredible, and is. The list includes the Rolling Stones, R.B. Greaves, Joe Cocker, Lulu, Johnnie Taylor, Leon Russie, Sonny & Cher, Herbie Mann, Solomon Burke, Carla Thomas, Ruby Winters, Arthur Conley, Soul Survivors, Avif Mardin, Walter Jackson, Mavis Staples, William Bell, American Eagles, Ted Taylor, Paul Davis, Ruby Winters, Paul Kelly, Dorothy Morrison, Linda Ronstadt, Ronnie Hawkins, Doug Kershaw, Tony Wine, Odetta, Margie Joseph, Albert King, Archie Bell & the Drells, Joe Tex, Eddie Floyd, King Curtis, Soul Children, David Porter, Duncan Payne, Danny O'Kief, Nick Lampe, Phillip Mitchell, Paul Thompson, Katie Love, Jim Jules, Buckie Wilkins, Baby Washington, The Rievers, Boz Scaggs, George Soule'. Sweet Inspirations, John Hannond, Aretha Franklin and Wilson Pickett.

The current studio is 35 by 25, with a 15-foot ceiling, and accommodates 12 musicians. There is a Universal-Audio console, 10 input and 6 output buses. The mikes are Electro-Voice, Neumann, Norelco, RCA, and Telefunken.

But more important, the sound is there. So are the people and the hits.

## Muscle Shoals Honors W.C. Handy

On Nov. 22-23, Florence, Ala., again honored its native son, William Christopher Handy, this time with the dedication of his restored log-cabin birthplace, the W.C. Handy Museum, and a blues concert that featured some of the nation's leading entertainers.

Members of Handy's family attended the festivities in what is hoped to be the beginning of an annual W.C. Handy Music festival in Florence in the Muscle Shoals area.

Born to former slaves on Nov. 16, 1873, in Florence, Handy achieved fame as a composer, bandmaster, cornetist and music publisher before his death in New York on March 29, 1958.

On the way to being acclaimed "Father of the Blues," Handy composed some of the greatest works, including "St. Louis Blues," "Beale Street Blues," "Memphis Blues" and many others. His biography states, "the first person to write down blues songs."

Sponsor of all the festivities is the Florence Chamber of Commerce. Its executive director, Jim Odum, detailed plans for all the events.

"W.C. Handy loved this town," Odum said. "In every account of his life that we've been able to get, he never failed to emphasize that he was from Florence, Ala." His fourth child, a daughter, who died in infancy, was named Florence.

Honoring Handy is nothing new for the city. There is a W.C. Handy School, Handy Heights Housing Project, Handy Recreation Center and Swimming Pool, and the entire neighborhood where he was born and reared is known as Handy Hill.

The original Handy home was in the middle of an urban renewal project years ago. The housing authority took down his home, one log at a time, numbered and stored them, and now has restored the home. In it now is his piano and trumpet, his wheelchair, many portraits,

original sheet music, and a large collection of other artifacts.

A concert was held Nov. 22 featuring top artists of the blues and jazz fields. Some 40 musicians from New Orleans were there, including the Ronnie Cole Trio, the Olympia Brass Band, Blanche Thomas, Lou Sino and the Bengals, Danny Barker and others. Also on hand were Maxine Sullivan, who sang "St. Louis Blues"; Eubie Blake and Noble Sissle, contemporaries of Handy who achieved fame with their own compositions such as "I'm Just Wild About Harry" and "Memories of You."

Members of the Handy family attending were Mrs. W.C. Handy, Charles E. Handy, a brother; two sons, W.C. Handy Jr. and Wyer Handy; his sister, Mrs. Mattie Handy Robinson, and a daughter, Mrs. Catherine Handy Lewis.

A parade and dedication ceremonies were held the following day.

Two years ago Candi Staton was singing in the choir at the Baptist Church in Birmingham, Alabama. Today she has an explosive string of hits behind her — "I'd Rather be a Young Man's Sweetheart," "I'm Just a Prisoner," and her recent "Stand By

Your Man" (over 750,000 copies to date). Now stand by for Candi's *next* two years.

Candi's new album comes out today. It's called "Stand By Your Man." It contains her last two hits, and her next one as

well. The new single is called "He Called Me Baby."

Stand by your radio.

Stand by your racks.

Stand by for Candi Staton, a new American singing star.

## Candi Staton Has Arrived!



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# Quincy Sound— The Natural Transition

Quin Ivy had worked in most of the music centers of the world, so he decided to become part of one.

A former disk jockey, he moved into the retail record business and then the production of records. "It was a natural transition," he said, "from playing them, to selling them, to making them." And he now is an integral part of the Muscle Shoals success.

Ivy worked in radio for 10 years at WMPS in Memphis, then WKDA in Nashville (under Jack Stapp, now president of Tree, Int.), then at Shreveport. He had begun in Oxford, Miss., and concluded at WLAY in the Muscle Shoals area.

In addition to seeing music companies grow in many of those cities, he had watched Stan Lewis operate the retail record business in Shreveport. "Stan stayed on top of things. He knew what the radio stations were doing, and what records were breaking. I decided to do the same," said Ivy.

So in 1963 he put in his retail record store in downtown Sheffield. One day, as the story goes, a customer came into the record shop and told Quin he was a singer. That customer, a hospital orderly, was Percy Sledge. Quin and Marlin Greene recorded him in an impromptu recording studio in the back, with the crudest of equipment, and Ivy had a tape on his hands with nothing to do with it.

To shorten the story, Ivy took the record to Rick Hall, who mailed it for him to Jerry Wexler, and Atlantic released the record. It was a top 10 record. Quin has produced all of Sledge's records since that time. His records, while selling well in this country, really are hottest in South Africa. Outgrossing every American in that country, his initial orders there are frequently 28,000 records.

Ivy two years ago built a new facility, away from

the downtown area, on Broadway Street, which looks unlike any Broadway street anywhere. It's a short-stretch of mostly open field.

Ivy two years ago built a new facility, away from his own acts, which include Sledge, Tony Borders, Buddy Causey and two new rock groups, Birnam Wood and Lynyrd Skynyrd. He also has a new artist, Stephen Foster (the name is real), and Male, a group from Raleigh, N.C.

As with the case of Muscle Shoals Sound, virtually all of the acts are managed by Hustlers of Macon, Ga., through Allen Walden.

"Allen will manage all the future acts, too," Ivy said.

All of this activity leaves the studio little time for custom work. However, in the past, some of the big names have come there to record, and they've come from as far away as France. Ivy, too, has done some of the Atlantic work.

Ivy currently is working with a new rhythm section, seeking to formulate an identity sound for his studio. In the past, the same musicians worked for him and for Rick Hall. Not so anymore.

The first prerequisite for working with Ivy is to stay away from any form of narcotic. "I use only clean, creative people," he said. "When I find them, I ask them to relocate here."

Ivy also brings in many self-contained groups to help solve the musician situation. Basically, he works with young people.

He has his own BMI publishing company, Quincy Music, and has just begun an ASCAP firm, South Camp.

David Johnson is his studio manager, while Paul Kelley is his maintenance engineer.

The 20 by 40 studio has virtually the same sound equipment as does the Muscle Shoals Sound Studio. And from that studio have come all the Percy Sledge hits, since that first one downtown, including "Warm and Tender Love" and "Take Time to Know Her."



QUIN IVY, center, joins hands with his management team of Eddie Floyd and Alan Walden, who have opened a production office in conjunction with Ivy's Muscle Shoals Quincy Studios.

## Widget— From Demos to Label

Ronnie Ballew built his Widget Sound Studio as a favor to a friend, a songwriter, who said writers in Muscle Shoals needed a place to do their demonstration records for publishers.

Now the former construction man is involved in the inevitable. His studio is doing demos, masters, custom work galore, independent production and has its own label.

All of this since last May.

"We're doing everything here now," said Ballew. We have R&B, soul, heavy hard rock, country, and we're going to do gospel. He wants total diversification.

Located on the same Jackson Highway "Music Row" area of Sheffield as most of the other studios, he already has placed one of his artists, George D. Corn, on the Hilltop Label. It's a country branch of Pickwick.

His next artist, Harrison Callaway, will be on the Widget Label. He sings soul.

"I really only intended to have this studio for writers' use," he said, "but we soon found the need for a master studio." The custom work has been coming without let-up, and Ballew finds himself working weekends as well as days and nights through the week.

"I've never written songs before, but I think I'll start now that I've found out what it's all about," he said. He has added his own publishing company, called Widget, naturally.

## FAME Studio Musicians Average \$25-35,000 a Year

• Continued from page 45

has a capable assistant in Jerry Masters, a studio manager and auditor in Frank Dailey (his uncle), chief engineer Mickey Buckins, and his other top officials.

All three studios are of the same size (including the one in Memphis). They are 25 by 50, with 20 foot ceilings. The control room has a Universal console, 12 input, 4 output. There are four electronic and four acoustic echo chambers.

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## **Paradox: Bearing Fruit**

The Paradox Studio in the Muscle Shoals area may have the most unusual reason in the world for its name.

"We were a couple of science fiction writers," said co-owner Bill Cofield, "and we considered starting a magazine. We were going to call it Paradox. When we decided to go into the music business instead, we called our studio Paradox."

And, paradoxically, the studio is located in downtown Sheffield, in the same spot where one of its early hit records was made. It's the location of the early Quin Ivy Studio, where Percy Sledge was first cut.

"Neither my partner, James Thomas, nor I work at this full-time," said the onetime saxophone and flute player. "I'm a draftsman and he's an electrical engineer, and we just have a few artists now."

One of those artists is Charlene and the Soul Sere-naders, whose master has just been leased to Stax. Another is Roy Abernathy, and Cofield is trying to lease his first release.

It is somewhat paradoxical, too, that Cofield played saxophone in that same studio for the first Sledge record. "Of course, it's all changed now, and all the equipment is new," he said. "But I played on this one, and then I played for three and a half years at Fame, with the same group that now has Muscle Shoals Sound."

Cofield said he long had wanted his own studio, and kept looking for a partner. Eighteen months ago he found Thomas, a former Navy electronics officer from Memphis, and they began.

They built the new studio with its four tracks, and began work on demos and masters. Now it has just begun to bear fruit, and Cofield expects to be part of the explosion in the industry which he feels it taking place throughout Muscle Shoals.

Meanwhile, he and his partner continue their full-time, non-music jobs.

## **Kontention Content**

Although it is 65 miles from the Muscle Shoals area, the city of Huntsville takes a great deal of the credit for the growth of Northern Alabama because of its Space Flight Center.

And now there is Kontention Sound, Ind., a music complex, which has sprung up in the Huntsville region. It is the first multi-track recording company in the history of the city. And with it are two publishing firms, Kirkwood (BMI) and Oster (ASCAP).

The company was formed by Stan Ryan, president, a Huntsville businessman; Nelson Larkin, a songwriter and public relations man, who serves as vice president; Jim Barte, treasurer and chief engineer, and former owner of his own demonstration studio, and Roger Murrah, a recording artist and writer, who is secretary.

Murrah, a spokesman for the group, said the company is cutting or will cut every kind of music: gospel, country, soul, rock, etc.

Since its founding in August, the firm has added Norman Stephens, a songwriter and former city detective, who wrote "Long Road to Houston," recorded in a Flatt & Scruggs LP. Another song has been placed with Roy Rogers.

Murrah said the company is "negotiating with three major labels" to place Stephens as an artist. The company also has cut the Mike Thomas Expedition, produced by Aaron Varnell, a onetime musician at Fame in Muscle Shoals.

The studio musicians at Kontention, all from the Huntsville-Decatur area, are Boyce Dilbeck, Joe Honea, Henry Lowery and Roddy Taylor.

Murrah said there are plans for "two major recording companies to produce the majority of their acts at Kontention." Right now, emphasis is being placed on artists of their own. Although no production company has been formed as yet, one is planned for later on, and two of the musicians also work as producers. Working into jingle production, the studio has done a package for a local station.

The most immediate project is doing an album with The Harmonettes, a gospel group which will be released on the Kirkwood label for regional distribution.

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# Gospel Music

## 3 Major Groups to Produce 1st Feature Package Show in N.C.

NASHVILLE—The first feature package ever to be assembled in the gospel line of entertainment will premiere on New Year's Day in Raleigh, N.C., at City Auditorium. The event will be sponsored by Clyde Baker Promotions.

Three of the most prominent groups in the gospel idiom of entertainment have joined forces to produce this show, with new sounds and new approaches in concert performances. They are the Oak Ridge Boys, the Rambos and the Stamps Quartet.

Each group will be presented singularly, and the new, youthful sounds of Reba Rambo, Tony Brown and Gred Gordon will join under the name of "Charity's Children."

The three name groups, the Gospel Festival Band and Charity's Children then will combine for a chorale presentation and the finale. Additionally, a play, "The Three Nails," will be presented featuring J.D. Sumner, Dottie Rambo, Reba Rambo, Kenny Hicks, Tony Brown and Willie Wynn. This play, created by members of each of the participating groups, concerns three spikes of metal used in the crucifixion of Christ.

Presented with the Gospel Festival Band and combined voices in chorus, with the utilization of specially created lighting and sound effects, this play rounds out the final touches to the closing of this package.

### Word Chief Named By Bible Week

NEW YORK — Jarrell F. McCracken of Waco, Tex., president of Word Records, has been named chairman of the Recording Industry Committee of National Bible Week.

Bible Week is jointly sponsored by the Laymen's National Bible Committee, the American Bible Society and the Catholic Biblical Association of America.

Word, Inc., specializes in recording sacred songs, gospel and rock hymns and folk music, publishing music, and organizing travel programs offering religious-interest tours. McCracken also is president of the Waco Symphony Orchestra.

Eight months of rehearsals, new musical arrangements, sets, costumes, rescheduling of dates and a conglomerate effort have gone into the backing of this new step in gospel entertainment.

"Gospel Festival USA" will follow the premiere opening with performances scheduled in Sa-

lem, Va., Jan. 2; Martinsville, Va., Jan. 3; Shreveport, La., Jan. 7; Houston, Jan. 8; Fort Worth, Tex., and Columbus, Jan. 16.

The package is represented in bookings by the Don Light Talent Agency and the Summar Talent Agency, both of Nashville.



THE VOCALARIES are a leading gospel group. They hail from Newport News, Va. The Vocalaries have been singing for the past six years on Pinewood Records and have produced such recordings as "Live Right"/"Jesus Meet the Woman"/"If You Miss Me"/"Jesus I Love Thee"/"Going to Live Jesus." Their latest is "There Must Be a Heaven."

## Nashville Scene

• Continued from page 44

did a medley and a couple of encores. . . . Merle Haggard has been cutting a sacred LP in a west Tennessee church. . . . WBAP's Bill Mack has written Connie Smith's newest single, due out any minute.

Ted Daffan is launching a new act in Houston. The group is known as the Pickering Brothers (John and Bill), and the great songwriter of the old days will produce them. They'll sing some Daffan material, and some written by John Pickering. Ted also will publish the tunes. . . . Irene Danner had great acceptance in her performance at Panther Hall. . . . Bobby Lewis of United Artists has been booked back into the Golden Nuggett—which he just finished playing—next spring. Bobby worked in El Paso and Dallas enroute back home, then caught a plane for Hawaii. . . . Jimmy

Dickens will have played in 220 different dates this past year. . . . The Nashville Symphony saluted the "Grand Ole Opry" in a recent program for young people. . . . Patsy Stanley, the "girl Friday" at Music City Recorders, has made her debut as an actress. Playing in the Barn Theater production of "Lo and Behold," Patsy is the show-stopper. . . . C.B. Kelton of NAP Records has just released two singles. One is "Rainy Night in Georgia," and the other is a Christmas season song, both produced by Andy Anderson. . . . Bobby Bare is about to leave on another extended tour of Germany, where his popularity is unbounded.

Peter Sayers, Norman Blake and Bill Humble, still winning audiences at colleges, play Florida State, the University of Florida, Stetson, Cumberland, Morris Harvey, and then will cut an album in concert. . . . The U.S. Air Force has completed another series of its "Country Music Time" radio shows at Music City Recorders. . . . The country needs of the Palm Springs, Calif., area are now being served by KGUY Radio. The staff there now consists of Robert Walker, Lee Scott and Barney Raines. Walker is operations director. The station now is owned by Bear Broadcasting. . . . Charlie Louvin is now set with his band, with Jim Alley, his front man, about to sign a contract with Capitol Records. Others are Rocky Stone, Vic Thomas, and Dick Miller. Dianne McCallam, who appears on his show, has signed with Mega. . . . Jeannie C. Riley's new single, "My Man" is from her LP "Generation Gap." . . . The LeGarde Twins from Australia, booked and managed by Jack Roberts of Bellevue, Wash., have received a heavy work schedule as a result of their appearances at Washington and Oregon fairs.

## Shaped Notes

The Oak Ridge Boys plan some experimentation. Recently selected as the No. 1 male quartet in gospel music, the group will appear in concert at Vanderbilt University Monday (30). Already totally accepted at smaller colleges, the gospel group now is seeking reception for this type of music at the major universities. . . . "Natural High," the new folk musical by Ralph Carmichael and Kurt Kaiser, now has opened to enthusiastic acceptance before audiences in West Palm Beach, Fla., Atlanta, San Antonio and Oklahoma City. The four regional premieres are part of a nationwide series of 35 productions that follow the world premiere last month on the Baylor campus in Waco, Tex. In Florida, four thousand persons watched the show. In Atlanta, it was performed before more than 3,000. In San Antonio, it drew almost 3,000, the largest crowd ever in the Hemisfair Theatre. In Oklahoma, the audience numbered 4,000. Among the cities scheduled to see "Natural High" in the near future are Los Angeles, New York, Houston, Dallas, Fort Worth, Seattle, Memphis, Nashville, Tulsa, Dayton, Springfield, St. Louis, Kansas City and Birmingham.

The Thrasher Brothers performed for the third straight year before the Continental Trailways Awards Banquet for Safe Drivers. . . . Two overseas tours are planned in 1971 by the Blackwood Brothers, including one to Hawaii in January. The other will go to Europe and the Holy Land in July. . . . A gospel singing spectacular will be staged in Memphis next June in memory of R.W. Black-

wood and Bill Lyles who lost their lives in a plane crash in 1954. The program will feature the Rambos, the Oak Ridge Boys, The Statesmen, the Stamps Quartet and the Blackwood Brothers on the first day; on the second day it will be the Imperials, the Downings, the Blackwood Singers, the Orrells, the Hemphills, the Statesmen and the Blackwood Brothers again. . . . Willa Dorsey, Word Records' gospel artist, was a guest soloist on the Lawrence Welk Show this past week. Her appearance on the show is the fulfillment of a promise Welk made when he heard her sing at the Hollywood Palladium in June.

Sixteen gospel groups have been signed to perform at the prestigious Old Mill Outdoor Theater near Branson, Mo., and Fantastic Caverns at Springfield, Mo. next year. Among them are seven groups who have never performed for the Trimble-owned enterprises. They are the Galilleans, Coy Cook & the Senators, Rebels, Singing Rambos, Orrells, Imperials and Inspirational. Returning from last year's schedule are the Florida Boys, Blackwood Brothers, Statesmen, Thrasher Brothers, Stamps, Downings, Prophets and Dixie Echoes. . . . Albert E. Brumley's "I'll Fly Away" has been recorded this year by Jerry Lee Lewis, Mercury; Connie Smith, RCA; Billy Walker, MGM; Carl Perkins, Columbia; Bobby Bare, RCA; Charlie Walker, Epic; Sego Brothers and Naomi, Songs of Faith; Rex Hubbard, Heart Warming; Ray Charles Singers, and others.



ONE OF THE nation's major gospel singing aggregations in the field, the Gospel Kings, has been around for 10 years, the past seven on recordings. Their Pinewood Records disk of "If It Wasn't for the Lord" introduced them to the ranks of the major gospel record artists. The Kings have had several good sellers, "Jacob Ladder"/"Angels Watching." Their latest release, "I Got Shoes"/"You Better Run," is currently breaking strong in many areas across the country.

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## London Ties Campaign to Mehta, de Larrocha Tours

NEW YORK—Special promotions coinciding with tours by conductor Zubin Mehta and pianist Alicia de Larrocha are being run by London Records. London also has special Christmas promotions for a new recording of Handel's "Messiah" and a highlights disk on Bach's "Christmas Oratorio."

Specials also are being run for an eight-record specially priced set of Brahms solo piano music by pianist Julius Katchen and a specially priced five-LP package of Sibelius' complete symphonies with Loren Maazel and the Vienna Philharmonic.

The Mehta promotion includes two albums of material with the Los Angeles Philharmonic that were performed during their recent East Coast tour; a sym-

phonic works of Bruckner and Richard Strauss. A third Mehta set features cellist Janos Starker in Bloch with the Israel Philharmonic.

Baritone Robert Merrill's recent celebration of 25 years with the Metropolitan Opera is being observed with a special album with sopranos Renata Tebaldi, Joan Sutherland and Leontyne Price.

Miss Sutherland also is featured in the three-LP "Messiah" package with mezzo-soprano Huguette Tourangeau, tenor Werner Krenn, baritone Tom Krause, the Ambrosian Singers and the English Chamber Orchestra, Richard Bonyngue conducting.

Miss De Larrocha's first albums for London, one of 20th

century Spanish piano music and the other of Grieg and Schumann, are being promoted along with her U.S. tour, which includes a recital in the Great Performers at Lincoln Center series.

### 1st 'Bolena'

Special efforts also will be geared toward the first recording of Donizetti's "Anna Bolena," a four-LP package with sopranos Elena Suliotis and Marilyn Horne, tenor John Alexander, bass-baritone Nicolai Ghiaurov, and the Vienna State Opera Chorus and Orchestra, Silvio Varviso conducting.

The continuing observance of the bicentennial of Beethoven's birth has a set by the Weller Quartet, which is completed by a Haydn piece. Cellist Mstislav Rostropovich and pianist Benjamin Britten offer a coupling of Schubert and Bridge.

Karl Muenchinger conducts the "Christmas Oratorio" with Elly Ameling, Helen Watts, Peter Pears, Krause, and the Stuttgart Chamber Chorus and Orchestra. The chart success of Miss Sutherland's two-LP "French Opera Gala" has resulted in the disks being issued separately. Bonyngue conducts L'Orchestre de la Suisse Romande.

## Elinor Ross Handles 'Tosca' Bow Sensitively, Effectively

NEW YORK—Soprano Elinor Ross sang the title role in Puccini's "Tosca" for the first time at the Metropolitan Opera Nov. 17 sensitively and effectively. Miss Ross, who made an impressive Met debut last spring as another Puccini heroine, Turandot, has a full voice, which she uses stylishly.

The Third Act was especially impressive for her, but notable segments also filled the Second Act, such as her phrasing as Scarpia died. Scarpia is well suited to baritone Anselmo Colzani's smooth style. It again proved one of his best roles.

Tenor Sandor Konya, who has recorded for Deutsche Grammophon and Decca, replaced the indisposed Placido Domingo as Cavaradossi. Cast changes may have been responsible for some of the looseness in the performance conducted by Francesco Molinari-Pradelli, who has recorded the work for London.

He was boosted in Angel's

program ad as was Regine Crespin, originally slated for Tosca. Domingo was promoted in RCA's program ad. As the Sacristan, Paul Plishka continued to demonstrate that he's a basso buffo to be accounted for in the future. **FRED KIRBY**

## 'Walter' Tedious; Trampler

NEW YORK—Walter Trampler, the world's premier violist, wasn't served well by Larry Austin's "Walter," a mixed media work that had its world premiere at Alice Tully Hall, Nov. 21 on commission of the Chamber Music Society of Lincoln Center.

"Walter, a Film Composition and Theater Piece," utilized film and electronic tape. Trampler played viola and viola D'amore, which were inaudible. His wife, Karen Phillips, also played viola and also performed on stage and in the audience. The idea may have been good,

but too much of it was gimmicky and predictable, making sections tedious rather than inventive.

Trampler's brilliance, however, shown in the rest of the program, which contained Ariosti's "Lezione III" for Viola, and Schumann's marvelous "Maerchbilder." Anthony Newman, who records for Columbia, was Trampler's excellent associate in the Ariosti, while Charles Wadsworth, the society's artistic director, proved capable in the Schumann. RCA and Columbia are Trampler's major labels. **FRED KIRBY**

## CBS LP's Win German 'Oscars' —'Trojans,' Davis, Gilels Cited

HAMBURG—Twenty-seven "Deutsche Schallplattenpreis 1970" awards were made by 48 critics from a total of 320 recordings from 22 German and foreign companies.

### 'Sub' Thomas Scores

NEW YORK—Michael Tilson Thomas, replacing Seiji Ozawa, conducted another excellent Boston Symphony concert at Philharmonic Hall, Nov. 20. The orchestra's 25-year-old associate conductor, who is scheduled to conduct two of the orchestra's five Philharmonic Hall pairs this season, leaves the impression that tomorrow (in conducting) has arrived today.

Only Liget's difficult "Atmospheres" remained from the program originally slated for Ozawa, who was forced to cancel his appearance because of illness in his family. The range of works, which included Beethoven's "Symphony No. 8," Piston's "Symphony No. 2" and Ravel's "La Valse," again demonstrated the young conductor's wide range of interests. He's a well-schooled exciting conductor, Deutsche Grammophon Records, which now has the Boston, is fortunate in having Thomas' first conducting album among their first release by the orchestra. And there's more to come, including Tchaikovsky's "Symphony No. 1."

**FRED KIRBY**

As a result of the voting, five CBS classical albums received Deutsche Schallplatten awards for 1970.

The CBS albums are Stravinsky's "Rite of Spring," performed by the Cleveland Symphony conducted by Pierre Boulez; Debussy's "Pelleas et Melisande," Boulez conducting the Covent Garden Orchestra and Chorus; Mahler's "Des Knaben Wunderhorn," New York Philharmonic, with Walter Berry; Schumann's "String Quartets Nos. 1-3," Schumann's Piano's Quartet and Quintets, Juilliard String Quartet, Glenn Gould and Leonard Bernstein, and Dvorak's "Symphonies Nos. 7 and 9," Cleveland Orchestra conducted by George Szell.

The German record industry's annual prize-giving, sponsored by the trade papers Fono Forum, Musica and Hifi-Stereophonie, also made awards to the Philips recording of Berlioz's "The Trojans," conducted by Colin Davis. Davis received another award—for his conducting of Berlioz' "Requiem," also on the Philips label.

Emile Gilels was awarded a Deutscher Schallplattenpreis for his performance of Beethoven's five piano concertos on the Eurodisc label with orchestra conducted by Szell. A further prize went to Claudio Arrau's Philips recording of two

(Continued on page 73)

Billboard SPECIAL SURVEY For Week Ending 12/5/70

## BEST SELLING Classical LP's

This Month	Last Month	TITLE, Artist, Label & Number
1	1	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC. PRESENTS SWITCHED-ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194
2	2	BERLIOZ: LES TROYENS (5 LP's) Vickers/Veasey/Various Artists/Chorus & Orchestra of the Royal Opera House, Covent Garden (Davis), Philips 6709.002
3	24	MEYERBEER: LES HUGUENOTS (4 LP's) Sutherland/Arroyo/Various Artists/New Philharmonia (Bonyngue), London OSA 1436
4	4	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC. PRESENTS THE WELL-TEMPERED SYNTHESIZER Walter Carlos, Columbia MS 7286
5	16	TCHAIKOVSKY: 1812 OVERTURE Los Angeles Philharmonic (Mehta), London CS 6670
6	3	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM SIE ST 13
7	39	FRENCH OPERA GALA (2 LP's) Joan Sutherland, London OSA 1286
8	5	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LSC 2576
9	—	MOZART AND STRAUSS ARIAS Beverly Sills, ABC ATS 20004
10	17	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Anda/Camarata of the Salzburg Mozarteum Academica (Anda), DGG 138783
11	12	ORFF: CARMINA BURANA Mandac/Kolk/Various Artists/Boston Symphony (Ozawa), RCA Red Seal LSC 3161
12	13	BEETHOVEN'S GREATEST HITS Various Artists, Columbia MS 7504
13	—	BEETHOVEN: CONCERTO IN C FOR VIOLIN, CELLO & PIANO Oistrakh/Rostropovich/Richter, Berlin Philharmonic (Karajan), Angel S 36727
14	6	BELLINI: NORMA (3 LP's) Sutherland/Horne/Various Artists/London Symphony (Bonyngue), London OSA 1394
15	—	DVORAK: SYMPHONY NO. 8 Cleveland Orchestra (Szell), Angel S 36043
16	10	DUETS FROM NORMA & SEMIRAMIDE Sutherland/Horne/London Symphony (Bonyngue), London OS 26168
17	—	ART OF THE PRIMA DONNA, VOL. III Leontyne Price, RCA LSC 3163
18	18	SHOSTAKOVICH: SYMPHONY NO. 13 (Babi Yar) Philadelphia Orchestra (Ormandy), RCA Red Seal LSC 3162
19	—	DEBUSSY: PELLEAS AND MELISANDE (3 LP's) Suederstrom/Minton/Various Artists/Royal Opera House, Covent Garden, Orchestra & Chorus (Boulez), Columbia MB 30119
20	14	CHOPIN'S GREATEST HITS Various Artists, Columbia MS 7506
21	—	THE COPLAND ALBUM (2 LP's) New York Philharmonic (Bernstein), Columbia M2 30071
22	11	MAHLER: SYMPHONY NO. 1 London Symphony (Horenstein), Nonesuch NS 71240
23	7	BACH'S GREATEST HITS Various Artists, Columbia MS 7501
24	20	MAHLER: SYMPHONY NO. 2 (2 LP's) Mandac/Finnila/Philadelphia Orchestra (Ormandy), RCA Red Seal LSC 7066
25	32	BEETHOVEN: NINE SYMPHONIES (8 LP's) Berlin Philharmonic (Karajan), DGG-2720 007
26	19	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orchestra (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176
27	21	BEETHOVEN: SYMPHONY NO. 9 Various Artists/London Symphony & Chorus (Stokowski), London Phase 4 SPC 21043
28	25	VERDI: REQUIEM (2 LP's) Arroyo/Domingo/Various Artists/London Symphony (Bernstein), Columbia M2-30060
29	15	SCENES AND ARIAS FROM FRENCH OPERA Beverly Sills, ABC ATS 20002
30	31	CHOPIN ALA MOOG Hans Wurman, RCA Red Seal LSC 3171
31	33	STRAUSS: DER ROSENKAVALIER (4 LP's) Crespin/Various Artists/Vienna Philharmonic (Solti), London OSA 1435
32	26	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Red Seal LSC 2609
33	30	BEETHOVEN SONATAS Glenn Gould, Columbia MS 7413
34	28	STRAUSS: ALSO SPRACH ZARATHUSTRA Los Angeles Philharmonic (Mehta), London OSA 6609
35	38	BEETHOVEN: SYMPHONY NO. 9 Philadelphia Orchestra (Ormandy), Columbia MS 7016
36	22	BRUCKNER: SYMPHONY NO. 8 (2 LP's) Cleveland Orchestra (Szell), Columbia M2-30070
37	8	STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orchestra (Ormandy), Columbia MS 6547
38	35	VERDI: REQUIEM (2 LP's) Caballe/Vickers/Various Artists/New Philharmonia (Barbirolli), Angel S 3757
39	9	ROSA PONSELLE—NORMA AND OTHER FAMOUS HEROINES RCA Victrola VIC 1507
40	—	THE BEETHOVEN ALBUM (4 LP's) Various Artists, Columbia M4x 821

# Coin Machine World

## MGM Records To Exploit Jukeboxes

• Continued from page 1

tion here recently. He advocated more record programming seminars around the country. The label will debut the plan here.

In advocating a variety of joint MGM-operator promotional efforts, Handwerger assured his audience, "We will provide



MGM'S Sol Handwerger (left) is carrying label promotion beyond the familiar post he always occupies at the annual jukebox show.

the materials. All you have to do is give us the go-ahead."

He called on other record labels to join MGM in the jukebox promotion experiment.

Promotional procedures Handwerger said MGM is prepared to implement immediately include preparation of a host of point-of-sale materials and innovation of a "pick hit of the week" program that would involve local radio stations in a cooperative effort.

"We need more promotion at the location level," Handwerger said. "We will provide you streamers, window cards, artist photo giveaways, and tent cards to call attention to fast-rising artists and hit tunes. Title strips just aren't enough. These signs will remind customers that the artist he's been hearing on the radio and seeing on television is also on the jukebox.

"We'll provide show-cars for the location's windows, with pictures of the stars, titles of tunes. We'll make up souvenir give-

(Continued on page 58)

## Jukebox Poll: Yule Hits Sag, Oldies Fill Gap

By EARL PAIGE & GEORGE KNEMEYER

CHICAGO — The nation's jukebox operators are hoping for a big Christmas single but are playing it safe by programming their cache of evergreens stored in libraries, a survey shows.

In an effort to boost Christmas singles sales, Star Title Strip Co. is furnishing one-stops with an exhaustive list. The firm's general manager, William

(Continued on page 54)

## MOA to Add Services; Meet Nashville Labels

BY RAY BRACK

RICHMOND, Va. — Music Operators of America (MOA) leaders Les Montooth and Fred Granger told Virginia jukebox operators that MOA's services will be improved and new ones needed will be added. MOA will meet with recording company executives during its spring board meeting and will work to form more state groups—possibly a Tennessee organization.

During the Music Operators of Virginia meeting, Kenneth O'Connor was elected president (see Association Digest).

Montooth, MOA's new president, repeated the association service philosophy he outlined

three weeks ago in West Virginia:

"We intend to let no MOA services decline. We will improve them to meet changing conditions so, in effect, they become new services. We will not add new services just by adding services. We are studying the possibility of adding business and financial services."

MOA executive vice president Granger devoted his time to one service, the national association's publicity drive. As he did at West Virginia, Granger played a transcription of a Chicago radio program that treated

(Continued on page 56)

## Plug Publicity for Jukebox Patrons

CHARLESTON, W. Va.—Operators and distributor representatives attending the recent West Virginia Music & Vending Assn. convention here would like to see the industry's hardware manufacturers revive the practice of providing lay publicity materials with new machines.

The dominant topic of the convention was trade publicity, with the Fred Granger of Music Operators of America (MOA) inspiring the local operators to renewed efforts by playing a broadcast tape containing the most favorable industry publicity since Esquire Magazine ran an article called "Mother Is A Pinball Machine" in 1966.

In informal discussions following Granger's presentation, several operators recalled that manufacturers used to provide

press packets to their customers to enable them to stage local news conferences and press parties when new models of jukeboxes and games arrive to be routed.

"It would be worth going back and trying this again," said former association president Buddy Hunt, a Welch, W. Va. operator. "I know the general public is interested in the entertainment we provide them and the machines we use to provide it. The manufacturers could tie in with MOA's public relations campaign this way. And my relations with the local papers are

good. I could get some coverage."

Outgoing West Virginia president Al Bloom, of Logan, also thinks the idea has merit. "The public is fascinated by technology, and coin machine technology is one of the most fascinating new areas."

Charleston, W. Va. operator Jerry Derrick, another former association president, has a good working relationship with West Virginia's largest television station as a result of his involvement in championship drag racing.

(Continued on page 58)

## Intl Jukebox Survey

By LUBOMIR DORUSKA

PRAHA VINOHRADY — The jukebox business in Czechoslovakia is still in its beginning stage. The local industry does not produce any jukeboxes and the import of Western produced boxes is made very difficult by the country's lack of convertible currency. In spite of that, recent years witnessed a striking rise both in the number of jukeboxes in the country and the total returns grossed. In 1966, only several jukeboxes were in operation, but by 1969 there were 1,000. The absolute height of these amounts, of course, is still rather low—the total amount grossed by jukeboxes in 1969 corresponds roughly to 1.6 percent of the total grossed by the sales of single records in Czechoslovakia in 1968.

(Continued on page 56)

## N.Y. Jukebox Firms Push 'Roses' Single

NEWARK, N.Y.—Musicanza Records' Al Rubin and John Bilotta teamed up recently as hosts for a party of jukebox operators at which Johnny Desmond's "Red, Red Roses" recording was promoted. Bilotta, a Wurlitzer distributor and promoter of the local Jackson Perkins Rose Gardens, said the song was a natural tie-in for him and is ideal adult programming. About 30 operators attended the affair and met Desmond.

## ELECTION EFFECTS

### See 'Tough' Royalty Battle

• Continued from page 1

majority on the Senate Judiciary Committee are in favor of this artist royalty."

The artist royalty, which would levy a \$1 fee per box per year (in addition to the \$8 performance royalty offered by the industry and approved by the House and the Senate Copyright subcommittee), has been ap-

proved by the Senate Copyright subcommittee. The vote was 4 to 1.

"But we have by no means lost," Allen assured his audience. "One of the senior Senators on the Judiciary Committee, where the amendment must next be considered, is for us and will introduce an amendment to knock out the royalty and other objectionable features like the 50-cent-per-machine registration fee.

"It will be a close vote. All we need are one or two more Senators on our side for it to be beaten in the Judiciary Committee.

"One of your Virginia Senators—maybe both—is with us in this battle. So do your homework here as you have so well in the past."

Allen pointed out that the recent elections removed two Democrats from the Senate Ju-

(Continued on page 54)

## Max Hurvich Dead

BIRMINGHAM—Max Hurvich, 69, prominent jukebox distributor and bulk vending industry leader, died Nov. 25 here as a result of an apparent heart attack.

## New Equipment



Bally—Four-Player Flipper Game

Free balls are featured prominently in the new See Saw by Bally Manufacturing Corp., and can be obtained in a number of different ways. The mystery free balls are delivered to the shooter tip and when the free ball light is lit through the 00-90 unit, free balls may be obtained through two different exit gates which are opened by skill shots. A ball exiting through the bottom gate scores 1,000 points en route to the shooter tip, while a ball escaping through the bottom gate is worth 3,000. Two separate bonus indicators are featured on See Saw, with each stepping up 100 points to a top of 1,000 when various bonus advance targets are hit. The kickback feature is also employed, in which a ball shot into the left out lane scores 1,000 points and is immediately kicked back to the playing field.

## VA. ASSN HITS LONG 45's

RICHMOND, Va. — The Music Operators of Virginia has gone officially on record as strongly opposed to singles that play longer than three minutes.

In their convention here Nov. 21, the group passed without dissent a resolution calling on "all U.S. record manufacturers to cease producing records playing longer than three minutes."

The resolution observes that the labels are releasing a lot of "five and six-minute records."

The association secretary is directed by the resolution to mail a copy of it with a covering letter to all record companies.

Newport News operator John Cameron, author of the resolution, said he hoped MOA president Les Montooth and executive vice president Fred Granger—both present at the convention—would "spread the word" to other state groups about the Virginia record-length resolution.

"I hope every state group passes a similar resolution," Cameron said.

Veteran Baltimore distributor Sam Weitzman, also an MOA director, expressed strong approval over the resolution. "I would urge MOA to take up this battle," he said.

Oldies Plug Jukebox Xmas Hit Gap

Miller, said: "Orders normally come in before Thanksgiving, but operators are a little slow this year."

that's the kind of hit we need. "We have so many Christmas records that just aren't played. They're the same old thing each year. Some locations have told me not to bring any country Christmas records around, but really, the only new Christmas records that have done anything recently have been country."

Locations often want more Christmas records than are feasible, according to John Masters, Missouri Valley Amusement Co., Lee's Summit, Mo. "Some want us to bring 10 but very few are ever really played."

Masters said he will program "just as few as possible." He said: "We consider Christmas records a dead loss—they really don't make any money. However, since we rarely buy new ones, the loss isn't too great."

Masters, as with several other operators contacted, said his

local one-stop (Davidson's in Kansas City) furnishes new title strips for some of the recordings pulled out of the Missouri Valley library.

Among those programmers already putting out Christmas recordings was Morgan (Chick) Metcalf, Rapids Coin Machine Service, Wisconsin Rapids, Wis. "We started early in our clubs where they are planning Christmas parties," he said.

Metcalf said he generally puts out three or four singles and a Little LP. "If the location really goes for Christmas records, we'll put on six."

The top numbers for Metcalf are Jim Reeves' "An Old Christmas Card," Crosby's "White Christmas" and "Jingle Bell Rock" by Brenda Lee. He also regularly uses "Rock Around the Christmas Tree" by Brenda Lee and uses some copies of Andy Williams' "White Christmas." In teen spots he uses Elvis Presley's "Blue Christmas."

Radio Doctors One Stop supplies Metcalf with new strips and he especially prefers the decorative ones.

In Roswell, N.M., Ginsberg Music programmer Charles Ely said he also will buy very few if any new Christmas records, preferring to program from a list of about 15-20 standards from the library.

"If a really new record by a popular artist comes out, I'll probably buy it. I bought one by Buck Owens last year." He said he begins programming Christmas recordings right after Thanksgiving.

"We usually only put on about three or four Christmas records per jukebox," said O.W. Christianson of Christy's in Malta, Mont., "and these usually are just the standards, such as 'White Christmas' and 'Silver Bells.'" He said that the company hasn't programmed Christmas records on jukeboxes in teen locations for the past two years and probably won't again this year.

Billie McLain, programmer for Eastern Music here, said he'll begin programming Christmas records Monday (30). "We program about four each year on all the jukeboxes," he said. "They are basically the same songs each year, unless something comes along that grabs the people." He pointed out that Christmas records neither increase nor decrease revenue from the jukeboxes.

Christmas Jukebox Singles

PITTSBURGH—In a special effort to assist jukebox programmers, Star Title Strip Co. here compiled an exhaustive list of Christmas singles. William Miller of Star said title strips will be available. The following is a partial listing:

- A&M: Herb Alpert and Tijuana Brass, "Christmas Song"/"My Favorite Things," 1001; Claudine Longet, "I Don't Intend To Spend Christmas Without You"/"Snow," 895. ALADDIN: Charles Brown, "Merry Christmas Baby"/"Black Night," 3348. ARGO: Ramsey Lewis Trio, "Winter Wonderland"/"Santa Is Coming to Town," 5377; Ramsey Lewis Trio, "Jingle Bell"/"Egg Nog," 5488. ATLANTIC: Carla Thomas, "Gee Whiz, It's Christmas"/"All I Want For Christmas Is You," 2212; The Drifters, "The Christmas Song"/"I Remember Christmas," 2261; Solomon Burke, "Presents For Christmas"/"A Tear Fell," 2369; Clarence Carter, "Back Door Santa"/"That Old Time Feeling," 2576. CADET: Ramsey Lewis Trio, "Day Tripper"/"Rudolph, The Red-Nosed Reindeer," 5553; Ramsey Lewis, "Mary's Boy Child"/"Have Yourself a Merry Little Christmas," 5629. CAPITOL: Les Paul/Mary Ford, "Jingle Bells"/"Silent Night," 1881; Roy Rogers/Dale Evans, "Merry Christmas My Darling"/"Sleigh Ride-Jingle Bells," 2022; Ferlin Husky, "Christmas Is Holy (Not A Holiday)"/"Christmas Dream," 2023; Lou Rawls, "Little Drummer Boy"/"A Child With A Toy," 2026; Sen. Everett Dirksen, "The First Time the Christmas Story Was Told"/"I Heard the Bells," 2034; Buck Owens/Buckaroos, "Christmas Shopping"/"One Of Everything You Got," 2328; Sandier & Young, "I Sing Noel"/"Santa Claus Is Coming to Town," 2333; Tenn. Ernie Ford, "Little Boy King"/"Bring A Torch Jeaneette Isabella," 2334; Santa Claus, "What Santa Wants for Christmas"/"Jingle Bells," 2335; Glen Campbell, "There's No Place Like Home"/"Christmas Is for Children," 2336; Frank Sinatra, "White Christmas"/"Christmas Waltz," 2954; Nat King Cole, "My Two Front Teeth"/"The Christmas Song," 2955; Nat King Cole, "Christmas Song"/"Little Boy That Santa Forgot," 3561; Frank Sinatra, "Mistletoe and Holly"/"The Christmas Waltz," 3900; Yogi Bresson, "Jingle Bells"/"I Just Go Nuts at Christmas," 3904; M. Whiting/J. Wakely, "Silver Bells"/"Christmas Candy," 3905; Singing Reindeer, "The Happy Reindeer"/"Dancer's Waltz," 4300; Nat King Cole, "The Happiest Christmas Tree"/"Buon Natale," 4301; The Eligibles, "The Little Engine"/"My First Christmas With You," 4304; Peggy Lee, "The Tree"/"The Christmas List," 4311; Tenn. Ernie Ford, "Little Klinker"/"Jingle-O-The-Brownie," 4446; Louvin Brothers, "Santa Claus Parade"/"It's Christmas Time," 4473; Peggy Lee, "I Like A Sleighride"/"Christmas Carousel," 4474; Nancy Wilson, "That's What I Want for Christmas"/"What Are You Doing New Year's," 5084; Stan Kenton, "What Is A Santa Claus"/"O Tannenbaum," 5085; Bing Crosby, "Do You Hear What I Hear"/"Christmas Dinner Country Style," 5088; The Beach Boys, "Little Saint Nick"/"The Lord's Prayer," 5096; Dick & Richard, "Santa Caught Cold on Christmas Eve"/"Stinky the Little Reindeer," 5097; Hank Thompson, "I'd Like to Have an Elephant for Christmas"/"Mr. & Mrs. Snowman," 5310; Al Martino, "You're All I Want for Christmas"/"Silver Bells," 5311; The Beach Boys, "The Man With All the Toys"/"Blue Christmas," 5312; Hollyridge Strings, "Have Yourself a Merry Little Christmas"/"Santa's Got a Brand New Bag," 5333; Tenn. Ernie Ford, "The Little Drummer Boy"/"Sing We Now for Christmas," 5334; Hank Thompson, "Little Christmas Angel"/"Gonna Wrap My Heart In Ribbons," 5335; Buck Owens, "Santa Looked A Lot Like Daddy"/"All I Want for Christmas," 5337; Towne Choir, "African Noel"/"Papa Noel," 5538; Sonny James, "Barefoot Santa Claus"/"My Christmas Dream," 5733. CHESS: Chuck Berry, "Merry Christmas Baby"/"Run Rudolph Run," 1714. CORAL: Pete Fountain, "The Christmas Song"/"Santa Claus Medley," 65605; McGuire Sisters, "Christmas Alphabet"/"Give Me Your Heart For Christmas," 61303. DADS: The Rumbles Ltd., "The Wildest Christmas"/"Santa Claus Is Coming to Town," 103. DEARBORN: Art Walunas & Orch., "Christmas Tree"/"Silver Bells," 528; Dennis Ray, "Sleighbells On Christmas Ever"/"Never Before & Never Again," 551. DECCA: Leroy Anderson, "A Christmas Festival Part 1"/"A Christmas Festival Part 2," 16041; Red Foley, "Here Comes Santa Claus"/"Our Christmas Waltz," 46185; Ernest Tubbs, "Blue Christmas"/"White Christmas," 46186; Red Foley, "Frosty the Snow Man"/"Rudolph Red-Nosed Reindeer," 46267; Ernest Tubbs, "C-H-R-I-S-T-M-A-S"/"Christmas Island," 46268; Bill Monroe, "Christmas Time's A-Coming"/"The First Whippoorwill," 46386; Rosetta Tharpe, "Silent Night"/"White Christmas," 48119; Lightnin' Hopkins, "Merry Christmas"/"Happy New Year," 48306; Kitty Wells, "There Won't Be Any Christmas Tree"/"White Christmas," 32604; Bill Anderson, "Po Folks Christmas"/"Christmas Times-A Comin'," 32417; Jimmie Davis, "Sniffles (Santa's Pet)"/"Going Home for Christmas," 32236; B. Crosby/Andrews Sisters, "Jingle Bells"/"Santa Is Comin' to Town," 23281; Fred Waring, " 'Twas the Night Before Christmas (1)"/" 'Twas the Night Before Christmas (2)," 23642; Fred Waring, "Silent Night"/"Oh Gathering Clouds," 23643; Fred Waring, "Adeste Fideles"/"Cantique De Noel," 23644; A. Sisters/G. Lombardo, "Christmas Island"/"Winter Wonderland," 23722; Guy Lombardo, "White Christmas"/"The Anniversary Waltz," 23738; Bing Crosby, "Silent Night"/"Adeste Fideles," 23777; Bing Crosby, "White Christmas"/"God Rest Ye Merry, Gentlemen," 23778; Bing Crosby, "Faith of Our Fathers"/"I'll Be Home for Christmas," 23779; Ethel Smith, "Jingle Bells"/"White Christmas," 24142; Jesse Crawford, "Joy to the World"/"White Christmas," 24143; Guy Lombardo, "Auld Lang Syne"/"Home on the Range," 24260; Fred Waring, "White Christmas"/"Twelve Days of Christmas," 24500; B. Crosby/Andrews Sisters, "Here Comes Santa Claus"/"Twelve Days of Christmas," 24658; A. Sisters/G. Lombardo, "Christmas Candles"/"Merry Christmas Polka," 24748; Ethel Smith, "Silent Night"/"Adeste Fideles," 24734; Russ Morgan, "Blue Christmas"/"The Mistletoe Kiss," 24766; Burl Ives, "The Indian Christmas Carol"/"Twelve Days of Christmas," 25585; Wayne King & Orch., "Jing-A-Ling-A-Ling"/"Winter Wonderland," 25616; Earl Grant, "Rudolph the Red Nosed Reindeer"/"Santa Claus Is Coming to Town," 25683; Earl Grant, "Silver Bells"/"Jingle Bells," 25703; Bing Crosby, "The Teddy Bear's Picnic"/"Rudolph the Red-Nosed Reindeer," 27159; B. Crosby/C. Richards, "Silver Bells"/"The Christmas Feeling," 27229; Guy Lombardo, "Rudolph the Red-Nosed Reindeer"/"Christmas Tree at Home," 27803; Bing Crosby, "Christmas in Killarney"/"It's Beginning to Look Like Christmas," 27831; Guy Lombardo, "Jingle Bells"/"Santa Is Comin' to Town," 28408; Guy Lombardo, "White Christmas"/"Merry Christmas Waltz," 28409; Guy Lombardo, "Frosty the Snow Man"/"Rudolph the Red-Nosed Reindeer," 28410; LeRoy Anderson, "Sleigh Ride"/"Saraband," 28429; Ernest Tubbs, "Blue Snowflakes"/"Merry Texas Christmas," 28453; Bing Crosby, "Sleigh Ride"/"Little Jack Frost Get Lost," 28463; Guy Lombardo, "Auld Lang Syne"/"Hot Time In The Old Town Tonight," 28905; Guy Lombardo, "Bring My Daddy A Train Santa"/"I Saw Mommy Kissing Santa," 28942; L. Armstrong-Commanders, "Cool Yule"/"Zat You Santa Claus," 28948; Judy Garland, "You'll Never Walk Alone"/"Have Yourself A Merry Christmas," 29295; Kitty Kallen, "Baby Brother"/"The Spirit Of Christmas," 29315; Crosby-Kaye-Lee-Stevens, "Snow"/"White Christmas," 29342; Ernest Tubbs, "Lonely Christmas"/"I'll Be Walking The Floor This Christmas," 29350; Four Aces, "Jingle Bells"/"The Christmas Song," 29702. (Continued on page 58)

SCHOENBACH CO. Manufacturers Representative Acorn - Amco Distributor GREAT TIME SAVER! COIN WEIGHING SCALE \$33.85 FILLED V 2 CAPSULES IN STOCK 10c CAPSULE MIXES (all 250 per bag) Casino \$8.00, Asst. Items with Lighter 8.00, Precious Gem Rings 7.50, Jewelry Mix 7.00-8.00, Jumbo Dice Mix 8.00, Jumbo Creepy Bugs 8.00, Love Rings 8.00, Combination Lock Mix 8.00, Pool Ball Mix 8.50. HOT 5c VEND ITEMS (all 250 per bag) Asst. Economy Mix \$4.25, Bugs 5.00, Rings 5.00, Heads Mix 5.00, Circus Toys 4.25, Regular Deluxe Assmt. 5.00, Asst. Jewelry (Bangles & Beads) 5.00, Many Other Assortments. 1c CHARM MIXES & ITEMS From \$3.50 to \$24.00 per M. 25c capsules in stock. Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D. Schoenbach Co. 715 Lincoln Pl., Brooklyn 16, N.Y. (212) PResident 2-2900

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Post Election View: Royalty Battle 'Tough'

diciary Committee. Their replacements have not yet been named.

On the House side, Allen reported, the industry's leading advocate was defeated in the Colorado primary election. "So we're looking for a new advocate in the House."

Allen added, "The worst that could happen to us is a \$9 fee, but I think we can hold it to \$8 if we do our homework."

He reminded the Virginians that Congressman Poff from Roanoke is the second-ranking member of the Copyright subcommittee.

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## WURLITZER

# ZODIAC



# Intl Jukebox Survey

• Continued from page 53

It is estimated that some 1,000 jukeboxes operate in the country by now. Two hundred of them—mostly West German made Serenade and Festival marks—are owned by Supraphon Record Company who leases them (for 20 percent of gross returns) to restaurants, cafes and also to youth clubs, schools, trade-union clubs etc. The aim of this policy may not be to reach the highest possible returns, but to gain publicity for Supraphon records. The records in the boxes are changed once a month by the Supraphon retail dealer operating in the respective region.

The rest of the jukeboxes are partly owned by big, state-owned chains of restaurants, partly also by smaller, co-operative bistros, refreshment bars or drugstores. The sudden rise of the number of jukeboxes in the years 1968 and 1969 can also be partly explained by the trend of the state policy to make this sort of co-operative small-time endeavor possible. It was also easier at this time for such small bistros or bars to acquire a jukebox, perhaps to buy one which was left in the country after some public exhibition or show.

Most jukeboxes are owned by the operators or, in case of chain stores, by their general managements. In smaller bistros and bars, the exchange of records may be entirely in the hands of the operator who would buy his records in retail shops with no discount at all. Most of the larger chain stores are serviced by the Kovosluzba company which also takes care of the machines, check them regularly and repair them. Kovosluzba buys their records from Supraphon and receives a discount corresponding roughly to that of the wholesale retailer. Another company, Multiservice Tesla, specializing in offering TV sets for hire, considers the possibility of acquiring a certain amount of jukeboxes and offering them for hire to individual operators.

Practically only Supraphon records (Mercury only) are used in the jukeboxes. The possibility of a private operator occasionally feeding his jukebox with privately gained records of foreign origin, cannot be excluded, but is practically negligible.

The cost of playing a record on a jukebox is 14 cents. For technical reasons, to avoid the use of complicated small change, this charge can hardly be raised, as the nearest suitable coin is a 42-cent piece, which would be too high.

Jukebox licenses are being collected by the Czechoslovak Performing and Mechanical Rights Society. They receive 12½ percent of gross returns. Five percent goes to the authors, 5 percent to Supraphon, and 2½ percent to the performing artists.

# Add Services; Meeting Labels

• Continued from page 53

the industry warmly, honestly, accurately and in detail.

"We've accomplished quite a lot on the national scale with our public relations effort," Granger said. "But proof is better than words. Here's proof."

After playing the tape, Granger urged local operators to try to get similar publicity breaks on their own radio and TV stations and in local papers.

"If my secretary can get this on a well-known Chicago radio station you can probably get a similar message on your local station," he said.

Montooth congratulated the Virginians on their constant support of MOA and pledged continued MOA effort in "fostering state associations."

At the coming MOA board meeting in Nashville, Montooth said, directors hope to help local operators found a Tennessee association. While in Nashville, he added, the MOA officials hope to call on many record company executives.

"I think MOA deserves the support of every person making a living from this industry," the Peoria, Ill., operator observed. "What makes MOA respected is the willingness of its leaders and members for innovation. And we welcome your suggestions for improvement."

# What's Playing?

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

## Belleville, Ill.; Teen Location

Herschel H. Taylor,  
programmer,  
Taylor Sales Co.

### Current releases:

"Does Anybody Really Know What Time It Is," Chicago, Columbia 4-45264;  
"Be My Baby," Andy Kim, Steed 729;  
"He Ain't Heavy . . . He's My Brother," Neil Diamond, Uni 55264.

## Carlville, Ill.; Country Location

Fern Perardi,  
programmer,  
Al's Vending



### Current releases:

"For the Good Times," Ray Price, Columbia 45178;  
"Whiskey Six Years Old," Norma Jean, RCA Victor 9900;  
"I Can't Believe That You've Stopped Loving Me," Charley Pride, RCA Victor 9902.

## Chicago; Soul Location

Warren Brown,  
operator,  
Billie McLain,  
programmer,  
Eastern Music  
Co., Inc.



### Current releases:

"Heaven Help Us All," Stevie Wonder, Tamla 54200;  
"Tears of a Clown," Smokey Robinson and the Miracles, Tamla 54199.

## Chicago; Adult Location

Paul Brown,  
operator,  
Betty Schott,  
programmer,  
Western  
Automatic Musc



### Current releases:

"My Mother-in-Law Came Out of Retirement," Eddie and Dutch, Ivanhoe 505;  
"Can't Stop Loving You," Tom Jones, Parrot 40056;  
"Sue City Sue," Brad Swanson, Thunderbird 536.

## Haddonfield, N.J.; Adult Location

Diane Kent,  
programmer,  
Cannon Coin  
Machine Co.



### Current releases:

"Make It Easy on Yourself," Dionne Warwick, Scepter 12294;  
"We've Only Just Begun," Carpenters, AGM 1217;  
"Heed the Call," Kenny Rodgers and the First Edition, Reprise 0953.

### Oldies:

"For All We Know," Dinah Washington;  
"Only You," Platters.

## Kansas City, Mo., Teen Location

Mrs. Kitty  
Masters,  
operator;  
Marjean  
Francka,  
programmer;  
Missouri Valley  
Amusement Co.



### Current releases:

"I Think I Love You," Patridge Family, Bell 910;  
"The Tears of a Clown," Smokey Robinson, Tamla 54199;  
"Holy Man," Diane Colby, Columbia 45169.

## Roswell, N.M.; Country Location

Charles Ely,  
programmer,  
Ginsberg  
Music Co.



### Current releases:

"She Goes Walking Through My Mind," Billy Walker, MCM 14173;  
"I Can't Believe That You've Stopped Loving Me," Charley Pride, RCA Victor 9902;  
"Endlessly," Sonny James, Capitol 2914.

## Springfield, Ill.; Country Location

Bud Hashman,  
programmer,  
Star Novelty Co.



### Current releases:

"Thank God and Greyhound," Roy Clark, Dot 17355;  
"Coin' Steady," Faron Young, Mercury 73112;  
"Fifteen Years Ago," Conway Twitty, Decca 32742.

### Oldies:

"Your Time's Comin'," Faron Young;  
"Is Anybody Going to San Antone," Charley Pride.

## Wisconsin Rapids, Wis.; Young Adult Location

Morgan (Chick)  
Metcalf,  
programmer,  
Rapids Coin  
Machine Co.



### Current releases:

"Knock Three Times," Dawn, Bell 938;  
"Gypsy Woman," Brian Hyland, Uni 55240;  
"Candido," Dawn, Bell 903.

## Wisconsin Rapids, Wis.; Teen Location

Russell  
Dougherty,  
operator,  
Rapids Coin  
Machine Co.



### Current releases:

"I'll Be There," Jackson Five, Motown 1171;  
"Let's Work Together," Canned Heat, Liberty 56151;  
"Fire and Rain," James Taylor, Warner Bros. 7423.

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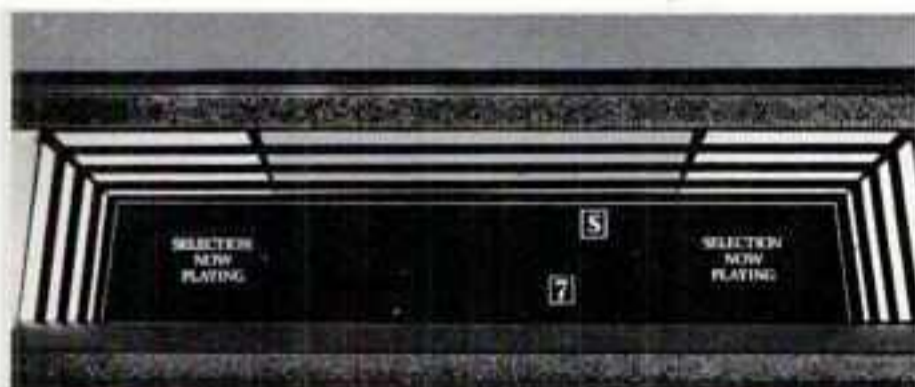
We say that every year. And it's true every year. Because every year we make a better machine. That's why we're so good.

Our new 444 has a wild, purple exterior, to keep in step with this year's fashion trend.

Then there's a new program holder assembly that flips down for cleaning the upper dome glass, and new tinted program holders and shroud for improved visibility of title strips. The new spring loaded dome seems almost weightless, and the glass is tempered to reduce glare. We've added a

new improved integrated circuit system too, a new optional locked cash box system, and a modular approach to getting at the guts. And to top it all off, a computerized "Record Now Playing" numbers selection indicator that reads out the record that's playing.

You're going to really love it. We do. It's like this every year.



**ROCK-OLA**  
THE SOUND ONE

800 North Kedzie Avenue, Chicago, Illinois 60651

# MGM Records To Exploit Jukeboxes

Continued from page 53

away pictures of artists for your locations to distribute free to their patrons. People like to get something for nothing.

"We'll make up table tents to advertise the names of artists and tunes, with maybe some copy saying 'Joe's Tavern invites you to play such and such a number on the jukebox.'"

The "Pick of the Week" promotion, Handwerger explained, would work this way:

"We'd go to the Richmond station and ask deejays to make a record pick for every week. The station would mention regularly that this pick is available for play on local jukeboxes. Your title strips for that tune would give the station a plug. We'll do the work on this. We could use Richmond as a test market. We only need your approval."

Basic to any and all of these promotional efforts, Handwerger said, is more communication.

"I know that many of you complain that the records are too long, but no operator has sent a letter to the record companies making that complaint formal (see separate story).

"Sure, we read about your complaints in the trade magazines, but we want to hear them from you, too.

"And we would like to meet

your programmers. Most of you are key executives in your firms. You're unable to get involved in programming because you're too busy. So you delegate this job. The people who decide what records go on the machine are important to us. We need their ideas. I would like to see many labels here at your state association meetings talking directly with your programmers. I would also like to see you send your programmers to the MOA show."

MGM, through Handwerger's efforts, is a leader in sampling operators with records. "We're going to intensify this service to you," he said. "We hope you'll help us by telling us what you want. Let's do business together."

Inviting questions, Handwerger was asked what route these new promotional materials will take to the operator.

"We will work in conjunction with one-stops," Handwerger replied, "that is, if he wants to get involved. If he doesn't we'll mail them to you directly. But we don't want to by-pass the one-stop."

Handwerger polled the group to see if all are receiving MGM's samples. All of the 30 operators present said they were. He then asked how many of the operators present involve themselves actively in jukebox programming. Three hands were raised.

## Executive Turntable

Mrs. Joann M. James has been named market research supervisor for the National Automatic Merchandising Association (NAMA). Mrs. James was with Billboard Publications, Inc., since 1955 as director of the company's sales information system, the production of statistical analyses and competitive market studies for the company's consumer and business magazines. She will assume her new position December 1.



JAMES

## Urge Publicity For Locations

Continued from page 53

"I would have no difficulty getting television coverage," he said. "If the manufacturers could give us some press materials, written so any reporter can understand them, we could get some good publicity. It's worth trying. I'd do it."

The consensus here was: the publicity materials now provided with new machines are aimed at operators and sometimes locations. Why not go one step further and get a public relations and industry image message across that one final gap to the ultimate consumer? Sometimes—perhaps regularly—the introduction of a new piece of hardware can be linked in a press conference with special music promotion—a big band or country standards revival, say—in a press conference.

Shaffer Distributing Co. representative Mike Mosbacher pointed out that while the local showing for locations is becoming passe ("Operators just don't buy equipment the way they used to"), showings for the benefit of the local press (hence the public) "would be a good idea."

He explained that local showings for locations have declined because "there's less competition for locations. Any operator who is in a growth position is in favor of these. But fat, contented operators fight against them."

Good public exposure is another matter, Mosbacher agreed. "Both the growth operator and the fat, contented operator need it."



THE FRONT of the Console pulls down for easy access to the All-Coin Accumulator found in the Bandshell console. The lift-out money container eliminates the need for additional side slide-out space. Revolving title strip display provides ease in changing titles.

## Association Digest

### VIRGINIA

RICHMOND — Kenneth A. O'Connor, veteran Richmond operator, was re-elected president of the Music Operators of Virginia. Roanoke operator Richard Peery was elected first vice-president. Harry M. Healy, from Gloucester, was elected second vice president. Long-time association secretary-treasurer, Hy Lesnick of Richmond, was returned to his job, along with his assistant, Louis Corso of Richmond.

#### The other officers:

Gilbert Bailey, Gloucester; Ralph Craun, Harrisonburg; James Donnelly, Norfolk; Harry Fake, Strasburg; Bill Hensley, Norfolk; M. L. Holland, Roanoke; Lewis Jones, Richmond; Alton Lewis, Staunton; Bob Lewis, Richmond; Wayne Lewis, Staunton; Harry Lubman, Petersburg; John Cameron, Newport News; Harry Nevins, Richmond; Robert Minor, Richmond; C. E. Morse, Richmond; Arnoff Pantelides, Portsmouth; Robert Flippen, South Hill; W. M. Showalter, Harrisonburg, and Mervin Lonergan, Lynchburg.

### MISSOURI

MACON—Music Operators of America president Les Montooth, Peoria, Ill., will be among guests at the Missouri Coin Machine Council meeting here Tuesday (1) at the Hotel Jefferson. The group will elect officers.

## Christmas Jukebox Singles

Continued from page 54

Four Aces, "O Holy Night"/"Silent Night," 29712  
Brenda Lee, "I'm Gonna Lasso Santa Claus"/"Christy Christmas," 30107  
Bing Crosby, "I Heard The Bells On Christmas Day"/"Christmas Is Comin'," 30126  
Bobby Helms, "Jingle Bell Rock"/"Captain Santa Claus," 30513  
Brenda Lee, "Rockin' Around The Christmas Tree"/"Papa Noel," 30776  
Sammy Kaye & Orch., "A Merry Merry Christmas"/"Silver Bells," 31174  
Lenny Dee, "Mister Santa"/"Auld Lang Syne," 31332  
Sammy Kaye & Orch., "A Merry Merry Christmas"/"Silver Bells," 31174  
Kitty Wells, "Dasher With A Light On His Tail"/"Christmas Ain't Like Christmas Anymore," 31441  
Bert Kaempfert, "Jingo Jango"/"The Little Drummer Boy," 31560  
Jimmie Davis, "It's Christmas Time Again"/"Go Tell It On The Mountain," 31686  
Brenda Lee, "Jingle Bell Rock"/"Winter Wonderland," 31687  
Brenda Lee, "This Time Of The Year"/"Christmas Will Be Just Another Lonely Day," 31688  
Burl Ives, "A Holly Christmas"/"Snow For Johnny," 31695  
Ernest Tubb, "Blue Christmas Tree"/"Who's Gonna Be Your Santa Claus," 31866  
Webb Pierce, "Christmas At Home"/"Sweet Memories," 31867  
Bert Kaempfert, "Jumpin' Jiny Christmas"/"Holiday For Bells," 31873  
Loretta Lynn, "Won't Seem Like Christmas"/"To Heck With Ole Santa Claus," 32043  
Voices Of Little Flower, "Christmas All Year Round"/"The Little Pine Tree," 32059  
Jimmie Davis, "Take Me Back To Babyland"/"Forgive Me Santa," 32062  
Red Foley, "From Our House To Your House"/"Is There Really A Santa Claus?" 32063

### ENTERPRISE

Isaac Hayes, "The Mistletoe and Me"/"Winter Snow," 9006

### FEDERAL

Freddy King, "Christmas Tears"/"I Hear Jingle Bells," 12439

### FINE

Jo Ann Morcanto, "Mr. Santa's On His Way"/"Christmas Time," 102

### GLENOLDEN

Larry Cartell, "Cowboy Santa"/"Drummer Boy," 150

### GORDY

Temptations, "Rudolph, The Red-Nosed Reindeer"/"Silent Night," 7082

### HANOVER

The Nutty Squirrels, "Uh! Oh Part 1"/"Uh! Oh Part 2," 4540

### HB

Seymour's Trumpet, "Jingle Bells-Come Ye Faithful"/"O Tannenbaum-First Noel-Silent Night," 711

### HI FI

Arthur Lyman Group, "Rudolph The Red-Nosed Reindeer"/"Winter Wonderland," 5081

### IMPERIAL

Charles Brown, "Merry Christmas Baby"/"I Lost Everything," 5902  
Dee Irwin-Mamie Galore, "Time I Get To Phoenix-Say A Little Prayer"/"All I Want For Christmas," 66334

### JEWEL

Johnny & Cadillac, "Christmas In Vietnam"/"Why Did You Leave Me," 776

### KAPP

Do-Re-Me Children, "Silver And Gold"/"Do You Hear What I Hear," 627  
Harry Simeone Chorale, "O'Bambino"/"Sing A Merry Christmas," 628  
Jack Jones, "Lullaby For Christmas Eve"/"Village Of St. Bernadette," 629  
Harry Simeone Chorale, "Hallelujah"/"The Little Drummer Boy," 711  
Bobby Helms, "Jingle Bell Rock"/"The Bell That Couldn't Jingle," 719

### KENT

B.B. King, "Christmas Celebration"/"Easy Listening," 387  
Lowell Fulson, "I Wanna Spend Christmas With You Part 1"/"I Wanna Spend Christmas With You," 477

### LAURIE

Royal Guardsmen, "Snoopy's Christmas"/"It Kinda Looks Like Christmas," 3416

### LITTLE DARLING

Bobby Helms, "Jingle Bell Rock"/"I Wanna Go To Santa Claus Land," 0038

### MONUMENT

Roy Orbison, "Pretty Paper"/"Beautiful Dreamer," 830  
Boots Randolph, "White Christmas"/"Sleigh Ride," 1176  
Henson Gargill, "The Little Drummer Boy"/"Silver Bells," 1178

### MOTOWN

The Supremes, "Children's Christmas Song"/"Twinkle Twinkle Little Me," 1085

### OBSCURITY

Granny, "Jingle Bells"/"Granny's Holiday Fruitcake," 300

### PAULA

The Uniques, "Please Come Home For Christmas"/"Please Come Home—Inst.," 255  
Nat Stuckey, "Blue Christmas"/"How Can Christmas Be Merry," 288  
Ronnie Kole Trio, "Silent Night, Holy Night"/"Winter Wonderland," 317  
Cheryl Boole, "It's Christmas Everyday Of The Year"/"How About Your Love For Christmas," 1205

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ON BEAM	395	PARK LANE	395
WILLIAMS		MIDWAY	
LUCKY STRIKE	\$140	PREMIER	\$215
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FULL HOUSE	175	SPACE GUN	350
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This monthly product list includes LP's which were issued during the past several weeks and are considered as part of the manufacturers' December release. Listings are in alphabetical order by artist in pop, and by composer or author in classical and spoken word.

## ARTIST - Title - LABEL &amp; Number

## POP

**MONTY ALEXANDER**—Taste of Freedom (MGM) SE 4736  
**FRED ASTAIRE**—Santa Claus Is Comin' to Town (MGM) SE 4732  
**ADORO LOS MILLONARIOS** (Miami) MFS 3112  
**LOUIS 'COUNTRY & WESTERN' ARMSTRONG** (Avco Embassy) AVE 33022  
**FRANKIE AVALON**—I Want You Near Me (Metromedia) MD 1034  
**CHARLES AZNAVOUR**—A Man's Life (Monument) SLP 18141  
**JEFFERSON AIRPLANE**, The Worst of (RCA Victor) LSP 4459  
**ANDWELLA**—World's End (Dunhill) DS 50095

## B

**P.D.Q. BACH**—The Stoned Guest (Vanguard) VSD 6536  
**BADFINGER**—No Dice (Apple) ST 3367  
**JOAN BAEZ**—The First 10 Years (Vanguard) VSD 6560/1  
**WENDY BAGWELL**—This, That and the Other (Canaan) CAS 9679 LP  
**WENDY BAGWELL & THE SUNLITERS**—Talk About the Good Times (Canaan) CAS 9678 LP  
**MARCUS BARNES**—"Tis So Sweet to Trust in Jesus (Deliverance) DR 1122  
**CAPTAIN BEEFHEART & THE MAGIC BAND**—Lick My Decals Off, Baby (Straight) RS 6420  
**TONY BENNETT'S "Something"** (Columbia) C 30280  
**BETHLEHEM ASYLUM**—Commit Yourself (Ampex) A 10106  
**BIG BROTHER & THE HOLDING CO.**—Be a Brother (Columbia) C 30222  
**KING BISCUIT BOY WITH CROWBAR**—Official Music (Paramount) PAS 5030  
**BLACK VOICES**—On the Street in Watts (Ala) ALA 1970  
**BLUE RIDGE QUARTET**—Rise and Shine (Canaan) CAS 9685 LP  
**WILLIE BOBO**—Spanish Grease (MGM/Latino) LAT 10,007  
**BOOKER T & THE MG'S**—Greatest Hits (Stax) STS 2033  
**THE BRADY BUNCH**, Merry Christmas From (Paramount) PAS 5026  
**BRENDA & THE TABULATIONS** (Top and Bottom) LPS 100  
**ALFRED BOLDEN**—The World's Greatest Gospel Organist (King) KS G3 1106  
**BOLEROS FAVORITES DE AYER EN CUERDAS QUE LLORAN TONO FUENTES** (Miami) MFS 3117  
**BOSSA RIO**—Alegría (Blue Thumb) BTS 8817  
**CAPTAIN BEEFHEART & HIS MAGIC BAND**—Strictly Personal (Blue Thumb) BTS 8801  
**ROBBIE BASHO**—Venus in Cancer (Blue Thumb) BTS 8810  
**KAREN BETH**—Harvest (Decca) DL 75247  
**BREWER & SHIRLEY**—Tarkio (Kama Sutra) KSBS 2024  
**SMOKEY JOHN BULL** (Avco Embassy) AVE 33020  
**BACHARACH BAROQUE**—The Renaissance (Ranwood) R 8084  
**BALLIN' JACK** (Columbia) C 30344  
**BULL, This Is** (Paramount) PAS 5028  
**GORDON BOK**—Tune for November (Folk-Legacy) FSI 40  
**BLUE JAYS**—Nascence (Map City) MAP 3014

## C

**CATHEDRAL QUARTET**—A Little Bit of Everything (Canaan) CAS 9688 LP  
**CATS**—45 Lives (Rare Earth) RS 521  
**CHAIRMAN OF THE BOARD**—In Session (Invictus) SKAO 7304  
**MAURICE CHEVALIER**—You Brought a New Kind of Love to Me (Monmouth-Evergreen) MES 7028  
**THE CLIMAX BLUES BAND** Plays On (Sire) SES 97023  
**BEN COLDER** (MGM) GAS 139  
**LARRY CORYELL**—Spaces (Vanguard/Apostolic) VSD 6558  
**DANNY COX** Live at the Family Dog (Sunflower) SUN 5002  
**CREATION OF SUNLIGHT** (Windi) ST 1001-1002  
**BING CROSBY/LOUIS ARMSTRONG**—Bing and Satchmo (MGM) GAS 137  
**WAYNE COCHRAN & HIS C.C. RIDERS**—Alive & Well & Living (King) KS 1116  
**ALBERT COLLINS**—Truckin' With Albert Collins (Blue Thumb) BT 8808  
**CHICAGO BLUE STARS**—Coming Home (Blue Thumb) BTS 8809  
**CLIFTON CHENIER'S Very Best** (Blue Thumb) BT 8815  
**AL CAIOLA**—Bonanza Guitars/50 Years of the Greatest Country Hits (Avco Embassy) AVE 33019

## ARTIST - Title - LABEL &amp; Number

**THE CHANGING SCENE** (Avco Embassy) AVE 33016  
**ORNETTE COLEMAN**—The Art of the Improvisers (Atlantic) SD 1572  
**CHIMO!** (Epic) E 30329  
**SAM COOKE WITH THE SOUL STIRRERS**, The Gospel Soul of (Specialty) SPS 2128  
**LUIS CARDENAS**—Instrumentales Triunfadoras (Miami) MDCS 1264  
**MEL CARTER**—This Is My Life (Amos) AAS 7010  
**CHRISTIE**—Yellow River (Epic) E 30403  
**THE CYCLE** (Tamarac) SKP 1003  
**CALDERA**—A Moog Mass (Kama Sutra) KSBS 2020  
**ELDRIDGE CLEAVER**—Soul on Wax/Recorded at Syracuse (More) MORE 4000  
**BILL COMEAU/CARMEL SIGNA**—Fragments From an Unknown Gospel (Avant Garde) AVS 123  
**THE RICK CURTIS Affair** (Avco Embassy) AVE 33018  
**ELAINE CURZIO**—Bubble Joy (Avant Garde) AVS 125  
**DON CHERRY**—I Live to Love You (Monument) SLP 18146  
**BOBBY CHRISTIAN**—Vibe-brations (Ovation) OV/14-06  
**MICHAEL COONEY**—The Cheese Stands Alone (Folk-Legacy) FSI 35  
**CAT STEVENS**—Tea for the Tillerman (A&M) SP 4280

## D

**CHERYL DILCHER**—Special Songs (Ampex) A 10109  
**DONATO, A Bad** (Blue Thumb) BTS 8821  
**NANCY DUPREE**—Ghetto Reality (Asch) AH 820  
**JIMMY DURANTE**—Frosty the Snowman (MGM) SE 4733  
**BOB DYLAN**—New Morning (Columbia) KC 30290  
**BILL DOGGETT**—Ram-Bunk-Shush (King) KS 1101  
**BILLY DANIELS**—New Black Magic (King) KS 1113  
**JACK DUPREE**—Blues for Everybody (King) KS 1084  
**JESSE DAVIS!** (Atco) SD 33-346  
**NEIL DIAMOND**—Tap Root Manuscript (UNI) 73092  
**DREAMS** (Columbia) C 30225  
**PETER DUCHIN**—At the Movies (Bell) BELL 6051  
**PENA DEL ALMA**—Duo Illescas Saldarriaga (Miami) MFS 3119  
**MILES DAVIS At Fillmore** (Columbia) G 30038  
**DAWN**—Candida (Bell) BELL 6052  
**FRANK DUBIN**—Another Dawn (Avant Garde) AVS 124  
**DANKS** (Colossus) CS 1005

## E

**BILLY ECKSTINE**—Stormy (Enterprise) ENS 1013  
**EXUMA II** (Mercury) SR 61314  
**ELEPHANT'S MEMORY**—Take It to the Streets (Metromedia) MD 1035  
**SALLY EATON**—Farewell American Tour (Paramount) PAS 5021

## F

**STAN FARLOW**—Hot Wheels (Checker) LPS 3015  
**JOE FARRELL QUARTET** (CTI) 6003  
**FIVE MAN ELECTRICAL BAND**—Goodbyes and Butterflies (MGM) SE 4725  
**FLATT & SCRUGGS**—Breaking Out (Columbia) C 30347  
**THE FLORIDA BOYS**, The Many Moods of (Canaan) CAS 9680 LP  
**FOUR GALILEANS**—Make It Happen (Canaan) CAS 9683 LP  
**FOUNTAINHEAD** (GWP) ST 2028  
**PAUL FREES & THE POSTER PEOPLE** (MGM) SE 4735  
**VICENTE FERNANDEZ** (Miami) EPC 1031  
**FREE DESIGN**—Sing for Very Important People (Project 3) PR 4006 SD  
**IGNAZ FRIEDMAN** Plays Concert 1 (Klavier) KS 112  
**DAVID FROST**, Merry Christmas From, and Billy Taylor (Bell) BELL 6053  
**FREETPORT** (Mainstream) S/6130  
**THE FLAME** (Brother) BR 2500

## G

**MARVIN GAYE**—Super Hits (Tama) TS 300  
**STAN GETZ/LAURINDO ALMEIDA** (MGM/Latino) LAT 10,009  
**DON GIBSON** (MGM) GAS 138

## ARTIST - Title - LABEL &amp; Number

**GOLDEN EARING** (Dwarf) PDLP 2000  
**GOODNESS & MERCY** (MGM) SE 4730  
**HAPPY GOODMAN'S, Good Times With the** (Canaan) CAS 9682 LP  
**GREAT JONES** (Tonsil) T 4002  
**LOS GOLDEN BOYS** (Miami) EPF 101  
**GRAND FUNK RAILROAD**—Live Album (Capitol) SWBB 633  
**BUDDY GUY/JUNIOR MANCE & JUNIOR WELLS**—Buddy & the Juniors (Blue Thumb) BTS 8820  
**GOSPEL OAK** (Kapp) KS 3635  
**PERCY GRAINGER Plays Grieg** (Capitol) KS 101  
**LOTTIE GOLDEN** (GRT) GRT 30003  
**GRATEFUL DEAD**—American Beauty (Warner Bros.) WS 1893  
**SARA GREY/ED TRICKETT** (Folk-Legacy) FSI 38  
**BONNIE GUITAR**—Allegheeny (Paramount) PAS 5018

## H

**JESTER HAIRSTON Concert** (Murbo) MCS 6016  
**SUGARCANE HARRIS** (Epic) E 30027  
**KEEP HARTLEY BAND**—The Time Is Near (Deram) DES 18047  
**BARCLAY JAMES HARVEST** (Sire) SES 97026  
**AILOTTA HAYNES MUSIC** (Ampex) A 10108  
**PAUL HOWARD & RALPH WILLIS**—Faded Pictures Blues (King) KS 1098  
**EARL HOOKER**—Sweet Black Angel (Blue Thumb) BTS 8812  
**EDDIE HARRIS**—Free Speech (Atlantic) SD 1573  
**DON HO**—Hawaii's Greatest Hits (Reprise) RS 6418  
**JOE HENDERSON QUINTET at the Lighthouse** (Milestone) MSP 9028  
**HAVEN OF REST QUARTET**—Glory to His Name (Word) WST 8520 LP  
**EDWIN HAWKINS SINGERS**—Oh Happy Day (Buddah) BDS 5070  
**HEINTJE**—Mama (MGM) SE 4739  
**HELLO PEOPLE**—Have You Seen the Light (Mediarts) 41-8  
**STAN HITCHCOCK**—Dixie Belle (GRT) GRT 20001  
**EARL HINES**—Quintessential Recording Session (Halcyon) HAL 101  
**JOE HICKERSON**—Folk Songs & Ballads (Folk-Legacy) FSI 39

## I

**ISLEY BROTHERS**—Get Into Something (T-Neck) TNS 3006

## J

**ELLA JENKINS/BROTHER JOHN SELLERS/JOSEPH BREWER**—A Long Time (Asch) AHS 850  
**GEORGE JONES & MELBA MONTGOMERY**—Country Duets (Musico) MDS 1004  
**TOM JONES**—I (Who Have Nothing) (Parrot) XPAS 71039  
**SONNY JAMES**—#1 (Capitol) ST 629  
**JUICY LUCY**—Lie Back and Enjoy It (Atco) SD 33-345

## K

**ANITA KERR SINGERS**—A Tribute to Simon & Garfunkel (Happy Tiger) HT 1016  
**CLYDE KING**—Direct Me (Lizard/Ampex) A 20104  
**TONY KOSINEC**—Bad Girl Songs (Columbia) C 30277  
**GENE KRUPA** (MGM) GAS 132  
**CURTIS KNIGHT**—Down in the Village (Paramount) PAS 5023

## L

**SYBIL LEEK'S Astrological Delineations** (Tonka) TLP 715  
**THE LEFEVRES** (Canaan) CAS 9684 LP  
**THE LEWIS FAMILY** Sing In Gospel Country (Canaan) CAS 9697 LP  
**LOST NATION**—Paradise Lost (Rare Earth) RS 518  
**LOVE**—False Start (Blue Thumb) BTS 8822  
**LOVE**—Out Here (Blue Thumb) BTS 8709  
**SAM LAY'S BLUESBAND** in Bluesland (Blue Thumb) BTS 8814  
**PEGGY LEE**—Make It With You (Capitol) ST 622  
**YUSEF LATEEF**—Suite 16 (Atlantic) SD 1563  
**CHARLES LLOYD** in the Soviet Union (Atlantic) SD 1571  
**LITTLE RICHARD**—Well Alright! (Specialty) SPS 2136  
**LIBERATION STREET BAND**—Down on the Corner (Pentagram) PE 10,002  
**LITTLE FEAT** (Warner Bros.) WS 1890

## ARTIST - Title - LABEL &amp; Number

## M

**HARVEY MANDEL**—Baby Batter (Janus) JLS 3017  
**BUDDY MILES**—We Got to Live Together (Mercury) SR 61313  
**THE MOMENTS**, A Moment With (Stang) ST 1003  
**DAVE MASON**—Alone Together (Blue Thumb) BTS 8819  
**MEMPHIS BLUES FESTIVAL**—Memphis Swamp Jam (Blue Thumb) BTS 8706  
**JO MAMA** (Atlantic) SD 8269  
**AL MARTINO**—My Heart Sings (Capitol) ST 497  
**BERYL MIDDLETON**, Hello, I'm (Walters) 3057  
**BANDA MOCHIS de Porfirio Amarillas** (Miami) MDC 1263  
**MORNING** (Vault) 138  
**MALCOLM X**—Message to the Grass Roots (Charisma) MX 100  
**PUGSLEY MUNION**—Just Like You (J&S) SLP 0001  
**THE MOB** (Colossus) CS 1006  
**MARIAN McPARTLAND**—Ambiance (Halcyon) HAL 103  
**MAY BLITZ** (Paramount) PAS 5020  
**JODY MILLER**—Look at Mine (Epic) E 30382

## N

**GEORGE NARDELLO** (Roulette) SR 42053  
**NOW FAITH SINGERS**—Expressions of Reverence in Contemporary Sound (Murbo) MCS 6017  
**DON NIX**—In God We Trust (Shelter) SHE 8902  
**THE NASHVILLE STRING SOCIETY** (GWP) ST 2020  
**NOW BRASS** (Murbo) MCS 6018  
**NICO**—Desertshore (Reprise) RS 6424  
**NEW CREATION**—The Folk Sound of Freedom (Creative Sound) WL-TNC 1002  
**NEW ZEALAND TRADING COMPANY** (Memphis) MS 1001

## O

**ORCHESTRA CAPRI**—Tipico Minus One (Manana) LPS 501  
**THE ORIGINAL SOUL STIRRERS** (Specialty) SPS 2137  
**ORIGINAL CAST**—The Rothschilds (Columbia) S 30337

## P

**PATATO & TOTICO** (MGM/Latino) LAT 10,006  
**OSCAR PETERSON** (MGM) GAS 133  
**GENE PITNEY**—Twenty Hours From Tulsa (Musico) MDS 1008  
**PLATTERS**—Only You (Musico) MDS 1002  
**POOR BOYS**—Ain't Nothing in Our Pocket But Love (Rare Earth) RS 519  
**POWER OF ZEUS**—The Gospel According to Zeus (Rare Earth) RS 516  
**BILLY PRESTON**—Encouraging Words (Apple) ST 3370  
**PRETTY THINGS**—Parachute (Rare Earth) RS 515  
**ARTHUR PRYSOCK** (MGM) GAS 134  
**PARTY TIMERS**—Party Time (Kapp) KS 3627  
**PISANO & RUFF**—Under the Blanket (A&M) SP 4276  
**PRESBYTERIAN CHANCEL CHOIR**—Let Trumpets Sound (Avant Garde) AVS 121  
**PODIPTO** (GRT) GRT 30002  
**LINDA PERHACS**—Parallelograms (Kapp) KS 3636  
**ELVIS PRESLEY**—That's the Way It Is (RCA Victor) LSP 4445  
**FRANK PROFFIT**—Memorial Album (Folk-Legacy) FSA-36  
**BILL PUKA** (Columbia) C 30357

## R

**EMITT RHODES** (Dunhill) DS 50089  
**TITO RODRIGUEZ**, The Best of (Musico) MDS 1009  
**RUFFIN BROTHERS**—I Am My Brother's Keeper (Soul) SS 728  
**GERARDO REYES** (Miami) EPC 1032  
**DELLA REESE**—Right Now (Avco Embassy) AVE 33017  
**DOCTOR ROSS**—The Harmonica Boss (Fortune) FS 3011  
**RICHARD & PATTI ROBERTS**—Something Good Is Going to Happen to You (Light) LS 5522 LP  
**LOS HERMANOS RIVAS** En Colombia (Miami) MFS 3118  
**MINNIE RIPERTON**—Come to My Garden (GRT) GRT 30001  
**RENE & RENE**, The Magic of (Certron) CS 7008  
**SAVAGE ROSE**—Your Daily Gift (Gregar) GG 103

# New Album Releases

• Continued

ARTIST - Title - LABEL & Number

**S**

- STEVE SANDERS**—*In the Springtime of His Years* (Canaan) CAS 9681 LP  
**CHRISTOPHER SCOTT**—*More Switched On Bacharach* (Decca) DL 75243  
**JIMMY SMITH, The Other Side of** (MGM) SE 4709  
**LONNIE SMITH**—*Drives* (Blue Note) BST 84351  
**SOUNDTRACK**—*Gas-S-S-S* (Air) A 1038  
**STEPPENWOLF 7** (ABC/Dunhill) DSX 50090  
**SUNDOWN** (Ampex) A 10107  
**GABOR SZABO**—*Musical Connection* (Blue Thumb) BTS 8823  
**SANDRO** (Miami) EPCM 004  
**CANDI STATION**—*Stand By Your Man* (Fame) ST 4202  
**SOUTHWIND**—*Ready to Ride* (Blue Thumb) BTS 8813  
**ROBERT WILLIAM SCOTT** (Warner Bros.) WS 1886  
**BOBBY SHERMAN**—*Christmas Album* (Metromedia) MD 1038  
**BOBBY SHORT**—*Nobody Else But Me* (Atlantic) SD 1574  
**SOUNDTRACK**—*C.C. and Company* (Avco Embassy) AVE 0 11003  
**STEEL RIVER**—*Weighin' Heavy* (Evolution) 2018  
**SANDRO** (Miami) EPCM 005  
**SATIRE OF THE CONCEPTION CORPORATION**—*A Pause in the Disaster* (Cotillion) SD 9031  
**SKID ROW**—*Skid* (Epic) E 30404  
**STAIRSTEPS**—*Step by Step by Step* (Buddah) BDS 5068  
**MYRNA SUMMERS & THE INTERDENOMINATIONAL SINGERS**—*Tell It Like It Is* (Cotillion) SD 051  
**JOEL SHULMAN**—*Peninah* (Pearl) (Jamal) LPS 5162  
**SOUNDTRACK**—*Scrooge* (Columbia) S 30258  
**STEPHEN STILLS** (Atlantic) SD 7202  
**TONY & IRENE SALETAN**—*Folk Songs and Ballads* (Folk-Legacy) FS1 37  
**SUNDAY'S CHILD** (Reprise) RS 6425  
**SOUNDTRACK**—*Little Fauss and Big Halsy* (Columbia) S 30385  
**MERV SHINER**—*Greatest Christmas Kiddie Hits* (Cerriton) CS 7012  
**SIX FAT DUTCHMAN**—*Tavern in the Town* (Paramount) PAS 5017  
**LALO SCHIFRIN**—*Conducts "Medical Center" and Other Great Themes* (MGM) SE 4742  
**RAY STEVENS**—*Unreal!!!* (Barnaby) Z 30092

**T**

- JOHN TAVERNER**—*The Whale* (Apple) SMAS 3369  
**DANNY TAYLOR**—*Taylor Made* (Neoteric) LP 201  
**JOHNNIE TAYLOR'S Greatest Hits** (Stax) STS 2032  
**CAL TJADER & EDDIE PALMIERI**—*El Sonido Nuevo* (MGM/Latino) LAT 10,008  
**DORIS TROY** (Apple) ST 3371  
**IKE & TINA TURNER**—*Get It Together* (Pompeii) SD 6006LP  
**TYRANOSAURUS REX**—*A Beard of Stars* (Blue Thumb) BTS 8818  
**IKE & TINA TURNER**—*Outta Season* (Blue Thumb) BTS 8805  
**IKE & TINA TURNER**—*The Hunter* (Blue Thumb) BTS 8811  
**TOY FACTORY** (Avco Embassy) AVE 33013  
**IKE & TINA TURNER**—*Workin' Together* (Liberty) LST 7650  
**CONWAY TWITTY**—*Fifteen Years Ago* (Decca) DL 75248  
**HENRY TREE**—*Electric Holy Man* (Mainstream) S/6129

## NEW CLASSICAL RELEASES

ARTIST - Title - LABEL & Number

**A**

- AN EVENING OF DUETS**—*Baker/Fischer-Dieskau/Barenboim* (Angel) S 36712  
**SPIRO T. AGNEW**—*The Speeches That Stirred America* (Podium) 72  
**B**  
**BACH: WORKS FOR CEMBALO**—Karl Richter (DGG) 2530 035  
**BACH: CONCERTO FOR VIOLIN & OBOE/HARP/SICHERD CONCERTO**—Various Artists/Concentus Musicus, Vienna (Harnoncourt) (Telefunken) SAWT 9557-B EX  
**BACH: CANTATAS NOS. 36 & 64**—Various Artists/Westphalian Choir (Ehmann) (Vanguard Everyman) SRV 251 SD  
**BACH: THE FOUR SUITES FOR ORCH.**—New Philharmonia (Klemperer) (Angel) SB 3763

ARTIST - Title - LABEL & Number

- BOB TUTMARC**—*Sacred Hawaiian Melodies, Vol. II* (Sacred) LPS 74050  
**TURNQUIST REMEDY** (Pentagram) PE 10,004  
**V**  
**MIGUELITO VALDES**—*Involubles* (MGM/Latino) LAT 10,005  
**RITCHIE VALENS** (MGM) GAS 117  
**VARIOUS ARTISTS**—*C.J.'s Roots of Chicago Blues* (Blue Flame) BLP 101  
**VARIOUS ARTISTS**—*Chicago* (Duo) DS 1600  
**VARIOUS ARTISTS**—*British Archives, Vol. 1* (RCA Victor) LSP 4409  
**VARIOUS ARTISTS**—*Core of Jazz* (MGM) SE 4737  
**VARIOUS ARTISTS**—*Core of Rock, Vol. 2* (MGM) SE 4718  
**VARIOUS ARTISTS**—*Jesus Christ—Superstar* (Decca) DXSA 7206  
**VARIOUS ARTISTS**—*Undercurrent/ Music From the Underground* (Epic) E 30236  
**VARIOUS ARTISTS**—*Gold Soul* (Stax) STS 2031  
**VELVET UNDERGROUND** (MGM) GAS 131  
**VARIOUS ARTISTS**—*The Super Hits, Vol. 5* (Atlantic) SD 8274  
**VOICE OF THE COMPUTER** (Decca) DL 710180  
**VARIOUS ARTISTS**—*Solid Gold Old Town, Vol. 1* (Cotillion) SD 9032  
**VELVET UNDERGROUND**—*Loaded* (Cotillion) SD 9034  
**VARIOUS ARTISTS**—*Some Beautiful Day* (Avant Garde) AVS 127  
**JERRY VALE**—*We've Only Just Begun* (Columbia) C 30104  
**VARIOUS ARTISTS**—*African Musical Instruments* (Asch) AH 8460  
**VARIOUS ARTISTS**—*The Aristocats* (Disneyland) 3995  
**VARIOUS ARTISTS**—*Golden Ring/ A Gathering of Friends for Making Music* (Folk-Legacy) FS1 16  
**VARIOUS ARTISTS**—*Country Love* (Columbia) G 30326  
**VARIOUS ARTISTS**—*Environments—Disc 2* (Atlantic) SD 66002

**W**

- WALTER WANDERLY TRIO**—*Cheganca* (MGM/Latino) LAT 10,010  
**DINAH WASHINGTON**—*For Everyone* (Musico) MDS 1022  
**WILD MAN STEVE**—*King of Them All* (Raw) 7002  
**HUGO WINTERHALTER ORCH.**—*Motion Picture Hit Themes* (Musico) MDS 1040  
**TAMMY WYNETTE**—*Christmas With Tammy* (Epic) E 30343  
**WEINSTEIN & STROLL**—*Cook Me Up Your Taste* (Chips) ST 624  
**THE WHALE** (Apple) SMAS 3369  
**JIMMY S. WEBB**—*Words and Music* (Reprise) RS 6421  
**LAWRENCE WELK**—*Candida* (Ranwood) R 8083  
**KITTY WELLS**—*Your Love Is the Way* (Decca) DL 75245  
**NANCY WILSON**—*Now I'm a Woman* (Capitol) ST 541  
**CHUBBY WISE & HIS FIDDLE**—*Hoedown* (Stoneway) STY 109  
**THE BOB WILLIS**—*Story* (Starday) SLP 469  
**THE WILLIS BROTHERS**, *The Best of* (Starday) SLP 466

**X**

- XANADU PLEASURE DOME**—*Music From Bonanza and the High Chaparral* (Capitol) STBB 626

**Y**

- YES**—*Time and a World* (Atlantic) SD 8273  
**YOLANDA**—*Los Millonarios* (Miami) EPF 102  
**YOUNG-HOLT UNLIMITED**—*Mellow Dreamin'* (Cotillion) SD 18001

ARTIST - Title - LABEL & Number

- BEETHOVEN: TRIPLE CONCERTO IN C**—*Oistrakh/Rostropovich/Richter/Berlin Philharmonic* (Karajan) (Angel) S 36727  
**BEETHOVEN: THE COMPLETE PIANO TRIOS/CLARINET TRIO**—*Zukerman/DuPuy* (Angel) SE 3771  
**BEST OF GILBERT & SULLIVAN**—*Various Artists/Sir Malcolm Sargent* (Seraphim) S 60149  
**BOCCERINI: QUINTET FOR GUITAR & STRINGS/HAYDN: QUARTET FOR GUITAR, VIOLIN, VIOLA & CELLO**—*Scheit/Vienna Konzerthaus Quartet* (Vanguard Everyman) SRV 295 SD  
**BEETHOVEN: VOL. 3: SONATAS NOS. 18-17**—*Artur Schnabel* (Seraphim) IC 6065  
**BEETHOVEN: COMPLETE PIANO TRIOS**—*Istomin/Stern/Rose Trio* (Columbia) M5 30065

ARTIST - Title - LABEL & Number

- BEETHOVEN: VOL. 5: VARIATIONS & SHORT PIECES**—*Artur Schnabel* (Seraphim) IC 6067  
**BEETHOVEN: VOL. 4: SONATAS NOS. 28-32**—*Artur Schnabel* (Seraphim) IC 6066  
**BRITTEN: THREE CANTICLES**—*Pears/Britten/Hahessey/Tuckwell* (Argo) ZRG 5277  
**BEETHOVEN: VOL. 1: SONATAS NOS. 1-10**—*Artur Schnabel* (Seraphim) IC 6063  
**BEETHOVEN: VOL. 2: SONATAS NOS. 11-17**—*Artur Schnabel* (Seraphim) IC 6064  
**BERLIOZ: LES NUITS D'ETE**—*Various Artists/London Symphony* (Davis) (Philips) SAL 3789  
**BRUCKNER: SYMPHONY NO. 4 IN E FLAT MAJOR**—*Israel Philharmonic Orch.* (Starker) (London) CS 6695  
**BLOCH: SCHELOMO VOICE IN THE WILDERNESS**—*Zubin Mehta* (London) CS 6661  
**BACH: CHRISTMAS ORATORIO**—*Ameling/Watts/Pears/Stuttgart Chamber Orch.* (Munchinger) (London) OS 26128  
**BEETHOVEN: QUARTET NO. 12 IN E FLAT**—*The Weller Quartet* (London) CS 6644  
**HAROLD BAUER**—*Plays Chopin* (Klavier) KS 113  
**ED BEGLEY**—*American Tall Tales/Johnny Appleseed & Paul Bunyan* (Caedmon) TC 1321  
**ED BEGLEY**—*The Sooner Hound & Flying-jib* (Caedmon) TC 1325  
**CLAIRE BLOOM**—*Black Beauty* (Caedmon) TC 1322  
**CLAIRE BLOOM**—*Little Red Riding Hood & The Dancing Princess* (Caedmon) TC 1331  
**C**  
**CHOIR OF SALISBURY CATHEDRAL** (Argo) ZRG 5247  
**CHRISTMAS WITH OGDEN NASH** (Caedmon) TC 1323  
**ALFRED CORTOT**—*Plays Chopin* (Klavier) KS 106  
**ALFRED CORTOT**—*Plays Concerto I* (Klavier) KS 110

**D**

- DEBUSSY: 3 SONATAS/SYRINX**—*Boston Symphony Chamber Players* (DGG) 2530 049  
**DEBUSSY: NOCTURNES NOS. 1-3/RAVEL: DAPHNIS ET CHLOE/PAVANE**—*New England Conservatory Chorus/Boston Symphony* (Abbado) (DGG) 2530 038  
**DONOVAN: MASS/MAGNIFICAT/ANTIPHON AND CHORALE/MOEVS: BRIEF MASS**—*Various Artists* (CRI) CRI SD 262  
**DONIZETTI: ANNA BOLENA**—*Souliotis/Horne/Alexander/Vienna Opera Orch.* (Varviso) (London) OSA 1436

**F**

- FRENCH OPERA GALA**—*Joan Sutherland* (London) OSA 1286

**G**

- GERSHWIN: CONCERTO IN F/MACDOWELL: CONCERTO NO. 2**—*Szidon/London Philharmonic* (Downes) (DGG) 2530 055  
**GRIEG: SONATA; NOCTURNE/MENDELSSOHN: VARIATIONS SERIEUSES; CAPRICCO**—*Alicia de Larrocha* (London) CS 6676  
**PERCY GRAINGER**—*Plays Schumann and Liszt* (Klavier) KS 109

**H**

- HANDEL: GIULIO CESARE**—*Fischer-Dieskau/Troyanos/Hamari/Various Artists/Munich Bach Orch.* (Richter) (DGG) 2711 009  
**HANDEL: MESSIAH**—*Various Artists/English Chamber Orch.* (Somary) (Vanguard Cardinal) VCS 10090/1/2  
**HAYDN/HUMMEL: TRUMPET CONCERTOS**—*Dokschitser/Moscow Chamber Orch.* (Barshai) (Melodiya/Angel) SR 40123  
**HANDEL: TRIO SONATAS**—*Various Artists* (Telefunken) SAWT 9559 A EX  
**HAYDN/MOZART: PIANO MUSIC**—*Wanda Landowska* (RCA Victor) VIC 1535  
**HANDEL: MESSIAH**—*Sutherland/Various Artists/English Chamber Orch.* (Bonyngne) (London) OSA 1396

**I**

- IVES: THREE PLACES IN NEW ENGLAND/SUN-TREADER**—*Boston Symphony* (Thomas) (DGG) 2530 048  
**ITALIAN AND FRENCH COLORATURA ARIAS**—*Sylvia Geszty* (Telefunken) SLT 43117 B

**L**

- LEEDY: ENTROPICAL PARADISE**—*Douglas Leedy* (Seraphim) SIC 6060  
**LISZT: THE MEPHISTO WALTZ, ETC.**—*John Ogdon* (Seraphim) S 60170  
**LOEWE BALLADEN**—*Theo Adam* (Telefunken) SLT 43108 B

ARTIST - Title - LABEL & Number

- LUYTEN: SUDDENLY IT'S EVENING/BEDFORD: MUSIC FOR ALBION MOONLIGHT**—*Manning/Handt/BBC Symphony* (Handt/Carewe) (Argo) ZRG 638  
**JOSEF LHEVINE**—*Plays Concert I* (Klavier) KS 104  
**JOSEF LHEVINE**—*Plays Concert II* (Klavier) KS 111  
**LEGENDARY ARTISTS PLAY PIANO FOR FOUR HANDS**—*Various Artists* (Klavier) KS 102

**M**

- MENDELSSOHN: QUARTETS OP. 12 & 13**—*LaSalle Quartet* (DGG) 2530 053  
**MOZART: COMPLETE ORGAN WORKS/2 CHURCH SONATAS**—*Herbert Tachezi/Various Artists* (Telefunken) SAWT 9555 B EX  
**MAHLER: SYMPHONY NO. 1**—*Moscow Philharmonic* (Kondrashin) (Melodiya/Angel) SR 40130  
**MENOTTI: THE OLD MAID AND THE THIEF**—*Various Artists/Orch. of the Teatro Verdi di Trieste* (Mester) (Mercury) SR 90521  
**MOZART ARIAS**—*Theo Adams* (Telefunken) SLT 43118 B  
**MOZART: SYMPHONIES NOS. 23, 24, 26, 27**—*Academy of St. Martin in the Fields* (Marriner) (Argo) ZRG 653  
**MUSIC OF THE WAITS**—*Various Artists* (Smithers) (Argo) ZRG 646  
**ROBERT MERRILL AND THE PRIMA DONNAS**—*Sutherland/Tebaldi/Price* (London) OS 26183

**R**

- ROMANTIC CHOIR LIEDER**—*Bergedorf Chamber Choir* (Wormsbaecher) (Telefunken) SLT 43115 B  
**SERGEI RACHMANINOFF**—*Plays Rachmaninoff & Chopin* (Klavier) KS 103  
**SERGEI RACHMANINOFF**—*Plays Concerto II* (Klavier) KS 107  
**MORITZ ROSENTHAL & MISCHA LEVITZKI**—*Play Concert I* (Klavier) KS 108

**S**

- SCHUBERT: SONATAS, OP. 42, 120**—*Lili Kraus* (Vanguard Cardinal) VCS 10074  
**SHORT CIRCUITS**—*Ruth White* (Angel) S 36042  
**SHOSTAKOVICH: SYMPHONY NO. 14**—*Miroshnikov/Vladimirov/Moscow Chamber Orch.* (Barshai) (Melodiya/Angel) SR 40147  
**STRAUSS: EIN HELDENLEBEN**—*London Symphony* (Barbirolli) (Angel) S 36764  
**STEWART/KEATS: STRING QUARTETS**—*Iowa Quartet/Beaux Arts Quartet* (CRI) CRI SD 256  
**SMETANA/DVORAK/JANACEK**—*Leipzig Gewandhaus Orch.* (Neumann) (Telefunken) SAT 22506  
**ST. PETERSBURG SUGARPLUM**—*London Symphony* (Dorati) (Mercury) SR 90528  
**STRAUSS: SINFONIA DOMESTICA**—*Zubin Mehta* (London) CS 6663  
**SPANISH PIANO MUSIC OF THE 20TH CENTURY**—*Alicia De Larrocha* (London) CS 6677  
**JOAN SUTHERLAND**—*FRENCH OPERA GALA, VOL. 1*—*Various Composers/L'Orchestre de la Suisse Romande* (Bonyngne) (London) OS 26166  
**JOAN SUTHERLAND**—*FRENCH OPERA GALA, VOL. 2*—*Various Composers/L'Orchestre de la Suisse Romande* (Bonyngne) (London) OS 26167  
**SCHUBERT: SONATA FOR ARPEGGIONE AND PIANO**—*Mstislav Rostropovich & Benjamin Britten* (London) CS 6649  
**SCHUMANN: SONATAS NOS. 1 & 3**—*Harold Bauer/Percy Grainger* (Klavier) KS 105  
**MAGGIE SMITH**—*Mary Poppins Opens the Door* (Caedmon) TC 1271  
**SHAKESPEARE: HAMLET**—*Chamberlain/Various Artists* (RCA Red Seal) VDM 119

**T**

- TCHAIKOVSKY: PIANO CONCERTO NO. 1**—*Weissenberg, Orch. De Paris* (Karajan) (Angel) S 36755  
**TCHAIKOVSKY: HIS LIFE IN MUSIC**—*Various Artists* (Melodiya/Angel) SR 4113  
**TALLIS/BYRD: CANTIONES SACRE 1575**—*Cantores in Ecclesia* (Howard) (L'Oiseau Lyre) SOL 311-3  
**THE GUITAR AND I**—*Andres Segovia* (Decca) DL 710179

**W**

- WERT: MUSIC FROM THE COURT OF MANTUA**—*Jaye Consort/Academia Monteverdiana Consort/Ambrosian Singers* (Stevens) (Vanguard Cardinal) VCS 10083  
**FRITZ WUNDERLICH**—*Lyric Tenor Album 3* (Seraphim) S 60148  
**VAUGHAN WILLIAMS: SANCTA CIVITAS/BENEDICITE**—*Various Artists/London Symphony* (Willcocks) (Angel) S 36751  
**VAUGHN WILLIAMS: SYMPHONY NO. 9/FANTASIA ON THE "OLD 104TH"**—*London Philharmonic* (Boult) (Angel) S 36742  
**WILL IT BE SO AGAIN?**—*Various Artists* (Argo) ZPR 261  
**DECEMBER 5, 1970, BILLBOARD**



**IKE & TINA**  
**"WORKIN' TOGETHER"**

New LP—LST-7650/New single—#56207  
New Cartridge—9112/New Cassette—C-1112

**TODAY ON  
LIBERTY RECORDS**



# TALENT IN ACTION

**Billboard**

**Up front**

Playing to over 38,000 music industry influentials around the world. Enjoying the most profitable screening in recording history. Through Billboard's December 26th spectacular: Talent in Action.

**It's your show**

Talent in Action is the indispensable guide for leading talent buyers and promoters. Listing recording artists around the world—their personal managers, booking agents and all pertinent information to increase your bookings and enable promoters and buyers to reach you easily.

Talent in Action is the prime time to show over 38,000 music influentials who you are. Reaching Billboard's own 33,000+ music-record-tape subscribers plus a special distribution to auditorium and arena managers booking their own talent, fair managers, talent buyers and bookers, program directors of radio stations, television producers, talent coordinators and record dealers.

Get into the act now!  
**Talent in Action**  
**Ad deadline: December 7**  
**Publication date: December 26**

**Something New!**

This issue of Billboard highlights the accomplishments of all recording artists that had records on the Billboard Charts. The unique, capsuled easy to read style will be a biographical reference to any Talent in Action.

Here is a sample, as it will appear in the exciting new Talent in Action issue dated December 26.

**FIFTH DIMENSION** (Vocal Group—5), Bell

**Records:** Age of Aquarius—Soul City (PLP, SLP, RIAA); Blowing Away—Soul City (H, E-TT); The Declaration b/w Medley: A Change Is Gonna Come/People Got to Be Free (H, E); The Girl's Song—Soul City (H, E-TT); Greatest Hits—Soul City (PLP-TT, SLP-TT); The July 5th Album—Soul City (PLP); One Less Bell to Answer (H, E); On the Beach (H, E); Portrait (PLP, SLP); Puppet Man (H, E); Save the Country (H, S, E-TT).

**PA:** Caesars Palace (Las Vegas), Greek Theatre (Los Angeles), Philharmonic Hall (New York); Expo '70 (Osaka); campus dates & fairs.

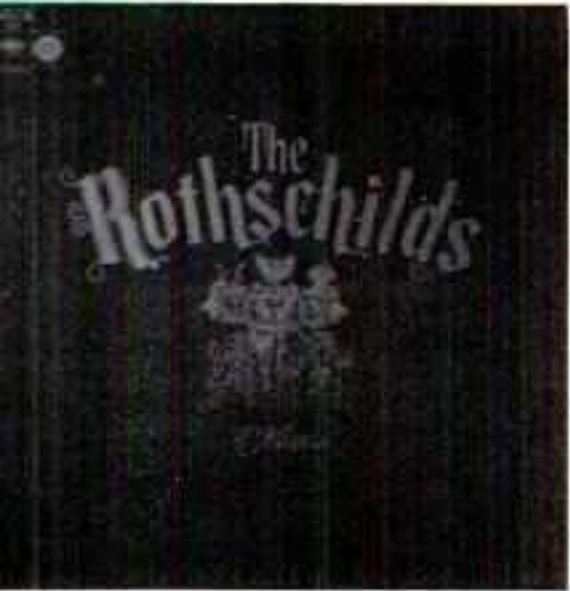
**TV:** Glen Campbell Goodtime Hour, Fifth Dimension Special & Odyssey in Cosmic Universe of Peter Max, They Said It Couldn't Be Done.

**Awards:** NARAS (Record of the Year & Best Contemporary Vocal Performance By a Group—Aquarius/Let the Sunshine In); First Annual Stellar Award.

**BA:** Fred Fields, Michael Gurse—CMA.  
**PM:** Marc Gordon.

# Billboard Album Reviews

DECEMBER 5, 1970



**ORIGINAL CAST**  
**ORIGINAL CAST—**  
The Rothschilds.  
Columbia S 30337 (S)

Henry Bock (music) and Sheldon Harnick (lyrics) have written a well-integrated score for the European setting of the Rothschild story. There are enough pleasing musical moments and good vocal efforts by Hal Linden, Paul Hecht and Kenny Curtis to keep the show buffs happy.



**SOUNDTRACK**  
**SHAKESPEARE: HAMLET—**  
Chamberlain/Various Artists.  
RCA Red Seal VDM-119 (M)

Richard Chamberlain's highly praised performance was viewed by millions recently on TV's "Hall of Fame" series, and the soundtrack recording is the total, well edited TV play. Excellent support from John Gielgud, Richard Johnson, Margaret Leighton, Michael Redgrave and Ciaran Madden enhance the production.



**COMEDY**  
**FLIP WILSON—**  
The Flip Wilson Show.  
Little David LD 2000

Star of the No. 1 rated TV show, Wilson has a blockbuster sales package here, taken off the air of this show. His first LP on the label went right up the charts, and this hilarious program will fast top that million dollar seller. With David Frost as his guest in this package, Geraldine Jones was never funnier! Look for this one to hit the charts hard and fast.



**COUNTRY**  
**STAN HITCHCOCK—**  
Dixie Belle.  
GRT GRT 20001 (S)

Hitchcock's move to GRT is an impressive one, as evidenced by his current single hit "Dixie Belle" and this exceptional album followup. His easygoing style and first-rate choice of material make this a sure bet for top sales honors. Included are such recent winners as "Sunday Mornin' Comin' Down," "Wonder Could I Live There Any more" and "Crystal Chandelier."



**CHRISTMAS**  
**JACKSON 5—**  
Christmas Album.  
Motown MS 713

Hot sales item for Christmas is this dynamic package by those multi-million sellers, Jackson 5. Destined to prove one of the season's biggest hits, the boys come on strong with their unique treatments of "Santa Claus Is Comin' to Town," "Little Drummer Boy" and "Rudolph, the Red-Nosed Reindeer." Newer material includes "Someday at Christmas" and "Give Love On Christmas Day," both potent numbers.



**POP**  
**GRAND FUNK RAILROAD—**  
Live Album.  
Capitol SWBB-633 (S)

Grand Funk's double package that was an instant gold and should more than repay the preordering confidence. It is an hour and 20 minutes of Funk, live at various concerts, and even has a track devoted to the crowd yelling for them to appear. Loud, complete, rock with the flaws and virtues of live recording (editing is limited on these albums). Included is their single "Mean Mistreater."



**POP**  
**THE WORST OF JEFFERSON AIRPLANE—**  
RCA Victor LSP-4459 (S)

Fifteen of their best cuts from their six albums, presented in an excellent, nostalgically designed package make this a strong contender for buying and programming, holiday or no. Among the selections: "Somebody to Love," "White Rabbit," "Lather," "It's No Secret," "We Can Be Together," "Today" and "Volunteers."



**POP**  
**ELVIS PRESLEY—**  
That's the Way It Is.  
RCA Victor LSP-4445 (S)

A certain smash seller for Presley—taken from the soundtrack of the film that is a documentary of Elvis at work. It is Elvis in contemporary mood, working into titles like "Patch It Up," "Bridge Over Troubled Water," etc. An opulent orchestra backs him, together with the Imperials Quartet and the Sweet Inspiration. Elvis in form.



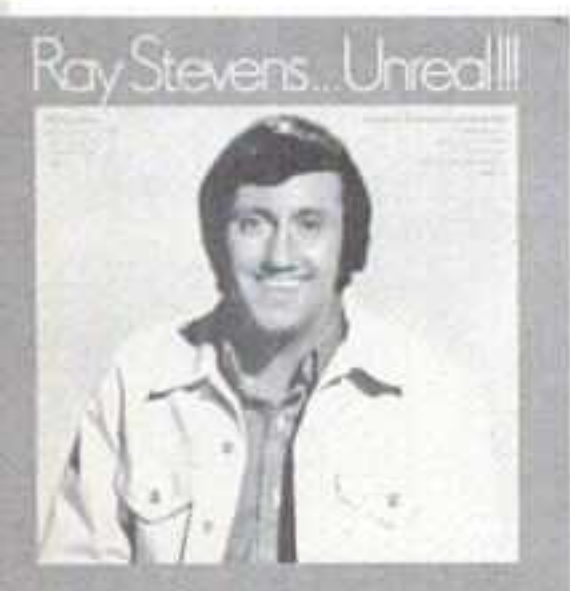
**POP**  
**STEPHEN STILLS—**  
Atlantic SD 7202 (S)

Singer-songwriter-guitarist Steve Stills is one of the most complex talents in rock today, bursting with soul and depth and a genius for absorbing influences and surpassing them through his own powerful creativity. A solo step away from CSN&Y, Stills draws a crowd of all-stars (Booker T. Jones, Eric Clapton, Jimi Hendrix), and via brilliant arrangements, takes rock to new and musical heights on "Love the One You're With," "Go Back Home" and "Cherokee."



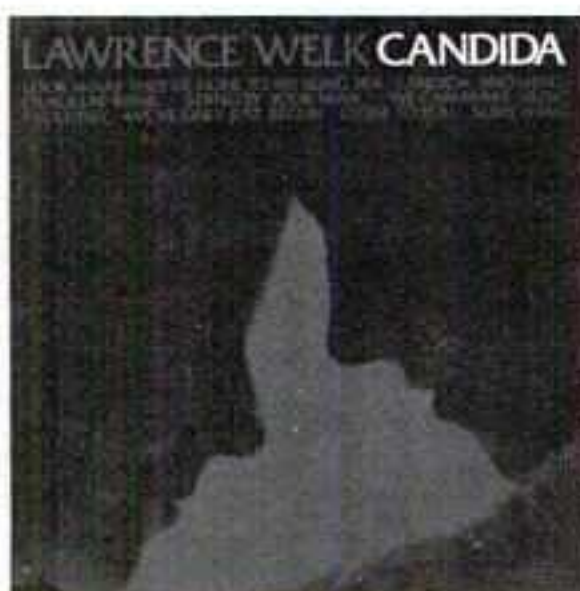
**POP**  
**JOHNNY MATHIS—**  
Sings the Music of Bacharach and Kaempfert.  
Columbia G 30350

This two-record specially priced LP features Mathis' sultry and moody voice performing the songs of two contemporary greats: Bert Kaempfert and Burt Bacharach. The songs are time-proven, Mathis' voice sounds fine, and the price is right.



**POP**  
**RAY STEVENS—**  
Unreal!!!  
Barnaby Z 30092 (S)

Ray Stevens is high at the top of the list of today's finest young composer-performers, and this second album outing on the label should bring him even higher. His two recent singles "America, Communicate With Me" and "Sunset Strip" are the focal point of the album, but his performance of other gems: "Imitation of Life," "Loving You on Paper" and "Night People" are also sure to attract much attention.



**POP**  
**LAWRENCE WELK—**  
Candida.  
Ranwood RLP-8083 (S)

This is one of Maestro Welk's most delightful albums ever. The selections are really first-rate and the rhythmic interpretations are perfect for listening or dancing. Included are vocal treatments of "Look What They've Done to My Song, Ma" and "Close to You," along with instrumentals "Endlessly" and "Cracklin' Rosie." Should prove an immediate best seller.



**POP**  
**100 PROOF AGED IN SOUL—**  
Somebody's Been Sleeping in My Bed.  
Hot Wax HA 704 (S)

The highly rhythmic sounds of 100 Proof have captured a wide following. This LP will take the group even farther since it includes their current hit, "Somebody's Been Sleeping," as well as such other gems, as "Age Ain't Nothing But a Number," "She's Not Just Another Woman" and "One Man's Leftovers."



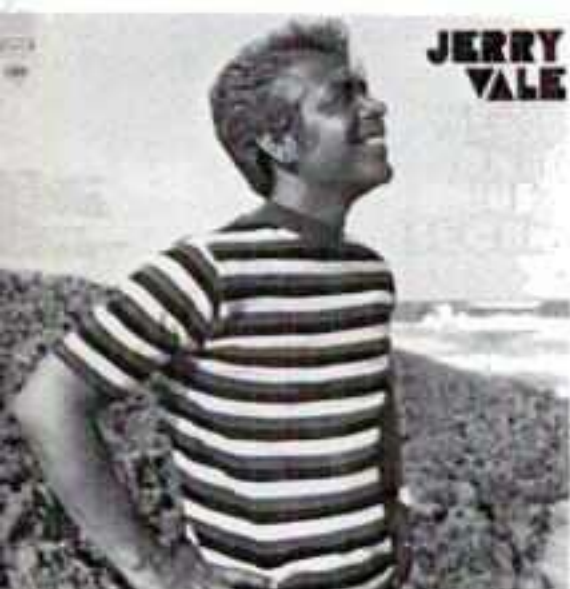
**POP**  
**ISLEY BROTHERS—**  
Get Into Something.  
T Neck TNS/3006 (S)

The Isley Brothers sound like they've learned a thing or two from Curtis Mayfield, as the something they get into swings and pulses with that big band soul sound from Chicago, plus some of the Isley's brand of funk and fire. A seven-minute version of their "Get Into Something" hit bumps along, trailed by soulful trips into "Keep on Doin'," "Girls Will Be Girls" and "Bless Your Heart." A total soul workout.



**POP**  
**STAIRSTEPS—**  
Step by Step by Step.  
Buddah BDS 5068 (S)

The Stairsteps can deliver that soul message time after time to almost any kind of beat, and thanks to Curtis Mayfield and Stan Vincent, the Stairsteps have done just that, hitting the heights on their million seller "Ooh Child." But this disk doesn't quit there, adding 13 more distinctive grooves, including "Stay Close to Me," "Ooh Baby Baby," "World of Fantasy" and "Come Back."



**POP**  
**JERRY VALE—**  
We've Only Just Begun.  
Columbia C 30104 (S)

There's another sure Jerry Vale winner as he treats the 11 tunes here with that same romantic, soaring zest that has given such road record appeal. There's a freshness and vitality in such tunes as "Snowbird," "Julie, Do Ya Love Me" and "Song of the Boy," that show he's in top form.



**POP**  
**HEINTJE—**  
Mama.  
MGM SE-4739 (S)

Heintje, the Dutch 14-year-old boy wonder singer with 27 disk awards in Europe gets his first album out, following his single, "Mama" also included in the set. The titles are geared towards family ("A Mother's Tears," "In Grandma's Rocking Chair") and perky little themes ("I Would Like to Have a Little Fiddle"). Clear, high-voiced, Heintje could appeal to the sentimental in everybody.



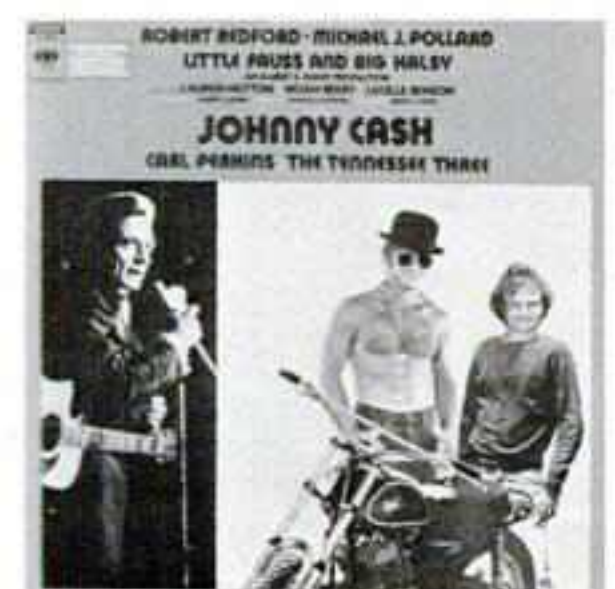
**POP**  
**CLAUDINE LONGET—**  
We've Only Just Begun.  
Barnaby Z 30377 (S)

Claudine Longet makes her debut on Barnaby, Andy Williams' label, and it could easily prove one of her biggest sellers. She's collected a fine program of recent hits, including her own current single "Broomstick Cowboy," and delivers them all in her own warm and caressing style. Especially effective are "What Have They Done to My Song, Ma," "We've Only Just Begun" and "Long, Long Time."



**SOUNDTRACK**  
**SOUNDTRACK—**  
I Walk the Line.  
Columbia S 30397

Johnny Cash's career is further broadened with this LP release, the soundtrack of an important new film for which he created and performs the score. Included are the classic "I Walk the Line," "Flesh and Blood" which is his current Columbia single, "Cause I Love You" which was previously recorded with wife June Carter, and "This Side of the Law."



**SOUNDTRACK**  
**SOUNDTRACK—**  
Little Fauss and Big Halsy.  
Columbia S 30385 (S)

With five vocal cuts by Johnny Cash and two by Carl Perkins, this soundtrack of the current film hit is sure to ride straight up the best selling charts. All the songs are Cash and/or Perkins originals with the one exception being Cash's treatment of Bob Dylan's "Wanted Man." Other standouts are "Ballad of Little Fauss and Big Halsy" and "Rollin' Free."

# Billboard Album Reviews

DECEMBER 5, 1970



**POP**  
**BREWER & SHIPLEY—**  
Tarkio.  
Kama Sutra KSBS 2024 (S)

The excellent folk rock duo's popularity should finally surface with this release. Their material is fresh and their vocal and instrumental talents are lavishly displayed. Highlights are "One Toke Over the Line," "The Light," "Oh Mommy," "Seems Like a Long Time," and the commercial "Tarkio Road."



**POP**  
**FAT MATTRESS II—**  
Atco SD 33-347 (S)

Fat Mattress, which created quite a stir with its first album and initial U.S. tour, should crash through with this second LP. Although Noel Redding, formerly a mainstay of the British group, only plays guitar on six of the 11 cuts, the group's ability, including the distinctive lead vocals of Neil London, who had a hand in writing all the songs, hits throughout. "Happy My Love," "Naturally" and "Highway" are among the winners. "People" also stands out.



**POP**  
**CAT STEVENS—**  
Tea for the Tillerman.  
A&M SP 4280 (S)

Coinciding with Stevens' U.S. tour, his latest LP is a beauty in melody and understanding, thanks to superb arrangements and production. "Sad Lisa," "Longer Boots," "Into White," "Where Do the Children Play" and "Hard Headed Woman" should enjoy considerable airplay and create consumer demand.



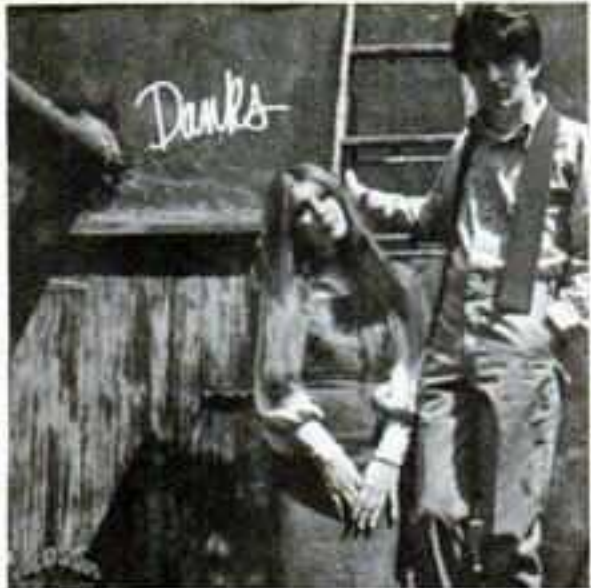
**POP**  
**LOTTI GOLDEN—**  
GRT GRT 30003 (S)

Miss Golden has a genuinely freaky voice: it slurs and moves all over the place, part soul, part rock. All of the songs on the album are written by Miss Golden so there is no problem of adjustment to the material. She can do a blues, "Mean Dog Blues" and a piece of biography "Staircase Between Two Floors" that come out very together. A strangely beautiful and unique talent.



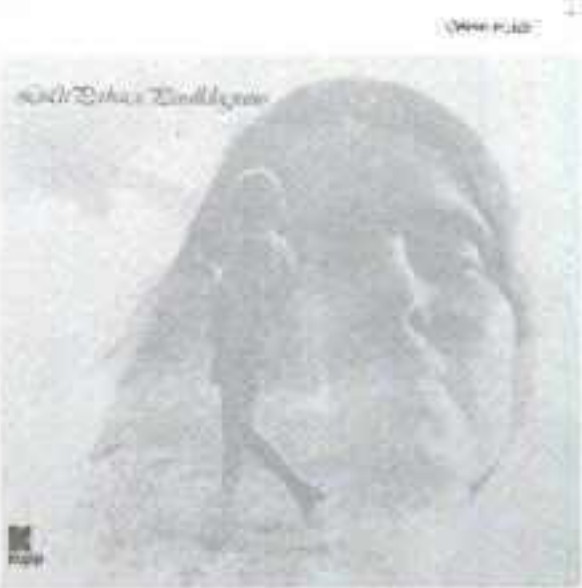
**POP**  
**THE FLAME—**  
Brother BR-2500 (S)

Issued in compatible quadraphonic sound, this first Flame album should draw considerable attention. The key to its success, however, is in the strong performances displayed. "See the Light," "I'm So Happy" and "Get Your Mind Made Up" are among the varied material combining blues, rock and folk.



**POP**  
**DANKS—**  
Colosus CS-1005 (S)

Danks (Raul Danks and Stefanianna Christopherson) is a Jerry Ross "discovery" and has been picking them right lately. The duo has a neat melodic quality and a number of songs in the package have singles hit potential. Among them are "Matthew Mouse" and "Mister Sun" and "Time to Be Free."



**POP**  
**LINDA PERHACS—**  
Parallelograms  
Kapp KS 3636 (S)

Miss Perhacs' wide-ranged voice and fragile songs focus on the effect of words and music as sound as often as on meaning and the result is most pleasing to the ear. "Dolphin," "Call of the River," "Moons and Cattails," "Morning Colors" and "Parallelograms" are among the best cuts.



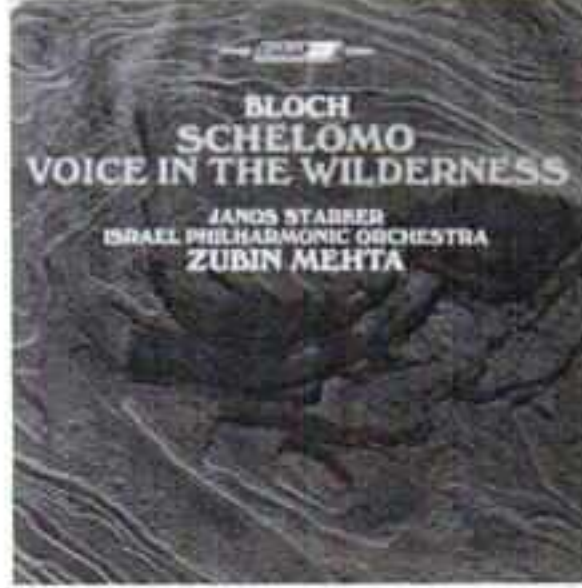
**COUNTRY**  
**VARIOUS ARTISTS—**  
Country Love.  
Columbia G 30326 (S)

Solid collection of country winners all dealing with love in the usual country way, mixing in the intelligent, maudlin and the guilty. Cash, Robbins, Wynette, Jackson, Houston, Horton, Rich, Price and so on. There are 20 in all and it serves to show how much country music has left its earlier confines. Country sales.



**CLASSICAL**  
**FRENCH OPERA GALA, VOL. 1—**  
Sutherland/L'Orch. de la Suisse Romande (Bonyngue).  
London OS 26166 (S)

Released as a package, but now in separate editions, both volumes should sell well individually on its own. Volume one contains arias by Offenbach, Bizet, Auber; volume two includes arias by Massenet as well. Whatever the aria, Miss Sutherland is superb, showing her richness and vitality.



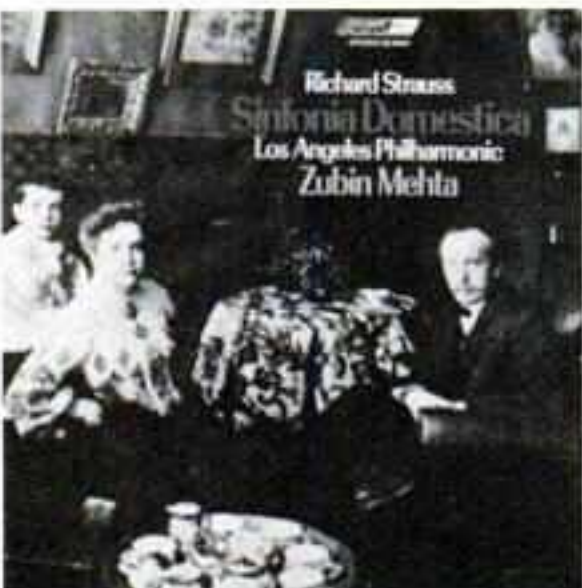
**CLASSICAL**  
**BLOCH: SCHELEMO/VOICES IN THE WILDERNESS—**  
Starker/Israel Philharmonic (Mehta).  
LONDON CS 6661 (S)

This is a superb record both in performance and engineering. The two compositions belong to Bloch's Jewish works and will appeal to connoisseurs. Cellist Janos Starker, accompanied by the Israel Philharmonic, produce an arresting sound.



**CLASSICAL**  
**HANDEL: MESSIAH—**  
Sutherland/Tourangeau/Various Artists/English Chamber Orch. (Bonyngue).  
London OSA 1396 (S)

Soprano Joan Sutherland, whose earlier recordings included Handel operas, leads a stunning ensemble performance of that composer's best-known choral work, ideal for Christmas. Contralto Huguette Tourangeau, tenor Werner Krenn and bass Tom Krause are among the other sterling soloists.



**CLASSICAL**  
**R. STRAUSS: SINFONIA DOMESTICA—**  
Los Angeles Philharmonic (Mehta).  
London CS 6663 (S)

Richard Strauss' delightful "Sinfonia Domestica" should finally get its due appreciation with this exceptional performance by Zubin Mehta and the Los Angeles Philharmonic, which drew warm response when performing the work during their recent U.S. tour. A lighthearted composition that rates further hearing.



**CLASSICAL**  
**DONIZETTI: ANNA BOLENA—**  
Souliotis/Horne/Various Artists/Vienna Opera Orch. (Varviso).  
London OSA 1436 (S)

"Anna Bolena," one of Donizetti's finest operas, has gained much recent attention with the revival of interest in that composer and this first recording of the opera will command considerable attention. Heading the stellar cast in this four-record set are Elana Suliotis and Marilyn Horne, two of the best. John Alexander and Nicolai Ghiurov also excel.



**CLASSICAL**  
**BRUCKNER: SYMPHONY NO. 4—**  
Los Angeles Philharmonic (Mehta).  
London CS 6695 (S)

Zubin Mehta is one of a handful of conductors around today whose name on an album automatically means big sales. This recording of Bruckner's "Symphony No. 4 in E Flat" is no exception. Mehta's conducting of the Los Angeles Philharmonic zeroes in on the melodic and lyrical qualities of the work with accuracy.



**CLASSICAL**  
**SPANISH PIANO MUSIC OF THE 20TH CENTURY—**  
Alicia de Larrocha.  
London CS 6677 (S)

Alicia de Larrocha, one of today's foremost pianists, joins London Records with a magnificent program of 20th Century piano music. The release, which is being promoted by London in conjunction with the Spanish artist's U.S. tour, is rich in pianistic treasures, including a set of beautiful excerpts from Joaquin Nin-Culmell's "Tonadas."



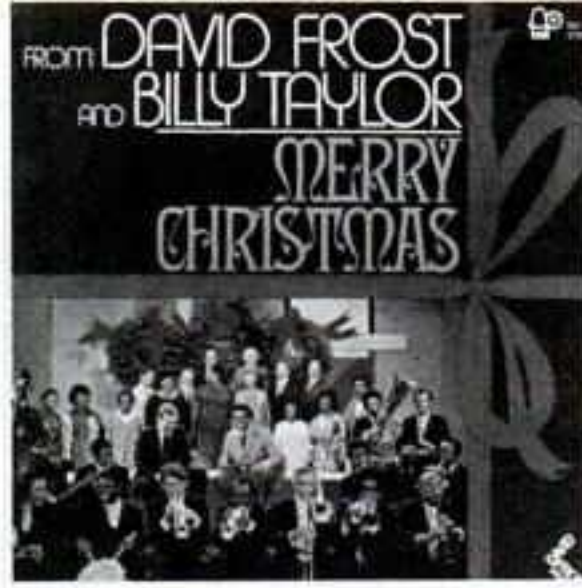
**CLASSICAL LOW PRICE**  
**HAYDN/MOZART: PIANO MUSIC—**  
Wanda Landowska.  
RCA Victorla VIC-1535 (M)

For anyone too young to remember Miss Landowska's piano excellence, this LP will be a special treat. And for those who are not, this album will revive pleasant memories, when her artistry was in its prime. This means resourcefulness, resolution and sheer brilliance of technique.



**CHRISTMAS**  
**ARTHUR FIEDLER & THE BOSTON POPS/ROBERT SHAW CHORALE—**  
The American Family Album of Favorite Christmas Music.  
RCA Red Seal VCS-7060 (S)

A special price and an equally special collection of Christmas music by Arthur Fiedler and the Boston Pops and Robert Shaw and His Chorale. The selections range from standard Christmas carols and pop Christmas tunes to highlights from Tchaikovsky's "Nutcracker" and Handel's "Messiah."



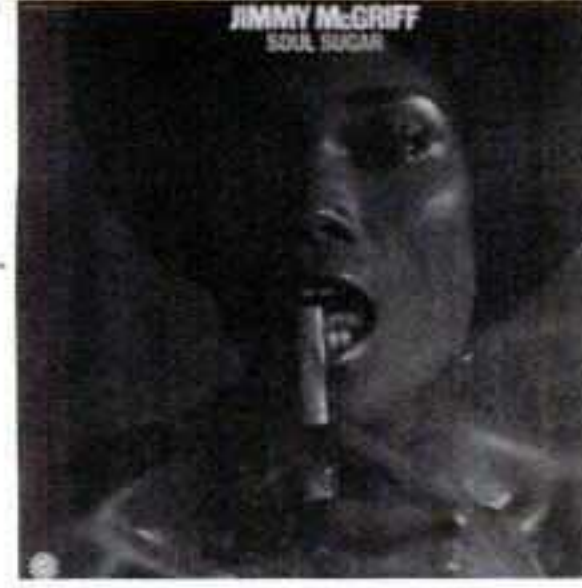
**CHRISTMAS**  
**MERRY CHRISTMAS FROM DAVID FROST AND BILLY TAYLOR—**  
Bell BELL 6053 (S)

Here's a Yuletide gift that should see a great deal of action, for it has variety and fast pacing that the whole family will enjoy. Songs feature Ella Mitchell, Billy Taylor in multiple roles, and Gerri Granger. And, of course, Frost himself does a turn of "The House of Christmas." Tunes include "Joy to the World" and "Go Tell It on the Mountain."



**JAZZ**  
**RAHSAAN ROLAND KIRK & THE VIBRATION SOCIETY—**  
Rahtsan Rahtsan.  
Atlantic SD 1575 (S)

Rahsaan Roland Kirk's uncanny ability to explain life through music is taken further with this release of four dimensional music with his famous Vibration Society. "The Seeker" is a four part musical explanation of the various plains of listening, creating a history of jazz up to and including the present state of the music, with Kirk playing many wind and reed instruments simultaneously.



**JAZZ**  
**JIMMY McGRUFF—**  
Soul Sugar. Capitol ST-616 (S)

McGriff's jazz organ swings into a groovy soul-rock bag on this album with material written by or associated with James Brown, Aretha Franklin, Sly Stone, plus a handful of his funky originals. He is aided by some high stepping brass sounds. The title tune once again proves how adaptable it is, having survived the Archies and Wilson Pickett.



# SPECIAL MERIT PICKS

## POPULAR

### NEW CHRISTY MINSTRELS—You Need Someone to Love. Gregar GG-102 (S)

The group's move to the Gregar label (handed by RCA), puts them in a strong commercial bag for today's selling market and this LP should do well at the dealer level. Title tune is their current single. Other strong items include their treatment of Bob Dylan's "Wigwam," the Carpenter's "Close to You," and a commercial rock ballad, "Brother."

### THE CRICKETS ROCKIN' 50'S ROCK n' ROLL. Barnaby Z 30268 (S)

The Crickets, who with the late Buddy Holly, had a long string of hits in the early rockin' fifties, have come back to re-create some of their biggest. The lead vocals are now handled by Sonny Curtis and Jerry Allison and the familiar tunes include "Peggy Sue," "Raining in My Heart" and a medley interweaving "Everyday," "Think It Over" and "Maybe Baby." A must for those who remember and those who wish they could.

### LITTLE FEAT—Warner Bros. WS 1890 (S)

Little Feat, sort of a country-rock quartet, West Coast-style, blend the pace and feel of the band with their own high, versatile musicianship, featuring outstanding keyboard work from Bill Payne and Lowell George's vocals and guitar. (The duo composed all the material.) Production is top-notch, as is Kirby Johnson's orchestration, and the group sounds ready to rind on "Truck Stop Girl" and "Forty Four Blues." A winner.

### DON CHERRY—I Live to Love You. Monument SLP 18146 (S)

Don Cherry's strong legitimate song styling and the country slant to the musical backing give this LP a good sales potential. There could be payoff playing action on such cuts as "We Have All the Time in the World," "Look for Me Tomorrow" and "I Live to Love You."

### MINNIE RIPERTON—Come to My Garden. GRT GRT 30001 (S)

From the ranks of Rotary Connection comes the sensitive and soulful stylings of Minnie Riperton who, with producer-arranger Charles Stepney, creates a memorable atmosphere of gentle love and yearning. Ramsey Lewis' group adds rhythm substance to the lovely, sweeping orchestrations and Miss Riperton blossoms as a solo star on "Les Fleur," "Close Your Eyes" and "Whenever, Wherever." A quality package with lasting power.

### SAVAGE ROSE—Your Daily Gift. Gregar GG-103 (S)

A progressive rock group from Europe that appeared at the Newport Jazz Festival a couple of years ago and feature an exotic lead singer, Anisette. For a change the lyrical content is of quite a high standard, written by Anders Koppel with his brother Thomas doing the music. The savage in the group title is justified—"Sunday Morning," a good sample track, has a biting approach.

### DUNCAN PAIN—Atco SD 33-344 (S)

This LP attempts to capitalize on the trend to soft sounds now being experienced in music. Pain's voice is perfect for this music, blending well with the music and the timeless lyrics. "To Touch You," is a light love song while "Ode to a Blue Songwriter," reflects the pain of an artist as he strives for recognition and the right words. This LP has good potential for air play on underground stations and stations leaning to the soft sound.

### BILL PUKA—Columbia C 30357 (S)

Bill Puka receives good instrumental backup here as he maintains soft vocal and lets the musicians, especially the piano, set the style, which is vaguely reminiscent of Laura Nyro. Outstanding tunes on the album include "Dry Spell," "Sunshine Days," "Barbara Knows," "City Nights" and "Selling Yourself Out."

### GOOD PAUL SYLVAN—Colossus CS-1008 (S)

This Paul Sylvan first album should make a lot of noise, especially in Top 40 areas since all 10 cuts have it. "Love is a Stranger" is a rock driver, while "Happy Eyes" is a ballad of note. "Cynthia" and "Anna No Can Do" are among the other top up numbers.

### MAY BLITZ—Paramount PAS 5020 (S)

This English group has combined the sounds of many of the more popular groups of the sixties and come up with an ethereal rock sound once removed from the past decade's listeners. There are many instrumental interludes which will help to sell the LP and make it popular for air play on the radio. Among the more outstanding cuts on the album are "Dreaming," "Smoking the Day Away" and "Fire Queen."

### THE J. GEILS BAND—Atlantic SD 8275 (S)

Blues is a tradition and the J. Geils Band plays the blues. The Harmonica wails on most cuts, with the assistance of a good bluesy piano sets the pace for the band to really work out. "Ice Breaker," "Wait," "Hard Drivin' Man" and "First I Look at the Purse," are a few of the tunes which tend to make the over-all sound of the LP fluctuate between blues and a sort of rock 'n' blues. All of the tunes reflect an energetic hard-working group that really loves music.

### SALLY EATON—Farewell American Tour. Paramount PAS 5021 (S)

Sally Eaton of Broadway's "Hair" comes across with lots of vocal force in her debut album. She's also a composer and lyricist who's on to the pulse of the times and who can relate to a young audience. The production by Nat Shapiro and George Brackman is first-rate and makes Miss Eaton a disk newcomer who bears watching.

### ANDWELLA—World's End. Dunhill DS-50095 (S)

Andwella is a new, English jazz rock group whose skillful songs and musical arrangements are deserving of radio programming and resulting consumer sales. Outstanding material includes "Lady Love," "I'm Just Happy to See You Get Her," "I Got a Woman" and the title song.

## CHRISTMAS

### CHRISTMAS WITH OGDEN NASH—Caedmon TC 1323 (S)

Caedmon continues its fine series of albums of Ogdan reading his verses with this seasonal collection ideal for holiday and spoken word activity. The first side is Nash's memorable "The Christmas That Wasn't," while the flip contains brief verses, including seven delights of "The New Nutcracker Suite," "The Boy Who Laughed at Santa Claus" and five other gems of Nash's matchless good humor also are included.

## JAZZ

### EARL HINES—Quintessential Recording Session. Halcyon HAL 101 (S)

The initial letters of this album make up QRS which is the name of the company that Hines recorded for in 1928 when he did a series of piano solos that have more than stood the time test. Now for Marian McPartland's Halcyon label, he has recorded them all again. It makes for an interesting album to compare both sets, to see what Hines takes away, adds to, etc., these vintage gems of his (all composed by the pianist). Solo piano of immense strength.

## FOLK

### FRANK PROFFITT—Memorial Album. Folk-Legacy FSA-36 (M)

North Carolina and the Blue Ridge Mountains were the setting and source of gentle savvy for the truly traditional talents of late folk singer, Frank Proffitt. A founding artist for the Folk-Legacy label of Sharon, Conn., Proffitt is memorialized thru his backwoods blues which grace this recording by Sandy Paton. A mountain man, Proffitt picked and sang to his first love, the id, and here offers his last tapes in final tribute.

## CLASSICAL

### THE GUITAR AND I—Andres Segovia. Decca DL 719179 (S)

This is the first of a series in which Andres Segovia will narrate recollections of

his life with guitar interludes and instructions on the playing of the guitar. Segovia fans and students of the guitar will find it extremely worthwhile.

### BARTOK: VIOLIN CONCERTO NO. 2 — Szeryng/Concertgebouw Orch., Amsterdam (Haitink). Philips 6500 021 (S)

Szeryng gives an impressive and sensitive portrayal here that gets an added and powerful assist from Haitink's conducting. This is no easy work to master, but both performers do so with finesse and taste. Szeryng is quality throughout.

### BEEHOVEN: STRING QUARTET NO. 12/ HAYDN: STRING QUARTET NO. 83—Weller Quartet. London CS 6644 (S)

This is an excellent record with the performances of high caliber. The displays are firm, yet tender, leisurely yet controlled, and all with fine taste and understanding that makes both quartets a pleasure to hear. The Haydn work has a haunting message near the end which is played very well indeed.

## LOW PRICE CLASSICAL

### MENOTTI: AMAHL AND THE NIGHT VISITORS — Various Artists (Schipers). RCA Victorla VIC-1512 (M)

"Amahl" has been a Christmas perennial since its initial release almost 20 years ago. This is its first time out as a low price entry and the budget-minded consumer has a treat in store. The Gian Carlo Menotti opera remains as effective and as pertinent as ever.

## ★★★★ 4 STAR ★★★★★

### POPULAR ★★★★★

- THE MOB—Colossus CS-1006 (S)
- NICO—Desertshore. Reprise RS 6424 (S)
- FREEMPORT—Mainstream 5/6130 (S)
- SUNDAY'S CHILD—Reprise RS 6425 (S)
- THE MAGIC OF RENE & RENE—Certron CS-7008 (S)
- SLADE—Play It Loud. Cotillion SD 9035 (S)
- THIS IS BULL—Paramount PAS 5028 (S)
- PODIPITO—GRT GRT 30002 (S)
- VARIOUS ARTISTS—Environments—Disc 2. Atlantic SD 66002 (S)
- MAYPOLE—Colossus CS-1007 (S)
- MAGIC SAND—Uni 73094 (S)
- BLUE JAYS—Nascence. Map City MAP-3014 (S)
- NEW ZEALAND TRADING COMPANY—Memphis MS 1001 (S)

### CHRISTMAS ★★★★★

- BACH: CHRISTMAS ORATORIO (Highlights)—Various Artists/Stuttgart Chamber Orch. (Muenchinger). London OS 26128 (S)
- MERY SHINER—Greatest Christmas Kiddie Hits. Certron CS-7012 (S)

### LOW PRICE CHRISTMAS ★★★★★

- ROBERT SHAW CHORALE—A Christmas Sing-In. RCA Victorla VIC-1509 (M)

### SOUL ★★★★★

- CURTIS KNIGHT—Down in the Village. Paramount PAS 5023 (S)

### CLASSICAL ★★★★★

- BARTOK: MUSIC FOR STRINGS, PERCUSSION & CELESTA/KODALLY: "HARY JANOS" SUITE—Concertgebouw Orch., Amsterdam (Haitink). Philips 6500 015 (S)
- HAYDN: THREE PIANO TRIOS—Beaux Arts Trio. Philips 6500 023 (S)

### JAZZ ★★★★★

- THE ERNIE WATTS ENCOUNTER — Vault 9011 (S)
- BOBBY CHRISTIAN—Vibe-brations. Ovation OV/14-06 (S)

### FOLK ★★★★★

- JOE HICKERSON—Folk Songs and Ballads. Folk-Legacy FSI-39 (S)
- VARIOUS ARTISTS—Golden Ring/A Gathering of Friends for Making Music. Folk-Legacy FSI-16 (S)
- MICHAEL COONEY—The Cheese Stands Alone. Folk-Legacy FSI-35 (S)
- SARA GREY/ED TRICKETT—Folk-Legacy FSI-38 (S)
- TONY & IRENE SALETAN—Folk Songs and Ballads. Folk-Legacy FSI-37 (S)
- GORDON BOK—Tune for November. Folk-Legacy FSI-40 (S)

### RELIGIOUS ★★★★★

- RICHARD & PATTI ROBERTS — Something Good is Going to Happen to You. Light LS-5522-LP (S)
- BLUE RIDGE QUARTET—Rise and Shine. Canaan CAS-9685-LP (S)
- REV. F.H. DUNN—God's Sun and the Song of God. Peacock PLP 172 (M)

### SACRED ★★★★★

- NEW CREATION—The Folk Sound of Freedom. Creative Sound WL-TNC-1002 (S)

### POLKA ★★★★★

- SIX FAT DUTCHMEN—Tavern in the Town. Paramount PAS 5017 (S)
- HI-TOPPERS ORCH. — Polkas and Waltzes. Guide LP-1008 (S)

More Album  
Reviews on  
Page 63

# TOP 40 Easy Listening

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

WEEK	Wks. Age			TITLE, Artist, Label & Number	Wks. On Chart
	1	2	3		
1	2	4	5	IT'S IMPOSSIBLE Perry Como, RCA 74-0387 (Sunbury, ASCAP)	7
2	1	3	4	YOU DON'T HAVE TO SAY YOU LOVE ME Elvis Presley, RCA Victor 47-9916 (Miller, ASCAP)	7
3	5	5	7	STONEY END Barbra Streisand, Columbia 4-45236 (Tuna Fish, BMI)	7
4	4	12	14	HE AIN'T HEAVY, HE'S MY BROTHER Neil Diamond, Uni 55264 (Harrison, ASCAP)	4
5	3	1	1	WE'VE ONLY JUST BEGUN Carpenters, A&M 1217 (Irving, BMI)	12
6	7	11	12	ONE LESS BELL TO ANSWER Fifth Dimension, Bell 940 (Blue Seas/Jac, ASCAP)	7
7	13	22	—	DOES ANYBODY REALLY KNOW WHAT TIME IT IS? Chicago, Columbia 4-45264 (Aurelius, BMI)	3
8	9	9	13	I THINK I LOVE YOU Partridge Family, Bell 910 (Screen Gems-Columbia, BMI)	8
9	6	8	8	JERUSALEM Herb Alpert & the Tijuana Brass, A&M 1225 (Almo, ASCAP)	7
10	8	7	9	FIRE & RAIN James Taylor, Warner Bros. 7423 (Blackwood/Country Road, BMI)	11
11	10	10	6	AND THE GRASS WON'T PAY NO MIND Mark Lindsay, Columbia 4-45229 (Stonebridge, ASCAP)	10
12	12	2	3	IT DON'T MATTER TO ME Bread, Elektra 45701 (Screen Gems-Columbia, BMI)	9
13	20	23	35	ROSE GARDEN Lynn Anderson, Columbia 4-45252 (Lowery, BMI)	4
14	27	—	—	SILVER MOON Michael Nesmith & the First National Band, RCA 74-0399 (Screen Gems-Columbia, BMI)	2
15	15	15	16	WHERE DID ALL THE GOOD TIMES GO Dennis Yost & the Classics IV, Liberty 56200 (Low-Sal, BMI)	6
16	26	34	37	MR. BOJANGLES Nitty Gritty Dirt Band, Liberty 56197 (Cotillion/Danel, BMI)	5
17	19	21	28	SUNSET STRIP Ray Stevens, Barnaby 2021 (Ahab, BMI)	5
18	—	—	—	MOST OF ALL B. J. Thomas, Scepter 12299 (Low-Sal, BMI)	1
19	14	14	17	I JUST DON'T KNOW WHAT TO DO WITH MYSELF Gary Puckett, Columbia 4-45249 (U.S. Songs/Blue Seas/Jac/Belinda, ASCAP)	6
20	16	13	11	SWEETHEART Engelbert Humperdinck, Parrot 40054 (Casseroles, BMI)	10
21	38	—	—	KNOCK THREE TIMES Dawn, Bell 938 (Pocketfull of Tunes/Jillbern/Saturday, BMI)	2
22	22	25	30	FOR THE GOOD TIMES Ray Price, Columbia 4-45178 (Buckhorn, BMI)	17
23	25	—	—	CAN'T STOP LOVING YOU Tom Jones, Parrot 40056 (Felsted, BMI)	2
24	24	26	—	STONED LOVE Supremes, Motown 1172 (Jobete, BMI)	3
25	33	35	—	BE MY BABY Andy Kim, Steed 729 (Trio/Mother Bertha, BMI)	3
26	17	16	15	HOME LOVIN' MAN Andy Williams, Columbia 4-45246 (Maribus, BMI)	7
27	40	—	—	MORNING Jim Ed Brown, RCA 47-9909 (Show Biz, BMI)	2
28	28	32	36	IF YOU WERE MINE Ray Charles, ABC 11271 (Tangerine, BMI)	5
29	—	—	—	HOW ARE THINGS IN CALIFORNIA? Nancy Sinatra, Reprise 0968 (Mills, ASCAP)	1
30	31	—	—	FREE TO CARRY ON Sandpipers, A&M 1227 (Almo/Paeen, ASCAP)	2
31	35	36	—	DO IT Neil Diamond, Bang 580 (Tallyrand, BMI)	3
32	30	31	39	EVIL WAYS Johnny Mathis, Columbia 4-45263 (Sah, BMI)	4
33	21	27	27	CHELSEA MORNING Sergio Mendes & Brasil '66, A&M 1226 (Siquomb, BMI)	5
34	37	39	—	CHERYL MOANA MARIE John Rowles, Kapp 2102 (Rosebridge, BMI)	3
35	18	18	18	MONTEGO BAY Bobby Bloom, MGM 157 (Unart/Cheezeburger, BMI)	9
36	36	37	—	BURNING BRIDGES Mike Curb Congregation, MGM 14151 (Hastings, BMI)	3
37	—	—	—	THINK ABOUT YOUR CHILDREN Mary Hopkin, Apple 1825 (Rak, BMI)	1
38	—	—	—	MY SWEET LORD George Harrison, Apple 2995 (Harrisonsongs, BMI)	1
39	—	—	—	BLACK MAGIC WOMAN Santana, Columbia 4-45270 (Murbo, BMI)	1
40	—	—	—	CAROLINA IN MY MIND Crystal Mansion, Colossus 128 (Apple, ASCAP)	1

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## WB to Build Studio-Exec Complex Near Film Site

Continued from page 8

its present location on Warner Blvd. since it was formed 12 years ago.

Chief engineer Lee Hersberg is working on the design for the studios. The building will be located near the backlot forest set.

As part of its administrative force expansion, WB has hired Perry Jones to handle special project LP promotion, and Herb Sanders, as assistant to Mo Ostin, the label president, and Joe Smith, the executive vice presi-

dent. Sanders will act as a detail man, handling phone contacts and negotiating situations like soundtracks.

Phil Rose, newly named managing director for Kinney's international department, will continue to headquarter in Burbank, while Nesuhi Ertegun, the department's new director, remains in New York.

The two are considering setting up their own distribution in England. WB has had an office in London 15 months, with Pye handling pressing and distribution. The contract expires in June. Atlantic is involved with Polydore for several more years.

## Smith Chain Into Tapes

Continued from page 18

include Librarie Hachette of France, Schmidt-Agence A. G. (Switzerland), Germany's Hermann Montanus, and A. S. Nord Cassette, which is jointly owned by Narvesens of Norway, Pressbyran of Sweden and Rautatiekirja of Finland.

The consortium will handle cartridges and cassettes for educational, industrial training and home entertainment use. Laurence Cotterel for W. H. Smith said, "This is a growing market with enormous potential. The consortium will act as a clearing house cum club for software and a general pool for resources and ideas."

## Ampex Sales & Earnings in Sharp Dip in Two Periods

Continued from page 8

\$1,380,000 compared with \$7,426,000 in 1969. Earnings per share were 13 cents on 10,874,314 average shares outstanding, compared with 69 cents on 10,825,293 shares during the previous year.

William E. Roberts, chairman of the board of Ampex Corp., blamed the drop in revenue on slow sales triggered by the depressed economy. He was, however, optimistic of an upward swing during the last half of the fiscal year.

## Rich & Gleason Take Awards

Continued from page 4

published by Alfred A. Knopf, Inc. Receiving the \$300 third prize was Milton Goldin for "The Music Merchants," published by the Macmillan Co.

Stanley Adams, ASCAP president, also presented scrolls to the authors and publishers of

the winning books and articles. ASCAP members who serve as judges were Dr. Vincent Persichetti, Dr. Virgil Thomson, Billy Taylor and Gerald Marks. The competition was established by ASCAP's Board of Directors in 1967 to honor the late Deems Taylor, composer and former ASCAP president.

## RCA's Ornato Hits Italian Music Trade; Cites Piracy as Biggest Foe

• Continued from page 1

performances and by unauthorized reproductions of recordings.

"There is an erroneous and dangerous tendency in the world today to consider music a public property that is at everyone's disposal, forgetting that the creation of music involves talent and financial efforts which have to be justly rewarded."

### Cassette Piracy

Ornato referred to the "enormous and indiscriminate use of recordings in public places, radio, television and wire diffusion" which daily diminished the sales of sound-reproducing devices with low or without adequate compensation to the rightful owners. There was also, he said, an increased traffic in illegal cassette recordings.

He felt, however, that there was room for some optimism in the future as far as piracy was concerned since the SIAE (performing rights society) was taking effective measures to deal with the problem.

Ornato also hit out at taxes "which in Italy weigh heavily on records" and called for the same fiscal treatment to be given to records as is given to books. "Both have the same function of promoting and spreading artistic and cultural expression," he said.

The problem of the tax differential was, he said, being studied by various government and international organizations such as UNESCO but it would be a long time before the problem was resolved.

In outlining the economic background of the Italian music industry, Ornato said that the income of authors, artists, musicians and music companies had been estimated at about \$80 million divided as follows: \$29 million for author's rights, \$40 million for sales of records and tapes and about \$11 million for performances made by artists and orchestras.

Relative costs, excluding salaries and fees, could be estimated at about \$40-\$48 million, a large part of which was paid to the treasury and to social security funds.

"Therefore," said Ornato, "there is between \$32-\$40 million left from which to pay for the services of more than 10,000 people in the music industry who are dedicated to the creation and dissemination of music."

Switching his sights to Italy's state-owned radio and television corporation, RAI, Ornato attacked the organization for adopting a fence-sitting attitude by using programme formulae "which cause the least discontent without contributing concretely in any

## American Talent, Clearwater Pact

LONDON—Clearwater Productions, the London management-agency group headed by Douglas Smith, has negotiated a U.S. agency alliance with American Talent Inc., to supervise bookings of Clearwater acts in forthcoming tours of the U.S. and Canada.

The deal was negotiated by Smith in a recent visit to New York, and the first of Clearwater's four bands to make a U.S. tour is High Tide, whose second album will be released by Liberty/UA in America early next year. High Tide will then make a short six-week promotion tour in April.

When U.S. release dates are set for Cochine, Hawkwind and Skin Alley product (for which label deals have yet to be concluded), tours will follow six weeks after. Clearwater will soon appoint a U.S. promotion man with New York offices who will work with each act as they tour, in conjunction with the record companies.

way to the formation of musical taste."

Ornato added: "RAI has organized for years an incredible number of song festivals, many of them completely lacking in artistic significance. Only recently, when the Italian Phonographic Association spoke against spreading these types of shows, did RAI decide to follow a more restrictive and selective policy."

## Christmas Product Up In Manila

MANILA — Mareco, Inc. and Filipinas Record Corp. once more issued the biggest catalog of product for the Christmas period with impressive totals of 115 LP's and 195 singles, some of which were first released as early as 1968.

The LP's are distributed among 14 labels (one local); while the singles among 15 labels (two local).

Labels topping the LP catalog are CBS (45), RCA (29) and Villar (12); while for the single catalog, Villar (67), CBS (59) and RCA (16).

This year the new releases have totals of 16 LP's and 38 singles as against 82 LP's and 157 singles last year. Notably the decrease is 81 percent for LP's and 76 percent for singles.

The LP's released this year are topped by Villar and CBS (five each), followed by RCA (two); while the singles are topped by CBS (17), followed by Villar (13).

Villar organist Rely Coloma, recipient of the Awit Award as Best Instrumentalist of 1969, is the top seller this season. He has three LP's and 12 singles to his credit. The LP's are "White Christmas," "Pasko sa Sariling Bayan" and "The Santa Claus Parade."

## CBS Shows 41% Sales Hike In U.K.

LONDON—In the financial year which ended on Oct. 30, CBS experienced its best sales performance since setting up as an independent in the U.K. five years ago.

Sales showed an increase of 41 percent over the previous year and included the major achievement of a 500,000-seller in the Simon and Garfunkel album, "Bridge Over Troubled Waters."

"We released the album in February since when it has become the biggest seller we've ever had in this country," commented marketing director Maurice Oberstein.

Looking back over the company's performance, Oberstein mentioned several significant factors which have contributed to the CBS boom year.

Exports to Europe and Commonwealth countries had been particularly good, especially with Christie's "Yellow River" which had been a hit in 17 markets, including the rarely penetrated South American field. He predicted that with U.S. sales taken into consideration, "Yellow River" would become a 2,000,000-plus seller. It was already the company's leading U.K. single.

The "Sound of the '70's" campaign, which included two Albert Hall concerts, had been instrumental in establishing three U.S. acts, Johnny Winter, Flock and Santana, with the latter group's latest album a contender for a Top 10 placing.

Oberstein also referred to the "good fortune" of having two Bob

This new policy, said Ornato, should give positive results in the future and would mean that the record industry no longer had to support "artist cattle markets which are also uneducational for the public." Too often a piece of music was composed especially for a festival without any thought being given to the music or the quality.

### No Tradition

Dealing with artistic standards in Italy, Ornato complained that schools were not placing sufficient emphasis on musical education. "Unfortunately," he added, "apart from opera, Italy has no tradition in the field of musical theater and one of the few authentic idioms, the Neapolitan song, is almost dead."

"During the past years in Italy we have not produced enough 'music' but we have put on the market more 'consumer products' than we should have done."

"The public has realized this and is tired of it. They find our production overburdened with taxes and too expensive and are using new means such as recording on blank cassettes—with great detriment to the music industry."

Ornato concluded a hard-hitting speech with a reference to cartridge television "the new means of diffusion which is destined to influence and deeply affect the cultural world in the next decades."

### CTV

He said cartridge television would make a decisive contribution not only to entertainment but also to education, which would be the major human activity around the year 2000.

Said Ornato: "This new device presents many problems which are already the subject of intense studies and debates. The most important problem to be solved is to prevent programs being recorded without authorization—an abuse which would again create the serious problems already experienced with audiocassettes."

Dylan albums during the year and the Granada TV documentary on Johnny Cash which boosted sales of the country singer's San Quentin Prison recording.

Third main factor was the growing tape market, now accounting for "in excess of 5 percent of our sales." This is extremely significant, we feel, and it is all plus-business.

Oberstein added that purchases of cassettes were "well ahead" of 8-track tapes, but felt that the latter configuration had a chance of improving its share of the business because of the promotional efforts of the equipment makers.

On singles, regarded in some quarters as being on the way out, Oberstein disclosed "a single is selling as well as last year for its chart position and business is not disappearing." But, he felt that the single would become less significant, by not reflecting a growth pattern in an expanding market.

## Love Affair Is Inked by EMI

LONDON—EMI has signed the Love Affair to a worldwide contract and the group, which previously recorded for CBS, is recording titles for a single to be released in January.

At present, it is uncertain which EMI label the group will record for in this country.



LEE MANDELL, executive vice president of Fantasy Records, completed a three-day visit to Australia. He discussed the promotion of new Fantasy product with Alan Hely, managing director of Festival Records, who handles Fantasy in Australia and New Zealand. Lee was presented with a 12 gold-record awards for sales on Creedence albums. Six of these were for "Cosmos Factory"—the group's biggest album in Australia to date. Photo shows left to right, Festival's Noel Brown (advertising), Roy Atkinson (advertising), Barry Peacher (promotions) with Lee Mandell, and David Elfick, Billboard's Australian representative.

## Gallo, Teal Merge Budget, Rack Set-Ups

By PETER FELDMAN

JOHANNESBURG—Two of South Africa's largest record companies, Gallo and Teal Holdings, have merged their budget record and rack distribution operations in a joint company.

Gallo has acquired a half interest in Music for Leisure (Pty), the low-price record distributing company formed by Teal Holdings in July to distribute budget records.

The company is aiming for a turnover of around 3 million rand dollars in its first year.

In a joint statement Gerald McGrath, chairman of Teal Holdings, and David Fine, director of Gallo (Africa), said: "By merging the budget record and rack record operations formerly handled by the Gallo companies with the already large number of existing Music for Leisure outlets, the company will now have a combined distribution of budget records un-

equalled by any other company in South Africa.

"The enlarged company will control more than 2,500 outlets, and rack dealers, supermarkets and chemists will be able to obtain all supplies from one distributing company."

They added that economies and efficiencies by handling distribution through one company would be substantial. Country dealers can now get their supplies more easily.

McGrath said that the acceptance of budget records in South Africa had far exceeded his expectations.

It appears that the new low price records have expanded the market and not merely token sales from the more expensive records. In fact, the over-all record market continues to increase at about 20 percent a year.

## Fest Craze In Manila

By OSKAR SALAZAR

MANILA—A "Woodstock" craze has hit the area. This has been brought about by the showing of the Warner Bros. picture "Woodstock" and the release of the three-record set of its soundtrack by Mareco, Inc.

In December, Manila has The Antipolo Rock Music Festival at the Grand Heights Subdivision in Antipolo, Rizal (Dec. 5); The Manila Rock Festival at the 10,000-seat Rizal Memorial Coliseum in this city (Dec. 5). Desiderata in La Mesa Dam in Novaliches, Rizal on Dec. 22-25; Peace at the Luneta Park (no definite date set yet); a three-day folk-rock festival in Corregidor fortress off Manila Bay, also this month; and another festival is planned for Montalban, Rizal, also this month. Complementing these hectic festivities are two serious folk concerts: "Desiderata in Black" at the Cultural Center of the Philippines by the Manila Bay, Jan. 17 and "The Butterfly Concert" at the Abelardo Hall of the University of the Philippines in Quezon City on Jan. 15-16.

For the out-of-town festivals, organizers are optimistic to draw from 50,000 to 100,000 people. The only specific purposes of these festivals are the promotions of folk-rock music and the raising of funds for charity.

## SARI Prize To Judy Page

JOHANNESBURG—CBS artist Judy Page was given a SARI award for the top female vocalist of the year as well as an award for the best vocal LP, "Time and Love." SARI awards are presented annually to the top artists in various fields.

Storm artist Dave Mills won the top male Country and Western vocalist award. EMI's Nico Carstens won top "Boereorke" awards, Lance James of Brigadiers, the best Afrikaans vocal LP of the year with "Ahoj, Madagascar, Ahoj," and Cornelia, an RCA artist, took the top female Country singer award.

Brigadiers scored again in the best non-vocal LP category with Mike Simpson's "Let's Go Classic."

Highveld artist Eddie Calvert won best instrumentalist award; The Staccatos of Truetone, best pop group and the best band award went to CBS artist Johnny Boshoff who also took the SARI Award for his "Hit Vibrations" LP. Grahame Beggs won the "Springbok Award" for "Sounds Wild" album.

The Song of the Year award went to CBS artists The Bats for their composition of "Who's That Girl."

Gallo's Stevie van Kerken won a special "Springbok Award"—it's a mini-SARI award—in the female singer section and shared the honors with Peter Lotis in the best vocal group category.

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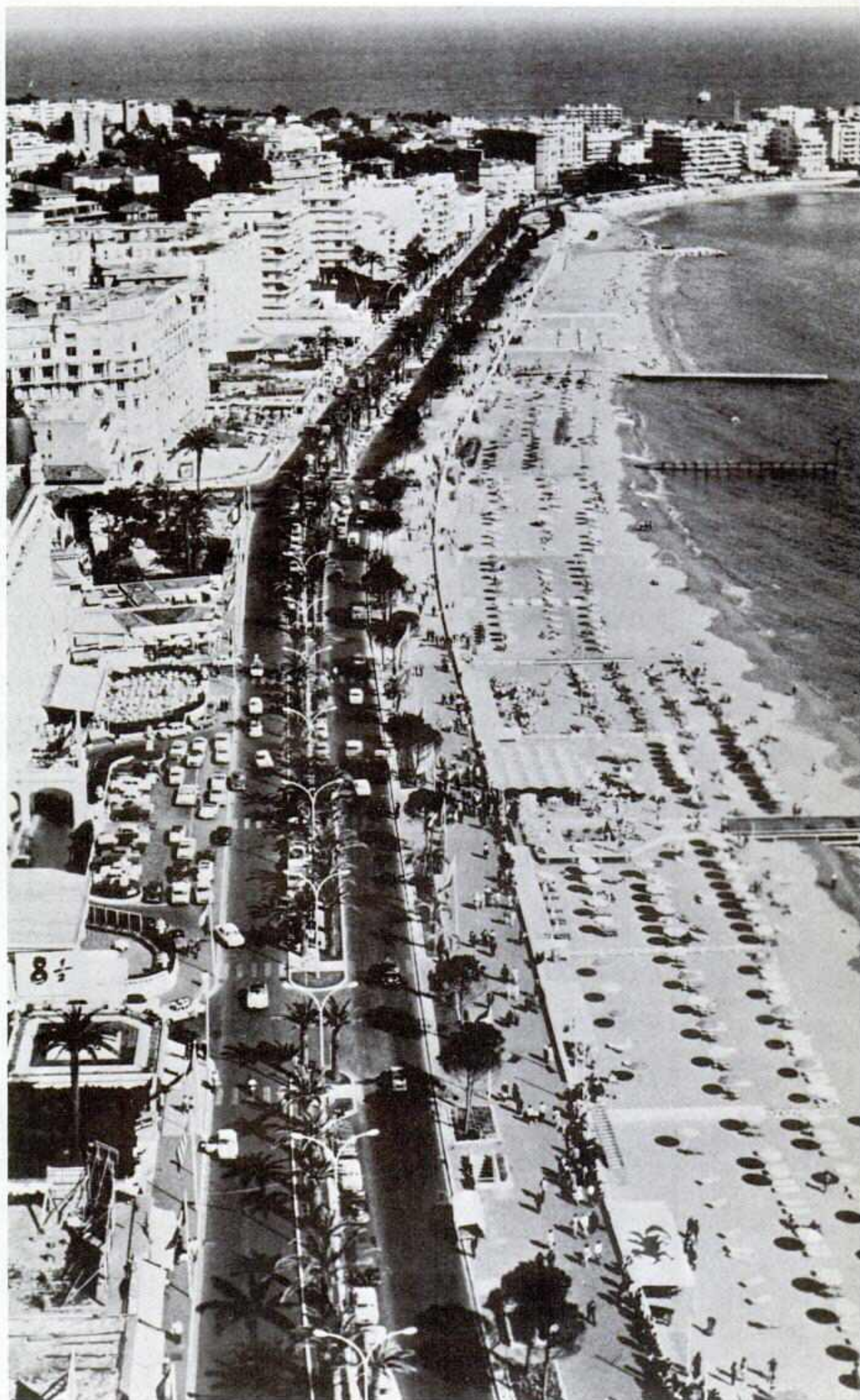
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### The Participants:

The conference enables hardware and software manufacturers, programmers and other professionals involved in all facets of cartridge television, recording and distribution to discuss trends, techniques and prospects on an international level.

### The Program:

#### MONDAY, APRIL 19

9:00 a.m.-11:00 a.m.

#### Session 1

##### What Is the Unique Place of Cartridge TV in Entertainment and Education?

- Talk A. As seen from the U.S. Viewpoint
- Talk B. As seen from the European Viewpoint
- Talk C. As seen from the Japanese Viewpoint

#### Session 2

##### How Creators of Cartridge TV Programs View Their Function

- Talk A. The role of the film and TV company in entertainment programming
- Talk B. The role of the Educational film producing company
- Talk C. The stake of the Recording Organization
- Talk D. The Place of the Book and Magazine Publishing Company

#### TUESDAY, APRIL 20

9:00 a.m.-11:00 a.m.

#### Session 3

##### Evaluating the Characteristics and Plans of Principal Systems

This session will detail the costs, operating characteristics, and marketing plans of major cartridge TV and video disc systems that have already been announced.

5:30 p.m.-7:30 p.m.

#### Session 4

##### How Big Are the Potential Markets for Education and Entertainment and What Are The Needs?

- Talk A. Appraising the Market in Schools and Universities
- Talk B. Looking at Cartridge TV Use for Industry, Training and Information
- Talk C. Evaluating the Applications for Home Instruction
- Talk D. The Home Entertainment Market

#### WEDNESDAY, APRIL 21

9:00 a.m.-11:00 a.m.

#### Session 5

##### Distribution Patterns

- Talk A. Direct sales to the Educational and Corporate Markets
- Talk B. Problems and Profitability of Lease vs. Sale of Product
- Talk C. A report on the Japanese Experience in Selling Cartridge TV
- Talk D. What are the Most promising retail outlets for Product sale?

#### THURSDAY, APRIL 22

9:00 a.m.-11:00 a.m.

#### Session 6

##### Key Considerations for Companies Entering the Cartridge TV Field

- Talk A. How and why companies are setting up a separate Cartridge TV Department
- Talk B. Principal factors in developing a saleable product line for Cartridge TV
- Talk C. Deciding on the Duplicating Facility: where, how many, Company-Owned vs. Outside Facility?
- Talk D. The alternatives of Industry Standardization vs. Competing Systems

5:30 p.m.-7:30 p.m.

#### Session 7

##### Proprietary Rights, Residual Rights and Copyright in Cartridge TV

- Talk A. In U.S. and Canada
  - Talk B. In England and Western Europe
  - Talk C. In Japan and the Far East
- Followed by extensive roundtable discussions. This session will be continued on Friday.

#### FRIDAY, APRIL 23

9:00 a.m.-11:00 a.m.

#### Session 8

##### Creative Product Required for Successful Programming

This session will show the types of audio-visual material that each of the following creative forces believes should be produced for consumer sale with an explanation of why and to whom the product will be sold.

- Talk A. The Contribution of the Film Directors
- Talk B. The Output of TV and Independent TV Producers
- Talk C. The Creative Product Produced by the Record Companies

11:15 a.m.-1:00 p.m.

#### Session 9

##### A Blueprint for Industry Action.

A Panel Summation of the results of the conference

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## Chappell Ltd. Broadens Record Retailing Move

LONDON—The probability of Chappell, Ltd., the Philips-owned music publishing company, being developed as a record retailing chain is indicated by the formation of a new company, Chappell Music Centres, under Alex Strickland, former head of Soho Records, London.

News of Chappell's decision to expand further into retailing—its Bond St. showroom already sells records as well as sheet music and pianos—was disclosed this week by managing director Jacques Chabrier. Chabrier will be chairman of the CMC board, with Strickland as managing director, and taking up his duties immediately after Christmas. Other members of the board will be Frank Coachworth, Chappell general manager, and John Fruin, managing director of Polydor.

First step in the new development will be to redesign and enlarge the showroom, which will be given a new shopfront, Strickland told Billboard.

This would incorporate a much larger record department to give

"the most advanced presentation of product in the UK," in addition to the existing sheet music and piano business.

Plans also include a hi-fi department and in the wholesale section at the rear of the building, an enlarged retail piano and organ department will be built.

"We plan to make Chappell the showplace of the West End and let the public really know we are in the record business. Eventually we hope to expand retailing activities to other locations in London and other major cities," Strickland added.

Strickland entered the retailing business in 1958 when he opened his first Soho Records shop which he eventually built into one of the best known of London's disk chains.

In April 1965 Pye took a part share in Soho Records and in April last year Strickland sold out completely. Since then he has been the holder of a franchise to sell soundtrack and cast recordings at London theaters.

## From The Music Capitals of the World

### TOKYO

Yoshiro Kitano is the new president of the Victor complex in Japan, replacing Hitoshi Momose who will remain as board chairman. Momose's ill health is the reported reason for the switch. Kenjiro Takayanagi replaces Kitano as vice president, managing director is Hidemasa Nishigaki, executive directors are Hirobumi Takumitsu, Katsunari Kasajima, and adviser to the board is Konosuke Matsushita. . . . T. Shobajo replaces Masami Nakayama as president of Nippon Columbia. . . . Musician Mickey Curtis (leader of the Samurai group) has closed his rock club, Freak Out, in Tokyo's Roppongi district. Groups which appeared there included Food Brain, Flower Travellin' Band, Blind Bird and Samurai. Curtis is now working with Sloane Associates on several festival projects.

. . . The U.S. recorded "Mandom" by Jerry Wallace (Liberty) is very successful here as it is used as a TV commercial for men's cosmetics, featuring Charles Bronson. Takeo Hori of Toshiba and Tats Nagazhima of Taiyo Music lined up both Wallace and Bronson for the job. "Mandom" has sales of over 500,000 claimed. . . . King Records is promoting "Inochi O Kaketa Koi" by Jun Jiro via a postcard teaser campaign to local broadcasters and press. The campaign was very successful with an earlier King release, Ritsuko Abe's single, "Aide Kurunda Iwake Nante." . . . Organist Jimmy Smith is currently touring the military club circuit in Japan, making his only public appearance at Mugen in Tokyo's Akasaka area, Nov. 22-23. All shows were sellouts. . . . Also at Mugen, booked by Makoto Masuyama, are Ike and Tina Turner, Dec. 11-16. Price for the duo is \$5.56 per person, slightly higher than the usual price.

Flower Travellin' Band, Japan's first underground group to cut their own album, "Anywhere" (Philips), is also the first local group to be signed for a North American tour, lasting six months and arranged through Vincent Fusco of Limelight Records (Canada) and Yuya Uchida, the group's manager. The band has signed a seven-year contract with Fusco. . . . CBS/Sony released an album featuring 12 compositions of Japanese light music composer Masao Koga, arranged and performed by Percy Faith and his orchestra. . . . Rolling Smith, one of the original Inkspots group, is playing piano in the Lipo bar of the Tokyo Hilton.

MALCOLM DAVIS

### MILAN

No comment from the jukebox companies which are members of the AFI (Italian Phonographic Industry Association) on the possibility of discontinuing the special prices of jukebox records. . . . As a result of increasing sales of Jimi Hendrix records, Phonogram is distributing a new maxi-single by the artist, containing "Voodoo Chile," "Hey Joe" and "All Along the Watchtower." . . . Mina will probably be visiting the U.S. during the beginning of December. She has accepted an invitation to appear on the Dean Martin TV Show, and will be the second European guest—Tom Jones was the first—to take part in Martin's show. . . . Italian singer Rosaline won first prize at the International Caravella dei Successi, held at Bari, with "Fine a morire." Lally Stott was second, with his own composition, "Chirpy Chirpy Cheep Cheep." . . . Italian composer/singer Fred Benguste wrote the music for the soundtrack of the new and successful Alberto Latuada film "Venga a prendere il caffè do noi" (Come for a cup of coffee with us). From the sound-

track music, Benguste has selected "Viviane" as his next single. . . . The album "Led Zeppelin III," which was released here only a month ago, is already on top of the Italian LP charts and looks like becoming the season's best-seller.

International singing star, Caterina Valente, is a big favorite in Italy once again following her performance at the Campione Festival with her new single "Merica, Merica." . . . French composer/singer Georges Moustaki, who won the Gondola d'Ore at the Venice Festival last September, gave two successful concerts at Milan's Lirice Theater. Moustaki's appearances there represented the second occasion on which he has visited Italy. . . . Caterina Caselli, recently married to CBS-CGD managing director Piero Sugar, was in Berlin in October to take part in a German TV show. . . . Italy's most popular vocal group, Ricchi e Poveri, has recorded a new single—its third this year—which combines "Dammille baci" with "La ragazza di Praga" (from the film of the same name). . . . The Tremeloes were in Milan on Nov. 21 to feature their latest single "Me & My Life." The group appeared on the most popular afternoon TV show in Italy—"Chissa chi lo sa." . . . Amleto Silvestri has been appointed sales manager of Durium Records, following his departure from a similar post with SIF.

PEPPO DELCONTE

### MANILA

Robert B. Weiss, Monument vice-president, arrived for talks with Mareco executives Manuel and Luis P. Villar. . . . Select Talent Agency, Inc., organized by film actress Lillian Laing De Leon, was inaugurated recently. Directors include songwriter George F. Sison, film-TV actor Pepito Rodriguez, Antonio M. Espeleta, Donnie Ramirez, Ramil Rodriguez, Ramon Espeleta and Victor Cesar De Leon. The agency's first undertaking was the production of "Benefique '70" at the Cultural Center of the Philippines. The show featured the country's leading film and disk artists. . . . Three Filipino recording executives—Manuel P. Villar (Mareco), James G. Dy (Dyna) and S.Y. Cheng (Super)—attended the Asian and Pacific Committee meeting of the International Federation of Phonographic Industries in Hong Kong recently. Headed by Derrick J. Coupland, the committee discussed record piracy. Dy was elected board member of the committee while Villar acted as spokesman of the Philippine group. . . . The Tunnel Organization, a non-profit civic group, will sponsor "Peace," the first open-air music festival in the country, this month. It will be a whole day affair for campus and rock groups, folk singers and professional entertainers. The Tunnel Organization is headed by Andre Kahn, Jodie Stewart and Rene Quema.

"As Long as Forever" was the song entry of the Philippines to the International Popular Song Festival held in Tokyo, Japan, Nov. 20-22. Music was written by Mike Velarde Jr., composer of the popular song "Dahil Sa Iyo." The lyricist is George Canseco, winner of five Awit Awards as best composer and lyricist and for song of the year. Singing the Philippine entry was Merci Molina, now an artist of Dyna Products, Inc. Dyna has produced "As Long as Forever" on single backed by Velarde's "Dahil Sa Iyo," both songs performed by Molina. . . . D'Swan Sound System Co. has lined new LP productions for artists Lumberjacks, Susan Salcedo, Jonathan and Eddie Peregrina. The LP's will be released in January. . . . A mini-LP for Eddie Peregrina is coming out this month.

(Continued on page 72)

## LP ON HOUSE (MAXWELL) WITH ORDER OF COFFEE

LONDON—A campaign which will involve television advertising supplemented by full national newspaper and magazine advertising is being launched by General Foods, the manufacturers of the Deacon and Crown labels.

During the campaign, Maxwell House will offer its dealers one free album for every case of Maxwell House Coffee ordered.

Maxwell House will also offer three albums for the price of two to consumers sending in the label from a jar of coffee. Deacon and Crown retail at \$1.50. It is estimated that promotional aids—which include posters and display headboards in over 150,000 independent retail outlets and all supermarket chains throughout the country.

The campaign is built around the release of 16 Deacon and Crown albums including releases by Ray Charles, Harry Belafonte, a current "Pick of the Pops" album, Beethoven's "Emperor Concerto" by the Nuremberg Symphony Orchestra and a newly released "Swinging Christmas Carols" album.

## Inelco Launches Budget LP Counter Attack

AMSTERDAM—Inelco, Amsterdam—sole representative in Holland for RCA, MCA, and Amadeo—is the first Dutch firm to launch a counter-attack in the budget-line LP market, following the successful entry of Music for Pleasure on to the Dutch market.

In their low-price challenge to MFP, Inelco compiled a special catalog of known product by famous artists and put it on to the market at the same price as MFP product. And up to now, the company has sold more than 200,000 albums, at \$2 per album and featuring such artists as Glenn Miller, Paul Anka, Anita Kerr, Buddy Holly, Louis Armstrong, Joan Baez, Mario Lanza, Chet Atkins,

Ella Fitzgerald and Robert Stolz.

Ten years ago, Inelco was the first Dutch firm to start a budget-line for LP's. This caused much comment within the industry about the policy of issuing such low-price material.

"But," explains Inelco's sales manager J. Beutler, "Our policy has proved to be a successful one. Now, we would like to prove to our colleagues in the industry that we were right."

The older record buyer, he says, is very much interested in the catalog which Inelco has issued at the lower price.

"Some of the big names featured in this low-price series could well

(Continued on page 72)

## U.K. Reggae Firm Releases Pop Disk

LONDON—Trojan Records, the Island affiliate which up to now has been one of the major purveyors of reggae music in this country, enters the pop market this week with release of a single by Miller James of the Neil Diamond composition "You Got to Me."

It will be followed before Christmas by another pop single by Paul Tracey, "Stepping Out Into the Lights," and after Christmas with a pop number by Jimmy James.

According to Trojan general manager Graeme Walker, the move does not so much reflect a sag in the reggae market as it does a

desire on the part of Trojan artists to extend their horizons and progress with the music they feel most suited to.

"West Indian music has become far more professional and commercial in the past year than it ever has before," Walker told Billboard. "Our move into the pop field indicates an advance in reggae, and the material coming out of Jamaica now is vastly improved. Our aim is to sift from the enormous amount of material coming from Jamaica and market the selected product on the Trojan label in our own way."

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# Canadian News Report

## CHUM Unveils 15-Hr Beatles Documentary

By RITCHIE YORKE

TORONTO—Radio CHUM last weekend unveiled its self-produced 15-hour documentary, "The History of the Beatles" which it intends to make available for syndication.

The critically acclaimed special was broadcast in three segments—1—from birth to Beatlemania, 2—the British invasion to the end of Beatle touring, 3—days of leisure (to the breakup) on consecutive nights.

"The History of the Beatles" was produced by Doug Thompson and Warren Cosford at CHUM studios, and written and researched by Larry Solway and Bill McDonald.

CHUM brought in Chuck Riley of WIBC Indianapolis to handle the voice-overs in the documentary. The special utilized hundreds of Beatles press conference tapes, several exclusive interviews, and virtually every well-known Beatles' music track.

The program also drew upon early rock 'n' roll records, which were described by the Beatles as having influenced them.

CHUM's program director, J. Robert Wood, said that syndication inquiries were already flowing in. He declined to name just how much CHUM intends to charge each station for the documentary, but said that it would be considerably less than the \$5,000 which program consultant Bill Drake asked for his "History of Rock 'n' Roll" documentary.

Last year, CHUM produced its own "History of Rock," which the station gave free to the Canadian

Association of Broadcasters for syndication in this country. About 40 Canadian stations aired the special, along with several other stations in the U.S. and Australia.

## GRT Bows Three Acts

MONTREAL—GRT of Canada introduced three of its top entries in the Canadian talent scene at a party here this week.

More than 200 Montreal press and radio VIP's turned up for the occasion, which was highlighted by Everyday People, Cane and Abel, and Ronnie Hawkins with his new band, the Fedville University Collegiate Klan.

The party was organized by GRT's Quebec branch manager, Jim Corbett, in conjunction with Ed LaBuick, marketing manager, and Jutta Ney and Harry Hrabinsky of the Toronto head office.

## Maple Leaf System Results

TORONTO—Results of this week's Maple Leaf System voting, as reported by Doug Rawlinson of CHUM included "Proper Stranger"—Privilege—MCA, 4.9; "Carnival Man"—Rick Curtis—AVCO, 3.8; "You Make Me Wonder"—Everyday People—GRT, 5.6; "Hello Melinda Goodbye"—Five Man

## A & M Canada Talent Deal

TORONTO—A & M Records of Canada entered the local talent scene this week when it signed a production deal with Harry Hinde Productions. Initial release is a single by Toronto-based Tundra, "Band Bandit." The song was written by group member Al Manning and singer John Rutter.

Deal was wrapped up between Harry Hinde and A & M managing director, Jerry LaCoursiere.

LaCoursiere said that the Hinde deal would also involve other as yet un-named acts. A & M will have first option on all Hinde-produced material. The "Band Bandit" single is to be released in the U.S. by A & M within the next three weeks.

## Anthony in For Meetings

TORONTO—Dee Anthony, personal manager of Joe Cocker, Ten Years After and now the King Biscuit Boy and Crowbar, flew in to Toronto from Texas this week-end (22).

While in Canada, Anthony attended the sold out Crowbar concert at Massey Hall and had meetings with Frank Davies, vice president of Love Productions, which records Biscuit Boy and Crowbar.

Anthony also had discussions with both Crowbar and the King Biscuit Boy regarding their forthcoming U.S. tours.

Electrical Band—Polydor, 6.3; "Good Old Joe"—Inner City Mission—Yorkville, 2; "Why Why Why"—Tomorrow's Eyes—London, 1.

## From The Music Capitals of the World

### TORONTO

Daffodil's distributor, Capitol, sent out 50 advance test pressings of the "Heritage" LP by Christmas to key media people—this was the first time that this familiar U.S. approach has been utilized on Canadian album product. . . . Tommy Graham, veteran Toronto musician has an album released, "Planet Earth" (Capitol). . . . CHUM's Summerlea publishing company has the B side of the Bells' smash "Fly Little White Dove Fly."

Toronto publisher, John Bassett,

## Quality Gives Awards to 12

TORONTO—In recognition of their efforts in promoting Canadian talent, Quality Records this week gave 12 radio stations special awards.

The stations were CKEK, Cranbrook, B.C.; CJOC, Lethbridge, Alb.; CHAT, Medicine Hat, Alb.; CKXL, Calgary, Alb.; CJYR, Edmonton, Alb.; CHAK, Inuvik, N.W.T.; CFAR, Flin Flon, Man.; CKOC, Hamilton, Ont.; CFPL, London, Ont.; CKLC, Kingston, Ont.; CKWS, Kingston, Alb.; and CJFX, Antigonish, N.S.

The awards were based on the number of Canadian records listed on playlists and published charts, and the times they were listed. The Quality awards are to be presented semiannually in the future.

has applied for the CKLW-AM license. . . . Anne Murray's "Snow Bird" has qualified as a Canadian gold record—this follows her recent U.S. gold disk. . . . Partridge Family single expected to reach Canadian gold status next week. . . . Polydor rushed out "Back Home" by the Golden Earring from Holland, as part of a new deal with the Perception/Today/Dwarf/Red Bullet family of labels. . . . Toronto composer, Ben Kerr, wrote "Washington DC" for the Blue Diamonds, a top Canadian country group. . . . The Marquee, a new jazz club, opened in Toronto this week. . . . Tom Northcott appeared with the Vancouver Symphony on Nov. 11—his new single on Uni is "I Think It's Gonna Rain Today."

## New 8-Track Studio Opens

TORONTO—The Atlantic provinces are soon to have their first 8-track recording studio.

Ronald J. Hesler announced this week that he will soon open the Fundy Recording Co., in Sackville, New Brunswick.

The Atlantic provinces have produced three important Canadian acts—Anne Murray, Pepper Tree and Gene MacLellan, all of which record in Toronto. Hesler said that he will also launch a Fundy label in the near future. The only important recording studios east of Ontario are in Montreal.

# Uncommon market.

Big countries with little populations. Little countries with big populations. And countries in between. Collectively they buy some 1,000,000,000 records a year from 5,000 different companies. Yet one in every five of these records is from EMI. This says a lot for EMI bigness — in organisation, in recording and production resources, in distribution and selling, in finance, in international know-how, in everything it takes to head-up so vast and complex a world market.



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# HITS OF THE WORLD

Billboard

## BRITAIN

(Courtesy Record Retailer)  
\*Denotes local origin

This Week	Last Week	SINGLES
1	16	I HEAR YOU KNOCKING—Dave Edmunds (Mam)—Francis Day (Dave Edmunds)
2	1	VOODOO CHILE—*Jimi Hendrix Experience (Track)—A. Schroeder (Jimi Hendrix)
3	3	INDIAN RESERVATION—*Don Fardon (Young Blood)—Acuff-Rose (Miki Dallon)
4	2	WOODSTOCK—*Matthews Southern Comfort (Uni)—MCPS (Ian Matthews)
5	10	CRACKLIN' ROSIE—Neil Diamond (Uni)—Ardmore & Beechwood (Tom Catalano)
6	5	WAR—Edwin Starr (Tamla-Motown)—Jobete/Carlin—(Norman Whitfield)
7	15	RIDE A WHITE SWAN—*T. Rex (Fly)—Essex Int'l (Tony Visconti)
8	4	PATCHES—Clarence Carter (Atlantic)—Rick Hall
9	23	I'VE LOST YOU—Elvis Presley (RCA)—Carlin
10	13	JULIE DO YA LOVE ME—*White Plains (Deran)—Warner Bros.—(Greenaway/Cook)
11	7	SAN BERNARDINO—*Christie (CBS)—Christabel (Mike Smith)
12	6	IT'S WONDERFUL—Jimmy Ruffin (Tamla Motown)—Jobete/Carlin
13	20	WHOLE LOTTA LOVE—*CCS (Rak)—Warner Bros. (Mickie Most)
14	9	RUBY TUESDAY—Melanie (Buddah)—Mirage (Peter Schickerye)
15	8	THE WITCH—*Rattles (Decca)—Transcontinental/Hans Sikorski (Herbert Hildebrand)
16	19	YOU'VE GOT ME DANGLING ON A STRING—Chairmen of the Board (Invictus)—KPM (Holland-Dozier-Holland)
17	45	HOME LOVIN' MAN—Andy Williams (CBS)—Schroeder/Mustard (Dick Glasser)
18	38	IT'S ONLY MAKE BELIEVE—Glen Campbell (Capitol)—Francis, Day & Hunter (Al DeLory)
19	22	THINK ABOUT YOUR CHILDREN—*Mary Hopkin (Apple)—Rak (Mickie Most)
20	21	NEW WORLD IN THE MORNING—*Roger Whittaker (Columbia)—Cromo/Tembo (Denis Preston)
21	24	IN MY CHAIR—Status Quo (063)—Valley (John Schroeder)
22	12	ME AND MY LIFE—*Tremelos (CBS)—Gale (Mike Smith)
23	33	MY PRAYER—*Gerry Munroe (Chapter One)—FD & H (Les Reed)
24	46	WHEN I'M DEAD AND GONE—(L) McGuinness Flint (Capitol)—Feldmans (Glyn Johns)
25	17	BAND OF GOLD—Freda Payne (Invictus)—Gold Forever (Holland/Dozier/Holland)
26	36	I'LL BE THERE—Jackson Five (Tamla Motown)—Jobete/Carlin (Hal Davis)
27	27	BABY I WON'T LET YOU DOWN—*Pickettywitch (Pye)—Hushabye/Carlin (John Macleod)
28	11	BLACK NIGHT—*Deep Purple (Harvest)—Hec (Deep Purple)
29	30	THE TIP OF MY FINGERS—*Des O'Connor (Columbia)—Leeds (Norman Newell)
30	26	PARANOID—*Black Sabbath (Vertigo)—Essex Intl. (Roger Bain)
31	31	SNOWBIRD—Anne Murray (Capitol)—KPM (Brian Aherm)
32	25	IT'S A SHAME—Spinners (Tamla/Motown)—Jobete/Carlin (Stevie Wonder)
33	—	MY WAY—Frank Sinatra (Reprise)—Shapiro-Bernstein
34	44	LADY BARBARA—*Peter Noon & Herman's Hermits (Rak)—Rak (Mickie Most)
35	29	CLOSE TO YOU—Carpenters (A&M)—Carlin (Jack Daugherty)
36	14	BALL OF CONFUSION—Temptations (Tamla-Motown)—Jobete Carlin (Norman Whitfield)
37	32	MEMO FROM TURNER—Mick Jagger (Decca)—Mirage
38	28	HEAVEN IS HERE—Julie Felix (Rak)—(Mickie Most)
39	37	YOU CAN GET IT IF YOU REALLY WANT IT—*Desmond Dekker (Trojan)—Island (Kong/Kelly)
40	40	MORE GOOD OLD ROCK 'N' ROLL—*Dave Clark Five (Columbia)—Various (Dave Clark)
41	35	MONTEGO BAY—Bobby Bloom (Polydor)—UA (Jeff Barry)
42	47	FIRE AND RAIN—James Taylor (Warner Brothers)—April (Peter Asher)
43	18	STILL WATER—Four Tops (Tamla Motown)—Jobete Carlin/Frank Wilson
44	43	DEEPER & DEEPER—Freda Payne (Invictus)—KPM (Holland/Dozier/Holland)
45	—	BLAME IT ON THE PONY EXPRESS—Johnny Johnson & His Bandwagon (Bell)—Mustard (Tony Macaulay)

This Week	Last Week	SINGLES
46	39	AIN'T NO MOUNTAIN HIGH ENOUGH—Diana Ross (Tamla, Motown)—Jobete/Carlin (Ashford/Simpson)
47	—	GRANDAD—Clive Dunn (Columbia)—In Music (Ray Cameron/Clive Dunn)
48	—	NOTHING RHYMED—Gilbert O'Sullivan (Mam)—Mam/April (Gordon Milvs)
49	—	MY WAY—Dorothy Squires (President)—Shapiro Bernstein (Nicky Welsh)
50	41	HEAVENS HELP US ALL—Stevie Wonder (Tamla Motown)—Jobete/Carlin (Miller/Baird)

## CANADA

(Courtesy Maple Leaf System)  
\*Denotes local origin

This Week	Last Week	SINGLES
1	1	I THINK I LOVE YOU—Partridge Family (Quality)
2	2	I'LL BE THERE—Jackson 5 (Motown)
3	3	SHARE THE LAND/BUS RIDER—*Guess Who (RCA)
4	4	GYPSY WOMAN—Brian Hyland (Uni)
5	5	LOLA—Kinks (Pye)
6	6	WE'VE ONLY JUST BEGUN—Carpenter (A&M)
7	7	FLY LITTLE WHITE DOVE, FLY—*Bells (Polydor)
8	8	FIRE AND RAIN—James Taylor (Warner Bros.)
9	9	TEARS OF A CLOWN—Smoky Robinson & the Miracles (Motown)
10	10	YOU DON'T HAVE TO SAY YOU LOVE ME—Elvis Presley (RCA)

## ITALY

(Courtesy Discografia Internazionale)  
\*Denotes local origin

This Week	Last Week	SINGLES
1	1	NEANDERTHAL MAN—Hotlegs (Fontana)—Francis Day
2	5	SPRING, SUMMER, WINTER AND FALL—Aphrodite's Child (Mercury)—Alfiere
3	2	L'APPUNTAMENTO—*Ornella Vanoni (Ariston)—Ariston
4	4	ANNA/EMOZIONI—*Lucio Battisti (Ricordi)—Acqua Azzurra
5	3	AL BAR SI MUORE—*Gianni Morandi (RCA)—RCA/Amici del Disco/Mimo
6	6	IN THE SUMMERTIME—Mungo Jerry (Pye)—Carre D'As
7	8	YELLOW RIVER—Christie (CBS)—Bixio
8	10	FLY ME TO THE EARTH—Wallace Collection (Parlophone)—Voce del Padrone
9	11	SOGNO A' MORE—*Massimo Ranieri (CGD)—Suvini Zerboni
10	7	SYMPATHY—Rare Bird (Philips)—Melody
11	9	MIDNIGHT—George Baker (Joker)—SAAR
12	18	IO E TE DA SOLI—*Mina (PDU)—PDU/Acqua Azzurra
13	21	GIRL I'VE GOT NEWS FOR YOU—Mardi Gras (Map City)—Fama
14	—	LEI MI DARA' UN BAMBINO—*Camaleonti (CBS)—Melody
15	12	LOOKIN' OUT MY BACK DOOR—Creedence Clearwater Revival (America)—Palace
16	—	MA CHE MUSICA MAESTRO—*Raffaella Carrà (RCA)—Amici del Disco
17	17	DOVE VAI/VIVO PER TE—*Dik Dik (Ricordi)—Curci/Come il Vento/Pegaso
18	13	CHIRPY CHIRPY CHEEP CHEEP—*Lally Stott (Philips)—Alfiere
19	15	GROOVIN' WITH MR. BLOE—Mr. Bloe (DJM)—Curci
20	24	POETAS ANDALUCES—Aguaviva (Carosello)—Curci
21	22	EL CONDOR PASA—Simon & Garfunkel (CBS)—Les Copains
22	14	TU SEI TU—*Eric Charden (II)—RCA
23	—	ED IO TRA DI VOI/TI LASCIO ANDARE—*Charles Aznavour (Barclay)—RCA-La Falena
24	—	VAGABONDO—*Nicola di Bari (RCA)—RCA/Acqua Azzurra
25	—	ROOTS OF OAK—Donovan (Epic)—Sauter

## MALAYSIA

(Courtesy Radio Malaysia)  
\*Denotes local origin

This Week	Last Week	SINGLES
1	1	CANDIDA—Dawn (Stateside)
2	3	CLOSE TO YOU—Carpenters (A & M)
3	4	MAKE IT WITH YOU—Bread (Electra)
4	6	THE NEXT IS LOVE—Elvis Presley (RCA)
5	7	DO WHAT YOU GOTTA DO—*Strollers (CBS)
6	10	LAY DOWN CANDLES IN THE RAIN—Melanie (Buddah)
7	9	CRACKLIN' ROSIE—Neil Diamond (Universal)
8	2	I JUST CAN'T HELP BELIEVING—B. J. Thomas (Scepter)
9	—	AMERICA, COMMUNICATE WITH ME—Ray Stevens (Monument)
10	—	BLACK NIGHT—Deep Purple (Harvest)

## MEXICO

(Courtesy Radio Mil)

This Week	Last Week	SINGLES
1	1	Y VOLVERE—Los Angeles Negros (Capitol)
2	2	EN EL VERANO (In the Summertime)—Mungo Jerry (Gamma)
3	4	CARINO—Los Babys (Peerless)
4	3	RIO AMARILLO (Yellow River)—Christie (Epic)
5	6	CRISTAL DE ROCA—Sonia Lopez (CBS)
6	5	EN MI ONDA (Spill the Wine)—Eric Burdon & War (MGM)
7	—	CANDIDA—Dawn (Capitol)
8	7	SUFRI—Los Solitarios (Peerless)
9	8	CABANA DE QUESO (Cheese Cottage)—Crow (Gamma)
10	9	LA BANDA DOMINGUERA—Imelda Miller (RCA)

## NEW ZEALAND

(Courtesy New Zealand Broadcasting)  
\*Denotes local origin

This Week	Last Week	SINGLES
1	1	CRACKLIN' ROSIE—Neil Diamond (MCA)
2	2	IT'S ONLY MAKE BELIEVE—Glen Campbell (Capitol)
3	3	LOLA—Kinks (Pye)
4	4	SNOWBIRD—Anne Murray (Capitol)
5	6	LOOKIN' OUT MY BACK DOOR—Creedence Clearwater Revival (Liberty)
6	5	CANDIDA—Dawn (Bell)
7	7	SWEETHEART—Engelbert Humperdinck (Decca)
8	8	JOANNE—Michael Nesmith and the First National Band (RCA)
9	9	PUFNSTUF—Pufnstuf (MCA)
10	—	SPILL THE WINE—Eric Burdon and War (Polydor)

## SINGAPORE

(Courtesy Rediffusion, Singapore)  
\*Denotes local origin

This Week	Last Week	SINGLES
1	1	MONTEGO BAY—Bobby Bloom (Polydor)
2	2	GASOLINE ALLEY BRED—Hollies (Parlophone)
3	3	CANDIDA—Dawn (Stateside)
4	4	CRACKLIN' ROSIE—Neil Diamond (Universal)
5	5	SNOW BIRD—Anne Murray (Capitol)
6	6	BAND OF GOLD—*Anita Sarawak (Columbia)
7	7	FIRE & RAIN—James Taylor (Warner Bros.)
8	8	I'LL BE THERE—Jackson 5 (Motown)
9	9	SWEET INSPIRATION—Johnny Johnson & the Band Wagon (Stateside)
10	10	THE WITCH—Rattles (Decca)

## SPAIN

(Courtesy El Musical)  
\*Denotes local origin

This Week	Last Week	SINGLES
1	2	N'A VEIRINA DO MAR—*Maria Ostiz (Hispanovox)—Ediciones Musicales Hispanovox
2	5	QUIERO ABRAZARTE TANTO—*Victor Manuel (Fonogram)—Ediciones Musicales Fontana
3	1	YELLOW RIVER—Christie (CBS)—Grupo Editorial Armonico
4	4	IN THE SUMMERTIME—Mungo Jerry (Hispanovox)—Canciones del Mundo
5	3	EL CONDOR PASA—Simon & Garfunkel (CBS)—Ediciones Quiroga
6	8	CUANDO ME ACARICIAS—*Mari Trini (Hispanovox)—Ediciones Musicales Hispanovox
7	7	NEVER MARRY A RAILROAD MAN—Shocking Blue (Poplandia-RCA)—Ediciones Sympathy
8	9	LA NAVE DEL OLVIDO—*Henry Stephen (RCA)—America Toda
9	6	CORPINO XEITOSO—*Andres do Barro (RCA)—Erika Musical
10	—	CLOSE TO YOU—Carpenters (Hispanovox)—Canciones del Mundo

## SOUTH AFRICA

(Courtesy Springbok Radio, EMI)  
\*Denotes local origin

This Week	Last Week	SINGLES
1	1	BURNING BRIDGES—Mike Curb Congregation (MGM)—Essex, Trutone
2	2	CRACKLIN' ROSIE—Neil Diamond (MCA)—Ardmore & Beechwood (Gallo)
3	4	CANDIDA—Dawn (Stateside)—Belinda, EMI
4	3	CHA LA LA I NEED YOU—Shuffles (CBS)—Copyright Control, GRC (Lion Svaab)
5	—	ME AND MY LIFE—Tremeloes (CBS)—Gail, Gallo (Mike Smith)
6	8	LIKE I DO—Barbara Ray/5th Dimension (RCA)—Bourne, Teal (Jody Wayne)
7	9	MONTEGO BAY—Bobby Bloom (Polydor)—United Artists, Trutone (Jeff Barry)
8	—	ALL THE TEARS IN THE WORLD—Dave Mills (Storm)—Angela, Gallo (Terry Dempsey)
9	5	MADEMOISELLE NINETTE—Mike Holm (Ariola)—MPA, Teal
10	6	BROWN EYES—Chris Andrews (WRC)—Laetrec, Teal

## SWEDEN

(Courtesy Radio Sweden)

This Week	Last Week	SINGLES
1	1	LED ZEPPELIN III (LP)—Led Zeppelin (Atlantic)—Supertype
2	2	WAR—Edwin Starr (Tamla-Motown)—Reuter & Reuter
3	3	BRIDGE OVER TROUBLED WATER (LP)—Simon & Garfunkel (CBS)—Sonet
4	4	ABRAXAS (LP)—Santana (CBS)
5	5	ARE YOU READY—Pacific Gas & Electric (CBS)—Sweden
6	6	PARANOID (LP)—Black Sabbath (Vertigo)
7	7	LOLA—Kinks (Pye)—Sonora
8	8	COSMO'S FACTORY (LP)—Creedence Clearwater Revival (Liberty)—Palace
9	9	BLACK NIGHT—Deep Purple (Harvest)
10	10	LOOKIN' OUT MY BACK DOOR—Creedence Clearwater Revival (Liberty)—Palace

## SWITZERLAND

(Courtesy Radio Switzerland)

This Week	Last Week	SINGLES
1	1	BLACK NIGHT—Deep Purple (Harvest)
2	3	PARANOID—Black Sabbath (Vertigo)
3	5	COMME J'AI TOUJOURS ENVIE D'AIMER—Marc Hamilton (Philips)
4	4	WILD WORLD—Jimmy Cliff (Philips)
5	2	A SONG OF JOY—Miguel Rios (AZ Disc)
6	8	SAN BERNARDINO—Christie (CBS)
7	6	LOLA—Kinks (Pye)
8	7	NEANDERTHAL MAN—Hotlegs (Fontana)
9	9	BACK HOME—Golden Earring (Polydor)
10	—	OH, WANN KOMMST DU?—Daliah Lavi (Polydor)

## From The Music Capitals of the World

• Continued from page 70

TV star **Carina Afable** cut "Merry Christmas" for Neon Record Co. She is likely to be signed by the company. Neon is also producing a mini-LP for **Novo Bono Jr.** for release this month. . . . There is news that D'Swan artist **Jonathan** is to be signed by one of the leading nightclubs in Las Vegas. **OSKAR SALAZAR**

## MUNICH

Teldec's director of promotion, **Guenther Braeunlich**, introduced his company's new pop-press manager **Frank Matthaei** to Munich journalists on Nov. 19. Both Braeunlich and Matthaei organized a sort of "success party" for Teldec singer **Peter Maffey** who is to receive a Gold Disk award to mark 1,000,000 sales of his single, "Du" (You), within the next few weeks. . . . Burlington Music Edition in Munich-Rimsting has announced that the firm has opened a promo-

## Pub Houses Get Together

VIENNA—Since the end of October, the following publishing houses—all under the management of Gottfried Indra—have been grouped together in Neulerchenfelderstrasse 3-7, 1160 Vienna: Josef Weinberger, Wien Melodie, Papagone, United Artists, Dacapo and WM-Produktion.

These publishers control the Austrian stage rights of the best-known Viennese operettas by composers such as Johann Strauss, Franz von Suppe, Emmerich Kalmann, Franz Lehár (Frasquita/Rastelbinder) and the operas of Wolf-Ferrari. The latest acquisition is the musical "Showboat," which is to have its premiere at the Vienna Volksoper in the spring of 1971.

In the field of classical music, the house also controls important works by composers Gustav Mahler, Friedrich Gulda and others. WM-Produktion, affiliated to the publishing house, had success last year with Austrian singers, composers and writers. The turnover of the publishing center has increased by 200 percent in the period 1966-69.

The respective firms are run by a young team whose oldest member is general manager Gottfried Indra, (33).

## Inelco Budget LP

• Continued from page 70

be an introduction to the more expensive albums by these artists," Beutler added.

The Inelco publicity department has supported the campaign with a sober but nevertheless most impressive amount of advertising, providing local dealers with mats and other simple advertising material for their own local-paper advertising.

tion office in Hamburg. This office will work for Burlington in the Northern territory of West Germany and will be managed by **Mr. Arno van Vught, Jr.** Mr. Vught's address is Mento Music, Arno van Vught, Hamburg 6, Ludwigstrasse 13. . . . **Heinz Voight**, boss of Intersong, is organizing a European convention of all publishing companies associated with Deutsche Grammophon Gesellschaft and German Philips, which will take place at Hamburg's Norge Hotel, between December 2-4. Guests from the U.S. are expected to attend the convention. . . . **Dieter Weidenfeld**, secretary for **Hans R. Beierlein** and manager of Edition Montana, Munich, will leave the latter company at the end of December. He will start his own management office in Cologne. . . . **Miss Gerti Bartel**, press officer for the Montana organization, will also be leaving Munich. She and Weidenfeld have worked, with a great deal of success, for Beierlein's Montana company for some years. **URSULA SCHUEGRAF**

## International Executive Turntable

**Ian Gillespie**, general manager finance, has resigned from RCA, where he worked for the past three years. No replacement has yet been named and for the time being his responsibilities will be handled by senior members of the department, including **Tony Coomber** and **Jeremy Watson**.

## Debut Album From Crowbar

TORONTO—Daffodil recording artists, Crowbar, are in the process of cutting an album, their first without the King Biscuit Boy.

According to Daffodil vice president, **Frank Davies**, the album is tentatively titled "Bad Manors," and will be released simultaneously in the U.S. and Canada in January. It is being recorded at Toronto Sound Studios with engineer **Terry Brown**.

Davies said that reports that Crowbar had broken up were "totally untrue." The group were the featured band on the first King Biscuit Boy album, "Official Music," a best seller in Canada. However, the King Biscuit Boy retired from personal appearances some two months ago, and is now in the process of putting together a new band. He is also putting finishing touches to his second album, "Gooduns," which is expected to be issued in the U.S. by Paramount in February.



# BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	2	<b>BITCHES BREW</b> Miles Davis, Columbia GP 26	31
2	1	<b>THE ISAAC HAYES MOVEMENT</b> Enterprise ENS 1010	33
3	3	<b>CHAPTER TWO</b> Roberta Flack, Atlantic SD 1569	13
4	4	<b>GULA MATARI</b> Quincy Jones, A&M SP 3030	17
5	6	<b>BLACK TALK</b> Charles Earland, Prestige PR 7758	22
6	—	<b>MILES DAVIS AT FILLMORE</b> Columbia G 30038	1
7	10	<b>INDIANOLA MISSISSIPPI SEEDS</b> B.B. King, ABC ABC5-713	4
8	9	<b>HOT BUTTERED SOUL</b> Isaac Hayes, Enterprise ENS 1001	73
9	12	<b>DON ELLIS AT FILLMORE</b> Columbia G 30243	5
10	14	<b>WES MONTGOMERY'S GREATEST HITS</b> A&M SP 4247	36
11	13	<b>THE BEST OF JOHN COLTRANE—HIS GREATEST YEARS</b> Impulse AS 9200-2	3
12	7	<b>SUMMUN BUKMUN UMYUN</b> Pharoah Sanders, Impulse AS-9199	4
13	—	<b>BLACK DROPS</b> Charles Earland, Prestige PR 7815	1
14	5	<b>WALKING IN SPACE</b> Quincy Jones, A&M SP 3023	55
15	8	<b>THEM CHANGES</b> Ramsey Lewis, Cadet LP 844	6
16	11	<b>THE LAST POETS</b> Douglas 3	12
17	17	<b>SWISS MOVEMENT</b> Les McCann & Eddie Harris, Atlantic SD 1537	52
18	15	<b>THEM CHANGES</b> Buddy Miles, Mercury SR 61280	13
19	—	<b>DRIVES</b> Lonnie Smith, Blue Note BST 84351	1
20	19	<b>BRIDGE OVER TROUBLED WATER</b> Paul Desmond, A&M SP 3032	3

Billboard SPECIAL SURVEY For Week Ending 12/5/70

## Hoffman Sets PR Company

NEW YORK — Marty Hoffman, veteran record company publicist, has set up his own public relations firm. Hoffman has begun servicing domestic accounts, and plans attending the forthcoming MIDEM conference to meet with representatives of European-based companies and publication representatives.

Hoffman, who has been affiliated with Decca, Mercury, United Artists and Roulette, has set up his independent shop at 65 West 55th St.

## Longines Helps to Make Club Tick

Continued from page 22

span at the regular \$6.98 apiece price.

Members receive a monthly tape selection booklet listing 200 titles, including product from Capitol, Parrot, Warner Bros., Polydor, ABC, London, Sun, Reprise, Dunhill, DGG, Impulse, Phase 4, Dot, Plantation, Mainstream, among others.

## Universal Studios

Continued from page 12

the studio included James Spencer, Ollie Hoskins, Art Gentry, Lonnie Duvall and Don Conway.

Two LP's now have been cut on Free Dirt and the New Zealand Trading Company for Memphis Records.

# CBS LP's Win German 'Oscars' — 'Trojans,' Davis, Gilels Cited

Continued from page 52

brahms piano concertos with Bernard Haitink conducting.

Other prizes went to the DGG recording of Beethoven's piano trios and quartets, featuring Wilhelm Kempff, Henryk Szeryng, Pierre Fourier, Christoph Eschenbach and the Amadeus Quartet; the Dvorak piano trios played by the Beaux Arts Trio on Philips; and two violin sonatas by Prokofiev with Itzhak Perlman and Vladimir Ashkenazy on RCA.

In the Musica Nova section of the 1970 awards, first prize was awarded to the Wergo recording of the "Requiem, Lontano & Continuum." Prizes for baroque recordings went to the Concentus Musicus, Vienna, conducted by Nikolaus Harnoncourt (Telefunken) for their recording of "Komodiantische Musik des Barock"; Charles Mackerras conducting "Rappresentatione di Aninina, et di Gorpo," by Cavalierie, with Tatiana Troyanos, Hermann Prey and others, as well as Purcell's "Cacilien Ode"—both released on DGG's Archive label.

Vocally, Dietrich Fischer-Dieskau singing Schubert Leider, together with Gerald Moore (DGG), "Great Tenor Airs," sung by Placido Domingo (RCA) and the aforementioned "Des Knaben Wunderhorn," with Berry, Christa Ludwig and Leonard Bernstein, all received awards.

Other category winners:

**Instrumental recitals:** Claude Helffer (DGG) playing piano sonatas by Boulez and Berg; Mstislav Rostropovich (Decca) playing Britten's two cello suites.

**Historical recordings:** "Katin Branzell" and "Von der Wiener Hofoper zur Staatsoper" (Preisler Records).

**Recorded literature, Song or Cabaret:** Peter Handke (DGG) and "Portrait of Franz Josef Degenhardt" (Polydor).

A special prize went to the cassette-LP of "Wilhelm Backhaus In Memoriam" (Decca), and the International Folklore award went to "Hungarian Folk Music" (Qualiton) and "Music From Burundi" (Ocora-Electrola).

No prize was awarded in the operetta, ancient music, drama and documentary categories.

# CTV Software Producers Urged to Develop Programming for System

Continued from page 16

buy 13 more during a 12-month start thinking anything can happen," he said.

The Underground Vegetables was formed five years ago by a group of Miami-based college graduates involved in technological research of the audiovisual hardware and software markets.

This research, according to Meintjes, has spanned the spectrum of educational, industrial and entertainment software, marketing, distribution and electronic research.

Two years ago the UV switched from research to the actual production of software for the new medium. In that time the group has developed a catalog of 800 videomusic programs working with albums by groups like Ten Years After, Moody Blues, and Savoy Brown. The finished products, some of which have been aired on national and international television, and at the Cannes Film Festivals of 1969 and 1970, have been stored in the UV's computer bank in preparation of CTV's entry into the consumer market.

Program concepts have been completed in film, videotape, and color transfers, using all available forms of processing technologies including holograms. The UV hopes to work with major hardware producing companies in the marketing of its programs, but it has also slated an independent marketing program geared to college campuses, television stations, and the consumer market. Details of the plan are classified.

Meanwhile, the group is encouraging creative young people interested in the cartridge TV field to work with it on innovative program concepts. The UV has branches in Miami, New York and London.



## Singles

### ★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

### ★ REGIONAL BREAKOUTS

NOW THAT I HAVE FOUND YOU . . . Larry Santos, Evolution 1029 (Fields, BMI) (Detroit)

SOMEBODY'S BEEN WATCHING YOU . . . Little Sister, Stone Flower 9001 (Daly City, BMI) (St. Louis)

THE MAN, THE WIFE & THE LITTLE BABY DAUGHTER . . . Phil Flowers, Bell 928 (Greyhound, BMI) (New Orleans)

## Albums

### ★ NATIONAL BREAKOUTS

GRAND FUNK RAILROAD . . . Live Album, Capitol SWBB 633

ISAAC HAYES . . . To Be Continued, Enterprise ENS 1014 (Stax/Volt)

JUDY COLLINS . . . Whales & Nightingales, Elektra EKS 71090

NITTY GRITTY DIRT BAND . . . Uncle Charlie & His Dog Teddy, Liberty LST 7642

IKE & TINA TURNER . . . Workin' Together, Liberty LST 7650

### ★ ACTION ALBUMS

DIONNE WARWICK . . . Very Dionne, Scepter SPS 587

JOHNNY TAYLOR'S GREATEST HITS . . . Stax STS 2032

CAPTAIN BEEFHEART & THE MAGIC BAND . . . Lick My Decals Off, Baby, Straight RS 6420 (Warner Bros./Reprise)

GUESS WHO . . . Sown & Grown In Canada, Wand WDS 691 (Scepter)

SWEETWATER . . . Just For You, Reprise RS 6417

TOWER OF POWER . . . Easy Bay Grease, San Francisco SD 204 (Atlantic/Atco)

SCROOGE . . . Soundtrack, Columbia C 30258

PAUL DESMOND . . . Bridge Over Troubled Water, A&M SP 3032

ANTONIO CARLOS JOBIM . . . Tide, A&M SP 3031

MILES DAVIS AT FILLMORE . . . Columbia G 30038

JOE WILLIAMS . . . Worth Waiting For, Blue Note BTS 84355 (Liberty/United Artists)

NEW YORK ROCK ENSEMBLE . . . Columbia 30033

ELVIS PRESLEY . . . That's the Way It Is, RCA Victor LSP 4445

B. J. THOMAS . . . Most of All, Scepter SPS 586



101. 15 YEARS AGO . . . Conway Twitty, Decca 32742
102. I CAN'T BELIEVE THAT YOU'VE STOPPED LOVING ME . . . Charley Pride, RCA Victor 47-990
103. WE GOT TO LIVE TOGETHER . . . Buddy Miles, Mercury 73159
104. AFTER THE FEELING IS GONE . . . 5 Flights Up, T.A. 107 (Bell)
105. HELP ME FIND A WAY (To Say I Love You) . . . Little Anthony & the Imperials, United Artists 50720
106. INDIAN LADY . . . Lou Christie, Buddah 192
107. YOU CAN GET IT IF YOU REALLY WANT IT . . . Desmond Dekker, Uni 55261
108. ARE YOU MY WOMAN . . . Chi-Lites, Brunswick 55442
109. BACK TO THE RIVER . . . Damnation of Adam Blessing, United Artists 50726
110. MAMA MAMA . . . James Anderson, Cotillion 20140 (Atlantic/Atco)
111. I WOULDN'T LIVE IN NEW YORK CITY (If They Gave Me the Whole Dang Town) . . . Buck Owens & His Buckaroos, Capitol 2947
112. I'M ALRIGHT . . . Lynn Anderson, Chart 5098
113. EVERYTHING IS GOING TO BE ALRIGHT . . . Teegarden & Vanwinkle, Westbound 171 (Janus)
114. BURNING BRIDGES . . . Mike Curb Congregation, MGM/Coburt 14151
115. FLESH & BLOOD . . . Johnny Cash, Columbia 4-45269
116. WONDERS YOU PERFORM . . . Tammy Wynette, Epic 6-10687 (Columbia)
117. BRUSH A LITTLE SUNSHINE . . . Tommy Roe, ABC 11273
118. SATIN RED & BLACK VELVET WOMAN . . . Dave Mason, Blue Thumb 7117 (Capitol)
119. GODDESS OF LOVE . . . Gentrys, Sun 1120
120. DOWN TO THE WIRE . . . Yellow Hand, Capitol 2957

## Rokers Switch Label's Name

LOS ANGELES—Wally and Renny Roker are changing the name Canyon Records because it conflicts with a similar firm in Denver.

Canyon was the first label the two brothers formed nine months ago. Now they operate RRG, Roker, Soulclock and Stardom under the banner of the Roker Record Group.

Stardom is a label owned by a new act, the Invincibles, which the Rokers have acquired. The group's first single on that label is "Heart Full of Love 1970."

Encouraging creative young people interested in the cartridge TV field to work with it on innovative program concepts. The UV has branches in Miami, New York and London.

Debuting on RRG is Jimmy Reed with "Crying Blues." Debuting on Roker is Erma Thomas with "These Four Walls." Soulclock's first act is the Whispers, who have released the followup single of "I'm the One" to their first hit, "Seems Like I Gotta Do Wrong."

## Koppelman & Rubin

Continued from page 3

Roses," "Younger Generation," "Happy Together" and "I Had a Dream."

On the record end, Koppelman and Rubin will be involved with Al Massler in Faithful Virtue Records. The label has Sid Schaeffer as sales manager, and Johnny Bond as national promotion manager.

*Introducing*  
*the new* **MAMM** *label*

**First single already No.1 in England**



**DAVE EDMUNDS**  
**I Hear You Knocking**

3601





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



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

# Billboard

THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)	THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)	THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)
1	1	I THINK I LOVE YOU •	Partridge Family (Starring Shirley Jones & Featuring David Cassidy) (Wes Farrell), Bell 910	34	39	CAN'T STOP LOVING YOU	Tom Jones (Peter Sullivan), Parrot 40056 (London)	66	90	MOST OF ALL	B. J. Thomas (Buddy Buie & Steve Tyrell), Scepter 12299
2	2	THE TEARS OF A CLOWN	Smokey Robinson & the Miracles (Henry Cosby & "Smokey"), Tamla 54199 (Motown)	35	44	ONLY LOVE CAN BREAK YOUR HEART	Neil Young (Neil Young & David Briggs), Reprise 0958	67	93	ROSE GARDEN	Lynn Anderson (Glenn Sutton), Columbia 4-45252
3	6	GYPSY WOMAN	Brian Hyland (Del Shannon), UNI 55240	36	62	IT'S IMPOSSIBLE	Perry Como (Ernie Altschuler), RCA 74-0387	68	84	MORNING	Jim Ed Brown (Bob Ferguson), RCA Victor 47-9909
4	3	I'LL BE THERE	Jackson 5 (Hal Davis), Motown 1171	37	33	HEED THE CALL	Kenny Rogers & the First Edition (Jimmy Bowen & Kenny Rogers), Reprise 0953	69	83	MR. BOJANGLES	Nitty Gritty Dirt Band (William E. McEuen), Liberty 56197
5	4	WE'VE ONLY JUST BEGUN •	Carpenters (Jack Daugherty), A&M 1217	38	40	I'M NOT MY BROTHER'S KEEPER	Flaming Ember (William Weatherspoon/Raynard Miner), Hot Wax 7006 (Buddah)	70	91	AMOS MOSES	Jerry Reed (Chet Atkins), RCA Victor 47-9904
6	5	FIRE AND RAIN	James Taylor (Peter Asher), Warner Bros. 7423	39	43	ONE MAN BAND	Three Dog Night (Richard Podolor), Dunhill 4262	71	89	YOUR SONG	Elton John (Gus Dudgeon), UNI 55265
7	25	ONE LESS BELL TO ANSWER	Fifth Dimension (Bones Howe), Bell 940	40	42	DO IT	Neil Diamond (Jeff Barry & Ellie Greenwich), Bang 580	72	76	ALL I HAVE	Moments (George Kerr & Sylvia), Stang 5017
8	24	NO MATTER WHAT	Badfinger (Mal Evans), Apple 1822	41	58	PAY TO THE PIPER	Chairmen of the Board (Holland-Dozier-Holland, Invictus 9081 (Capitol)	73	79	WHERE DID ALL THE GOOD TIMES GO	Dennis Yost & the Classics IV (Buddy Buie), Liberty 56200
9	9	HEAVEN HELP US ALL	Stevie Wonder (Ron Miller & Tom Baird), Tamla 54200 (Motown)	42	31	AS THE YEARS GO BY	Mashmakhan (Billy Jackson), Epic 5-10634 (Columbia)	74	74	CAROLINA IN MY MIND	Crystal Mansion (David White & Crystal Mansion), Colossus 128
10	16	SHARE THE LAND	Guess Who (Nimbus 9 & Jack Richardson), RCA 74-0388	43	56	STONEY END	Barbra Streisand (Richard Perry), Columbia 4-45236	75	92	SILVER MOON	Michael Nesmith & the First National Band (Michael Nesmith), RCA 74-0399
11	11	YOU DON'T HAVE TO SAY YOU LOVE ME/PATCH IT UP	Elvis Presley, RCA Victor 47-9916	44	71	IMMIGRANT SONG	Led Zepplin (Jimmy Page), Atlantic 2777	76	94	PARANOID	Black Sabbath (Rodger Bain), Warner Bros. 7437
12	12	SEE ME, FEEL ME	Who (Kit Lambert), Decca 732729	45	51	RIVER DEEP—MOUNTAIN HIGH	Supremes & Four Tops (Ashford & Simpson), Motown 1173	77	80	CAROLINA IN MY MIND	James Taylor (Peter Asher), Apple 1805
13	72	MY SWEET LORD/ISN'T IT A PITY	George Harrison (George Harrison/Phil Spector), Apple 2995	46	57	GROOVE ME	Pink Floyd (E. Walker), Chimneyville 435 (Atlantic/Atco)	78	88	STEALER	Free (Free), A&M 1230
14	15	5-10-15-20 (25-30 Years of Love)	Presidents (Van McCoy), Sussex 207 (Buddah)	47	53	CHAINS AND THINGS	B. B. King (Bill Szymczyk), ABC 11280	79	—	THE GREEN GRASS STARTS TO GROW	Dionne Warwick (Burt Bacharach), Scepter 12300
15	8	MONTEGO BAY	Bobby Bloom (Jeff Barry), MGM 157	48	54	BORDER SONG	Aretha Franklin (Jerry Wexler, Tom Dowd & Arif Mardin), Atlantic 2772	80	82	WHEN THE PARTY IS OVER	Robert John (George Tobin), A&M 1210
16	20	DOES ANYBODY REALLY KNOW WHAT TIME IT IS?	Chicago (James William Guercio), Columbia 4-45264	49	52	IF YOU WERE MINE	Ray Charles (Joe Adams), ABC/TRC 11271	81	—	LONELY DAYS	Bee Gees (B.R.M. Gibb & R. Stigwood), Atco 6795
17	27	BLACK MAGIC WOMAN	Santana (Fred Catero/Santana), Columbia 4-45270	50	45	PART TIME LOVE	Ann Peebles (Willie Mitchell), HI 2178 (London)	82	77	STONED COWBOY	Fantasy (Bennett & Bennett), Liberty 56190
18	7	INDIANA WANTS ME	R. Dean Taylor (R. Dean Taylor), Rare Earth 5013 (Motown)	51	59	IT'S ALL IN YOUR MIND	Clarence Carter (Rick Hall), Atlantic 2774	83	75	SIMPLY CALL IT LOVE	Gene Chandler (Gene Chandler), Mercury 73121
19	14	ENGINE NUMBER 9	Wilson Pickett (Staff), Atlantic 2766	52	46	AND THE GRASS WON'T PAY NO MIND	Mark Lindsay (Jerry Fuller), Columbia 4-45229	84	—	PRECIOUS PRECIOUS	Jackie Moore (David Crawford), Atlantic 2681
20	21	STONED LOVE	Supremes (Frank Wilson), Motown 1172	53	48	SWEETHEART	Engelbert Humperdinck (Peter Sullivan), Parrot 40054 (London)	85	—	RUBY TUESDAY	Melanie (Peter Schekeryk), Buddah 202
21	29	AFTER MIDNIGHT	Eric Clapton (Delaney Bramlett), Atco 6784	54	68	WE GOTTA GET YOU A WOMAN	Runt (Todd Rundgren), Ampex 31001	86	—	GYPSY QUEEN, Part I	Gypsy (Enrico Rosenbaum, Jim Walsh & Glen Pace), Metromedia 202
22	35	BE MY BABY	Andy Kim (Jeff Barry), Steed 729 (Paramount)	55	55	KING OF ROCK & ROLL	Crow (Bob Monaco), Amaret 125	87	87	BEAUCOUPS OF BLUES	Ringo Starr (Pete Drake), Apple 2969
23	23	YELLOW RIVER	Christie (Mike Smith), Epic 5-10626 (Columbia)	56	67	GAMES	Redeye (Al Schmitt), Pentagram 204 (Viva-MCA)	88	100	SWEET SWEETHEART	Bobby Vee (Dallas Smith), Liberty 56208
24	30	FOR THE GOOD TIMES	Ray Price (Don Law), Columbia 4-45178	57	49	SO CLOSE	Jake Holmes (Elliot Mazer), Polydor 14041	89	95	I CAN'T GET NEXT TO YOU	Al Greene (Al Greene-Willie Mitchell), HI 2182 (London)
25	19	IT DON'T MATTER TO ME	Bread (Bread), Elektra 45701	58	41	I AM SOMEBODY, PART II	Johnnie Taylor (Don Davis), Stax 0078	90	—	BLACK NIGHT	Deep Purple (Deep Purple), Warner Bros. 7405
26	26	LET'S WORK TOGETHER	Canned Heat (Skip Taylor & Canned Heat), Liberty 56151	59	86	IF I WERE YOUR WOMAN	Gladys Knight & the Pips (Clay McMurray), Soul 35078	91	—	COAL MINER'S DAUGHTER	Loretta Lynn (Owen Bradley), Decca 32749
27	47	DOMINO	Van Morrison (Van Morrison), Warner Bros. 7434	60	60	WHO NEEDS YA	Steppenwolf (Richard Podolor), Dunhill 4261	92	—	SING HIGH SING LOW	Anne Murray (Brian Ahern), Capitol 2988
28	18	SOMEBODY'S BEEN SLEEPING •	100 Proof Agad In Soul (G. Perry), Hot Wax 7004 (Buddah)	61	61	STAND BY ME	David & Jimmy Ruffin (Frank Wilson), Soul 35066 (Motown)	93	97	WHERE HAVE ALL OUR HEROES GONE	Bill Anderson (Owen Bradley), Decca 32744
29	10	GREEN-EYED LADY	Sugarloaf (Frank Slay), Liberty 56183	62	63	ACE OF SPADES	O. V. Wright (Willie Mitchell), Back Beat 615	94	—	KEEP ON LOVING ME (You'll See the Change)	Bobby Bland (Don Davis), Duke 464
30	13	CRY ME A RIVER	Joe Cocker (Denny Cordell & Leon Russell), A&M 1200	63	78	(Don't Worry) IF THERE'S A HELL BELOW WE'RE ALL GOING TO GO	Curtis Mayfield (Curtis Mayfield), Curtom 1955 (Buddah)	95	—	LADY LOVE	Klowns (Jeff Barry), RCA 74-0393
31	34	HE AIN'T HEAVY . . . HE'S MY BROTHER	Neil Diamond (Neil Diamond & Tom Catalano), UNI 55264	64	64	BIG LEG WOMAN (With a Short, Short Mini Skirt)	Israel Tolibert (C. A. Warren), Warren 106	96	—	FREE TO CARRY ON	Sandpipers (Bob Alcivar), A&M 1227
32	17	SUPER BAD (Parts 1 & 2)	James Brown (J. Brown), King 6329	65	50	I DON'T WANNA CRY	Ronnie Dyson (Billy Jackson), Columbia 4-45240	97	99	THINK ABOUT YOUR CHILDREN	Mary Hopkin (Mickie Most), Apple 1825
33	65	KNOCK THREE TIMES	Dawn (Tokens & Dave Appell), Bell 938					98	98	CAN'T GET OVER LOSING YOU	Donnie Elbert (C. Lawton & D. Elbert), Rare Bullet 101

**HOT 100 A TO Z—(Publisher-Licensee)**

... of Spades (Don, BMI) ...	62	Coal Miner's Daughter (Sure-Fire, BMI) ...	91	Gypsy Woman (Curtom, BMI) ...	3	Jilliber/Saturday, BMI) ...	33	Share the Land (Dunbar/Cirrus/Expressions, BMI) ...	10
... After Midnight (Viva, BMI) ...	21	Cry Me a River (Saunders, ASCAP) ...	30	He Ain't Heavy... He's My Brother (Harrison, ASCAP) ...	31	Lady Love (Heirass/Klowns, BMI) ...	95	Silver Moon (Screen Gems-Columbia, BMI) ...	75
... I Have (Gambel, BMI) ...	72	Heaven Help Us All (Stein & Van Stock, ASCAP) ...	9	Heaven Help Us All (Stein & Van Stock, ASCAP) ...	9	Let's Work Together (Moxelle, Warner, BMI) ...	26	Simply Call It Love (Cachaud, BMI) ...	93
... Amos Moses (Vector, BMI) ...	70	Heed the Call (Quill, ASCAP) ...	37	Heed the Call (Quill, ASCAP) ...	37	Lonely Days (Cassero/Warner, BMI) ...	81	Sing High Sing Low (All Saints Crusade, BMI) ...	82
... and the Grass Won't Pay No Mind (Stonebridge, ASCAP) ...	52	I Am Somebody, Part II (Groovesville, BMI) ...	58	I Am Somebody, Part II (Groovesville, BMI) ...	58	Maggie (Novallena/Blackwood, BMI) ...	100	So Close (Out of Business, ASCAP) ...	57
... the Years Go By (Maknon/Blackwood, BMI) ...	42	I Can't Get Next to You (Jobete, BMI) ...	89	I Can't Get Next to You (Jobete, BMI) ...	89	Montego Bay (Unart/Cheezburger, BMI) ...	15	Somewhere's Been Sleeping (Gold Forever, BMI) ...	28
... My Baby (Trio/Mother Bertha, BMI) ...	22	I Don't Wanna Cry (Ludix/Betalbin, BMI) ...	65	I Don't Wanna Cry (Ludix/Betalbin, BMI) ...	65	Morning (Show Biz, BMI) ...	68	Stand By Me (Progressive/Trio/Atco, BMI) ...	61
... Beaucoups of Blues (Window, BMI) ...	87	I Think I Love You (Screen Gems-Columbia, BMI) ...	1	I Think I Love You (Screen Gems-Columbia, BMI) ...	1	Mr. Bojangles (Cotillion/Dunbar, BMI) ...	66	Stealer (Irving, BMI) ...	78
... Big Leg Woman (With a Short Short Mini Skirt) (Carwar, BMI) ...	64	I'll Be There (Jobete, BMI) ...	4	I'll Be There (Jobete, BMI) ...	4	No Matter What (Apple, ASCAP) ...	69	Sweet Sweetheart (Screen Gems-Columbia, BMI) ...	86
... Black Magic Woman (Biarbo, BMI) ...	17	If I Were Your Woman (Jobete, BMI) ...	59	If I Were Your Woman (Jobete, BMI) ...	59	One Less Bell to Answer (Blue Seas/Jac, ASCAP) ...	7	Tears of a Clown, The (Jobete, BMI) ...	2
... Border Song (James, BMI) ...	48	If You Were Mine (Tangerina, BMI) ...	49	If You Were Mine (Tangerina, BMI) ...	49	Only Love Can Break Your Heart (Broken Arrow/Cotillion, BMI) ...	35	Think About Your Children (Rak, BMI) ...	97
... Can't Get Over Lazing You (Lawton/Coney, BMI) ...	98	I'm Not My Brother's Keeper (Gold Forever, BMI) ...	38	I'm Not My Brother's Keeper (Gold Forever, BMI) ...	38	Paranoid (TRO-Andover, ASCAP) ...	76	We've Only Just Begun (Irving, BMI) ...	5
... Can't Stop Loving You (Falsted, BMI) ...	34	Immigration Song (Superhype, ASCAP) ...	44	Immigration Song (Superhype, ASCAP) ...	44	Part Time Love (Circas/Escoffier, BMI) ...	50	When the Party is Over (Ensign, BMI) ...	80
... Carolina in My Mind (Crystal Mansion) (Apple, ASCAP) ...	74	Indiana Wants Me (Jobete, BMI) ...	18	Indiana Wants Me (Jobete, BMI) ...	18	Pay to the Piper (Gold Forever, BMI) ...	41	Where Did All the Good Times Go (Low-Sai, BMI) ...	73
... Carolina in My Mind (James Taylor) (Apple, ASCAP) ...	74	Isn't It a Pity/My Sweet Lord (Harrisons, BMI) ...	13	Isn't It a Pity/My Sweet Lord (Harrisons, BMI) ...	13	Precious Precious (Cotillion, BMI) ...	84	Where Have All Our Heroes Gone (Stallion, BMI) ...	93
... Chains and Things (Pamco/Sounds of Lucille, BMI) ...	77	It Don't Matter to Me (Screen Gems-Columbia, BMI) ...	25	It Don't Matter to Me (Screen Gems-Columbia, BMI) ...	25	River Deep—Mountain High (Mother Bertha/Trio, BMI) ...	45	Who Needs Ya (Trousdale, BMI) ...	60
		It's Impossible (Sunbury, ASCAP) ...	36	It's Impossible (Sunbury, ASCAP) ...	36	Rose Garden (Lowery, BMI) ...	67	Yellow River (Nema, BMI) ...	23
		Keep On Loving Me (You'll See the Change) (Groovesville, BMI) ...	94	Keep On Loving Me (You'll See the Change) (Groovesville, BMI) ...	94	Ruby Tuesday (Gideon, BMI) ...	85	You Don't Have to Say You Love Me (Miller, ASCAP) ...	11
		King of Rock & Roll (Hastings, BMI) ...	55	King of Rock & Roll (Hastings, BMI) ...	55	See Me, Feel Me (Track, BMI) ...	12	Your Song (James, BMI) ...	71
		Knock Three Times (Pocketful of Tunes/		Knock Three Times (Pocketful of Tunes/					

# Spotlight Singles

NUMBER OF  
SINGLES REVIEWED  
THIS WEEK

131

LAST WEEK

110

\*This record is predicted to reach the TOP 40 EASY LISTENING Chart

## TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

### STEPHEN STILLS— LOVE THE ONE YOU'RE WITH (3:03)

(Prod. Stephen Stills) (Writer: Stills) (Gold Hill, BMI)—Culled from his million dollar LP, Stills has an out and out smash in this infectious rhythm ballad with strong lyric line. Performance, arrangement and stellar "background" singers are powerful! Flip: (No Information Available). Atlantic 2778

### EDWIN STARR—STOP THE WAR NOW (3:35)

(Prod. Norman Whitfield) (Writer: Whitfield-Strong) (Jobete, BMI)—His "War" took him right to the No. 1 spot on the Hot 100 and Soul charts. This blockbuster funky beat driving rocker with potent lyric line offers much of that sales and chart potential. Flip: "Gonna Keep on Tryin' Till I Win Your Love" (2:46) (Jobete, BMI). Gordy 7104 (Motown)

### RARE EARTH—BORN TO WONDER (2:54)

(Prod. Tom Baird) (Writer: Baird) (Stein & Van Stock, ASCAP)—Chalk up three Top 20 winners in a row for the swinging group. Following "Get Ready" and "(I Know) I'm Losing You," they offer all of the sales and chart potency of those hits with this driving rock ballad. Flip: (No Information Available). Rare Earth 5021 (Motown)

## TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

### NEW SEEKERS—BEAUTIFUL PEOPLE/ WHEN THERE'S NO LOVE LEFT (3:44/3:39)

(Prod. Dave Mackay) (Writers: Safka/Lovett-Peacock) (Avco Embassy/Kama Rippa/Amelanie, ASCAP/Yellow Dog, ASCAP)—Two equally potent sides to follow "Look What They've Done to My Song, Ma." Their treatment of Melanie's "Beautiful People" which features Eve Graham in the lead is a gem while the new ballad with a compelling lyric line is equally strong. Elektra 45710

### TOMMY JAMES— CHURCH STREET SOUL REVIVAL (2:58)

(Prod. Tommy James & Bob King) (Writers: James-Cordell) (Big Seven, BMI)—His fifth release for the year is an infectious, funky blues rocker with a gospel feel and a powerful vocal workout. A sure-fire chart topper for the recent "Ball and Chain." Flip: (No Information Available). Roulette 7093

### RAY STEVENS—BRIDGET THE MIDGET (The Queen of the Blues) (3:37)

(Prod. Ray Stevens) (Writer: Stevens) (Ahab, BMI)—Stevens once again comes up with the unique and clever rhythm novelty of the week! With much of the sales and chart potency of "Gitarzan," this hilarious swinger will prove a big one. Brilliant production work and sound. Flip: (No Information Available). Barnaby 2024 (Columbia)

### ORIGINALS— GOD BLESS WHOEVER SENT YOU (3:15)

(Prod. Clay McMurray) (Writers: McMurray-Sawyer) (Jobete, BMI)—Blues ballad beauty has it to spiral them right up the Hot 100 and Soul charts. A certain chart topper for their recent "We Can Make It Baby." Flip: "Desperate Young Man" (3:07) (Jobete, BMI). Soul 35079 (Motown)

### JOE SIMON—YOUR TIME TO CRY (2:57)

(Prod. John Richbourg-Joe Simon) (Writers: Simon-Gerald-Price Jr.) (Gaucho, BMI)—Simon moves over to the label (distributed by Polydor) with a driving blues ballad, loaded with top pop and soul chart potency. One of his best ever. Flip: "I Love You More (Than Anything)" (2:05) (Gaucho, BMI). Spring 108 (Polydor)

### BROOK BENTON With the DIXIE FLYERS— SHOES (2:50)

(Prod. Arif Mardin) (Writers: Covay-Soule) (Cotillion/Muscle Shoals, BMI)—Benton made a powerhouse return to the charts this year via "Rainy Night

in Georgia" and kept that chart action going with "My Way" and "Don't It Make You Want to Go Home." This funky rhythm ballad will put him right back up there... pop and soul. Strong entry. Flip: (No Information Available). Cotillion 44093 (Atlantic)

### YOUNGBLOODS—HIPPIE FROM OLEMA (2:55)

(Writer: Levinger) (Dogfish, ASCAP)—Recorded in live performance in San Francisco this clever novelty show-stopper should bring them to the Hot 100 with sales impact. Flip is a fine reading of the Tim Hardin ballad, with potential also. Flip: "Misty Roses" (4:11) (Koppelman-Rubin, BMI). Warner Bros. 7445

### TIN TIN— TOAST AND MARMALADE FOR TEA (2:22)

(Prod. Maurice Gibb) (Writer: Groves) (Casserole, BMI)—Producer Maurice Gibb comes up with a winning sound in this smooth British group on an equally smooth folk ballad loaded with Top 40 and Hot 100 potential. Watch this one, it could go all the way. Flip: "Manhattan Woman" (3:08) (Casserole, BMI). Atco 6794

### MAGIC LANTERNS—ONE NIGHT STAND (2:59)

(Prod. Steve Roland) (Writers: Hammond-Hazelwood) (Sam Songs, BMI)—Released earlier in the year on Atlantic and now on the Big Tree label this raucous rocker is loaded with chart potential. A heavy item for Top 40 that should break through big on the Hot 100. Flip: (No Information Available). Big Three (3:48)

### \*GORDON LIGHTFOOT— IF YOU COULD READ MY MIND (3:48)

(Prod. Lenny Waronker & Joe Wissert) (Writer: Lightfoot) (Early Morning, ASCAP)—Culled from his current LP, "Sit Down Young Stranger," this original and compelling ballad material will prove the one to bring Lightfoot to the Hot 100 with heavy sales. Much of the James Taylor sales value here. Exceptional performance. Flip: (No Information Available). Reprise 0973

### VIN CARDINAL— LET THE WATER RUN DOWN (2:26)

(Prod. Richard M. Adler & Herb Alpert) (Writer: Russell) (Keetch-Caesar/Dino, BMI)—Producers Herb Alpert and Richard Adler come up with a winner in this clever performance with an infectious Jamaican Ska rhythm number that offers much of the sales appeal of Jimmy Cliff's "Wonderful World Beautiful People." Flip: "Season of the Witch" (3:12) (Peer International, BMI). A&M 1234

## SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

**DELLS—A Whiter Shade of Pale (3:30)** (Prod. Bobby Miller) (Writers: Reid-Brooker) (Essex, ASCAP)—The Procol Harum hit of the past is currently attracting attention via the R.B. Greaves version, and with this soulful treatment by the Dell's, it should prove a big sales and programming item once again. Cadet 5679

\***JUDY COLLINS—Amazing Grace (4:04)** (Prod. Mark Abramson) (Writer: Adpt: Collins) (Rocky Mountain Nat'l Park, ASCAP)—Exceptionally beautiful adaptation by Miss Collins of the softly woven ballad should garner much in airplay and sales. Culled from her latest LP. Elektra 45709

**GLOBETROTTERS—Rainy Day Bells (3:02)** (Prod. Jeff Barry) (Writers: Sedaka-Greenfield) (Kirshner, BMI) — Penned by Neil Sedaka and Howard Greenfield, this solid rhythm entry with a bubble gum flavor offers much for sales and the Hot 100. The TV exposure is an added plus. Kirshner 63-5008

**PUNCH—While My Guitar Weeps (4:49)** (Prod. Bones Howe) (Writer: Harrison) (Harrisons, BMI)—Bones Howe's new group, with a solid and infectious sound, make the George Harrison rhythm ballad sparkle and they should ride the Hot 100. A&M 1233

\***JIM PIKE—Morning Girl (2:34)** (Prod. Jim Pike & Tony Butala) (Writer: Saussy) (Acuff-Rose, BMI)—A proven hit for the Neon Philharmonic in the past, this smooth ballad gets a first-rate performance by one of the Lettermen and it should prove a top programmer and sales winner. Capitol 3006

\***MISS ABRAHMS & THE STRAWBERRY POINT FOURTH GRADE—Buildin' a Heaven on Earth (2:29)** (Prod. Erick Jacobsen & Rita Abrahms) (Writer: Greenbaum) (Great Honesty, BMI)—Infectious follow-up to Miss Abrahms "Mill Valley" chart rider is this important Norman Greenbaum rhythm ballad that should prove an even bigger hit. Reprise 0971

**MIKE SETTLE—I See America (3:11)** (Prod. Jimmy Brown) (Writer: Settle) (Pencil, BMI)—Former member of the First Edition, Settle makes his debut on Amos with an original and potent message ballad that should be heard. Much potential here! Amos 155

**MOB—I Dig Everything About You (2:30)** (Prod. Jerry Ross) (Writers: Holvay-Biesbier) (Legacy/Bag of Tunes, BMI)—Solid rock ballad with a good performance by the new group is complemented by an exceptional production by Jerry Ross. Chart bound. Colossus 130

**RAY KENNEDY—Try Acting Like a Woman, Woman (2:52)** (Prod. Dallas Smith) (Writer: Kennedy) (Rayke/Butter/Old World, BMI)—Al Bennett, founder and former president of Liberty, kicks off his new Los Angeles-based label with a strong debut of a new vocal find that offers much for Top 40 and the Hot 100. Good original blues material. Cream 1001

**TOM NORTHCOTT—I Think It's Gonna Rain Today (2:37)** (Prod. Barry DeVorzon & Tom Northcott) (Writer: Newman) (January, BMI)—The Randy Newman ballad gets an exceptional vocal workout by Northcott and it should prove an underground smash with good sales and Top 40 airplay to follow. Uni 55267

**GENTLE PERSUASION—Lu (2:37)** (Prod. R. Sherr) (Writer: Nyro) (Tuna Fish, BMI)—The Laura Nyro rhythm material gets a solid workout by the good new group with a 5th Dimension sound, and it should bring them much attention, both in airplay and sales. Paramount 0067

**CHUCK WOOLERY—Hey, Baby (2:27)** (Prod. Billy Sherrill) (Writers: Channel-Cobb) (Unart/LeBill, BMI)—The Bruce Channel hit of the past gets a smooth updating via this Woolery outing and it has the potential to prove a hit all over again. Fine production work by Billy Sherrill. Columbia 4-45274

**PATTERSON SINGERS—Mr. Soft Touch (3:30)** (Prod. George Butler) (Writers: English-Butler) (Helios, BMI)—With equal potential for both pop and soul markets, this moving rock ballad should prove an airplay and sales winner on both the Hot 100 and soul charts. United Artists 50724

\***FRED COLE—He'll Have to Go (3:54)** (Prod. Sammy Turner & Frank Price) (Writers: Allison-Allison) (Central Songs, BMI)—The Jim Reeves classic of the early sixties gets a top-notch revival by the brother of the late Nat (King) Cole and it could bring him to the charts, both Hot 100 and Easy Listening. De-Lite 533

## TOP 20 COUNTRY

### COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

### EDDY ARNOLD— PORTRAIT OF MY WOMAN (2:26)

(Prod. Jim Malloy) (Writer: Sherley) (House of Cash, BMI)—While his ballad beauty offers much for the pop market, it's just the one to return Arnold to the Top 10 of the Country chart, to fast surpass his recent "From Heaven to Heartache." One of his finest performances. Flip: "I Really Don't Want to Know" (2:46) (Hill & Range, BMI). RCA 47-9935

### FERLIN HUSKY—SWEET MISERY (2:15)

(Prod. Larry Butler) (Writers: Crutchfield-Walker) (Cedarwood, BMI)—Husky follows his "Your Sweet Love Lifted Me" with a clever updating of the Jimmy Dean rhythm ballad hit, that will put him right there in the Top 10 and spill over into pop as well. Flip: "Because You're Mine" (2:10) (Husky, BMI). Capitol 2999

### SAMMI SMITH— HELP ME MAKE IT THROUGH THE NIGHT (2:32)

(Prod. Jim Malloy) (Writer: Kristofferson) (Combine, BMI)—She bursts forth on the chart with impact via her initial "He's Everywhere." This strong Kris Kristofferson ballad material with a powerful performance will put her right in the Top 20! Flip: "When Michael Calls" (2:20) (Two Rivers, ASCAP). Mega 615-0015

### JODY MILLER—IF YOU THINK I LOVE YOU NOW (I've Just Started) (3:02)

(Prod. Billy Sherrill) (Writers: Sherrill-Putnam) (Julet, BMI)—That "Queen of the House" gal made a powerful return to the charts with her recent "Look at Mine." This strong Curly Putnam-Billy Sherrill ballad with an equally strong performance will put her up on top. Powerful entry. Flip: (No Information Available). Epic 5-10692

## CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

**WILBURN BROTHERS—Little Eyes That Look at Me (2:52)** (Sure-Fire, BMI). DECCA 32771

**BARBARA FAIRCHILD—(Loving You Is) Sunshine (2:30)** (Champion, BMI). COLUMBIA 4-45272

**JOHNNY WRIGHT—Where the Heart Aches Hang Around (2:19)** (Blue Crest, BMI). DECCA 32770

**KENNY PRICE—The Sheriff of Boone County (2:50)** (Hardtrack, BMI). RCA 47-9932

**RED SOVINE—Enough to Take the Me Out of Men (2:31)** (Window, BMI). STARDAY 915

**BRIAN COLLINS—Your Kind of Man (2:55)** (Hall-Clement, BMI). MEGA 615-0012

**BILL MACK & WANDA CONKLIN—Somewhere Between (2:33)** (Blue Book, BMI). HICKORY 1586

**WHITEY SHAFER—I Gave Up Getting Over You Today (2:59)** (Tarheel/Airefield, BMI). KING 45-6335

## TOP 20 SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING SOUL SINGLES Chart

### EDWIN STARR—STOP THE WAR NOW (See Pop PICK)

### ORIGINALS—GOD BLESS WHOEVER SENT YOU (See Pop Pick)

### JOE SIMON—YOUR TIME TO CRY (See Pop Pick)

### BROOK BENTON With the DIXIE FLYERS— SHOES (See Pop Pick)

### ISLEY BROTHERS—FREEDOM (3:37)

(Prod. R. Isley, O. Isley, R. Isley) (Writers: Isley-Isley-Isley) (Triple Three, BMI)—With equal potential for the pop and soul charts, the Isleys have a blockbuster rhythm here with a strong lyric line. Headed for the top of the Soul chart it will move rapidly over to pop. Flip: "I Need You So" (Triple Three, BMI). T Neck 927

## CHART

Spotlights Predicted to reach the SOUL SINGLES Chart

**ISAAC HAYES—Sweet Temptations (2:52)** (American, ASCAP). SAN AMERICAN 501

**STYLISTICS—You're a Big Girl Now (3:14)** (Avemb/Sharsnock, BMI). AVCO EMBASSY 4555

**LEA ROBERTS—Fifty-Fifty (2:45)** (Famous, ASCAP). UNITED ARTISTS 50733

## BEST OF THE NEW CHRISTMAS SINGLES LIST

**CARPENTERS—Merry Christmas Darling (3:02)** (Almo, ASCAP). A&M 1236

**ISAAC HAYES—Winter Snow (2:55)** (East/Memphis, BMI). Enterprise 9006

**JOHNNY MATHIS—Sign of the Dove (2:47)** (Numbers, ASCAP). Columbia 4-45281

**BOBBY VINTON—Christmas Eve in My Home Town (2:42)** (Big Island, ASCAP). Epic 5-1-689

**JOSE FELICIANO—Feliz Navidad (3:00)** (J & H, ASCAP). RCA 174-0404

**DANNY DAVIS & THE NASHVILLE BRASS—Silent Night (2:17)** (P.D.). RCA 47-9936

**TOMMY LEONETTI—Handful of Happy New Years (1:33)** (Dunbar, BMI). RCA 74-0403

**TAMMY WYNETTE—One Happy Christmas (2:08)** (Algee, BMI). Epic 5-10690

**CHARLEY PRIDE—Christmas in My Home Town (2:03)** (Pi-Gem, BMI). RCA 47-9933

**LYNN ANDERSON—Ding-a-Ling the Christmas Bell (2:58)** (Jack & Jill, ASCAP). Columbia 4-45251

DECEMBER 5, 1970, BILLBOARD

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# IMIC-3

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JUNE 6-12, 1971**

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Please enclose \$30. for each woman registered.



STAR PERFORMER—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.



Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Seal indicated with red bullet).

# POPULAR TOPS

## Billboard

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
1	1	SANTANA Abraxas Columbia KC 30130	9
2	4	CARPENTERS Close to You A&M SP 4271	12
3	2	LED ZEPPELIN III Atlantic SD 7201	7
4	3	JAMES TAYLOR Sweet Baby James Warner Bros. WS 1843	39
5	5	JACKSON 5 Third Album Motown MS 718	11
6	6	SLY & THE FAMILY STONE Greatest Hits Epic KE 30325 (Columbia)	5
7	9	BOB DYLAN New Morning Columbia KC 30290	4
★	59	STEPHEN STILLS Atlantic SD 7202	2
9	7	CREEDENCE CLEARWATER REVIVAL Cosmo's Factory Fantasy 8402	20
★	25	JESUS CHRIST, SUPERSTAR Various Artists Decca DXSH 7206	3
★	—	GRAND FUNK RAILROAD Live Album Capitol SWBB 633	1
★	15	THE PARTRIDGE FAMILY ALBUM Bell 6050	6
13	8	NEIL YOUNG After the Gold Rush Reprise RS 6383	12
14	14	GUESS WHO Share the Land RCA Victor LSP 4359	8
15	13	WOODSTOCK Soundtrack Cotillion SD 3-500 (Atlantic/Atco)	27
16	11	CHICAGO Columbia KGP 24	43
★	28	NEIL DIAMOND Tap Root Manuscript UNI 73092	3
★	35	DEREK & THE DOMINOS Layla Atco SD 2-704	3
19	10	ROLLING STONES Get Yer Ya-Ya's Out! London NPS 5	8
20	21	STEPPENWOLF 7 ABC/Dunhill DSX 50090	3
21	18	NEIL DIAMOND Gold Uni 73084	16
22	20	WHO Tommy Decca DXSW 7205	64
23	16	JOE COCKER Mad Dogs & Englishmen A&M SP 6002	14
★	51	TOM JONES I (Who Have Nothing) Parrot XPAS 71039 (London)	4
25	17	GRAND FUNK RAILROAD Closer to Home Capitol SKAO 471	22
26	12	MOODY BLUES A Question of Balance Threshold THS 3 (London)	13
27	23	BOBBY SHERMAN With Love, Bobby Metromedia KMD 1032	7
28	24	ELTON JOHN Uni 73090	10
29	19	CURTIS MAYFIELD Curtis Curtom CRS 8005 (Buddah)	10
★	—	ISAAC HAYES To Be Continued Enterprise ENS 1014 (Stax/Volt)	1
31	22	TEMPTATIONS Greatest Hits, Vol. II Gordy GS 954 (Motown)	11
32	26	B. B. KING Indianola Mississippi Seeds ABC ABCS 713	8
33	36	ARLO GUTHRIE Washington County Reprise RS 6411	5
34	27	CROSBY, STILLS, NASH & YOUNG Deja Vu Atlantic SD 7200	36
35	37	BAND Stage Fright Capitol ST 425	14

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
36	39	BLACK SABBATH Warner Bros. WS 1871	15
★	74	BADFINGER No Dice Apple ST 3367 (Capitol)	2
38	31	JIMI HENDRIX, BUDDY MILES & BILLY COX Band of Gypsies Capitol STAO 472	32
39	32	FREE Fire & Water A&M SP 4268	14
★	48	ALLMAN BROTHERS BAND Idlewild South Atco SD 33-342	7
41	34	SUGARLOAF Liberty LST 7640	17
42	40	BYRDS (Untitled) Columbia G 30127	8
43	45	DIANA ROSS Everything Is Everything Motown MS 724	3
44	41	BLOOD, SWEAT & TEARS 3 Columbia KS 30090	21
45	29	JAMES BROWN Sex Machine King KS 7-1115	13
46	46	ISAAC HAYES Movement Enterprise ENS 1010 (Stax/Volt)	34
★	53	JOHNNY CASH SHOW Columbia KC 30100	4
48	43	FOUR TOPS Still Waters Run Deep Motown MS 704	35
49	47	TRAFFIC John Barleycorn Must Die United Artists UAS 5504	22
50	38	ROBERTA FLACK Chapter Two Atlantic SD 1569	15
51	42	SAVOY BROWN Looking In Parrot PAS 71042 (London)	8
52	33	GLEN CAMPBELL Goodtime Album Capitol SW 493	10
★	61	BUDDY MILES We Got to Live Together Mercury SR 61313	4
54	57	ANNE MURRAY Snowbird Capitol ST 579	10
55	50	GYPSY Metromedia M2D 1031	9
★	69	RAY PRICE For the Good Times Columbia C 30106	13
57	44	SIMON & GARFUNKEL Bridge Over Troubled Water Columbia KCS 9914	43
58	30	JOHN MAYALL U.S.A. Union Polydor 24-4022	7
★	—	JUDY COLLINS Whales & Nightingales Elektra EKS 75010	1
★	68	BLOODROCK 2 Capitol ST 491	5
61	54	RARE EARTH Ecology Rare Earth RS 514 (Motown)	22
62	58	JAMES GANG Rides Again ABC ABCS 711	20
63	52	NEIL DIAMOND Shilo Bang 221	13
64	49	IRON BUTTERFLY Metamorphosis Atco SD 33-339	15
65	63	BUDDY MILES Them Changes Mercury SR 61280	22
★	122	ELVIS PRESLEY Almost in Love RCA Camden CV 2440	3
67	67	PINK FLOYD Atom Heart Mother Harvest SKAO 382 (Capitol)	5
68	56	SMOKEY ROBINSON & THE MIRACLES 7 Pocketful of Miracles Tamla TS 306 (Motown)	7
69	73	FLEETWOOD MAC Kiln House Reprise RS 6408	6
70	55	ARETHA FRANKLIN Spirit in the Dark Atlantic SD 8265	13

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
71	60	WHO Live at Leeds Decca DL 79175	28
72	72	KENNY ROGERS & THE FIRST EDITION 6 Tell It All Brother Reprise RS 6412	6
73	62	JAMES TAYLOR Apple SKAO 3352 (Capitol)	10
74	66	THE LAST POETS Douglas 3 (P.I.P.)	25
75	79	BEATLES Let It Be Apple AR 34001 (Liberty/United Artists)	28
76	71	RARE EARTH Get Ready Rare Earth RS 507 (Motown)	52
77	70	BREAD On the Waters Elektra EKS 74076	18
78	64	OTIS REDDING/JIMI HENDRIX EXPERIENCE Reprise MS 2029	12
79	85	JOAN BAEZ The First 10 Years Vanguard VSD 6560	3
80	65	WILSON PICKETT In Philadelphia Atlantic SD 8276	10
81	83	THE SESAME STREET BOOK & RECORD Original TV Cast Columbia CS 1069	20
82	78	SUPREMES New Ways But Love Stays Motown MS 720	7
83	80	YOUNGBLOODS Rock Festival Warner Bros. WS 1978	6
84	76	RINGO STARR Beaucoups of Blues Apple SMAS 3368 (Capitol)	8
85	77	THREE DOG NIGHT It Ain't Easy Dunhill DS 50078	32
86	82	ANDY WILLIAMS SHOW Columbia KC 30105	4
87	75	QUICKSILVER MESSENGER SERVICE 16 Just for Love Capitol SKAO 498	16
88	94	SANTANA Columbia CS 9781	65
89	90	CHARLEY PRIDE 10th Album RCA Victor LSP 4367	21
★	—	NITTY GRITTY DIRT BAND Uncle Charlie & His Dog Teddy Liberty LST 7642	1
91	95	JACKSON 5 ABC Motown MS 709	27
92	81	CANNED HEAT Future Blues Liberty LST 11002	13
93	88	MELANIE Leftover Wine Buddah BDS 5066	11
94	89	CHICAGO TRANSIT AUTHORITY 82 Columbia CP 8	82
95	86	NEIL YOUNG & CRAZY HORSE 57 Everybody Knows This Is Nowhere Reprise RS 6349	57
96	96	VENTURES 10th Anniversary Album Liberty LST 35000	9
97	91	STEVIE WONDER Signed, Sealed, Delivered Tamla TS 304 (Motown)	15
98	84	DIANA ROSS Motown MS 711	22
99	93	CLARENCE CARTER Patches Atlantic SD 8267	11
100	103	NEIL DIAMOND Greatest Hits Bang 219	8
101	104	ERIC CLAPTON Atco SD 33-329	20
102	98	STEPPENWOLF Live Dunhill DS 50075	34
103	99	PAUL McCARTNEY McCartney Apple STAO 3363 (Capitol)	31
★	—	IKE & TINA TURNER Workin' Together Liberty LST 7650	1
105	100	FIFTH DIMENSION Greatest Hits Soul City SC5 33900 (Liberty/United Artists)	30

(Continued on page 80)

**Dionne  
Warwick**

(BACHARACH-DAVID)

**"The Green Grass  
Starts To,  
Grow"**

SCEPTER 12300



Produced by Burt Bacharach and Hal David. Arranged and conducted by Burt Bacharach.  
Recorded at: A & R Recording, NYC. Audio Engineer: Phil Ramones

...From Her New Hit Album "Very Dionne"

**Scepter**

on Scepter Records and Scepter Tapes



SPS-587

Continued from page 78

Table with columns: THIS WEEK, LAST WEEK, ARTIST, Title, Label, Number (Distributing Label), Weeks on Chart. Contains entries for Funkadelic, Merle Haggard & The Strangers, Led Zeppelin II, Elvis Presley, Four Tops, Delaney & Bonnie, Burt Bacharach, Shirley Bassey, Steve Miller Band, Butch Cassidy & The Sundance Kid, Quincy Jones, Linda Ronstadt, Engelbert Humperdinck, Doors, Four Tops & Supremes, Bobby Sherman, Best of The Archies, Frank Zappa, Blood, Sweat & Tears, Crosby/Stills/Nash, Bobby Bloom, Ronnie Dyson, Donovan P. Leitch, Deltonics, Jethro Tull, Beatles, Three Dog Night, Grand Funk Railroad, Tammy Wynette, Grateful Dead, Chairmen of the Board, Big Brother & The Holding Company.

Table with columns: THIS WEEK, LAST WEEK, ARTIST, Title, Label, Number (Distributing Label), Weeks on Chart. Contains entries for Livingston Taylor, Flip Wilson, Danny Davis & The Nashville Brass, Peter, Paul & Mary, Flock, Hair, Gary Puckett & The Union Gap, Temptations, Dreams, Seals & Crofts, Marvin Gaye, Conway Twitty, Charley Pride, Guess Who, Jim Nabors, Jake Holmes, Grateful Dead, Moody Blues, Tommy Roe, M\*A\*S\*H, Liza Minnelli, Isaac Hayes, Dionne Warwick, Deep Purple, Iron Butterfly, Melanie, Creedence Clearwater Revival, Johnny Cash, Merle Haggard & The Strangers, Heintje, Johnny Mathis, Mountain.

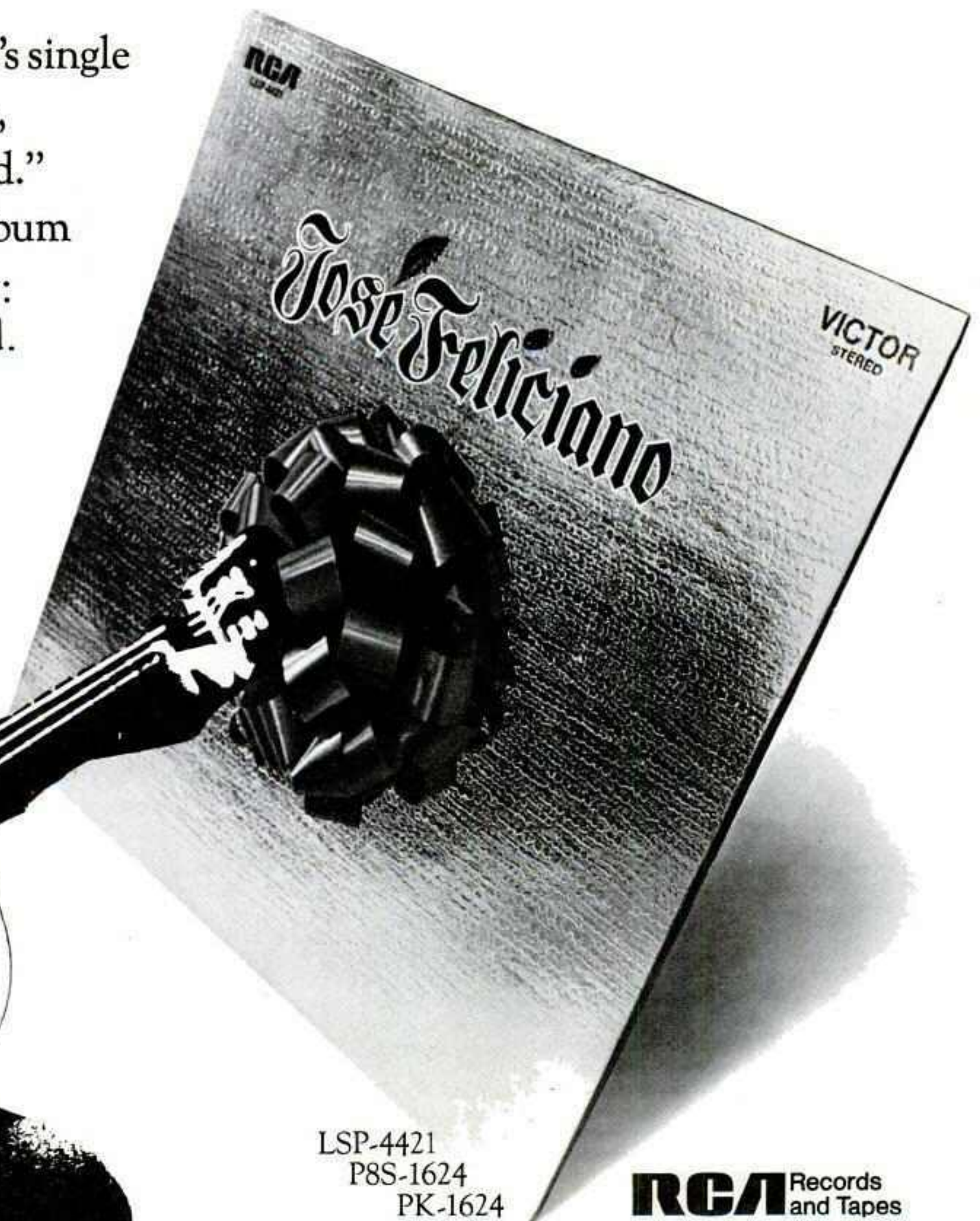
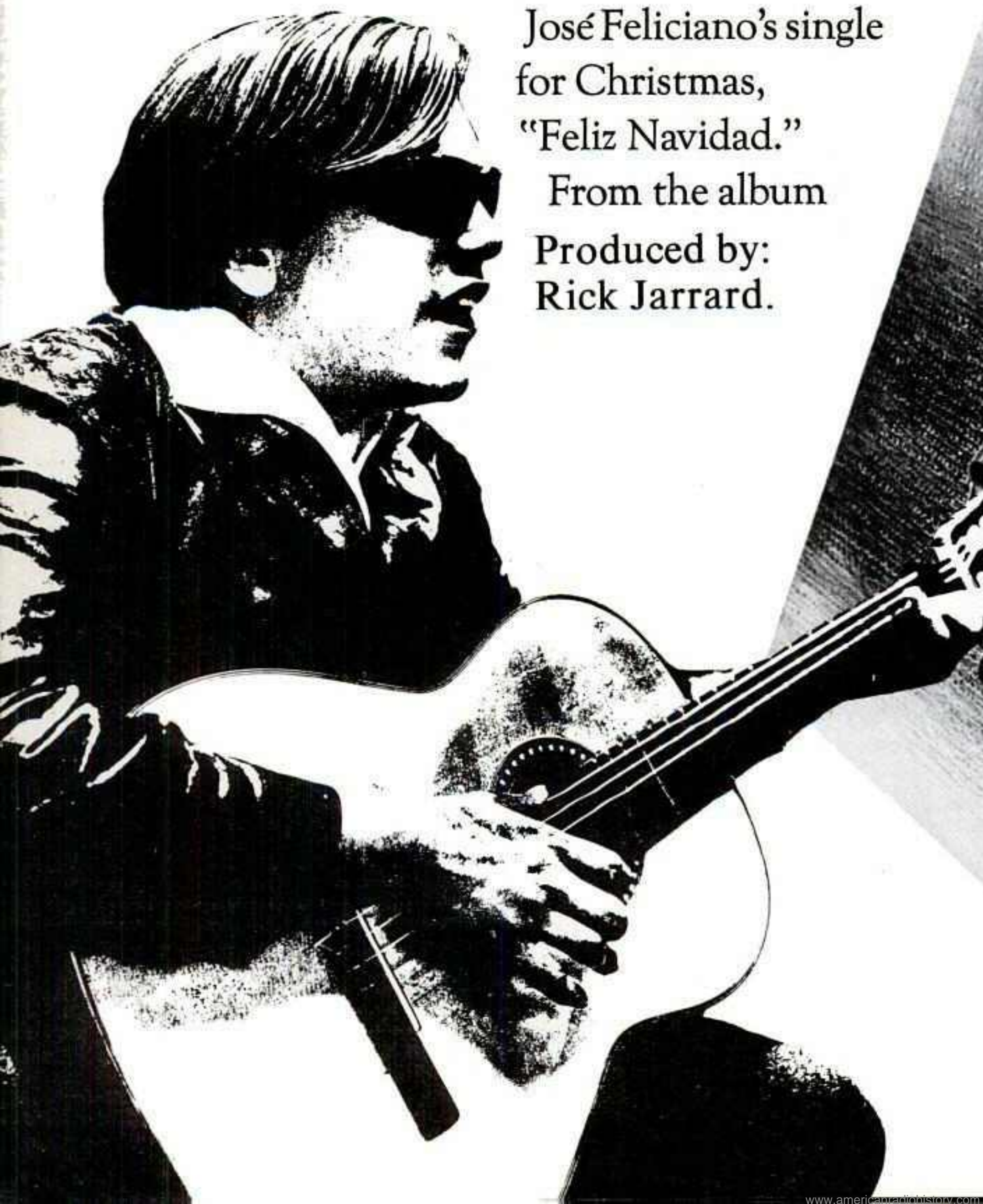
Table with columns: THIS WEEK, LAST WEEK, ARTIST, Title, Label, Number (Distributing Label), Weeks on Chart. Contains entries for Dave Mason, Sly & The Family Stone, Grass Roots, Orson Welles, Easy Rider, Boots Randolph, Charles Earland, Ramsey Lewis, Al Martino, Best of Buffy Sainte-Marie, Creedence Clearwater Revival, On a Clear Day You Can See Forever, Charles Wright & The Watts 103rd Street Rhythm Band, Elvis Presley, Friid Pink, King Crimson, Three Dog Night, Lee Michaels, Ferrante & Teicher, The Gene Chandler Situation, R.P.M., Keef Hartley, McKendree Spring, Chambers Brothers, Mystic Moods Orchestra, New Christy Minstrels, Blue Cheer, Farquahr, Sonny James, Nancy Wilson, Buck Owens.

Table with columns: ARTIST, Title, Label, Number (Distributing Label), Weeks on Chart. Contains entries for Allman Brothers Band, Burt Bacharach, Joan Baez, Shirley Bassey, Beatles, Big Brother & the Holding Company, Black Sabbath, Blood, Sweat & Tears, Bloodrock, Bobby Bloom, Blue Cheer, Bread, James Brown, Byrds, Glen Campbell, Canned Heat, Carpenters, Clarence Carter, Johnny Cash, Chairmen of the Board, Chambers Brothers, Gene Chandler, Chicago, Eric Clapton, Joe Cocker, Judy Collins, Creedence Clearwater Revival, Crosby, Stills & Nash, Crosby, Stills, Nash & Young, Danny Davis & the Nashville Brass, Deep Purple, Delaney & Bonnie, Delfonics, Derek & the Dominos, Neil Diamond, Donovan, Doors, Dreams, Bob Dylan, Ronnie Dyson, Charles Earland, Farquahr, Fifth Dimension, Roberta Flack, Fleetwood Mac, Flock, Four Tops, Aretha Franklin, Free, Friid Pink, Funkadelic, Marvin Gaye, Grand Funk Railroad, Grass Roots, Grateful Dead, Guess Who, Arlo Guthrie, Gypsy, Merle Haggard & the Strangers, Keef Hartley, Isaac Hayes, Heintje, Jimi Hendrix, Buddy Miles & Billy Cox, Jake Holmes, Engelbert Humperdinck, Iron Butterfly, Jackson 5, Sonny James, James Gang, Jesus Christ, Superstar, Jethro Tull, Elton John, Quincy Jones, Tom Jones, King Crimson, B. B. King, Last Poets, Led Zeppelin, Ramsey Lewis, Al Martino, Dave Mason, Johnny Mathis, John Mayall, Curtis Mayfield, Paul McCartney, McKendree Spring, Melanie, Lee Michaels, Buddy Miles, Steve Miller Band, Liza Minnelli, Moody Blues, Mountain, Anne Murray, Mystic Moods Orchestra, Jim Nabors, New Christy Minstrels, Nitty Gritty Dirt Band, Original Cast—Hair, Original TV Cast—The Sesame Street, Book & Record, Buck Owens, Partridge Family, Peter, Paul & Mary, Wilson Pickett, Pink Floyd, Elvis Presley, Ray Price, Charley Pride, Gary Puckett & the Union Gap, Quicksilver Messenger Service, Boots Randolph, Rare Earth, Otis Redding/Jimi Hendrix Experience, Smokey Robinson & the Miracles, Tommy Roe & the First Edition, Rolling Stones, Linda Ronstadt, Diana Ross, Buffy Sainte-Marie, Santana, Savoy Brown, Seals & Crofts, Bobby Sherman, Simon & Garfunkel, Sly & the Family Stone, Soundtracks, Easy Rider, M\*A\*S\*H, On a Clear Day You Can See Forever, R.P.M., Woodstock, Ringo Starr, Steppenwolf, Stephen Stills, Sugarloaf, Supremes, Supremes & Four Tops, James Taylor, Livingston Taylor, Temptations, Three Dog Night, Traffic, Ike & Tina Turner, Conway Twitty, Ventures, Dionne Warwick, Orson Welles, Who, Andy Williams, Flip Wilson, Nancy Wilson, Stevie Wonder, Charles Wright & the Watts 103rd Street Rhythm Band, Tammy Wynette, Neil Young, Neil Young & Crazy Horse, Youngbloods, Frank Zappa.



Because of José,  
a lot of people  
will be saying  
"Feliz Navidad" (#74-040)  
this year instead of  
Merry Christmas.

José Feliciano's single  
for Christmas,  
"Feliz Navidad."  
From the album  
Produced by:  
Rick Jarrard.



LSP-4421  
P8S-1624  
PK-1624

**RCA** Records  
and Tapes

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# Mixed Bag For Santa Sales

• Continued from page 1

vette and I anticipate our sales will continue to go ahead."

At Merco, record buyer Marvin Rossman said that his wholesale sales were up.

A leading distributor in New York said he was having his best year in business with sales up an estimated 30-40 percent. "The economic situation has only hurt in the collecting of money," he said.

Joe Martin, president of Apex-Martin Record Sales, said that while record sales could be there, it was the worst period in 10 years as far as collecting for product was concerned. "A lot of the sales are simply not there because you can't be sure of getting paid. I could ship more records but I won't unless I can get paid in 30 days. There's just no money around. It's not a very happy Christmas."

But dealers such as Sam Stolon, general manager of the Sam Goody chain, and Ben Karol of King Karol stores, both had an optimistic viewpoint. Stolon said: "I understand that we're ahead, but I imagine that if you anticipate to be ahead 25 percent and you're only 15 percent, then some people might figure they're 10 percent behind." He felt the situation was going to improve deeper into the Christmas buying rush.

Ben Karol said his business was well ahead of last year and, "amazingly enough, we're even selling Christmas albums, in spite of the fact that it's very early to be selling actual Christmas product."

LOS ANGELES—Christmas sales will reflect the tight money economy, with some dealers a bit more optimistic and some a bit more concerned about being socked in the cash register. A tone of cautious optimism is echoed by several stores in this area.

Chuck Harrall, of the Music City chain envisions the "worst Christmas in quite a while. In the past we used to load up in advance, but we're not doing it this year. We are, however, preparing our distributor, NMC, to be aware of items which could become important sellers."

At Bullock's downtown store, record department manager Jimmy Forrest feels optimistic about forthcoming sales.

## Schick and Kovin

• Continued from page 3

and contains stereo cue channels. The studio itself was designed by John Stark, who also designed Electric Lady Studios in Greenwich Village. It can accommodate 25 musicians and "is a cross between the dryly designed studio and the very funky studio," said Schick.

## 'POPSIE MENDS IN HOSPITAL

NEW YORK — "Popsie" (William S. Randolph), music business photographer, is recovering from a serious illness at Presbyterian Hospital (Room 4301) 39th St. and Filbert, Philadelphia. Hearing from his friends will speed his recovery. Phone number is (215) EV 2-4200.

A buyer for Sears said the giant retail chain expects a "good to excellent" Christmas buying season, "but it probably will come closer to Christmas."

The brunt of holiday sales will be in albums and 8-track tapes, while cassette sales continue to slump.

Paul Donnelly, owner of Valley Record Center, is cautious but optimistic about year-end sales. "Business has been off as much as 30 percent in the last few months," he said, "but I've bought heavily for a late buying splurge."

CHICAGO—Large record and tape stores here are increasing their advertising budgets for this Christmas season and several stores are predicting a major increase in the sales of tape software. Nearly all dealers queried said that business should definitely top last year's volume.

Montgomery Ward buyer Al Giegel was among those predicting a bullish tape business in both hardware and software. "Tape software is running 33-34 percent of total software and it has to grow because we're selling a lot of 8-track machines in all our departments."

Vic Faraci, Musical Isle and MS Distributing, said his firm is also promoting heavily. "We're increasing our radio advertising 25 percent. Last Christmas, 95 percent of our promotion was in print. With the economy the way it is, we figured we couldn't keep doing the same old things."

Manny Green, Stereo City, thinks the eight-store chain of tape-disk outlets will equal last year's sales on a store-by-store basis.

"Sales have started to pick up already, although we don't expect the big push until the day after Thanksgiving," said John Shulman of Laury's Discount Records in suburban Evanston. "The rush will peak about a week and one half before Christmas and stay at that peak until Dec. 24."

A spokesman for Sights and Sounds said he also expected business to boom starting very soon, but also pointed out that there will be a slight drop in sales for him right before Christmas.

NASHVILLE—The mail order business in Christmas albums is up sharply over a year ago, but across-the-counter sales are down or even.

This is the consensus of Nashville stores, shops specializing in records, or bookstores with record departments.

"They're much better than a year ago," said Sue Kline, manager at the Ernest Tubbs Record Shop, which specializes in mail-order business. "And this is surprising because the economy is down."

Buckley's, which has three stores in the city, offered a contrast. They're not selling as well as a year ago, but then all sales across the counter are off," a spokesman said. "Actually, though, they're not down anymore than anything else. The economy or something has really hurt, and we just don't see as many people anymore."

Mills Book Store said it really is too early to tell. "We sell mostly books at this time, and the record sales come later, as we get closer to Christmas,"

said Bernie Schweid, owner. "At this time we haven't sold but a handful of albums, but we rarely do."

Other bookstores gave much the same picture: "It's too early to tell."

The record shop of Harvey's Department Store said there had been a short surge of Christmas LP buying, but that the real test would come after Thanksgiving. "This is when it really happens, but we expect it to be a big year," a department manager said. "There are some good new albums this year, and people are bound to buy them. But not until we get into December, really."

## Portofino Into Independent Production—MGM Deal Set

LOS ANGELES—Schiffman & Larson, West Coast based management firm, has entered into record production through its newly formed Portofino Productions which will act as an independent production company for various labels. First deal has been set with MGM. Portofino is producing Song, a rock group, for the label.

Co-owner Larry Larson said that none of the firm's management acts, which includes Poco (Epic) and Jo Mama, newly signed Atlantic act, would be produced through Portofino. Portofino Music

## Stoned Hiway Pub Is Formed

LOS ANGELES—The Great Stoned Hiway Music Co. (ASCAP) has been formed by announcer Bill Thompson and songwriter/singer Larry McNeely. The music publishing company will serve as a parent company for forthcoming motion picture and television production firms.

The Beautiful People Company, a management firm which Thompson heads, will be a subsidiary of Stoned Hiway.

McNeely, who is featured each week on the "Glen Campbell Goodtime Hour" (CBS) TV Show, is also managed by Beautiful People. His first LP, "Glen Campbell Presents Larry McNeely," has just been completed and will be released through Capitol in early January. Arrangements on the LP are by Dennis McCarty, who is also music coordinator of the Campbell hour.

## Pincus Becomes A Co-Owner Of Tunetime

NEW YORK—George Pincus has become a co-owner of Tunetime Music (BMI) with Buddy Scott. Tunetime is tied in with Real Thing Records, which is solely owned by Scott.

The Pincus-Scott combine will debut on Real Thing with the Gary Bird's coupling of "Every Brother Ain't a Brother" and "Are You Really Ready for Black Power?" and Full Speed's coupling of "It Must Be Love" and "Put 'Em On the Right Track."

Scott produces the Real Thing disks. Promotion for the label is handled by (Miss) Mike Bernardo.

## Multi-Track Studio Opens In Boston by Intermedia

BOSTON, Mass.—Intermedia Systems Corp. has established a 16-track recording studio, Intermedia Sound, at 331 Newbury St.

The studio, directed by Dr. Gunther Weil, is designed with a digital switching system, an Electrodyne console, and Ampex machines at its base. It is capable of 16, 8, 4, and 2-track recording and mixing.

Other major equipment include a Dolby noise reduction system, 16 in-line Lang equalizers, Teletronix and Pye limiters, EMT reverberation, and AKG, Neumann, Sennheiser, and Sony microphones. The studio also

boasts one of the few 16mm/35mm transfer systems in Boston.

Studio facilities include a main room control, recording room with grand piano and Hammond organ, a vocal booth, and an editing and dubbing room. The recording room was designed by Bolt, Beranek and Newman.

Clients using the facility since its opening include Great Jones, Tonsil Records; Quill, Cotillion; Delaney and Bonnie, Atlantic; P.J. Colt, Polydor, and Timothy Leary, Douglas.

For its commercial clients in the Boston/New England area, Intermedia offers multimedia capabilities covering the spectrum from audiovisual display and packaging to film and video production.

In addition to staff engineers Bob Runstein and Bob Dacey, Intermedia offers artists and producers a choice of block-time bookings with consulting engineers from New York, Los Angeles and Nashville.

The company, which is within walking distance of Boston's Symphony Hall, the Tea Party, Berklee School of Music, and the New England Conservatory of Music, plans the establishment of affiliated production and music companies soon.

## Media Sound In Expansion

NEW YORK—Media Sound, Inc., is expanding its facilities. The need for additional space is due to a combination of growth factors, mainly the installation of a new 16-track recording studio and re-mix rooms, according to Bob Walters, executive vice president.

The fourth floor will accommodate a self-contained maintenance and research and development complex, a high-speed duplicating room and an extra recording area. The engineering staff has also been enlarged to include Fred Christie, Joe Jorgenson, Tony Bongiovi, Neal Ceppos, and Harry Hirsch, Media Sound's president.

## Specials Give Barnett New \$

LOS ANGELES—Television producer Jackie Barnett has found a new source of revenue: Soundtrack albums from specials he creates.

Barnett's newest LP is an adjunct product from the forthcoming special by Smokey Robinson and the Miracles which ABC airs Dec. 18. Appearing with Robinson in his first starring TV special are the Temptations, Supremes, Stevie Wonder and Fran Jeffries.

The Motown LP will be released two weeks before the air date "to stimulate a viewing audience." The bulk of the sales will come after the show, which then will act as a commercial for the album.

Barnett and Screen Gems, for whom he has produced the show, receive an over-ride on the LP. The show is Barnett's first effort to be sold to a network. He has been creating musical specials for syndication since 1965 for Screen Gems and Four Star.

The Robinson show soundtrack will be the third Barnett has developed. His first two

works were from specials spotlighting the Temptations and Trini Lopez.

Barnett's next two projects for Screen Gems involve Anthony Newley, Liza Minnelli and Dionne Warwick which tapes Jan. 10 and a Shirley Bassey, Paul Anka show taping Feb. 24. No networks have bought any of these shows yet. Barnett's non-exclusive deal with Screen Gems is through his three-year old Jaybar Industries.

## Peak Push on Creedence LP

SAN FRANCISCO—Fantasy is giving Creedence Clearwater Revival's new LP, "Pendulum," the most expensive promotion campaign in its history. Included will be full-page ads in major market newspapers. The label reports a backlog of one million copies for the new LP. The group has sold 81 million records worldwide, according to Saul Zaentz, Fantasy's president.

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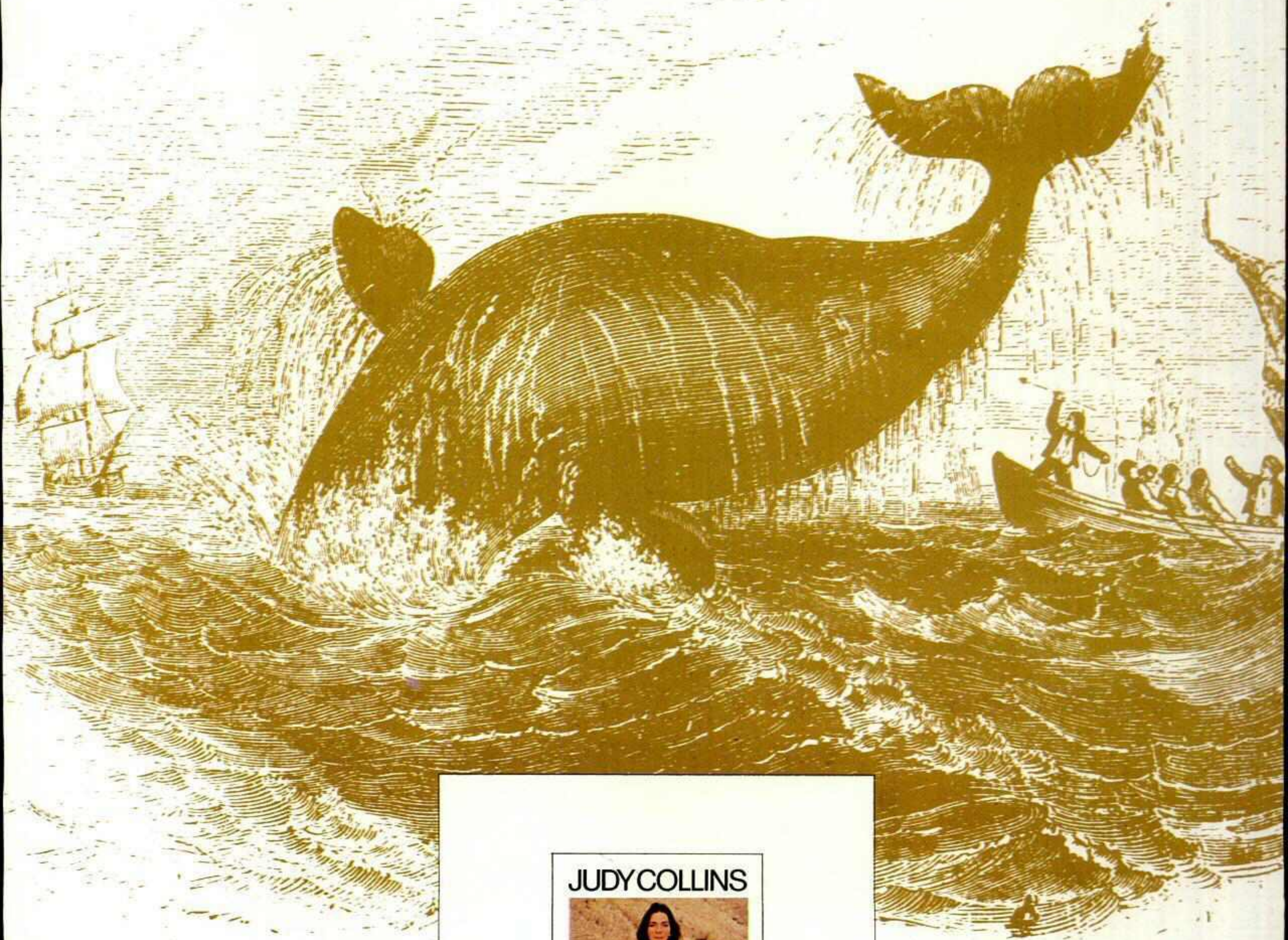
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