

Billboard

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The International
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CARTRIDGE TV PAGE 23

HOT 100 PAGE 46

TOP LP'S PAGES 48, 49

EDITORIAL

Brown's Drug Clout

The real concern with which the music industry views the serious drug crisis throughout the nation has once again surfaced in a very concrete form—the release of a straight-from-the-shoulder warning, "King Heroin" as a single by soul singer James Brown, which is being backed by a far-reaching campaign by Polydor Records (see story page 3).

Too often is the recording industry abused by vague generalization and insinuation on the subject of drugs and the young.

Now Polydor and Brown have shown further proof, along with public radio spots, financial aid, involvement in Drug Abuse Prevention Week and more, of the real attitude of our industry.

Can. FM Asks Discrete 'Q' Permit

By CLAUDE HALL

SAN MATEO, Calif.—CHFI-FM, a Toronto station owned by Rogers Broadcasting Systems, has asked the Canadian government for permission to broadcast full-time in discrete quadrasonic sound using the Lou Dorren system.

In the application, a letter from Tom Lott, president of the firm which holds the right to the Dorren Quadruplex System—Quadracast Systems Inc.—assures the Canadian government that either his firm through ties with a Hong Kong electronics operation or Panasonic or the Victor Company of Japan could have decoder units in production within 120 days. In addition, a new integrated circuit is only four to five months away that will sharply reduce already moderate costs for the decoder.

The fact that the Canadian government is now considering the authorization of discrete quadrasonic broadcasting is believed by many discrete advocates to be one of the "pressures" that will perhaps induce the Federal Communications Commission to faster action on a decision on discrete broadcasting in the U.S. An application for a rule-making, including a 405-page computer study on experimental broadcasts conducted over a two-month period by KIOI-FM in San Francisco, is now pending before the FCC. But other broadcasting problems are taking precedence at the moment. Lott, who feels that "the day of 4-channel sound is rapidly approaching," also realizes that unless various forms of pressure are brought

NARM Convention Will Map Massive Antipiracy Offensive

By PAUL ACKERMAN

NEW YORK—At the upcoming annual NARM convention at the Americana Hotel, Bal Harbour, Fla., executive director Jules Malamud and his board will unveil plans for a massive antipiracy drive across the nation. The convention dates are March 5-9.

"We mean business," Malamud stated, adding that the success of the campaign would depend upon manufacturer cooperation. "We must have that," he said.

He further noted that the time is ripe for the crystallization of the NARM antipiracy plan, inasmuch as the convention follows shortly after Feb. 15, the date when new sound recordings come under the protection of the McClellan Act, S646.

Some of the major aspects of the plan are:

1) NARM, which has a large membership of wholesalers and retailers in all key areas, would draw upon this membership and create regional committees.

2) Each of the committees would be headed by a chairman.

3) These committees would be made up of knowledgeable members who would be aware of virtually all "trouble spots" in their market; that is, each committee would be hip to bootleg activities.

4) Each committee, with the co-

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Major Radio Stations Boost Variety Clubs' Charity LP

By JOHN SIPPEL

SEATTLE—Variety Clubs International, through Lou Laventhal, president of ABC Record and Tape Sales Corp., based here; Pat O'Day, general manager and program director of KJR, major Top 40 station; and Zollie Volchok, international vice president and prominent local sports and show business figure, is releasing a fundraising top hits album for use by local chapters.

KJR is promoting "An Album of

KJR Solid Gold," a deluxe two-pocket package, which is being sold by mail at \$4.98. All profits go to the children's charities funded by VCI. The album is custom-tailored to the station in each city which is selected to promote the album. All air personalities and music and program directors are spotlighted graphically in the album.

Laventhal, who worked out all

(Continued on page 10)

Morris Spreads Film, Theater, Disk Wings

By MIKE GROSS

NEW YORK—The Edwin H. Morris Music Co. is spreading its activity on the film, musical theater and disk deal fronts.

So far, for the theater, Morris has "The Selling of the President" and "Grease." "The Selling of the President," a musical based on the Joe McGinnis book about the 1968 presidential election, has music by Bob James and lyrics by Jack O'Brien. The original cast album has been set with Stax Records. The musical is set to open on Broadway March 28.

"Grease," a musical lampoon of the 1950's rock 'n' roll era, was written by Jim Jacobs and Warren Casey. It is scheduled to open off-Broadway on Monday (14). No

cast album deal has yet been set.

According to Sylvia Hersch, director of the theater for the Morris firm, numerous additional musical projects are in the writing, planning and preproduction stages by several of Morris' affiliated writers.

On the film end, the company is represented by John Barry's score for "Mary, Queen of Scots," playing nationally. The Barry score is on Decca. Also acquired by Morris are the opening and closing themes of Lionel Rogosin's new film, "Black Fantasy." The tunes, "Hangin' Man" and "Movin' On," were written by Morris Goldberg and Shunmugam A. Pillay.

Contemporary Activity

In the contemporary field, which is under the direction of Agnes Kelliher and Ray Wetzler, a new concert attraction called Jerome

(Continued on page 50)

Four Versions of Hit In Cola Push

By RITCHIE YORKE

TORONTO—A unique promotion launched here by Coca-Cola, Ltd., is bringing new attention to the current hit, "I'd Like to Teach the World to Sing (In Perfect Harmony)."

Coke, through its advertising agency, McCann-Erikson, has recorded four separate versions of the song on two disks, which are being distributed as a premium offer.

(Continued on page 10)

CATV Rules Prove Double Boon

By MILDRED HALL

WASHINGTON — The Federal Communications Commission (FCC) last week provided a double bonanza for the music record industry when it finally adopted rules for cable television, after three years of regulatory and copyright stalemate over this burning issue.

Most importantly, the move will enable Senator John McClellan, chairman of the Senate copyright subcommittee, to put into motion the long-stalled revision bill. Passage of the revision bill will give permanence to the vital record copyright protection in the antipiracy bill, which expires at the end of 1974. A November agreement between cable TV, broadcasters, and copyright owners, not to block the revision bill over cable TV will be greatly strengthened by the FCC's decision to solidify CATV rules. (Billboard, Jan. 8.)

At the same time, the multi-channel, two-way

CATV technology will provide a potential home box office for new programming in millions of American living rooms, via the leased channels available on the cable system and the system owned channels.

The program exclusively in the FCC rules will bar many regular TV and movie programs from the cable TV systems, which will now be permitted to import distant stations. But this will mollify the copyright owners and the local stations. The exclusivities protect not only network programming, but also syndicated programming—and for periods that can run from one or two to several years, depending on the length of the contract involved, and other factors in the FCC rules for the new competitive cable service.

Hardship Possible

Although these rules will be hard on many of the CATV systems, it will mean more time to be filled with independent programming on the cables' channels and on leased channels. (Cables must have two-way capacity and at least 20 channels, under the rules.)

The CATV systems can lease channels to music and other programmers for presentation of their own shows—over which the system itself has no right of censorship. Also, channels blacked out by programmed exclusivities can be then leased out to independents. FCC says it will have supervision over leased programming when or if it comes into microwave or satellite facilities, since these communications services are under FCC jurisdiction.

These systems will also have to have a public service "access" channel, which may also offer a stage for local presentations together with educational, civic and other programs. In the case of "access" channels and channels to be leased at paid rates, the FCC rules will enforce customary bans on lotteries, obscene or indecent material. No advertising will be allowed.

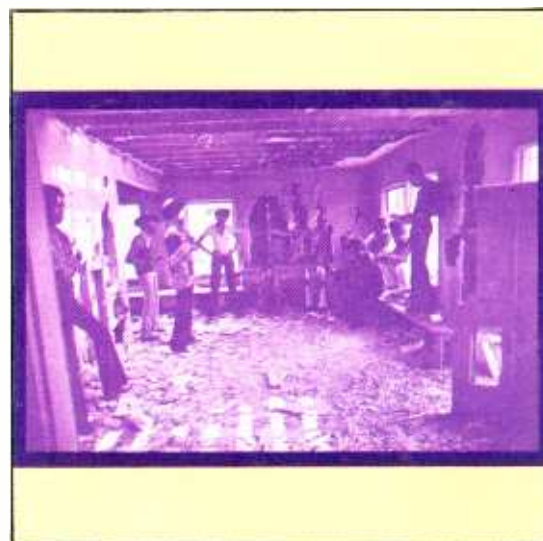
The FCC has not decided on what rate schedule will be set up for leased channels, but will tackle this problem later. No matter what the rate, it would be minuscule in comparison with a similar stretch if time leased by an independent programmer on a regular TV station network or independent—if he could get it. A cable would provide large home audiences more cheaply, and in far greater numbers, than the conventional theater. The two-way capability of

(Continued on page 10)

COL'S 'BACH' 'DIPS' TO NO. 2

NEW YORK — Columbia Records' all-time classical best-selling album, "Trans-Electronic Music Productions, Inc. Presents Switched-on Bach," has finally been "switched off" to No. 2 on the Billboard Classical Chart.

The reign, which began Jan. 25, 1969, as the top classical record, was toppled by Leonard Bernstein's "Mass," on Columbia which took over the top spot this week. "Switched-on Bach" has sold almost 800,000 in the U.S. so far, according to a Columbia executive, exclusive of clubs and overseas sales.



Crashing out of Earth, Wind and Fire's big new Warner Bros. album (WS 1958) comes the group's R & B chart single: I Think About Loving You (War 7549). Buy some today. It's first class.

(Advertisement)

RCA
LSP-4628

VICTOR
STEREO

Porter Wagoner & Dolly Parton
The Right Combination
Burning the Midnight Oil

Somehere Along the Way • The Fog Has Lifted
I've Been This Way Too Long • Through Thick and Thin • On and On
More Than Words Can Tell • In Each Love Some Pain Must Fall
Her and the Car and the Mobile Home



LSP-4628; P8C-1863; PK-1863

The new album from
the Best Vocal Duo of
1970 and 1971*
includes the
hit singles,
"Burning the Midnight Oil"⁷⁴⁻⁰⁵⁶⁵
and "The Right Combination."⁴⁷⁻⁹⁹⁹⁴

Major Push by Polydor on Brown's Anti-Heroin Single

NEW YORK—Polydor Inc. is releasing an anti-drug James Brown single, "King Heroin" with "an all out promotion," according to Jerry Schoenbaum, Polydor president.

He commented: "We will be sending a copy of the single to every radio station regardless of format, to every Mayor in every major city, to the black leadership, to every television talk show, every major newspaper and magazine, social service people, anti-drug organizations—blanket coverage."

"Sales are not the primary thing—we want to get this record talked about, heard on the air—even on the good music stations."

With the single Polydor is enclosing an accompanying letter from Schoenbaum and a copy of the lyric.

Schoenbaum stated that if the single sold in "very large quantities" a decision would be made regarding contributions to anti-drug organizations.

RCA Gets 'Living Free'

NEW YORK—RCA Records has acquired the soundtrack from the forthcoming film "Living Free," a Columbia Pictures-Carl Foreman presentation. The film will open in selected theaters around the country during the Easter season, and the soundtrack album will be in the stores simultaneously.

The soundtrack was composed and conducted by Sol Kaplan. Among Kaplan's film credits are "Tell-Tale Heart," "Tales of Manhattan," "Niagara," "Titanic" and "The Victors." His television credits include "My Three Angels," "The Enchanted Nutcracker" and "The Great American Dream Machine."

"Living Free," produced by Paul Radin who also produced the award-winning "Born Free," depicts the further adventures of Elsa, the lioness, and her three cubs.

Hill & Range Seeks Decree On Williams Song Renewal

NEW YORK—Hill & Range Songs, Inc., on behalf of Billie Jean Horton Williams is seeking a court decree to determine ownership of renewal of copyrights to songs by the late Hank Williams.

In a suit filed in district court here against Fred Rose Music, Inc., and Broadcast Music Inc., Hill & Range, through its attorneys, Abeles & Clark, is urging that Fred Rose Music, its agents, servants, employees and attorneys be enjoined from interfering with the plaintiff's exercise and licensing of rights to the renewal copyright in a Williams composition called, "I Am Praying for the Day That Peace Will Come," as well as all other compositions by Williams.

Hill & Range is further seeking to have the court adjudge that as an assignee of Williams' widow

"King Heroin" is in the form of a poem with a musical track in the background. The musical theme is also used as the B side of the single.

It was first premiered by Brown on the Dick Cavett television show and garnered strong listener response. The title was written by Manny Rosen, counterman at the Stage Delicatessen, New York. Brown and Dave Matthews. It will be specially packaged by Polydor in a totally black sleeve with the words "King Heroin" in white.

Brown terms the single the "most important statement of my career."

Schoenbaum urged: "We are aiming for the broadest cooperation over this. I believe very strongly in the universality of this statement against heroin."

He added that copies of the single had also been sent to fellow presidents of record companies and the U.S. government defense department had already expressed interest in the release.

AFM Executive to Conduct Nashville Agents' Meeting

NASHVILLE—A seminar for all booking agents in Tennessee has been set for here Tuesday (8) by L. D. "Larry" McDonnell, assistant to the president of the American Federation of Musicians.

The gathering, described as both a review and up-dating of booking practices, also will include a question-and-answer period. The day-long session will involve all of the locals in the state.

Discussion will concern contracts between artists and their agents and/or managers, front money, commissions, and the general but controversial matter of employment regarding dates.

One Nashville booker currently is before the board of the AFM for a practice involving the withholding of an artist's money because of a debt.

it is the proprietor of the interest in the U.S. of all Williams compositions for the renewal term.

The plaintiff is also seeking to have BMI pay royalty credits for each public performance, for profit of, "I Am Praying for That Day That Peace Will Come," as well as other Williams compositions.

The suit was filed following claim by Fred Rose Music that it was the sole owner of renewal of copyrights for "Peace Will Come" and all other Williams compositions, and that the composer's widow has no interest in the renewal rights.

Hill & Range is arguing that as a result of this claim, BMI has refused to give any royalty credits to the plaintiff.

Gaff Masters Opening L.A. Office

LOS ANGELES—Gaff Masters will soon open its U.S. office in Beverly Hills here, with Richard Fernandez running the office.

"We need an office in the U.S.," Bill Gaff, the firm's chairman stated. He intends to visit the office on a monthly basis for a while. Fernandez has been associated with Gaff Masters originally as road manager of Faces and more recently in the London home office. Gaff pointed to a roster of 14 artists, including Rod Stewart, Long John Baldry, Atomic

Rooster, Lesley Duncan, Lionel Bart, Byzantium, Ashman and Reynolds, Chris Farlow, Jimi Horowitz and Andy Brown, which has 16 albums slated for domestic release, with more record label act acquisitions coming in continually. The new Stewart Mercury LP is set for May 1. Gaff has signed the firm's first American talent, Joyce Everson of Minneapolis, and intends to expand that part of their management list.

Gaff Masters has formed its first publishing wing, GH Music, an ASCAP affiliate, which pub-



CLIVE DAVIS, Columbia Records president, speaks to a session of the Northeast Region's sales meeting held recently at the Warwick Hotel in New York. Meetings were also held in Chicago, Dallas and Los Angeles. The meetings were co-chaired by Bruce Lundvall, vice president of marketing, and the regional director in each area.

One of the more debated issues currently before bookers involves the "good faith" matter in drawing front money from promoters, and the matter of a contract validity when an agent books only one show in a four week period.

Since so many questions do exist, the union official plans to spell the regulations out plainly. Anyone who has a booking license with the union is eligible to attend.

Olympic Song From Paramount

NEW YORK—The theme song of the winter Olympic Games, "Victory is Peace," will be released as a Paramount Records single by Lee Holdridge, as a result of a production deal signed by Tony Martell, president, Famous Music Corp. and Lenny Scheer and Joe D'Imperio of Feld Bros. Management.

Paramount is planning a poster and sticker campaign to promote the single, which was written by Fat City and John Denver. The single was produced by Milt Okun.

District Records Buys Rosen Rack Division

NEW YORK—District Records Inc., a subsidiary of Schwartz Bros. Inc., record and tape distributor and rack merchandiser based in Washington, has purchased the rack division of Raymond Rosen Music Products Co. Inc., a subsidiary of Raymond Rosen & Co., Philadelphia-based firm.

Jim Schwartz, president of Schwartz Bros., said, "This acquisi-

tion will add considerably to the growth of the company's record and tape merchandising subsidiary. This purchase will bring to the company such customers as the John Wanamaker Department Stores, Zollingers-Harned Department Stores, the Pomeroy Department Stores, additional Woolworth and G.P. Murphy stores, plus other chain and independent record departments. District Records services the Korvettes and Woolco Department stores in Pennsylvania and Delaware."

Harry Jacobs, who has been in the record industry in Philadelphia for many years and was formerly manager of the Schwartz operation in Philadelphia, has been appointed sales manager of the District Records, Philadelphia.

The acquisition of the rack jobber points up the growth of the dual Schwartz Bros. operations in Philadelphia. The Schwartz Bros. record distribution outlet there is now being headed by Richie Salvador, veteran in that city's distribution picture. "It will add to the company's commitment to be a leading record and tape supplier in Pennsylvania and Delaware."

FTC Okays Clubs' Negative Options

By MILDRED HALL

WASHINGTON—The Federal Trade Commission has decided not to ban the negative option sales practices of record and book clubs, which require the member to give notice when he wants to refuse merchandise. However, the Commission proposed rules last week to require clubs to make for disclosure of their sales practices to members, explaining that the customer must notify the club in advance to refuse unwanted merchandise.

The tentatively proposed rules would also require record clubs and book clubs to give members at least 10 days in which to send in refusal notices. The clubs would have to pay the return postage on any refused merchandise that was mistakenly sent to the customer, and would have to credit his account with the full amount of the sale.

Nearly two years ago, in May of 1970, the Federal Trade Commission tentatively proposed stricter rules that would practically outlaw negative option plans as "inherently unfair." But the FTC now says it has information indicating that the practice seems acceptable

to almost all subscribers, and the Commission is relaxing its former stand.

The Commission found that most problems appeared to come from customer's ignorance of the way the negative option sales work. The proposed rules would remedy this, as well as assuring fair billing by the clubs. Comment on the proposals is due by April 10.

Details of the proposed rules, unavailable as of Billboard's deadline last week (Feb. 3) will appear in next week's Billboard.

Mercury Natl. Sales Meets

CHICAGO—Mercury Records 11-LP February release, including a deluxe Buddy Miles package, three double-LP sets and LP's by four new artists, was the subject of the first in a series of special marketing meetings here recently involving key personnel from around the U.S. The label additionally reissued two double-LP sets.

New LP's are by Faron Young, Statler Bros., the English group Stray, Mike Seeger, a Mike Nichols & Elaine May double-LP re-issue of late '50's-'60's material and new acts Andy Bown who was with the English group Herd, Thomas F. Brown, Mouth & MacNeal, Aphrodites Child and Jade Warrior, the latter two double-pocket Vertigo label LP's.

A re-issue set by Keith Emerson when he was with the group, Nice, is priced at \$6.98; the re-issue set by Quincy Jones and the Nichols set are priced at \$5.98.

Duke/Peacock, Beta Sued in Infringement

NEW YORK—A court action seeking to enjoin Duke/Peacock Records, its president, Don Robey, and its New York distributor, Beta Records Distributors, from alleged infringements of a number of copyrighted musical works, has been filed in U.S. District Court here by several music publishing companies.

The plaintiffs, through their attorneys, Abeles & Clark, are asking that the defendants and their respective agents be enjoined during the pendency of the action, and permanently, from further copyright infringements and from manufacturing, selling or using parts of instruments serving to reproduce mechanically the plaintiffs' copyrighted musical works.

The plaintiffs are also urging that the defendants be required to pay such damages as the plaintiffs may have suffered due to the infringements; or, in lieu thereof, such damages as the courts deem just.

The plaintiffs are also seeking to have Duke/Peacock, its president, enjoined from such activities. (Continued on page 50)

Order Against Atl Over Stones Tapes

NEW YORK—A temporary restraining order has been granted Allen Klein and ABCKO Ind. against Atlantic Records and Ampex over their release on tape of the Rolling Stones' "Hot Rocks." The order was made in the New York Supreme Court.

London Records released the original "Hot Rocks" double album, which contains two tracks from product released by the group on their own Rolling Stones label, distributed by Atlantic.

M'Media Push on Levitt's 1st Disk

NEW YORK—Metromedia Records will back lyricist Estelle Levitt's first single, "I'm Gonna Love You Till the Flavor Is Gone," with an all-out promotion campaign. The record was produced and co-written by Rod McBrien.

Miss Levitt wrote the current chart hit, "Don't Say You Don't Remember," which was recorded by Beverly Bremers on Scepter.

More Late News
See Page 50

AGAC Holds Copyright Meet

By DAN BOTTSTEIN

NEW YORK—Although AGAC's general membership meeting was held at the Princeton Club here on Feb. 3, Edward M. Cramer, president of BMI, said in the open panel discussion that followed, "We're not a tiger, we're a chicken."

The topic of the panel was "The Copyright Hang-up (Shall We Hang Together or Separately?)" And the music industry spokesmen agreed unanimously that songwriters were, in fact, being strangled by inequitable copyright laws. In his opening remarks, Alvin Deutsch, AGAC counsel, who moderated the discussion, pointed out that there has been no copyright legislation enacted in the U.S. since 1909. "Congress has not been convinced that we need a better copyright law," said Deutsch.

Henry Brief, executive director of the RIAA, did not foresee passage of a copyright bill in 1972. He felt that the House is unlikely to act on the bill which has been

pending in the Senate since 1967, since this is an election year and Congress will probably adjourn early. The House will call for hearings on the bill, Brief suggested. Passage of a new copyright bill by a Senate subcommittee has been stalled, Brief asserted, by the conflicting demands of publishers versus record companies, jukeboxes versus record companies, and network broadcasters versus cable television.

Cramer saw "three glaring inequities in copyright laws"—jukeboxes; the 2 cent statutory royalty on records, which has been frozen for over 60 years; and exploitation of composers by educational TV. "Everybody gets paid whose works are used on educational TV," Cramer stated, "except composers and authors." Copyright owners are being forced to subsidize public TV." He called on music industry representatives to meet in February to determine remedies for these injustices.

"Disappointment is the key word in copyright negotiations," said SESAC counsel Albert F. Ciancimino. "For five years, special interests have prevented a bill from passing the Senate." He cast CATV, the motion picture business and commercial broadcasters in villains' roles. "There is a growing legislative trend away from the interests of the copyright owner," Ciancimino said.

Like Henry Brief and SESAC counsel Ciancimino, Salvatore T. Chiantia, president of the National Music Publishers Assn. was not sanguine about the chances for Senate action on a revised copyright law. Motion picture owners and the CATV industry haven't agreed on fees for authors and composers, Chiantia observed, and this has delayed new legislation.

Herman Finkelstein, general counsel for ASCAP, maintained that the struggle between the networks and CATV for major markets has prevented comprehensive copyright revision in the Senate. He reported that performing rights societies, including BMI, ASCAP and SESAC, are requesting arbitration proceedings when broadcasters can't agree on performance rates to authors.

Holland Disks, Buddah Tie

NEW YORK—Buddah Records will distribute the newly formed Music Merchant Records label, whose president Edward J. Holland, is also head of Hot Wax Records.

Signed to the Music Merchant label are Brotherly Love, Just Brothers, Warlock, the Jones Girls, Sweet Rocky and Brenda Holloway. A single by Brotherly Love, "Mama's Little Baby (Loves Lovin')," will be the first release under the new distribution agreement. In addition, the new label will have its own independent and sales force as well as the existing Buddah staff. Holland stressed that Music Merchant Records will be a completely separate identity.

Merc 'Hot' Single

CHICAGO—Mercury Records has acquired the single, "How Do You Do," by the European duo, Mouth & MacNeal, which has shot to the top of Belgium and Holland charts.

Miami Beach to Sponsor A Major Music Festival

NEW YORK—Miami Beach will sponsor a major music festival this summer. The city will base the festival on Playboy Magazine's annual jazz and pop poll and winners. The two-week Miami Beach Playboy Jazz and Pop Festival will be funded by the city's Tourist Development Authority. It will run from Aug. 10 through Aug. 23, and will involve hotels and businesses throughout Miami Beach.

For those who will be going to Acapulco for IMIC-4 Conference, here are Group Inclusive Tour (GIT) round-trip fares as of 2/1/72:

From:	GIT
Boston	\$230
Los Angeles	163
Chicago	181
Detroit	188
New York	210
Toronto	185
Montreal	207

Full details will be sent to everyone as soon as they have registered for IMIC-4.

Apple & 20th To Distribute 'Desh' Movie

NEW YORK—"The Concert for Bangladesh," a 70mm filmed account of George Harrison's Madison Square Garden concert, will be jointly distributed and promoted on a world-wide basis by Apple and 20th Century-Fox. The profits from the admissions will be donated to the UNICEF Fund as are the profits from the Apple album of the concert.

The portion of the admission to be donated to UNICEF has not yet been worked out.

The film is expected to open in seven major cities, including New York, this Easter. The six-track sound color presentation was filmed under the supervision of Saul Swimmer. Special film and audio procedures and techniques are currently being formulated for the proper exhibition of the film in each town that it plays.

In addition to Harrison, other artists who appear in the film are Ravi Shankar, Eric Clapton, Bob Dylan, Billy Preston, Leon Russell, Ringo Starr, Klaus Voormann, Badfinger, Jesse Davis, Jim Horn, Jim Keltner, Claudea Linnear and Carl Radle.

Merc Changes Promo Dept.

CHICAGO—Mercury Records is restructuring its promotion department through adopting what National Promotion Director Stan Bly describes as a "very flexible" move to more regional directors and additional company-subsidized local men.

Mercury's return to regional direction is evident in the appointment of Frank Leffel to western region leadership, a post he vacated about 18 months ago to return to his original job, Los Angeles promotion. Leffel's L.A. replacement is former Capitol promotion man, Lance Gilman.

Long John Silver, who worked the Carolinas-Georgia area, has been appointed national singles chief by Bly, with Jack Pride replacing Silver. Both Silver and Pride are alumni of WAYS, Charlotte, where they worked with Jack Gale. Country director Frank Mull and soul promotion chief Andre Montell round out the national corps.

Mercury now has its own men in the following markets: Jerry Armour, Philadelphia; Mike Shavelson, New York; Don Sundeen, Texas; with new men slated for Chicago, Boston and possibly Minneapolis. Montell just moved up from the local slot, while Bill Coleman has just resigned in Boston. The possible Minneapolis man would probably cover St. Louis as well.

Wiggins Acquires Grammer Store

NASHVILLE—Roy Wiggins has purchased the retail store here formerly owned by the Grammer Guitar Co., but remains president of the parent firm.

The action, Wiggins said, was to separate the retail outlet completely from the Grammer factory. Four men, Al Deray, Walter B. Williams, Fred Moore and Jack Hunter, own controlling interest in the company.

Wiggins, long-time steel guitarist for Eddy Arnold, has managed the retail store since its inception several years ago. Billy Grammer, who founded the company, sold his interest at that time.

The Grammer guitar is an acoustic, hand-tooled, expensive instrument.

Executive Turntable

Joe Medlin named national promotion man, r&b product, Polydor Inc. He was formerly general manager, sales and promotion, Gamble and Huff Productions, and was also associated with Decca and Atlantic Records. Tommy Smalls continues with Polydor in the marketing area. Vic Perrotti named West Coast promotion manager for the company. He was previously Polydor's Mid West promotion representative and was formerly associated with Midwest Distributors, Cleveland.



MEDLIN

Al DeMarino, Jay Jacobs and Hal Ray will head William Morris' music department in New York. Jacobs will additionally perform administrative functions. Assisting them will be Hector Morales, Sam McKeith, Mike Farrell, and Steve Ellis, who has been promoted to agent.

Thomas W. Harlman, previously national sales manager, and used products of the computer products division, Ampex Corp., named marketing manager, computer products division, replacing William L. Slover. Slover was named general manager, Ampex music division last week, replacing Don Hall.

George Duning, composer-conductor-arranger, named to ASCAP's board of directors, filling Henry Mancini's unexpired term. Duning has scored over 100 films.

Pete Jay will head the record promotion department of VMI Records, Las Vegas. He is a former disk jockey. . . . Tom Mes-sineo named national sales manager, Gemini Rising, New York poster firm. He was formerly with Merco Enterprises.

Bill Rudolph named regional sales manager, Dallas branch, Warner/Elektra/Atlantic Distributing Corp., not regional manager, as previously reported. Regional branch manager of the company is Tom Sims. . . . Allen Rosen appointed vice president, sales and customer relations for Cassette Recording Corp. He was previously vice president, sales, for the Eastern region of Audio Fidelity Enterprises.

Bob Esposito named East Coast general professional manager, Edward B. Marks Music Corp. He was formerly professional manager, Larry Shayne Music.

Edward D. Kopshever has been appointed director of manufacturing for MCA Records. He'll be in charge of manufacturing both in the U.S. and Canada. Plant managers in Pinckneyville, Ill.; Gloversville, N.Y.; Los Angeles; and Cornwall, Canada, will report to him. He'd been plant superintendent at the Pinckneyville factory the past 14 years, but has been associated with Decca Records some 23 years, starting in Chicago.

Paul Helson, veteran writer on the pop music scene, who has been Mercury records' New York publicity staffer, moves into the a&r department of the firm. . . . Jay Swint joins UDC as Los Angeles branch manager. He was formerly in the retail field in Utah, serving previously in various local and national sales posts with Capitol. . . . Joe Triscari joins Consumer Awareness, Los Angeles merchandising house, to handle various promotional activities for record label accounts.

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David Bromberg's reputation as a hot guitar picker has been gobbled up by his career as David Bromberg.

David Bromberg's guitar picking is practically legendary. As a studio and stage sideman his hot licks have embellished the music of Bob Dylan, Paul Siebel, Jerry Jeff Walker and other top artists.

And there have been articles, interviews and credits which have created a Bromberg cult of thousands of people.

But David has also had his own thing going. For eight years he's been playing clubs and cafes, radio shows, the Philadelphia Folk Festival, and he became one of the highlights of the Isle of Wight Festival as David Brom-

berg: singer, songwriter and total performer.

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

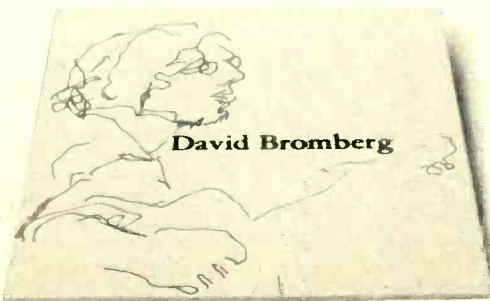
David's first album is a balance of his two worlds. Some live recordings to capture his performing magic. And studio tracks he produced himself with Bromberg-stamp-of-approval sidemen.

The music is easy low-down blues, shit-kickin' bluegrass and off-the-wall jobbers like "The Holdup" and "Suffer to Sing the Blues."

Nothing to tarnish his reputation as a hot guitar. Plenty to build his career as David Bromberg.



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Tel.: (212) 245-0600

MEMO TO: James Brown
FROM: Jerry Schoenbaum
SUBJECT: King Heroin
(PD 14116)

I have just listened to "King Heroin" and find it the most moving statement I have ever heard on record. This problem is one that should be brought to the attention of all Americans, and Polydor Incorporated will make every possible effort to give this record the exposure its message warrants.

I sincerely believe that all radio stations, regardless of format (Soul, pop, rock, MOR, talk, classical, country and western, underground, etc.) owe a personal obligation to their listeners to play this record. I am sure that your message will do much to rid our country of this cancerous problem.

Unquestionably, you have made valuable statements in the past, but certainly this emotional appeal is your most relevant. I am touched by your sincerity and I am sure that it will touch the hearts of all Americans.

I want you to know that we support your courageous stand on this vital problem, and I am sure that people all over the world will stand with you in your crusade against King Heroin.

Sincerely, *Jerry Schoenbaum*

Jerry Schoenbaum
President, Polydor Incorporated



KING HEROIN
by **JAMES BROWN**

PD 14116

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To some listener it may mean a lifetime.

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INTRODUCING THE BULLFIGHTERS



There's a lot of talk these days about drugs. Most of it involves descriptive words like, "Groove"... "Hip"... "In"... etc. Have you ever thought that a lot of this talk is just so much bull? It is. But, if heard often enough you begin to believe it. To combat this verbal bull, Billboard is publicizing a list of books, films, records, radio and T.V. spots available to inform you of the true drug danger. We'll tell you where you can get them and how. We call these materials "The Bullfighters." They are designed to give a clear, true picture of the drug scene. Protect yourself and learn the facts. "The Bullfighters" in Billboard.

CATV Rules are A Double Boon

• Continued from page 1

coaxial cable have almost limitless possibilities for ordering by catalog, and so forth.

Interim rules for radio stations to be carried on the cable include orders for carriage of all local radio stations to be carried whenever a distant station is imported and the local station requests it. If the import is FM, all local FM will be carried on request; if the station is AM, all the AM's must be carried. There will be no distant radio importing to communities of less than 50,000 people. Final rules for cable radio are being worked out.

The CATV rules will become effective Mar. 31, 1972, with a record open for petitions for reconsideration before that time. Under the new rules, cable systems in the top 50 markets would be authorized to carry signals of three full network stations and three independents, important distant city stations when necessary to fill the quota. In television markets numbering from 51-100 the quota would be three network stations and two independents. Under some circumstances, two additional independent stations can be carried on the cable in the top 100 markets, for Cable TV Subscribers, who pay an average of \$5 a month for the wired-in TV service.

Variety Clubs' Charity Album

• Continued from page 1

label and talent clearances for the album, said that WKBW, Buffalo, and WOKY, Milwaukee, have already signified that they will go with the album promotion. Lavinthal anticipates as many as 50 chapters going with the album.

"We can't thank the label presidents and talent managers who donated their services to this charity LP enough," Lavinthal stated. Top chart singles by the following artists are included: Merrilee Rush, Dionne Warwick, Andy Williams, Steppenwolf, the Impressions, Tommy Roe, Neil Diamond, Canned Heat, the Lemon Pipers, Hang On Sloopy, Bobby Goldsboro, the Animals, Strawberry Alarm Clock, Zager & Evans, James Brown, J. Frank Wilson, Box Tops, Jose Feliciano, the Kingsmen, Three Dog Night, B.J. Thomas, Classics IV, the Irish Rovers, the Ventures, Glen Campbell and Ohio Express.

Sherrill Corwin, VCI president, formulated the national chapter participation. Hal Liptz, San Francisco chapter executive, is coordinating the mail order fulfillment nationally.

Four Versions of Hit In Cola Push

• Continued from page 1

A reported 110,000 copies of a soul version by Doctor Music and a version by the Laurie Bower Singers have been pressed. A similar number of copies of two different versions in French by Donald Loutrec, the leading Canadian pop star, have been prepared. The French renditions are titled "Terre d'Amour."

Peter Clayton, Coca-Cola account executive at McCann-Erickson produced the English disk. It also contains the original Coke commercial whence the song came. Copies of the disks are offered for cap liners or ring-pulls from cans of Coca-Cola.

The promotion is being backed with media campaigns, which incorporates leading AM stations in each market.

Seven years ago, Coca-Cola initiated a premium rock album, "A Wild Pear" which was responsible for bringing together the talents of producer Jack Richardson and members of the Guess Who for the first time.

Studio Track

By BOB GLASSENBERG

Peter Scheiber, who holds the patent for quadrasonic matrix equipment, has now developed a closed loop encoding device which he said will allow recording engineers to monitor a four channel recording as it is being taped. It will also allow the engineer to hear the identical sound that will eventually reach the consumer.

Scheiber who is a resident engineer at AdVantage Sound, New York, explained that until now, recording engineers involved in the mixing of matrixed quadrasonic were handicapped by the absence of such a piece of hardware. "The sound which eventually reached the consumer was often vastly different from the sound that was fed into the encoder," Scheiber explained.

Scheiber will utilize his closed loop encoding device in an idealized four channel studio which he is building. "When we finish it, the studio will accommodate all forms of quadrasonic recording production," he said. The studio will be built into AdVantage.

"The period of gimmickry in the promotion of four-channel sound is past," he continued. "It is important at this point to move beyond the phase of quadrasonic as a technical curiosity and let the innovation stand on its own as a major advancement in audio entertainment."

He also pointed out the properly designed matrix four channel is capable of reproducing sound images at any point in 360 degrees around the listener. "It should therefore, be unnecessary for people to crowd into the middle of the room to get the best effects," he commented.

"I see the development of four-channel sound as the ultimate end of stereo's aim, and the consumer should be cued into the aesthetic value of the new audio concept," Scheiber concluded.

★ ★ ★
Aside from all the work Rudy Van Gelder just completed in remastering the Prestige Twofr series, he has also kept the studio busy with other notables in the field of jazz. He just completed engineering work on a new George Benson LP for CTI Records, which Creed Taylor produced. Also on Blue Note Records, Lee Morgan just finished a session with George Butler producing. And Van Gelder has finished up a mix for an upcoming Donald Byrd LP on Blue Note. For Prestige, a new Melvin Sparks album with Ozzie Cadena producing; the last in the Horace Silver Trilogy which is called "United States of the Mind," has been completed; a Bernard Purdie LP has been completed as well for Prestige; and the Prestige people are said to be thinking about another Gene Ammons album, but they aren't sure where it will be made.

Back to Blue Note finally for whom Van Gelder just finished horn recordings and a remix for a Grant Green LP, soon to be released.

★ ★ ★
One might say that Fedco Audio Labs keeps on truckin'. They recently recorded the Hooteroll concerts with Howard Wales and Jerry Garcia at Symphony Hall, Boston, where the concerts were simulcast over WBCN-FM. Alan Douglas, multi-media man of Douglas Communications, produced the set with Fedco's Fred Ehrhardt as engineer.

Also on the live side is Location Recorders, which recently changed hands but is still being run by Messrs. Baron and Dahlstrom. They were at the Charles Mingus concert at Carnegie Hall, New York, and showed up two days later in the same location to record Lighthouse for Stereo Dimensions.

★ ★ ★
At Criteria Recording, where much of the new Aretha Franklin LP was done, "Smoke 007," a Bahamian singer brought in his group to do a few sets for the Sonesta Beach Hotel in Nassau. And Nassau singer Ronnie Butler just finished a 16-track session for the Nassau Beach Hotel. Also reported from Criteria is Atlantic Records' new vocal duo, April Lawton a British songstress, and Mitch Mitchell, a vocalist who has been working around the South Florida area for the past few years.

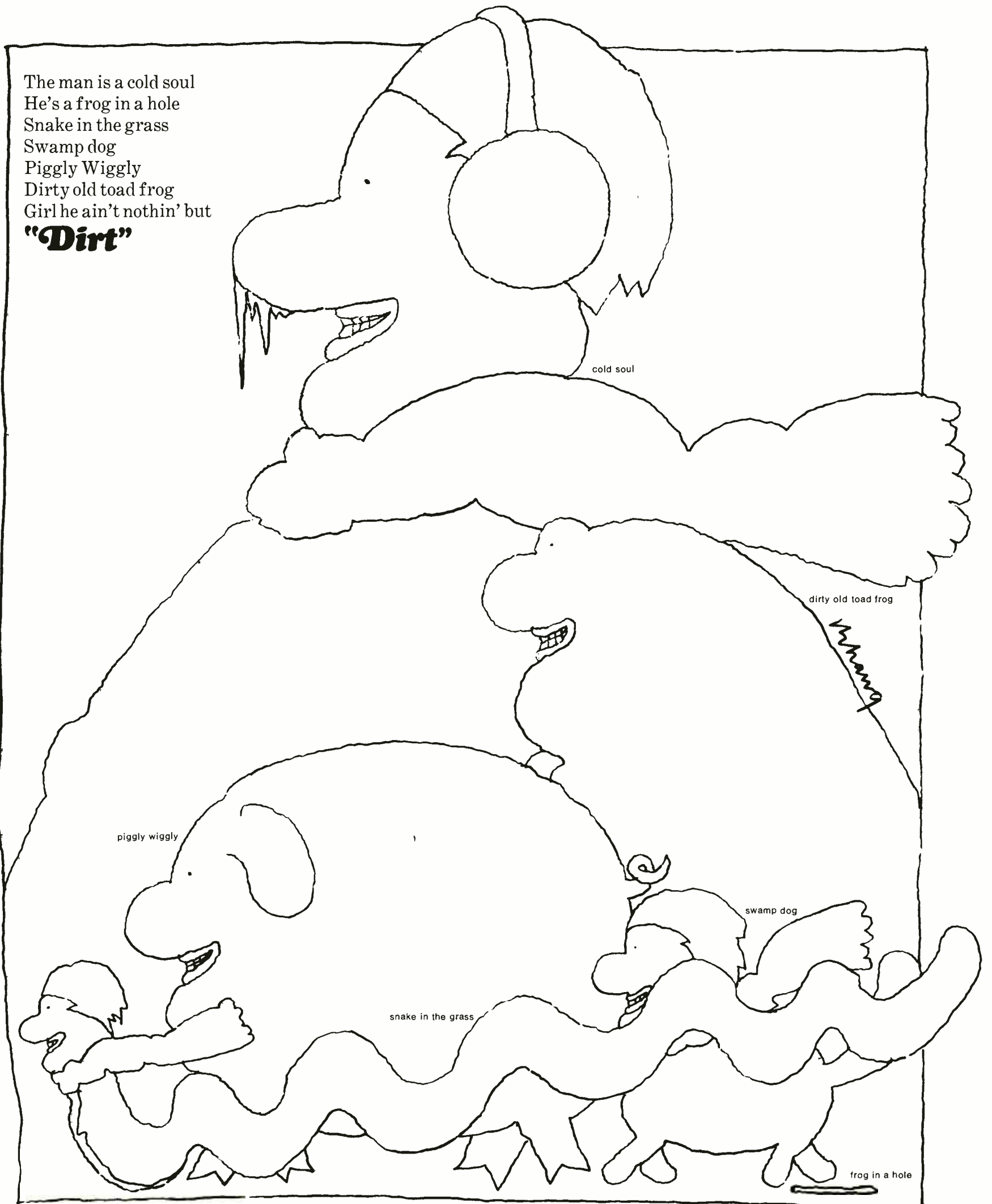
★ ★ ★
New personnel has been added to Epic Records' Spirit. And Al and John Staehely, former playing bass and on lead vocals and latter on guitar and vocals, are also on the forthcoming album, "Feedback." David Briggs produced the LP at CBS and Heider Studios, San Francisco, with a mix-down at CBS, Los Angeles. None of the group really felt like describing the sound of the album because a musician generally plays . . . but the cover itself is well worth mentioning. It was shot by Don Peterson at a video taping session done by Video Free America. The cover is a still shot from the tape monitor. Of other interest about the group is their keyboard man, John Locke has switched to a grand piano in live performances. He uses a Carl Countryman pickup for the sound amplification. Incidentally, Locke claims to be descendant from the philosopher of the same name.

★ ★ ★
Danny Fortunato, president of Nectar Records, checked into Echo Sound, Levittown, N.Y., to do a few takes with Soap Opera Queen Eileen Fulton who appears on "As the World Turns." The new single from the songstress is "Will Tonight's Promise Be Tomorrow's Tears." Stay tuned until next week, weepers.



MELVIN VAN PEEBLES, right, writer of "Ain't Supposed to Die a Natural Death," in words and music, listens to play-back of a few of the scenes which were recorded at AdVantage Sound, New York, for the cast LP on A&M Records. With Van Peebles are, left to right, Harold Wheeler, music director for the show; and John Venable and Bob Yeomans, engineering team.

The man is a cold soul
He's a frog in a hole
Snake in the grass
Swamp dog
Piggly Wiggly
Dirty old toad frog
Girl he ain't nothin' but
"Dirt"



A single sensation by Paul Kelly (who sings it as he wrote it). Produced by Buddy Killen. New from Warner Bros. (WB 7558), which is wriggling in anticipation of Paul Kelly's March-bound album (and Ampex-distributed WB tape), also called Dirt

Talent

Rock Concerts to Play Big Role in Summerthing

NEW YORK — George Davis will produce 20 rock shows in Boston Common beginning June 19 and running every Monday and Wednesday through Aug. 23. The rock shows will be part of Summerthing, cultural event sponsored by the city of Boston in cooperation with the Mayor's office. "Last season," Davis said, "115,000 people paid \$2.50 each to see the concerts and an estimated

65,000 were seated outside the Common area."

Davis has been associated with Summerthing since its beginning in 1968 and initiated the presentations, known as Sunset Series, on the Common. During the last five years Davis has produced about 5,000 presentations in ballet, theater, opera and workshops throughout the Boston area as well as rock music.

Davis said, "In the '72 season, our goal for the Sunset Series on the Common is to reach 300,000 people."

Fresh Air to Add Jazz

SEATTLE—Fresh Air, the club located in the Capitol Hill area here, has celebrated its first anniversary with plans to embrace jazz artists as attractions soon.

The club's owners, Joe Herron and Ed Schacher, who once operated The Travel Agency, a rock club until 1967, and Stuart Sulman, son of Stan Sulman, vice president, West Coast, ABC Record and Tape Sales Corp., have set jazz names like Gabor Szabo and Thelonius Monk for the near future.

The 400-seat club, which has an admission of from \$1.50 to \$2.00, utilized primarily blues names such as Lightning Hopkins and Sonny Terry and Brownie McGhee along with rock names such as Larry Coryell and Elvin Bishop during its first year. Sandy Getz, Los Angeles blues devotee, helped book the club.

Moody Blues in 14-City Tour

NEW YORK—The Moody Blues have been set for a 14-city concert tour of the U.S. and Canada. The tour will kick off on March 22 at the International Amphitheater in Chicago and wind up on April 8 at the Hollywood Sportatorium in Miami.

Jerry Weintraub's Management Three will be promoting the tour and laying all the national groundwork for the group's appearances.

The group is recording a new LP which will be released by Threshold Records and distributed in the U.S. by London Records.

Talent In Action

CHUCK MANGIONE

Carnegie Hall, New York

Composer-arranger Chuck Mangione uses the various elements of the orchestra to weave a brilliant tapestry of sound. Rich splashes of instrumental colors are buoyed by lyrical, lucid melody lines, and the listener floats on a swelling sea of music.

The Chuck Mangione concert at Carnegie Hall on Feb. 1, titled after his Mercury album "Together," was an unbridled joy. "Sun Shower," the opening selection of the evening, sparkled with bounding brass arrangements and bustling rhythms that projected a zappy Glenn Miller quality. Mangione made compelling use of strings in "Legacy," and Gerry Niewood of the Chuck Mangione Quartet, soloed beautifully on saxophone and flute. Mangione performed ably throughout the concert on flugelhorn and electric piano.

British guitarist and composer Stanley Watson showed to good advantage in an unaccompanied, acoustic rendition of "Pages From a Journal in America," which he wrote. Other featured performers included Ester Satterfield, whose vocal solo was as clean and sharp as a deep breath of polar air, and Bat McGrath and Don Potter. McGrath and Potter wrote the music and lyrics for two of the concert pieces, and in "Feelin'," they sounded folk-country, strains redolent of the open spaces of the West.

An encore, "Freddie's Walkin'," was Mangione's exuberant thanks to The Lord for the recovery of his nephew, after the boy was stricken by cerebral palsy. Another added treat for the ecstatic audience was Mangione's gem, "Hill Where The Lord Hides," which has been nominated for a Grammy as Best Instrumental Composition. And before the house lights went up, Lew Soloff of Blood, Sweat & Tears soloed on trumpet in a piece that Mangione wrote for him. It was a superb finale; Soloff's trumpet created a bullring flavor punctuated by sweet-singing lyricism.

BOBBY DARIN

Desert Inn, Las Vegas

Making a triumphant return to the Strip following open heart surgery, the old-new Bobby Darin was relaxed, happy and great.

He gave a full strength commercial show. His selection of songs was varied featuring his old hits, his own compositions and new material. Darin was especially effective on "Lazy River," "Mack the Knife," "Simple Song of Freedom," and "Midnight Special."

Darin's act showed him off as a total performer with an excellent voice, his own style, and a charming personality which comes across instantly to the audience.

LAURA DENI

ELVIN JONES

Village Vanguard, New York

From the right of the small, cramped stage came the drum roll of a magician. The stage suddenly expanded into a plain on which Elvin Jones moved back and forth, across his drums, rolling and fading, expanding and contracting.

Don Alias sat at the congas and filled in what little space Jones had left. Steve Goodman used his soprano saxophone and tenor saxophone to emphasize the story line which the magician had established through his steady percussion. Dave Leibman played a flute and soprano saxophone to illustrate the enjoyment of communication through music. And Jim Perla's work with electric and stand up bass added a healthy feeling above the general consistency of the music.

It was Jones' opening night at the Vanguard and throughout the three numbers played, "Bright

Piece," "Time for Love," and "Children's Merry-Go-Round March," a distinct glow could be felt from the group. Jones truly loves his work and puts a spirit in his music which can be felt by the least conscious listener. It is a rejoicing spirit and a lesson to be learned. His magic can be heard on Blue Note Records.

BOB GLASSENBERG

MORGANA KING

Rainbow Grill, New York

When previously booked for this room, Oscar Peterson was ill and this time, on his opening night, the pianist was in a Toronto hospital. Substituting was Morgana King, backed simply by Joe Puma's guitar, bass and drums. Heavily stylized Miss King has both the range (she makes much use of falsetto) and the ability to do something valid with it.

Her program also reflects a wide range of interests, from Simon and Garfunkel to a medley of the most intricate Antonio Carlos Jobim, which she sings in Portuguese. It is neglectful of the recording industry not to have a regular supply of Miss King's artistry available.

IAN DOVE

GIDEON & POWER

Gaslight Au Go Go, New York

The Devil doesn't have all the best tunes, at least not when Gideon Daniels is singing. In a performance that included a generous sampling of material from his first Bell album, "I've Gotta Be Me," Gideon and his five-man backup group, Power, brought new life to that old-time religion.

Unashamedly flaunting a bandana, eyes bulging, his smile a gleeful assertion of the true believer, Gideon gospel-rocked the congregation into happy submission. Flailing himself with his tambourine, he bounded down the aisles, delivering his musical message of salvation.

Among the electrifying songs on which Gideon based his evening sermon were "I've Gotta Be Me," "Drinkin' That Wine," "Peace and Love" and "In the Upper Room With Jesus." Gideon and Power closed with a powerful, joyous "Every Day Is Sunday By and By."

DAN BOITSTEIN

NEIL DIAMOND

Circle Star Theatre San Carlos, California

Singer/composer Neil Diamond got it all together Jan. 21 to a widely cheering audience at a packed Circle Star Theatre. In his hour and 20 minutes on stage, including two encores, the relaxed Diamond rapped with his audience, and sang a complete program of his long line of record hits.

Opening with the Afro-inspired "Soolaimon," Diamond had this vast audience immediately under his spell. He proceeded to wrap them up and put them away as he moved into such tunes as "Done Too Soon," "Cracklin' Rosie," "Brooklyn Roads," "Holly, Holy," "Sweet Caroline," "I Am, I Said," "Stones," "Solitary Man," "Chelsea Morning," and "Brother Love's Traveling Salvation Show," among others.

Diamond accompanies himself on guitar, an dis magnificently backed by his own six-man group.

PAUL JAULUS

MICHAEL GATELEY

Gaslight Au Go Go, New York

If there is a folk revival taking place in the U.S., certainly Michael Gateley is a big part of it. A teller of stories and singer of songs, Gateley seems to feel right at home with an audience. The Janus Records artist backed by Raymond Bloodworth on 12 string guitar and back-up vocals, and Richie Schmierer on congas and bass, casually ran through what might be termed "skit tunes."

(Continued on page 14)

From The Music Capitals of the World

NEW YORK

The Wartoke Concern has signed with Stevie Wonder, Buddy Miles and Uriah Heep to handle public relations for those artists. . . . Paul Anka, Buddah recording artist, has been chosen by Prince Rainier and Princess Grace of Monaco to be the headline solo performer at the annual Red Cross Gala in Monaco on Aug. 11. Anka returns to Caesar's Place Thursday (10) for a four-week headline engagement, followed by dates at El San Juan, Puerto Rico, March 10-March 20 and July 1-July 10. He will also tour Japan from

March 25 through April 10. On May 29, Anka opens at the Persian Room in New York's Plaza Hotel for three weeks. . . . Alice Whitfield, who appeared in the original cast of "Jacques Brel," made her New York nightclub debut at the Playboy on Feb. 4.

Following their Australian tour, the Bee Gees will perform on Feb. 25 at the Grand Gala du Disque in Holland, and tape a television special in Amsterdam. On March 9, the group appears at Senajan Stadium in Djakarta. From Indonesia, they travel to Singapore, Kuala Lumpur and Hong Kong, for March 10, 11, and 13 dates. The group arrives in Tokyo on March 15 for press conferences and performances at the Metropolitan Hall on March 16 and 17, and Osaka's Grand Hall on March 19.

Southern Conspiracy returned to their hometown of West Long Branch, N.J., on Jan. 28 to give a benefit concert for Monmouth College Professor Brendon Riley, who was badly injured by a car while bicycling near the campus.

Joan Baez gives a benefit concert on Thursday (10) for the Harrisburg 8 at the Farm Show Arena in Harrisburg, Pa. Presenting the concert are the Harrisburg Defense Color Productions. . . . Black Oak Arkansas will be at the Academy of Music, March 18-19.

Melanie makes her 1972 concert debut Saturday (5) at Morris County College, Dover, N.J. She performs at West Point on Saturday (12); Rutgers, Friday (18); and the Capitol Theater in Passaic, Saturday night (19). After a road trip, Melanie returns to the Westbury Music Theater on March 17.

Brewer & Shipley play Passaic's Capitol Theater Saturday (5). . . . Cheech & Chong bring their comedy to the Gaslight Club in New York, April 5-9.

British group Mark/Almond appears at C.W. Post College on Long Island, Thursday (17). They're at the Academy of Music with Yesnon Saturday (19) and Feb. 23. . . . Arranger-producer Len Pakula has resigned as staff producer with Gamble-Huff Productions. He will remain active as an arranger while negotiating new production affiliations. . . . The PJ's (Paola Diva and Jeanne Rapoli), who have signed with Roulette, top the bill at San Su San nightclub in Mineola, N.Y., Friday and Saturday (18 & 19).

Lionel Hampton and his band and revue steam into Danny Mazur's Supper Club, Huntington, N.Y., for Friday and Saturday dates (11 & 12).

LOS ANGELES

Bobby Vee, who has been working on a new album project, is going into Savannah at the Esquire Club for a two-week club date. Vee is writing most of the tunes on his new United Artists LP. . . . Morris Diamond, president of Beverly Hills Records, and artist-

(Continued on page 14)

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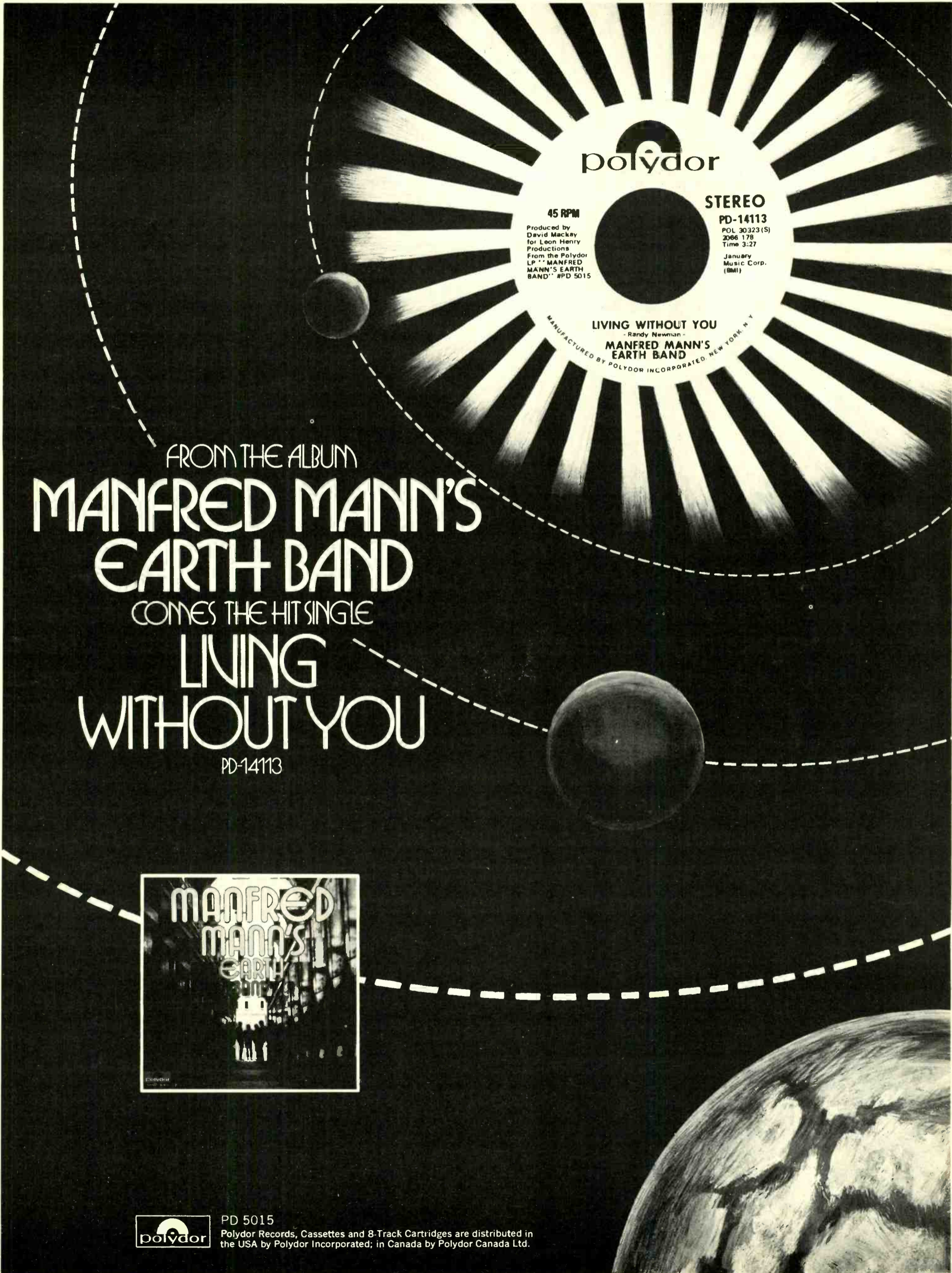
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Talent In Action

• Continued from page 12

"Together We Can Cover All the World," "Hook Another Horse to Your Love Carriage," and "White Wine," on which Al Kooper also accompanied Gateley, all were done with a distinct taste of and gentleman clown with a well controlled voice and guitar.

Gateley makes many jokes while explaining his songs and his life, thus drawing the audience closer to him. His talent is apparent and his future is bright.

Al Kooper, who produced Gateley's first album, showed his musical versatility with the piano, organ and guitar. "Drivin' Wheel," "Drown in My Own Tears," and "Feelin' Groovy," allowed Kooper a great amount of musical freedom. The Columbia artist is once again taking his place in the spotlight of rock music. And well he should, for he was instrumental in establishing the medium in the place which it sits today. And Kooper is still right up there in front. **BOB GLASSENBERG**

GLENN MILLER ORCHESTRA

Town Hall, New York

Buddy De Franco leads the Miller Orchestra and acted not only as leader but also narrator on this concert which was presented as a free show to students from various high schools in the area. With a minimum of fuss, De Franco explained the mechanics of the Miller sound, gave details of the band's career and unveiled the original arrangements, recreated by the young looking 16 piece band.

"Chattanooga Choo Choo," "In the Mood," "Little Brown Jug," even the Miller band's "Something Old, Something New . . ." medley, were all given an airing. Pianist Steve Johnson and Joy Lober took the vocals in unaffected style and the whole affair was, for the students, a neat exercise in aural history. A Beatles' song and "Love Story" crept in to show the basic accommodation of the Miller style.

IAN DOVE

NITTY GRITTY DIRT BAND JONATHAN EDWARDS

Troubadour, Los Angeles

The Nitty Gritty Dirt Band has always been one of the most entertaining live-appearance rock bands. But they seem to have developed even more facility and a lot more mellowness during their past year of residence at Nashville and Colorado. The band is concentrating more on music than on low comedy and with their multi-instrumental capabilities they are one of the very few groups around able to switch from the early rock of Buddy Holly to the Western swing mood of Hank Williams and then perform a thoroughly contemporary new work by the likes of Jackson Browne. The Dirt Band goes full tilt at all the genres it plays in and they're even building an overall musical distinctiveness that unites their varied material within a personal style.

Jonathan Edwards with his new hit, "Sunshine," is a flaxen-haired, lanky and likeable New England lad who gives out a very pleasant and relaxed set. Definitely here to stay on the major circuits.

NAT FREEDLAND

Graham New Concert Deal

NEW YORK—Bill Graham has concluded negotiations with Tomorrow Entertainment, Inc., to produce three rock concerts during 1972 which will be close-circuited to a minimum of 70 sites. The first concert is planned for May, with two more scheduled for the fall.

The location sites for the closed circuit telecasts will be in auditoriums and arenas which will be darkened, as in motion picture houses, to give the audiences a feeling of "live" participation and contact with the artists on the big screen. The three concerts will have live originations from major arenas, such as possibly the Astrodome in Houston.

Graham is in negotiations with several top artists for the concerts.

From The Music Capitals of the World

• Continued from page 12

producer **Kenny Rogers** may get together on a deal for Rogers to produce **Jaye P. Morgan** for Beverly Hills. A single only, because Rogers is reportedly too busy to do a full LP. But this is not the first Diamond-Rogers teamwork; Diamond helped promote Rogers' first hit single called "Crazy Feeling." . . . **Dickie Lee**, RCA Records; **Waylon Jennings**, RCA Records; **Sergio Franchi**, Metromedia Records were all by the Billboard office in Los Angeles last week. Beautiful people . . . **Ken Fritz**, manager of **Neil Diamond**, is on his way to London to set up a European tour for Diamond. . . . **Granma**, a new two-man group, is now working in the new MCA Publishing firm's recording studios here. No contract, just a lot of interest. The group will be on **Don Steele's KHJ-TV**, Los Angeles, bandstand show in about a month.

NASHVILLE

Bucky Wilkin will be returning to Nashville's Quadraphonic studios on the 7th to work on new material and during the same week **Elliot Mazer** will be producing **Jack Bizache** at Quad for Reprise Records. . . . **Rick Powell** has once again begun his courses in Commercial Music and Production and Studio techniques at Peabody College in Nashville. The Commercial Music course will be co-taught this semester with **Bill Williams** of Billboard. Both courses are sponsored under the direction of NARAS.

A star studded show was played to an enthusiastic crowd in Nashville last week for the benefit of the Kidney foundation. The show headlined such notables as **Kris Kristofferson**, **Joe South**, **Mickey Newberry** and **Tommy Roe**. . . . **Buzz Cason's** Creative Workshop Studios have been active with sessions recently including; the **Glazer Bros.** for a new LP produced by Cason. Some new material for **Jimmy Buffett** produced by Cason, an upcoming **Clifford Currey** Release produced by **Rob Gailbraith** and **Wade Conklin**, and a new Gambit records artist named **Phil Whitehawk** produced by **Gary Walker**. . . . **Paul Tabet** drummer for the group **White Duck** is said to be recovering nicely at home after suffering from an automobile accident just prior to the holidays. Home for Tabet is Fond du Lac Wisconsin and he should be returning in a couple of weeks. . . . **Epic Records**, **Addrisi Bros.** have been at Quadraphonic studios here recording under the production and guidance of **Norbert Putnam**. Also at Quad has been the **James Gang** producing themselves, and Columbia's **David Buskin**. . . . **Muscles Shoales**, **Fame Studio** Musicians along with the **Muscles Shoales Horns** were utilized by **Buddy Killen** recently at a session for **Dial Artist Dutch Ross**, at Sound Shop studios in Nashville. Also at Sound Shop have been **Bobby Goldsboro** produced by **Bob Montgomery** of UA and **Gary Paxton** for **MGM** produced by **Danny Davis** and himself. **THOMAS WILLIAMS**

MEMPHIS

"King Cotton Makes Music" will be the theme of the 1972 Memphis Cotton Carnival. Carnival Association president **Lester Gingold** says that through this theme, the traditional cotton gala will emphasize the Memphis music business and provide an expansion of entertainment activities for all walks of society. The carnival will be May 6-13 and will include the annual Blues and Jazz Festival.

Jackie De Shannon is at American Studios recording an album for Atlantic. . . . **Chips Moman** has been working for two months with young **Billy Burnett** at this studio. **Burnett** has been a prolific song

writer with Moman's Press Music company. At 18 he has written more than 50 songs. In turning singer—and Moman thinks he has found a star of tomorrow—**Burnett** has recorded an album made up entirely of his own compositions except for three songs. Album will be on Moman's Entrance label, distributed by Epic.

Stax is releasing a new single by the **Soul Children** and another by the **Rense Allen** group, the latter on the new Stax label Gospel Truth. . . . **Kim Weston** and **Luther Ingram** also have completed singles at this studio. . . . Stax artists are traveling: **Billy Eckstine** is in England until Tuesday (15) and will go from there to Hawaii and then to Vancouver, Canada. . . . **Isaac Hayes** will be in Montreal Tuesday (8). **Jean Knight** has a late January engagement in San Juan, Puerto Rico, and **Little Sonny** will be in Windsor, Canada, the end of the month.

Sounds of Memphis Studio is busy turning out jingles for a number of Nashville companies and at **Hi Willie Mitchell** is producing **Cyl Johnson** on Hi label. . . . **Sam Phillips** Studio has completed extensive studio renovations and is doing demos as a shakedown to get the bugs out of the new equipment. **Phillips** is also doing some string and horn overdubs for **Joe Simon** of Polydor.

JAMES CORTESE

ATLANTA

Columbia recording artist **Billy Joe Royal** will be singing the virtues of Coca-Cola in its latest radio and television national advertising campaign that has been packaged by the McCann-Erickson agency to begin airing during February. . . . **The Tams** opened in Underground Atlanta's **Scarlett O'Hara's**. . . . **The All Nite Sing** at the Municipal Auditorium Feb. 5 featured **The Inspirations**, **Happy Goodman Family**, **London Parris** and the **Rebels**, **Coy Cook** and the **Senators**, **Big Jim Hamel** and the **Kingsmen**. . . . **Susan** and the **Sound System** returned to the Windjammer while the **Sandy East V** opened in the Cove Lounge of the Marriott. . . . **The Atlanta Music Club** presents **Andre Previn** conducting the **London Symphony Orchestra** Feb. 15 at the Civic Center. . . . **Ike and Tina Turner** will perform at the Auditorium Feb. 19. . . . For the first time in Atlanta, **David Merrick**, in association with Theatre Now, presents "Promises, Promises" from the book by **Neil Simon** and based on the screenplay "The Apartment." With music by **Burt Bacharach** and lyrics by **Hal David**, the two shows, Feb. 25 and 26, will be at the Civic Center. . . . **The Shower of Stars** featuring **Waylon Jennings**, **Freddie Hart**, **Jim Ed Brown**, **Stonewall Jackson** and **Barbara Mandrell** will be at the auditorium March 11. . . . **Leontyne Price** in recital will be at the Civic Center March 18.

SAN FRANCISCO

Joy of Cooking and **Stoneground** joined forces on the stage of the Berkeley Community Theatre Jan. 28 for a special benefit for the farmworkers movement. . . . **The Seals & Crofts** appearance at Berkeley has been cancelled. . . . **Bill Graham** presentation at Winterland, Feb. 4 & 5, included **B.B. King**, **Freddie King** and **Malo**. . . . **Quicksilver**, **Taj Mahal** and **Commander Cody** there on Friday-Saturday (11-12). . . . **Laura Nyro** the Berkeley Community Theatre attraction on Feb. 26.

KYA radio promoted the **Osmonds** concert at the Oakland Coliseum on Feb. 6. . . . **WB's Lamb** now being booked by The Millard Agency, a local based talent rep. . . . **Epic's Chase** just back from a South African tour and will be in Japan in April. . . . **Overland** (Continued on page 15)



DON'T MISS... "SALT & PEPPER"

THE SWINGING—SINGING—SISTERS OF SAINT LUCY

ON

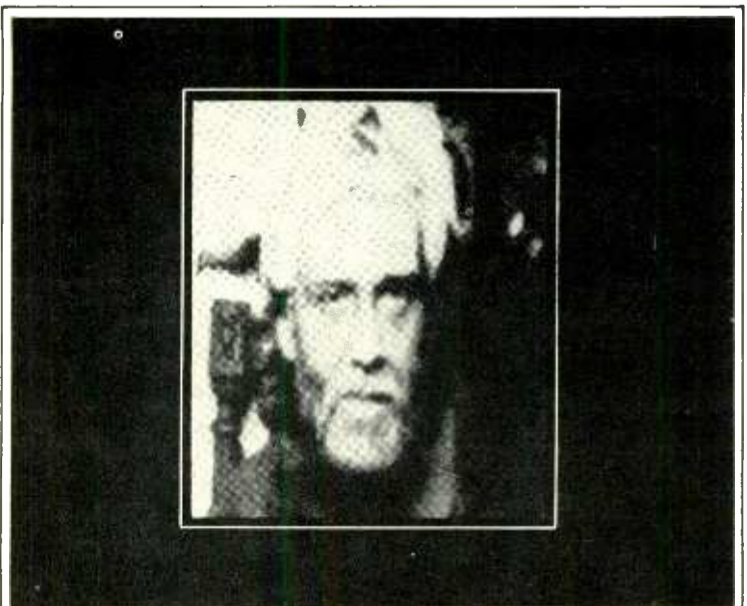
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FEB. 13, 1:30 P.M.**

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"SALT & PEPPER'S" EARNINGS USED FOR:
SCHOOLS, MENTALLY RETARDED, MISSIONS IN AFRICA
AND SOUTH AMERICA, COMMUNITY AFFAIRS.

MANAGER JERRY LEOPALDI 201-538-2886. RES. 201-239-2464



AN ANCIENT HEAD

From The Music Capitals of the World

• Continued from page 14

Stage, new Epic group, being produced here by **Bob Destocki** at the Columbia studios. . . . Decca's **David Pomeranz** figured he had enough of living in New York and has become a Bay Area resident.

Columbia's **Pamela Polland** accompanied by local a&r chief **George Dailey** and her manager **Diane Sward** leave for New York next week to personally deliver her first album to **Clive Davis**. . . . The **Rowan Brothers**, new on the Columbia label, finishing up their first LP at the Wally Hyder studios in San Francisco.

PAUL JAULUS

CINCINNATI

R.D. Grignon, general manager of WDAF-TV, Kansas City, Mo., has been named to a similar post at WKRC-TV here succeeding **Sam T. Johnston**, Taft Broadcasting vice-president who has joined Hanna-Barbera, Hollywood film production firm owned by Taft. . . . The **Jo Jo Gunne** group made the **Eric Burdon** concert at the Agora Theater, Columbus, Ohio, Thursday (3). . . . **Pink Floyd**, English rockers heard on the Capitol label, are set for three Ohio dates in April as part of their second U.S. tour. Stops are Civic Theater, Akron, April 22; Cincinnati Music Hall, 23, and Sports Arena, Toledo, 24.

A current top seller in the area is Warner Bros.' "All in the Family" album, spotting audio skits from the TV show. It's on the Atlantic label. . . . WCNW-FM, Fairfield, Ohio, is rumored switching from country to a good-music format. . . . **Steve Reece**, hubby-manager of soul singer **Barbara Howard**, has been appointed legislative aid to Cincinnati City Councilman **Theodore M. Berry**.

The Lookout House, Covington, Ky., has upped its entertainment budget for single acts and is bringing in a string of record names, starting with **Mel Torme**, Feb. 7-12. **Buddy Greco** is set for a week's stand starting Feb. 14 and **Frankie Laine** kicks off a 10-day engagement Feb. 25. Others slated to follow are **Rosemary Clooney**, **Della Reese**, **Billy Eckstine**, **Rich Little**, **Lou Rawls** and **John Gary**. **Allan Kirkpatrick** is the club manager.

WSAI Radio, in association with promoter **W. James Bridges**, bringing in **Grassroots** and **Help!**, new Decca group, for a concert appearance at Music Hall Feb. 18 at a \$5 top. . . . Local singer **Albert Washington**, formerly on Harry Carlson's Fraternity label, has a new single on the Jewel Records label coupling "Loosen These Rains" with "Go On and Help Yourself." Jewel bossman **Rusty York** has

sold the master to Stan Lewis of Shreveport, La. **Roosevelt Lee** is handling Washington on personals. . . . **Tommy Sears'** new single, "Salvation Train," on the General Records label with headquarters here, was released nationwide last week. The up-tempo turn, written and produced by Sears, follows the current Jesus-rock trend.

Shad O'Shea, whose new recording facilities, Counterpart Creative Studios, bowed here eight months ago, netted a full column in The Cincinnati Enquirer Jan. 23 in a piece by-lined by TV-Radio Editor **Steve Hoffman**. Yarn recalls O'Shea's past accomplishments in the radio and recording fields and outlines his plans for the future. Shad was program director and air personality on WCPO here from 1963-'65. **BILL SACHS**

Signings

Five-member group **Joshua** has signed with Revelation Records, recently formed in Los Angeles by **Red Shepard**, former star of "Hair," and **Michael Butler**, producer of the hit musical. Joshua performed the music for the Seattle Opera's presentation of **The Who's** rock opera, "Tommy," in April, 1971. Joshua has completed its first Revelation LP, and is now writing a rock musical bearing the group name. . . . **Dennis Stoner**, Rare Earth artist, has renewed his contract with Douglass Associates for representation in all fields.

Glen (Gabby) Shaffer has signed with VMI Records. His first single is "You Can't Go Back Again." . . . Love Productions has signed songwriter-producer-arranger **Robert John Gallo** to its Daffodil label in Canada. Gallo has also been signed to Love Productions for Australia, New Zealand and Germany. "Painted Poetry," the artist's first album, is scheduled for simultaneous release in the U.S. on Starday-King and Canada, on Feb. 28. A single will be released at the same time. Daffodil is readying a national promotion campaign in support of the LP.

Singer **Judy Kreston** has signed a record production pact with Roka Records. **Bob Karcy** will produce her initial album. The artist Copacabana, the Playboy Club and has appeared in New York at the Upstairs at the Downstairs. . . . Writer-performer **Scott Mansfield** has signed with Eagle Records. Two singles are aimed for release in early spring. Mansfield and **Ernest T. McNeill** will produce the disks.

A SEMINAR IN SONGWRITING

With Neil Diamond, Bobby Russell, and possibly Kris Kristofferson and Burt Bacharach.

Class Starts February 27, 1972.

Limited Enrollment.

For Information Contact:

Sherwood Oaks Experimental College
7630 Vesper Avenue
Van Nuys, California 91405
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NARAS Members:

We would like to

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for honoring us in being selected as one of the five nominees in the

"BEST COMEDY RECORD OF THE YEAR"

category.

With our

AJAX LIQUOR STORE

The elite company you have put us with is going to make the final balloting, in this category, one of the most exciting ones.

We also want to thank the radio station personnel for bringing us this far.

This includes all radio station formats (MOR—TOP 40—C & W—R & B, and we have a promise from a classical station, if we win it).

Thanks again,

HUDSON & LANDRY

Dore Records

Radio-TV programming

Toronto FM Station Petitions Govt. For Discrete 'Q' Permit

• Continued from page 1

when the album is played in ordinary stereo. They are seeking to have the Federal Trade Commission force matrix manufacturers to label their products as "pseudo quadrasonic," much as rechanneled monaural product was labeled "electronically simulated" or some other such qualifying term. JVC has a demonstration album in discrete quadrasonic sound featuring four separate languages—one for each channel. Lott points out that if you go to one speaker, you hear that voice on that particular channel. In the center of the four speakers, you hear four separate voices. Via matrix, he argues, you approach a given speaker only to hear the other voices as well and if you stand in the center of the room you can't pick any of the voices out.

There are several factors which

could influence the FCC to make a faster decision on quadrasonic broadcasting. One of the major factors has to be the fact that RCA is committed to a discrete form of album. To date, the major handicap in any form of quadrasonic broadcasting has been the drastic lack of programming material. Previous to a recent release by Columbia Records of several of their SQ matrix albums, the major programming source has been a series of 4-channel tapes mixed down especially for a few radio stations by RCA Records. In fact, record producer and artist Chet Atkins prepared some special 4-channel tapes for James Gabbert, president of KIOI-FM, when the station was originally experimenting in quadrasonic broadcasting. Some stations have, in addition, hooked up cartridge decks in order to play the discrete cartridge series released by RCA. Vanguard tapes

were circulating, and several tapes created at the studio level by artists and record producers were being used. That was the essence of the discrete product available. In matrix, there was considerable product available, especially on Ovation and Project 3 Records but the Columbia SQ material gave matrix its first big wave of product and some mass-appeal artists.

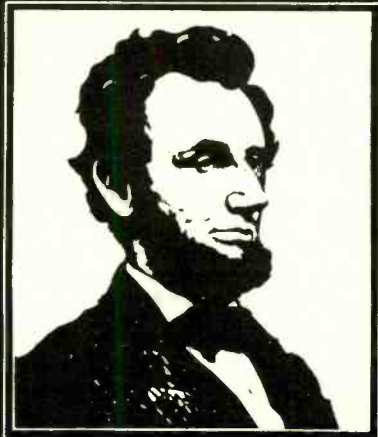
Await RCA Release

But, if or when RCA Records begins releasing discrete quadrasonic product in disk form, it will be a major factor in offsetting some of the product inroads made by matrix advocates. For one thing, a whole record playback system announced by Panasonic and JVC hinges on product. JVC is doing quite well in sales of discrete quadrasonic albums in Japan (Japan is far ahead of the U.S. in this regard) and, through its ties with RCA, has even released product featuring RCA artists such as Jose Feliciano. This playback system is supposed to be introduced on the U.S. market in a few months under the Panasonic brand name.

If RCA's going to be involved, it wants the discrete system to be as perfect as possible. Two key factors are the development of a better decoder for disk playback and the development of a better vinyl for the records. JVC has already turned out albums with a new, much harder vinyl in Japan. Lott said that RCA executives are pleased with the new decoder demonstrated to them Jan. 28. Lott feels that, once RCA makes a decision, that factor will be pressure on the FCC for a rule-making on the Dorren discrete broadcasting system, since product and broadcasting invariably go hand-in-hand.

Lott, besides his financial commitment to discrete broadcasting, is a sound purest as are many other discrete advocates. Brad Miller, an independent record producer, has publicly stated he would never release any of his records in matrix form. James Gabbert, first to broadcast the Dorren single-station system of quadrasonic sounds, scoffs at matrix, claiming it's fake quadrasonic. Matrix advocates, on the other hand, claim their method is "good enough" and it's feasible right now.

(Continued on page 18)



AN HISTORICAL FIGURE

WHAT THE WORLD NEEDS NOW IS LOVE... WHAT IT GOT WAS DRUG ABUSE AND V.D.

In 1967 they came to Haight-Ashbury in San Francisco. They brought love. Peace. Drugs. Venereal disease. The flower children were dying out. Read "Love Needs Care" by Dr. David E. Smith, M.D., and John Luce. A behind the scenes look of San Francisco's Haight-Ashbury free medical clinic. One of the recommended reading materials in Billboard's "Bullfighters" series. "Love Needs Care," published by Little, Brown & Co., Boston, Mass. \$8.95.



UNVEILING QUADRASONIC discrete broadcasting in Canada, from left: Tom Lott, president, Quadracast Systems Inc., San Mateo, Calif.; Ted Rogers, president and owner of Rogers Broadcasting Systems, which owns and operates CHFI-FM in Toronto; and Ron Turnpenney, director of engineering for Rogers Broadcasting. The demonstration was presented to about 200 representatives of the Canadian Department of Communications, the radio industry, the press, and participants from business and education.

PRPS VOTES IMPORTANT STEERING COMMITTEE

LOS ANGELES—Sebastian Stone, Joe Sullivan, Bill Young, Chuck Dunaway, Buzz Bennett have been elected to the steering committee of the Professional Radio Programming Society for the United States. Keith James has been elected to the steering committee to represent Canada. At-large members of the steering committee are Bill Drake and Ted Randal. Stone is the new program director of KFRC, San Francisco. Sullivan just left WMAK, Nashville, to operate a concert business in the area. Young is program director of KILT, Houston. Dunaway is program director of WIXY, Cleveland. Bennett is currently considering radio consulting. James is program director of CHED, Edmonton. Drake is head of the radio programming consulting firm of Drake-Chenault. Randal is head of the radio programming consulting firm of Randal/Sharon.

The purpose of the society is to raise the professional status of radio programmers and programming within the broadcast industry. An ad hoc committee has guided the fledgling society to this point. The ad hoc committee was composed of chairman Randal, general manager Doug Cox of KPPC-FM, Los Angeles; and program directors Big Wilson, WPGC, Washington; Russ Barnett, KMPC, Los Angeles; and Greg Dean, now unassociated with radio.

A meeting of the steering committee will be held in the near future to complete further organizational plans. Although details are yet to be determined, it is felt that the society will be open to program directors and, at some level, air personalities and general managers.

Pepper-Tanner Offer 15 Yr. Music Reprise

MEMPHIS—A broadcast blockbuster, two years in the making, has been prepared for international distribution by Pepper-Tanner here.

The project, with 24 hours of words and music spanning most of the major music personalities between 1955 and 1969, is built against the background of headlines, fads and musical styles.

Involved in the production were most of Pepper-Tanner's music talent directed by Pete Pederson. General title of the show is Golden Reflections, which includes most of the gold records during that era, plus nine hours about specific artists and their music. Narrator is Johnny Borders, KFJZ, Fort Worth.

The job involved considerable research, and the show is designed to fit "either middle of the road stations or the hardest of the Top 40 stations."

Musically it will range from ballads to rock, from soul to Mitch Miller. There will be interludes in which the time will be set in short, historical references.

The 24 hours are divided into one-hour segments, so stations can program it in what they feel is the most effective manner.

Among the hour-long specials is one on Neil Diamond. The Beatles, Dionne Warwick and Elvis Presley also get separate one-hour segments.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Ron Jacobs is going to hang his hat (in this case, probably an old Sailor Bill type of cap) on Maui. He has just purchased some property there. Only interested in major radio projects. . . . Allan Dale has joined KITE. San Antonio, in a noon-4 p.m. slot. He'd been doing a talk show on WOAI, San Antonio. . . . Elmer Fox has also joined KITE. San Antonio, and is doing a mid-morning shift. He'd been at KHOW, Denver. . . . Fred Reed, 6-10 p.m. air personality at WTLB, Utica, N.Y., has been promoted to assistant program director.

★ ★ ★

Jeff Alan writes that he's syndicating "The Greatest Hits of Rock 'n Roll" now and the new address is 1680 N. Vine, Hollywood 90028. Write him for details on the show. . . . Terry Young, two years experience, 213-654-2871, needs a gig. . . . Lineup at KRLA, Los Angeles, includes B. Mitchell Reed, Johnny Hayes, Don Burns, program director Shadove Stevens, Lee Simms, Mikel Hunter, and all-night man Greg Shannon. Reb Foster does a Saturday show and John Rydgren does a Sunday morn-

ing show. . . . Jim Reeves, 22, two-plus years experience, 309-837-2583, wants a progressive rock job. Also good in production and copywriting. . . . Scotty Erink has become program director of WRKO, Boston; he'd been at KELP, El Paso. Ray Potter, national program director of the Walton chain, has assumed the additional duties of programming KELP and Scott Manning has become operations manager of the Top 40 operation.

★ ★ ★

Chuck Brennen has returned to WYND, Sarasota, Fla., from WORD, Spartanburg, S.C. Brother Gunn has been promoted to program/music director. James Would does the 2-6 p.m. show. . . . Larry Davis has left WHBI-FM, New York, and is looking for a home where he can do a jazz radio show. He's a professional musician. Call 201-485-0047. . . . WLIR-FM in the suburbs of New York also does live concerts from Ultra-Sonic Recording Studios, Hempstead, L.I., N.Y. Ultra-Sonic is owned by Bill Stahl, an old buddy. . . . AVCO broadcasting has signed

(Continued on page 18)

Toronto FM Station Petitions Govt. For Discrete 'Q' Permit

• Continued from page 16

Gabbert, who could still be broadcasting in discrete but has held off pending the FCC rule-making, continues to push for discrete. On Feb. 11 he will be teaming up with KFMS-FM for a two-hour broadcast using some new 4-channel discrete disks, plus some new material on tape from RCA. Before experimenting with the Dorren system, Gabbert broadcast several programs with another San Francisco station. On the two-station procedure, one station broadcasts two of the channels, the other broadcasts the other two channels. The listener tunes one stereo rig to one station and positions another stereo set, tuned to the other station, at the back of the room. These two-station broadcasts, done by several stations around the nation, have been quite enthusiastically received. The public acceptance indicates quite strongly that quadrasonic sound is a "step up."

regardless of what system is used—matrix or discrete.

Lott, an engineer who once worked as product manager for Ampex and also worked with the Electro Service Manufacturing Corp. and Hewlett Packard, has been quite active the past couple of weeks promoting his discrete system. On Jan. 18, he helped CHFI-FM in Toronto conduct an experimental discrete broadcast using the Dorren system. The Canadian Department of Communication made a series of tests of the broadcasts and the results of these tests were supplied to the radio station and are being sent to the FCC in Washington (another form of the pressure Tom Lott hopes to mount against the FCC).

The next day, a demonstration was promoted by Roger Broadcasting and Lott presented not only a demonstration but played an aircheck of the CHFI-FM broadcast of the night before. Don Jameison, Canadian Minister of Transport, opened the demonstration, speaking from Ottawa. Lott played the JVC discrete disk at the meeting. Ted Rogers, president of Rogers Broadcasting, is noted as a pioneer in Canadian broadcasting; his father Edward Samuel Rogers was an engineer credited with many developments in radio and a pioneer Canadian broadcaster.

Edward Rogers is credited with inventing such things as the first commercial alternating current tube in 1925. He established the Rogers Majestic Corp. to manufacture radio receivers in 1925.

Lott was in New York last week—again promoting discrete broadcasting—and appeared on a show hosted by Harry Maynard on WNYC-FM. Others on that show included Jerry Ormbach of JVC in the U.S. and Bill Halstead. Maynard, incidentally, has been behind quadrasonic broadcasting since the first and debuted the Peter Schreiber matrix disk on his show.

From New York, Lott went to Washington to meet with the FCC and check on developments. He also gave a demonstration of the JVC CV-4 disk system to executives of the Federal Trade Commission. He spent some while trying also to get the National Association of Broadcasters to present a symposium at their coming Chicago convention on quadrasonic broadcasting. The EIA, he found out, is considering reconstituting their committees that looked into stereo when it was in its fledgling stages to look into quadrasonic.

The brainpower behind the sudden spurt in discrete quadrasonic broadcasting stems from Lou Dorren. Dorren was assisting Lott in an engineering project. They had both heard the series of two-station quadrasonic broadcasts that KIOI-FM had been involved in. "We were talking on a Christmas Eve about wouldn't it be nice if someone could broadcast those programs over a single station," Lott said. "The day after Christmas, Lou told me that he had worked out a system. I said, 'You've got to be kidding,' because several big corporations had been working on just such a project and they'd managed to come up with nothing viable. But Lou took the ideas he had to one of his former math professors at the College of San Mateo—Don Beatty. They ran the material through a computer. It seemed like a workable system. Lott then went out and found capital in order to launch Quadracast Systems Inc., of which Lou Dorren is vice president and director of research.

Trials Finished

There have been some other discrete broadcasting experiments by General Electric at their Schenectady, N.Y., FM station. But, otherwise the Dorren system seems to be the system. Basically, it's another step up from stereo in more ways than one. In stereo, information is "switched" from one speaker to another at the rate of 38,000 times a second. The ear, of course, thinks that both speakers are operating all the time. In quadrasonic, the signal or information is switched from each individual speaker to another at the rate of 76,000 times a second. Thus, each speaker is "on" 1/76,000 of a second each time. The ear, of course, never knows the difference.

What's most exciting about the the Dorren system and the disk decoder that he has developed is that modified and better technology is already in the wings. The current disk decoder for discrete that Dorren has just completed and which may be the final "perfection" that RCA Records is waiting for, combines several integrated circuits. It's not expensive. But Lott says that a new single IC to handle this whole electronic process is only a few months away. While setting it up is complex, once the IC is completed the manufacturing process can turn out millions quickly and cheaply. As for the single IC for broadcasting—one which will decode automatically monaural, stereo, or quadrasonic . . . which ever the receiver happens to pick up—it's much, much closer to completion. "Most of the work has already been done."

But the basic need is at the moment to bring about discrete broadcasting is for broadcasters to launch a public campaign or a private campaign to get the FCC to react. If enough FM stations wrote the FCC asking them to make a decision on discrete broadcasting, Lott is convinced that the government agency would move it up on their agenda.

Vox Jox

• Continued from page 16

Paul Dixon and Bob Braun to new five-year contracts. These men host live variety shows on the AVCO TV stations. And the contracts, according to president John T. Murphy, "emphasize AVCO Broadcasting's continued commitment to local live programming."

David Moorhead, general manager of WMMS-FM, Cleveland, points out that his stations have been featuring live free concerts in stereo from a local theater twice a month. "You can't promote a progressive rock station like any other station," he said. "Have to insinuate yourself in the community and let it build." . . . Fred K. Baur, KWON, Bartlesville, Okla., writes that the station is now rocking and needs records badly. Assures airplay of new product. . . . Larry Wood writes: "Just a quick note to let you know that the world's first disk jockey to broadcast a live show while water skiing (at CKLC, Kingston, Ont., back in 1959) is back in radio again, but this time in the middle of the desert. After a few years as a television director and documentary filmmaker (all the while talking about how well I could run a radio station) somebody said why didn't I and here I am, managing KIOT in Barstow, Calif. The station has been solid country, but now I'm starting a Mod Country format with a lot of Easy Listening Top 40 Chart tune, but the record service to KIOT needs a boost."

John Records Landecker and Bill Bailey are new staffers at WLS, Chicago. Landecker came from WIBG, Philadelphia, and Bailey from WWOJ, Hackensack, N.J. . . . WROV, Roanoke, Va., is hunting for a heavy morning air personality. By heavy, I mean a talent. They want another Dan Alexander, who shifted to WNOR, Norfolk, says music director Ron Thompson. . . . Was listening to Robert W. Morgan, KHJ, Los Angeles, the other morning and he did a beautiful continuing thing on groundhogs. His groundhog entre into "Cleanup Woman" was something else. Good show, Robert. And I especially dug the music. I haven't listened around the clock to KHJ, but for about half an hour the music was perfectly selected, albums, oldies, and current tunes. If the rest of the day resembles that particular half hour, then Bill Drake is correct in his format changes and the future of the format approach, market-by-market, will be damned interesting to watch.

Robert A. Welch is leaving KRMS, Osage Beach, Mo. to join KTGR, Columbia, Mo. in a mid-night-6 a.m. slot. . . . Chuck Buell, WLS; Don St. John, WGRT; Steve York and Ted Anthony, WCFL; and Larry Johnson, WIND, all of Chicago, bowled for the American Cancer Society the other day. Very successful promotion for a good cause. . . . Ray Olson has been promoted from program director to director of public affairs and special programming for WOW and KFMX-FM, Omaha. Norm Dennis has been named to replace Olson as program director of WOW. . . . Rich Mahler writes that KZST-FM is now automated MOR until 11 p.m. and then goes progressive rock until 6 a.m. Mahler is the rock program director. An air personality, calling himself Captain Kilowatt, who'd been at KATA in Arcata, Calif., does the stint. KZST-FM is in Santa Rose, Calif.

Joel M. Thrope has been appointed general manager of WVEZ-FM, Cincinnati, a Sudbrink Broadcasting station. He'd been general sales manager of KCMO, Wilmington, N.C.; he'd been with a Little Rock Station. . . . Ted Ziegenbusch is the new music director of KMEN, San Bernardino, Calif. The lineup now includes Jim Quinn 6-9 a.m., Mark Ford 9-noon, Buddy Scott noon-3 p.m., Dusty Morgan 3-7 p.m., Bill McKinney 7-midnight; and Gene Lane all night. Ted does weekends and Buddy Scott is program director. . . . The Sponderling stations held their own program director conference Jan. 19-21 in Washington. Attending were Jerry Boulding, WWRL, New York; Jim Kelsey, WOL, and Dave McKemese, WOL-FM, Washington; Chuck Scruggs, KDIA, Oakland, Calif.; Lee Armstrong, WDIA, and Bob McDowell, WAID-FM, both in Memphis. Also, representatives from WOPA and WGLD-FM in Chicago, KFOX in Los Angeles, and a couple of TV stations. Seems to have been a powerpacked conference, as those program directors mentioned above are among the best in the business. Jerry, you owe me a beer for not inviting me. Would have really enjoyed being there to hear the rap sessions.

Dick Clark will be the roasteer at the next dinner meeting of the Unassociation of Record Promotion Executives in Los Angeles and March 3 is the date. Radio and record people are invited. It's a dutch treat type of affair. But it'll be great! Everybody that can, please come. Air personalities, music directors, program directors. Fly in from Bakersfield, Sacramento, everywhere. It'll be a great event. Just a good, relaxing, fun evening. No record hypes. Just friendly vibes. If you have any question about the site of the dinner, contact Jerry Fine at MGM Records, Los Angeles.

Richie Yorke, Billboard's man in Toronto, reports that the latest Bureau of Broadcast Measurement radio ratings have just been released, but they contain few surprises. The surveys were taken in the month of November, and the figures represent the total cumulative audience Monday through Friday. In Montreal, the country's largest market, CJAD came out on top in English language broadcasting with 566,900 listeners compared with CJMS, the top French station, with 823,700. Rockers CHGM and CHUM-FM turned in respectable totals of 465,200 and 208,700 respectively.

CFRB still leads the way in Toronto with 1,518,800, the most-listened to station in the country. CHUM now has 1,273,900, with CHUM-FM pulling 231,600. AM rocker, CKFB, has 331,100 listeners. CKRC is now the top rock station in Winnipeg with 284,000, compared with CFRW's 153,000. CFRA is an easy leader in Ottawa with 419,700, followed by the city's other rock station, CLOY, with 205,000. CKCK is the station in Regina with 347,000, while the competing rock station, CJHE, has only 99,000. Calgary's CFXL comes third with 173,700, while in Edmonton, CHED has an easy lead over all stations with 347,400. CKFW is top in Vancouver with 471,300, with rock station, CKLG, second with 400,300. The other rock station, CKVN, is fourth with 238,400. CKIE-FM has only 46,200. CJCH continues to be the top station in Halifax with 153,700, while CHKS, which recently switched to country music, has 124,900.

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See Page 27

Campus News

What's Happening

By **BOB GLASSENBERG**

New Line Cinema has put together a package consisting of short films that were prize winners in the New York Erotic Film Festival. They range from student works to underground and television advertising films, and are titled "Erotic Film Festival." Also from New Line is Andy Warhol's "Women in Revolt," formerly called "Sex." This is a special campus preview package of Warhol's newest feature starring Holly Woodlawn, Jackie Curtis and Candy Darling. Also being worked on is a special lecture series with Arrabel and his film, "Viva La Muerte." This is also being released to campuses prior to its commercial release. Write to **Seth Willenson**, New Line Cinema, 121 University Place, New York, N.Y., 10003.

★ ★ ★

Mega Records has picked up five Flying Dutchman Records products which they will distribute to campus stations. The artists include **Leon Thomas, Eddie (Cleanhead) Vinson, Pretty Purdie, Larry Coryell, and Bernie Goodman.** They also have a record by **Apollo 100** which they feel campus stations should be aware of. Write to **Bernie Kaplan**, Mega Records, 911 17th Ave. South, Nashville, Tenn., 37212. Call (615) 244-5544.

★ ★ ★

Bob Thiele, president of Flying Dutchman, wants to make sure that all campus stations interested in jazz product are on his mailing list. Send him a letter on official stationery and tell him how many hours of jazz the station carries; the personnel at the station; size of audience; and don't forget the station's address. Flying Dutchman's address is 1841 Broadway, New York, N.Y., 10023.

★ ★ ★

Joe Morello, Gary Burton, Carmine Spice, Marvin Dahlgren, Frederick Fennell and Al Payson and nine other musicians will all participate in the Fourth Annual International Percussion Symposium to be held at the University of Miami, Coral Gables, Fla., July 24-29. The symposium is sponsored by the University's School of Music in cooperation with the Ludwig Drum Co., and the University's Division of continuing education.

Four separate specialists programs will be featured. They include classes in total percussion, mallet-keyboard instruments, timpani, snare drum, ensemble performance and drum set; Drum set specialization; Gary Burton Concepts, jazz vibe classes; and a teachers Practicum, a total teaching approach and basis concepts on all percussion instruments geared to the non-percussionist.

The fee for attending all sessions for non-credit is \$35. To register write to the Fourth Annual Percussion Symposium, Division of Continuing Education, P.O. Box 8005, Univ. of Miami, Coral Gables, Fla., 33124.

★ ★ ★

Picks and Plays: **SOUTH—Tennessee**—WRVU-FM, Vanderbilt Univ., Nashville, Mike Anzek reporting: "Monkey Time," (LP cut, Gonna Take a Miracle), **Laura Nyro**, Columbia. . . . WMOT-FM, Middle Tennessee Univ., Murfreesboro, Robert Mather reporting: "And Other Short Stories," (LP), **Barclay James Harvest**, Site. . . . WREK-FM, Georgia Tech., Atlanta, Ga., Greg Diddy reporting: "Where Fortune Smiles," (LP), **John McLaughlin**, Dawn. . . . WEKU-FM, Eastern Kentucky Univ., Richmond, Ky., Hal Bouton reporting: "Cass Elliot," (LP), **Cass Elliot**, RCA. . . . WIPI, Louisiana Tech., Ruston, Gary Cascio reporting: "Sunshine," (LP), **Jonathan Edwards**, Capricorn. . . . WFPC, Florida Presbyterian, St. Petersburg, Clyde McKenney reporting: "Bell & Arc," (LP), **Bell & Arc**, Columbia.

EAST—New York—WGSU-FM, State Univ. of New York at Genesco, John Davlin reporting: "New Orleans Ragtime Orchestra," (LP), **New Orleans Ragtime Orchestra**, Arhoolie. . . . WGBC, SUNY at Genesco, Howie Blumenthal reporting: "Malo," (LP), **Malo**, Warner Bros. . . . WSUA, SUNY at Albany, Eric Lonschein reporting: "FM & AM," (LP), **George Carlin**, Little David. . . . WWTC, SUNT at Potsdam, Bill Thornton reporting: "Roundabout," (LP), **Yes**, Atlantic. . . . WTSC, Clarkson College of Technology, Potsdam, Mark Smith reporting: "Jackson Browne," (LP), **Jackson Browne**, Asylum. . . . **Pennsylvania**—WHAY, Penn State Univ., Shavertown, Dale Reese reporting: "Breakaway," (LP), **William Truckaway**, Reprise. . . . WDFM, Penn State, University Park, Frank Margeson reporting: "Street Corner Symphony," (LP), **Percussions**, Capitol. . . . WDCV, Dickinson College, Carlisle, Richard Woodward reporting: "Greenhouse," (LP), **Leo Kottke**, Capitol. . . . WKUL, Waynesburg College, Waynesburg, Gary Olsen reporting: "Ready or Not," **Al Greenway**, Segue. . . . WMUH-FM, Muhlenberg College, Allentown, Dave Fricke reporting: "Fearless," (LP), **Family**, UA. . . . WYCP, York College, York, Lou Franzini reporting: "Your Move," **Yes**, Atlantic. . . . WRGW, George Washington Univ., Washington, D.C., Steve Nelson reporting: "There's Gotta be a Change," (LP), **Albert Collins**, Tumbleweed. . . . WSAC, St. Anselm's College, Manchester, N.H., Pat Mathews reporting: "Linda Ronstadt," (LP), **Linda Ronstadt**, Capitol. . . . WMUC, Univ. of Maryland, College Park, Sheldon Michelson reporting: "The Spotlight Kid," (LP), **Captain Beefhart**, Reprise. . . . WTCC, WTCC-FM, Springfield Technical Community College, Springfield Mass., Peter Flynn reporting: "Paul Simon," (LP), **Paul Simon**, Columbia. . . . WSHU-FM, Sacred Heart Univ., Bridgeport, Conn., Carl Rossi reporting: "Levee Blues," (LP), **Pottiquor**, Janus.

MIDWEST—Michigan—WEAK, Michigan State Univ., East Lansing, Mike Roche reporting: "Warming up the Band," **Heads, Hands and Feet**, Capitol. . . . WBRS, Michigan State, East Lansing, Mark Westcott reporting: "Aura," (LP), **Aura**, Mercury. . . . WAYN, Wayne State Univ., Detroit, Rob Wunderlich reporting: "Beads and Feathers," (LP), **Carol Hall**, Electra. . . . WFRS, Ferris State College, Big Rapids, Rich Detro reporting: "People," **River City Street Gang**, Enterprise. . . . WCHP, Central Michigan Univ., Mt. Pleasant, Doug Jones reporting: "Bloodshot Eyes," (LP cut, Lucifer), **Lucifer**, Invictus. . . . WJMD, Kalamazoo College, Kalamazoo, Paul Roben

CTI & Kudu Exec Looks To Concerts to Sell Jazz

NEW YORK—There are jazz educators on a campus as well as contemporary talent buyers on a campus. But the buyers who go for contemporary music often overlook the jazz end of entertainment, according to Peter Paul, talent director of CTI and Kudu Records and coordinator of the CTI/Kudu "Winter Jazz" concerts coming up in the Midwest at the end of February.

"The only reason that this music has been neglected is because the students and bookers have not really been exposed to it," Paul explained. "What we are doing is placing these concerts in markets where there is a high concentration of college and university students. This will sell CTI and Kudu records and open up the market at the same time to a new form of entertainment."

Paul explained that this format is hardly original. "If there was a rock group at the Fillmore, it would be picked up by many students and buyers. But we have no real stage for jazz entertainment so we have to create it."

The stage will be created in Cincinnati, Feb. 24; Cleveland, Feb. 25; Chicago, Feb. 26; and Detroit, Feb. 27. "When the student hears the music without the label, he becomes interested in it. It's a good sound and it is most definitely music which is just beginning to blossom across the country. Cincinnati and Cleveland were selected because Ohio has one of the largest concentration of campuses in the country. I believe we will draw not only from Ohio, but also from Kentucky with the concerts."

Paul also feels that the modern jazz musician is what the campus needs these days. "They work for less money and have greater longevity than many rock artists. But here again I must explain that a musical label is not what we are after. We want exposure for the artists and perhaps we can foster better relations between the students and the administration through providing a common denominator, music," Paul explained.

"To many young people," Paul continued, "the term jazz connotes old people's music. But as soon as the young people listen to the music without any classification, it is immediately considered the young people's music. And it is essentially their music."

The locations for the concerts in the four cities were selected for their size and acoustics. "We wanted to present this music in a really fine setting. The maximum seating capacity is 3,500 people. When a hall is larger, the intimacy and sound are lost. Both of these qualities are important in presenting music. And as I see it, our func-

tion is to present the artist in the best possible atmosphere. But I am not adverse to large places.

The entire plan for the "Winter Jazz" series has been fostered through the philosophy of CTI and Kudu Records and their president Creed Taylor. "The function of any management is to get the artist where he wants to go. This is done through exposure, the selection of clubs, securing the best possible price for a profit," explained Paul. "The club scene affords the jazz artist an opportunity to better his instrument in front of the public. By public exposure, the artist gets an action to a reaction. I feel that this is the function of any manager. And by operating within a record company, all the coordination including promotion, publicity, concerts and general exposure is made easier."

"Now since there really aren't enough clubs and theaters to give the artist an opportunity to expand, a great many unknowns don't have a true chance. The record companies give talent an opportunity to be heard but not seen. I feel that the campus will, in the future, allow such artists as Freddie Hubbard, Grover Washington, George Benson, and Stanley Turrentine, among others, the opportunity to musically express themselves and perhaps some day even allow more verbal expression by the artist through the use of the classroom seminar situation," Paul said.

Indiana U. Opens Center

BLOOMINGTON, Ind.—Indiana University's Musical Arts Center opened its doors Jan. 29, with Mozart's "Don Giovanni," first of the university's opera presentation series which will run through April.

The new center, with a theater seating 1,447, will be the site of all orchestra, choral and major faculty and ensemble concerts at the university. All concerts will be opened to the public and, excluding operas and ballet, all performances will be free.

The theater and center itself, will be officially dedicated during the week of April 15-22. There will be nightly performances throughout this week, including the U.S. premiere of John Eaton's opera "Heracles," as well as the formal dedication of the facility with a concert by the Indiana University Philharmonic.

Other operas to be performed during the semester are "Faust," with Flora Contino conducting, and "The Valkyrie," conducted by Wolfgang Vacanz.

reporting: "Jamming with Edward," (LP), various artists, Rolling Stone. . . . WORB, Oakland Community College, Farmington, Jim Nuznoff reporting: "Don't Try to Take the Fifth," **Pointer Sisters**, Atlantic. . . . **Ohio**—WMUB-FM, Miami Univ., Oxford, Roger Hamlyn reporting: "Step Out," **Mamas and Papas**, Dunhill. . . . WFAL, Bowling Green State Univ., Bowling Green, Lawrence Helm reporting: "Under My Wheels," (LP cut, Killer), **Alice Cooper**, Warner Bros. . . . WERC, Univ. of Toledo, Toledo, Dan Meyers reporting: "Just an Old Fashioned Love Song," (LP), **Paul Williams**, A&M. . . . KRC, Rockhurst College, Kansas City, Mo., Pete Modica reporting: "The Girl You Think You See," (LP cut, Anticipation), **Early Simon**, Elektra. . . . KDIC-FM, Grinnell College, Grinnell, Iowa, John Seeley reporting: "Niji Trance," (LP, cut, Message From a Drum), **Redbone**, Epic. . . . KRNU-FM, Univ. of Nebraska, Lincoln, Annette Brown reporting: "Ring the Living Bell," **Melanie**, Neighborhood. . . . WSRM, Univ. of Wisconsin, Madison, Brice Ravid reporting: "Heart of Gold," **Neil Young**, Reprise.

WEST—California—KALX-FM, Univ. of California at Berkeley, Bob Pelzel reporting: "Coming on Home," (LP), **Richard (Groove) Holmes**, Blue Note. . . . KFJC-FM, Foothill College, Los Altos, Steve Alt reporting: "Softly Whispering I Love You," **English Congregation**, Atco. . . . KEG, Sacramento State College, Sacramento, Dave Shore reporting: "Locomotive Breath," **Jethro Tull**, Reprise. . . . KCPK, California Polytech, Pomona, Tom Baler reporting: "Garcia," (LP), **Jerry Garcia**, Warner Bros. . . . KZAG, Gonzaga Univ., Spokane, Wash., Gregg Hersholt reporting: "Pocket Money," **Carole King**, Ode. . . . **Late Reporter**—WFDU-FM, Fairleigh Dickinson Univ., Rutherford, N.J., Tony Loving reporting: "Let's Stay Together," (LP), Al Green, Hi.



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Lear Jet Shuts Plant, Sets New Product Line

TUCSON — Lear Jet Stereo, which closed its manufacturing plant in Nogales (Sonora) Mexico, is making definite plans in product and marketing for 1972.

After deciding to close its production facility in Nogales and instead operate strictly as an importer of Japanese-made units under its own brand, Lear Jet decided to do the following:

Radio Spots Plug Sterling Models

LOS ANGELES—Sterling Home Electronics is buying radio spots here to promote stereo systems and components.

It is sponsoring "Head Shop" on KBSC radio to plug Panasonic's stereo systems sold through the company's four retail stores here. In addition, the 30-second spots will plug stereo components manufactured by its parent, Sterling Electronics, Houston.

Cross promo spots will air locally on KDAY, KLOS and KPPC. Sterling will run 12 spots a week for 13 weeks on "Head Shop."

—Introduce its 1972 line of two 8-track portables, five auto 8-track players, one 8-track deck, two home 8-track players and possibly two more, all in the next few months.

—Continue to manufacture speaker enclosures at its Tucson headquarters.

Lear Jet manufactured about 30 percent of its tape players in the Nogales plant, with final production performed in Tucson. The remaining 70 percent was imported from Japan, according to Ed Campbell, president.

"We'll phase out of our existing products by May and slowly introduce new models, beginning immediately with two 8-track portables," Campbell said.

The two new units are models P570 at \$99.95 and P590 with AM-FM/FM multiplex radio at \$119.95. Also part of the early product introduction was model H415 8-track home player with AM-FM/FM multiplex radio at \$149.95.

Two additional 8-track units, a deck and model H455 with AM-FM/FM multiplex radio and a record changer, will be introduced before the Consumer Electronics Show, Campbell said.

Lear Jet Stereo is also planning a five-model automotive 8-track line, ranging from \$49.95 to \$139.95. The line will include a mini, a straight 8-track, one with FM radio, and two with AM-FM/FM multiplex radios (one in-dash and the other a hang-on).

The company is maintaining a cautious posture on 4-channel. "We have working samples on quadra-sonic," Campbell said, but we're going slow until a trend develops.

"Our regular 8-track business is good, so why put capital into other areas? We won't be going into cassette, and 4-channel will have to wait."

According to Campbell, Lear Jet enjoyed its greatest sales and earnings period in history, beginning in August and continuing through December of 1971. "We had about a 15 percent growth spurt," he said.

U.S. Firms Uncover New Mfg. Haven in Mexico

MEXICO—Amid all the uncertainties about how President Nixon's Phase II will work and just how devaluation of the dollar and revaluation of international currencies will affect American trade, one thing is sure:

The uncertainty is driving many American companies to Mexico.

Show up in Tijuana, Nuevo Laredo, Nogales, Matamoros, Juarez and a handful of other border towns along the San Diego border and you're likely to see an increasing number of U.S. firms. All are invading Mexico to escape high labor costs in the U.S. and stricter trade regulations in the Far East.

To the great glee of government officials here, a development program first initiated in the mid-Sixties is paying off in luring major electronics companies to Mexico.

The pendulum of American industry sentiment in establishing roots in Mexican border towns has swung 180 degrees from extreme pessimism to high optimism as the result of several signposts, like:

—A feeling that many of the current international trade problems will not be resolved quickly.

—The Japanese stranglehold on consumer electronics is likely to continue for some time.

—Special tariffs instigated by the government in Mexico has cut costs of American companies and set up stable currency exchange rates.

Such recognizable household names like Curtis Mathes, General Electric, Sylvania, RCA, Motorola, Audio Magnetics, Magnavox, Tele-dyne Packard Bell, Ampex, Zenith Radio, P.R. Mallory & Co., among many others, are fleeing to plants south of the border.

"This is the start of something very big," admits a government spokesman. "Our government must push for business expansion if unemployment is to be reduced; under-employment is a chronic ache in border towns."

Such talk may be the result of momentary euphoria, of course, but the "invasion" of American companies is acting to hypo a sluggish economy in Mexico.

Low-Cost Labor

Low-cost labor, competitive with that of Asia's, is a chief reason for U.S. firms abandoning Taiwan, Hong Kong, Singapore, Korea and, of course, Japan. The upward revaluation of the yen is also expected to cause much manufacturing to leave Japan in favor of Mexico.

"Even before the revaluation (of the yen) it was becoming uneconomical to manufacture certain goods in Japan," said an executive of Zenith Radio Corp.

George Fezell, president of Magnavox Consumer Electronics Co., agrees: "Revaluation will help domestic industry by reducing the amount of merchandise coming in from Japan and encouraging more products to be made in the U.S. and Mexico." Magnavox is building a facility just outside Nogales.

"Shorter lines of communications and reduced inventories through our Mexico (and Puerto Rico) plants make us more competitive with Far Eastern imports," claims Horace B. Kelton, president of Curtis Mathes, which operates a plant in Nuevo Laredo.

The facility manufactures coil-wound components which are trucked to the company's Athens, Tex., plant and are combined with other air shipments to Puerto Rico for assembly into chassis, which are then flown back to Athens for final assembly into cabinets.

"We have to compete with foreign television set makers," Kelton said. "If we went overseas to the Far East for components, the quality-control time lag could shut down our operation. It would take too long before a part made to our specifications could actually be soldered into a TV set. If a problem developed there might be an entire pipeline of defective parts inventory."

3-Step Process

Many view Mexico's industrialization as a three-step process: American capital investments, infusion of Mexican capital into firms started by Americans, and American technical and production advisers and consultants training Mexican labor.

"We are convinced that there are solid reasons to be in Mexico," states Irving B. Katz, president of Audio Magnetics Corp., manufacturer of cassette, cartridge and open reel magnetic and videotape.

Audio Magnetics, a pioneer "resident" in Mexico, is a Mattel Inc., company.

"The government in Mexico has a strong commitment to keep the economy improving and get unemployment down," Katz believes. "The program in Mexico has also helped U.S. manufacturers reduce costs, especially on labor-intensive operations requiring much hand work, so that American firms can compete with Far Eastern exporters."

Audio's reasons in establishing relationships in Mexico are threefold: "It is a bottomless well of help, the quality of people we hire there is excellent, and we're able to send raw materials there to be assembled by hand labor at a much more reasonable cost than in the U.S.," Katz said.

Other plus factors are Mexico's proximity to home office management, good communication and

(Continued on page 22)

Off-Shore Production Necessary for U.S. Co.'s

LOS ANGELES—After all is said, revaluation won't bring manufacturing back to U.S. shores. Foreign plants are necessary despite the recent readjustment of international currencies.

While major domestic manufacturers are reluctant to predict the exact effect of the currency moves on their overseas supply arrangements, they are confident of one thing: the trend toward off-shore production will not be reversed in the foreseeable future.

The gap between labor rates in Taiwan, for example, and the U.S. has not been bridged by the devaluation of the dollar. "It will take more than recent currency revaluations to bring production back to the U.S.," said an industry leader.

This is not to say that the currency moves are without effect in the area of offshore production. Manufacturing of a few isolated products may return to the U.S. as a result, and American suppliers of parts and raw materials may recapture some of their lost market share.

At the same time, the many products that undoubtedly will continue to incorporate Japanese parts will become more expensive to produce.

The upward revaluation of the yen is also expected to cause a large amount of production to leave Japan in favor of Mexico, Taiwan, Hong Kong and other countries in the Far East. "Even before revaluation it was becoming uneconomical to manufacture certain goods in Japan," said an executive of a U.S. firm.

Among industry chieftains who believe revaluation will aid domestic industry is George Fezell, president of Magnavox Consumer Electronics Co. "We can't really be sure, but it should reduce the amount of merchandise coming in from Japan and encourage more products to be made in the U.S. and Mexico," he noted. "It will take six months for things to settle down, but much depends on what happens in Taiwan and Hong Kong."

A. Robert Lieberman, president of Esquire Radio, Brooklyn, N.Y., saw some hopeful possibilities in revaluation.

Esquire Radio is a private label supplier and one of the few companies still assembling products in the U.S. "I think it's a great opportunity for U.S. firms to recapture a portion of the market in electronic parts," Lieberman stated.

"In the case of speakers, for example, only the biggest and the most expensive are manufactured in this country," he said. "Since revaluation, though, there is an opportunity for U.S. suppliers to regain the intermediate range in speakers."

Unless there is a rebirth in the American electronic parts industry, it will be difficult for firms, including Esquire Radio, to reap much competitive advantages from devaluation. The largest factor in their cost of production is parts, and since many of their parts come from Japan, their costs have been increased along with their foreign competitors.

Japanese parts makers have yet to reveal new prices, so it is difficult to predict how the domestic manufacturing industry will be affected. It is expected, however, that the Japanese will not pass along the entire 16.88 percent cost increase that devaluation of the dollar and revaluation have thrust upon them.

In any case, the already established trend toward production in Mexico, and to a lesser extent in Puerto Rico, is expected to continue and accelerate.

Sylvania, RCA, Packard Bell, Zenith, among others, have already set up plants in Mexico, and Panasonic and Curtis Mathes have assembly operations in Puerto Rico.

In truth, more manufacturers are likely to flee Japan and scoot to Mexico and Puerto Rico.

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Mallory's Tape Commitment: Total, Long-Range, Worldwide

LOS ANGELES — When P.R. Mallory & Co. decided to enter the blank tape market several years ago, the widespread skepticism about its announcement was summed up in one question:

"Are they in it for the long-haul?"

After the company's recently concluded sales and marketing meetings, it has answered that question. It is. (Billboard, Jan. 15.)

Beside introducing four new blank cassette lines, formulating involved marketing and promotion programs and committing to long-range advertising schedules, Mallory's two divisions, Mallory Battery Co. and Mallory Distributor Products Co., are planning sales programs with more fanfare and razzmatazz.

Extensive Marketing

For example:

It begins an advertising program on ABC radio for a Duratape (30, 60, 90 and 120-minute lengths) line aimed at the mass market.

It is also plugging a moderately-priced Fliptape line (60 and 90) on radio aimed at the youth market.

It begins a consumer print campaign on its Professional Duratape (30, 60 and 90), a cobalt energized product for studio-quality recording.

It is offering its Executape (60), designed for business dictation or in small recorder units, in the office equipment field.

It is launching a drive in trade publications for its full line of products.

"Without question," said John Buchanan, coordinator of the program, "we have made a deep commitment in blank tape to all segments of the market—mass merchandising to audiophile."

Sixty and thirty-second spots will dot more than 800 radio stations plugging Mallory tape products; some commercials will piggyback with the company's line of Duracell batteries. Aimed at "entertainment" and "information" segments on ABC radio, the spots appear during drive time (80 percent in mornings and evenings) and on weekends.

In addition, the Fliptape line will receive extra coverage with a series of 60-second spots, all to be store-tagged, on regional radio in Los Angeles, San Francisco, Chicago, Indianapolis, Cleveland and New York.

"Our strength always has been in radio," Buchanan said, "and we intend to take full advantage of our Mallory name in other consumer areas to market tape."

Mallory's tape program is total. It is also offering a blank 8-track line (40 and 80-minutes), open reel (3.5 and 7-inch), headcleaners, tape player batteries and cassette players.

The company plans several mer-

chandising combinations, like packaging together cassettes, player batteries and radio batteries, or, perhaps, blank tape with cassette players.

The array of merchandise will be offered in counter sound centers and floor sound centers, both geared for volume dealers, and an assortment of smaller displays, including custom merchandisers.

Among the array of displays are a counter spring-fed unit and a blister-packed cassette counter display for Fliptape, Duratape or Professional Duratape lines.

New Packaging

Product will be packaged in the following manner:

Professional Duratape (extended frequency) in a hard plastic Philips-type box in copper color. Fliptape in a tri-packed poly bag in red housing with yellow, kelly green and royal blue labels. Executape in a cardboard indexed box with 12 in a filing box. Duratape in a hard plastic Philips-type box in silver color.

"Distribution will be on a worldwide basis," Buchanan stated. "We are marketing other Mallory prod-

ucts in 45 countries and we fully expect our international distribution to market tape.

"We plan to use tape to broaden our consumer franchise in many related areas," he said. "Frankly, the blank cassette product line could well become Mallory's second most important consumer product."

Mallory's nine companies in Europe—in Italy, Austria, Germany, France, Belgium, Denmark, Holland, England and South Africa—will be going into the new line, as will other Mallory companies in Canada, Mexico, Argentina, Brazil and Venezuela.

In the U.S., Mallory Distributor Products Co., Indianapolis, will sell cassettes through its nationwide network of electronic wholesalers, and Mallory Battery Company, Tarrytown, N.Y., will sell to all other areas of distribution.

"I think it's easy to see our commitment is a total one to tape," Buchanan stated.

With little fanfare, Mallory entered the cassette business a few years ago. Now they're trumpeting an industry commitment with lots of razzmatazz.

Le-Bo Pursuing New Accessory Avenues

NEW YORK—On the theory that the economy is bound to show more zip at some point in 1972, Le-Bo Products is bolstering its product lines, increasing its merchandising efforts and emphasizing new segments of the tape accessory field.

Le-Bo, of course, continues to market a large array of products, including tape carrying cases, blank tape, demagnetizers, head cleaners, display cases, phonograph needles and record and guitar accessories. But areas that apparently have caught the eye of Leslie Dame, president, are the following:

Headphones, 8-track players, international expansion, audio-type accessories and a broader involvement in blank tape.

As Dame diversifies the 13-year-old company's base, Le-Bo Products continues to show healthy business gains with its existing lines.

"Our business is ahead 12 to 15 percent and, frankly, we expect a 20 to 25 percent sales increase this year," he said. "Consumers are in a buying mood and the economy is certainly beginning to turn."

A good signpost in guiding Dame's business prediction is this: Le-Bo enjoyed its biggest sales quarter (November, December, January) in the company's history.

Expansion into new product areas will enhance our image as a total accessory company," he said. "Of course, while emphasizing new products, we will not forget our staples. We plan broad introductions in tape cases, displays and impulse goods, among others."

Standard Products Hold

Even with increased competition from other accessory producers, Le-Bo's cartridge cases continue to be a major sales contributor, ranging from \$2.95 to \$16.95.

A second area Le-Bo is finding strong sales in is blank tape, where it offers cassettes in 30, 60, 90 and 120-minute time lengths and blank cartridges in 35, 70 and 80 minutes. "We will definitely introduce a second premium cassette line with new packaging by June," Dame states.

The company is also broadening its home storage line, adding models TA 126, which holds 72 cartridges at \$29.95; and TA 128 cassette organizer at \$12.95; and TA 124 carrying case, which holds 24 cartridges at \$10.95.

Another of Le-Bo's expansion areas is headphones, with six different models being offered for home and auto, ranging from \$6.95

(Continued on page 24)

Compacts Hold Their Own Against Components

LOS ANGELES — Compact stereo systems are holding up well despite component inroads.

Mass merchandisers, department stores and specialty shops report a continuing strength in compact systems and expect a strong compact showing throughout 1972.

There is a consensus that the consumer is willing to purchase a compact unit if the price is right. If the unit features tape capability with AM-FM radio, and if strong advertising and promotional material is used.

Retailers also agree that many consumers will stick with compacts rather than move into components simply because they feel a component system is too complicated.

Compacts are becoming more than seasonal sellers, especially if they contain tape units. "I would say that 80 percent of our customers ask if they can plug in a tape unit (if tape isn't already built in)," said Ed Radford, electronics merchandise manager of Swallows, Cincinnati. "I wouldn't touch a compact without input and output jacks and an AM-FM radio," he said.

Radford adds that "compact stereos could make a big comeback if the price on some higher-end units come down. In addition, many people would buy compacts simply because they take up less space than a component."

(Continued on page 22)

London Expects Hefty Sales Even Without 'Q'

NEW YORK—London Records expects tape sales this year to far outdistance last year's volume, with 8-track outselling cassettes about five-to-one, said Sam Trofe, director of branch operations.

Contributing factors in tape growth will be catalog sales, an economic turnaround, and consumers now willing to spend dollars, he believes.

"Independent retailers are perking up sales, especially in catalog orders, and, of course, new legislation curbing bootlegging is bound to lead to more volume," Trofe said.

London, which licenses its duplicating/marketing in 8-track, cassette and open reel to Ampex, sells tape in its six branches: San Francisco, Los Angeles, Chicago, Atlanta, New York and Boston.

The label is taking a cautious posture on 4-channel, both in disk and tape. "We have no quad-sonic product and no immediate plans to release any," Trofe said. "If we do, though, it probably will be from our Phase 4 product line."

London does make prerecorded

Dolbyized cassettes available, but sales have been "just fair," Trofe

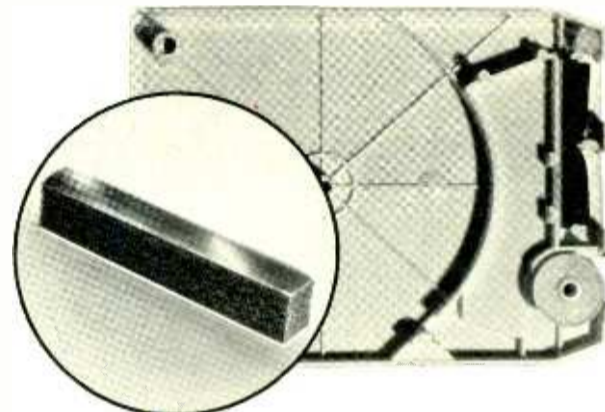
(Continued on page 22)



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ITA MEETINGS BEGIN TODAY

NEW YORK—The International Tape Association opens its tri-city seminars today (7) here in the Plaza Hotel.

The ITA tapewagon continues in the Sheraton-O'Hare Motor Hotel in Chicago, Tuesday (8) and Wednesday (9); and in the Sheraton-Universal Hotel in Los Angeles, Feb. 13-14.

Oscar Kusisto, president of Motorola Automotive Products, keynotes meetings in the three cities.

Seminars will cover all aspects of the tape industry, ranging from equipment to blank tape and from prerecorded tape to accessories.

Norelco ChroDio Line Sports Perma-Guide

NEW YORK—As expected, Norelco has introduced a chromium dioxide blank cassette line, series 400, designed in a new housing (Billboard, Aug. 7, 1971).

Series 400, incorporating "Perma-Guides" to assure flat tape winding, is available in 60 and 90-

minute lengths to retail at \$3.49 and \$4.49, respectively.

The new mechanism consists of guiding arms on each spindle that move with the diameter of the tape to produce flat "tape pancake," said Edward Smulders, manager of Norelco's cassette department.

"By eliminating the telescoping of tape that can occur when switching from fast forward to fast rewind, the 'Perma-Guides' provide a jam-proof cassette," he said. "In addition, the guiding arms prevent any wow and flutter caused by variable tape tension."

The mechanism may be incorporated into other cassettes in the Norelco line.

In conjunction with the cassette division, Norelco's consumer products division is offering free merchandise to distributors ordering certain portable tape recorders.

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

Distributors purchasing \$1,000 worth of any Norelco blank cassettes will have a choice of three free model 1420 Carry Corders or a free model 2400 stereo cassette system. Distributors will receive 24 cassette head cleaners free with the purchase of 48 blank cassettes, said Fred Negin, marketing director.

Audio Magnetics Opens New Plant

LOS ANGELES—Audio Magnetics Corp. has added a new manufacturing facility to its tape complex.

The new plant is the sixth production facility operated by the company and gives it more than 400,000-square-feet of manufacturing capability.

Audio's plants are in Compton, Irvine and Gardena, all in California; Mexico, Canada and Portugal. It has also a sales headquarters in Switzerland.

Zenith Creates Overseas Firm

CHICAGO—Zenith Radio Corp. has formed Zenith International Sales Corp., a wholly-owned subsidiary, to market home entertainment products outside the U.S.

The new company will continue all the general policies of Zenith in the marketing of tape products, phonographs, radios and televisions through the present Canadian and overseas distributor organizations.

Tape Happenings

Hitachi Sales Corp. is skipping this year's Consumer Electronics Show in favor of dealer showings across the U.S. in April and May.

Channel Master, Ellenville, N.Y., has introduced model 6310 cassette player/recorder at \$64.95. The unit features automatic stop, built-in condenser mike, AC bias record system and integrated circuitry. . . . Weltron Co., Durham, N.C., has introduced a line of plugs and jacks for stereo tape and record unit connections. The series comes in six models at about 50 cents a unit. . . . Duotone Company, South Miami, is offering model VCH-100 stereo/monaural headphone set at \$39.95.

Sanyo Electric Co., Compton, Calif., has appointed Ray Kale Co. as its sales representative in North and South Carolina for electronics products.

New Business For UA Plant

OMAHA, Neb.—The tape duplicating division of United Artists Records, Liberty/UA Tape Duplicating, is finding a market for its professional equipment in the international arena.

Marvin King, general manager of Liberty/UA Tape Duplicating, said the company is offering an array of products, including:

Breakdown winders, both 8-track and cassette (manual splicing), the latter with an electronic precision counter; heavy duty indexer for 8-track, loop-end transports, and cassette and cartridge duplicators.

"We see a definite market developing overseas for professional tape duplicating equipment," King said. "At first, we built only on order, but now we're building for inventory."

The company has named Merv Dyan of Royal Sound, Long Island, N.Y., to handle its line worldwide, with orders already going to France, Finland, Italy, England and several countries in South America.

Gillette Ads Start Part II

BOSTON—Gillette is building its consumer print advertising campaign for blank cassettes on several points, according to company spokesmen.

They are:

—Gamma ferric oxide recording tape.

—Guide roller assembly (rollers are taper-flanged) to reduce friction and maintain a constant tape speed (mounted on lubricated steel roller pins).

—Phosphor-bronze spring and felt pressure pad, and fully-coated graphite liners.

—Consumer guarantee if not satisfied (return the cassette and Gillette will replace it).

Gillette is marketing two lines, a standard (30, 60, 90 and 120-minute lengths) and a professional (60 and 90) in two test markets: Los Angeles and Atlanta. (Billboard, Jan. 29.)

Phase II of Gillette's program includes a switch from radio commercials to television and consumer print media in its test markets.

Expect Hefty Sales

Continued from page 21
stated. "We have mixed emotions on Dolby, since cassette sales are soft, anyway, and there is little equipment on the market outfitted with Dolby noise reduction systems. The available equipment is too expensive for the volume market" the executive said, "and it will be a long time before pricing is on a mass consumer level."

Ampex Slapped With Class Action Suit

Continued from page 8

side information in the sale of stock he held previous to an announcement of a projected \$40 million loss for the fiscal year ending April 29.

(The New York Stock Exchange reported that Roberts disposed of 5,400 shares, reducing holdings to 1,000, and 11,518 indirectly held shares, reducing holdings to 1,000 in December.)

(The stock market reacted sharply to Ampex's deficit announcement. The stock did not open Wednesday—Jan. 12—until about 2 p.m., when the opening

trade was 94,300 shares sold at 12 1/4.)

(With less than an hour before the close, a block of 20,000 shares sold at 12 and another 16,000 share block sold for 11 1/8. Shortly thereafter, NYSE closed trading on Ampex when it slipped to 11 1/8.)

No successor has been named to fill the posts vacated by Roberts.

Arthur H. Hausman, president of Ampex, succeeded Roberts as president when the latter resigned that post in November. Hausman formerly was chief operating officer and executive vice president.

New Mfg. Haven in Mexico

Continued from page 20

transportation links and factory workers, especially women assemblers, are more efficient and productive than their U.S. counterparts, he said.

The Mexican government allows foreign firms to set up manufacturing facilities under the promise that all products assembled in border towns be shipped out of Mexico, including equipment brought into the plant to perform manufacturing.

(U.S. Customs Regulations state, "U.S. industries that export raw or semi-finished materials for processing in Mexico may later import these products with tariff only on the value of the labor added, provided that no basic change has been made in the materials.")

RCA Action Restrains 13

ST. LOUIS—In a tape piracy lawsuit filed in Circuit Court here against 13 firms and individuals, RCA Records has obtained a temporary restraining order prohibiting the defendants from duplicating and selling tapes manufactured by RCA.

Charged with illegal duplication, distribution and sale of RCA recorded product, are Dale Wright, Donald May Nance, also known as Don Arron, doing business as Cool Products USA, Magna Sound and Stereo 3; Paul Hammond, doing business as G&B Enterprises; John DeBrecht, trading as D&D Distributing Co.; Gayron G. "Moe" Lytel, in business as Bootheel Records; Tacony Distributors, Inc.; a corporation doing business as Necchi Sewing Circle; R.C. Higgins; Frank & Brenda Galinski in business as Nu Sound Co.; L.D. Wiest, trading as Rock Road Shell Service; Vancil Foods, Inc., a corporation doing business as Vancil IGA Foodlane; J. P. Vancil; Rice Hardware Co.; and Lloyd Miller.

A hearing in the case has been set for Feb. 24, 1972.

According to the U.S. Embassy in Mexico City, total production of the border industries should reach about \$500 million in 1971, with around \$320 million of the total entering under provisions of U.S. Customs regulations. Duty assessed will be about \$125 million of value added in Mexico on the \$320 million.

Factory workers are paid between 300 and 400 pesos (\$24-\$32) a week. In some plants the average hourly wage is 48 1/2 cents an hour, or 60-65 cents, including fringe benefits and workmen's compensation. This is one-fifth the rate under U.S. union contracts. Strikes are almost unheard of, since wages and benefits are set up by the Mexican government.

In an overall view of the border industries, the cost-cutting aspects are probably less important than the trade possibilities of the Latin-American Free Trade Area now being negotiated, said one official of an American company.

"If and when LAFTA goes into effect," he said, "products made in the free-trade areas of Mexico also will be eligible for no-tariff export/import arrangements with all Latin-American countries, most of which now have restrictive and protective tariffs on many U.S. electronic products."

Compacts Hold Own

Continued from page 21

The audio buyer for a national catalog/retail chain said that, "Our type of customer would rather see a compact or prepackaged component than a component system. We're up 44 percent in unit sales from last year and we're setting up more displays and promoting heavily. We've also found that tape and FM radio is a necessity, with a \$200 unit our best seller."

Both Walter Thames of Troy's Stereo Center, Durham, N.C., and John Gross of Bowman's, Harrisburg, Pa., agree that young people buy compacts for good sound without a furniture look and in anticipation of away-from-home use.

International Tape

RIO DE JANEIRO—Tapecar reported sales doubled in 1971 to over \$700,000 from \$350,000. Officials attribute the company's success to two recordings, "Independencia ou Morte" by Ze Keti and "Capim Gordura" by Lercio and Luis Carlos Vinhas.

LONDON—Panasonic and Nivico are planning to introduce players outfitted with Dolby noise reduction systems in the UK during the summer. Sony is planning to launch units with Dolby circuits in the late spring or early summer.

PARIS—Cassette and cartridge sales in France rose to 1,941,000 units in 1970 from 1,389,000 in 1969.

HAMBURG—Classical music represents between five and six percent of Polydor International's prerecorded cassette sales in West Germany, according to Peter Danneberg, marketing manager of Music 2000, Polydor's tape company. He expects the figure to rise to 10 percent this year due to increased availability of higher quality stereo equipment. Danneberg also said that photographic dealers are proving to be strong marketers for cassette sales, since they are accounting for 10 percent of Music 2000's total tape volume.

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Cartridge TV

Sony Plans Full Dealer Net, Ads For its System

NEW YORK—The Sony Corp. of America has begun an extensive program of dealer franchising and sales promotions in preparation for the release of its U-Matic videocassette players to the military, educational and industrial markets.

According to Richard O'Brien, vice president of the company's VTR division, Sony's campaign to select dealers for its videocassette system has begun, with the company planning to have several hundred franchised dealers across the nation before the end of the year.

The men selected will be responsible for the sale of the system to military, industrial and educational organizations requiring training and communications equipment in the cartridge TV format.

To support the dealer franchising program, Sony has instituted a major advertising campaign to several

trade and consumer magazines including Business Week, Time, and others. Initial promotion will include a four-page, full color insert featuring the U-Matic videocassette system as a major advance in communications.

Although initial sales efforts are being aimed at the industrial, educational and military markets, O'Brien does not rule out the possibility of early sales efforts in other fields including medical, sports and entertainment.

"We will target these fields a little later on with advertising slanted to interest the medical profession, coaches in all sports and theatrical producers," O'Brien notes.

The Sony 3/4-inch videotape player/recorder combination will be sold at a suggested retail price of \$1,395.

TOP Tape Cartridges

(Based on Best Selling LP's)

This Week	Last Week	Title, Artist, Label (Duplicator) (8-Tr. & Cassette Nos.)
1	1	AMERICAN PIE Don McLean, United Artists (U8299; K0299)
2	2	CONCERT FOR BANGLA DESH George Harrison & Friends Apple (Columbia) (2AX 31230; CTX 31230)
3	3	MUSIC Carole King, Ode (A&M) (8T 77013; CS 77013)
4	5	HOT ROCKS Rolling Stones, (ABKCO AB2T-4201; AC2T4201)
5	4	LED ZEPPELIN Atlantic (Ampex M87208; M557208)
6	6	A NOD IS AS GOOD AS A WINK TO A BLIND HORSE Faces, Warner Bros. (Ampex M82574; M52574)
7	7	TAPESTRY Carole King, Ode '70 (A&M) (8T 77009; CS 77009)
8	8	MADMAN ACROSS THE WATER Elton John, Uni (8-93120; 2-93120)
9	10	TEASER & THE FIRECAT Cat Stevens, A&M (8T 4313; CS 4313)
10	9	AT CARNEGIE HALL Chicago, Columbia (CA30865; CT30865)
11	17	FRAGILE Yes, Atlantic (Ampex M87211; M57211)
12	11	E PLURIBUS FUNK Grand Funk Railroad, Grand Funk Railroad (Capitol) (8XW853; 4XW853)
13	13	PICTURES AT AN EXHIBITION Emerson, Lake & Palmer, Cotillion (Ampex M86666; M56666)
14	18	LOW SPARK OF HIGH-HEELED BOYS Traffic, Island (Capitol) (8XW 9305; 4XW 9305)
15	16	GATHER ME Melanie, Neighborhood (Buddah/Ampex M85003; M55003)
16	33	NILSSON SCHMILSSON Nilsson, RCA (PBS-1734; PK-1734)
17	23	PHASE III Osmonds, MGM (GRT 84796; 54796)
18	20	BLACK MOSES Isaac Hayes, Enterprise (Stax) (EN 8-2-5003; ENC 2-5003)
19	15	BOB DYLAN'S GREATEST HITS, VOL. 2 Columbia (CA 31120; CT 31120)
20	12	GREATEST HITS Jackson 5, Motown (M8 1741; M5741)
21	14	SANTANA Columbia (CA 30595; CT 30595)
22	19	WILD LIFE Wings, Apple (8XT 3386; 4XT 3386)
23	—	BABY I'M-A WANT YOU Bread, Elektra (ET 85015; TC 55015)
24	25	KILLER Alice Cooper, Warner Bros. (Ampex M82567; M52567)
25	21	THERE'S A RIOT GOIN' ON Sly & the Family Stone, Epic (EA 30986; ET 30986)
26	27	CARPENTERS A&M (8T 3502; CS 3502)
27	24	QUIET FIRE Roberta Flack, Atlantic (Ampex M81594; M51594)
28	22	ALL IN THE FAMILY TV Cast, Atlantic (Ampex M87210; M57210)
29	31	HARMONY Three Dog Night (GRT & Ampex 8023-50108; 5023-50108)
30	30	STONES Neil Diamond, Uni (8-93106; 2-93106)
31	34	SUMMER OF '42 Peter Nero, Columbia (CA 31105; CT 31105)
32	32	STYLISTICS Avco (Ampex M833023; M533023)
33	28	TO YOU WITH LOVE Donny Osmond, MGM (GRT84797; 54797)
34	38	CHEECH & CHONG Ode (A&M) (8T 77010; CS 77010)
35	26	EVERY PICTURE TELLS A STORY Rod Stewart, Mercury (MC 8-1-609; MCR 4-1-609)
36	29	RARE EARTH IN CONCERT Rare Earth (Motown) (R81523; R75523)
37	—	GARCIA Jerry Garcia, Warner Bros. (Ampex M82582; M52582)
38	44	ANTICIPATION Carly Simon, Elektra (ET 85016; TC 55016)
39	35	SHAFT Soundtrack/Isaac Hayes, Enterprise/MGM (EN8-2-5002; ENC 2-5002)
40	36	JESUS CHRIST, SUPERSTAR Various Artists, Decca (6-6000; 13-6000)
41	43	EVOLUTION Dennis Coffey & the Detroit Guitar Band, Sussex (Ampex M87004; M57004)
42	37	WE'D LIKE TO TEACH THE WORLD TO SING New Seekers, Elektra (ET 84115; TC 54115)
43	41	SINGS HEART SONGS Charley Pride, RCA (PBS 1848; PK 1848)
44	47	STRAIGHT UP Badfinger, Apple (8XT 3387; 4XT 3387)
45	39	REVOLUTION OF THE MIND/RECORDED LIVE AT THE APOLLO James Brown, Polydor (RF2 3003; CF 2300)
46	—	SOLID ROCK Temptations, Gordy (Motown) (G81961; G75961)
47	40	FLOWERS OF EVIL Mountain, Windfall (Bell) (GRT & Ampex 8 5501; 5-5501)
48	—	ALL DAY MUSIC War, United Artists (U8318; K0318)
49	45	LIVE AT THE RIVIERA, LAS VEGAS Engelbert Humperdinck, Parrot (London) (79851; 79651)
50	48	SOUND MAGAZINE Partridge Family, Bell (Ampex M86064; M56064)

Billboard SPECIAL SURVEY For Week Ending 2/12/72

Psychology Co. Licenses Films

WESTPORT, Conn. — Psychology Today magazine will provide the Videorecord Corp. with eight behavior and human psychology films. These titles expand the company's already existing catalog of psychological software which is available through 20 dealer/distributors around the country.

The new titles include "Aspects of Behavior," "Sensory World," "Information Processing," "Learning," "Development," "Social Psychology," "Personality" and "Abnormal Behavior."

The shows include live and animated effects, and are produced by CRM Productions, a film wing of the Del Mar, Calif., based publishing company.

Other films in the same vein for lease or sale from other sources include "Child Psychology—Children in Conflict" and the following child development projects: "Becoming An Individual," "Art Activities," "Concepts of Ethics," "Learning Through Travel," "Musical Activities" and "Emotional Problems of Childhood."

The videorecord dealers offer these shows, plus others and an open reel videotape player. In last week's issue, a number of dealers'

names and territories were omitted from an article breaking down their names and areas.

Here are those dealers not covered last week:

Charles King, Video Communications Associates, Washington, D.C., covers Washington, Prince Georges, Md.; Montgomery, Md.; Fairfax, Va.; Arlington, Va.; Anne Arundel, Howard and Frederic, Md.

Also: Richard Doughton, Videorex of Arizona, Scottsdale, covers Phoenix and Maricopa County; John Dinwoodie, Chester, N.J., covers Houston and Harris County, Tex.; Robert Schillhahn, Denver, covers his city, and Robert Seabury, Wichita Falls, Tex., covers Dallas County.

Some of the dealers work out of their homes. Others have opened offices. The target areas for their efforts are in the business and educational fields. The consumer market is not a viable factor yet.

Below is a list of additional films being offered the medical and education fields, indicating the early kinds of programs which are being sought and made available to introduce the concept of cartridge TV.

"Forensic Medicine," "Rescue Procedures," "Cardiopulmonary Resuscitation," "Trauma," "Emergency Techniques," "Specific Emergency Techniques."

"Ceramics," "First Lessons on the Kalimba," "From Nine to Five," "Ambulation in Parallel Bars," "Ambulation With Crutches," "Assistive Ambulation."

"The Home Gardner," "Thinking Man's Golf," "Roots of Prejudice," "Personal Finance/What's It Worth to You?" "Art: A Self-Instruction Course," "Wheel Chair Transfers," "Teacher Training: Elementary Learning."

"The New Awakening," "Death and the Dying Patient," "Concepts of Geography," "Basic Skills for Sales Management," "Art Appreciation: Art Treasures of the Prado," "Way Back When," "The Face of Resistance."

"Africa and the Black Heritage," "Armchair Anthropology: Families of Man, Harvesting the Waters, Far East, Lost Civilizations," "The World of Nature," "Culture Shock: An Historical Survey of Societies in Transition."

"Myths and Legends for Children and Young Adults," "The Mountain Peoples of Central Asia," "Russia," "The Middle East," "Musical Masters," "The Art of the Cinema," "Black Awareness," "Typing: A Telecourse for Beginners," "Time Machine," "Human Sexuality."

CTV Wires

Mort Dubin has been re-elected president of the New York based Videotape Production Assn., a group formed in 1970. Al Markim is the vice president, with the following directors: Al De Caprio, Nat Eisenberg, Karl Genus, Elmer Smalling, Grey Hodges, Lou Lesard.

The organization recently held a videotape festival at the Whitney Museum of American Art to showcase works in the tape media. . . . Trans-America Video of Los Angeles, has opened a Las Vegas outpost at the Convention Center to handle entertainment features. A six camera mobile video unit will be on call for producers and TV networks.

Technical aspects of film versus videotape production for TV, plus development progress on color laser film recording, were discussed at a Jan. 19 meeting at Uniel Production Services in New York.

APB Gets Erotic Film Fest Shorts

LOS ANGELES — Erotica is coming to cartridge TV. A one-hour show containing shorts from the recent First Annual New York Erotic Film Festival, is in preparation by Inner Limits Productions. The recipient/distributor is the American Program Bureau (APB),

the Boston firm which is among the first East Coast companies to handle both programming and hardware for the collegiate community.

APB books controversial speakers for the college market and has been preparing its own CTV shows for over one year.

Packard Bell Sets 1st Dept. Store Show

LOS ANGELES—Packard Bell will demonstrate its Cartrivision system at Foleys in Houston, Texas, sometime in February. The demonstration follows by several weeks a similar display at Macy's in New York City by Avco, which invented the system.

Warwick Electronics, which is preparing a color TV set with an Avco unit built into the Silvertone named model, will have its equipment available this summer.

Warwick, like the other licensees for the 1/2-inch videotape system, is going with the Avco concept based on its record and playback features via videotape.

In the area of satellite decks, Warwick feels the ideal size should correspond to that of a top line tape recorder. Pricewise it should be offered for around \$400.

Avco has already shown its system to a select number of brokerage houses around the country, and the move to have the system shown before the public in major department stores is a step to condition the public to the new electronics communications/entertainment medium.

Soul

Soul Sauce



**BEST NEW RECORD
OF THE WEEK:**

**"TAKE A LOOK
AROUND"
THE TEMPTATIONS
(Gordy)**

By ED OCHS

SOUL SLICES: "Motown Madness" occurs when the Supremes, Gladys Knight, Martha Reeves (Check out the Motown women!) and Four Tops shoot past the J-5 just as the Temps ("Take a Look Around"), Undisputed Truth ("What It Is") and Originals ("Someone Who Cares") ignite Jr. Walker's "Walk In the Night" and Gladys Knight's next hit "Can You Give Me Love With a Guarantee." Madness, you say? MoWest's first for the year, "I Want to Be Humble," by the Devastating Affair, won't relieve the hit pressure, and Posse, an Eddie Kendricks group on VIP, boasts a Kendricks sound phenomenon on "Feel Like Giving Up." And although the newbies are fresh from the latest crop of LPs, the Temps and Undisputed disks have been remixed, if not reproduced and rearranged, for single play. Breathless? That seems to be about normal when "Motown Madness" is in the air. Well, maybe next year. Compliments and compliments should be sent to Gordon Prince, who Soul Sauce thanks greatly for the information. . . . Singled out from "Shaft," Isaac Hayes' "Do Your Own Thing." . . . Brenda & the Tabulations are bound for a top label, probably Columbia, leaving Jamie/Guyden for top ten and television land. The label is grooming the Fashions with "What Goes Up"—Must Go to Columbia? . . . From Melvin Van Peebles' "Serious As A Heart Attack" album on A&M, "Just Don't Make No Sense." Next week, Melvin makes all the sense that counts in his own words in an exclusive Soul Sauce interview. . . . At Hot Wax, the Honey Cone once again fill that groove with "Day I Found Myself," Laura Lee woos the inevitable single, and there's a new 100 Proof, "Everything Good Is Bad." Next door, Dennis Coffey's "Tarus" and the Politicians' "Free Your Mind" instrumentals are cooking nicely, thank you, on Sussex in anticipation of Bill Withers' next effort, "Who Is He & What Is He to You" from his late February album, "Still Dill." Music Merchant introduces Warlock, while papa Buddah proudly preps the Isley Bro's soon to be born, "Lay Away." . . . Most requested cut from Michael Jackson's smash "Got to Be There" album: "Rockin' Robin." . . . Van McCoy—with writing and production help from partner Joe Cobb—sings for Buddah on his first album, "Soul Improvisations." And Van's a natural addition behind his "I'm In Love With You Baby." The team is also handling production of Maxine Brown's first Avco LP. . . . Stax means Staples and the gospel family's "Respect Yourself" album has been test-pressed. Ike Hayes is still the name on everybody's lips, the Soul Children return with "Heresay," while the Barkays, O.B. McClinton, Jimmy McCracklin and Rev. Lee Jackson ready bids. . . . Play gathers for "Help Me Make It Through the Night" from Gladys & the Pips' "Ovation" album. . . . New Joe Simon LP in two weeks. . . . Millie Jackson is back with the proof on "Ask Me What You Want," on Spring. . . . Soul Sauce Picks & Plays: **Donnie Elbert**, "Can't Help Myself" (Avco); **Honey Cone**, "The Day I Found Myself" (Hot Wax); **James Brown**, "Talking Loud & Saying Nothing" (Polydor); **Bobby Bland**, "Do What You Set Out to Do" (Duke); **Denise LaSalle**, "Now Run & Tell That" (Westbound); **Little Milton**, "That's What Love Will Make You Do" (Stax); **Four Tops**, "A Simple Game" (Motown); **Martha Reeves**, "In and Out of My Life" (Gordy); **Bobby Byrd**, "Keep On Doin'" (Brownstone); **Jean Knight**, "Carry On" (Stax); **Tyrone Davis**, "I Had It All the Time" (Dakar); **Michael Hudson**, "Girls Are Made For Lovin'" (Chimneyville); **Curtis Mayfield**, "We Got to Have Peace" (Curtom); **Earth, Wind & Fire**, "Think About Lovin' You" (Warner Bros.); **Lyn Collins**, "Just Won't Do Right" (Polydor); **Originals**, "Someone Who Cares" (Soul); **J.P. Robinson**, "George Jackson" (Atlantic); **Laura Lee**, "Since I Fell For You" (Hot Wax); **Lunar Funk**, "Mr. Penguin" (Bell); **Silent Majority**, "Colors of My Love" (Hot Wax); **Archie Bell & the Drells**, "Can't Face You Baby" (Atlantic); **Luther Ingram**, "Missing You" (Koko); **Dennis Coffey**, "Taurus" (Sussex); **Hodges, James, Smith & Crawford**, "Nobody" (Mpingo); **Ann Peebles**, "Breaking Up Somebody's Home" (Hi); **Kool & the Gang**, "Love the Life You Live" (Delite); **Ruby Andrews**, "Whatever It Takes" (Zodiac); **Calvin Scott**, "A Sadness for Things" (Stax); **Simtec & Wylie**, "Sold On You" (Mr. Chand); **Leon Hayward**, "Clean Up Your Own Backyard" (Atlantic); **Albert Collins**, "Get Your Business Straight" (Tumbleweed); **Warlock**, "You've Been My Rock" (Music Merchant); **Patterson Singers**, "My World Tumbles Down" (Atco); **Shirley Jean & the Relations**, "People Make the World A Better Place" (People); **Jackie Moore**, "Darling Baby" (Atlantic); **Persians**, "Your Love" (Capitol). . . . **James Brown**—the same James Brown who recently played five big dates in Puerto Rico, who recorded his "Talking Loud" at Bobby Smith Studios in Macon, Ga., who retired to produce the JB's, **Bobby Byrd**, **Vicki Anderson**, **Lyn Collins**, **Lee Austin**, **Shirley Jean**, etc.—does it again on Polydor with "King Heroin." Just out. . . . Our sleeper out of Wash.-Balt.

(Continued on page 25)

Billboard SPECIAL SURVEY For Week Ending 2/12/72

BEST SELLING Soul LP's

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

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart
1	1	BLACK MOSES Isaac Hayes, Enterprise ENS 2-5003 (Stax/Volt)	9	26	12	(For God's Sake) GIVE MORE POWER TO THE PEOPLE Chi-Lites, Brunswick BL 754710	28
2	2	JACKSON 5's GREATEST HITS Motown M 741 L	6	27	27	I'VE BEEN HERE ALL THE TIME Luther Ingram, KoKo KOS 2201 (Stax/Volt)	6
3	3	THERE'S A RIOT GOIN' ON Sly & the Family Stone, Epic KE 30986 (CBS)	13	28	18	FIFTH DIMENSION LIVE Bell 9000	15
4	5	SHAFT Soundtrack/Isaac Hayes, Enterprise/MGM ENS 2-5002	27	29	34	MOODY, JR. Jr. Walker & the All Stars, Soul S 733 L (Motown)	4
5	4	STYLISTICS Avco AV 33023	11	30	31	BUDDY MILES Mercury SRM 2-7500	18
6	6	QUIET FIRE Roberta Flack, Atlantic SD 1594	10	31	30	RAINBOW BRIDGE Soundtrack/Jimi Hendrix, Reprise MS 2040	18
7	7	REVOLUTION OF THE MIND/ RECORDED LIVE AT THE APOLLO James Brown, Polydor PD 3003	8	32	29	JUST AS I AM Bill Withers, Sussex SXBS 7006 (Buddah)	36
8	22	SOLID ROCK Temptations, Gordy G 961 L (Motown)	3	33	25	SOULFUL TAPESTRY Honey Cone, Hot Wax HA 707 (Buddah)	11
9	9	SANTANA Columbia KC 30595	19	34	—	I'VE FOUND SOMEONE OF MY OWN Free Movement, Columbia KC 31136	1
10	8	INNER CITY BLUES Grover Washington Jr., Kudu KU 03 (CTI)	9	35	28	KOOL & THE GANG LIVE AT PJ's De-Lite DES 15004	8
11	11	STANDING OVATION Gladys Knight & the Pips, Soul S 736 L (Motown)	4	36	32	ALL BY MYSELF Eddie Kendricks, Tamla TS 308 (Motown)	40
12	14	WHATCHA SEE IS WHATCHA GET Dramatics, Volt VOS 6018	5	37	39	STEVIE WONDER'S GREATEST HITS, VOL. 2 Tamla T 313 L (Motown)	12
13	15	COMMUNICATION Bobby Womack, United Artists UAS 5539	13	38	43	TRAPPED BY A THING CALLED LOVE Denise LaSalle, Westbound WB 2012 (Chess/Janus)	4
14	13	ALL DAY MUSIC War, United Artists UAS 5546	12	39	36	FIRST LIGHT Freddie Hubbard, CTI CTI 6013	6
15	16	AL GREEN GETS NEXT TO YOU Al Green, Hi SHL 32062 (London)	21	40	41	RARE EARTH IN CONCERT Rare Earth R 523 D (Motown)	3
16	21	WOMEN'S LOVE RIGHTS Laura Lee, Hot Wax HA 708 (Buddah)	4	41	44	FRIEND Freddie North, Mankind 204 (Nashboro)	3
17	10	WHAT'S GOING ON Marvin Gaye, Tamla TS 310 (Motown)	35	42	37	ARETHA LIVE AT THE FILLMORE WEST Atlantic SD 7205	37
18	20	EVOLUTION Dennis Coffey & the Detroit Guitar Band, Sussex SXBS 7004 (Buddah)	15	43	38	GIVIN' IT BACK Isley Brothers, T-Neck TRS 3008 (Buddah)	21
19	19	SMACKWATER JACK Quincy Jones, A&M SP 3037	16	44	47	GOIN' EAST Billy Paul, Philadelphia International Z 30580 (CBS)	10
20	—	FACE TO FACE WITH THE TRUTH Undisputed Truth, Gordy G 959 L (Motown)	1	45	48	B.B. KING IN LONDON ABC ABCS 730	17
21	33	DYNAMITE Supremes & 4 Tops, Motown M 745 L	2	46	46	SAGITTARIUS MOVEMENT Jerry Butler, Mercury SR 61347	22
22	17	ROOTS Curtis Mayfield, Curtom CRS 8009 (Buddah)	13	47	—	STREET CORNER SYMPHONY Percussions, Capitol ST 872	1
23	23	ARETHA'S GREATEST HITS Aretha Franklin, Atlantic SD 8295	20	48	35	MY WAY Gene Ammons, Prestige PR 10022 (Fantasy)	3
24	26	DON'T KNOCK MY LOVE Wilson Pickett, Atlantic SD 8300	7	49	50	EDE AMOS LOVE Earth, Wind & Fire, Warner Bros. WS 1958	2
25	24	GOING BACK TO INDIANA Soundtrack/Jackson 5, Motown M 742 L	18	50	45	GONNA TAKE A MIRACLE Laura Nyro, Columbia KC 30987	5

After New Avenues

• Continued from page 21

to \$44.95. A headphone adaptor lists at \$2.95.

"In addition to headphones," Dame said, "we are planning to introduce more accessory-type products, a few 8-track home players with AM-FM radios at \$79.95 and \$99.95, and some speakers."

Le-Bo will continue to work with rack merchandisers and distributors, but is searching for new distribution avenues, like premium, mail order, catalogs and the military (post exchange) market.

Still another avenue the company is pursuing is in the international arena. Eurpak, Greenwich, Conn., directs Le-Bo's worldwide military sales; Phonodisc Ltd., Toronto, guides Le-Bo's product line in Canada; and exclusive distributors in Germany and Switzerland handle the European market.



ISAAC HAYES, left, is Sammy Davis, Jr.'s guest in Lake Tahoe, Nevada. Hayes agreed to produce a specially tailored "Shaft" lyric for Davis, resulting in the Stax-MGM party. Billy Eckstine, right, was among the guests.

Billboard SPECIAL SURVEY For Week Ending 2/12/72

BEST SELLING
Billboard
Soul Singles

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

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	LET'S STAY TOGETHER Al Green, Hi 2022 (London) (Jec, BMI)	11	26	23	SHOW ME HOW Emotions, Volt 4066 (East/Memphis, BMI)	18
2	2	CLEAN UP WOMAN Betty Wright, Alston 4601 (Atlantic) (Sherlyn, BMI)	13	27	27	IF I COULD SEE THE LIGHT 8th Day, Invictus 9107 (Capitol) (Gold Forever, BMI)	7
3	7	MAKE ME THE WOMAN THAT YOU COME HOME TO Gladys Knight & the Pips, Soul 35091 (Motown) (Jobete, BMI)	9	28	33	I CAN'T HELP MYSELF Donnie Elbert, Avco 4587 (Jobete, BMI)	2
4	6	FIRE & WATER Wilson Pickett, Atlantic 2850 (Irving, BMI)	7	29	29	OH ME OH MY Aretha Franklin, Atlantic 2838 (Rootrac, ASCAP/Pundit, BMI)	15
5	5	THAT'S THE WAY I FEEL ABOUT 'CHA Bobby Womack, United Artists 40847 (Unart/Tracebob, BMI)	11	30	34	GIMME SOME MORE J.B.'s, People 602 (Polydor) (Dynatone/Belinda/Unichappel, BMI)	3
6	3	SUGAR DADDY Jackson 5, Motown 1194 (Jobete, BMI)	9	31	37	IN AND OUT OF MY LIFE Martha Reeves & the Vandellas, Gordy 7113 (Motown) (Jobete, BMI)	3
7	8	AIN'T UNDERSTANDING MELLOW Jerry Butler & Brenda Lee Eager, Mercury 73255 (Butler, ASCAP)	10	32	32	AT LAST Jesse James, Zay 30,002 (Feist, ASCAP)	11
8	4	DROWNING IN THE SEA OF LOVE Joe Simon, Spring 120 (Polydor) (Assorted, BMI)	13	33	24	SEE WHAT YOU DONE DONE Delia Cartrell, Right On 109 (Captain/Chaca, BMI)	8
9	9	YOU WANT IT YOU GOT IT Detroit Emeralds, Westbound 192 (Chess/Janus) (Bridgeport, BMI)	7	34	36	IT'S ALL UP TO YOU/OH MY DEAR Deila, Cadet 5689 (Chappel/Butler, ASCAP/Laago Round, BMI) (Butler, ASCAP/Laago Round, BMI)	2
10	13	FLOY JOY Supremes, Motown 1195 (Jobete, BMI)	5	35	— A SIMPLE GAME Four Tops, Motown 1196 (Kazwood, BMI)	1	
11	12	LOVE GONNA PACK UP Persuaders, Win or Lose 220 (Atco) (Cotillion/Win or Lose, BMI)	9	36	35	PAIN Ohio Players, Westbound 188 (Chess/Janus) (Bridgeport, BMI)	22
12	14	STANDING IN FOR JOEY Johnnie Taylor, Stax 0114 (Groovesville, BMI)	5	37	47	YOU & ME FOREVER Freddie North, Mankind 12009 (Nashboro) (Williams/Jibaro, BMI)	2
13	15	JUNGLE FEVER Chakachas, Polydor 15030 (Sabam, BMI)	6	38	39	CAN'T HELP BUT LOVE YOU Whispers, Janus 174 (Ensign, BMI)	6
14	11	DO THE FUNKY PENGUIN (Part 1) Rufus Thomas, Stax 0112 (Stripe/East/Memphis, BMI)	8	39	40	YOUR LOVE Persians, Capitol 3230 (Astronomical, BMI)	3
15	20	SLIPPIN' INTO DARKNESS War, United Artists 50867 (Far Out, ASCAP)	5	40	42	I LOVE YOU—STOP Stairsteps, Buddah 277 (Kama Sutra, BMI)	5
16	10	SON OF SHAFT Bar-Kays, Volt 4066 (East/Memphis, BMI)	8	41	38	WILL YOU STILL LOVE ME TOMORROW Roberta Flack, Atlantic 2851 (Screen Gems-Columbia, BMI)	3
17	21	DO WHAT YOU SET OUT TO DO Bobby Bland, Duke 472 (Don, BMI)	4	42	43	I CAN'T SHARE YOU Naturals, Calla 181 (Roulette) (JAMF/Narda, BMI)	3
18	19	I GOTCHA Joe Tex, Dial 1010 (Mercury) (Tree, BMI/Tree, BMI)	4	43	45	(We've Got To) PULL TOGETHER/ AFRO-STRUT Nite-Liters, RCA 74-0591 (Rutri, BMI)	7
19	25	NOW RUN AND TELL THAT Denise LaSalle, Westbound 201 (Chess/Janus) (Ordana/Bridgeport, BMI)	2	44	44	GOOD OLD DAYS Clarence Reid, Alston 4603 (Atlantic) (Sherlyn, BMI)	4
20	16	YOU ARE EVERYTHING Stylistics, Avco 4581 (Bellboy/Assorted, BMI)	16	45	— KEEP ON DOIN' WHAT YOU'RE DOIN' Bobby Byrd, Brownstone 4205 (Polydor) (Dynatone/Belinda, BMI)	1	
21	17	ONE MONKEY DON'T STOP NO SHOW Honey Cone, Hot Wax 7110 (Buddah) (Gold Forever, BMI)	12	46	30	SWEET BABY Donnie Elbert, All Platinum 220 (Multimood, BMI)	5
22	28	TOGETHER LET'S FIND LOVE Fifth Dimension, Bell 45-170 (Fifth Star, BMI)	5	47	— TRADEWINDS Three Degrees, Roulette 7117 (Amkisia, BMI)	1	
23	—	TALKING LOUD & SAYING NOTHING (Part 1) James Brown, Polydor 14109 (Dynatone/Belinda, BMI)	1	48	— MISSING YOU Luther Ingram, KoKo 2110 (Stax/Volt) (Klondike, BMI)	1	
24	18	GET UP AND GET DOWN Dramatics, Volt 4071 (Groovesville, BMI)	9	49	50	THE HARDER I TRY (The Bluer I Get) Free Movement, Columbia 4-45512 (Chaotic, BMI)	1
25	46	THAT'S WHAT LOVE WILL MAKE Little Milton, Stax 0111 (Trice, BMI)	2	50	— MR. PENGUIN, Part 1 Lemar Funk, Bell 45-172 (Tedrolee, ASCAP)	1	

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 Say You Saw It in
Billboard

Soul Sauce

• Continued from page 24

is "Proud Woman," by Gregory Havrilak on UA. . . . Gil Scott-Heron getting stronger on Flying Dutchman with "Lady Day and John Coltrane" b-w "Save the Children," as the label reserves "Revolution Will Not Be Televised" for its new line of independent distributors. . . . Dynamic drummer Elvin Jones produces Japanese pianist Kikuchi's new album for Philips. Jones, who also performs on the LP, will have a Blue Note album in the spring. . . . LPs due to surface include Al Green's "Let's Stay Together," Ann Peebles' "Straight From the Heart," Impressions' "Times Have Changed," Dennis Coffey's "Goin' For Myself," Originals' "Definitions" plus ready sellers from Atlantic's Aretha—maybe her best—Roland Kirk, Betty Wright, Brook Benton, Patterson Singers, Yusef Lateef. Next: Five Stairsteps, Black Ivory, Ruby Andrews, Denise LaSalle, Persuasions. . . . A stepped throat kept Marvin Gaye from making his first public appearance in three years at the first Martin Luther King concert in Atlanta. The show raised \$47,600 for Mrs. King's Center For Social Change. . . . All isn't James Brown at Polydor—you have heard of "Women's Love Rights," right? "Super Woman" is Leni Guess' comeback on Polydor, and J.B. had absolutely nothing to do with the record at all!

A thirty minute film,
 "Darkness Darkness,"
 shows you a graphic exam-
 ple of what drug abuse can
 do. It's available in 16mm for
 a \$30 donation plus mailing
 costs. Other films available
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 Nowhere." "The Speed
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Classical Music

Bernstein Month At Columbia

NEW YORK—Columbia Records has declared February as "Leonard Bernstein Month," and has launched a five-figure promotion for the composer-conductor's six albums which will be released in February. The campaign, which involves ad mats for distributors,

co-op ads and a heavy local advertising push, will also promote Bernstein's entire Columbia catalog.

The company said that Bernstein's "Mass" has sold 125,000 copies since its release last November. Through "Bernstein Month," Columbia looks to double its sales

volume over last year's similar three-month period.

The Bernstein product set for release in February includes "Dietrich Fischer-Dieskau with Leonard Bernstein at Piano—Mahler Songs" (songs from Ruckert and Lieder und Gesänge aus der Jugendzeit); "Leonard Bernstein Conducts Great Marches" (various Sousa Marches, Battle Hymn of the Republic, Colonel Bogey and more); "Gaité Parisienne and L'Arlesienne Suites 1 & 2," Bernstein and the New York Philharmonic; "Schubert Symphony No. 9," Bernstein and the New York Philharmonic; "Bernstein," a three-record set specially priced at \$9.98, repertoire Beethoven to Ives, performed by the New York Philharmonic (including the works of 25 composers, and half of Bernstein's specialties); and "Bernstein Conducts Wagner," overtures to Die Meistersinger, Tristan und Isolde, Flying Dutchman, Rienzi.

EMI Closes 'Local' Recording Division

LONDON—EMI has closed its "local" EMI Records classical recording unit, and producer Brian Culverhouse has left the company. This recording division has been a department separate from the international artists division.

EMI assistant managing director Ron White told Billboard, "For some time we have been making fewer and fewer local recordings, and we now decided to close the unit. This does not, of course, affect our worldwide international recording operations."

Brian Culverhouse came to EMI in 1948 and has produced

many important EMI recordings, including the last ones made by famous pianists Alfred Cortot and Dame Myra Hess.

He created and produced the Great Cathedral Organs series, and last year, with the Bournemouth Symphony Orchestra under Paavo Berglund produced the first recording of Sibelius's masterpiece Kallervo, rated one of the outstanding recordings of 1971.

"I am not leaving the record industry," Culverhouse said. "I should have definite news of future plans within a couple of weeks."

Angel Holds Coast Meet

HOLLYWOOD—Angel Records held a conclave last week to bring national forces together for discussion and development. Angel sales and promotion managers Joe Petrone (eastern states), Raoul Montano (midwestern states), and Bob Singer (western states), and Bob Meyers, general manager of Angel Records; Brad Engel, classical merchandising manager; Fred Sepanlou, classical national sales & promotion manager; George Spon-

haltz and Patti Laursen, producers for Angel; Marvin Schwartz, Angel art director; Janice May, editorial chief of Angel Records; and Hal Grogan, Dave Lawhon, and Dick Smith, representing Capitol/Angel manufacturing.

Meetings were held in the Tower to discuss product and problems, general business pertaining to classical sales, promotion, merchandising, advertising, product inventory and quality control; new product; and support plans for the calendar year. A luncheon highlighted the second day's activities.



COLUMBIA Records' Pinchas Zukerman makes his conducting debut on his latest release, "Zukerman Plays and Conducts Bach." The violinist and Daniel Barenboim performed Sunday (29) in Philharmonic Hall, N.Y.

CBS to Mark Walton Birth

LONDON — Marking the 70th birthday (March 29) of British composer Sir William Walton, a CBS classical release on Monday (14) will include a commemorative reissue containing his oratorio "Belshazzar's Feast," with the Philadelphia Orchestra under Ormandy and Walter Cassell as soloist, plus the "Partita for Orchestra," by the Cleveland under George Szell.

Another reissue will be a further Beecham performance, coming to mark the 90th anniversary of the birth of Delius. Beecham conducts the Royal Philharmonic Orchestra in the composer's Paris, Eventyr, and the closing scene from the opera "Koanga," due for complete recording by EMI shortly.

WGMS-AM In New Format

NEW YORK—The RKO Radio division of RKO General, Inc., will change the programming of its WGMS-AM facility in Washington, D.C., from a classical to a contemporary music format. WGMS-FM will increase power from 20,000 to 34,000 watts and continue to broadcast classical music.

The AM & FM operations have been simulcasting classical music during 49 percent of their broadcast day, and programming individual but compatible classical selections the rest of the time. On or about March 1, WGMS-AM will separate its programming completely, and begin a 60-day transition to a totally contemporary format.

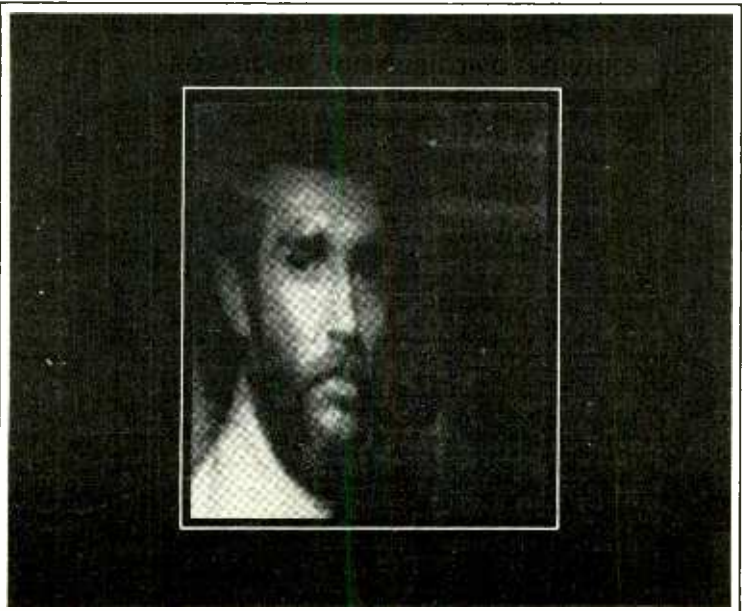
Beverly Sills to Cut Her First American LP

NEW YORK—Soprano Beverly Sills, recording artist for ABC/Audio Treasury Records, is scheduled to record her first American album. The LP, which will be cut in New York and released at the end of March, will feature Schubert's "Hirt Auf Den Selsen" and a recently discovered cantata by Vivaldi, among other selected recitals.

Later this year, Audio Treasury will issue Beverly Sills starring in Offenbach's "Tales of Hoffman." The album's release will coincide with the New York City Opera premier production of the Offenbach opera. Also, the label plans to record Donizetti's "Anna Bolena," with Sills in the title role.



Beverly Sills



AN HISTORICAL FIGURE

Billboard TOP 40 Easy Listening

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

WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40					
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Billboard SPECIAL SURVEY For Week Ending 2/12/72

Country Music

Television Success Prompts Hugh X. Lewis Club Debut

NASHVILLE—A country music night club, an outgrowth of a syndicated television show, has opened here hosted by Hugh X. Lewis.

The Hugh X. Lewis Country Club is located in Printer's Alley, this city's "strip" of clubs of various description. It is owned by Donna Vrandenburg, who has several other club holdings here.

Lewis' nationally syndicated television show bearing the same name prompted the establishment of the 100-seat club. Lewis will perform there nightly for the first month of operation, and then, with his band, will play it at least two weeks of every succeeding month.

During his tours on the road, other country acts will be hooked in.

The club originally was known as the Western Room of The Embers.

"There will be continual contemporary country music," Lewis said. He also said he expected participation from artist-patrons in the audience, which is a common practice here.

In Lewis' TV show, the setting was a night club in which prominent guests dropped in and performed. He first played this room last July, and conversations began shortly thereafter regarding the establishment of a club with his name.

Nashville Scene

Hank Locklin contends he went into the town of Brewton, Ala., tried to buy his new RCA LP, and was able to get it on a bootlegged cartridge. . . . The Four Guys had just finished recording their long-time favorite, "They Call the Wind Maria," when they discovered that Jack Barlowe had released the same song for Dot. They are rushing to get theirs on the market first. It had been a crowd favorite for them for three years. . . . John D. Loudermilk reportedly has moved to London.

Stu Phillips went to Halifax to do a CBC show, and got caught by the Canadian airplane pilot's strike. He had to return by train. . . . When Bob Luman performed on the "Opry" last week, Jack Greene played drums for him. . . .

John Hartford, in for sessions at the Glaser Studios, did two numbers on the "Opry." . . . The "dirty side" of Don Bowmans "Hello, Mr. D.J." is getting such strong airplay that Mega will distribute it. It's on the Lard Bucket label, written and produced by Bobby Bare. . . . The Carl Phillips will have their first baby after nine years of marriage in the late spring. . . . Johnny Cash bought a new custom car, and was planning to pick it up in Atlanta. Someone beat him to it. It disappeared from the manufacturer's lot.

Earl Scruggs has been signed to perform with the KMFA Classical Music Orchestra in Austin, Tex.

(Continued on page 32)

Firm Inks Billy Edd Wheeler On Natl/TV

NASHVILLE—The Billy Edd Wheeler television show, the pilot of which was shot here more than a year ago, has been sold to the Texise Corp. which will syndicate it in major markets in prime time.

Bill Ward, executive producer for Nashville Teleprojects, which did the pilot, said the markets slated for showing will give the show access to more than half the television sets in America. They include New York, Chicago, Los Angeles, Dallas, Atlanta, Washington and Nashville.

The show is titled "Country Suite," and will feature Wheeler and two guests on each 30-minute color segment. The first series of 13 weeks will be videotaped at

Channel 5 here starting Feb. 28. As in the pilot, it will be shot in the round with a live audience. Myles Harmon is producer-director.

Among the talent scheduled to appear on the show are Mickey Newbury, Sammi Smith, Connie Eaton, Jeannie Pruett, Dotty West, Red Lane, Tom T. Hall, Don McLean, the Everly Brothers, Bill Swafford, John Stewart, Jennifer, The Byrds and Mike Nesmith.

Harmon formerly worked on the Johnny Cash and Joey Bishop shows. Former Cash show writer Larry Murray will serve as writer and co-producer.

Wheeler, who records for RCA, was the recipient of last year's Billboard Trendsetter Award.

Jim Reeves Enterprises Adds New Talent Agency

NASHVILLE—Jim Reeves Enterprises has added a new talent agency to its complex. Two acts already are signed.

Mary Reeves Davis, president of the corporation, has named Ron Holt, formerly with Key Talent, as its director. Under contract now are the Blue Boys, the original hand of the late Jim Reeves, and Buddy Mize and the Cowboy Love Band.

Mrs. Davis also announced the release of still another Jim Reeves single, this one in the Tuckahoe catalogue, titled "The Writing's

On the Wall." A new LP, "Jim Reeves, My Friend," contains the single.

Acclaim Music, also part of the Reeves operation, is publisher of both sides of the new Moonlite record by Jimmy Peters. Both sides were written by Vic McAlpin, who also manages Peters. A Buddy Mize song, also published by Acclaim, is the new release of Don and Gay Lynn of Dallas, called "Let Me Love You."

Mrs. Reeves said the talent agency is negotiating contracts for additional acts.

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

Brite Star's Pick Hits	In many charts, heading for the TOP	Brite Star's Pick Hits
	"BREAK IT TO ME GENTLY"—Toni Lee (Vic-Tim)	
	"TENDER LOVING CARE"—P. J. (Tamla)	
	"SOUVENIRS AND CALIF. MEMORIES"—Billie Jo Spears (Capitol)	
	"ONE MORE"—Gene Tyndall (Twilight)	
	"YOU NEED ME"—O. C. Smith (Soul West)	
	"A DAY IN THE LIFE OF A FOOL"—George Jones (RCA)	
	"PARTY"—Wil Bang (Music Towne)	
	"WIN A FEW"—Harold Crosby (NRS)	
	"GIRL SCOUT SONG"—Troop No. 598 (Scold)	
"YOU DON'T KNOW MY MIND"—Jimmie Skinner (Prize)		
"TIME TO CHANGE"—Brady Bunch (Paramount)		
ALBUM OF THE WEEK		
"PENNY"—Penny DeHaven (United Artists)		
For Promotion, Distribution, Deejay Coverage, Press Release Service, Major Label Contracts, Movie Promotion see Brite-Star's Ad in Billboard's Class. Mart Today; SEND YOUR RECORDS FOR REVIEW TO: Brite-Star Promotions, 728 16th Avenue South, Nashville, Tenn. 37203. (615) 244-4064.		

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

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RCA #74-0590



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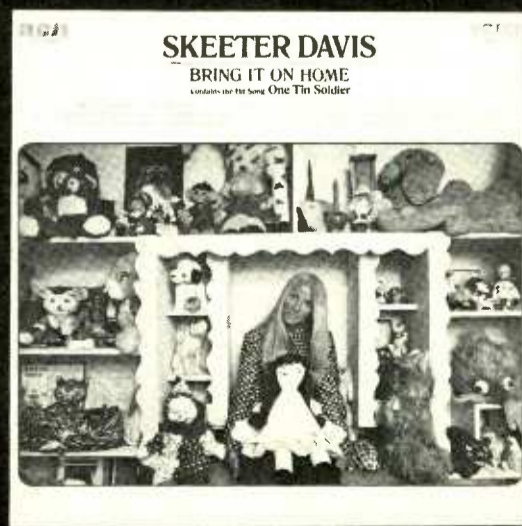
NAT'S LATEST ALBUM

EXCLUSIVELY ON

SKEETER DAVIS

"ONE TIN SOLDIER"

RCA #74-0608



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RCA RECORDS

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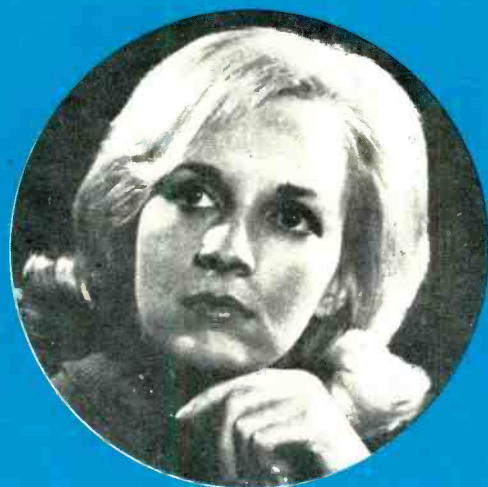
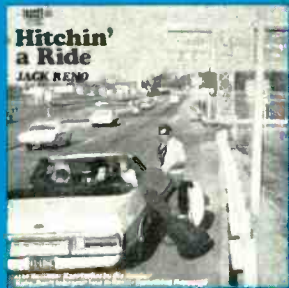
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49 RECORD WORLD

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74 BILLBOARD

75 RECORD WORLD

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Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 2/12/72

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

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	ONE'S ON THE WAY Loretta Lynn, Decca 32900 (MCA) (Evil Eye, BMI)	10	38	39	COLOR MY WORLD Barbara Fairchild, Columbia 4-45522 (Northern, ASCAP)	5
2	3	IT'S FOUR IN THE MORNING Faron Young, Mercury 73250 (Chestmont, BMI)	11	39	35	A PART OF YOUR LIFE Charlie Rich, Epic 5-10809 (CBS) (Makamillion, BMI)	12
3	2	CAROLYN Merle Haggard, Capitol 3222 (Shade Tree, BMI)	11	40	38	KENTUCKY Sammi Smith, Mega 615-0056 (100 Oaks, BMI)	7
4	6	I'M A TRUCK Red Simpson, Capitol 3236 (Plaque/Ripcord/Central Songs, BMI)	11	41	47	THE ONE YOU SAY GOOD MORNING TO Jimmy Dean, RCA 74-0600 (Contention, SESAC)	7
5	5	BEDTIME STORY Tammy Wynette, Epic 5-10818 (CBS) (Algee/Flagship, BMI)	7	42	70	WHEN YOU SAY LOVE Bob Luman, Epic 5-10823 (CBS) (Jack & Bill, ASCAP)	3
6	9	ANN (Don't Go Runnin') Tommy Overstreet, Dot 17402 (Famous) (Cason, ASCAP)	7	43	53	PARTY DOLLS & WINE Red Stegall, Capitol 3244 (United Artists/Songmill, ASCAP)	5
7	7	AIN'T THAT A SHAME Hank Williams Jr., MGM 14317 (Travis, BMI)	9	44	30	COUNTRY GREEN Don Gibson, Hickory 1614 (Acuff-Rose, BMI)	17
8	8	I CAN'T SEE ME WITHOUT YOU Conway Twitty, Decca 32895 (MCA) (Twitty Bird, BMI)	11	45	57	HEARTACHES BY THE NUMBER Jack Reno, Target 0141 (Mega) (Tree, BMI)	4
9	13	ONLY LOVE CAN BREAK A HEART Sonny James, Capitol 3232 (Arch, ASCAP)	5	46	52	SUPER SIDEMAN Kenny Price, RCA 74-0617 (Acuff-Rose, BMI)	5
10	10	TAKE ME Tammy Wynette & George Jones, Epic 5-10815 (CBS) (Glad, BMI)	8	47	36	BABY'S SMILE WOMAN'S KISS Johnny Duncan, Columbia 4-45479 (United Artists, ASCAP)	12
11	12	THE BEST PART OF LIVING Marty Robbins, Columbia 4-45520 (Mariposa, BMI)	7	48	44	COAT OF MANY COLORS Dolly Parton, RCA 74-0538 (Owepar, BMI)	16
12	19	GOOD HEARTED WOMAN Waylon Jennings, RCA 74-0615 (Baron/Nelson, BMI)	6	49	31	SHE'S ALL I GOT Johnny Paycheck, Epic 5-10783 (CBS) (Williams/Excellorec, BMI)	19
13	4	KISS AN ANGEL GOOD MORNIN' Charley Pride, RCA 74-0550 (Playback, BMI)	17	50	59	I SAW MY LADY Dickie Lee, RCA 74-0608 (April, ASCAP)	4
14	20	UNTOUCHED Mel Tillis, MGM 14329 (Sawgrass, BMI)	7	51	62	THE BEST IS YET TO COME Del Reeves, United Artists 50877 (Tree, BMI)	4
15	22	GIVE MYSELF A PARTY Jeannie C. Riley, MGM 14341 (Acuff-Rose, BMI)	5	52	58	MISTY MEMORIES Brenda Lee, Decca 32918 (MCA) (Playback, BMI)	3
16	16	FORGIVE ME FOR CALLING YOU DARLING Nat Stuckey, RCA 74-0590 (Blue Crest/Hill & Range, BMI)	10	53	72	I STARTED LOVING YOU AGAIN Charlie McCoy, Monument 8529 (CBS) (Blue Book, BMI)	2
17	11	I'VE COME AWFUL CLOSE Hank Thompson, Dot 17399 (Famous) (Chess, ASCAP)	11	54	63	THE WRITING'S ON THE WALL Jim Reeves, RCA 74-0626 (Tuckahoe, BMI)	3
18	17	RED RED WINE Roy Drusky, Mercury 73252 (Tallyrand, BMI)	10	55	69	WE'VE GOT TO WORK IT OUT BETWEEN US Diana Trask, Dot 17404 (Famous) (Daydan, ASCAP)	4
19	18	WOULD YOU TAKE ANOTHER CHANCE ON ME/ME & BOBBY MCGEE Jerry Lee Lewis, Mercury 73248 (Jack & Bill, ASCAP/Combine, BMI)	15	56	55	SAFE IN THESE LOVIN' ARMS OF MINE Jean Shepard, Capitol 3238 (Algee, BMI)	6
20	26	OKLAHOMA SUNDAY MORNING Glen Campbell, Capitol 3254 (Kenwood/Campbell, BMI)	6	57	—	I'LL STILL BE WAITING FOR YOU Buck Owens & his Buckaroos, Capitol 3262 (Blue Book, BMI)	1
21	33	A THING CALLED LOVE Johnny Cash and the Temple Evangel Choir, Columbia 4-45534 (Vector, BMI)	3	58	54	SEARCH YOUR HEART Bobby Wright, Decca 32903 (MCA) (Contention, SESAC)	8
22	21	TONIGHT MY BABY'S COMING HOME Barbara Mandrell, Columbia 4-45505 (Julen, BMI)	10	59	64	ONE TIN SOLDIER Skeeter Davis, RCA 74-0608 (Trousedale, BMI)	6
23	15	MUCH OBLIGE Jack Greene & Jeannie Seely, Decca 32898 (MCA) (Belardo, BMI)	10	60	60	CINDERELLA Tony Booth, Capitol 3214 (Blue Book, BMI)	11
24	29	CRY Lynn Anderson, Columbia 4-45529 (Shapiro-Bernstein, ASCAP)	3	61	73	DARLIN' RAISE THE SHADE (Let the Sunshine In) Claude King, Columbia 4-45515 (Gallico/ Algee, BMI)	2
25	34	TO GET TO YOU Jerry Wallace, Decca 32914 (MCA) (4 Star, BMI)	7	62	65	TEN DEGREES AND GETTING COLDER George Hamilton IV, RCA 74-0570 (Travis, BMI)	2
26	28	MY HANG-UP IS YOU Freddie Hart, Capitol 3261 (Blue Book, BMI)	3	63	46	RUBY GENTRY'S DAUGHTER Arlene Harden, Columbia 4-45489 (Green Grass, BMI)	9
27	14	MORNIN' AFTER BABY LET ME DOWN Ray Griff, Royal American 46 (Blue Echo, BMI)	13	64	75	SINCE THEN Ray Pillow, Mega 615-0055 (100 Oaks, BMI)	2
28	25	(I've Got a) HAPPY HEART Susan Raye, Capitol 3209 (Blue Book, BMI)	14	65	—	A DAY IN THE LIFE OF A FOOL George Jones, RCA 74-0625 (Raydee, SESAC)	1
29	27	I START THINKING ABOUT YOU Johnny Carver, Epic 5-10813 (CBS) (Green Grass, BMI)	8	66	—	THERE'S A KIND OF HUSH (All Over the World) Brian Collins, Mega 615-0058 (Francis, Day & Hunter, ASCAP)	1
30	24	TURN YOUR RADIO ON Ray Stevens, Barnaby 2048 (CBS) (Affiliated Ent's., BMI)	11	67	67	EVERYWHERE I GO (He's Already Been There) Tex Williams, Monument 8533 (CBS) (Combine, BMI)	4
31	23	YOU CAN'T GO HOME Statler Brothers, Mercury 73253 (House of Cash, BMI)	10	68	68	THROW A ROPE AROUND THE WIND Red Lane, RCA 74-0616 (Tree, BMI)	4
32	42	ANOTHER PUFF Jerry Reed, RCA 74-0613 (Vector, BMI)	7	69	—	WE CAN MAKE IT George Jones, Epic 5-10831 (CBS) (Algee/ Flagship, BMI)	1
33	50	COTTON JENNY Anne Murray, Capitol 3260 (Early Morning, CAPAC)	4	70	61	ANOTHER DAY OF LOVING Penny DeHaven, United Artists 50854 (Unart, BMI)	8
34	41	DON'T SAY YOU'RE MINE Carl Smith, Columbia 4-45497 (Seaview, BMI)	10	71	71	KISS THE HURT AWAY Ronnie Dove, Decca 32919 (MCA) (Mydou/Cha-Fin, BMI)	3
35	37	SUSPICION Bobby G. Rice, Royal American 48 (Presley, BMI)	7	72	—	SOUVENIRS AND CALIFORNIA MEM'RS Billie Jo Spears, Capitol 3258 (Window/ Captive Music, BMI)	1
36	40	LOVE IS LIKE A SPINNING WHEEL Jan Howard, Decca 32905 (MCA) (Duchess, BMI)	8	73	—	TWO DIVIDED BY LOVE Kendalls, Dot 17405 (Famous) (Trousdale/ Soldier, BMI)	1
37	43	SWEET, LOVE ME GOOD WOMAN Tompall & the Glaser Brothers, MGM 14339 (Glaser, BMI)	5	74	—	WE'LL SING IN THE SUNSHINE Alice Creech, Target 0144 (Mega) (Lupercalia, ASCAP)	1
				75	—	HELLO OPERATOR Joe Stampley, Dot 17400 (Famous) (Gallico/Algee, BMI)	1



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What a Song...*

*JEANNIE C.
RILEY*

*"GIVE
MYSELF
A PARTY"*

MGM 14341

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Country Music

Nashville
Scene

• Continued from page 28

Following that, Earl plays a string of college dates. . . . **Milos Landsman**, of Prague, Czechoslovakia, writes that "hundreds" of country groups have been formed in that country, and the "Third Festival of Country and Western Music" is scheduled to be held there at The Lantern. Among those slated to appear are **The Rangers**, the **Greenhorns**, and the **White Stars**.

The **Country Gentlemen**, Rebel Recording artists, are on tour in Japan, appearing in concert in major cities. The Bluegrass group is distributed in Japan by King Records Ltd. An album release on the group is scheduled for February. . . . **Merle Haggard** is off on another tour which concludes in Chicago on the 13th. He starts his next one a month from now at Harrah's in Reno. . . . **Jan Howard** is about to become a mother-in-law. Her songwriting son, **Corky**, is marrying **Pamela Chance** in June. . . . A fan club for the **Four Guys** has been formed at Roseville, Calif.

Kenny Roberts, for the fifth consecutive year, has been featured on WGN-TV's special. From that he went to the Porter Wagoner show in Nashville. He is one of the few remaining artists (**Ethel Delaney** is another) who yodels on each performance. . . . **Jim Ed Brown's** "Evening," a sequel to "Morning," was written by **Chuck Rogers** and **Don De Vaney**. . . . **Buck Owens' "Ranch Show"** picked up two more stations for television syndication. They are in Lafayette, La., and Sherman, Tex.

Ricci Mareno and his associates at Terrace Music and MGB Productions were honored at a reception hosted by **Ed Shea** at ASCAP. Co-honorees included writers **Jerry Gillespie**, **Charlie Black** and **Al Jason**, and artists **Tommy Overstreet** and **Jack Barlow**. **Bobby Fischer** has been named chief song plugger over the entire Terrace catalog. . . . **Kelly**, the one-name singer from Doniphan, Mo., opened at the Silver Queen in San Bernardino, Calif., with the **Missouri Gentlemen**. . . . The **Perry Sisters** of Oakville, Conn., have a new release on Raven Records out of Sacramento. The "A" side is "Goin' Home." . . . The reaction to **Lorene Mann's** "My Sin" is so incredible that she has taken off on a tour of the major metropolitan cities. The wire services have done feature stories on it, and **Miss Mann**, with **RCA**, may have a big hit on her hand. She's the first to write and sing about abortion, and **Chet Atkins** not only produced it, but played the fiddle (not the guitar) on the session. . . . **Faron Young** has been entered in the **Jack Gleason** pro-celebrity golf tournament in Miami. First, though, he flies to New York to get his hair restyled.

New Singing Sensation

"PEGGY KING"

Her new hit single is

"I CAN'T GET
OVER GETTING
OVER YOU"

Rainsford Music (BMI)

B/W

"I Can't Make It On My Own"

Four Grand Music (BMI)

Bullet #702

Billboard spotlighted:
Hot Country Singles Chart

Billboard **Hot** Country LP's
Billboard SPECIAL SURVEY
For Week Ending 2/12/72

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

This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart
1	1	SINGS HEART SONGS Charley Pride, RCA LSP 4617	12
2	2	EASY LOVING Freddie Hart, Capitol ST 838	21
3	3	HOW CAN I UNLOVE YOU Lynn Anderson, Columbia C 30925	11
4	5	WOULD YOU TAKE ANOTHER CHANCE ON ME Jerry Lee Lewis, Mercury SR 61346	14
5	6	RANGER'S WALTZ Mom and Dads, GNP Crescendo GNPS 2061	8
6	4	ANNE MURRAY & GLEN CAMPBELL Capitol SW 869	10
7	7	WE GO TOGETHER Tammy Wynette & George Jones, Epic KE 30802 (CBS)	15
8	9	THE JOHNNY CASH COLLECTION: HIS GREATEST HITS, VOL. II Columbia KC 30510	17
9	8	SHE'S ALL I GOT Johnny Paycheck, Epic E 31141 (CBS)	8
10	10	COAT OF MANY COLORS Dolly Parton, RCA LSP 4603	16
11	13	IN SEARCH OF A SONG Tom T. Hall, Mercury ST 61350	22
12	12	I'M JUST ME Charley Pride, RCA LSP 4560	31
13	25	THE RIGHT COMBINATION/ BURNING THE MIDNIGHT OIL Porter Wagoner & Dolly Parton, RCA LSP 4628	3
14	14	NEVER ENDING SONG OF LOVE Dickie Lee, RCA LSP 4637	6
15	11	I WON'T MENTION IT AGAIN Ray Price, Columbia C 30510	36
16	15	LAND OF MANY CHURCHES Merle Haggard, Capitol SW80 803	7
17	19	COUNTRY GREEN Don Gibson, Hickory LPS 160	5
18	18	FOR THE GOOD TIMES Ray Price, Columbia C 30105	76
19	20	BEST OF ROGER MILLER Mercury SR 61361	4
20	21	SOMEDAY WE'LL LOOK BACK Merle Haggard & the Strangers, Capitol ST 835	24
21	22	WELCOME TO MY WORLD Ray Price, Columbia G 30876	11
22	17	WORLD OF LYNN ANDERSON Columbia C 30902	18
23	24	SILVER TONGUED DEVIL & I Kris Kristofferson, Monument Z 20679 (CBS)	19
24	23	YOU'RE MY MAN Lynn Anderson, Columbia C 30793	30
25	27	ROSE GARDEN Lynn Anderson, Columbia C 30411	60
26	26	NASHVILLE BRASS TURNS GOLD Danny Davis & the Nashville Brass, RCA LSP 4627	3
27	34	MY FRIEND Jim Reeves, RCA LSP 4646	2
28	28	HERE COMES HONEY AGAIN Sonny James, Capitol ST 849	11
29	—	LEAD ME ON Conway Twitty & Loretta Lynn, Decca DL 75326 (MCA)	1
30	32	TAMMY GREATEST HITS, VOL. 2 Tammy Wynette, Epic E 30733 (CBS)	24
31	16	YOU'RE LOOKING AT COUNTRY Loretta Lynn, Decca DL 75310 (MCA)	18
32	29	ME AND BOBBY MCGEE Kris Kristofferson, Monument Z 30817 (CBS)	19
33	30	HANK THOMPSON'S 25th ANNIVERSARY ALBUM Dot DOS 2-2000 (Paramount)	10
34	35	KO KO JOE Jerry Reed, RCA LSP 4596	22
35	37	HELP ME MAKE IT THROUGH THE NIGHT Sammi Smith, Mega M31-1000	49
36	—	I'M A TRUCK Red Simpson, Capitol ST 881	1
37	39	AERIE John Denver, RCA LSP 4607	9
38	40	TURN YOUR RADIO ON Ray Stevens, Barnaby Z 30809 (CBS)	2
39	31	HIS GREATEST HITS, VOL. 2 Bill Anderson, Decca DL 75315 (MCA)	13
40	—	(I've Got a) HAPPY HEART Susan Raye, Capitol ST 875	1
41	42	MISSISSIPPI TALKIN' Jerry Clower from Yazoo City, Decca DL 75286 (MCA)	27
42	41	BEST OF BUCK OWENS, VOL. 4 Capitol ST 830	15
43	36	THE DEL REEVES ALBUM United Artists UAS 6820	7
44	—	BILL & JAN (Or Jan & Bill) Bill Anderson & Jan Howard, Decca DL 75293 (MCA)	1
45	45	IT'S A SIN TO TELL A LIE Slim Whitman, United Artists UAS 6819	10

What if Diana Trask
told you:
"We've got to work it out
between us?"

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b/w "I Keep It Hid"

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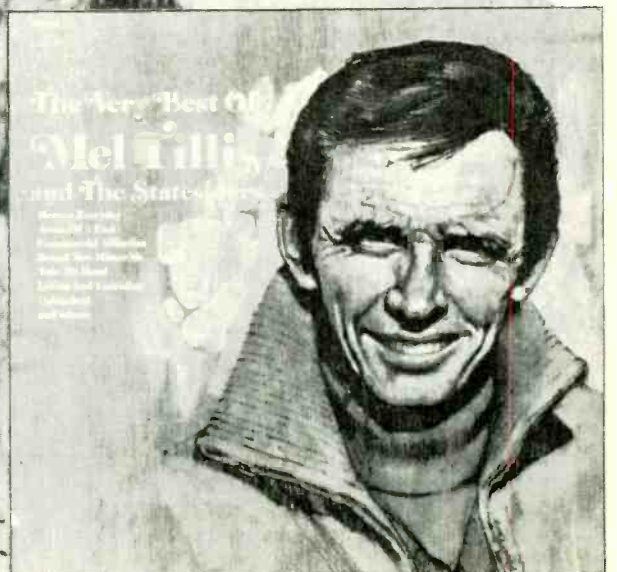
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Jukebox programming

DOUBTFUL 'LEVELING OFF'

Long 45's Still Worry Programmers

By EARL PAIGE

TODAY'S TOP TEN	
American Pie, Don McLean	4:21
Let's Stay Together, Al Green	3:15
Brand New Key, Melanie	2:26
Day After Day, Badfinger	3:02
Without You, Nilsson	3:15
Never Been to Spain, Three Dog Night	3:42
Sunshine, Jonathon Edwards	2:16
Precious & Few, Climax	2:43
Hurting Each Other, Carpenters	2:46
Joy, Apollo 100	3:10
Average	3:05

TOP TEN A YEAR AGO	
Knock Three Times, Dawn	2:51
One Bad Apple, Osmonds	2:42
My Sweet Lord, George Harrison	4:39
Lonely Days, Bee Gees	3:47
Rose Garden, Lynn Anderson	2:52
I Hear You Knocking, Dave Edmunds	2:45
Groove Me, King Floyd	2:48
Your Song, Elton John	3:57
One Less Bell To Answer, Fifth Dimension	3:29
If I Were Your Woman, Gladys Knight & the Pips	3:04
Average	3:17

TOP TEN SIX YEARS AGO	
My Love, Petula Clark	2:40
Barbara Ann, Beach Boys	2:00
No Matter What Shape (Your Stomach's In), T-Bones	2:15
We Can Work It Out, Beatles	2:04
Lightnin' Strikes, Lou Christie	2:54
The Men in My Little Girl's Life, Mike Douglas	3:36
She's Just My Style, Gary Lewis & the Playboys	2:50
Five o'Clock World, Vogues	2:14
A Must to Avoid, Herman's Hermits	2:18
Crying Time, Ray Charles	2:48
Average	2:33

Grassroots Input Key to Legislation

ZIGZAG, Ore.—It's the grassroots input from all parts of the nation that spells the difference between success or failure in legislation affecting the political and economic welfare of America's jukebox operators.

This was the message hammered home by Fred Granger, executive vice president, Music Operators of America (MOA) at the fourth annual convention of the Oregon Amusement & Music Operators Association here.

The effectiveness of MOA is conditioned pretty much by the strength generated by state and regional associations, Granger emphasized. Congressmen and senators, he pointed out, are motivated dominantly by word from their home constituencies. "When they realize that the national MOA effort is backed by solid support from their own bailiwicks, they are much more inclined to listen and to act."

Stressing the fact that the MOA

and state associations are separate entities bound together only by a common identity of interests, Granger noted that organizational effort is a two-way street. The fact that Oregon has built a strong, effective association during the past four years has added measurably to the strength of the MOA on the national legislative front, he said.

Numerical strength in a state association isn't nearly as important as the type of leadership generated by activity, Granger emphasized. "I'm not dismayed if I come to a region and speak to only four or five people," he observed. "Usually, these four or five constitute the hard-hitting nucleus that gets things done."

Music operators may have been slow in getting associations started "but they're getting there," he said. "Our society is made up of people, but the sad fact remains that the individual acting on his own

(Continued on page 35)

CHICAGO—The first singles length comparison of the new year shows that time span of top-selling 45's may be leveling off. But the study may have just involved an unusual mix of relatively short disks. Rolling Meadows, Ill., jukebox operator-programmer Wayne Hesch said: "There may be some weeks when records appear shorter, but overall the problem is becoming steadily worse."

The top 10 singles on Billboard's "Hot 100" last week averaged 3:05 as compared to 3:17 a year ago. Comparison with six years ago, however, shows how singles have stretched—six years ago the average was 2:33 minutes.

That the study may have hit an unusual time mix is indicated by the average for ten bullet singles below the top ten last week. That time is 3:46.

Said Hesch: "We used to worry about the three and a half minute record. Now we don't. We're worrying about the four minute

(Continued on page 35)

LP's Unlimited Adds 6 Titles; Plugs Artists With Few 45's

CHICAGO—Little LP's Unlimited president Richard Prutting just released six more jukebox albums bringing the company's total to 76. He additionally designed a Star Title strip one-stop promotion card that lists 10 albums, most including selections not available as singles.

Prutting is plugging hard on the fact that jukebox albums fill a programming void. He lists albums by Cat Stevens, Neil Diamond, Three Dog Night, Stephen Stills, Carpenters, Carole King, Elton John, Lee Michals, Led Zeppelin and James Taylor—artists with top selling 12-in. albums but in some cases very few singles.

The jukebox album also partially answers the long single problem (see separate story). The new Led Zeppelin jukebox LP contains the two-part "Stairway to Heaven," 7:55 minutes long. Thus, an operator can get 25 cents for the one side of the LP.

Prutting sometimes opts for a cut that has been out as a single, an example being Zeppelin's "Black Dog." He said: "In picking through their regular size LP, I felt it's one of the better songs and one that

will be identified with the group in weeks to come."

For balance, the new release includes albums by Jan Garber, Guy Lombardo and Bing Crosby, the last-named including one side for St. Patrick's day programming (see "Programmer's Potpourri").

Prutting said he feels albums are not priced too high. He knows that one-stops charge various prices for them. "Jukebox albums really haven't increased in price for the past 10 years." He also said he believes he is not releasing too much product.

There are now 76 albums available from the suburban Northfield, Ill. firm here and 38 from Gold Mor Dist. in New Jersey.

Programmer's Potpourri

Jukebox albums from Little LP's Unlimited Led Zeppelin "4th": "Rock & Roll/Black Dog" b/w "Stairway to Heaven, Pt. 1-2" 171; Neil Diamond "Stones": "Suzanne/Husbands and Wives" b/w "I Am . . . I Said/Stones/Chelsea Morning" 172; Robert & Flack "Quiet Fire": "Sunday and Sister Jones/Let Them Talk" b/w "See You Then/Will You Still Love Me Tomorrow" 173; Jan Garber "Melodies & Memories": "Remember Me/I'll Be Seeing You/I've Heard That Song Before" b/w "These Foolish Things/Remember/Moments to Remember" 174; Guy Lombardo "Greatest Hits": "Seems Like Old Times/Humoresque/Everywhere You Go" b/w "Enjoy Yourself/Boo-Hoo/The Band Played On" 175; Bing Crosby "The Best of Bing": "Dear Hearts & Gentle People/Don't Fence Me in/Sam's Song b/w "Galway Bay/McNamara's Band/Too-Ro-Loo-Ro-Loo-Ral" 176.

Polka, Benedict & Weiss, "Rock 'n' Roll Polka/It's Too Soon to Know," Canyon 101; Clarence Baca Orch. on Baca Records, "Farmer's Waltz/Corn Polka," "Bacas Waltz/Patsy's Polka," "I Waited for You Yesterday/Grasshopper Polka" and "Release Me/Fraulein."

Coin Machine World

MOA SEMINARS

Deadline for room reservations at the Atlanta Regency Hyatt House for the Music Operators of America (MOA) Notre Dame business seminar is Feb. 10. Reservations (price \$22-\$32 singles) must be made through the Notre Dame Center for Continuing Education at Notre Dame, Ind. 46556.

WURLITZER MECH

Wurlitzer distributors are displaying a special demonstration of the Wurlitzer "BO/AC" all-coin accumulator, a device that encourages jukebox patrons to deposit money in advance of selection. A patron can deposit up to \$2.25 in bills or any combination of coins.

WURLITZER SCHOOL

Wurlitzer engineer Hank Petecet at the new Bilotta Music Dist. Co., Newark, N.J.: Tony Comella and Freeman Tack, Bilotta Music; Jack Benje, Newark; Glen Demby, Demby Vending, Newark; Ray Smith, Port Jarvis; Bob Mehlenbacher, Canisteo; Don Clark, Bob Townsend and Carl Kreitzer, Trifle Cities Vending, Binghampton.

BALLY IN ASIA

Bally Manufacturing Corp. has purchased its Australian wholesale distributor, Electronics Amusements, which serves Southeast Asia and renamed it Bally Australia. Bally also agreed to acquire all assets of Jack Booklyn Amusements, Hong Kong, another Asian

wholesaler. About 60 percent of Bally's revenues and profits derive from foreign operations.

SEEBURG S.C. DIST.

Seeburg South Atlantic's Columbia, S.C. wholesale operation will move to a new 10,000-square-foot facility in Interstate Park, Cayce, S.C., a suburb of Columbia, in April. The new facility will include many features including a one-stop.

AIR GRIPES

Neb. Operator, Dist. Face-Off

OMAHA—Jukebox wholesalers are a bulwark against direct to location selling but distributors have many problems operators may not understand, a panel of wholesalers told Coin Operated Industries of Nebraska here at the association's recent meeting.

White Clay, Neb., operator Roy Smith said nine different firms were soliciting locations in his area seeking to sell jukeboxes direct to the bar owners.

Ed Zorinsky, Phil Moss and William Curley, the distributor panel, agreed that the direct selling problem could be much worse if distributors are not able to help operators give better service. Moss said distributors are caught in the high cost squeeze and must sell their quota of jukeboxes. He fur-

ther said that operators announce they are trading in a machine and then don't bring it to the distributor until six weeks or two months when the price may have dropped.

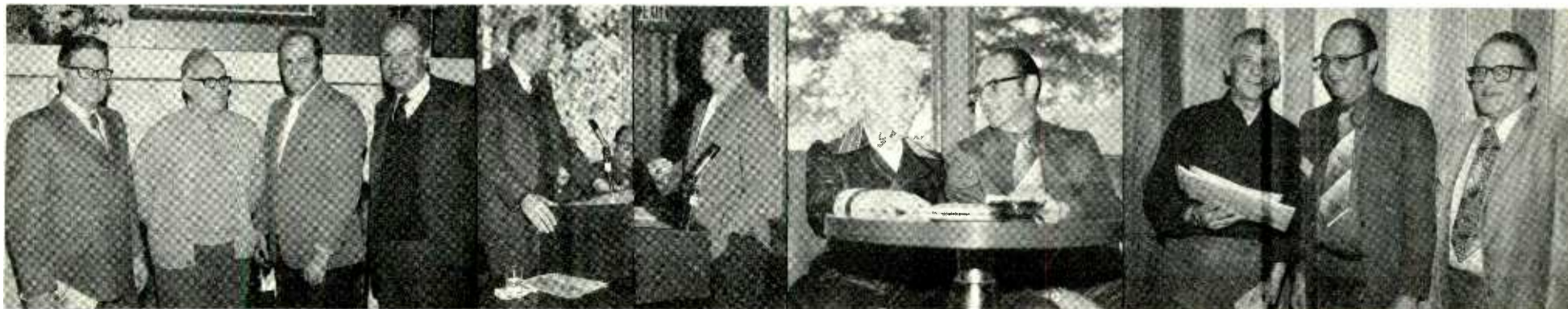
Another gripe: Operators don't hesitate to order advance quantities of parts from firms such as WICO, but then order parts on an as-needed basis from jukebox distributors "and expect us to have them in stock for overnight delivery."

COIN moved to study a break-in law now in effect in Kansas and the meeting also allowed the Midwest Amusement Association to plan its next pool tournament in here in April at the Hilton Hotel.

Tournaments are also a bulwark against location sales, agreed as-

(Continued on page 35)

OREGON MEETING



OREGON jukebox businessmen met recently near Mt. Hood. At left (left to right) Seattle Music Operators of America (MOA) board member Harold Heyer, Oregon Amusement & Music Operators Association convention chairman Nels Cheney, MOA president John Trucano and MOA executive vice president Fred Granger. Granger and Trucano speaking. Oregon Association president Don Anderson and his wife Jolene. At right (left to right)

Oregon vice president Bob Fallow, Anderson and secretary-treasurer Lee Applegate. The two-day convention at Bowman's Resort marked Trucano's and Granger's first visit to Oregon. Trucano became a big hit when he explained how the Association in South Dakota, his home state, has conducted successful pool tournaments. Oregon operators are interested in tournaments too.

What's Playing?

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

Chicago; Easy Listening Location:

Paul Brown, Operator;
Betty Schott, Programmer;
Western Automatic Music



Current releases:
"Imagine," Ray Conniff, Columbia 45543;
"Without You," Nilsson, RCA 00604;
"What's Yesterday/The Right Kind of Woman," Dean Martin, Reprise 1060;
"Nighttrain," Barbra Sellers, Crystal 51992.
Oldies:
"My Way," Frank Sinatra;
"Houston," Dean Martin.

Chicago; Soul Location:

Billy McClain, Programmer;
Eastern Music



Current releases:
"That's the Way I Feel About 'Cha," Bobby Womack, UA 50847;
"Family Affair," The Family, Northbay 302;
"Fire & Water," Wilson Pickett, Atlantic 2850;
"Ain't Understanding Mellow," Jerry Butler & Brenda Lee Eager, Mercury 73255.

Chicago; Soul Location:

Moses Profit, Operator;
John Strong, Programmer;
South Central Novelty



Current releases:
"Ain't Nobody Home," B.B. King, ABC 11316;
"Now, Run & Tell That," Denise LaSalle, Westbound 201;
"Talking Loud," James Brown, Polydor 14109.
Pick:
"Do Your Thing," Isaac Hayes, Enterprize 9042.

Fargo, N. D.; Easy Listening Location

Gerold W. Staska, programmer;
United Music Co.



Current Releases:
"Kiss An Angel Good Morning," Charlie Pride, RCA 74-0550;
"Gypsies, Tramps & Thieves," Cher, Kapp, 2146;
"Brand New Key," Melanie, Neighborhood 4201;
"One Tin Soldier," Coven, WB 7509.
Oldies:
"For the Good Times," Ray Price, Columbia 45178; "Knock Three Times," Dawn, Bell 938.

Holly Hills, Fla.; Soul Location

Mary Knowles, programmer;
Beyer & Brown Associates



Current releases:
"Let's Stay Together," Al Green, HI 2202;
"American Pie," Don McLean, UA 5085;
"I'd Like to Teach the World to Sing," Hillside Singers, Metromedia 231.
Oldies:
"Cottonfields," Highwaymen, UA 370;
"Michael," Highwaymen, UA 258.

Mankato, Minn.; Campus/Young Adult Location:

Barb Walther, Programmer;
C&N Sales



Current releases:
"Lion Sleeps Tonight," Robert John, Atlantic 2846;
"The Way of Love," Cher, Kapp 2158;
"Sweet Seasons," Carole King, Ode 66022.
Record of Month:
"Cry," Lynn Anderson, Col. 45529.

Mt. Pleasant, Mich.; Soul Location:

Dale L. Meier, Programmer;
Dolphin Coin Co.



Current releases:
"Have You Seen Her," Chi-Lites, Brunswick 55462;
"Precious & Few," Climax, Bell 655;
"Floy Joy," Supremes, Motown 1195.
Oldies:
"Here Comes the Sun," Richie Havens, Stormy Forest 656;
"Funkier Than a Mosquito's Tweeter," Ike & Tina Turner, Liberty 56216.

Rolling Meadows, Ill.; General Location

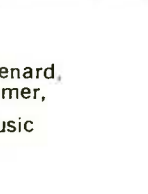
Wayne Hesch, operator;
Robert Hesch, programmer;
A&H Entertainers



Current releases:
"American Pie," Don McLean, UA 50856;
"Brand New Key," Melanie, Neighborhood 4201;
"All I Ever Need Is You," Sonny & Cher, Kapp 2151;
"I'd Like to Teach the World to Sing (In Perfect Harmony)," New Seekers, Elektra 45762;
"Never Been To Spain," Three Dog Night, Dunhill 4299.
Oldies:
"Release Me," Engelbert Humperdinck;
"Misty," Johnny Mathis.

Sudbury, Ontario, Canada; Easy Listening Location

Gerald Menard, Programmer,
Ace Music



Current releases:
"Sunshine," Jonathan Edwards, Capricorn 8021;
"Old Fashioned Love Song," 3 Dog Night, Dunhill 4294;
"Easy Lovin'," Freddy Hart, Capitol 3115.
Oldies:
"Snow Bird," Ann Murray;
"Back Door," Creedence Clearwater Revival.

Sussex, Wis.; Teen Location

Larry Von Rueden, Suburban programmer;
Suburban Vending Co.



Current Releases:
"Never Been To Spain," Three Dog Night, Dunhill 4299;
"Down By the Lazy River," Osmonds, MGM 13324;
"Clean Up Woman," Betty Wright, Atlantic 4601.
Oldies:
"Maybelline," Chuck Berry, Mercury 30143;
"Long Tall Sally," Little Richard, Trip TR35.

Jukebox programming

Long 45's Still Worry Programmers

• Continued from page 34

and longer record, though we don't see any of the length of 'Hey Jude' and some of the super-long records we have had."

Hesch still believes the jukebox industry is apathetic about the time length problem, wants to bring it up during the Music Operators of America (MOA) board meeting in March and hopes more operators will put a pen and pencil to the subject "to find out how much music they are giving away in prime location playing hours."

He also believes artists and producers should be consulted.

Hesch, an MOA director, agrees further that basically the long singles problem derives from the heavy emphasis on albums where time is no handicap (see separate story).

Today's Climbers

Without You, Nilsson	3:16
Stay With Me, Faces	4:37
Black Dog, Led Zeppelin	4:55
Levon, Elton John	4:39
Fire & Water, Wilson Pickett	3:33
Down By the Lazy River, Osmonds	2:53
Don't Say You Don't Remember, Beverly Bremmer	3:13
Feelin' Alright, Joe Cocker	4:12
Bang a Gong, T. Rex	4:25
Lion Sleeps Tonight, Robert John	2:36

Average ..3:46

New Wurlitzer Furniture Unit; Program Slant

NORTH TONAWANDA, N.Y.—Wurlitzer's initial production and sales push on its new furniture look Cabaret 200-selection "jukebox" this week is heavily slanted to programming. The company is plugging the use of specialty disks—German, Italian, Broadway show tunes, polka and so forth—as well as the stereo music concept with emphasis on jukebox LP's too. The Cabaret's list price is comparable with other Wurlitzer 200's.

Each Cabaret rolling off the production lines here contains a brochure with a specially-produced 45 disk demonstrating the sound of the machine and explaining how it is pointed to new markets such as plush cocktail lounges, hotel lobbies and after-theater spots: the owners have often resisted using a traditionally designed jukebox.

Wurlitzer's emphasis on furniture look phonographs follows wide acceptance of a furniture unit from Rock-Ola Manufacturing and the NSM German-import unit. Actually, Wurlitzer showed in Europe a furniture unit some years ago known as the Tarock but opted to now go with the larger Cabaret.

The 16 cubic foot Cabaret with what Wurlitzer claims to be the most widely separated speakers in "any existing jukebox" is also designed for further capabilities, it is known. Indications are that four-channel sound, if and when four-channel software is available, could be added to the unit.

Software is one slight problem, even with the current stereo unit. "We know there are still a large number of monaural singles being produced," a spokesman at Wurlitzer said, "but we feel that with the great amount of improved product we had to produce a machine capable of reproducing it." Of course, there is a growing catalog of stereo jukebox LP's available from two producers (see separate story).

The Cabaret is characterized by carved wood cabinetry and subtle lighting with a Thomas Cole painting from the Corcoran Gallery collection displayed on the back of the raised lid. The idea being a unit styled to fit many different locations and thus also offering many different programming approaches.

Nebraska Operator

• Continued from page 34

sociation secretary Howard Ellis. Asked why more tournaments aren't being held, he said: "They're too much work. Too many operators wait until the next guy does something. This is the problem with associations too."

Grassroots Input Key to Legislation

• Continued from page 34

doesn't carry much clout," Granger added.

Granger said MOA's main national effort has been opposition to the so-called "Williams Amendment" to the Copyright Revision Bill (S543, 91st Congress) which would impose a new copyright royalty on jukebox operators "for the exclusive benefit of record manufacturers and recording artists." The MOA also opposes any new provision for periodic revision of the jukebox royalty specified in the bill and any additional fee for registration of jukeboxes.

One of the main functions of the association, Granger declared, is to improve the public image of the industry. "We are represented nationally and regionally by top-notch men who are respected leaders in their own communities," he observed. The national president of the MOA, he pointed out, is a prime example. John R. Trucano, who received his B.S. degree from Notre Dame University in 1954, won the Junior Chamber of Commerce Distinguished Service award in his state (South Dakota) in 1960, was chosen Exalted Ruler of his Elks Club the following year, and in 1966 was honored with the John F. Kennedy Outstanding Knight of Columbus award for the whole of South Dakota.

Trucano, who followed Granger on the program, echoed the executive director's commitment to the industry. "It's a fascinating field we're in," Trucano said. "Those of us who don't wake up in the morning with a compelling urge to go to work had better get out of it." There's also diminishing room in the industry for those who feel they know everything they need to know about it, the national president added.

Trucano's conviction that operators need to know more about making their industry more efficient and profitable provided the initiative for setting up the regional MOA seminars now in process. He spark-plugged the seminar program now being conducted under supervision of the University of Notre Dame's Center for Continuing Education.

Political fence-mending was a major topic of discussion at the business session of the convention. Continuous communication with legislators and city, county, and state officials was stressed. "If you establish friendly contact with an official and keep him advised as to the goals and problems of the industry, he'll be more inclined to act favorably when the chips are down," one delegate advised. "Don't give him the impression that you go to him only when you're in trouble," he cautioned.

Price controls at the moment are confusing, at best, delegates agreed. Machinery was set up to determine guidelines for the future. The effectiveness of pool tournaments as a means of building association membership was discussed, the consensus being that a recent

tournament held in Portland provided many plus advantages. Prospects of another tournament are to be explored by the board of directors.

Don Anderson of the A&A Amusement Company, Portland, was elected president of the Oregon association at the two-day convention. He succeeds Whitey Schroth, Vend Music Company, Hermiston, Ore. Elected vice president was Bob Fallow, La Grande Amusement Company, La Grande, and tapped for the job of secretary-treasurer was Lee Applegate, Lee Amusement Company, St. Helens.

New executive board members are past president Schroth; Roy Claypool, Linn County Amusement Company, Albany; Jim Lavia, Crater Amusement Company, Medford; Red Boyer, Rogue Amusement Company, Grants Pass; John Kelley, Kelley Amusement Company, Milton-Freewater; and Asa Goddard, Deschutes Music Company, Bend.

Attending the convention were two national board members: Nels Cheney, Sunset Automatic Music Company, Coos Bay, who served as convention chairman for the Bowman's Resort session this year; and Harold Heyer of Northwest Sales, Seattle.

Executive Turntable

Patrick Bilotta, son of veteran upstate New York operator Jim Bilotta, is president of a new Wurlitzer distributorship in Newark, N.Y., Bilotta Music Dist. Corp., which will serve operators in the Syracuse and Buffalo area.



BILOTTA



MOORE

William Moore, Jr., who served as vice president of the Continental Bank in Philadelphia for many years, has joined the executive staff of the Banner Specialty Company in Philadelphia it was announced by president Albert M. Rodstein. Moore, who was active in supplying financial accommodations to people in the coin machine industry in this area, will serve as financial executive. Banner, with offices and showrooms both in Philadelphia and in Pittsburgh, was established in 1917 and distributes the Rowe-AMI line of vending and music machines in addition to other major lines in the coin machine field.

International News Reports

A 'Lavish' Launch for Atlantic Under Kinney—Plan U.K. Banner

LONDON—Plans for a lavish launch of the Atlantic label in the U.K., allied to a European promotion, were disclosed at the Kinney national sales meeting last week. From March, Atlantic will become part of the Kinney "family" in the U.K. and the completion of the company's label strength in Britain will be celebrated with suitable drumbeating which will resound throughout the Continent where special promotion campaigns are also being devised, based on activities being planned for this country.

With point-of-sale aids, salesmen competitions, extensive advertising,

plus cinema commercials and an airplay campaign on Radio Luxembourg, it is estimated by Kinney that the total costs of putting together the "New Age Of Atlantic" exercise will be in the region of \$38,000, including contributions from European companies.

Promotion, featuring a symbolic hot-rod drag racing car in the printed material, will be spearheaded by the release of two \$2.39 sampler albums. The first, entitled

"The New Age of Atlantic" will feature material by Buffalo Springfield, Dr. John, Delaney and Bonnie and the J. Geils Band, plus unissued tracks by Yes and Led Zeppelin. The second sampler "It All Started Here", is a soul-blues album showcasing such artists as Aretha Franklin, Roberta Flack, Donny Hathaway and Clarence Carter.

Available free will be a colourful dispenser holding 25 samplers, (Continued on page 38)



AT A RECEPTION to mark the third year of the Association Syndicale des Editeurs de Publications Musicales held at the Majestic in Cannes during Midem week, ASDEP president Philippe Boutet, extreme right, welcomed several new members including, right to left, Philippe Thomas of Editions Fantasia, Francis O'Neill of Editions EPOC and Jean-Pierre Rawson of Editions Tub. On extreme left is Patrick Villaret of Editions Barclay and next to him Francis Dreyfus, vice president of ASDEP and director of Editions Labrador.

Supraphon In Exchange Disk Deal With Kinney

PRAGUE—Supraphon has concluded a deal with Kinney Records which gives the Czech company access to all Kinney product on an exchange basis.

Kinney is apparently most interested in Supraphon's classical product and specialty albums and plans to release them through Elektra and Nonesuch. First releases are likely to be of Sousa's Marches, Janacek's Male Choruses and the Easter Symphony by Czech composer J.B. Foerster.

The deal was discussed and completed at MIDEM where, according to Supraphon director Dr. Pavel Smola, results for his company were "fairly satisfactory."

Other agreements reached at the Cannes event were the extension of the contract whereby Tamla Motown is released through Supraphon in Czechoslovakia and an outlet for Supraphon in Brazil where the label will make its debut through Fermata Records.

A misunderstanding between Leeds Music and Supraphon was cleared up and the Leeds' copyright will now appear, where relevant, on Supraphon recordings. Talks were also held about a new contract with Polydor for release in other territories of top Czech singer Karel Gott.

A second Czech record company at MIDEM was Panton which made deals for release of its classical catalog in France through Vogue and in Mexico through Gamma.

Neighborhood, U.K. Dart Deal

CANNES—Dart, the independent British label headed by Clive Stanhope and Tim Satchell, negotiated a three-year first-option exchange deal with the U.S. production company, Peter Schekeryk Enterprises.

First product from the deal will be a single from the American company, "Let's Make Love in the Afternoon," to be released by Dart in March. The first Dart production in the U.S. will be "Maria Isabella" by Tony Tando, to be released shortly on Schekeryk's newly-formed Neighborhood label.

Canada Country Label Formed

EDMONTON—Damon Productions have formed a new label, North Country Records. Wallis Petruk, secretary-treasurer of Damon, says the label will release several country artists, including Don Smith, Maxine Suter, Don Sneed Jr., Donna Adams, Dallas, Charly's Horse and Wayne Vold.

Petruk has also announced the signing of a sub-publishing agreement with Ron Tudor's July Music. Damon's Pet-Mac Music (BMI) has also entered into sub-publishing deals with The Richmond Organization in New York for Bob Ruzick's catalog.

Also, interest was shown by publishers from several countries in acquiring rights to Panton singer Zdena Lorencova's songs. Among those who showed interest were representatives from Scandinavia and Canada.

MAM-U.K. to Jukebox Firm

LONDON—Management Agency and Music, the rapidly diversifying firm in which Tom Jones and Engelbert Humperdinck together have a 25 percent stake, is to spread its interests still further with the acquisition of the Gainsmead Group, a privately-owned company which leases jukeboxes and fruit machines.

An initial sum of \$3.8 million—\$2 million in cash and the remainder in shares—will be paid immediately for Gainsmead while a further cash sum based on a three-year average of the company's profits will be paid on Nov. 1, 1973. Last year, Gainsmead made \$1 million and the directors forecast a final profit of more than \$1.2 million for the present period.

MAM has put an overall ceiling of \$6 million on the deal, which could make Gaines Cooper, 34, who founded Gainsmead in 1958 and who now owns just over half the equity, a millionaire.

Announcing the deal—further evidence of MAM's desire to continue diversifying to maintain the confidence of the stock market—the firm's chairman Gordon Mills looked forward to another successful year's trading. The company was making considerable progress with the script for Tom Jones' first film and the film debut of Engelbert Humperdinck was also being considered.

Criterion France Enlarges Office

PARIS—Thanks partly to an "extremely satisfactory" MIDEM Criterion is enlarging its present offices and hiring new professional personnel, general manager Jack Robinson reported on returning from Cannes.

Criterion is also installing a demo recording studio at its Boulevard des Italiens headquarters. MIDEM resulted in the "doubling of our foreign catalogs," Robinson said.

There were 18 representatives from Criterion worldwide in Cannes last month "and we intend to take a bigger stand next year," he added.

One of the company's composers, Martine Habib, who recorded a demo album of 12 titles at MIDEM, has subsequently placed some of the songs in Britain, Holland, Italy, Germany and Spain. Criterion is also currently negotiating the Denver-Paxton Cherry Lane Music catalog for France.

From The Music Capitals of the World

TOKYO

Country Gentlemen arrived in Japan on Jan. 17 for four concerts.

... Kiyoshi Maekawa, lead singer with Hiroshi Uchiyamada and the Cool Five, is now out of hospital.

... Carmen Cavallero started his eighth Japanese tour with a concert at Hibiya Public Hall. Cavallero is the first artist booked by the Kyodo Tokyo agency this year under their "Love Sound" promotion. Cavallero will give 33 concerts throughout Japan. ... European singer Udo Jurgens visited Japan for a promotion tour, doing several TV appearances. Polydor is releasing "World of Udo Jurgens." ... King Records is releasing "London Brass Ensemble Series" a set of five albums. First release is set for February and the final one for May.

Teichiku Records is rereleasing by the New York Contemporary Five, a two-album set. The previous release was unsuccessful but there is now renewed interest in avant jazz in Japan. ... As part of the promotion for the Osmond Brothers single, "Yo Yo" Denon Records held a Yo Yo Festival at Tokyo's Yamaha Hall. The Osmonds are due in Japan in May. ... RCA has released a tape, "Henry Mancini Live," recorded at Kosei Nenkin Hall last September. ... To celebrate Toru Funamura's 25th anniversary as an exclusive composer with Nippon Columbia, the company has released a two-album, 24-song set. ... Polydor has released "Charley Ishiguro and Tokyo Panchos at Akasaka." The band has been with the company for 15 years. ... Nippon Victor is releasing a live album of Koji Tsuruta, recorded last November. ... Folk singer Kenji Endo has his debut single, "Curry and Rice" released by Polydor. ... Pinkie, formerly lead singer with Pinkie and the Killers, makes a solo debut with "Sayonara No Asa" on King Records. ... Katia Ebstein gave concerts in Tokyo, Kyoto and Osaka on her arrival from Munich. ... Creedence Clearwater Revival, distributed by Toshiba, arrive for concerts Feb. 23.

The Drifters opened their Japanese tour at Nichigeki. ... Fuji TV has established a talent production company, Japan Theater Eight, made up of artists recently resigned from Shinkokugeki. ... Two rock and jazz festivals were held, Jan. 15-16, featuring the Mops, Hiroshi Kamayatsu, Nobuo Hara, Sharps and Flats and Sadao Watanabe. ... U.S. pianist Steven Bishop gave four concerts, three in Tokyo and one in Osaka. He arrived Jan. 13. ... CBS/Sony

will release 10 sets featuring the Philadelphia Orchestra, March 1 and plan a similar release on March 1. ... Nippon Crown will release 20 singles as part of their "Love Series," a collection of film theme music. Ten were released Feb. 10 and the rest will be released Feb. 25.

Takao Hirata and the Sellstars (Tokuma Onko) gave a concert Jan. 17 to celebrate the success of their hit, "Akuma Ga Nikui." ... Yoshiaki Ueda formed a new group, Zoo, which made its debut Jan. 15 at Western Carnival. Ueda was formerly with the Wild Ones. ... CBS/Sony have released six Bob Dylan albums. ... First Daybreak Records product will be released by Polydor, March 1. ... Akira Fuse (King Records) appeared at Nichigeki for one week, beginning Feb. 1. ... Warner Bros./Pioneer will release the 25th anniversary tribute, double album, devoted to Ray Charles, on Feb. 25. The tracks are taken from both Atlantic Records and ABC Records.

ALEX ABRAMOFF

MEXICO CITY

RCA has released the first album by singer-composer Juan Gabriel, who has a No. 1 single, "No Tengo Dinero" (I Have No Money). ... Nightclub La Fuente has closed—it opened 10 years ago. ... Expecting a baby, Lupita D'Alessio is giving up singing. ... Singer Carlos Blanco, who was featured in the Japan Song Festival, has left Peerless Records. ... Mexican composer Armando Manzanero said that he will retire from composing to concentrate on a&r work. He composed "It's Impossible." ... Almost 50 hours a week on radio in Mexico City are currently devoted to the Doors, with the Beatles and Creedence Clearwater Revival following with 40 to 30 hours weekly.

ENRIQUE ORTIZ

MOSCOW

Cuban guitarist Carlos Molina is on extended tour of Russia. ... This has been a major season for concerts featuring pop groups and artists: Dolphin Yugoslav group featuring singer Boyan Kodric on their current extended concert tour; Bukaniry rock group are Gosconcert's current attraction from Czechoslovakia. "On the Wave of Polish Song" gala show and Helen group, featuring pop singer Paulos Rantis are imports from Poland. ... "Melodias de la Mar Cariba" is an Ecuadorian company featuring Marcela Troch and the Mini

(Continued on page 37)

QUALITY TO HANDLE POPPY

TORONTO—Quality Records has signed a Canadian distribution deal with Poppy Industries involving Doc Watson, Don Randi and Dick Gregory. Gregory will be appearing in Halifax (18) and Toronto (30).

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From The Music Capitals of the World

• Continued from page 36

Naranjo Brothers in a program of Latin American music. . . . Yugoslav singer **Georgi Maranovitch** and his **Blue Ensemble** group completed their sell-out four-week tour in Russia.

Eva Pilarova, Czechoslovak singer has begun her current tour. . . . Organist **Karl-Rainer Boehm** was in Minsk, Lvov and Odessa while the Brahms Quartet (East Germany) made concert appearances in Tallin and Leningrad. . . . Cuban singer **Lurdes Jill** has completed her two-month stay in Russia. . . . Estonian singer/film star **Bruno Oja** was in Prague. He was featured in several TV-specials and cut four singles for Suprahone. . . . Polish operetta artists **Barbara Barswa** and **Janusz Zelobowski** gave concerts in the Caucasian spas.

Melodiya's recent classical releases include an album of selections from Georgian composer Paliashvili's operas, a stereo album, featuring Bolshoi theater's baritone **Alexander Vedernikov** in a Sviridov program, another Bolshoi's vocalist **Alexander Ognitsev** released a stereo album—collection of Russian folk songs and romances. . . . among Melodiya's current jazz releases is a monaural album of a Georgian pianist **Vagiff Mustafa-Zade**.

Kuibyshev chemical company in Kazan began producing lavsan tape (lavsan is a trade mark of Soviet manufactured synthetic fibres), in 150-, 375-, 500-meter open reels. . . . Lielstrupe, one of the ancient Latvian castles was converted into modern concert hall for public concerts and recording sessions. An organ was installed there and public performances have already taken place.

VADIN YURCHENKOV

JOHANNESBURG

Gordon Collins, managing director of EMI (SA), recently returned from a three-week business trip to the U.S., has successfully negotiated a deal with **Ron Harris**, pop repertoire coordination EMI (England), whereby EMI (SA) will release all artists under **Sonny Burke's** newly formed Daybreak label. Collins expects an early launching of the new label. Initial Daybreak products to be marketed here will include albums by **Count Basie**, **Frank Sinatra Jr.** and **Larry Groce** and the **Surfers**. Cassette and 8-track tape configurations are included as part of the launching catalog. . . . Local singer-writer **Emil Dean Zoghby**, who is now living and working in London, paid a visit to South Africa. During his stay he wrote, arranged and produced three sides for local band the **Strangers**. For these titles **Zoghby** came to an arrangement with **Clive Calder Productions**. The subpublishing rights for South Africa are held by Musicpiece Publishers. . . . From Jan. 1 Tru-tone took over the handling of the Bell label from Teal.

"Cry to Me" by local group the **Staccatos** has sold in excess of 100,000 copies and is heading for a fourth gold disk award. . . . British group the **New Seekers**, booked to tour the Republic in June, received gold disk award for chart-topping single "Never Ending Song of Love."

The **Peter Vee** single "Can We Get to That" is to be released in the U.S. by Capitol Records. The single has also been released in Australia and England. The B side is a number "Let's Kick Up Pebbles on the Beach," Vee's current South African single, and was written by Vee and **Clive Calder**. . . . U.S. singer **Karen Kay** is appearing in cabaret at the Strijdom Tower Restaurant. British group **The Sweet** have been awarded two South African gold disks for "Funny Funny" and "Co Co." A plaque

commemorating the achievement was awarded to the group by **Ken Glancy**, managing director of RCA (Britain) on behalf of Teal Records in South Africa.

RCA artist **Barbara Ray**, of Johannesburg, has received a gold disk award for her single "Silver Threads and Golden Needles." The number was produced by **Jody Wayne**, a local singer and songwriter.

Middle of the Road, due to tour here in May, have received two S.A. gold disks for the numbers "Tweedle - Dee, Tweedle - Dum"—it was the record of the year on L.M. Radio—and "Solely Soley" the group's current chart-topper. . . . **Matt Mann**, managing director of RPM Records, **Audrey Friend Smith**, the head of Laetric, the subsidiary publishing company of Teal and **Robin Taylor**, general manager of Music for Leisure and manager of the eight-track tape division, attended MIDEM. **Chase**, the U.S. jazz-rock group, completed a successful three-week concert tour of the Republic. . . . Teal held two successful record promotions recently. The first, "Superstars of the '70," comprised the promotion of 12 artists on 18 different albums through in-store promotion, radio time and press advertising. The promotion was to launch contemporary American sounds in the form of artists such as **James Taylor**, **Joni Mitchell**, **Neil Young** and **Gordon Lightfoot**.

Teal's second promotion was "The Golden Hour," with 10 different albums of artists such as **The Kinks**, **Donovan**, **Sounds Orchestral**, **Max Bygraves** and **Lonne Donegan**. . . . British singer **Faith Brown** is at the President Hotel after a stint in Durban.

PETER FELDMAN

SAN JUAN

Liza Minnelli (A&M) appeared at El Tropicoro Room of El San Juan Hotel. . . . **Lana Cantrell** (RCA & Metromedia) performed at San Jeronimo Hotel. Next attraction at this spot will be **John Davidson** (CBS). . . . At local Latin clubs: **Carmen Delia Dipini** (Seeco) at Hipocampo. . . . **Johnny Olivo** (Inca) at Great End Nightclub. . . . **Nini Caffaro** singer from Dominican Republic (Velvet) at the Hipocampo. . . . **Chivirico Davila** (Fania) at Los Violines.

Veteran singer **Ruth Fernandez** who started recording for RCA Victor about 30 years ago and later for several other labels, opens her daily TV show of chatter and guest artists over Channel 11. It will be a noon time program five times a week called "Almorzando con Ruth" (Luncheon with Ruth). **Alfred D. Herger**, radio personality (WUNO) will precede Ruth's segment with a teen program "Por El Libro" (By the Book).

Mexican singer **Marco Antonio Muniz** (RCA) one of the top record sellers in Puerto Rico will give three concerts of Latin American music in Madison Square Garden on Feb. 18-20. RCA Records and Peer International Publishing will be co-sponsors of these concerts. Muniz will feature tunes of Puerto Rican composers: **Rafael Hernandez**, **Pedro Flores** and **Silvia Rexach** of whose numbers he has recorded complete albums for RCA. . . . **Raul Julia**, actor-singer from Puerto Rico has received good notices for his acting in the Broadway musical "Two Gentlemen of Verona." The cast album of the show is by ABC Records. Julia is well known as a singer having performed in tourist hotels and leading San Juan nightclubs.

ANTONIO CONTRERAS

TORONTO

Daffodil Records has obtained the Canadian, Australian and German rights to the debut solo album (Continued on page 38)

Canada Executive Turntable

Tom Burney named general manager for Capitol Records (Canada) Ltd.'s chain of retail record stores known as Sherman Music Centres. Burney joined Capitol in May, 1970, after several management positions with various Canadian record companies. He was assistant national sales manager for the rack division, then appointed special projects manager prior to his new position.

Gordon Morrison has been appointed Ontario promotion manager for the newly formed UA Records, Ltd. Morrison has been Quebec promotion manager for MCA Records for the past 18 months.

UA (Canada) Formed, Distributors Announced

By RITCHIE YORKE

TORONTO — U.A. Records Limited (Canada) this week became the fourth independent international company to be formed by United Artists Records.

Stan Kulin, formerly RCA's general manager of marketing and distribution, has been appointed managing director, with Allan Matthews named director of promotion. Matthews was national promotion director at MCA, UA's previous distributor in Canada.

Capitol has been announced as the Ontario/Quebec distributor of all Liberty/UA product, with other distributors as follows: Waldale Limited (the Maritimes), Thomas Rathwell Limited (Manitoba and Saskatchewan), Acklands Limited (Alberta) and Johnston Appliances (British Columbia).

Kulin has not yet made any a&r appointments.

The new company is located

at 6 Lansing Square, Willowdale 425, Ont.

Representatives of U.A. Records, Limited held a meeting with their new distributors in Ontario and Quebec, Capitol Records (Canada) Ltd., this week.

Purpose of the meeting was to familiarize Capitol sales and promotion staff with the U.A. catalog and to outline future plans.

Product by Don McLean, Bobby Goldsboro, the Nitty Gritty Dirt Band, Ike and Tina Turner, Ferrante and Teicher, Shirley Bassey, War, Canned Heat and the Ventures was covered in a 2½ hour audio-visual presentation.

A series of similar meetings have been scheduled for February with Kulin and national promotion director Allan Matthews visiting distributors across the country.



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corso Europa, 5/7
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cable: sugarmusic
telex: 35063

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bruxelles - galeries
du centre - bloc 3
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BRASILE
editora sugarmusic
do brasil - rio de janeiro - rua visconde do rio branco 53
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jungfrugatan, 18
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SPAGNA
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diputacion 337
☎ 225-6197

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milano, li 7th January, 1972

vs. rif.
ns. rif.
si prega di citare nelle risposte i nostri riferimenti

To: ALL SUGARMUSIC AFFILIATES
ALL PEOPLE CONCERNED

Re: CANZONISSIMA '71
ITALIAN TOP TV SONGS AWARD

Final results of the popular poll officially communicated by Italian TV:

Song	Artist	Notes
VIA DEL CONSERVATORIO	Massimo Ranieri	906.846
LA COSA PIU' BELLA	Claudio Villa	647.881
CHITARRA SUONA PIU' PIANO	Nicola di Bari	600.415
CITTA' VERDE	Orietta Berti	569.533
CORAGGIO E PAURA	Iva Zanicchi	433.520
CIAO VITA MIA	Mino Reitano	389.695
SONO UNA DONNA, NON SONO UNA SANTA	Rosanna Fratello	318.944
IL TEMPO DI IMPAZZIRE	Ornella Vanoni	202.895

Watch out for our three songs:

VIA DEL CONSERVATORIO
LA COSA PIU' BELLA
SONO UNA DONNA, NON SONO UNA SANTA

which as you can see had an incredible percentage of preferences, for sure top scores!

Kindest regards.

Sincerely yours,
SUGARMUSIC Edizioni Musicali S.r.l.

From The Music Capitals of the World

• Continued from page 37

by veteran New York writer-producer-arranger **Robert John Gallo**. The LP, "Painted Poetry," will be released Feb. 28, with a single to follow soon after. The deal was set up between Daffodil's **Frank Davies** and **Lou Lofredo**. Gallo is producing **Ben E. King**, the **Vibrations**, the **Chiffons** and **Bo Diddley**. . . . Quality Records has a distribution deal with Family Productions Inc., with the first two albums by **Kyle** and **Billy Joel**. . . . GRT hosted a "beer bash" for **Everyday People**.

Pye Records brought **Pagliari** to Europe for press conferences and television appearances to coincide with the release of his "Lovin' You Ain't Easy" single. . . . London has a new Canadian country hit with **Russ Gurr's** "You Don't Have to Go to Switzerland." . . . Capitol's **Bloodrock** into Ottawa Feb. 2 and Montreal, 3. . . . Ocean drawing crowds in engagement at the Savarin Tavern. The group's new single is "One More Chance."

CKWS Kingston, under music director **Greg Stewart**, has instituted a new 20/20 format comprising the 20 best selling singles and albums in the city. . . . Windsor FM station, CJOM, is introducing a community theatre series with a concert performance featuring **Brownsville Station** and **Joe (21)** station manager **Mike Linder** explained the series as "continuing entertainment of a multi-media

Musidisc Europe To Handle Chess

PARIS — Philippe Thomas, whose Musidisc Europe firm has exclusive rights here to the U.S. Fantasy label, has also signed up Marvin Schlachter's Chess Records for French distribution. The three-year deal covers the Chess, Cadet and Checker labels, formerly represented in France by Eddy Barclay's affiliate Compagnie Europeenne de Disque (CED).

Musidisc, one of France's leading budget classical organisations, took over the independent Festival firm in late 1970 also represents the American Audio Fidelity, Galaxy and Kent labels.

Over 30 Countries In Bulgarian Fest

SOFIA—More than 30 countries are expected to be represented at the 8th Golden Orpheus Song Festival to be held in Slunchev Bryag, Bulgaria, June 3-7.

nature"—part of the profits from the performance will be donated to the Windsor Young Artists Group for the purchase of a printing press on which to publish the works of local writers and poets. . . . Capitol has released its second special radio station sampler of Canadian music to tie in with the introduction of Phase 2 of the Canadian content regulations. The LP features cuts by **Pepper Tree**, **Edward Bear**, **Fergus**, **Sounds of the North**, **Pierre LaLonde**, **Anne Murray** and others. **Roly Legault** designed a special gold package for the album.

Ampex has signed a new Canadian singer-writer, **Gene Williams**, and has just released a single, "Baby Come and Get Me." . . . RCA readying several new Canadian talent projects. National promotion manager, **Ed Preston**, was in New York last week.

RITCHIE YORKE

Villar Strong Showing In Manila Awards

MANILA—The Philippine Record Dealers Association presented awards to foreign and local artists of top selling records of 1971 at the Plaza in Makati, a satellite town of the city.

The Villar enterprise (Mareco, Filipinas and Villar Records) harvested seven of the 10 awards of which three were for foreign artists.

The categories and respective awardees were: Local—Male singer—**Victor Wood (Vicar)**—English; female singer—**Nora Aunor (Alpha)**—English; male singer—**Fred Panopio (Dyna)**—vernacular; female singer—**Sylvia la Torre (Villar)**—vernacular; vocal group—**Mabuhay Singers (Villar)**—vernacular; instrumentalist—**Relly Coloma (Villar)**; producer—**Manuel P. Villar**.

Foreign — male singer — **Elvis Presley (RCA)**; female singer—**Dionne Warwick (Scepter)**; vocal group—**Ray Conniff (CBS)**.

The award project was the first for PREDA, organized only a year ago.

The association is composed of 57 dealers based in the Greater Manila area. The officers are **Feliciano S. Reyes**, president and board chairman; **Mauro S. Sabarillo**, vice president; **B. Apalit**, secretary; **Bonifacio M. Ciriaco**, auditor; **Siegfredo R. Contreras**, treasurer; and **Natalie N. Dimaguila**, **Nenita A. Baylon**, **Dr. P. K. Go**, **Silveriano G. Canada** and **Roberto B. Villegas**, board members.

Atlantic Launch Under Kinney

• Continued from page 36

each containing a leaflet giving details of the top 25 Atlantic albums. Leaflets will also be available for counter use.

In addition, there will be a range of display material including poster and window streamers and 1000 outlets will be carrying window displays.

Along with the samplers, there are 17 albums scheduled for March 3 release, including product from **Wilson Pickett**, **Aretha Franklin**,

Isaac Hayes, **Terry Reid**, **Delaney and Bonnie**, **David Crosby** and **Graham Nash**, and **Stephen Stills**.

A 60-second commercial is being screened in cinemas around the country and advertising time has been booked on Radio Luxembourg, all running throughout March.

Kinney's European and U.S. salesmen will start their sell-in this week and the representatives achieving the highest percentage over target on the "New Age" sampler will be in line for either cash prizes or a cruise or safari holiday. A national competition, geared to catalog and new release sales, will offer prizes of travellers cheques of \$360—\$120.

Marketing manager **Phil Carson** reminded the sales force that their initial target of a 300 percent increase on the 1968 turnover had been fulfilled. He reported that

the "Kinney Collection" promotion, with a target of 100,000 albums, had in fact reaped sales of 149,000 copies, while the "Music Bar" promotion had exceeded the 50,000-album target by 28,000 copies. A further effort, following a series of trade dinners, offered dealers in 10 selected towns bulk-buying arrangements rather than a discount scheme and "seriously affected the Christmas sell-in of rival companies."

Details of Atlantic's American activities were discussed by **Jerry Greenberg**, general manager, and product presentations were made by **Mo Ostin**, president of Warner Bros. and **Jac Holzman**, president of Elektra. The meeting introduced by **Ian Ralfini**, managing director of Kinney U.K., was also addressed by **Neshui Ertegun**, chairman of Kinney International and **Phil Rose**, managing director.

Disco Int'l Issues Italian Industry Survey

MILAN—A special 16-page supplement examining the development of the Italian record industry during 1971 has been published by Discografia Internazionale, the Italian music trade paper and sister journal of Billboard. In addition to being distributed to the magazine's regular subscribers, the four-color supplement was also marked to around 29,000 Italian families.

As the introduction to the special points out, although 1971 did not see any spectacular expansion of the Italian record industry, it was a useful period of research and several interesting new consumer trends emerged throughout the year.

Titled "Music For Three Generations," the supplement is divided into seven sections, the first and biggest concentrating on rock music which last year confirmed itself as being the most popular type of repertoire for Italian LP buyers.

Other sections deal with the development of the folk market, classical music and classical singles, jazz, which is still a highly specialist market in Italy, pop music, the singles market, which notes there were less foreign hits in 1971 than in previous years, and Neapolitan Songs.

Japan 'Chanson' Singer Honored

TOKYO—Yoshiko Ishii, president of Ishii Music Promotions, was awarded the Officer of Arts and Letters Order by the French Ambassador to Japan for her services, over the years, to promoting French chanson in Japan.

Mrs. Ishii is a chanson singer and has organized several chanson festivals and contests. The award was made by the French Cultural ministry.

ACTION Records

NATIONAL BREAKOUTS

SINGLES

TALKING LOUD AND SAYING NOTHING . . . James Brown, Polydor 14109 (Dyanotone/Belinda, BMI)
NO ONE TO DEPEND ON . . . Santana, Columbia 4-4552 (Petra, BMI)

ALBUMS

PAUL SIMON . . . Columbia KC 30750
DAVID CASSIDY . . . Cherish, Bell 6070
VARIOUS ARTISTS . . . Jamming With Edward, Rolling Stone COC 39100

REGIONAL BREAKOUTS

SINGLES

There are no regional breakouts this week.

ALBUMS

MYLON . . . Columbia C 31085 (MEMPHIS/NASHVILLE)

Bubbling Under The HOT 100

101. IT'S ALL UP TO YOU . . . Dells, Cadet 5689 (Chess/Janus)
102. BOUND . . . Ponderosa Twins & One, Horoscope 102 (All Platinum)
103. IT'S GONNA TAKE A MIRACLE . . . Laura Nyro, Columbia 4-45537
104. TOGETHER AGAIN . . . Bobby Sherman, Metromedia 240
105. DO WHAT YOU SET OUT TO DO . . . Bobby Bland, Duke 472
106. COTTON JENNY . . . Anne Murray, Capitol 3260
107. 20th CENTURY MAN . . . Kinks, RCA 74-0620
108. ONE WAY SUNDAY . . . Mark-Almond, Blue Thumb 206
109. (Love Me) LOVE THE LIFE I LEAD . . . Fantastics, Bell 45,157
110. YOUR LOVE . . . Persians, Capitol 3230
111. HIS SONG SHALL BE SUNG . . . Lou Rawls, MGM 14349
112. WAKING UP ALONE . . . Paul Williams, A&M 1325
113. CITY OF NEW ORLEANS . . . Steve Goodman, Buddah 270
114. WHEN YOU GET RIGHT DOWN TO IT . . . Barry Mann, New Design 1005 (CBS)
115. I LOVE YOU—STOP . . . Stairsteps, Buddah 277
116. YOU & ME TOGETHER FOREVER . . . Freddie North, Mankind 12009 (Nashboro)
117. BRANDY . . . Scott English, Janus 171
118. THAT'S ALL RIGHT . . . Alzo, Ampex 11052
119. DAY I FOUND MYSELF . . . Honey Cone, Hot Wax 7113 (Buddah)

Bubbling Under The TOP LPs

201. MAC DAVIS . . . I Believe In Music, Columbia C 30926
202. LAWRENCE WELK . . . Go Away Little Girl, Ranwood 8091
203. FREDDIE NORTH . . . Friend, Mankind 204 (Nashboro)
204. CAROL BURNETT . . . If I Could Write A Song, Columbia C 31048
205. POTLIQUOR . . . Levee Blues, Janus ILS 3033
206. Z.Z. HILL . . . Brand New, Mankind 201 (Nashboro)
207. DANNY DAVIS & THE NASHVILLE BRASS . . . Turns To Gold, RCA LSP 4627
208. PAUL ANKA . . . Buddah BDS 5093
209. DAVID BOWIE . . . Hunky Dory, RCA LSP 4623
210. CAPTAIN BEEFHEART . . . Spotlight Kid, Reprise MS 2050
211. MICHAEL NEESMITH & THE SECOND NATIONAL BAND . . . Tantamount to Treason, Vol. 1, RCA LSP 4563
212. JOHN PRINE . . . Atlantic SD 8296
213. BARRY MANN . . . Lay It All Out, New Design ZZ 30876

FEBRUARY 12, 1972, BILLBOARD

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MEMBERS OF THE ASSOCIATION OF PROFESSIONAL RECORDING STUDIOS

The Billboard Group Offers the Least Expensive Air Fares to Acapulco...



(Well, Almost)

But we do have some economical air fare plans that will get this year's **IMIC-4** conferees to Acapulco from almost anywhere in the world.

The first plan is the *Group Inclusive Tour (GIT)*. And, it breaks down to some very nice round (trip) figures:

From	Group Inclusive Tour (GIT)
BOSTON	230.00
LOS ANGELES	163.00
CHICAGO	181.00
DETROIT	188.00
NEW YORK	210.00
TORONTO	185.00
MONTREAL	207.00

We've also devised two plans for travelers to Acapulco from London:

1. Round trip air fare from London to Acapulco including seven nights at the Acapulco Princess Hotel (breakfast and dinner)...\$747.00.
2. Round trip air fare from London to Acapulco to Los Angeles and New York including seven nights at the Acapulco Princess Hotel (breakfast and dinner), three nights in Los Angeles and four nights in New York...\$880.00.

There is also an economical plan for **IMIC-4** registrants leaving from Tokyo.

Like we said, The Billboard Group offers the least expensive air fares to Acapulco.

Contact IMIC-4, 9th floor, 300 Madison Ave., New York, N.Y. 10007.

The Record Salesman who never went to lunch.

We have here a salesman you can put on a counter, takes care of business all by itself, doesn't go to lunch, and pays you a tidy little commission every time it makes a sale.

Naturally, we are talking about Rolling Stone, the magazine that entertains, educates, and influences record buyers in each and every issue. Rolling Stone, the magazine that carries the advertising of all the major record companies, just waiting to be browsed through in your store.

Every two weeks, Rolling Stone features six solid pages reviewing the latest album releases; a dozen or more stories and interviews with musicians of all kinds, shapes and forms; not to mention major news-breaking artists' interviews and in depth reports like the Groupies or Altamont; or Bob Dylan, Jerry Garcia, and John Lennon. To name a few recent ones.

Next issue, Rolling Stone begins the two-part publication

of one of the most important and popular book length features ever run, "Bob Dylan, An Intimate Biography," by Anthony Scaduto.

·And while you're at lunch here's how we're taking care of business in February: two major saturation FM campaigns in 26 markets the week of February 14 and the week of February 28, telling people about the Dylan issues and to get Rolling Stone in their local record departments; Get Rolling Stone in their local record departments.

·Poster size quality prints of the Milton Glaser and Robert Grossman covers of the Dylan issues; window cards that come in every shipment; and racks and display cartons to let the people know you got it.

But before going to lunch, contact your Columbia Records salesman, Rolling Stone.

As we said, we're never out to lunch.



ROLLING STONE

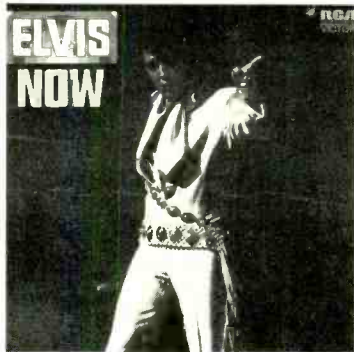
Billboard Album Reviews

FEBRUARY 12, 1972



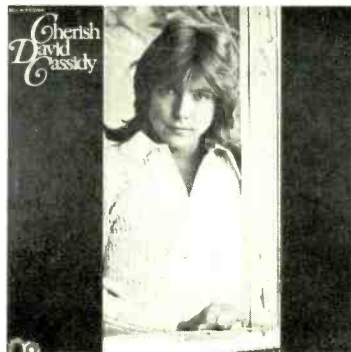
POP
PAUL SIMON—
Columbia KC 30750

In his first solo album Paul Simon superbly combines the sound of the Simon and Garfunkel team with arrangements going from the Jamaican style "Mother and Child Reunion" to the quiet protest "Armistice Day." An assortment of sidemen play and sing along helping make this a marvelous entry.



POP
ELVIS PRESLEY—
Elvis Now.
RCA LSP 4671

Presley is very much "now" with this strong new package that spotlights his current hit single, "Until It's Time For You to Go." Along with the hit, he turns in heavy performances of "Early Mornin' Rain," "Put Your Hand in the Hand," "Help Me Make It Through the Night," and the flip of the current single, "We Can Make the Morning." Will prove a big chart item.



POP
DAVID CASSIDY—
Cherish.
Bell 6070

This first solo LP by David Cassidy is a beautiful one spotlighting his fine voice and great talent. Wes Farrell produced, Mike Melvoin and Mr. Farrell both arranged and their finished product is a showcase for the great style of David Cassidy. "Where Is The Morning," "Blind Hope," and "Ricky's Tune" (penned by Mr. Cassidy) are highlights. He offers a fantastic reading on "I Am a Clown." Also included, the title tune and his current single "Could It Be Forever."



POP
MICHAEL JACKSON—
Got To Be There.
Motown M 747L

You can't keep a good man down—even if he is only 12 years old. Just as expected, after the success of the solo single "Got To Be There," Michael Jackson, lead of the Jackson 5, makes a go with an album and wow! will it go. Standout cuts include "In Our Small Way," "Wings of My Love" and Withers' "Ain't No Sunshine." A blockbuster.



POP
AL GREEN—
Let's Stay Together.
Hi SHL 32070

Right on the heels of his million selling single "Let's Stay Together" comes the album by the same title, full of so many fine songs. This package undoubtedly will follow the golden path. There are sparkling self-penned things like "So You're Leaving" and "La La For You" plus the Gibb brothers' "How Can You Mend a Broken Heart." A true winner.



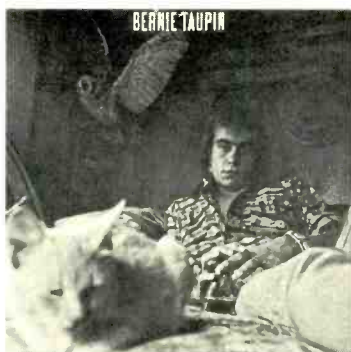
POP
KEITH EMERSON WITH
THE NICE—
Mercury SRM 2 6500

Keith Emerson, organist extraordinaire, has proved that he deserves all of the superlatives that have been heaped upon him. The Nice was the group he managed to dominate pre-ELP and this two LP set is a compilation of the Nice's best material. Of note are Lee Jackson's blistering vocals and Brian Davison's persuasive drumwork. The album's coupe de grace is the inclusion of their definitive version of Leonard Bernstein's "America." A collector's must!



POP
PETER YARROW—
Peter.
Warner Bros. BS 2599

The last of the popular trio to go solo, Yarrow offers a joyful, positive contemporary musical statement that radiates his individuality and ability to entertain with quiet, lyrical technique. Outstanding cuts include "River Of Jordan," "Don't Take Away My Freedom," "Mary Beth," "Wings of Time," his own variation of the traditional "Beautiful City," and the poignant eulogy, "Good-bye Josh."



POP
BERNIE TAUPIN—
Elektra EKS 75020

The latter half of the songwriting team of Elton John and Bernie Taupin has gathered the very best of his poetry and with the aid of an excellent Gus Dudgeon production, has presented a most compelling album. Background provided by Caleb Quaye, Shawn Phillips and Davey Johnstone properly cradles the material. "Brothers Together" is especially enchanting.



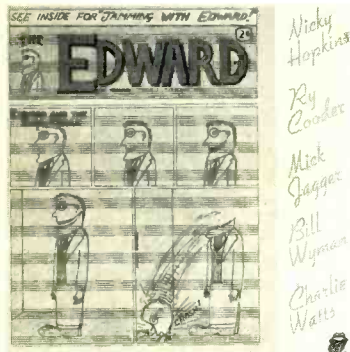
POP
BUCKWHEAT—
Movin' On.
London PS 609

Buckwheat has added a new dimension in the guise of Deboie Campbell, vocalist extraordinaire. Her performance on "The Gunfighter" and their most recent single release, "Movin' On (Part 2)" is electric. The delightful "Crazy Songs and Looney Tunes" nicely rounds out a package destined for a long chart ride.



POP
SANDPIPERS—
A Gift of Song.
A&M SP 4328

Their sound is beautiful and their sense of quality is superb, this of course aided by top production work by Bones Howe and Bob Alcivar. A programmer's delight, this LP includes "Never Can Say Goodbye," "Never My Love" and the title tune. A particularly strong cut is "Leland Loftis." Should make the Sandpipers once again a big chart group.



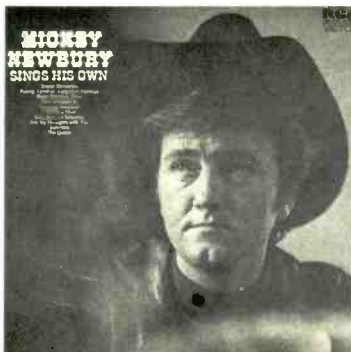
POP
VARIOUS ARTISTS—
Jamming With Edward.
Rolling Stone COC 39100

Nobody seems to be quite sure who Edward is but he certainly travels with some very impressive company notably Mick, Bill, Charlie, Ray Cooder and Nicky Hopkins; they along with the evasive Edward have devised an album that is a rock enthusiast's dream. Recorded in 1969 it is a jam in the truest sense totally unrehearsed and spontaneous; five friends rejoicing in themselves and their music. Nicky Hopkins' unrestricted piano playing is astounding.



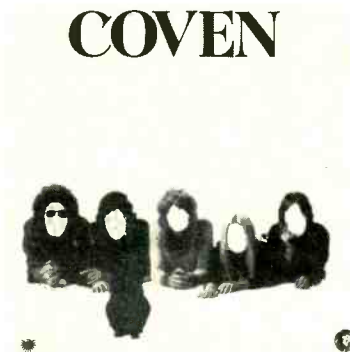
POP
JAKE HOLMES—
How Much Time.
Columbia C 30996

Holmes' LP debut on Columbia is the continuation of the development of a super-sensitive writer/singer whose material is a paradox of unabashedly romantic lyrics and modern, syncopated melody. "Trust Me," his current single, is outstanding, as are "A Pop Tune (It's Love)" and "Silence."



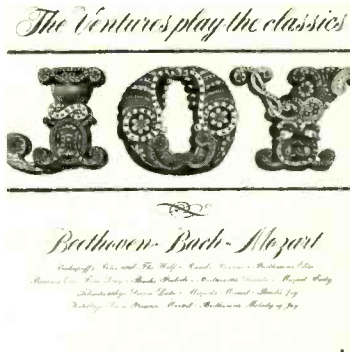
POP
MICKEY NEWBURY—
Sings His Own.
RCA LSP 4675

Not merely a reissue, this LP is more of a genuine service that RCA is providing and it should reap deserving profits for the label and the artist, featuring excellent performances of his own material before his fame spread via his current Elektra LP. Highlights include "Sweet Memories," "Just Dropped In," "Funny, Familiar, Forgotten Feelings," "Got Down On On Saturday," "Are My Thoughts With You," and "The Queen."



POP
COVEN—
MGM SE 4801

Coven, the group who made it so big with their single "One Tin Soldier" has a really good LP here that spotlights additional qualities of their music. "Shooting Star" and "Nobody's Leavin' Here Tonight" are great cuts. Particular attention should be paid to "I Guess It's A Beautiful Day Today." Their hit is included as well as their current single "Nightingale" penned by Jinx Dawson.



POP
VENTURES—
Joy.
United Artists UAS 5575

The Ventures update the classics and the result is a delightful, commercial package that has it to put the group back on the LP chart with sales impact. Included is the current hit, "Joy" an adaptation of Bach, along with pop treatments of such greats as Beethoven's Sonata in C Minor, Ravel's Pavane, and Mozart's Fortieth Symphony. Much programming fare here, MOR and Top 40.



POP
JOHN ROMAN JACKSON—
Oak OR 2001

The likes of Kris Kristofferson and Mickey Newbury can welcome a new writer/singer to their midst; Jackson has a gutsy voice that compliments his country and blues material which is original and, most unusual, consistently high in quality. "Welfare Check," "Run Run," "Rosemary," "Mary's Garden," "Sometimes," "It's Much Too Rainy," and "Old Man Jones" should produce enough interest through airplay to launch a most successful concert and record career.



POP
ARTHUR FIEDLER AND THE
BOSTON POPS—
Play the Music of Paul Simon.
Polydor PD 5018

The Boston Pops, conducted by Arthur Fiedler, made a chart dent with their recent "Superstar" album. This follow up, (with super arrangements by Richard Hayman) of the Paul Simon songbook will garner still more programming, sales and chart action. Among the standouts of the Simon works are "Sound of Silence," "Old Friends," "Cecilia," "Dangling Conversation," and of course, "Bridge Over Troubled Water."



CLASSICAL
CHOPIN'S GREATEST HITS—
Van Cliburn.
RCA LSC 5014

In their long string of RCA's classical greatest hit series, this one featuring Chopin as performed by Van Cliburn will probably prove one of the strongest sellers. As heard earlier in the "Favorite Chopin" LP, the Polonaise in A Flat and the Waltz in C Sharp Minor are heard here in exceptional performances, as well as the popular Fantasie-Improvvisi in C Sharp Minor.



CLASSICAL
BERNSTEIN CONDUCTS
WAGNER—
New York Philharmonic.
Columbia M 31011

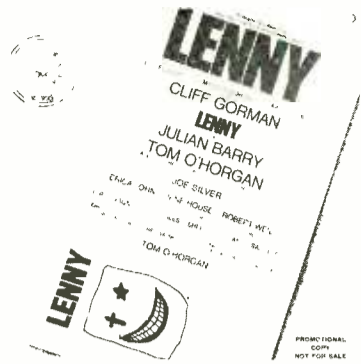
Bernstein leads the New York Philharmonic masterfully through a few of the brilliant works of Wagner. The Prelude to "Tristan and Isolde" and the overture to "The Flying Dutchman" are two of the exceptional performances.



SOUL
BLACK IVORY—
Don't Turn Around.
Today TLP 1005

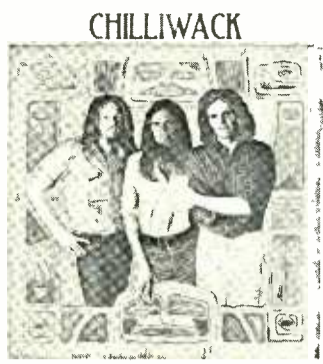
This will be an album to watch carefully because of the blend of soul type music with a softer yet just as impressive pop style. The New York based trio are at their best with their treatment of "Find the One Who Loves You" and "You and I," and of course the singles hit, the title tune.

Album Reviews Continued



ORIGINAL CAST
ORIGINAL CAST—
 Lenny.
 Blue Thumb BTS 9001

The hit Broadway show based on the life and work of Lenny Bruce is transferred onto record with great theatrical flair. Cliff Gorman's dazzling performance is expertly undisciplined and forceful and the play, alternating between biography and actual stand up material succeeds in constantly holding the attention of the listener.



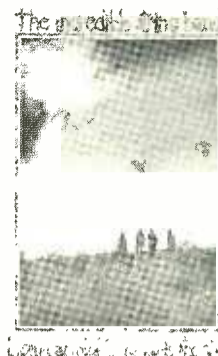
POP
CHILLIWACK—
 A&M
 SP 3509

Currently on the Hot 100 with "Lonesome Mary," the Canadian group demonstrates even more versatility and depth than the potential hit single implies. Improvisation and experimentation are the greater portion of this 2 record set; truly progressive FM examples are "Music For A Quiet Time" and "Night-Morning," both long pieces. More top 40 oriented are the cuts on side 1: "Lonesome Mary," "Rosie," and "Ridin'."



POP
JO JO GUNNE—
 Asylum
 SD 5053

Jo Jo Gunne is a fine new band that is building a comfortable niche for itself in the ever changing rock hierarchy. They play a vibrantly pulsating brand of rock 'n' roll which is highlighted by their buoyant good spirits. Already receiving heavy airplay exposure standout cuts include "Shake That Fat," "I Make Love" and "Run Run Run."



POP
INCREDIBLE STRING BAND—
 Liquid Acrobat As Regards the Air.
 Elektra EKS 741112 (2)

Intricate but simplistic are the tales woven by the Incredible String Band in their most commercial effort since "Hangman's Beautiful Daughter." FM programmers must hear "Darling Belle," "Dear Old Battlefield" and "Evolution Rag." Package, a delight for ISB devotees, should bring the group back to the charts in short order.



POP
LINDISFARNE—
 Fog On the Tyne.
 Elektra EKS 75021

Lindisfarne has meticulously built a reputation for excellence in their native England, but are virtually unknown here in the States: this their second LP may well correct that situation. This is a superbly sensitive production which is highlighted by the delightful use of mandolin in their backings. Lyrically their songs are warmly reassuring, their vocals convincingly natural and enlivening. Pick-up on "Uncle Sam" "Meet Me On the Corner" and "Passing Ghosts."



POP
JAMES LAST—
 Music From Across the Way.
 Polydor PD 5505

In this, his second LP for the label, James Last again shows his beautiful feel for soft and lovely music. Arranged and produced by Mr. Last, this package includes "Dock of the Bay," "Me and You and A Dog Named Boo," "I Am . . . I Said" and "Joy to the World." A standout cut is "Here Comes the Sun." The title tune, currently on the charts, is superb. Will receive mlch programming attention, with success in sales as well.



SOUL
OHIO PLAYERS—
 Pain.
 Westbound WB 2015

With the single "Pain" making noise on both the soul and Hot 100 charts, Westbound Records releases this debut album by the Ohio Players sure to create even more attention. All selections written by the group. Standout cuts include "Singing In the Morning," "The Reds" and the unshortened title track. Good entry.



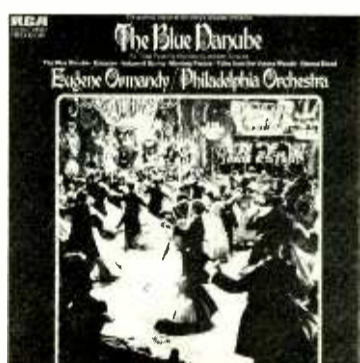
CLASSICAL
MOZART PIANO SONATAS,
VOL. 3—Glenn Gould.
 Columbia M 31073

Third in a series of Mozart Sonatas by pianist Gould, volume 3 features Sonatas No. 8, 10, 12 and 13. Brilliant in technique, Gould adheres to the austerity of the sonatas in a virtually perfect marriage of performance and composition.



CLASSICAL
LEONARD BERNSTEIN CONDUCTS
GREAT MARCHES—
 New York Philharmonic.
 Columbia M 30943

Columbia features the popular artist for February and has released several new albums to go along with his catalog product. This LP of marches is in a lighter vein and has a high entertainment factor. The marches featured are among the most popular and include such Sousa classics as "Washington Post," "Stars and Stripes Forever," "Semper Fidelis," along with such other favorites as "National Emblem," "Battle Hymn of the Republic," and "Anchors Aweigh."



CLASSICAL
BLUE DANUBE—
 Eugene Ormandy with the
 Philadelphia Orch.
 RCA LSC 3250

Waltzes are some of the most popular classical music and this package of lovely Strauss compositions will prove a favorite of classical music lovers. Ormandy and the Philadelphia Orchestra are superb on these numbers and those who listen to this LP will feel that they are back in Vienna at the palace doing the grand waltz.

SPECIAL MERIT PICKS

POP

LEO KOTTKE—Greenhouse. Capitol ST11000
 The long-heralded musician's musician effectively demonstrates the skill that won him his well-deserved respect. This, his most commercial entry to date, features a fine interpretation of fellow guitarist, John Fahey's "Last Steam Train" and his own "Spanish Entomologist." "Tiny Island" is vehicle for some honest vocal work. Would-be pickers listen and learn.

FAMILY DOGG—The View From Rowland's Head. Buddah BDS 5100
 Family Dogg's album is a tasteful well-balanced effort that exhibits strong pop and MOR appeal. Steve Rowland's vocals are robust without being over-powering and he receives competent instrumental support from the rest of the group. "Rykens Island" with its swirling musical back-drop has merit as does "Forget It" and "Advice to Smokey Robinson."

VERY BEST OF JOHNNY TILLOTSON—MGM SE 4814
 Package consists of Tillotson's past giant hits such as "It Keeps Right On a Hurtin'," "Send Me the Pillow You Dream On," and "Poetry In Motion." Collectors will want this one.

GIDEON & POWER—I Gotta Be Me. Bell 1104
 Based upon their performance in this debut LP, Gideon and Power deserve much attention. Vocal power, interpretation and arrangement of gospel standards like "Get Away Jordan" and "In the Upper Room With Jesus" prove to be their strength. Album was recorded live at the Keystone Korner Club in San Francisco and captures all the excitement.

SWAMPGAS—Buddah BDS 5102

Swampgas, new on Buddah, has a good sound that will prove popular with FM stations. Good cuts include "Eulogy," "Pala," and "Egg Shells." "Frolic Child" is particularly well done and could be a big single with the right exposure. Baird Hersey, the guitarist for the group, writes most of the cuts and will find the group and his music receiving much attention in the months to come.

UNCLE JIM'S MUSIC—Kapp KS 3661

With an album that has a dominant country flavor and an unstrained easy feel Uncle Jim's Music make a notable debut. Their songs have an undercurrent of melancholia that is accentuated by their use of pedal steel guitar, fiddle and violin. "You and Country Days" is genuinely moving without being maudlin and "The Planner" is a joyous up-tempo tune.

PAUL JONES—Crucifix in a Horseshoe. London XPS605

Paul Jones used to be lead singer with Manfred Mann, then became an actor and is now embarking on a solo singing career. His voice has always been one of the most powerfully dynamic in pop and can still be classified as such. There is an excellent performed version of Loudon Wainwright's "Motel Blues" and his new single "The Mighty Ship" is also included.

QUINCY JONES—Ndeda. Mercury SRM 2623

Mercury has collected an assortment of material from previous LP's covering the diverse and lucrative career of Quincy Jones who at various times has artfully wrought innovations in the jazz, pop, cinema, Broadway and television idioms. The "Ndeda" material is scented with a Basiesque simplicity and an impeccable sense of arrangement. A collector's fancy.

COUNTRY

BEN COLDER—Warming Up To Colder. MGM SE 4807

Again, Ben Colder slaughters the country hits of the year. His comical sense of lyric make this LP a delight to hear. "Easy Loving," "How Can I Unlove You," "Help Me Make It Through the Night" are great cuts. "She's All I Got =2" is a highlight. This package will garner some play with even stronger sales.

CLASSICAL

ART OF LAURINDO ALMEIDA—Orion ORS 7259

Almeida's guitar captures the melancholy and plaintive sadness inherent in this lovely program of works by Galilei, Visee, Sor, Granados, himself as well as some traditional lullabies. This all new recording confirms the reigning supremacy of the popular guitarist.

COMEDY

GEORGE CARLIN—FM & AM. Little David LD 7214

Carlin has added some long hair and a beard and some funny monologues about conditions in today's society which may have prompted his newly acquired hirsuteness. He still shines in his satire on mass media (Son of WINO, Divorce Game, Let's Make A Deal), but has added some delightful discourses on dirty words, hair, drugs, and birth control.

★★★★ 4 STAR ★★★★★

ALBUM REVIEWS

BB SPOTLIGHT



Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

SPECIAL MERIT

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

FOUR STARS

★★★★ Albums with sales potential within their category of music and possible chart items.

POPULAR ★★★★★

STONE THE CROWS—Teenage Licks. Polydor PD5020

BLUE OYSTER CULT O—Columbia C 31063

EXUMA—Snake. Kama Sutra KSB5 2052 (Buddah)

ROBBIE BASHO—Song of the Stallion. Takoma C 1031

PETER BARDENS—Write My Name In the Dust. Verve FTS 3091

FRED GERLACH—Songs My Mother Never Sang. Takoma C 1028

VARIOUS ARTISTS—From the Cold Jaws of Prison. Folkways FH 5403

ORIGINAL SOUND TRACK—You Gotta Walk Like You Talk It. Spark SPA 02

SPOKEN WORD ★★★★★

JUSTIN WILSON—Pass a Good Time. Paula LPS 2210

CLASSICAL ★★★★★

VIRTUOSO!—Laurindo Almeida and Deltra Eamon. Orion ORS 7260

TCHAIKOVSKY: TRIO IN A MINOR, OP. 50— Temianka/Solow/Stevenson. Orion ORS 7265

THE MOST BEAUTIFUL CHOPIN—Sergio Calligaris. Orion ORS 7155

J.S. BACH: SIX CONCERTOS FOR HARPSICHORD—Kenneth Gilbert. Orion ORS 7156

COMEDY ★★★★★

RON GAYLORD & BURT HOLIDAY—Hi! Simply Hi! VMI 71002

CHILDREN'S ★★★★★

MICKEY & HIS FRIENDS—The Mouse Factory. Disneyland DQ 1342

SONGS FROM SESAME STREET 2—Disneyland STER 1343

More Album Reviews
 On Page 41

HONEY CONE

SOULFUL TAPESTRY

A HOT NEW ALBUM CONTAINING
3 MILLION SELLING SINGLES

“STICK UP” & “WANT ADS”

**“ONE MONKEY
DON'T STOP NO SHOW”**

AND THEIR NEXT MILLION SELLER

(The Day I Lost You Was)

THE DAY I FOUND MYSELF



HA707



AN IMPORTANT ALBUM FROM **hot wax** PART OF THE BUDDAH GROUP

Spotlight Singles

NUMBER OF
SINGLES REVIEWED
THIS WEEK
75

LAST WEEK
79

*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

STYLISTICS featuring RUSSELL THOMPkins, JR.— BETCHA BY GOLLY, WOW (3:17)

(Prod: Thom Bell) (Writers: Bell-Creed) (Bellboy/Assorted, BMI) This blues ballad follow-up to their Top 10 winner "You Are Everything" offers every bit of that play, sales and chart action, pop and soul. Flip: No info available. *Avco* 4591

KEN LOGGINS WITH JIM MESSINA— VALEVELLA (3:40)

(Prod: Jim Messina) (Writers: Lottermoser-Loggins) (Gnossos, ASCAP) Loggins, Messina, formerly of Buffalo Springfield, and Poco team up for a dynamite rhythm number, a cut from their debut LP for the label. Should prove a giant. Flip: No info available. *Columbia* 4-45550

POPPY FAMILY—GOOD FRIENDS? (2:37)

(Prod: Terry Jacks) (Writer: Jacks) (Gone Fishin', BMI) Rhythm item could easily prove the group's biggest hit to date topping "Which You Going, Billy." Strong entry. Flip: "Tryin'" (3:03) (Gone Fishin', BMI) *London* 172

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

*JOHN DENVER—EVERYDAY (3:15)

(Prod: Milton Okun) (Writers: Hardin-Petty) (Peer International, BMI) The Buddy Holly classic serves as strong material for this top Denver performance . . . a sure topper for his recent "Friends With You." Flip: "City of New Orleans" (3:16) (Kama Rippa/Turnpike Tom, ASCAP) *RCA* 74-0647

UNDISPUTED TRUTH—WHAT IT IS (3:12)

(Prod: Korman Whitfield) (Writers: Whitfield-Strong) (Jobete, BMI) Group follows "You Make Your Own Heaven and Hell" with a potent driving funky beat item with more play and sales potential. Flip: No info available. *Gordy* 7114 (Motown)

BULLET—WILLPOWER WEAK, TEMPTATION STRONG (2:44)

(Prod: Bobby Flax & Lanny Lambert) (Writers: Flax-Lambert) (MRC, BMI) Heavy vocal workout on strong funky beat blues material has it to bring the group back to the charts a la last year's "God Bless Whoever Sent You." Flip: No info available. *Soul* 35093 (Motown)

*MIDDLE OF THE ROAD—SOLEY SOLEY (3:08)

(Prod: Giacomo Tosti) (Writer: Arbex) (Sunbury, ASCAP) The infectious rhythm smash hit of Europe is released here and has it to prove a giant in the U.S. as well via both top 40 and MOR play. Flip: "To Remind Me" (3:30) (Sunbury, ASCAP) *RCA* 74-0612

ORIGINALS—I'M SOMEONE WHO CARES (2:47)

(Prod: Johnny Bristol) (Writers: Bristol-Bowden-Chambers) (Jobete, BMI) Heavy vocal workout on strong funky beat blues material has it to bring the group back to the charts a la last year's "God Bless Whoever Sent You." Flip: No info available. *Soul* 35093 (Motown)

*CASS ELLIOT—BABY I'M YOURS (2:28)

(Prod: Lewis Merenstein) (Writer: McCoy) (Blackwood, BMI) The Barbara Lewis hit of the past is brought up to date commercially by Mama Cass, her first single for RCA, a cut from her initial album. Flip: "Cherries" (4:33) (Chromakey, ASCAP) *RCA* 74-0644

PAPA JOHN CREACH—THE JANITOR DRIVES A CADILLAC (2:44)

(Prod: Papa John Creach) (Writer: Covington) (Hot Burns, BMI) Already making noise in the L.A. area, this wild rhythm item that pairs Papa John with guest Gracie Slick has it to bust through nationally for a hot chart winner. Flip: "Over the Rainbow" (3:26) (Feist, ASCAP) *Grunt* 65-0501 (RCA)

WARLOCK—YOU'VE BEEN MY ROCK (2:44)

(Prod: Staff) (Writers: Holand-Dozier) (Gold Forever, BMI) The new Holland and Dozier label, handled by Buddah, has a winner in this blockbuster swinger for pop and soul. Flip: "The Judgment Day" (2:43) (Gold Forever, BMI) *Music Merchant* 1005 (Buddah)

HUDSON—LEAVIN' IT'S OVER (2:43)

(Prod: Bob Cullen) (Writers: Hudson) (After Dark, BMI) Label debut is a powerful one with this strong top 40 rocker featuring a new act, consisting of three brothers loaded with a hit sound. Has it to establish both the act and the label on the Hot 100. Flip: "Someday" (2:46) (After Dark, BMI) *Playboy* 50001

MYLON—WHY YOU BEEN GONE SO LONG (2:47)

(Prod: Felix Pappalardi) (Writers: Newbury) (Acuff-Rose, BMI) Potent rhythm material penned by Mickey Newbury, with a dynamite Mylon vocal workout and Felix Pappalardi production, loaded with sales and Hot 100 potential. Flip: No info available. *Columbia* 4-45532

LINDA RONSTADT—ROCK ME ON THE WATER (3:30)

(Prod: John Boylan) (Writer: Browne) (Open Window, BMI) Strong ballad material penned by Jackson Browne serves as a top commercial entry for the stylist, a cut from her new album. Flip: "Crazy Arms" (3:29) (Tree/Champion, BMI) *Capitol* 3273

PROFFER, MARMELZAT AND REED—LOVE IS ALIVE (In My Heart) 2:48

(Prod: Denny Diante and Spencer Proffer) (Peer Int'l./Padasha, BMI) Potent top 40 swinger with much of that winning sound that proved successful for Edison Lighthouse and Hamilton, Joe Frank and Reynolds. Strong commercial entry. Flip: No info available. *Columbia* 4-45553

SPECIAL AMERICAN SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

IKE & TINA TURNER—Up in Heah (3:03) (Prod: Gerhard Augustin) (Writer: Turner) (Huh/Unart, BMI)—Wild original swinger offers much pop and soul potential. *United Artists* 50881

JIMMY RUFFIN—Our Favorite Melody (2:59) (Prod: George Gordy & Lawrence Brown) (Writers: Gordy-Story-Brown) (Jobete, BMI)—Super blues ballad performance has it to bring Ruffin back to the pop and soul charts. *Soul* 35092 (Motown)

COMMANDER CODY AND HIS LOST PLANET AIRMEN—Hot Rod Lincoln (2:40) (Prod: Bob Cohen & Commander Cody) (Writers: Ryan-Stevenson) (4 Star, BMI)—From the hit LP comes a clever rhythm item with much potential pop and country. *Paramount* 0146

RASBERRIES—Don't Want to Say Goodbye (3:51) (Prod: Jimmy Denner) (Writers: Bryson-Carmen) (CAM-U.S.A., BMI)—Strong sound from a new group that could easily break through big. Ballad beauty offers much top 40 potential. *Capitol* 3425

CHRIS MONTEZ—Loco Por Ti (3:15) (Prod: Billy Meshel) (Writer: Montez-Meshel) (Famous, ASCAP)—Infectious rhythm item has it to bring Montez back to the charts via MOR that should move over top 40 as well. *Paramount* 0145

ODDS AND ENDS—Give Me Something (2:55) (Prod: P. Adams & M. Irby, Jr.) (Writer: Irby, Jr.) (Bradley, BMI)—Group made a chart dent last year via "Love Makes the World Go Round." This funky beat swinger offers more potential, pop and soul. *Today* 1506 (Perception Ventures)

JIM CAPALDI—Eve (3:43) (Prod: Chris Blackwell & Jim Capaldi) (Writers: Capaldi) (Freedom Songs, ASCAP)—From Traffic, Capaldi makes a strong solo debut with this heavy rock item loaded with possibilities for top 40 play. *Island* 1204 (Capitol)

***BOOTS RANDOLPH—Lookin' (2:40)** (Prod: Fred Foster) (Writer: Bryant) (House of Bryant, BMI)—The sax king comes up with a winner in this rhythm item with much appeal for MOR, top 40 and jukeboxes. *Monument* 8534 (CBS)

KIM WESTON—Little By Little and Bit By Bit (3:15) (Prod: William "Mickey" Stevenson) (Writers: Stevenson-Colbert-Hurst) (Mikim, BMI)—Strong blues swinger that has it to bring it to the pop and soul charts. Label handled by Stax/Volt. *Mikim* 1503 (Stax/Volt)

***PERRY BOTKIN INC. featuring—Soley Soley (2:24)** (Prod: Michael Viner & Perry Botkin, Jr.) (Writer: Arbex) (Sunbury, ASCAP)—Strong treatment of the Middle of the Road's giant European hit that could also garner MOR and top 40 attention. *MGM* 14357

TAJ MAHAL—Oh Susanna (2:59) (Prod: O. Rubinson) (Writer: Trad) (Blackwood, BMI)—Wild rock adaptation of the classic could break through via FM and top 40. *Columbia* 4-45539

PHIL WHITE HAWK—It'll Be Even Better (2:25) (Prod: Gary Walker & Tony Moon) (Writers: Shrode-White Hawk) (Tecumseh, BMI)—Heavy rocker and a dynamite vocal workout could easily break in via top 40 exposure. *Gambit* 003

RAINBOW—Open Up Your Heart (2:11) (Prod: Denny Diante) (Writers: Worsley-Myers) (Southern, ASCAP)—New group with a commercial top 40 sound could make a hefty chart dent and establish the group. *Evolution* 1056 (Stereo Dimension)

***JOHN DEXTER WORTHINGTON—Toys and Trains (3:58)** (Prod: John Parker) (Writer: Pfeiffer) (Julie, ASCAP)—Moving ballad material that could come through with MOR play . . . already making noise in Miami, home of the label. *Julie* 842

TOP 20 COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

PORTER WAGONER— WHAT AIN'T TO BE, JUST MIGHT HAPPEN (2:10)

(Prod: Bob Ferguson) (Writer: Wagoner) (Owepar, BMI)—Wagoner's first solo for the year is a top original rhythm item that will put him right back up on top. Flip: "Little Bird" (2:14) (Owepar, BMI) *RCA* 74-0648

JERRY LEE LEWIS— I CAN'T TRUST ME IN YOUR ARMS ANYMORE (2:11)

(Writers: McAlpin-Certain) (Tree, BMI)—Lewis continues to run up the chart with his current Mercury outings and his past masters on Sun like this infectious rhythm ballad loaded with hit potential. Flip: "Your Loving Ways" (2:20) (Knox/Sons of David, BMI) *Sun* 1128 (SSS Int'l.)

JEANNIE C. RILEY—THE LION'S CLUB (3:05)

(Prod: Shelby S. Singleton, Jr.) (Writer: Steagall) (Talo/Dura, BMI)—Clever Red Steagall rhythm material will help ride up the chart right along with her current MGM hit. Flip: No info available. *Plantation* 85 (SSS International)

JIM ED BROWN—EVENING (2:56)

(Prod: Bob Ferguson) (Writers: Rogers-Devaney) (Starsong, ASCAP)—Brown's "She's Leaving" put him high on the chart. This followup ballad beauty offers still more play and sales action. Top performance. Flip: "You Keep Right on Loving Me" (2:39) (Starsong, ASCAP) *RCA* 74-0642

STONEWALL JACKSON AND THE BRENTWOOD CHILDREN'S CHOIR—THAT'S ALL THIS OLD WORLD NEEDS (2:16)

(Prod: Frank Jones) (Writers: Tapp-Tubert) (Vintage, BMI)—By far one of the week's best is this infectious rhythm item with dynamite lyric line and a performance to match. Much pop and jukebox appeal as well. Flip: No info available. *Columbia* 4-45546

COMPTON BROTHERS—YELLOW RIVER (2:48)

(Prod: Henry Hurt) (Writer: Laszlo) (Guild Publ. of California, ASCAP)—This powerful country treatment of the pop hit could prove the Comptons biggest to date. Also one of their best performances. Flip: "Sometimes You Ain't No Fun to Love" (1:58) (Brothers Two, ASCAP) *Dot* 17408

MURRY KELLUM— YOU DO THE CALLIN' (I'LL DO THE CRAWLIN') (2:15)

(Prod: Glenn Sutton) (Writers: Sutton-Peters) (Flagship, BMI)—Clever rhythm item, penned by Ben Peters and Glenn Sutton, has it to top Kellum's giant "Joy to the World" hit of last year. A jukebox winner. Flip: No info available. *Epic* 5-10832 (CBS)

CHART

Spotlights Predicted to reach the
HOT COUNTRY SINGLES Chart

GLEN SHIRLEY—Robin (One of a Kind) (2:49) (House of Cash, BMI)—*Mega* 615-0061
COMMANDER CODY AND HIS LOST PLANET AIRMEN—Hot Rod Lincoln (2:40) (4 Star, BMI). *Paramount* 0146
LINDA RONSTADT—Rock Me on the Water (3:30) (Open Window, BMI). *Capitol* 3273
GEORGE LINDSAY—Jesus Jones (2:19). *Epic* 5-10821 (CBS)
MEL STREET—Borrowed Angel (3:12) (Levisa, BMI). *Tandem* 005

TOP 20 SOUL

Spotlights Predicted to reach the
TOP 20 of the TOP SELLING SOUL SINGLES Chart

**STYLISTICS featuring RUSSELL THOMPkins, JR.—
BETCHA BY GOLLY, WOW (See Pop Pick)**
UNDISPUTED TRUTH—WHAT IT IS (See Pop Pick)
**ORIGINALS—I'M SOMEONE WHO CARES
(See Pop Pick)**
WARLOCK—YOU'VE BEEN MY ROCK (See Pop Pick)

PATTERSON SINGERS— MY WORLD TUMBLES DOWN (3:07)

(Prod: Dave Crawford & Brad Shapiro) (Writers: Soule-Woodford) (Muscle Shoals Sound, BMI)—Blockbuster swinger that should prove a soul smash and move right over pop. Wild vocal workout. Flip: No info available. *Atco* 6877

CHART

Spotlights Predicted to reach the
SOUL SINGLES Chart

IKE & TINA TURNER—Up in Heah (3:03) (Huh/Unart, BMI) *United Artists* 50881
JIMMY RUFFIN—Our Favorite Melody (2:59) (Jobete, BMI) *Soul* 35092 (Motown)
BOBBY BYRD—Keep on Doin' What You're Doin' (Dynatone/Belinda, BMI) *Brownstone* 4205 (Polydor)
ODDS AND ENDS—Give Me Something (2:55) (Bradley, BMI) *Today* 1506 (Perception Ventures)
KIM WESTON—Little By Little and Bit By Bit (3:15) (Mikim, BMI) *Mikim* 1503 (Stax/Volt)
SIMTEC & WYLIE—Sold on You (2:40) (Cachand/Tecbob, BMI) *Mister Chand* 8011 (Mercury)
EDDIE LOVETTE—Natural Sinner (2:40) (Anne-Rachel, ASCAP). *Steady* 37002 (Scepter/Wand)
J.P. ROBINSON—George Jackson (3:29) (Ram's Horn, ASCAP) *Atco* 6879
CAL WAYMON—I Only Have Eyes for You (3:30) (Warner Bros., ASCAP) *Pacific Artists* 003
HARRISON KENNEDY—Sunday Morning People (3:08) (Gold Forever, BMI) *Invictus* 9112 (Capitol)

**If you really believe in
Rufus Thomas and The Bar-Kays,
they've got some new music
to help you keep the Faith.**



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



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

100 HOT

Table with columns: THIS WEEK, LAST WEEK, TITLE, Weeks On Chart, Artist (Producer) Label, Number (Distributing Label). Lists top 33 records.

Table with columns: THIS WEEK, LAST WEEK, TITLE, Weeks On Chart, Artist (Producer) Label, Number (Distributing Label). Lists records 34-66.

Table with columns: THIS WEEK, LAST WEEK, TITLE, Weeks On Chart, Artist (Producer) Label, Number (Distributing Label). Lists records 67-100.

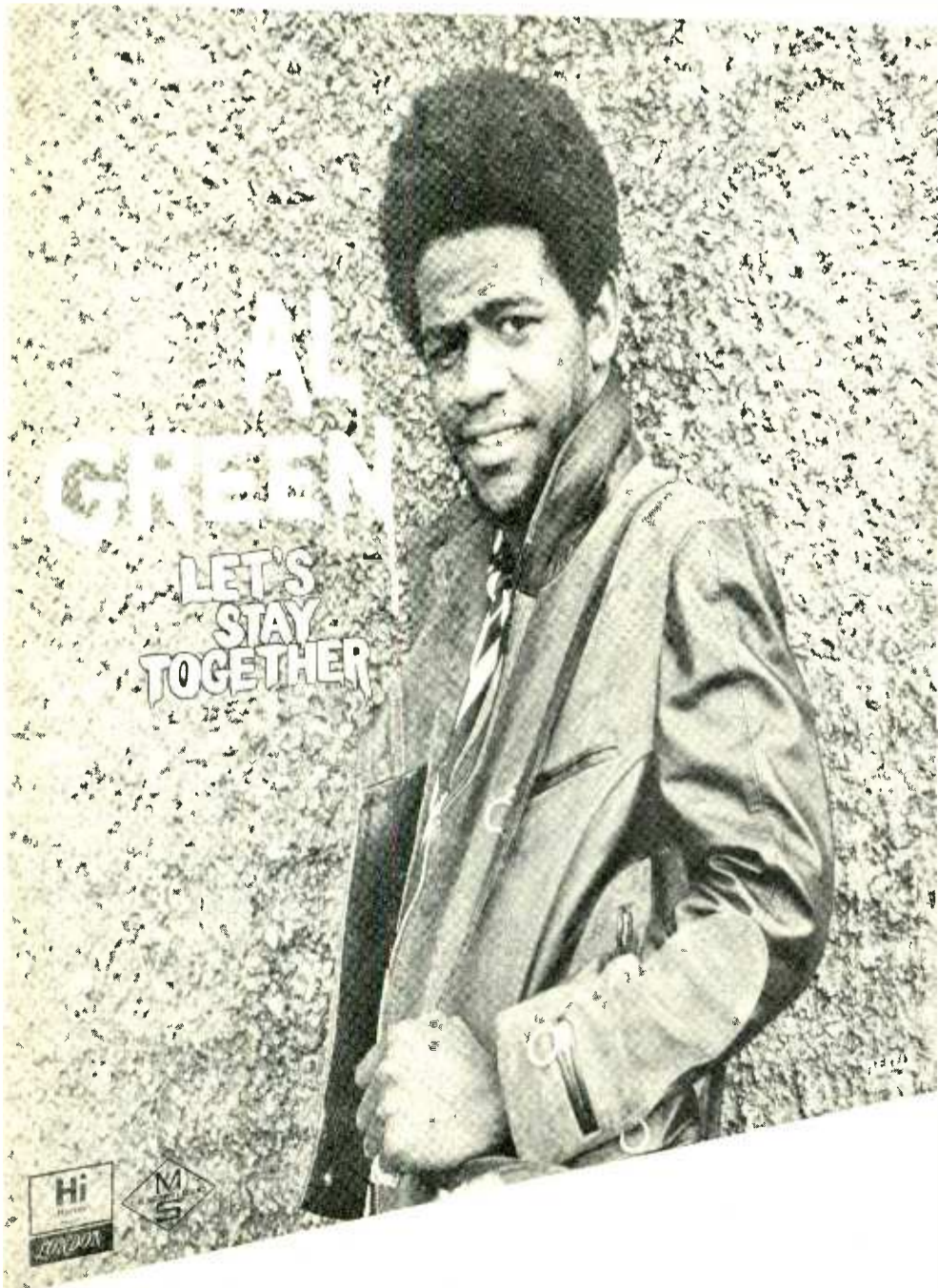
HOT 100 A TO Z—(Publisher-Licensee)

Comprehensive alphabetical index of all records listed, including titles, artists, and labels.

“LET’S STAY TOGETHER” is the title of Al Green’s new LP. And **“LET’S STAY TOGETHER,”** the hit single, is only *one* of the reasons why it’s going to be one of the top LP’s of this or any year.

ROLLING STONE has described Al Green as “one of the most highly energetic and intensely expressive new singers around.”*

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SHL 32070



AMPEX
STEREO TAPES

Produced by Willie Mitchell

*Aaron Fuchs, Rolling Stone



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



Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Seal indicated with red bullet) ●

Billboard

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
1	1	DON McLEAN American Pie United Artists UAS 5335	14 ●
2	2	GEORGE HARRISON & FRIENDS Concert for Bangladesh Apple STCX 3385	6 ●
3	3	CAROLE KING Music Ode SP 77013 (A&M)	10 ●
4	5	ROLLING STONES Hot Rocks, 1964-1971 London 2PS 606/7	6 ●
5	4	LED ZEPPELIN IV Atlantic SD 7208	12 ●
6	6	FACES A Nod Is as Good as a Wink to a Blind Horse Warner Bros. BS 2574	9 ●
7	7	CAROLE KING Tapestry Ode SP 77009 (A&M)	45 ●
8	8	ELTON JOHN Madman Across the Water Uni 93120 (MCA)	12 ●
9	10	CAT STEVENS Teaser & the Firecat A&M SP 4313	19 ●
10	9	CHICAGO At Carnegie Hall Columbia C4X 30865	14 ●
11	17	YES Fragile Atlantic SD 7211	4 ●
12	11	GRAND FUNK RAILROAD E Pluribus Funk Grand Funk Railroad SW 853 (Capitol)	11 ●
13	13	EMERSON, LAKE & PALMER Pictures at an Exhibition Cotillion ELP 66666	4 ●
14	18	TRAFFIC Low Spark of High-Heeled Boys Island SW 9306 (Capitol)	10 ●
15	16	MELANIE Gather Me Neighborhood NRS 47001 (Famous)	14 ●
16	33	NILSSON Nilsson Schmilsson RCA LSP 4515	11 ●
17	23	OSMONDS Phase III MGM SE 4796	3 ●
18	20	ISAAC HAYES Black Moses Enterprise ENS 2-5003 (Stax/Volt)	10 ●
19	15	BOB DYLAN'S GREATEST HITS, VOL. 2 Columbia KG 31120	10 ●
20	12	JACKSON 5 Greatest Hits Motown M 741 L	7 ●
21	14	SANTANA III Columbia KC 30595	18 ●
22	19	WINGS Wild Life Apple SW 3386	8 ●
23	58	BREAD Baby I'm-A Want You Elektra EKS 75015	2 ●
24	25	ALICE COOPER Killer Warner Bros. BS 2567	11 ●
25	21	SLY & THE FAMILY STONE There's a Riot Goin' On Epic KE 30986 (CBS)	13 ●
26	27	CARPENTERS A&M SP 3502	37 ●
27	24	ROBERTA FLACK Quiet Fire Atlantic SD 1594	10 ●
28	22	ALL IN THE FAMILY TV Cast Atlantic SD 7210	13 ●
29	31	THREE DOG NIGHT Harmony Dunhill DSX 30108	17 ●
30	30	NEIL DIAMOND Stones Uni 93106 (MCA)	14 ●
31	34	PETER NERO Summer of '42 Columbia C 31105	12 ●
32	32	STYLISTICS Avco AC 33023	9 ●
33	28	DONNY OSMOND To You With Love MGM SE 4797	15 ●
34	38	CHEECH & CHONG Ode SP 77010 (A&M)	21 ●
35	26	ROD STEWART Every Picture Tells a Story Mercury SRM 1-609	35 ●

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
36	29	RARE EARTH IN CONCERT Rare Earth R 534 D (Motown)	7 ●
37	62	JERRY GARCIA Garcia Warner Bros. BS 2582	3 ●
38	44	CARLY SIMON Anticipation Elektra EKS 75016	12 ●
39	35	SHAFT Soundtrack/Isaac Hayes Enterprise/MGM ENS 2-5002 (Stax/Volt)	26 ●
40	36	JESUS CHRIST, SUPERSTAR Various Artists Decca DXSA 7206 (MCA)	64 ●
41	43	DENNIS COFFEY & THE DETROIT GUITAR BAND Evolution Sussex SXBS 7004 (Buddah)	14 ●
42	37	NEW SEEKERS We'd Like to Teach the World to Sing Elektra EKS 74018	8 ●
43	41	CHARLEY PRIDE Sings Heart Songs RCA LSP 4617	11 ●
44	47	BADFINGER Straight Up Apple ST 3387	8 ●
45	39	JAMES BROWN Revolution of the Mind/Recorded Live at the Apollo Polydor PD 3003	8 ●
46	56	TEMPTATIONS Solid Rock Gordy G 961 L (Motown)	3 ●
47	40	MOUNTAIN Flowers of Evil Windfall 5501 (Bell)	9 ●
48	52	WAR All Day Music United Artists UAS 5546	13 ●
49	45	ENGELBERT HUMPERDINCK Live at the Riviera, Las Vegas Parrot XPAS 71051 (London)	7 ●
50	48	PARTRIDGE FAMILY Sound Magazine Bell 60604	25 ●
51	53	CHER Kapp KS 3649 (MCA)	21 ●
52	50	HUDSON & LANDRY Losing Their Heads Dore 326	12 ●
53	67	FIDDLER ON THE ROOF Soundtrack United Artists UAS 10900	16 ●
54	51	WHO Who's Next Decca DL 79182 (MCA)	27 ●
55	55	MOODY BLUES Every Good Boy Deserves Favour Threshold THS 5 (London)	26 ●
56	42	JONATHAN EDWARDS Capricorn SD 862 (Atco)	13 ●
57	78	T. REX Electric Warrior Reprise RS 6466	15 ●
58	59	AL GREEN Gets Next to You Hi SHL 32062 (London)	24 ●
59	61	BLACK SABBATH Master of Reality Warner Bros. BS 2562	24 ●
60	65	SONNY AND CHER LIVE Kapp KS 3654 (MCA)	20 ●
61	54	JOHN LENNON Imagine Apple 3379	22 ●
62	57	YES ALBUM Atlantic SD 8283	33 ●
63	46	LAURA NYRO Gonna Take a Miracle Columbia KC 30987	8 ●
64	—	PAUL SIMON Columbia KC 30750	1 ●
65	63	VAN MORRISON Tupelo Honey Warner Bros. WS 1950	16 ●
66	80	DIONNE WARWICKE Dionne Warner Bros. BS 2585	3 ●
67	81	GROVER WASHINGTON, JR. Inner City Blues Kudu KU 03 (CTI)	7 ●
68	71	JETHRO TULL Aqualung Reprise MS 2035	40 ●
69	64	HUMBLE PIE Performance: Live Rockin' the Fillmore A&M SP 3607	15 ●
70	73	CAT STEVENS Tea for the Tillerman A&M SP 4280	54 ●

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
71	72	HILLSIDE SINGERS I'd Like to Teach the World to Sing Metromedia KMD 1051	6 ●
72	74	RICHARD HARRIS My Boy Dunhill DSX 50116	9 ●
73	49	JESUS CHRIST, SUPERSTAR Original Broadway Cast Decca DL 1503 (MCA)	6 ●
74	77	DIAMONDS ARE FOREVER Soundtrack United Artists UAS 5220	6 ●
75	79	HONEY CONE Soulful Tapestry Hot Wax HA 707 (Buddah)	10 ●
76	82	DRAMATICS Whatcha See Is Whatcha Get Volt VOS 6018	4 ●
77	66	JUDY COLLINS Living Elektra EKS 75014	11 ●
78	69	WHO Meaty, Beaty, Big & Bouncy Decca DL 79182 (MCA)	13 ●
79	75	JOHN DENVER Aerie RCA LSP 4607	11 ●
80	60	LEONARD BERNSTEIN Mass Columbia M2 31008	8 ●
81	84	SUMMER OF '42 Soundtrack Warner Bros. WS 1925	23 ●
82	180	REDBONE Message From a Drum Epic KE 30815 (CBS)	2 ●
83	68	GLADYS KNIGHT & THE PIPS Standing Ovation Soul S 736L (Motown)	6 ●
84	86	CARPENTERS Close to You A&M SP 4271	74 ●
85	—	DAVID CASSIDY Cherish Bell 6070	1 ●
86	91	BARBRA JOAN STREISAND Columbia KC 30792	22 ●
87	87	MOM & DADS Rangers Waltz GNP Crescendo GNPS 2061	9 ●
88	188	KING CRIMSON Islands Atlantic SD 7212	2 ●
89	159	MARK-ALMOND II Blue Thumb BTS 32	5 ●
90	—	JAMMING WITH EDWARD Various Artists Rolling Stone COC 39100 (Atco)	1 ●
91	95	QUINCY JONES Smackwater Jack A&M SP 3037	18 ●
92	182	J.J. CALE Naturally Shelter SW 8908 (Capitol)	4 ●
93	94	SANTANA Abraxas Columbia KC 30130	71 ●
94	98	CAT STEVENS Very Young and Early Songs Deram DES 18061 (London)	6 ●
95	102	LEON RUSSELL & MARC BENNO Asylum Choir II Shelter SW 8910 (Capitol)	11 ●
96	88	ALLMAN BROS. BAND At Fillmore East Capricorn SD 2-802 (Atco)	30 ●
97	85	MARVIN GAYE What's Going On Tamla TS 310 (Motown)	35 ●
98	103	PAPA JOHN CREACH Grunt FTR 1003 (RCA)	7 ●
99	92	CHI-LITES (For God's Sake) Give More Power to the People Brunswick BL 754170	26 ●
100	100	KINKS Muswell Hillbillies RCA LSP 4644	9 ●
101	99	JIMI HENDRIX/SOUNDTRACK Rainbow Bridge Reprise MS 2040	19 ●
102	104	ROBERTA FLACK Chapter Two Atlantic SD 1569	77 ●
103	86	ARETHA FRANKLIN Aretha's Greatest Hits Atlantic SD 8295	21 ●
104	93	CURTIS MAYFIELD Roots Curton CRS 8009 (Buddah)	15 ●
105	105	CHER Superpak United Artists UXS 88	6 ●

Billboard **TOP LP's**

POSITIONS 106-200

THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
106	109	EARTH, WIND & FIRE	The Need of Love Warner Bros. WS 1958	5
★ 107	176	A CLOCKWORK ORANGE	Soundtrack Warner Bros. BS 2573	2
108	76	JACKSON 5/SOUNDTRACK	Goin' Back to Indiana Motown M 742 L	18
109	101	THREE DOG NIGHT	Golden BISQUITS Dunhill DS 50098	51
★ 110	125	HENRY MANCINI	Big Screen-Little Screen RCA LSP 4630	3
111	112	GODSPELL	Original Cast Album Bell 1102	20
112	118	COMMANDER CODY & HIS LOST PLANET AIRMEN	Ozone Paramount PAS 6017	11
113	116	DETROIT EMERALDS	You Want It You Got It Westbound WB 2013 (Chess/Janus)	2
114	83	BOBBY WOMACK	Communication United Artists UAS 5539	11
115	119	ISLEY BROTHERS	Given' It Back T-Neck TNS 3008 (Buddah)	21
116	97	JOAN BAEZ	Blessed Are Vanguard VSD 5670/1	22
117	123	DEAN MARTIN	Dino Reprise MS 2053	2
118	110	PAUL KANTNER & GRACE SLICK	Sunfighter Grunt FTR 1002 (RCA)	7
119	89	JAMES TAYLOR	Mud Slide Slim and the Blue Horizon Warner Bros. BS 2561	40
120	108	J. GEILS BAND	Morning After Atlantic SD 8297	15
121	106	CHICAGO TRANSIT AUTHORITY	Columbia GP 8	144
122	126	LENISE LaSALLE	Trapped by a Thing Called Love Westbound WB 2012 (Chess/Janus)	2
123	90	DAVID FRYE	Richard Nixon, Superstar Buddah BDS 5097	10
124	111	PARTRIDGE FAMILY	Up to Date Bell 6059	46
125	131	MILES DAVIS	Live-Evil Columbia G 30954	8
126	70	MICKEY NEWBURY	Frisco Mabel Joy Elektra EKS 74107	14
127	115	SONNY & CHER	The Best of Atco SD 33-219	12
128	113	BLACK SABBATH	Paranoid Warner Bros. WS 1887	52
129	121	DIONNE WARWICKE STORY	Scepter SPX 2-596	16
130	120	DOORS	Other Voices Elektra EKS 75017	15
★ 131	—	DOORS	Weird Scenes Inside the Gold Mine Elektra BE-6001	1
132	124	FIFTH DIMENSION	Live Bell 9000	17
133	137	HERBIE MANN	Push Push Embryo SD 532 (Atlantic)	16
134	127	LES CRANE	Desiderata Warner Bros. BS 2570	11
★ 135	200	JOHNNY MATHIS	In Person at Las Vegas Columbia KG 30979	2
★ 136	—	AL GREEN	Let's Stay Together Hi SHL 32070 (London)	1
★	—	BLACK OAK ARKANSAS	Keep the Faith Atco SD 33-38	1

THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
138	107	JEFF BECK GROUP	Rough & Ready Epic KE 30973 (CBS)	15
139	144	EDDIE KENDRICKS	All By Myself Tamla TS 309 (Motown)	30
140	122	CHICAGO	Columbia KGP 24	105
141	135	TEN YEARS AFTER	A Space in Time Columbia KC 30801	25
142	136	THREE DOG NIGHT	Naturally Dunhill DSX 50088	62
143	143	THE PARTRIDGE FAMILY ALBUM	Bell 6050	68
144	128	PAUL & LINDA McCARTNEY	Ram Apple SMAS 3375	37
★ 145	185	LAURA LEE	Women's Love Rights Hot Wax HA 708 (Buddah)	3
146	150	DONNY OSMOND ALBUM	MGM SE 4782	32
147	130	GUESS WHO	Best of RCA Victor LSPX 1004	44
148	134	SLY & THE FAMILY STONE	Greatest Hits Epic KE 30325 (CBS)	67
149	132	WILSON PICKETT	Don't Knock My Love Atlantic SD 8300	8
150	152	GRASS ROOTS	Their 16 Greatest Hits Dunhill DSX 60107	20
151	139	FREDDIE HART	Easy Loving Capitol ST 838	19
152	140	B.J. THOMAS	Greatest Hits, Vol. 2 Scepter SPS 597	13
153	129	MELANIE	Garden in the City Buddah BDS 5095	11
154	154	BUDDY MILES LIVE	Mercury SRM 2-7500	20
★ 155	—	MALO	Warner Bros. BS 2584	1
156	142	JR. WALKER & THE ALL STARS	Moody, Jr. Soul S 733L (Motown)	6
157	146	JAMES TAYLOR	Sweet Baby James Warner Bros. WS 1843	101
★ 158	—	PERSUASIONS	Street Corner Symphony Capitol ST 872	1
159	149	ROLLING STONES	Sticky Fingers Rolling Stones COC 59100 (Atco)	39
160	169	PINK FLOYD	Meddle Harvest SMAS 932 (Capitol)	15
161	138	CURTIS MAYFIELD	Curtis Curton CRS 8008 (Buddah)	38
162	167	UNDISPUTED TRUTH	Face to Face With the Truth Gordy G 959 L (Motown)	2
163	163	OSMONDS	Homemade MGM SE 4770	34
★ 164	194	BREWER & SHIPLEY	Shake Off the Demon Kama Sutra KSB5 2039 (Buddah)	2
165	165	SEALS & CROFTS	Year of Sunday Warner Bros. BS 2568	11
166	114	LOU RAWLS	Natural Man MGM SE 4771	24
★ 167	—	JERRY BUTLER	Sagittarius Movement Mercury SR 61347	14
★ 168	195	NITTY GRITTY DIRT BAND	All the Good Times United Artists UAS 5553	2

THIS WEEK	LAST WEEK	ARTIST	Title, Label, Number (Distributing Label)	Weeks on Chart
169	172	FREE MOVEMENT	I've Found Someone of My Own Columbia KC 31136	3
170	156	PAUL WILLIAMS	Just An Old Fashioned Love Song A&M SP 4327	8
171	184	KOOL & THE GANG	Live at PJ's De-Lite DES 2010	7
172	175	DONNIE ELBERT	Where Did Our Love Go All Platinum AP 3007	7
173	177	RAZZ HORSE	Loose Reprise MS 2059	2
174	174	IT'S A BEAUTIFUL DAY	Choice Quality Stuff/Anytime Columbia KC 30734	10
★ 175	—	ELVIS PRESLEY	Elvis Now RCA LSP 4671	1
176	183	DETROIT	Paramount PAS 6010	3
★ 177	—	DON McLEAN	Tapestry United Artists UAS 5522	1
178	158	JERRY LEE LEWIS	Would You Take Another Chance on Me Mercury SR 61345	12
179	166	JOHN McLAUGHLIN/ MAHAVISHNU ORCH.	The Inner Mounting Flame Columbia KC 31067	3
180	147	LIVINGSTON TAYLOR	Liv Capricorn SD 863 (Atco)	9
181	117	SESAME STREET 2	Original TV Cast Warner Bros. BS 2569	10
182	—	LINDA RONSTADT	Capitol SMAS 635	1
183	191	LUTHER INGRAM	I've Been Here All the Time Koko MOS 2201 (Stax/Volt)	5
184	186	GRIN	1 + 1 Spindizzy Z 31038 (CBS)	2
185	190	TAJ MAHAL	Happy Just to Be Like I Am Columbia C 30767	5
186	179	SUPREMES & FOUR TOPS	Dynamite Motown M 745 L	6
187	192	KENNY ROGERS & THE FIRST EDITION	Ballad of Calico Reprise 2XG 6476	2
188	189	RAY STEVENS	Turn Your Radio On Barnaby Z 30809 (CBS)	2
189	—	OSIBISA	Decca DL 75327 (MCA)	1
190	193	BILLY PRESTON	I Wrote a Simple Song A&M SP 3507	4
191	198	LIGHTHOUSE	Thoughts of Movin' On Evolution 3010 (Stereo Dimension)	3
192	196	FAMILY	Fearless United Artists UAS 5562	2
193	—	RY COODER	Into the Purple Valley Reprise MS 2052	1
194	—	LEO KOTKKE	Greenhouse Capitol ST 11000	1
195	—	RAY CONNIFF AND THE SINGERS	I'd Like to Teach the World to Sing Columbia KC 31220	1
196	—	ALBERT COLLINS	There's Gotta Be a Change Tumbleweed TWS 103 (Famous)	1
197	—	IAN MATTHEWS	Tigers Will Survive Vertigo VEL 1010 (Mercury)	1
198	—	MASON PROFFIT	Last Night I Had the Strangest Dream Ampex A 10128	1
199	—	FIVE MAN ELECTRICAL BAND	Coming of Age Lionel LRS 1101 (MGM)	1
200	—	JERRY VALE	Sings the Great Hits of Nat King Cole Columbia C 31147	1

TOP LP'S

A-Z (LISTED BY ARTIST)

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Leonard Bernstein	80
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Luther Ingram	183
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Jr. Walker & the All Stars	156
War	48
Dionne Warwick	66, 129
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Who	54, 78
Paul Williams	170
Wings	22
Bobby Womack	114
Yes	11, 62

Polydor In 3-LP Promotion

NEW YORK—Following strong sales response, Polydor Inc. is expanding its merchandising program on three albums in its January release—Manfred Mann's Earth Band, Stone the Crows' "Teenage

Licks" and the Climax Blues Band's "Tightly Knit" on the Polydor distributed Sire label.

The company has pulled a single, "Living Without You" by Randy Newman, off the Mann LP and will mount advertising on trade and underground magazines with radio spots in Los Angeles, Boston, San Francisco, Chicago and St. Louis, plus other areas if reaction is noted.

Mann T shirts are being shipped to radio station personnel and disk jockeys.

A single will also be taken from the Stone the Crows album to supplement an advertising campaign directed at trade and underground papers, and additional window display material is being sent out. A group poster is being prepared and radio spots set. The Climax Blues Band will also be advertised in trade and underground magazines with "Hey There" as the single taken from the album.

Think 'Cover' On Spectrum

NEW YORK—Following close upon the Top 30 success of Laurie Records' "Once You Understand," by Think, Spectrum Records, a Laurie-distributed label, is releasing John Benning's spoken soul version of the tune.

Laurie recently issued Think's first album encounter on the label, and has stated the group's follow-up single for immediate release. At the same time, API Records, distributed by Laurie, has reissued Bethaney's "Light of Love."

Morris Music Expands Activity

• Continued from page 1

has been signed to United Artists Records, while writer/performer Esther Jack has been signed to Sonny and Cher's production com-

pany. Recordings by Miss Jack will be produced by Sonny Buono and Dennis Pregolato for release on the Kapp label. David Byron, a new writer/performer has been working with Wetzler and Miss Kelliher in preparation of a recording affiliation.

A flurry of activity also has been emanating from Morris' West Coast office headed by Sidney Goldstein. Alan O'Day, who has written for Bobby Sherman, the Vogues, Three Dog Night and other contemporary artists will now be heard on his own material produced by Dallas Smith for Viva Records, released through Warner Bros. Morris staffer Gary LeMel has been grooming new young writers while Steve Morris plans setting up label deals shortly for Stephen Bishop and Jim Stanley, with whom he has been working.

Duke/Peacock Suit

• Continued from page 3

dent and distributor surrender all parts of instruments, and all disks, tapes, cartridges, and other materials used for the purpose of infringements of copyrights.

Plaintiffs in the action include Criterion Music Corp., Hill & Range Songs, Chappell & Co., Edward B. Marks Music, Tree Music and others. Total of 19 tunes are being infringed upon in the federal suit.

Massive Antipiracy Offensive

• Continued from page 1

operation of labels which are being victimized by bootleggers, and with the aid of a local lawyer representing a victimized label, would be able to "zero in" and take whatever action is necessary to clean up the area.

Malamud pointed out that, in addition to Federal law, a growing body of state law can be depended upon for aid in the anti-piracy drive. Further, he pointed out, NARM members will be asked to campaign for additional state antipiracy measures in those areas which do not have them.

Reduce Plunder

NARM executives, Malamud indicated, are convinced that the plan would very materially reduce the depredations of the pirates. The plan, he pointed out, would create a network of policing committees ready to spring to action upon short notice. But the imple-

mentation of the whole idea depends upon the manufacturer who, under new Federal law, now has the necessary legal clout.

The NARM executive director stated that much progress has been made thus far in the matter of cooperation between all industry segments as represented by NARM, RIAA, the Harry Fox Agency and its attorneys, Abeles and Clark. This cooperation resulted in the present Federal antipiracy law, and this cooperation must and will be maintained, he said. He added: "We will be the coordinating factor in the plan outlined, because our members, ranging from Hawaii to Florida to New England and other areas, have the eyes and ears to form an effective policing network."

The panel on piracy at the convention will include Jules Yarnell of the RIAA, NARM's Chuck Ruttenberg, Bob Osterberg of Abeles and Clark, attorney Howard

Smith who pioneered the anti-piracy campaign in Southern California and Sam Marmaduke, who was instrumental in the passage of antipiracy legislation in Texas.

Other Matters

The convention, already an SRO affair (see separate story), will also consider recent Bangladesh controversy, the need of a pricing code like that recently formulated by Warners/Reprise and many other matters. Malamud reiterated the NARM position that millions of dollars more could have been earned for the cause of Bangladesh, and a better intra-industry relationship established, had the project been handled in a different way. It is considered possible that a move toward industry cooperation and guidelines on such projects will be thrashed out.

Lauds WB Coding

Malamud also congratulated Warners/Reprise on the price-code move, adding: "I hope all leading manufacturers follow suit. It is great for the wholesaler and retailer, particularly in this era of variable pricing, which results in so difficult a situation for personnel."

Seeks To Exchange

Malamud also noted that the organization "eagerly hoped that retailers who are now becoming NARM associate members will make a real contribution, NARM is anxious for an exchange of ideas with the retailers." Malamud reminisced that about five years ago distributors entered NARM; that the move has enhanced the organization, "and we have similar hopes with regard to the retail segment."

Malamud said that "all facets of our fast-changing industry will be covered during the convention's business meetings. We will have the heaviest turnout of key executives from all industry levels... a greater industry Who's Who than we've ever had before."

FM Action

Gathered at the last minute before press time, this report represents what the nation's leading progressive stations have added to their libraries during the week. It is the policy of some stations to allow the air personalities to select their own cuts, but where possible the favorite cuts of the people reporting are shown. The stations represented here are today's leading influences on sales of album product.

KMET-FM, Los Angeles
Richard Kimball reporting
Esther Phillips
"From a Whisper to a Scream" Kudu Records
Al Green, "Let's Stay Together" London
George Carlin, "FM & AM" Little David
Kenny Loggins & Jim Messina "Sittin' In," Columbia
Jimmy McCracklin, "Yesterday Is Gone" Stax
"Keith Emerson With the Nice" Mercury
Aretha Franklin
Young, Gifted & Black, Atlantic
Canned Heat
"Historical Figures & Ancient Heads" United Artists
David Bromberg, "David Bromberg" Columbia
Ornette Coleman, "Science Fiction" Columbia
King Biscuit Boy, "Gooduns," Paramount

IMPORTS:
The Nice
Alexis Korner, "I Wonder Who" Fontana
Jimi Hendrix in the West, Polydor

WBUS-FM, Miami Beach
Michael Dean reporting
Jim Capaldi, "Oh How We Danced," Island

Cuts: All.
Annette Peacock, "I'm the One," RCA
Cuts: "I'm the One," "Pony," "7 Days."
Family, "Fearless," United Artists
Cuts: "Take Your Partners," "Larf and Sing."
Various Artists, "Jamming With Edward" Rolling Stones

Cuts: "Boudoir Stomp," "Edward's Thrump Up."
Temptations, "Solid Rock," Gordy
Cuts: "Take a Look Around."
Lindisfarne, "Fog on the Tyne," Elektra
Cuts: "Fog on the Tyne," "Train in G Major."

KINK-FM, Portland
Bruce Funkhouser reporting

Country Joe McDonald
"Incredible Live!" Vanguard
Cuts: "Oh, My, My," "Entertainment Is My Business," "Sweet Marie," "Free Some Day," "Walk in Santiago."*

*Other topical songs played in context (Country Joe album).
Rolling Stones
Jamming With Edward
Cuts: "It Hurts Me Too," "Blow With Ry," "Highland Fling."

Alabama State Troopers, Elektra
Cuts: "Mary Louise," "Asphalt Outlaw Hero," "Brewsville," "Joe-Bim," "Mighty Time," "Opening," "Living in the Country," "Jesus On the Mainline," "Will the Circle Be Unbroken," "Going Down," "A Chicken Ain't Nothin' But a Bird."

Paul Simon, Columbia
Cuts: Everything.
King Crimson, "Islands," Atlantic
Cuts: Sporadic Play.

WHCN-FM, Hartford
Ron Berger reporting

John Kongos, "Kongos," Elektra
Cuts: "Tokoloshe Man," "Try to Touch Just One," "He's Gonna Step on You Again."

Family, "Fearless," UA
Cuts: "Larf and Sing," "Saturday Barfly," "Spanish Tide."
Ry Cooder, "Into the Purple Valley," Reprise
Cuts: "Money, Honey," "Vigilante Man."

Jackson Browne
"Saturate Before Using," Asylum
Cuts: "Jamaica Say You Will," "Something Fine."

WDAS-FM, Philadelphia
(progressive soul)
Harvey Holiday reporting

Aretha Franklin
"Young, Gifted and Black," Atlantic
Cuts: "Daydream," "Didn't I Blow Your Mind."

Crusaders, "Crusaders I," Blue Thumb
Cuts: "That's How I Feel."
Ike & Tina Turner
"Ike Turner Presents the Family Vibe," UA
Cuts: "Bottic Lip," "Sweet," "Pardon Me."

Black Ivory, "Don't Turn Around" Today
Cuts: "You and I," "Got to be There."
Al Green, "Let's Stay Together," Hi
Cuts: "So You're Leaving Me," "How Can You Mend a Broken Heart," "I Never Found a Girl."

Lou Rawls, "Silk and Soul," MGM
Cuts: "His Song Shall Be Sung," "Something," "Believe in Me."

WMMR-FM, Philadelphia
Ed Sciaky reporting
Nitty Gritty Dirt Band
"All the Good Times," UA
Cuts: "16 Tracks," "Creepin' Round Your Back Door," "Jamaica Say You Will."

Tracy Nelson/Mother Earth, Reprise
Cuts: "Same Old Thing," "Some Day My Love Will Grow," "I Don't Do That Kind of Thing Anymore."

Freight Train, "Just the Beginning" Fly By Nite
Cuts: "Built for Comfort," "Everything's Gonna Be Alright."

America, "America," Warner Bros.
Cuts: "House With No Name," "River-side," "Sandman," "Three Roses."
Jo Jo Gunne, "Jo Jo Gunne," Asylum
Cuts: "99 Days," "Run Run Run," "Take it Easy."

Lindisfarne, "Fog on the Tyne," Elektra
Cuts: "Fog on the Tyne," "Meet Me on the Corner," "Uncle Sam."

Also playing: Aretha Franklin, Atlantic; Genya Ravan, Columbia; Alabama State Troopers, Elektra; Annette Peacock, RCA; Muddy Waters Live, Chess; John Lee Hooker, Chess; Legendary Masters, Rick Nelson, Fats Domino, Eddie Cochran, UA.

Note: The picks of WMMR-FM are those of the music director. All air personalities have the right to choose their own music.

WEBN-FM, Cincinnati
Denton Marr reporting
Osibisa, "Woyaya," Decca
Cuts: "Beautiful," "Survival," "Move On."

Country Joe McDonald
"Incredible Live!" Vanguard
Cuts: "On the Road Again," "Entertainment Is My Business."

WGDL-FM, Chicago
Ed Shane reporting
Genya Ravan, "Genya Ravan," Columbia
Cuts: "What Kind of Man Are You," "Sit Yourself Down," "Turn on You Love Light."

Lindisfarne, "Fog on the Tyne," Elektra
Cuts: All.

Aretha Franklin
"Young, Gifted and Black," Atlantic
Cuts: All.
Dave Edmunds, "Rock Pile," M&M
Cuts: "Down, Down, Down," "Promised Land," "Dance, Dance, Dance," "Egg or Hen."

Mike Harrison, "Mike Harrison," Island
Cuts: "Pain," "Hardheaded Woman."

Atlanta Rhythm Section
"Atlanta Rhythm Section," Decca
Cuts: "40 Days and 40 Nights," "Days of Our Lives," "Can't Stand It No More."

Luther Grosvenor, "Under Open Skies," Island
Cuts: "Ride On," "Under Open Skies."
Nitty Gritty Dirt Band
"All the Good Times," UA
Cuts: All.

WCBS-FM, New York
Dick Bozzi reporting

Mike Harrison, "Mike Harrison," Island
Cuts: "Wait Until Morning," "Lonely People," "Hardheaded Woman."
Luther Grosvenor, "Under Open Skies," Island
Cuts: "Right On," "When I Met You," "Under Open Skies."

Rachel, "Rachel," Decca
Cuts: "Home," "How Many Times," "Lazy Lady."
Stone the Crows, "Teenage Licks" Polydor
Cuts: "Big Jim Salter," "Mr. Wizard," "Don't Think Twice," "Keep on Rolling."

Flood, "Flood," Warner Bros.
Cuts: "Turned 21," "Come Back Home," "Tuesday Blue."

Ike and Tina Turner
"Ike Turner Presents the Family Vibe," UA
Cuts: "Happy But Lonely," "I 812."

KRAC-FM, Long Beach, Calif.
Roy McCoy reporting
Lindy Stevens, "Lindy Stevens," Decca
Pot Liquor, "Levee Blues," Janus
Yes, "Fragile," Atlantic

Michael Nesmith,
"Tantamount to Treason," RCA
John Kongos, "John Kongos," Elektra
Kenny Loggins/Jim Messina
"Sittin' In," Columbia
Paladin, "Paladin," Epic
Cuts: "Fill Up Your Heart."

Blue Oyster Cult, "Blue Oyster Cult," Columbia
Jo Jo Gunne, "Jo Jo Gunne," Atlantic
Black Oak Arkansas
"Keep the Faith," Atco

KOL-FM, Seattle
Marsha Tomac reporting for Rich Fitzgerald

Paul Simon, "Paul Simon," Columbia
Kenny Loggins/Jim Messina
"Sittin' In," Columbia
John Klemmer, "Constant Throb," Impulse

King Biscuit Boy, "Gooduns," Paramount
John Kongos, "Kongos," Elektra
Fats Domino, "Fats Domino," UA

Aretha Franklin
"Young, Gifted and Black," Atlantic
Yusef Lateef, "Gentle Giant," Atlantic
Isaac Hayes, "In the Beginning" Atlantic
Rehsaan Roland Kirk
"Blackness," Atlantic
David Newman, "Lonely Avenue," Atlantic
Radio Themes
"Themes Like Old Times," Warner Bros.
Jim Price

KSAN, SAN FRANCISCO CALIF.,
Bobby Cole reporting
"Kids Today Ain't Got No Shame," A&M
Cuts: "Food For My Soul," "Sunshine"
Al Green, "Let's Stay Together," Hi
Cuts: "Let's Stay Together," "It Ain't No Fun For Me."

Paul Simon, "Paul Simon," Columbia
Cuts: "Mother and Child Reunion," "Peace Like A River," "Paranoia Blues."

Esther Phillips
"From a Whisper to a Scream," Kudu
Cuts: "Home Is Where The Hatred Is," "To Lay Down Beside You," "My Back Ain't Got No Bone."

Chris Darrow, "Artist Proof," Fantasy
Cuts: "Cocaine Lil."
Kenny Loggins with Jim Messina
"Sittin' In," Columbia
Cuts: "Nobody But You," "Vahevela," John Roman Jackson, "John Roman," Oak

Cuts: "Welfare Check," Rita Coolidge, "Nice Feelin'," A&M
Cuts: "Most Likely You Fo Your Way," "Nice Feelin'."

Jackson Browne
"Saturate Before Using," Asylum
Cuts: "Rock Me On The Water," "From Silver Lake," Ernie Freeman, "Truth Of Truths," Oak
"Overture."

Carol Hall
"Beads and Feathers," Elektra
Cuts: "Sunday Lady," "Carnival Man," "Thank You Babe."

Jesse Johnson
"Holes In My Soul," Oak-Single

NARM PARLEY IS SRO— 18 NEW MEMBERS ADDED

NEW YORK—Jules Malamud, NARM's executive director, reported that the Association's 14th annual Convention, which will be held March 5-10 at the Americana Hotel in Bal Harbour, Fla., is already a "Standing Room Only" affair. Malamud also noted that the 18 new members which have joined NARM since Jan. 1 are among the companies registered for the convention. The new members are Berlitz Publications of New York; Camrose Productions of Plainview, N.Y.; Jefferson Department Stores of Miami; King Karol Records of New York; National Record Mart of Pittsburgh; Post Records of Philadelphia; the Post-Pasin Organization of New York; Promo Record Distributors of Paterson, N.J.; Rolling Stones Magazine of San Francisco; Roper Records of Jenkintown, Pa.; Seaway Records of Cleveland; Signpost Records of Los Angeles; Sounds Distributing Corp. of Pittsburgh; TDK Electronics of Long Island City, N.Y.; Tracy-Val Co. of Westville Grove, N.J.; Twynight Records of Chicago; Waxie Maxie Quality Music of Washington; and Wendy Distributors of Newark.

Gates



Griffin



Knechtel



Botts



...build better Bread twelve ways.

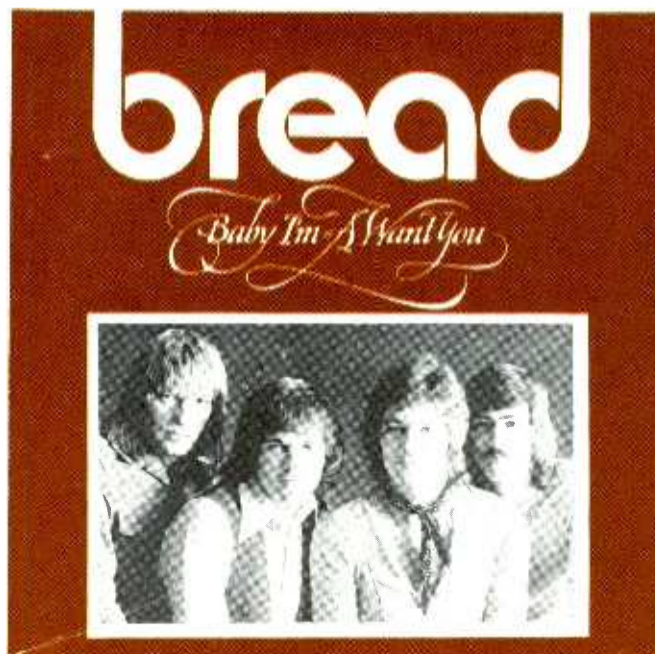
David Gates, like many another fine rocker, started out in Tulsa, Oklahoma and for the past few years (and the past four Bread albums) has been playing guitar and bass and singing and producing and writing songs like "Make It With You," "It Don't Matter To Me," "Let Your Love Go," "If," "Mother Freedom," "Baby, I'm A-Want You," and the current Bread winner "Everything I Own."

But that's only one quarter of the loaf, because Memphis born Jimmy Griffin, famed L.A. studio musician type on lead guitar, has been writing his share of hits too, among them a little ditty called "For All We Know," which just happened to win him an Academy Award in 1970 for Best Song Of The Year.

And while half a loaf is better than none, it's not as good as the whole wheat, which now includes Larry Knechtel, whose talents on piano/organ/harpsichord have caused his name to be on the backs of more albums than any name since Stereo. And not only is he one of the winningest keyboarders of the day, but also the winner of the 1970 Grammy Award for Best Arrangement of the Year in the form of the musical charts for Simon & Garfunkel's "Bridge Over Troubled Waters."

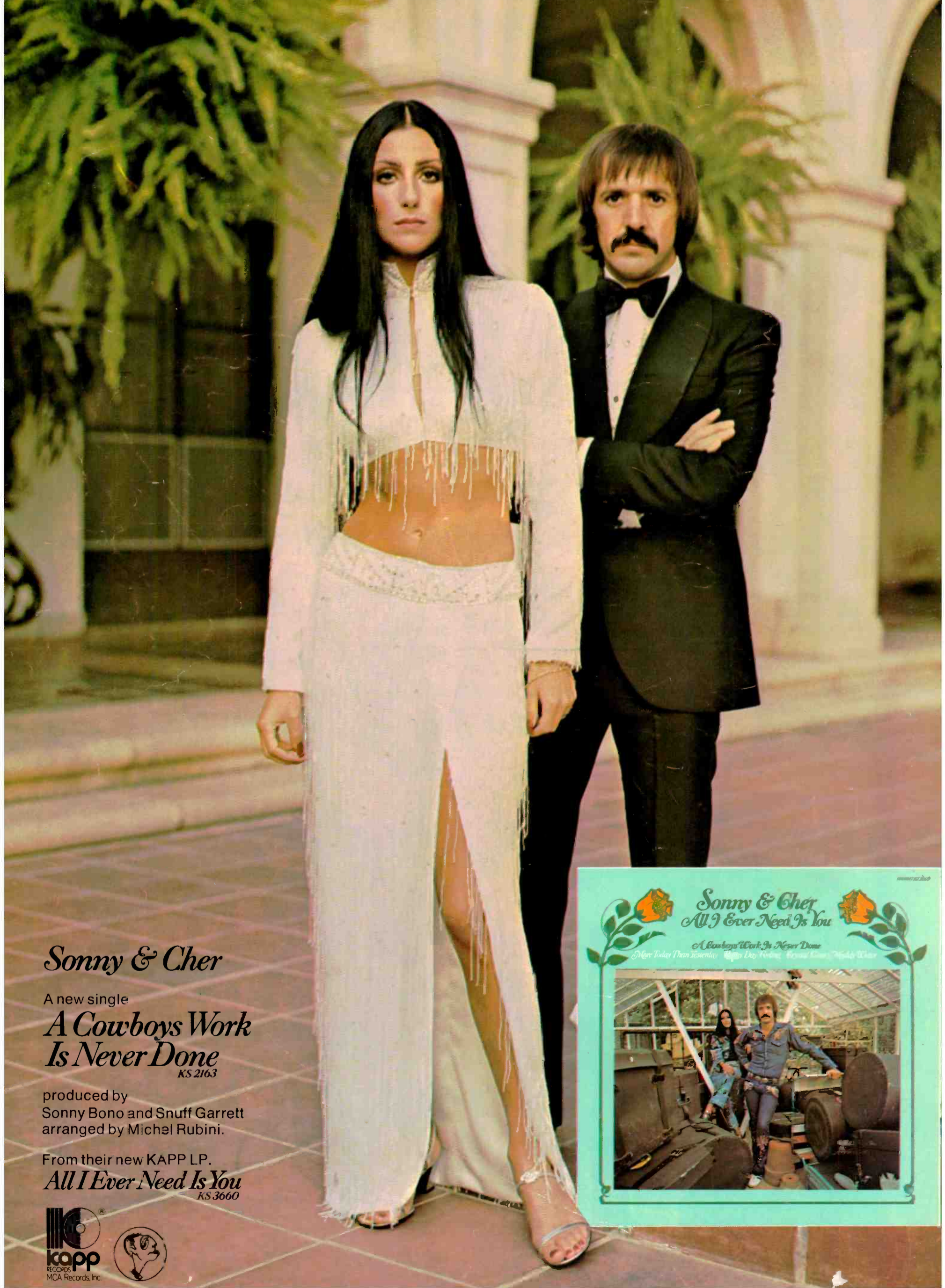
But the final slice is Mike Botts, who is simply one of the best drummers anywhere, providing Bread with "that back beat, you can't lose it."

All together, they have been and are Bread on twelve new songs on their fourth and brand newest album, "Baby, I'm A-Want You."



"BABY I'M A-WANT YOU"/BREAD/EKS-75015/Produced by David Gates/Associate Producer, James Griffin / Includes their hit single, "Everything I Own," EK-45765

Elektra Records, 15 Columbus Circle, New York City 10023



Sonny & Cher

A new single

A Cowboys Work Is Never Done

KS 2163

produced by
Sonny Bono and Snuff Garrett
arranged by Michel Rubini.

From their new KAPP LP.

All I Ever Need Is You

KS 3660



Sonny & Cher
All I Ever Need Is You
A Cowboys Work Is Never Done
More Today Than Yesterday *Happy Day* *Twelve* *Crystal Ball* *Night* *Wear*

