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SEVENTY-EIGHTH YEAR

The International Music-Record-Tape Newsweekly

TAPE/AUDIO/VIDEO PAGE 24

**HOT 100 PAGE 59** 

TOP LP'S PAGES 55, 57

# **Indie Distribs Evaluate New** Assn., NARM

By EARL PAIGE

CHICAGO—A group of key independent distributors was set to decide at a meeting here Friday (8) whether they can work as a part of the National Association of Record Merchandisers (NARM) or whether they should organize as a separate group, it was learned.

It was understood that Jules Malamud, executive director of NARM, would be here to explain how NARM can embrace the independent wholesalers, many of whom are increasingly concerned about losing lines to label-owned branches.

However, indications are that some independent distributors lean toward a separate organization, a concept discussed recently at a meeting of key southern independents at Memphis (Billboard, Nov.

Leading in organizing the meeting here at the Hyatt Regency O'Hare were Malamud and Jack White, the latter a partner in the independent Summit Dist. operation here. Other key indie chiefs believed to be at the meeting included Henry Hildebrand Jr., All-South New Orleans, who attended the Memphis gathering; Sheldon Tirk. Mid-West Dist., Cleveland; and Jack Solinger, Independent Music

(Continued on page 51)

# Mechanicals, Jukebox Royalty Increase Eyed

WASHINGTON-A cost-of-living raise of 26.6 percent is being actively considered by the Senate Copyrights Subcommittee for mechanical and jukebox performance royalty rates on copyrighted music, in the copyright revision bill pending before the Senate. The raise would lift mechanical royalty rates on recordings from the 2.5 cents per tune originally

# 'SQ' Invades German Mart

By CLAUDE HALL

NEW YORK—SQ, the quadrasonic matrix system backed by Sony and CBS Records, invaded the European continent last week as EMI Records affiliate, Electrola Gesellschaft, unveiled 15 releases in Germany. Pierre Bourdain, director of product management for the SQ system, and Joe Dash, director of SQ hardware licensing for the CBS Group, pointed out that EMI, not counting its product through Capitol Records, has released 30 titles. The label had earlier released 15 titles in the United Kingdom. Through Capitol, EMI has seven releases in quadrasonic in the U.S. CBS itself is planning almost 30 new SQ releases, classical and popular, within the next three months and is striving for simultaneous release in stereo and quadrasonic. In classical music, Bourdain said, CBS is issuing product almost simul-Bourdain said, CBS is issuing product almost simultaneously in stereo and SQ "or quadrasonic within 30 days after the stereo album comes out."

In classical music, quadrasonic represents 25 percent of the sales, Bourdain said, and in October, for example, the ratio was as high as 50-80 percent on some releases

Catalog 'Q' Hot In popular music, such as albums by Santana or Ray Conniff, especially product that has been out a while, the 4-channel version is either outselling or approaching the stereo sales of specific items. Bourdain said. "On a reorder basis of older stuff that long ago reached (Continued on page 62)

# **New Copyright** Law in Manila

By OSKAR SALAZAR

MANILA - A new copyright has been established in the Philippines. The edict, passed recently during martial law in the country, replaces the obsolete Republic Act No. 3134 and ends a long lobby in Congress for its

long overdue revision.

President Ferdinand E. Marcos has stated, in issuing the decree, that "tremendous strides in science (Continued on page 46) rate to slightly over \$10 per box per year, from the original \$8. proposed in 1967 to about 3.1 cents, and the jukebox

A letter requesting comment from interested parties went out from the Senate Copyrights Subcommittee last week (Dec. 4), over the signature of its chief counsel Tom Brennan. Recipients include Stanley Gortikov, president Record Industry Associa-tion of America, Nicholas Allen, counsel for the Music Operators Association (MOA); Leonard Feist for the Music Publishers' Association, and the three performing rights societies, ASCAP, BMI and SESAC. Deadline for comment is Jan. 15, 1973.

The letter points out that five years have passed since both the House-passed revision bill of 1967 and the Senate Copyrights Subcommittee hearings proposed rates of 2.5 cents mechanical royalty, and \$8

(Continued on page 51)

# Maitland Unveils U.S. MCA Label

LOS ANGELES-Without fanfare, the MCA Records label was launched in the U.S. a couple of weeks ago with shipments of albums featuring Neil Diamond and Elton John, two of the hottest acts on MCA's Uni label, on the new MCA Records label. Mike Maitland, president of MCA Records, pointed out that the MCA label had already been firmly established around the world, along with the Uni, Kapp, and budget Vocallion labels. MCA Records has always had problems because Decca, one of the strongest lines in country music, was copyrighted that the U.S. and Connedo Maitland said that all only in the U.S. and Canada. Maitland said that all of the labels would be continued, especially Decca in the U.S. and Canada.

"The introduction of the MCA label was very simple and we did it because we felt the identity of MCA Records was not too well recognized at the consumer lavel, that was were really one record.

consumer level—that we were really one record (Continued on page 62)

# **UA Sets \$500,000** For Better Mfg.

By NAT FREEDLAND

LOS ANGELES—UA Records is spending a minimum of \$500,000 to bring its Research-Craft pressing plant here up to equal European standards. Once the Los Angeles plant, with its six million annual album-pressing capacity, is entirely converted in the autumn of 1973, UA's All-Disc pressing facility in New Jersey, with an annual capacity of 20-million units will be partially upgraded for premium quality.

units, will be partially upgraded for premium quality.

UA will return to its Polymax process, developed some 12 years ago and temporarily discontinued three years ago, according to UA manufacturing director Martin Haerle. "The problem we ran into previously is that when a Polymax-pressed record took off we couldn't keep up on orders from our western plant," said Haerle. "So we'd have to fill shipments from the New Jersey facility, which wasn't equipped for Polymax.

(Continued on page 51)

# **Drum-Beating** On Yule Sales Begins in U.K.

By NIGEL HUNTER

LONDON - Although specific campaigns on Christmas product are lower this year-no doubt affected by pressing problems arising over recent months—many labels are going full speed ahead.

The WEA group has opted for the personal touch with its stock-

room offensive scheduled for Dec. 18-22. This involves visiting venues throughout the country during this period.

Product being promoted includes "The Most Beautiful Songs of," Aretha Franklin (Atlantic), Dean Martin (Reprise), Frank Sinatra (Reprise), and Sammy Davis Jr. (Reprise), Film Themes (Warner Bros.), the Everly Brothers (Warner Bros.), Judy Collins (Elektra), Peter, Paul and Mary (Warner Bros.), and The Rosko Show (Atlantic)

Other WEA albums also under the promotional spotlight are "No Secrets" by Carly Simon (Elektra), "Journey Through the Past" by Neil Young (Reprise), "The Best of Delaney and Bonny" (Atlantic), "One Dog Man" by James Taylor (Warner Bros.), "Homecoming" by Charles (Warner Bros.), and "The Second Coming" by Little Richard

RCA's Christmas stocking plans (Continued on page 46)

# Cayre Urges .atin 'NARM'

By JIM MELANSON

NEW YORK-Joe Cayre, president of Caytronics Corp., has called for a collective organization, along the lines of NARM, for the Latin recording industry. He said that such a move could result in upwards of 300 percent increased business on the U.S./
Puerto Rican market.

Cayre placed the need for such

an organization on the "rampant" bootlegging of tapes within the Latin market, the tendency of those policing the recording business to look upon the Latin industry as the "bottom of the totem pole," and the necessity of distributors and labels to "better coordinate their energies in the promotion and merchandising of Latin product" for the benefit of all.

Caytronics itself, on the music scene since 1968, is one of the (Continued on page 10)

(Advertisement)



REALLY, J.J. Cale's second little gem will be known to many of us as SW-8912, the mother of his chart-riding single "Lies" (also known as 7326). And there's more than one cut in a gem. Flawlessly, on Shelter Records and Tapes.

(Advertisement)





# **EIA Survey: Imports and Export Equipment Up**

Services Division of the Electronic Industries Association (EIA) has reported an increase in both imports and exports, consumer electronics equipment, during September, with the exception of color TV imports and monochrome TV ex-

According to figures released by the organization, imports, auto tape equipment were up by 34.5 percent in September 1972 over the same period last year. Videotape equipment imports were also up by 31.1 percent over the same period.

Also up were automatic record changers and turntables by 50.4 percent in September over the same period in 1971. Manual record players and turntables increased by 45.2 percent.

Despite the popularity that television enjoys among U.S. consumers, radio for the home has a 37.3 percent increase in September over a similar period in 1971. Automobile radios registered a 21.2 percent increase.

In television imports monochrome sets of 18 inches and over enjoyed the biggest percentage increase, netting 64.7 percent in Sep-

### Weintraub in Pact

NEW YORK-Jerry Weintraub, chairman of Management III, Ltd., has signed a five-year exclusive deal with Arthur Wirtz, owner and chairman of the board of the 16,000-seat Chicago Stadium, for contemporary rock attractions to perform at the stadium.

NASHVILLE - Mandala Rec-

ords, which is distributed in the

U.S. by Starday-King here, will

promote two of its first three al-

bum releases with audio biographi-

cal albums featuring interviews

conducted by Richard Robinson

of Pop Wire Service, New York.

Louis Lofredo, president of Man-

dala, said that 1,200 copies each

of the audio biography of Robert

Bio LP's Plug Mandala

tember over the similar period in

While the U.S. imported a significant quantity of consumer electronics products during September, it also exported a large amount, with home radios netting a major 202.4 percent increase over the similar period in 1971. Phonographs were next with a 74.8 percent increase.

Audio tape equipment registered 47.4 percent increase with video tape equipment enjoying a 41 percent increase. The export market for automobile radios climbed by only 2.7 percent, with monochrome TV sets dropping to below 30 percent of last year's figure.

# ABC's Lavinthal Goes FIND All the Way; Sees Plus Catalog Profits

SEATTLE—Lou Lavinthal, president of ABC Record and Tape Sales, last week instructed all of his company's branches to use the FIND service in handling special order business. Lavinthal's decision to feature FIND on a companywide scale came after the firm tested the special order service in several branches.

"Some of our branches are using FIND and are experiencing a much easier and more economical way of handling special orders," Lavinthal said in his notification to his branches calling on them to start using the service.

The veteran wholesaling executive told Billboard:
"We are extensive catalog stock-

ers. However, none can stock the 62,000 titles that FIND has in its warehouse.

"We feel that there is a lot of

business which is being lost in the thousands of outlets that are serviced by rackjobbers by not making this product available. I think FIND has the answer for a lot of plus business.

"We have instructed our branches to use FIND and take advantage of the tremendous catalog business that's available through the central warehousing by FIND.

"As a matter of fact, it was our

intention to try to do something like FIND ourselves. We would have one warehouse that would stock all the manufacturers' catalog product so that we could pull product from that central ware-house as we needed it. When FIND actually did it for us, it's no longer necessary for us to make that investment. We really intend to use FIND, and use it to build

# **Hakim Sparking Forming** Of Midwest Promo Assn.

CHICAGO-A group of Chicago record promotion executives last week launched an organization tentatively titled Greater Chicago Promotion Men's Association. The aim of the organization, like a similar group formed in Los Angeles, will be to improve the image the record promotion man. "We're tired of being called 'record guys,'" said Jack Hakim, a pro-motion executive for the area with Buddah Records and a mainspring behind the new group along with Ray Chiovari, Warner Bros.; Paul Diamond, London Records; Gordy

Anderson, Columbia Records; Frank Builliano, Summit Distribu-tors; Jimmy Bryant, UA; and Frank Dileo, RCA.

These men comprise the execu-tive compittee to form the or-

tive committee to form the organization. They'll be contacting the 30 or more record promotion executives in the area. The first general meeting will be held at Hakim's home in a couple of weeks, then a formal meeting or dinner session will be held after the first of the year. Hakim said that anyone in the Cleveland or Milwaukee areas who wanted to be a part of the organization could call him at 312—647-0410. "We're call him at 312—647-0410. "We're open to suggestions... even the name of the organization is tentative," Hakim said. He said that the meetings of the group would be somewhat social, but business comes first. "We want to add a new dimension to the role that promotion men have and will be trying to better ourselves and help. trying to better ourselves and help each other with problems." Guest speakers from the field of radio, record stores and rackiobbing would be invited to the meetings,

The Southern California Record Promotion Men's Unassociation, a group formed in Los Angeles, has already held several meetings quite beneficially in Los Angeles, Hakim said that he had talked at length with Jan Basham of the Unassocia-tion regarding the Chicago organi-

# 7th Store of N.C. Chain to Chapel Hill

CHAPEL HILL, N.C. — The seventh in a chain of Record Tape Centers is opening here, carrying all contemporary music plus English imports and cut-out products. To be called Record Tape Center East, it will open in January under the management of Madonna J. Bentz. Charlie Mann is regional

This city already has a Record Tape Center West, with 2,200 square feet of operational space. The new firm will have 800 square

There are five other stores in Boone, Jacksonville and Durham, N.C., as well as the two stores

Record Tape Center East will

### NOTICE

The regular weekly air de-livery of Billboard was delayed this week as a result of a TWA Airlines ground crew slowdown

manager of the operation.

be a discount store.

Normally, the issues are dispatched by air for worldwide delivery at Dayton, O., where the printing plant is located. Due to TWA's labor problems. issues this week were trucked into New York City and shipped by air from there.

# Simon, CBS & Publisher Sue Marks

NEW YORK-Paul Simon, Charing Cross Music, Inc. and Columbia Records have filed an order to show cause against Edward B. Marks Music Corp., as to why Marks should not be enjoined from the manufacturing, distribution and sale of the recorded performances by Simon of the compositions "Carlos Dominguez" and "He Was My Brother."

The order also seeks an enjoin ment, on the same basis, for the LP "The Early Songs of Paul Simon" and the songfolio "The Early Songs of Paul Simon."

The order was filed before Judge Hyman Korn of the New York State Supreme Court for the County of New York Nov. 30.

### CARROLL FETE ON DEC. 20

NEW YORK—Carroll Musical Instrument Service Corp., will commemorate its 28th anniversary and its recent move to new facilities with an open-house party Dec. 20 at 351-53

W. 41st St.

The firm's new facilities include offices, showrooms and a warehouse. Carroll Instrument is a musical instrument and percussion supply firm.

John Gallo and Ben E. King had been shipped to radio stations. Mike Kelly, promotion executive with Starday-King Records, said that the LPs with the interviews would also be used as giveaways in key record stores as a promo-tion for the albums by the artists. Gallo, incidentally, besides being the key producer for Mandala, is a partner in the label. He and Lo-fredo operated a recording studio on Long Island near New York City, but sold out recently and moved to Nashville.

Mandala is a new operation for the U.S. The label was launched a year ago in Canada, where it is still distributed by Capitol Records. Then Lofredo, via licensing deals, launched the label in Europe and Australia. Red Bus handled the label in England, RCA in New Zealand and Australia, Dureco in the Benelux countries. Lofredo plans to build his own studio in the near future.

Other LPs on Mandala just re-leased include one by the Vibrations. The first single on the label is "San Diego" by Ronnie Prophet. Tennessee Publishing Corp. is administering the various Lofredo-Gallo publishing operations.

# Glory Sales Increase

NEW YORK — Glory Records, reorganized a year ago, reports increased sales the past year as a result of strong promotion and marketing. Cecil Vaughan, vice president and head of marketing and sales said, "Our gospel label has arranged a deal whereby retailers can receive coop money for inventory promotions. As a re-

programmed not only on straight gospel shows but also on r&b shows. This is a way to broaden sales . . . the more listeners, the more sales."

Glory's current heavier albums are Lloyd Reese's "Lord I Thank You," Kenneth Moales' "Serve the Lord" with Johnny Mitchell and members of the Belafonte band and the Michael Powell Ensembles' "I've Found a Friend" "I've Found a Friend."

"Gospel music today is moving towards contemporary sounds and the Glory product not only reflects standard gospel but contemporary as well. We seek to provide for

(Continued on page 62)

# **Concert Launches Buddah** U.S. Charisma Promotion

NEW YORK - The Buddah Group is launching its most in-tensive promotional campaign in support of Charisma Records, the British independent label with whom Buddah recently signed an American distribution deal.

Spearheading the campaign will be the introduction of Charisma recording acts Genesis and String Driven Thing, who are being flown in from England for a special Christmas concert at New York's Philharmonic Hall on Wednesday (13). That concert, a benefit for the United Cerebral Palsy Fund, will be presented jointly by Charisma and WNEW-FM, with all proceeds to go to the fund. In addition to the ticket price of \$3, concert goers are being asked to bring wrapped gifts, which the WNEW-FM staff will then distribute to needy children who are victims of Cerebral Palsy.

All expenses for the concert will be covered by the Buddah Group. The decision to produce the con-cert stemmed from the inability of Genesis to mount a full U.S. tour before the spring, owing to heavy European bookings, according to Boggart, co-president of the Buddah Group.

To maximize exposure for the groups at the Philharmonic affair, Buddah is also bringing in selected press and radio representatives from various parts of the country.

Other phases of the Charisma promotional campaign will be carried out after the holiday season, with a number of special press, radio and merchandising projects already in the planning stages.

## Jay-Kay Out; Alltapes Nabs

DALLAS—Jay-Kay Dist. here, a branch of the Handleman Co., closed its doors here last week, with many of the lines switching

to Alltapes Distributors here.
Jack Bernstein, manager of Alltapes, acquired Chess/Janus; Metromedia; Ranwood; Project 3; GSF; BASF; Ovation and the GNP/Crescendo lines. He will also represent ABC-Dunhill for northern Louisiana, as well as Texas. Northern Louisiana had served for ABC-Dunhill by Stan Lewis, Shreveport.

### REVIEW:

# **Bouncy Bette** Today's Bra-Less Barbra

By NAT FREEDLAND

LOS ANGELES—Bette Midler, direct from a San Francisco triumph, electrified Troubadour audiences in a sold-out five-night debut here. "The Divine Miss M," as Bette announces herself during quieter moments, is a 1970's Strei-sand, the early-phase Streisand be-fore Barbra's offbeat beauty was recognized and she stopped coming on primarily as a zany.

Some of Miss M's set pieces are

an ultimate Andrews Sisters versions of "Chattanooga Choo-Choo" performed at tongue-twisting speed and "Leader of the Pack" as popularized by those chanteuses of 1950s ultra-violence, the Shangri-Las. In each case, Bette actually becomes the entire trio before our very eyes.

However, la Midler is considerably more than a one-woman Sha-Na-Na. Besides her displays of virtuoso trash from the 1920's on, she is perfectly capable of a stratospheric coloratura version of a ballad like "Am I Blue?" or a chilling evocation of John Prine's avant-rock oratorio about old age,

"Hello In There."

In between ditties, Miss M prances about frenziedly in her thrift-shop spiked heels and silver lame as she keeps up a wholly outrageous machine-gun chatter that combines the campiest of Car-men Miranda and Phyllis Diller. Her rhythm quartet provided excellently contemporary support as Bette Midler showed how spellbinding a true entertainer can be in this era of onstage mediocracy hiding behind the banner of laidback naturalness.

The Troubadour show was opened by Peter Allen, whose Metromedia album "Tenterfield Saddler" has won critical praise as a quality singer-writer effort. Allen's live performance was hardworking and sympathetically eager to please. He should soon find himself established as a top draw on the intimate club circuit, where his sensitive autobiographical songs fit perfectly.

> More Late News See Page 51 & 62

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MR. G RECORDS, newly formed record firm, hosts a party held last week at the Regency Hotel, New York, to introduce itself and its new artist Dax Xenos. At left is Jimmy Wisner, arranger and producer of the firm's debut single, "Spread Your Love on Me," sung by Xenos, center. At right is Walter J. Guyzbowski, head of the label. Mr. G will be headquartered in New York at beginning of year and will be handled nationally through independent distributors.



MRS. MONIQUE I. PEER of Southern and Peer Music is flanked by Sparks Records artist Keith Michell on the left and Billboard Publisher Hal Cook on the right during a party in Michell's honor given at the Peer home in Los Angeles. The Australian singer-actor has his first LP on Sparks being released to coincide with his Dec. 13 appearance on the Julie Andrews ABC-TV show.

# 'Rudolph' Riding High

NEW YORK—Johnny Marks, through his St. Nicholas Music Inc., is celebrating the 23rd birthday of "Rudolph the Red-Nosed Reindeer." To date "Rudolph" has sold over 97 million records; 65 million in the U.S. and 32 million abroad and over nine million copies of various printed arrangements. Gene Autry first recorded the song in 1949.

His record alone has sold over eight million copies and remains Columbia Records' all-time best seller. More than 400 cover versions of the song have been recorded. This year "Rudolph" was elected to the Songwriters Hall of Fame.

Three other Johnny Marks Christmas standards are also being reactivated this month. "I Heard the Bells on Christmas Day" was first recorded by Bing Crosby on Decca in 1956 and subsequently followed by 56 other artists. Brenda Lee's 1960 seasonal

# MUSIC ROW'S POSH MOTEL

NASHVILLE — A massive motel complex, containing all suites, will be constructed on this city's Music Row directly across from BMI and the Country Music Hall of Fame.

To be called Music City Manor, the eight-story structure again will add modernism to the once-blighted neighborhood, complementing other buildings in the region.

Decca hit "Rockin' Around the Christmas Tree" has recently been covered by Lynn Anderson on Columbia and David Cassidy on Bell. "A Holly Jolly Christmas" was a successful Decca single for Burl Ives in 1963.

The traditional seasonal special, "Rudolph the Red-Nosed Reindeer," narrated by Burl Ives with a score by Marks, had its ninth annual showing Friday (8) on CBS-TV at 8 p.m. The soundtrack album will again be promoted by Decca Records.

# Insurance on Instruments

NEW YORK—Instrument insurance is now available to members of the American Federation of Musicians, which has been attempting for some time to arrange such coverage.

As long ago as the union's 1970 annual Convention, delegates requested the Federation to investigate the complex problems of obtaining satisfactory instrument insurance but implementation of the program was delayed until now.

Coverage is available to union members anywhere in the U.S., Canada, Puerto Rico and Virgin Islands at preferred annual rates as follows: first \$1,000 of value, \$6 per \$100; second \$1,000 of value, \$3 per \$100; and over \$2,000 of value, \$1 per \$100. All claims are subject to a deductible in the amount of \$25.

# ASCAP Accord With Radio

NEW YORK—The All-Industry Radio Music License Committee has reached an agreement with ASCAP, settling litigation which had been brought by approximately 1,200 radio stations throughout the U.S., represented by the Committee. The purpose of the litigation was to fix fees payable to ASCAP for the right to perform ASCAP music.

The proposed settlement will be submitted to Judge Sylvester J. Ryan, of the U.S. District Court for Southern District of New York on Dec. 20 for approval.

Elliott M. Sanger, chairman of the committee, stated that the commercial fees will be reduced approximately 14 percent. He estimated that as a result, fees payable by radio stations to ASCAP would be reduced by at least \$2,400,000 a year.

The new licenses will be for a term of five years commencing March 1, 1972 and the reduction in rates is retroactive to that date.

# 2 Atl Posters 'Best Designed'

NEW YORK—Two of Atlantic Records' special series on posters designed by Stanislaw Zagorski have been selected as among the best designed posters for the 1971-1972 period.

Created under the supervision of Bob Rolontz, vice president in charge of advertising and publicity, and printed by Michael Lith, the posters depict Atlantic artists Greg Lake and David Crosby. The posters are featured in the current issue of Print Magazine, sponsors of the competition.

More than 1,200 entries were made for the competition. The posters will be on display at the awards exhibition from now through Dec. 29 at the Mead Library of Ideas in the Pan Am Building here.

### Carol Gets Hot Atl Treatment

NEW YORK—"A Silent Night," a contemporary treatment of the traditional carol by Adam Perle and Wesley Crow, was listened to and bought on the spot by Atlantic Records last week. The company acquired exclusive distribution rights to the single and rush-released the recording to stores throughout the country within four days. This marks the fastest single record deal in Atlantic Records' history.

In This Issue

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Album Reviews

Pick Singles & Radio Action 61

# **Executive Turntable**

Tony Lanzetta has been appointed Billboard's Director of Charts, replacing Don Ovens who is now on leave of absence due to health reasons. Ovens will be reassigned to other responsibilities upon his return from his leave.







ELKUS

OLZMAN

POPOVICE

Dick Sherman has been named director of West Coast operations for Bell Records, replacing John Rosica who has joined Creed Taylor Industries, N.Y. Sherman was director of marketing for Wheeler Dealer, Los Angeles based direct-to-consumer record and tape marketing firm. Prior to joining Wheeler, he was West Coast representative for the Barry Gordy firms and national sales manager for Warner Bros. . . . Richard J. Elkus has been elected chairman of the board of directors of Ampex Corporation. He has been associated with the firm since its earliest days, having served as a member of the board of directors for 15 years. . . . Keith Holzman has been appointed vice president in charge of production, manufacturing and studio operations at Elektra Records. With the label for over eight years, Holzman will oversee the entire West Coast studio operation.







SYRD

CHAFFER

KNAUEI

Steve Popovich has been promoted to vice president in charge of national promotion for Columbia Records. In his new capacity, Popovich will continue to coordinate the promotional activities of the label on a national, regional and local level. . . . Jimmy Byrd has been appointed manager, contemporary product merchandising, for RCA Records. . . . Chuck Cassey has been named director of Chappell Music's new writer workshop in New York. With Chappell for four years, Cassey will also continue to supervise all recording activities. He will be assisted at the workshop by Bill Cureton, who prior to joining Chappell a year ago, was professional manager for The Richmond Organization. Ken Schaffer, returning to New York, has opened a rockbased publicity firm, Overlord, Krishna & Schaffer. Prior to his leaving New York two years ago, Schaffer ran Sound Images Propaganda, Ltd. The new firm will specialize off-beat publicity work. . . . Stephanie Knauer has been appointed supervisor, promotion administration, for Epic Records and the Columbia custom labels. She will be coordinating artists' tours and will be assisting Stan Monteiro in record promotion. . . . Milton Philipson has been named executive vice president of sales and marketing for Grundig by Amerex Electronics, Inc. Philipson, who will headquarter in Los Angeles, will be responsible for marketing the complete line of Grundig tape equipment and component systems. He was most recently executive vice president of marketing for Akai America Ltd. . . . Richard A. Franklin has been appointed executive vice president of Super Sound Studios, Inc., Philadelphia. . . . Jan Garratt, long-time public relations director for the Country Music Association, is resigning her post due to pregnancy. . . . Eddie Kilroy has joined Jerry Lee Lewis Enterprises, Memphis (see story in country section). . . . Jack Haynes has been named director of talent for the Wil-Helm Agency in Nashville. Formerly, he was with Dick Flood Associates in Hendersonville, Tenn.









MITCHELL

BOWEN

SCHUPP

Bob Bonus, veteran Chicago talent agent who recently left CMA there, has joined the new American Talent Intl. office, Los Angeles. Leo Leichter, who formerly headed his own office which merged with ATI here, remains West Coast chief. . . . Howard Ungerleider, formerly with ATI's home office publicity department, steps up to bookings in the mid-south and eastern Canada, working from the N.Y. office. Frank Western, also headquartered in New York, will handle the deep South bookings. . . Pat Siciliano has joined the West Coast publicity office of Columbia Records. He was formerly in the publicity depart-

ment at A&M. . . . Capitol Records has agreed to provide the

(Continued on page 62)

# America's most popular TV singing group is now capturing all the airwaves: The Johnny Mann Singers' "Stand Up and Cheer."



who watch The Johnny Mann Singers' TV program every Monday night.

And want to hear more the rest of the week. The Johnny Mann Singers: "Stand Up and Cheer." On Epic Records and Tapes

# Billboard

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### FAITH PAYS ON 'OH BABE'

NEW YORK — Faith has paid off. "Oh Babe What Would You Say," a single by Hurricane Smith released here six months ago by Capitol Records, and published by Chappell Music, has finally made it on the U.S. charts. Last week's Billboard chart had it at No. 59.

With entry on the U.S. charts, the piece has repeated its English performance—also taking six months after release—to make it on the U.K. charts.

# Knight Sues Garden, GFR

NEW YORK-Terry Knight, on behalf of himself as a shareholder of GFR Enterprises and others similarly situated, has filed suit against Madison Square Garden and GFR Enterprises, Ltd., seeking to enjoin the Garden from promoting, advertising, or using in any manner, the GFR trade-

The suit, filed in the U.S. District Court, Southern District of New York, before Judge Palmieri, comes in the midst of other infringement suits by Knight against GFR. Besides the enjoinment, the suit seeks no less than \$100,000 in

# Martignette, Ad Co., Set

BOSTON-Charles Martignette Associates, an advertising and public relations firm, has been formed by Charles Martignette Jr., with provisions for a special wing designed to handle record, music and entertainment accounts.

Martignette will gear the new firm to provide service in both cre-ating and placing advertising for all areas of the record business. A heavy accent will also be placed on artist relations, with plans to of-fer promotional services throughout the New England area.

Prior to forming the company, Martignette worked with Columbia Records in Boston and was general manager of Discoscene II

### **ESP** Disk Adds 16 Distribs

NEW YORK — ESP-Disk has NEW YORK — ESP-Disk has added 16 distributors. They are Alta, Phoenix; Karma, Indianapolis; Best & Gold, Buffalo; Summit, Chicago; Mangold - Bertos, Charlotte; Adelphi, Silver Spring, Md.; Tant, Northville, Mich.; Heilicher Brothers, Minneapolis; Alta, Salt Lake City; Tri-City, Pittsburgh; ABC, Seattle; Merit, Detroit; All-South, New Orleans; John O'Brien, Milwaukee; Record Sales, Memphis, and Dance, Newark.

### April/Blackwood In Pub Deals

NEW YORK-April/Blackwood Publishing has completed a publishing and administration agree-ment with Landers-Roberts Music of Los Angeles. Blackwood Publishing has also signed a similar contract with Elektra Records' Los Angeles based Goodthunder group. Also in the Landers-Roberts stable of songwriter-performers to be handled by Blackwood Publishing is P.F. Sloan, author of "Eve of Destruction."

### Virgo Gets Tapes

NEW YORK-Virgo Records has acquired the tapes of the Dynavoice and New Voice labels, for-merly owned by Bob Crewe. Virgo Records is distributed in the U.S. by Roulette Records.

# Letters To The Editor

Panasonic Policy

Dear Sir:

The advertising policy of MECA (Panasonic) is to abstain from any encouragement to consumers to use our tape recorders for the purpose of either copying disks or off-the-air recording of music.

We fully appreciate the unique role of the music industry in helping to create and sustain demand for our products. Despite the fact that there may be legitimate differences of opinion between hard-ware manufacturers and music producers as to the degree to which consumer dubbing is either con-trollable or harmful, Panasonic recognizes the concern of the recording industry.

An examination of all Pana-sonic tape recorder advertising over the past several years will affirm that our practice coincides with our policy. Panasonic has never suggested consumer dubbing of broadcast music in its U.S. advertising. In Japan, Matsushita is prominently engaged in both the hardware and recording business. We are of the belief that cooperation between the two in-dustries is essential. In fact, Matsu-shita has taken the initiative in recommending to the EIA-J the establishment of an industry com-mittee to establish voluntary ad-vertising guidelines for tape recorder manufacturers which would eliminate the encouragement of consumer dubbing or off-the-air recording of music.

The Japanese trade ad quoted by Billboard is not in accord with present Matsushita policy. Appropriate action has been initiated to prevent a repetition of this inci-dent which regrettably, but under-standably, can occur in large di-versified organizations.

Sincerely, Hajime Yamato Executive Vice President Matsushita Electric Corporation of America New York, N.Y.

### Malamud Comment

Dear Sir:

I was astounded to open up the Billboard's December 9 issue and read your lead story entitled "NARM Sets Up New Chicago Summit Meet." The continuation on page 54 headlined "Malamud Summit."

The above headlines and the story itself made numerous inferences which were absolutely not true. Your words "Jules Malamud was drumbeating another summit meeting" were as opposite to the facts as any could be.

The meeting was initiated, dis-

cussed and arranged for by a group of concerned distributors. I was of concerned distributors. I was asked to attend as was NARM's counsel, when several NARM members, who are prominent distributors, felt that they could not attend such a meeting unless we attend such a meeting unless we were present. These are the simple facts. I did not "drumbeat"; however, I am deeply concerned about the future of Independent distribution. If my attendance at a meeting of these distributors (and the presence of our counsel) will help strengthen the purposes such a meeting wishes to accomplish, I feel it is my duty to attend.

I would appreciate in the future that any such stories which do not emanate from my office and which concern NARM and its Executive Director, be carefully checked for their accuracy before publication. We in NARM have always appreciated the cooperation of Billboard in bringing the NARM story to the industry, and trust that this fine relationship will continue in the

Jules Malamud Executive Director Bala Cynwyd, Pa.

(Editor's Note: Billboard attempted unsuccessfully to reach Malamud on deadline at the Century Plaza, Los Angeles.)

Indie Enthusiasm

Dear Sir:

I feel that after two years of problems with independent distributors, I must answer some of the points brought out in the referenced articles.

First: Background. I have always wanted to run a small record company. Ten years ago, I used to bring tapes to Claude and Don to listen to and critique. I have al-ways felt that we could work harder as a small company on a few artists we really believed in than going to a major for distribution.

Eleventh Hour now has 20 independent distributors. In most cases, choice was not dictated by a D & B report, but rather, by a "gut" feeling and at times because our first choice in a region would not answer a phone call.

We have three or four distributors that really work for us. They order, promote and merchandise for us. They want us to succeed. They care about our product and artists. They know that we have to be paid to survive. They tell us when they feel we are wrong. They communicate with us, so that

we can do a better job.
Others, take our product, put it in the warehouse and ask for an

R. A. when it gets dusty.

Still others check us for airplay, sell in those areas that we have developed and wait 180 days or more to pay us. (Some, as of this writing, never have.)

We have never asked anyone for front money. We always issue R.A.'s upon request. We have never asked a distributor to take over 50 pieces, which certainly isn't unreasonable.

A Midwest distributor said of one of our current releases, "It's nice, but no one ever heard of the company," yet in our Washington-Philadelphia area, our distributor works and promotes and the sales are there.

I would welcome and support an association of indies that felt there was room for small manufacturers. There is nothing in the world that could force us into a distribution deal with a major except continued apathy from the average

we release 12 to 14 LP's and tapes per year. It would seem to me, that with careful selection, that is enough to stay in business, do a good job and develop credibility for the label and the artists.

I'm sure that you are already aware of the many problems facing the small record company. Higher studio rates, higher pressing and fabrication costs, at times a lack of quality control from the major who does the pressing and certainly a lack of interest from the

The above sounds bitter, but, it the above sounds bitter, but, it isn't. There are many areas of this industry that need to be brought out, for to know yourself is one of the keys to growth.

The three or four distributors who work hard for us, make a profit for themselves and literally keen us in business. Just think what

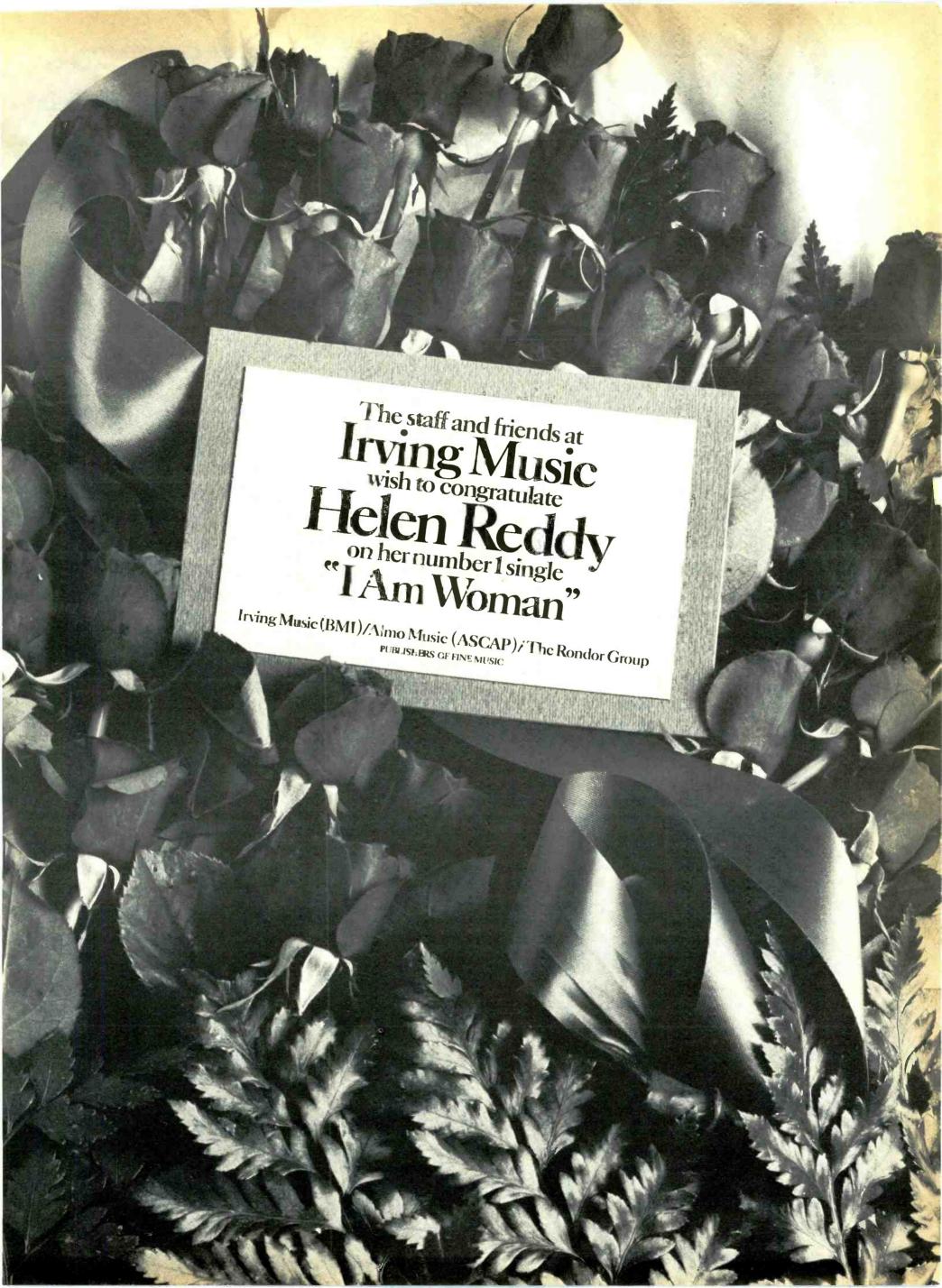
keep us in business. Just think what we could do with 25 or 30.

One final note. The large national agencies won't touch one of

our acts. The reason: They know that there are many areas of the country we just don't count in. They continually tell us to go to a major for distribution. Even after two years, we have not been able the Rocky Mountain States, Kansas, Missouri, Kentucky or Upper New England. We have only a one-stop in California and he has no promotional staff.

Gentlemen, we love this business or we wouldn't struggle on from day-to-day. What must we do to be heard. If our product doesn't stand up, that's one thing, but we deeply feel that it will, for where it is heard, it sells.

Cordially Chuck Taylor President Eleventh Hour Records Virginia Beach, Va.



### **Back to Profit Side** Transcon

nental Music Corp., acquired last March by James J. Ling, chairman and president of Omega-Alpha Inc., to spearhead his comeback on Wall Street, is losing money.

Ling recently completed a capi-

talization program for Transconti-nental Music, an Omega-Alpha sub-sidiary acquired through a merger with Transcontinental Investing

Corp.
Omega-Alpha said it invested more than \$30 million in the record-tape rack merchandiser since March, most of which came from the sale of nonoperational assets

### **OMBUDSMAN**

(Available)

**Executive Staff Administration** International Operations

Music Publishing Record Manufacturing Distribution Marketing Performing Rights

Box 1024 Billboard Publications

9000 Sunset Boulevard, Suite 415 Los Angeles, California 90069

intracompany transactions. The company now expects Trans-continental Music to soon negotiate new lines of credit of about \$6 mil-

Ling's miniconglomerate wound up its first year as a publicly-owned firm with a \$42 million net loss. Much of the loss—a \$30 million write-off of intangible assets—was attributed to Transcontinental Music. The company also reported a \$2 million net loss for the first quarter ended Sept. 30. Much of that loss was also cornered at the music subsidiary.

Black Ink Forecast

Omega-Alpha, however, announced it expected to be profitable in the current quarter and for the rest of the fiscal year ending next June 30. Ling also said he expected Transcontinental Music will be profitable this quarter, ending Dec. 31.

According to the parent company, \$20.4 million of bank and institutional loans of Transcontinental Music have been paid since March, leaving a balance of \$500,-

The new equity and working capital received, the institution of corrective administration and management changes, improved cost and inventory controls and accounting procedures, combined with a substantial overhead reduction, should enable the music company to operate profitably in the current quarter, the company

In the past 30 months, Trans-continental Music has lost about

\$37 million, including a loss of \$1.2 million in the fiscal first quarter, but, according to a company spokesman, the music rack mer-chandiser should account for \$65 to \$70 million in sales out of Omega-Alpha's total corrected sales "in excess of \$300 million," in the future.

(Omega-Alpha, which paid about \$51 million for Transcontinental Investing, chiefly in O-A stock, has recently written down TIC's assets. Transcontinental's assets were reduced from \$44.9 million at the end of last year to about \$33.2 million this March 31.)

(In turn, an audit of Transcontinental Music showed a recorded loss of \$17.1 million on sales of \$54.2 million in the 10 months ending this March 31. The music subsidiary, according to Omega-Alpha, had a negative net worth of \$10.9 million.)

### Bernhard Analysis

The Arnold Bernhard & Co. Inc., New York, feels the "big swing factor in Ling's 'redeployment' tactics is Transcontinental Music. "This was once a highly profitable enterprise (in 1968) with a pretax profit of \$5.9 million on sales of \$86.2 million. Since then there has been nothing but red ink," stated a company investment survey.

"If Omega-Alpha can turn Trans-continental Music around," the in-vestment survey states, "TMC could make a significant contribu-tion to the parent company's prof-ite"

# Off The Ticker

INFONICS INC., Santa Monica, Calif., manufacturer of tape dupli-cating equipment, has been acquired by Electronic Associates
Inc., West Long Branch, N.J., for
100,000 shares of EAI shares,
currently valued at around \$7 milcurrently valued at around \$7 million.... Sony Corp., Tokyo, said earnings of the parent company alone jumped 54.8 percent in the second half, ended Oct. 31, on an increase of 38.4 percent in sales. Sony said earnings rose to the equivalent of \$26.2 million in the second half from \$16.9 million a year before. Sales gained to \$372.7 million from \$276.5 million. Sales of audio equipment and video tane of audio equipment and video tape of audio equipment and video tape recorders jumped 103.9 percent in the half, to \$64.1 million, and tape recorders and radios increased 20.2 percent, to \$106.5 million. The firm believes the consolidated net figure, which was estimated earlier this year at about \$750 million, an increase of about 20 percent, will exceed \$790 million, or an increase of over 25 percent. an increase of over 25 percent....

Telecor Inc., Beverly Hills, declared a cash dividend of 24 cents clared a cash dividend of 24 cents a share on the common stock, payable Jan. 15 to stockholders of record Dec. 22. The company previously paid a 23 cent cash dividend on Jan. 5, adjusted for the 50 percent stock dividend in April. . . . MCA Inc., Los Angeles, says in its pine-month report to sharein its nine-month report to share-holders, the rate of earnings improvements for all of 1972 will "approximate" that of the first quarters (\$1.82 vs. \$1.52) and that it's "optimistic" about record profile and revenues this year. file and revenues this year.

HANDLEMAN COMPANY. Detroit, said sales for the second quarter ended Oct. 31, were \$26,-367,000 and earnings \$1,477,000, 367,000 and earnings \$1,477,000, or 34 cents a share, compared to sales of \$25,016,000 and earnings of \$1,726,000, or 39 cents a share last year. For six months, sales were \$48,251,000 and earnings \$2,380,000, or 54 cents a share, compared to \$45,257,000 and earnings of \$3,044,000, or 68 cents a share last year. David Handleman, president, continued to be optimispresident, continued to be optimistic concerning the last half of the fiscal year. He feels earnings for the last half will show increases over earnings for the final six months of last year with the gains being realized in the fourth quar-

# Market Quotations

NAME		1972 Week's Vol. Week's		Week's	Net		
NAME.	High	Low	in 100's	High	Low	Close	Change
Admiral	27	135/8	1275	193/4	173/4	193/8	+ 11/2
ABC	811/2	511/4	1419	731/2	711/2	733/8	- 1/2
AAV Corp.	153/8	9	108	121/4	111/4	113/4	+ 1/8
Ampex	151/8	5	769	73/8	63/4	63/4	- 1/4
Automate Radio	87/8	5	260	71/4	63/8	71/8	+ 7/8
Avco Corp.	207/8	137/8	1186	18	16	177/8	+ 17/8
Avnet	151/4	105/8	1066	141/8	135/8	135/8	— ½ε
Bell & Howell	733/8	485/8	413	58	55	575/8	+ 21/8
Capitol Ind.	143/4	61/4	64	8	71/2	73/4	+ 1/8
CBS	63	451/2	1206	521/2	505/8	52	+ 1/8
Columbia Pictures	147/8	91/8	609	111/4	103/8	107/8	+ 1/4
Craig Corp.	83/8	33/8	617	63/8	47/8	53/4	+ 7/8
Creative Management	151/2	81/2	60	93/4	91/4	91/4	- 1/2
Disney, Walt	207	1323/4	926	207	1991/4	205	+ 6
EMI	6	4	495	43/8	41/4	41/4	— 1/ε
General Electric	70%	581/4	3355	70	68	695/a	+ 13/4
Gulf + Western	443/4	28	1831	373/8	36	361/4	_ 3/2
Hammond Corp.	165/g	85/a	312	155/8	141/2	147/8	+ 1/1
Handleman	421/8	101/2	1370	163/8	131/4	163/8	+ 13/
Harvey Group	7	33/4	39	51/8	43/4	5	- 1/2
Instruments Systems Cor		33/8	796	41/4	35/8	41/8	+ 3/
ITT	641/2	481/4	4571	603/4	581/2	601/8	+ 7/
		29	831	331/4	303/8	323/4	+ 3/
Lafayette Radio Electroni Matsushita Electric Ind.	285/8	181/a	1635	265/8	241/8	263/8	+ 17/
	343/4	105/8	3404	151/8	14	143/4	Unch.
Mattel Inc.			250	313/8	30	311/4	+ 13/
MCA	357/8	231/8 153/4	1987	211/B	171/2	197/8	+ 25/
Memorex	381/2				23	233/8	Unch.
MGM	223/4	163/4	144	241/4			+ 7/
Metromedia	39	271/4	508	333/4	315/8	331/2	± 1"
3M	861/2	645/8	1414	851/2	82	837/8	
Motorola	130	80	766	130	1241/2	130	+ 7 - 3/
No. American Philips	393/4	263/8	96	38	361/4	363/4	
Pickwick International	511/2	393/4	344	483/8	461/4	481/8	+ 21/
Playboy Enterprises	251/8	143/8	209	213/8	193/4	20	- 11/
RCA	45	321/8	1958	383/4	373/4	381/8	- V
Sony Corp.	551/8	211/4	1984	551/8	491/2	545/8	+ 61/
Superscope	227/8	111/8	1513	187/ <sub>8</sub>	22	22	+ 31/
Tandy Corp.	49	32	460	425/8	415/8	42	- 1/
Telex	147/8	61/8	1413	73/8	63/8	7	+ 1/
Tenna Cofp.	107/8	43/4	219	53/8	47/8	51/4	Unch.
Transamerica	231/2	161/4	2177	197/8	181/2	181/2	- 11/
Triangle	20	143/8	140	161/4	15	155/8	+ 1/
20th Century-Fox	17	85/B	1211	12	105/8	111/8	+ 3,
Viewlex	127/8	45/B	354	51/2	51/8	51/4	Unch.
Warner Communications	501/4	311/4	1533	403/B	371/8	393/4	+ 23
Wurlitzer	201/4	143/8	71	191/4	185/8	187/B	- 3/
Zenith	501/2	393/4	1842	531/4	511/4	541/2	+ 31/

As of Closing, Thursday, December 7, 1972

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VER THE COUNTERS	Week's High	Week's Low	Week's Close	OVER THE COUNTER*	Week's High	Week's Low	Week's Close	
ABKCO Ind.	7¼	6½	71/4	GRT	31/2	33/8	3½	
Bally Mfg. Corp.	70	68	661/2	Goody, Sam	5	43/4	4%	
Bartridge TV	20	17¼	20	NMC	63/4	6	6¾	
ata Packaging	51/2	51/2	51/2	Recoton Schwartz Bros.	31/4	3	31/8	
lates Learjet	113/4	111/4	111/2		51/2	5½	51/2	

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

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# **Earnings Reports**

	PICKWICK	INTERNA	TIONAL	Special credit . c85,000
	qtr. to 31:	1972	1971	Net income b1,477,000 1,726,000 Per share a.31 39
Net	sales	\$37,255,857	\$31,719,948	six-months
	share	2,109,698	1,707,665	Net sales 48,251,000 e45,257,000 Net income 2,295,000 3,044,000
	S	ix-months		Special credit. c85,000
Net Net	sales	64,275,037 3,151,571	54,076,190 2,538,697	Net income b2,380,000 3,044,000 Per share a.52 .68
	share		.62	a—Based on income before special
	HANI	DLEMAN C	o.	credit. b—Equal to 34 cents a share in the quarter and 54 cents a share in the
	gtr. to 31:	1972	1971	six-months, c—Gain on sale of subsidiary, e—Restated to exclude sales of
Net Net	Sales income	\$26,367,000 1,392,000	c\$25,016,000 1,726,000	company's drugstore subsidiary, sold in Oct. 1972.

# Mega Sales Sets Record

NASHVILLE - Sales of Mega Records and Tapes, Inc., are at an all time high, according to president Brad McCuen, and the month of November topped all previous gross sales records.

McCuen, who recently has initiated some policy changes at the company, said November showed net earnings in excess of \$68,000.

In a realistic move, McCuen cut back ont he number of acts being recorded, to "concentrate more on fewer single and LP releases." He said that projections for the year ahead call for 24 single releases and 18 albums. By this concentration on fewer artists this concentration on fewer artists, McCuen said he had further reduced overhead with realignments

### ESTATE WITH SEPARATE FULLY EQUIPPED 16-TRACK RECORDING STUDIO

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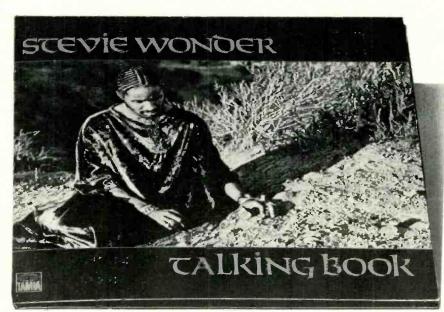
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# Latin Music

# Cayre Urges Latin NARM

Continued from page 1

major influences within the market. It is the exclusive distributor of Columbia and RCA Latin product in the U.S., as well as U.S. distributor for Ariola, Spain, under the Pronto label. It also distributes its own Mericana label.

Cayre said that the firm began as the U.S. distributor for Columbia tapes in '68 and ever since then has continued to expand throughout the major Latin mar-ket areas of the U.S. He placed major importance on the New York, Miami, Puerto Rico, Texas, Chicago and California markets.

Caytronics has a sales force of 16 men spread throughout the market. New York has five, Miami two, Puerto Rico three, Texas two, California three and Chicago one. When asked whether handling the Columbia line as well as the RCA line creates a conflict, Cayre re-plied, "That to the contrary it spurs sales for each line, in that salesmen are in direct competition with each other."

Cayre also pointed out the uniqueness of the market in that a great deal of business is done "trust" and "social friendliness." He added that a salesman couldn't "just walk into a distributor, rack or retail outlet and take an order He would have to be on personal terms with the management—thus building up a sense of confidence in the product and in the parent company." Cayre claimed that quite often he will "undersell" a potential order, knowing that a good percentage of it will be shipped back. Ninety-five percent of his sales stick, he stated.

Cayre, himself, knows that the Latin market in the U.S. is expanding and, as a result, spends some two to three days on the road, visiting locations throughout the country and in Puerto Rico. He said that he services "all" the major racks in the country. Cay-tronics is also in the process of

## Tico, Alegre in Royalco Pact

NEW YORK — Tico Records and Alegre Records have signed a distribution agreement with Royalco International Corp. in Los Angeles, according to Joe Cain, managing director of Tico.

Cain also stated that Royalco will be the exclusive distributor of Sabor Records for the Southwest and California.

Musica Latina, also known as G&C Records, distributes a full line of Tico and Alegre product in California, as now will Royalco. Cain added that London Records will no longer distribute the labels' product in the area.

introducing Latin product to the major chain stores in the U.S.

As for Puerto Rico, he said that "it's not as big as it should be—mainly because you have so many independent labels on the island and they're selling at all different prices. The independents in Puerto Rico, as in the U.S., he continued, create additional problems for themselves in that they overpress and overrelease product and, quite often, have to dump product just to meet overhead.

Changing back to his distribution operation, Cayre said that charts are compiled monthly by the firm and are used in giving the best direction for buyers. The charts also list picks of the month.

While Top 40 airplay is limited (quite often it doesn't exist for Latin), Cayre also expressed an interest in servicing these stations free of charge upon request. He sees it as a major role in filtering Latin to all parts of the country.

A "monster" hit on the Latin scene, he continued, is about 50,000 pieces—more often than not, the average hit runs around 20,000-25,000 LP's. "If someone says that they have sold 70,000-80,000 records of a Latin product, it usually means that they gave away 70 percent of the goods," Cayre

Caytronics releases about 24 LP's a month. Cayre broke it down to 10 LP's on the Columbia down to 10 LP's on the Columbia line (Caliente being the budget line and Caytronics the full-price line), 10 LP's on the RCA line (Arcano full price and Carino budget), two LP's on Mericana and two LP's on Pronto. He stated that every LP is backed with full promotion including consumer and promotion, including consumer and trade advertising, free goods, special terms, artists appearances and radio spots. "A nonpromoted LP in the Latin market usually dies," he said.

Caytronics has also diversified into music publishing, with Trina Jill Music Co., and into personal management, with Spanish Management Associates. Cayre said that both firms are utilized to better adapt the Latin artist to the American market.

Singles on the Latin market are a "very small portion of the business," continued Cayre. "They usually amount to 7-8 percent of the business—and only because of jukebox play.

"The important thing," concluded Cayre, "is that Latin music is alive and growing. There are a lot of Americans who would enjoy Latin if they had the chance to listen and to better understand the music. Caytronics would like to bring that music to the American market-even more so than we have to date-and it's going to be important that the industry as a whole grows together."



FOR THE first time in the history of the Spanish record industry, a local act has been awarded its third consecutive gold disk. Los Diablos who have already won gold disks for "Un Rayo De Sol" and "Fin De Semana," have qualified for a third gold award with "Oh Oh July." The record has been released in 23 countries and has been No. 1 in the Spanish chart for eight weeks. Los Diablos, above, after being presented with gold records by Pierre Maget, third from left, general manager of EMI in Spain.

# Musical Isle **Oldie Single** Push for Yule

America is pushing oldie singles as an inexpensive Christmas impulse item, according to Norm Weinstroer, vice president of the rack-jobbing firm's St. Louis outlet and national buying headquarters.

Weinstroer stated that multi-record, high-end LP product is in the Christmas spotlight more than ever before, making for a broad

spread of holiday merchandise.

As part of the push, Musical Isle is working with a newly created oldies chart. The chart includes product by B.J. Thomas, Roberta Flack, John Denver, the Carpenters, Sammy Davis, Andy Williams, Chicago, and the Beatles. High-end LP product includes works by Cobblestone, the Grateful Dead, Jethro Tull and Neil Diamond

# Latin Concert For Academy

performance Latin concert, will be presented at the Academy of Music here Dec. 27. The concert is being promoted by Musica Produc-

Artists sharing the evening's pro-Artists sharing the evening's program are Tito Puente, La Lupe, Eddie Palmieri, Charlie Palmieri, Ray Baretto, Willie Colon with Hector Lavoe, the Joe Cuba sextet, Ismael Rivera y su Cachimbos, Toro, and Ismael Miranda.

Dick (Ricardo) Sugar will broadcast a live show from the hall's lobby, over station WHRI. The

lobby over station WHBL. The emcee duties for the shows will be shared by Joe Gaines, Polito Vega and Dizzy Issy Sanabria.

# Hot Billboard for Week Latin LP's CHICAGO Billboard SPECIAL SURVEY for Week Ending 12/16/72

Week	Week	Number (Distributing Label)	Chart
1	_	PORQUE Los Babys, Peerless 1609	. 1
2	-	POR EL LIBRO	
3	_	EL JUICIO	
4	_	QUE VIVA LA MUSICA Ray Barretto, Fania 427	. 1
5	-	SUFRIR	. 1
6	_	EL AUSENTE  Jose Miguel Class, Neliz MLP 2636	. 1
7	_	PAYASO	. 1
8	-	CORNELIO REYNA Bego 1092	. 1
9	_	HITS OF 1972 Ramon Ayala, Tex Mex 7004	. 1
10	_	Y VOLVERE Los Angeles Negros, Parnaso 1070	. 1
11	_	BIG BREAK	. 1
12	_	EL GUSTO ES SUYO Augustine Ramirez Y Freddy Martinez, Zarape 1070	. 1
13	-	ISMAEL RIVERA Tico 1215	
14	_	ARRIBA HUENTITAN Vicente Fernandez, Caytronics 1333	. 1
15	-	LA CARNE LO MATO	. 1
16	-	PURO NORTE, VOL. II Lucha Villa, Musart 1518	. 1
17	_	MI ARBOL Y YO Esteban, Musimex 5029	. 1
18	_	OLVIDA Odilio Gonzalez, Dial 1043	. 1
19	7	ROBERTA ROENA & SU APPOLO SOUND	
20	_	AQUI ESTA OTRA VEZ EL AMO Y SENOR	. 1

# Latin Scene

The Cheetah will be the scene of a ten day Christmas/New Year festival from Dec. 21 through Jan. 1. Scheduled performers include Ismael Miranda and Tipica '73 (21), Tempo '70, Ocho and La Conspircion (22), Tempo '70, Joe Cuba and Andy Harlow (23), Eddie Palmieri, Orchestra Flamboyan, Tony Pabon, and the Lebron Brothers (24), Tito Puente, Johnny Pacheco, Barretto, and Larry Harlow (25), Larry Harlow vs. Andy Harlow (28), Willie Colon and Ismael Miranda (29), Vicentico Valdes, Charlie Palmieri, Pete Rodriguez, and Orchestra Novel (30), Tito Rodriguez, Ray Barretto, Joe Cuba, Tany Pahon and La Protesta, and Tony Pabon and La Protesta, and Tipica '73 (31), and Willie Colon, Johnny Pacheco, Tipica '73 and Orchestra Broadway Jan. 1.

Alan Lorber Productions is in the midst of producing a hour "Latin Soul Bandstand" program. With Joe Bataan (Fania) slated to host the show, it is scheduled for New York release in Jan. . . . Pancho Christal (All Art) reports that Orchestra Broadway's LP has been getting good airplay, as well as sales. . . Pete Rodriguez' latest single is scheduled for release at the end of the month. . . Argentinian singer Sabu (Exitos) has taped a special for Channel 47. It will be aired the last week in Dec. will soon be seen in Benelux theaters, according to Jerry Masucci.

Rosas a Landra has received a gold LP for "El o Yo." Parnaso Records has released LP product by Orchestra Willard, featuring Willie Pastrana (1100) Yaco Monti "Me Voy y No Llores" Monti "Me Voy y No Llores" (1101), Maria Brull "Por Los Siglos de Los Siglos" (1102)—it's her first LP release under the label, D'Aldo Romano "Plegaria de un Soldado" (1103), Lou Perez "Bar-

Soldado" (1103), Lou Perez "Barrio" (1104), Los Angeles Negros, Vol. 5 (1105), Joey Pastrana "Don Pastrana" (1106), and Romulo y Remo "La Cama de Maria Salta Salta Pequena Langosta" (1101).... Leonel Vaccaro, recently signed to Fania, will soon begin a tour which will bring him to Lincoln Center in New York, Symphony Hall, Newark, N.J., the Rendezvouz, San Salvador and Centros Nocturnos, Chicago, Ill... Azteca (Columbia), a seventeen piece rock group, has been re-

teen piece rock group, has been re-ceiving good airplay and sales re-turns on their "Azteca" LP. Plans call for the group to go on nation-wide tour in early Jan.

Ednita Nazario, recently signed to Tico Records, is presently taping specials in Puerto Rico for WRIK-7. She'll shortly be arriving here to record an English LP, as well as a Latin LP.

Antonio Contreras reports from Puerto Rico that Marco Antonio Muniz (RCA) is in the midst of an eight-week engagement at the Caribe Club of the Caribe Hilton Hotel. His holiday appearances at the club have become somewhat of a local tradition. He also has been hosting a noon-time television program on channel 4. Muniz' lat-est LP, made up of songs by the late Puerto Rican composer Sylvia Rexach, has been selling well, according to Ignacio Mena, director of record sales for Kelvinator/ RCA distributors. . . Julio Iglesias (Columbia Alhambra), artist/ composer from Spain made his third visit to Puerto Rico with a two-week engagement at the San Jeronimo Hotel. After a stay in Mexico, he goes to Miami for nightclub and television appearances. . . Roberto Yanes (Fania International), an Argentinian singer, is another regular visitor to Puerto Rico's clubs and television stations. He has been performing at the Hipocampo Club and has made appearances on the Show Goya over Channel 4. . . Local recording artists Danny Rivera (Velvet) is at Ocho Puertas in Old San Juan, Felo Bohr (Cema) is at The Lounge, and Teddy Trinidad (Fania) is at the Raquect Club Hotel. Enrique M. Garea, director general of Alhambra/Co-lumbia Records, Spain, visited Puerto Rico to meet with his local representative Juan A. Esteves. Garea is also connected in Spain with Notas Magicas, S.A., Burlington Music Espanola, Ivan Mogull Espanola and Ediciones Musicales. . . . Howard Aronson, regional manager, and Robert Haspel, field sales manager, for Audio Devices, Inc. (Capitol Industries N.Y.) are in San Juan to make arrangements for the expansion of Audio Devices in the local market.

J. MELANSON/ A. CONTRERAS

### Miller AF Band Is Reorganized

NEW YORK-The Glenn Miller Army Air Force Band is being brought back by the man who fronted the band, Harold (Doc) Winter. The reorganized band will consist of about 35 members, most of whom were original musicians, and Louis Stein, the musical arranger of the band in Miller's day. Winter has just received the legal rights to the name "Glenn Miller Army Air Force Band," and is resurrecting the band as a me-morial to the late band leader.

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TOKYO



# **Talent**

# Contracts Squeeze Talent in Chicago

By ANNE DUSTON

CHICAGO—Local talent is precluded from downtown concerts because feature act contracts allow vetoes on who poses on the bill, Frank Fried, owner of Triangle Productions, stated at a seminar on the state of music, here.

The seminar was held by the National Academy of Recording Arts and Sciences (NARAS). Included on the panel, besides Fried, were Jack Bowen, public relations, City of Chicago; Dick Schory, president, Ovation Records; and Richard Harding, owner, The Quiet Knight

Fried noted that Chicago needs to create an experimental musical community where artists can fail as well as succeed, to overcome the star conscious kid audiences. "We need an atmosphere where artists and audience can interrelate," Fried said.

Dan Garamoni, president of the local American Federation of Musicians, declared that it was the managers and booking agents that actually named the bill, and stated that "It is the responsibility of promoters to use Chicago talent."

It was also noted that Jan Wynn

It was also noted that Jan Wynn Productions features non-recorded local groups at The Aragon, along with two featured acts, while keeping within the three-hour time limit set by the unions.

set by the unions.
Other factors noted by Dick
Schory that keep Chicago from
being a major center are the lack
of musicians, the lack of mutual

support among the various facets of the industry, the cost of experimentation, and the difficulty of getting air play.

"Radio play is the whole ball game." Schory said. "Chicago is a very hard air market, because of tight playlist formulas. It's even harder now than it was a year ago, because most of the FM stations are formula now. If you get air play, the press follows. We had one act in McCormick Place ten days, and because we had no air play, no reviewers showed up."

Richard Harding, who only books out-of-town acts into The Quiet Knight, agreed that air play was necessary to draw an audience. "When I book an act, the first thing I ask is what label they are on; and second, can they get air play?" He noted that Shawn Phillips, who was playing to sold-out audiences in Minnesota, only drew 2,025 people in five days at the Quiet Knight because of lack of play.

Fried lamented that the state of Chicago music was indicated by two major talent booking agencies closing their Chicago offices, International Famous Agency and Creative Management Associates. "The CMA New York office said they closed their college concert office here because everything is sold through records now."

RCA also closed their recording (Continued on page 16)

# Talent In Action

### PROCOL HARUM STEELEYE SPAN TIR NA NOG

Academy of Music, N.Y.

One member of the audience claims that the wet chill of the torrential rains disappeared when Steeleye Span sang their "Gaudete." The full number of antipneumonial miracles performed will have to remain unrecorded, but the fact that the Chrysalis recording group won wild cheers for a 14th-century Latin Christmas carol has got to be a small miracle in itself. Steeleye approach a basically traditional repertoire in a compelling and dramatic fashion. Their lead singer, Maddy Prior, quite simply has one of the most beautiful female voices in the world; she also does a fine jig and plays a mean pair of spoons.

Fellow Chrysalis artists Tir Na Nog, who opened the show, fared a bit less well. The Irish duo's facile acoustic guitar work and magically delicate melodies were mostly lost on an inattentive audience dat wuz jus' dere ta boogie.

Not that much boogie-ing gets done at a Procol Harum concert. Weighty dignity is more the order of the day, with squat, professorial Gary Brooker calling the moods. No symphony orchestra this time, but it's better that way; Procol's rock arrangements are almost symphonically complex in themselves. Lead guitarist Nick Grabham, the new member playing to old fans, kept whipping out dazzling solos, doubly coherent in their independence and in their relation to the other instruments. An auditorium full of heads bobbed in concentration in time to the music.

NANCY ERLICH

DOMESTIC

From The Music Capitals of the World

### LOS ANGELES

Not a good week for music theater here as **Dory Previn**'s "Mary C. Brown and the Hollywood Sign" closed at the Shubert in previews and **John Philips**' "Space" won't go into production at **Michael Butler's** Aquarius Theater... The **Jaggerz** of "Rapper" fame played Chino Prison Thursday (7).

San Diego United Crusade made \$53,000 from the \$1.01 admission KGB stadium concert. The Tubes, San Francisco act reported in Billboard as signed to Blue Thumb Records, is actually still weighing record offers.

Rotund Ben Frommer, who appears as Willie the Tramp on the cover of Rare Earth's "Willie Remembers" album to appear on selected tour dates with the group.
... Gary Busey, actor-singer-writ-

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er, makes TV acting debut on "Bonanza." . . . Record Plant had biggest income week with 24-hour daily operation with Steve Stills, Bee Gees, Stevie Wonder, Quincy Jones and Buddy Miles.

Chicago to serve on American

Chicago to serve on American
Music Conference advisory council with Doc Severinsen, Henry
Mancini, Benny Goodman and
Arthur Fiedler. . . Eddie Kendricks, former Temptations lead,
opened the new African Palace
nitery in Pomona. . . . Ike & Tina
Turner and band first known customers allowed into Maxims without ties.

out ties.
"Don't Bother Me, I Can't Cope," won nine NAACP image awards.
Steve Rillers, new White Trash drummer, replacing Bobby Ramirez who was murdered in Chicago.
Danny Osmond collapsed at London Rainbow theater after performing with a high

fever.

Rick Wakeman of Yes has solo A&M instrumental album with each cut representing one of the wives of Henry VIII. . . . Johnny Mathis at Hollywood Bowl "Toys for Tots" benefit. . . Steeleye Span will be theater band, playing their own music for the new London show "Kidnapped."

McKendree Spring, Blood, Sweat & Tears and Seals & Crofts on McKendredia TV special "Genesis." . . Billy Joe Royal sings theme of

McKendree Spring, Blood, Sweat & Tears and Seals & Crofts on Metromedia TV special "Genesis."
... Billy Joe Royal sings theme of "A Time for Evil."
... Cass Elliot on new Jack Lemmon special.
... Jack Bruce joins cast of "That'll Be the Day" starring Ringo, Nilsson, Everly Brothers, Keith Moon, Stevie Winwood and Pete Townshend.
"Pink Floyd at Pompaii" con

"Pink Floyd at Pompeii" concert film among the ruins debuted in London. . . John Barry to appear at the Onda Nueva song festival in Caracas. . . Ella Fitzgerald and Oscar Peterson at the Music Center Dec. 26-31

Music Center Dec. 26-31.

Ray Charles and B.B. King share bill at Valley Music Theater.

All-star blind show at N.Y. (Continued on page 14)

BILL QUATEMAN

Troubadour, Los Angeles

The Rowans Brothers, focus of a strong Columbia push, turn out in

strong Columbia push, turn out in concert to be the 1972 Everly Brothers. They have that same sweet, high clarity of sound and charismatic cute appearance. Chris and Lorin Rowan are also personable performers and impressive musicians. They divided their act into acoustic and electric sets, with an intermission for setting up again that shouldn't have been necessary.

THE ROWAN BROTHERS

The acoustic songs were musically more distinctive, excellent representatives of the C,S. N&Y school. The rock set found the Rowans attired in denim jackets covered with dozens of twinkling little light bulbs. Their electric sound is fluent, but not quite as individual as the softer numbers. Possibly an alteration of the two styles throughout the set might have produced a more intensive pace.

more intensive pace.

Bill Quateman is a handsome young Chicago singer-writer-guitar-ist-pianist who came to Columbia

# Signings

The Everly Brothers have signed with the Reznick-Bernstein Agency of Beverly Hills. . . . Johnny Tillotson has signed with Columbia Records in Nashville for five years.

... Buckingham and Nicks signed to Dave Swaney Productions in Hollywood. . . ATI has announced the acquisition of exclusive booking representation for Epic recording artists, Elf. . . . Michael Fennelly, former singerwriter with Crabby Appleton, has signed with Epic Records.

Ace Trucking Company, comedy quintet, has signed for management with Binder-Porter. . . Pan has signed with Columbia. Rock foursome includes ex-Beau Brummel, Ron Elliot and Keith Barbour whose "Echo Park" was a hit single.

as a local rage from Chicago. Some of his stronger songs mark him as a talent to reckon with in the future. But at present, there are simply too many other similarly laidback neo-James Taylors around for Quateman to be a standout.

NAT FREEDLAND

# FABULOUS RHINESTONES DAN FOGELBERG

Bitter End, New York

Rock and folk fans were treated to just that when Just Sunshine Records' Fabulous Rhinestones and Columbia Records' Dan Fogelberg played the Village coffeehouse.

Fogelberg drifted on stage and began a laid-back but convincing set of self-penned-folk-ballads. He

began a laid-back but convincing set of self-penned-folk ballads. He has an arresting voice and alternating between piano playing and guitar picking, proved himself to be a fine musician. Fogelberg's delicate music demands attention and at times it's easy to let the mind wander. Perhaps, if the singer opened up more to his audience a closer feeling may have developed. His final song, "The River" was especially effective, full of imagery, imagination and pain.

The Fabulous Rhinestones followed after an interminable delay caused by some "faulty equipment" that found many patrons heading for the exits. Once settled though, they carried on with a beefy set of blues-rock numbers featuring lucid lead vocalist and guitarist, Kal David. Nothing really distinguishable from anything else followed, save for a funky rendition of Dylan's "Down Along the Cove," and a good down home blues-boogie tune later on in the set. Marty Grebb on keyboards, vocal and sax, Harvey Brooks on bass, Greg Thomas on drums and Dino Andino on drowned-out congas rounded out the group that might try mixing more standards with their own original material, as well as dropping that pretentious adjective that precedes their name. PHIL GELORMINE

### RETURN TO FOREVER

Village Vanguard, New York

Return to Forever, featuring Chic Corea on the electric piano, rolled its way through some sweet sounding jazz during their stint here.

(Continued on page 18)

## N'west Releasing Enters a New Booking Policy

LOS ANGELES — Northwest Releasing, major regional concert promoter based in Seattle, is seeking to implement by January a policy of booking up to two monthly shows featuring solely new artists on their Pacific Northwest circuit.

Jerry Lonn, co-owner of the concert office, is in Hollywood seeking record company support of the proposed new artist program. "We recognize it has gotten very difficult to break new concert acts," said Lonn. "Therefore, Northwest Releasing is ready to put a strong and consistent effort behind promoting new acts that can't do much better than to break even for us at the box office. We feel this is the only way to build our headliners of the future."

Lonn is asking some subsidy of travel expenses by record companies in order to keep talent costs down, for low-cost tickets in halls holding about 1,000. "We feel it is especially important for these newer artists to make themselves available for on-the-spot publicity and promotion interviews a day or two before each concert," said Lonn. "That has to be part of the package if this approach is going to work."

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Winding in and about the galaxies, bringing peace, once and for all time.

And at a point very close, doth its cargo draw ever near.

Ultimate logic and new understanding, all powerful, and all good.

The master this house, the paradise maker, Love.

Bring ye in the cargo.

As all things and places are attracted to the First Source and Center, having forthwith gravity, thus pressure, thus suspension relative this center, as on earth doth float the ship, too, in the heavens doth sail the golden fleet, this universal occan, this one mind. His messengers, the Truth of time.

And we welcome you this ever beautiful and wondrous voyage, this God journey.

1 am Sun Child, element the sun, sonship His will.

Too there are others.

The Soldier of Peace.

Spirious.

Crystal Lady.

The Children Of The Rain Forest.

Goldie

Many are we, angels descended.

Let the light of faith be upon thee.

The beacon hath reached

Our ships are here. On thy shores, welcome us.

> \*Exerpt from the book, "Son Child", Printed with permission of Little Elmo Publications, Inc.

\*\*\*\*\*\*\*

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# **Bennett Seeks Natural** Sound for Latest Album

LOS ANGELES — Tony Bennett's debut LP for MGM/Verve, "The Good Things in Life" is being remixed to delete all the Dolbies and compressors so that the sound has more "presence," according to the singer.

Released several weeks ago, the package will be re-released after

package will be re-released after January 1, according to Bennett, who says the "IP is very correct now" that the work is being done.

The LP had been recorded in London with orchestra leader Robert Farnon. "The music lacked nuances," Bennett explains, adding: "without them you have canned music."

Bennett will be going to London shortly to record a ballad LP using Don Costa on his second effort for his new label. As part of his deal with MGM/Verve, the singer receives 10 percent of Verve in addition to royalties from the sale of his disks and tapes

addition to royalties from the sale of his disks and tapes.

On the agenda for Bennett after the holidays are a series of college concerts with the Count Basie Band which will culminate in an album. For that project, Bennett and Basie will play in a studio for an audience of college students.

Bennett and Basie have a professional relationship dating

(Continued on page 16)

# From The Music Capitals of the World

• Continued from page 13

Philharmonic for CHOOSE with Jose Feliciano, Stevie Wonder, Al Hibbler, Ray Charles, George Shearing and Roland Kirk. NAT FREEDLAND

### **NEW YORK**

Singer Tommy Makem (Bard) and children from the various church choirs in Belfast, Ireland, will headline the American-Irish Children's Christmas Concert at Carnegie Hall on Dec. 18.... U.K. folksinging unit Steeleye Span (Chrysalis) are set for Stony Brook University Dec. 18. Group played Queens Community Theater Dec. 10. . . Clean Living (Vanguard) will be performing Tuesday (12) at Westchester State Teachers College, Westchester, Pa. . . Steve Metz will produce a new single with Robin Lamont of "Godspell" for Music Maximus, Ltd. and Bell Records. "Godspell's" Steve Reinhardt will do the arranging. . . Larry Coryell (Vanguard) is appearing at the Esquire Show Bar in Toronto, Canada, through Saturday (16). urday (16).

Billy's now presents star jazz at-Billy's now presents star jazz attractions every Thursday, Friday and Saturday. Current attraction is the Chico Hamilton Quartet through Dec. 28. . . Jazz pianist Stan Freeman begins an extended engagement at Michael's New Pub Tuesday (12). . . Peter Schickele (Vanguard) has an Atlanta Sym-Tuesday (12)... Peter Schickele (Vanguard) has an Atlanta Symphony date Monday (11)... Flash (Sovereign) kicked off its eastern December concert tour at Fort Dix and next plays Newark State College Friday (15) and New Jersey's Ramapo High School Sunday (17)... The music of Philippe Sarde has been chosen for use in the upcoming Cinema 5 feature film "Cesar & Rosalie."

The Modern Jazz Quartet will mark its 20th anniversary with its traditional New York Christmas concert Dec. 26 at Carnegie Hall.

Bob Riley of Dick Lavsky's Music House has selected, recorded and edited a special arrangement of the Handel sonata for a 60-second a Handel sonata for a 60-second turer. . . Add Grendel's Lair to Clean Living's (Vanguard) itinerary Thursday (14) through Sunday (17). . . . Miriam Makeba is currently on a three-week African tour with appearances in Liberia, Lome and Dahomey, West Africa. . . Frankie 13 (Johnson) has signed for six appearances at Grossinger's. The first date was last Friday (8).

first date was last Friday (8).

Eddy Arnold's first single for MGM will be the 1959 chestnut for Brook Benton, "So Many Ways" backed with another oldie "Once in a While." . . . Four-man band Elf (Epic), currently touring with Uriah Heep (Mercury), touch down at the Academy of Music Friday (15) and Saturday (16) with an end-of-the-tour show on New Year's Eve at L.A.'s Whisky Au Go Go. . . The Persuasions (Capitol) go into the Apollo Theater Dec. 24-Jan. 2. . . Merry Clayton (Ode) signed for the Continental Bathhouse on Jan. 24. . . . American Talent International, Ltd. has can Talent International, Ltd. has expanded its Los Angeles office. The new offices are located in Beverly Hills.

Vanguard Records has launched an extensive advertising and promotion campaign behind Artie Kaplan's LP, "Confessions of a Mole Chapping Pig" Male Chauvinist Pig.

PHIL GELORMINE

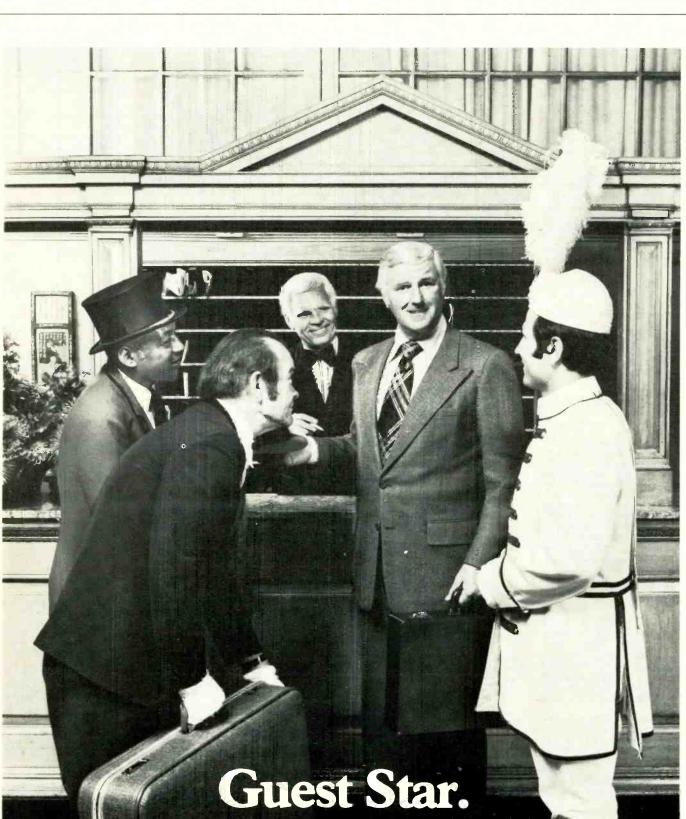
### Club for Youth To Open in Vegas

LAS VEGAS—Responding to a bewailment echoed by local teenagers, a nightclub for youth, The Cellar will soon open.

It will be open to youth between 13 and 21. Entertainment will be provided by two house bands. Guest bands will perform upon request between sets by the house bands.

Other features of The Cellar will be waitresses catering to the customers from the vending machines and snack bar carrying prepackaged items, donation discounts to those attending consecutive evenings and those arriving as couples.

Price will be \$1.00 at the door. Tickets being given to customers on Friday night will be worth a 50-cent discount Saturday evening Couples will be admitted for \$1.50 with a 75-cent discount offered the next night.



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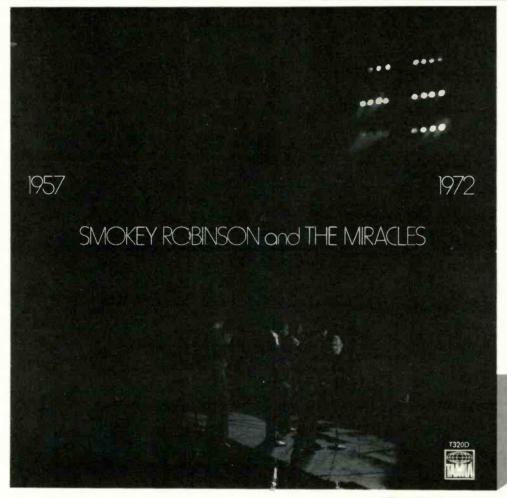
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The Star Treatment

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Listen to what's happening at Motown. You'll hear the times change.



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# Contracts Squeeze Talent

Continued from page 13

studio in Chicago "because it was a nonprofit venture," Schory said.

The working conditions of rock and roll musicians were called "atrocious" by Jack Kramer, Mercury Records, "Working up new material is impossible when groups

### Second Gold For Garden

NEW YORK - Following the sellout performance of Dec. Ken Roberts is presenting Another Evening of Solid Gold at Madison Square Garden Dec. 15. The 4 Seasons, the Four Tops, Jay and the Americans and Martha Reeves, former lead singer of Martha and the Vandellas, will be featured at



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work five nights a week, six hours a night, seven on Saturday. Most just give up and go out of business," he said.

Bob Kester, Delmark Records, blamed the city of Chicago for cancelling pop concerts in Grant Park, and not permitting music festivals planned by Playboy and down beat. Harding, however, disagreed that politics was involved. "Milwaukee holds a music festival every year, and draws 85,000 people at \$1 per head. It's sponsored by Schlitz Brewing Co. It can be

a result of the seminar, NARAS will form a committee to seek ways to raise the consciousness of Chicago talent, including bidding for the Grammy Awards presentations at McCormick Place in 1974, a suggestion made by Robin McBride, Mercury.

Who is Needom Carroll **Grantham?** 

# Singers Open Miami Club

By SARA LANE

MIAMI—The Rhodes Brothers —a trio of singers—may be setting a new trend for other road-weary entertainers. In March 1972, they opened their own supper club, The Rhodes End with a 400seating capacity at the Miami Merchandise Mart, adding yet another facet to their already established show business careers. The Mart, within five minutes of the Miami Airport, was an ideal location since it is in easy access to all areas of Dade County via Miami's many expressways.

The venture has proved to be highly successful and upwards of 5,000 people a week pour into the Rhodes End to dine, dance and watch an entertaining show fea-turing John, Tom and Eddie Rhodes. By featuring themselves, The Rhodes Brothers have an ideal showcase for their talents.

There are two shows on Friday and Saturday nights and one show on Sunday. Backed by their own seven-piece musical group, The Finishing Touch, The Rhodes Brothers put on a 60-minute show.

In March, the Rhodes Brothers will be appearing at the Interna-tional Hotel in Las Vegas sharing the spotlight with Louis Prima for weeks. During their absence from the club, semi-name musical groups will take over for The Finishing Touch, with nationally known comics such as Dick Shawn, Morey Amsterdam and Jack Carter headlining the show.

# Studio Track

By SAM SUTHERLAND

Remote recording is perhaps even more mercurial than conven-tional studio time: the volume of remote work fluctuates mightily, and many of the country's most professional remote outfits often find themselves faced by dry periods.

Happily, several remote outfits have described recent activities that suggest a new crop of good live tapes. And, perhaps underscoring that activity, one of the larger West Coast studios is now leaping into the remote field.

Paul Jaulus in San Francisco has provided a progress report on the new remote recording truck that will be operating out of the Record Plant West in Sausalito. Chris Stone and Gary Kellgren, co-directors and founders of that studio, are now accepting bookings for the truck, which is expected to be delivered at the end of this

week.

The truck, a new addition to both the L.A. and Sausalito operations, will be totally containerized and capable of being transported by air to any market. The truck will use two 16-track machines, an Auditronics console, JBL monitors and CCTV hookup for monitoring stage action

stage action.

Stone and Kellgren believe that the truck will be the most modern the truck will be the most modern remote facility available, and they will soon have their trial by fire: Bookings for the truck have already been firmed for a New Year's Eve date in Hawaii, and, tentatively, for a 10-week Midwest tour in January.

Tom Scott, formerly with Wally Heider's operations, will head up the Record Plant remote facility, in addition to his regular I.A.

in addition to his regular L.A. and Sausalito duties.

Meanwhile, more remote possibilities still remain: recent sessions have included Fedco Audio Labs have included Fedco Audio Labs two nights with Cat Stevens, A&M Record artist, during his Philharmonic Hall appearance in New York. Stevens' performance incorporated rather extravagant instrumental support, and the folks at Fedco noted that the job was one of the most demanding they've handled.

Still the two shows came off

Still, the two shows came off without a hitch, with credit due to engineers Eddie Kramer and Dick Shapiro of Electric Lady. Shapiro, incidentally, is a former Fedco man, having had his first board

man, having had his first board time there.

Then, from Marty Jakubowski at Metro Audio in Detroit, comes news of that outfit's recent gigs in and around Detroit. First, at the Wayne County Jail, Metro handled audio duties for a WABX-FM broadcast featuring Sam Neely, Capitol Records' artist. Scott Smith produced and engineered that date.

produced and engineered that date.
At the **People's Ballroom** in Ann Arbor, friends of the **Rainbow** People's Party and John Sinclair came to hear the Rockets and Manikoff, two bands Sinclair himself is producing. Metro caught that performance, as well as four nights of War at the High Chaparral in Chicago. Those dates, for Far-Out Productions, were augmented at the Kiel Auditorium in St. Louis, and all War dates were produced by Gary Goldstein and engineered by Chris Huskon.

Still more remote work (whew) was chalked up by New York's Record Plant remote van, which has been on hand for many of the dates on Yes' recent tour. Carmine Rubino engineered those dates, which were produced for Atlantic Records

The Record Plant rig also caught the Beach Boys in concert at Car-The New York Record Plant itself has been the site of Yoko

Ono's recent sessions for Apple.
The next album, produced by John and Yoko, has been engineered by Jack Douglas.
John and Yoko's film unit. Joko

Films, has also been using the studio to mix the soundtrack for the television special on the One To One Concert, scheduled to be shown on the ABC network on December 15. Dan Turbeville en-

Peter Siegel has also been producing Polydor sessions with Roy Buchanan and Ellen McIlwaine, with both projects engineered by Shelly Yakus.

Led Zeppelin's John Paul Jones is reported to have finished his first independent production, that being a six-piece band fronted by writer, vocalist and guitarist Tom Brimm. The work was divided between Wally Heider's and Advision Studios in London.

At Quadrasonic Sound Studios in Nashville, Gene Eichelberger is taking care of business, having recently completed engineering duties for a number of solid folk.

Eric Anderson returned to Quadrasonic with friend and producer

rasonic with friend and producer Norbert Putnam, with those Columbia sessions hopefully carrying forward the strength of "Blue River," Eric's last album and first release for the label.

Putnam and Eichelberger teamed again for the A.C. Productions' sessions for Merrilee Rush, while Mentor Williams, brother to Paul Williams, brought Dobie Gray in for Decca. for Decca.

The onset of automated mix-down has posed both promises and problems for engineers, and the Institute of Audio Research is

the Institute of Audio Research is now hoping to rectify some of the latter by incorporating that technology into the engineering course scheduled to be conducted at the Ambassador Hotel in L.A.

The L.A. branch course begins Jan. 8, with the four-week course scheduled to include lectures on the latest automated mixdown technology, courtesy of Allison Research and Automated Processes. search and Automated Processes.
"Hands-on" time will also be

included, with participants set to try their hands at automated mixing on the Allison/Automated Processes mixdown system.

Albert Grundy, director of IAR, will conduct the course. Further information is available from IAR at 64 University Place, New York, N.Y. 10003.

Gunther Weil, the good doctor at Intermedia Sound in Boston, has brought us up to date on sessions there, headlined by Weil's obvious pleasure at Adrian Barber's activities. Barber has brought virtually all his work there, with his recent productions of Columbia's Aerosmith and N.Y. Rock Ensemble veteran Michael Kamen (whose solo album has recently been ricked with the Atlantic Proceed) picked up by Atlantic Records), now joined by another pair of old friends, the **Brigati Brothers**, who will presumably provide some rascalesque energy. That project is being handled for Wes Farrell.

Liv Taylor is also in, working on his next Capricorn release with engineer - cum - producer Richard "Berrd" Oullette while Adam Taylor, no relation but formerly with Country Funk, and for some time, a consulting engineer and in-house musician at Intermedia, has pro-duced and engineered his own single for Atlantic there. Taylor has also been producing soundtracks for WGBH-TV, the strong NET

station in that area.

Weil notes that Intermedia's relationship with Castle Music and Peter Casperson is still rolling, with London Records' Orphan back for London Records' Orphan back for their second album. Bob Runstein is engineering that Casperson-Cas-tle oeuvre, while Martin Mull, friend of the mighty midgets and purveyor of edible art, is mixing his next Capricorn single, taken from Mull's album. Mull also used Intermedia when he and John Si-mon were paired for a WRCN-FM mon were paired for a WBCN-FM

## Bennett LP

• Continued from page 14 back to an LP done in 1956-'57.
The two B's do around 15 dates
together a year. They recently
played the Las Vegas Hilton.
Bennett believes in the pairing

of a pop singer with a jazz band because the jazz band draws its audience and the pop singer pulls in his fans. "Jazz band fans also like pop singers," Bennett adds.

# dbx session scheduled?

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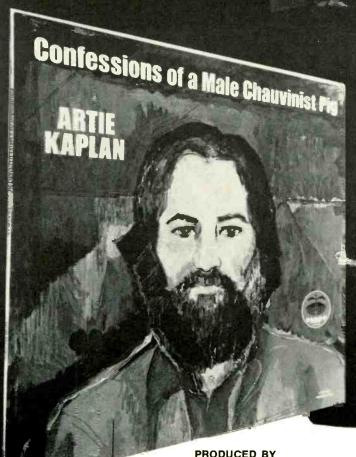
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# Johnson Goes 'Where Action Is': Las Vegas

LAS VEGAS—"It's going to put me in a good flow of people in the entertainment business. This is the entertainment capital of the world, said Charles Johnson, explaining why he is moving his national Artist's Management firm to Las

Johnson's firm handles nine groups, including Lee Meza, the Gringos, Soup, Calliope, and Eddie Raddad and Kanyon. Johnson said that over the past 14 months his acts have played 100 weeks in Newada rooms and the 28 years and Nevada rooms and the 28-year-old manager estimated that "the total operation should do \$1.4 million gross this year.

'So many big agencies come in to the Vegas hotels and they're able to sell a lot of the littler acts on the leverage position of having a main room act and then you end up with throw-away things in the

lounge in their second and third billed slots," he charged.

Johnson, who has a master's degree in finance, said he is looking for more acts but stresses "there are so many agencies that are just scamming and have 50 or 60 groups and just send out lists and I'm not going to do that. I'm de-

# Who is Needom Carroll **Grantham?**

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# veloping a family type of approach. "When I come in with an act

a total package comes in with the group. I have available cocktail napkins, matchbook covers, full page ads in 'Billboard,' good photographs and good bio material. It's just not a group with crappy photographs like too many have."

Johnson goes out with his groups at least every five weeks. "I don't let them go too long without making sure they don't stray off the path. I sit down and outline the tunes they should be doing and the shows. I keep complete control of what they do," he explained.

He credits his start in Nevada showrooms with Art Engler, of Associated Booking Corporation. Johnson makes his own deals but

Johnson makes his own deals but gives Engler a percentage. Most of his acts earn between \$3,000 to \$4,000 weekly in Las Vegas and Tahoe clubs. When he first obtained the Gringos they were "making like \$36 a night in Phoenix and within a year I got them up to \$1,000 a night because of promotion, development and getting their heads straight."

When in Nevada, Johnson prefers to keep his groups out of the hotels unless they are working. "They rehearse and they play there and that's it. There's less chance for them to blow it. If they are in the hotel they should have a reason to be there opposed to just loitering." loitering.

Johnson stresses that he doesn't tolerate narcotics. "I used to worry about it but now I just don't tolerate it. They're messing with me. It's my career, too. If I get a group in here that is caught all doped up then I'm going to look pretty bad

'Las Vegas is a springboard for new talent. It is a showcase for a group and it also helps me a great deal with the groups as far as motivation. It's a goal for the group to play here. When they work here it's just like having them in college. I absolutely insist on them getting out on every available minute and seeing every act, good or bad, be-cause there's something to learn from everyone. When you have people like Elvis Presley coming in to watch you and sitting down and critique the shows, that's not only

a good head boost but it really does help," he pointed out.

"Right now we have four acts that are getting into the recording thing. You have to create a demand for something and that's our objective," related Johnson, who negotiates the recording contracts. "Now our objective is to create a demand in the recording market. A lot of acts are going for the blue sky record deal and when they don't get it the act is just down the drain. We're looking for longevity."

Johnson's acts receive heavy play in the Reno-Tahoe area including the Sahara Tahoe and Harrah's. "It's a weird market finding \$2,000 plus a week's rooms," complains Johnson, who spent 265 days last

year on the road.

Johnson's Las Vegas operation,
which he described as "the entire
ball of wax moving here," will include two secretaries and an as-

### Seekers to Do Solo Disks, Too

LOS ANGELES-MGM/Verve plans spinning off individual members of the New Seekers, the quintet it recently signed. Initial plans call for a teen marketing campaign for Marty Kristian, featured on the group's first MGM/Verve single, "Come Softly to Me." Eve Graham, featured soloist on their past hit, "I'd Like to Teach the World to Sing," and "Look What Thor;" to Done to My Song Ma." They've Done to My Song Ma," will be developed for the middle of the road market.

Upon returning from a tour of New Zealand and Australia, the act plans to headquarter here. It will continue performing and recording together as a single unit.

# BS&T Hot On TV Trail

Tears will balance concert appearances against mass exposure via television throughout December, including spots on a pair of impor-

tant network presentations.

The Columbia Records group is The Columbia Records group is among the headliners slated for the second "In Concert" scheduled for airing Friday (8) over the ABC-TV network, and co-stars on "Three Dog Night's New Year's Rockin' Eve," a 90-minute special slated for airing on Dec. 31 at 11:30 p.m. over NBC-TV.

In the interim, a Metromedia hour-long syndicated special "Genesis," will star B, S & T, along with Seals & Crofts and McKendree Spring, to be aired in various cities throughout the country.

cities throughout the country.

Meanwhile their concert schedule includes Civic Cultural Hall, ule includes Civic Cultural Hall, Wichita, Kan., on Thursday (7); Civic Center Music Hall, Oklahoma City, Okla., on Friday (8); Civic Center, Trenton, N.J. (15), and Westbury Music Fair, Westbury, L.I., N.Y. (16).

It will be "Jerry Fisher Day" in Oklahoma City, as part of the concert visit. It's the B, S & T lead singer's home town, and his first

singer's home town, and his first visit since joining the group almost a year ago.

# Elvis Show Seen Reaching 1.5 Bil

historic satellite-live television concert, originating Jan. 14 from the Honolulu International Center Arena, is expected to reach a global audience of 1.5 billion

And Presley and his manager, Col. Tom Parker, have agreed that proceeds from the Honolulu show will go towards the Kui Lee Cancer Fund. Kui Lee is Hawaii's bestknown contemporary composer—a victim of cancer—whose credits include "I'll Remember You," a tune which is now securely part of the Presley show.

Presley made known his intentions at a press conference here Nov. 20 at the Hilton Hawaiian Village Hotel—his fourth conference in the last 15 years. He just wound up a three-show schedule during the Nov. 17-18 weekend at the H.I.C. Arena, which drew a combined sellout crowd of 26,000.

The concert will begin at 12:30 a.m. Hawaii time-in the wee hours-to reach a world viewership at 12:30 p.m. The satellite broadcast will initially reach such nations as Japan, Australia, New Zealand, Korea, Thailand, the

Philippines and South Vietnam. It will be beamed to European audiences via Eurovision on a day-delay simulcast.

NBC-TV has the American rights, but no price tag was anthe American

rights, but no price tag was announced for the deal.

Rocco Laginestra, president of RCA Victor Records, said that RCA Record Tours, sponsor of the Presley gigs, is "talking to the Russians and (we've) started negotiations with China" for possible hookup. "Only Elvis could do it (such a show). We're proud of it," he said.

To set the fund rolling, Presley and the Colonel presented a \$1,000 check. Laginestra also donated \$1,000 for the cause, which brings the total to over \$40,000.

Presley thus becomes the only big-name star to lend his time and big-name star to lend his time and talent to a second major cause in Hawaii. He and the Colonel were instrumental in raising over \$62,000 for the building of the U.S.S. Arizona Memorial in Pearl Harbor in March, 1961.

Presley said he does not intend to be an ambassador or an evan-

to be an ambassador or an evangelist during the broadcast. "It's just a great privilege to be able to do my best. There'll be no messages. I think that's my job,"

he said. He decided to donate proceeds from the local concert after Parker received a letter from Honolulu Advertiser columnist Eddie Sherman, in which Sherman-founder of the Kui Lee Cancer Fund-

solicited their support. RCA plans to issue an "Aloha From Hawaii" soundtrack album to coincide with the global tele-cast. NBC will air the hour-long concert as a TV special at a later



GROUCHO MARX smiles as he and Jerry Moss, A&M president, talk over the prospects for his "An Evening with Groucho Marx" album at a recent Los Angeles soiree, tendered Marx by the record company.

# Talent In Action

• Continued from page 13

The group, composed of Stanley Clark, bass, Airto Moreira, drums, and Flora Purim, vocalist, deftly and Flora Purim, vocalist, derily handled Corea's compositions, including "Matrix," "500 Miles" and "Song." "Light as a Feather," composed by Clark and the title of their upcoming Polydor LP, also proved to be a fine piece for the group's cohesiveness

group's cohesiveness.

And, cohesive is the best to describe the group—as individual artists they are all exciting, if you single out one you have to single them all out. There is no other way to do it. Return to Forever, contrary to their name, is here and with a good sound to boot.

JIM MELANSON

### ROD McKUEN

Santa Monica Civic Auditorium

In fine raspy voice, Rod Mc-Kuen held the stage for over two hours in a show precisely calculated to delight an SRO house of his adoring fans. McKuen was finishing a world tour that kept him on the road through most of 1972, he had a full orchestra at the Civic, as well as bringing on his famous sheepdog, Kelly, for a curtain call and receiving a plaque from the city of Los Angeles. Relaxed and humorous, Mc-

Kuen's between-songs patter pro-vided a new light contrast to his songs of loneliness and transitory

love. The second half of the concert focused on newer material, with several unfamiliar songs which stand up to the same level as his standard catalog. It was an evening that displayed the essence of McKuen's wistful appeal and gave his aficionados their money's worth.

NAT FREEDLAND

### THE KINKS

Felt Forum, N.Y.

True to what the man says, everybody was the star of the Kinks' opening night. The gather-ing wasn't so much a concert as a party: the crowd milled about, danced, waved, made a good attempt at tearing Ray Davies to shreds for a souvenir, and generally had a boozy good time. Audience participation was as eager as at kiddies'-campfire sing-along at the end of summer. Uncle Ray the campy counsellor put the crowd through its paces, and they performed for him with gusto.

The Kinks, fast establishing a tradition of alternating well-re-hearsed tours with sloppy ones, are on the sloppy cycle this time and performed accordingly. Their material is still surpassed by no one living, dead or fictional.

Opening the bill were Brown Bag artists Mom's Apple Pie, who are neither level nor loud but just

are neither lewd nor loud, but just another brass-rock group reminiscent of the Ides of March.

NANCY ERLICH

# **ATI Suit** Vs. Hemdale

International, Ltd. has filed suit against the London based Hemdale Group of Companies, Ltd., its wholly owned subsidiary Jelly Music Company and its president Brian Lane, and the singing group Yes for breach of contract and damages totaling \$1.2 million. The complaint, seeking trial by jury, was filed in the United States District Court, Southern District of New York New York.

The complaint alleges that the defendant Brian Lane entered into a contract with Jefferey Franklin, as president of ATI, calling for the booking, and first refusal rights, of Yes and other Hemdale artists in the U.S. and Canada. The agreement was to run from Nov. 25, 1970 through Nov. 25, 1973.

In addition to \$100,000 in punitive damages, the suit seeks damages of release of the suit seeks.

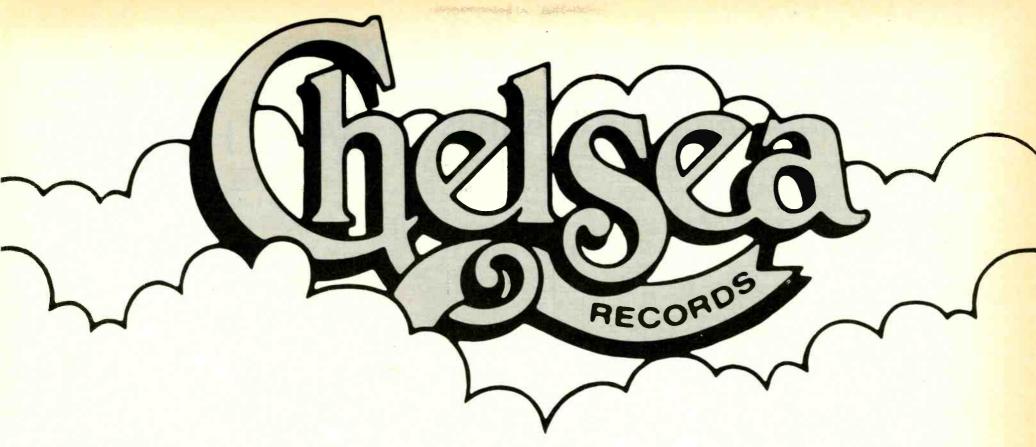
ages, for loss of revenues, advertising and administrative expenses and the alleged damage to the plaintiffs' reputations. It also calls for a complete accounting of the defendants' earnings through the contract period.

### Nurses to Sponsor Fete

NEW YORK — The Visiting Nurse Service of New York will sponsor a concert by The World's Greatest Jazz Band of Yank Law-son and Bob Haggart at Carnegie

The concert will be recorded "live" by World Jazz Records, and patrons to the show will receive complimentary copies of the album. World Jazz Records recently released a Christmas LP by the World's Greatest Jazz Band. The album contains holiday standards performed in a free-swinging Dixieland style. It is believed to be the first Dixieland Christmas album ever recorded.

DECEMBER 16, 1972, BILLBOARD



# Wayne Newton's new release... not just a new record... a message to people everywhere. "ANTHEM" 78-0109

By: Tony Romeo We used to pray for Folks far away For workin' For rain For endin' the war For people from the past that we miss Now our only prayer is this: Let my mama get home from shoppin' Without her groceries scatter'd all over The parkin' lot With a gun at her throat Dust and dirt on her coat Let my daddy get back from work Without any incident Let him feel content His home is still his castle And I beg you Lord

We used to pray for
Folks far away
For workin'
For rain
For endin' the war
For people from the past that we miss
Now our only prayer is this:
Let my woman be safe

In the house without a voice

That's breathin' on the telephone
To frighten her when
She's there all alone
Let my kids get home from school
Wise and well aware of
Someone waitin' there to tempt them
With his candy
And I beg you Lord.

We used to pray for
Folks far away
For workin'
For rain
For endin' the war
For the people from the past that we miss
Now our only prayer is this
The decency we strive for
Fight and stay alive for
It's the people that we care for
Isn't that what we're all here for

We used to pray for
Folks far away
For workin'
For rain
For endin' the war
For people from the past that we miss
Now our only prayer is this

# "Chelsea is more than a new label. It's a new record company." - Wes Farrell

# Campus News

# **Herman Sparking Herd of Bands**

NEW YORK—While the last year has witnessed the "rediscov-ery" of jazz by campus radio sta-tions and concert audiences, student musicians have remained open to the impact of jazz disciplines for some time. Woody Herman, vet-eran bandleader and reed player, on Fantasy Records, has been among the seasoned jazzmen who have turned to college and high school musicians for a responsive.

growing audience.

Like Stan Kenton, Herman is a graduate of the road, a professional musician who brings to his college dates a practical understanding of pop and jazz styles. And, also like Kenton, Herman has elected to transform his identity into that of teacher, offering students a full day clinic in which student musi-cians are separated into groups where they can work closely with Herman's musicians on their re-spective instruments.

Seminar Approach

Herman's "seminar" approach is indeed distinctive in its casual, almost spontaneous tone, as well as in the opportunities clinics in reaching an entire generation of musi-

ing an entire generation of musicians. As Herman himself is quick to point out, "The last figure I received on the number of bands is 35,000 stage bands in high schools alone. And the level of some bands in high school is amazing, largely because of superior educational facilities."

That potential army of musicians continues to grow, Herman noted, and the quality of teaching continues to improve as well. In recent years, many music departments have found professional musicians to be important additions. "They're on the faculty," Herman said. "and they're the ones that are really getting the kids off that are really getting the kids off their butts.

Such guidance has definitely transformed high school bands, Herman noted, "and, as for the college bands, well, they sound

**Broadening Campus Tastes** 

Herman cites the development of college radio as one factor in the development of student musicians, noting "They're giving the kids a much broader range of music to react to." That exposure to varied musical styles, along with Herman's concern for selectwith Herman's concern for select-ing material and arrangements that younger audiences can respond to, has offered new freedom to student musicians, Herman feels. "Every-thing is coming together now." he

## Peer Southern 'Holly' Book

NEW YORK-The Peer South-Prepared by Ralph Peer and Elizabeth Peer, the book includes a complete discography, biography, biography biogr unpublished photographs and some those songs by the late Holly. Among those songs are "That'll Be the Day," "Peggy Sue," "Oh Boy" and "Not Fade Away."

Who is Needom Carroll **Grantham?** 

states, "and it's not jazz here, rock there, pop music in that corner. It's the beginning of what I hope will be a whole new era in American music."

can music."

While many big band veterans have returned to the public eye on the strength of their supposed nostalgic value, Herman dismisses nostalgia as the key to the revival of larger groups and the use of jazz and pop voicings. "I never have thought that way, ever," he said. "What I've tried to do, for 35 years, is find exciting music." years, is find exciting music.

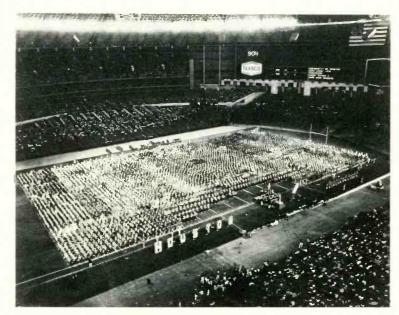
With two young arrangers, Alan Broadbent, a Berklee graduate, and Bill Stapleton, Herman has apparently excited student players by using rock and Latin rhythms and, of course, new material. That approach has succeeded in bridging whatever gaps may exist between the generations, Herman feels, noting that, at many clinic dates, music educators, students and even other professional musicians from outside the campus community.

New Tools

Other key factors in the growth of school and college bands, and the new interest in brass instruments in particular, include the

increased availability of arrangements and recordings to work from. Coupled with the interest of students and the skill of educators, these tools may lead to that musi-cal era Herman speaks of.

As for Herman and his Thundering Herd, they will continue reaching students, since, for the leader and his musicians alike, the experience has been rewarding. While the band has only been con-While the band has only been conducting seminars for slightly over a year, the response has been excellent. The format has not changed, for Herman and friends find that one of their key values is that of providing an incentive to students. "The seminars are still pretty much what we started with," Herman commented, "and I don't think you can make them I don't think you can make them too categorized. There are too many different schools, too many different bands, too many different players to handle that. I've found that the players in our band are fantastic clinicians, and, as working musicians, they provide an incentive the kids simply couldn't get from just a teacher, particularly one without experience."



A SHOW of strength by 6,000 Texas high school band students took place at the Astrodome, where bandleader Woody Herman led the combined bands in his own arrangement of "Woodchopper's Ball." During that Houston visit, Herman learned that the U. of Houston was starting an archive for his works.



ASCAP BOARD MEMBER and composer Gerald Marks recently spoke on songwriting to some 720 students from nine colleges assembled at Fisk University in Nashville and simultaneously presented three Raymond Hubbell Scholarships to music students at Fisk. The will of the late ASCAP composer provided for these annual scholarships. In the front row, left to right, are the three Fisk Scholarship recipients, Brenda Rucker, Earl Lawrence and Stephanie McMillan joined with Marks. Standing in the back row, left to right, are ASCAP composer and publisher Bob Holmes who is composer-in-residence at Fisk, ASCAP southern region executive director Ed Shea, ProfessorMatthew Kennedy who is director of the Fisk Jubilee Singers and Dr. Harrison Wilson, executive assistant to the president of Fisk University.

# What's Happening

### By SAM SUTHERLAND

In Toronto, Ritchie Yorke has given an initial report on the unveiling of the first Canadian Campus Radio newsletter. The CCR organization, formed at the recent Waterloo Canadian Entertainment Conference

The letter details news service and tape exchange services set up at the Waterloo conference. Future issues will contain information on progress available for campus stations, as well as general news.

The issue also contains a list of Canada's 62 campus stations, located in 10 provinces.

For further information on Canadian Campus Radio and its newsletter, contact Al Sterling, Canadian Campus Radio, Radio Waterloo, U. of Waterloo, Waterloo, Ontario.

Growing Up: Two campus FM'rs deserve mention this week since both stations are into benevolent power trips, having mightily increased their signal.

At Brown University in Providence, R.I., WBRU-FM, one of the oldest college stations and for some years among the most powerful in New England, has now increased its power rating to 50,000 watts. The station's transmitter is now located atop a 16-story building as well, which is quite a leap from the old five-story unit. John Rodman of the station's staff notes that they are still testing the signal, but early reports already show their coverage to be quite dazzling.

From Roy Perry, music director at WSRN at Swarthmore College, Swarthmore, Pa., comes the happy news that those call letters are outdated. Now it's WSRN-FM, a 10-watter that takes full advantage of transmission from the highest point in the county, thus affording an operating radius of eight miles. Perry estimates the potential audience at half a million.

The station's recent silence, necessitated by the problems in the transmission, has been ended by new student interest as well, with a staff of 95 members now behind the station.

Finally, WSRN-FM is celebrating its new status by becoming a Walrus reporter.

Again from Toronto, news of campus promotion there. Ed Preston, national promotion manager of RCA Canada, has appointed John Murphy to the newly created post of national campus promotion

Preston cited RCA's satisfaction with campus radio as "an extremely rewarding experience, and the enthusiasm, honesty and interest shown by the students, AM and FM programmers and our own artists in our regional seminars, has encouraged us to get on with it-

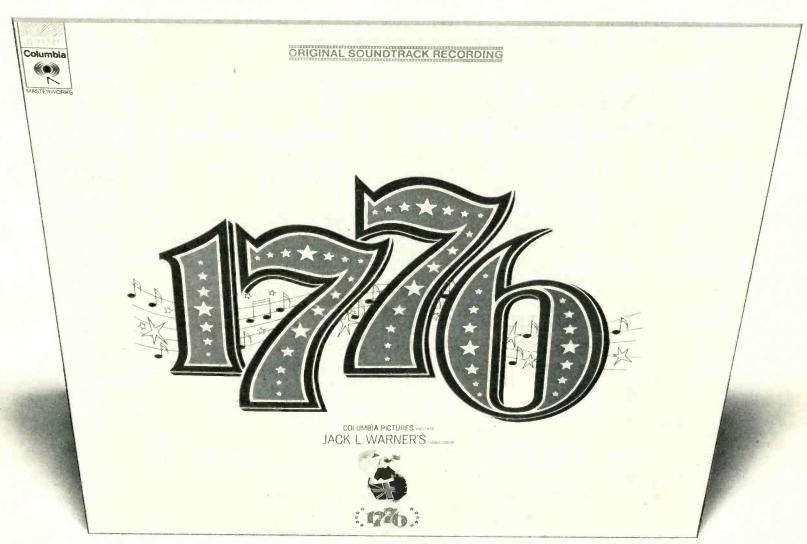
PICKS AND PLAYS: CANADA—New Brunswick—CRMA, Mount Allison University, Sacksville, George Goodwin reporting: "A Different Drummer," (LP), Buddy Rich, RCA; "Bulldog," (LP), Bulldog, Decca; "Waterfall," (LP), If, GRT (Metromedia, U.S.). . . . CHSR, U. of New Brunswick, Federicton, Moe Latouche reporting; "Black Kangaroo," (LP), Peter Kaukonen, Grunt; "Flesh and Blood," (LP), Gayle McCormick, Decca; "The Rain Book," (LP), Renee Armand, A&M. . . Quebec—CRSO, Sir George Williams U., Montreal: "Alive" (LP), Slade, Polydor: "Peel, the Paint" (LP, cut. Three "Alive," (LP), Slade, Polydor; "Peel the Paint," (LP cut, Three Friends). Gentle Giant, Columbia; "Play the Blues," (LP), Buddy Guy & Junior Wells, Atco. . . . Radio Western, U. of Western Ontario, London, Ron Moore reporting: Honky Tonk Stardust Cowboy," (LP), Jonathan Edwards, Atco; "Stayed Too Long at the Fair," (LP) Bonnie Raitt, Warner Bros.; "Murray McLauchlan," (LP), Murray McLauch-

WEST—California—KHSU-FM, California State U. at Humboldt, Arcata, Richard Taylor reporting: "Clear Spot," (LP), Captain Beefheart and the Magic Band, Reprise; "Deliver Me," Rick Roberts, A&M; "The Charles Ford Band," (LP), Charles Ford Band, Arhoolie... KRHC, Rio Hondo College, Whittier, John Richards reporting: "Dancing in the Moonlight," King Harvest, Perception; "Don't Let Me Be Lonely Tonight," James Taylor, Warner Bros., "Smoke Gets in Your Eyes," Blue Haze, A&Mt... Oregon—KLCC-FM, Lane Community College, Eugene, Dave Chance reporting: "Natural Illusions," (LP), Bobby Hutcherson, Blue Note; "Rural Space," (LP), Brewer & Shipley, Kama Sutra; "Demon in Disguise," (LP), David Bromberg, Columbia... Washington—KUGR, KUGR-FM, Washington State U., Pullman, Mike Makela reporting: "Because of You," Kracker, Dunhill; "Lion's Share," (LP), Savoy Brown, Parrot; "An Anthology," (LP), Duane Allman, Capricorn.

EAST—New York—WGSU-FM, State U. College at Geneseo, John Davlin reporting: "110 Yards to Go," (LP), Jesse Winchester, Bearsville; "Talking Book," (LP), Stevie Wonder, Tamla; "Infinity," WSIIA State II at Albany, Rob (LP), John Coltrane, Impulse. . . . WSUA, State U. at Albany, Rob Cohen reporting: "Living in the Past," (LP), Jethro Tull, Chrysalis; "Jesus Was a Capricorn," (LP), Kris Kristofferson, Monument; "T.W.O.," (LP), R.E.O. Speedwagon, Epic. . . . WRCC, Rockland Community College, Suffern, Neil Monastersky reporting: "Wings of the Delirious Demon," (LP), **Ihlan Mimaroglu**, Finnadlar/Atlantic; the Delirious Demon," (LP), Inlan Mimarogiu, Finnadiar/Atlantic; "Morning Waves," (LP), Focus, Blue Horizon; "Grand Wazoo," (LP), Frank Za'ppa, Bizarre. . . . WBCR, Brooklyn College, Brooklyn, Louis Lewow reporting: "Movin' On," (LP), Oscar Brown Jr., Atlantic; "Soul Is," (LP), Pretty Purdie, Flying Dutchman; "I Sing the Body Electric," (LP), Weather Report, Columbia. . . . WYUR, Yeshiva U., New York, Mike Axelrod reporting: "Daydo," (LP), Alum Davies, Columbia; "Transformer," (LP), Lou Reed, RCA; "Best Of/Greatest Hits, Vol. II," (LP), Byros, Columbia. . . . . (Continued on page 50) (Continued on page 50)



# Intwoweeks, the Christmas film of the year will open in 50 key markets. And now it's the Christmas album of the year.



"1776" is now the Christmas film of the year. And a beautifully recorded, stunningly produced Original Soundtrack Columbia album. "Good, lively family entertainment," said William Wolf in <u>Cue.</u>
And Peter Travers said in <u>Reader's Digest,</u> "1776' is a genuine firecracker...tuneful, inspiring, brimming over with spirit and wit." "1776." The Christmas album of the year. From the original story by Ben Franklin and Tom Jefferson.

On Columbia Records and Tapes

Soul Sauce

BEST NEW SINGLE OF THE WEEK:

# "YOU'VE GOT TO TAKE IT"

MAIN INGREDIENT

(RCA)

BEST NEW ALBUM
OF THE WEEK:

# "STARTING ALL OVER AGAIN"

MEL & TIM

(STAX)

By JULIAN COLEMAN

In an act of recognition seldom accorded by an entertainment-oriented industry, Stax Records was the subject of a lengthy commendation by Senator Alan Cranston (D-Calif.) in the U.S. Senate. The commendation, which was subsequently inserted in the Congressional Record, was directed at Stax' Wattstax '72 music festival held at the Los Angeles Coliseum in August. Senator Cranston praised highly the organization and the dedication of its leaders headed by Al Bell. . . . Joe Adams, who recently formed his own production firm, is filming a TV special, Ray Charles in the Holy Land, in Israel next week. Charles and his entourage are working three gigs there.

Recently a group of black ladies in the entertainment industry formed an organization

sible Actively Vital Organization), dedicated to the goal of raising funds to combat diseases. The group held its first fund-raising function Nov. 18 to benefit sickle cell anemia research. The members of BRAVO are Lola Falana, founder and chairman of the board; Dionne Warwicke, president; Myra Waters, v-p; Leslie Uggams, treasurer; June Brown and Marie Byars, secretaries; and Dede Warwicke, Wynana Price and Yvonne Fair, advisory board.

### BITS 'N' PIECES:

Leroy Hutson, leader singer of the Impressions trys the solo route with a single on Curtom, "So In Love With You." . . . Rudy Ray Moore, king of party records, has signed an exclusive contract with Warren Lanier public relations firm. . . . Denise Erwin's first single on The Record Company label,

"Why Did You Leave Me Baby." . . . According to reviews and much appreciated correspondence with Phil Symes, Tamla Motown Press Officer, Thelma Houston's recent U.K. tour hit the measuring bar as an incredible success. What about a single release from MoWest on Thelma and. just for size, try on "What If" or "And I Never Did" from the young lady's LP entry awhile back? . . . Curtis Mayfield was the only recording artist to receive a plaque at the recently-held Bill Gavin Radio Conference. . . Stax artists Little Milton and The Bar-Kays recently appeared at the 23rd annual WDIA-AM (Memphis) Goodwill Revue where they made a donation on behalf of the Stax Organization to the Nat D. Williams Trust Fund. Williams, one of the south's first black deejays, was recently stricken with an illness. . . . Barbara Jean English's album on the Alithia label, title, "So Many Ways." Give a listen. It's a treat. . . . From the Smith Connection: "Under My Wings" LP, "I Been In Love" on Music Merchant. . . . Check out the Jermaine Jackson remake of the Shep & the Limeliters' classic, "Daddy Home," on Motown.

### PICKS & PLAYS:

Valerie Simpson, "Silly Wasn't I," (Tamla); Bobby Womack & Peace," Harry Hippie, (U.A.); Barbara Mason, "Give Me Your Love," (Buddah); Brighter Side of Darkness, "Love Jones," (20th Century); Esther Phillips, "I Never Found A Man," (Kudu); O'Jays, "992 Arguments," (Phila. Int'l); Albert King, "Breaking Up Somebody's Home," (Stax).

(Coming to Soul Sauce readers, an interview with the Jackson 5.)

Billboard SPECIAL SURVEY for Week Ending 12/16/72

Billboard SPECIAL SURVEY for Week Ending 12/16/72

# BEST SELLING Soul Singles

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

### Last TITLE—Artist, Label & Number Week (Dist. Label) (Publisher, Licensee) 1 IF YOU DON'T KNOW ME BY NOW . . 10 arold Melvin & the Blue Notes, Phil. ternational 73520 (CBS) (Assorted, BMI) I'M STONE IN LOVE WITH YOU PAPA WAS A ROLLING STONE . . . . 10 Temptations, Gordy 7121 (Motown) (Stone Diamond, BMI) TROUBLE IN MY HOME/ I FOUND MY DAD Joe Simon, Spring 130 (Polydor) (Assorted, BM1/Assorted, BM1) WHY CAN'T WE LIVE TOGETHER Thomas, Glads 1703 (Sherlyn, BMI) SUPERSTITION Stevie Wonder, Tamla 54226 (Motown) (Stein & Van Stock/Black Bull, ASCAP) KEEPER OF THE CASTLE ..... 5 (Trousdale/Soldier, BMI) I GOT A BAG OF MY OWN James Brown, Polydor 14153 (Dynatone/Belinda, BMI) Curtis Mayfield, Curtom 1978 (Buddah) (Curtom, BMI) SUPERFLY WORK TO DO Isley Brothers, T-Neck 936 (Buddah) (Triple Three, BMI) 15 ONE LIFE TO LIVE 16 Manhattans, DeLuxe 193 (Starday/King) (Fort Knox/Nattahnam, BMI) I'LL BE YOUR SHELTER LOVE JUNES 8 Brighter Side of Darkness, 20th Century 2002 (Fox Fanfare/Sebons, BMI) A MAN SIZED JOB 11 Denise LaSalle, Westbound 206 (Chess/ Janus) (Ordena/Bridgeport, BMI) Persuaders, Win or Lose 225 (Cotillion) (Cotillion, BMI) 21 PEACE IN THE VALLEY 21 16 MAMA TOLD ME NOT TO COME . 22 Wilson Pickett, Atlantic 2909 (January, BM1) 23 I NEVER FOUND A MAN (To TRYING TO LIVE MY LIFE 24 24 25

Last TITLE—Artist, Label & Number Week (Dist. Label) (Publisher, Licensee) WHY CAN'T WE BE LOVERS . . . . 15
Holland Dozier, Invictus 9125 (Capitol)
(Gold Forever, BMI) Eddie Kendricks, Tamla 54222 (Motown)
(Jobete/Stone Agate, BMI) 31 WE DID IT Syl Johnson, Hi 2229 (Landon) (Jec, BMI) FEEL THE NEED IN ME ..... Detroit Emeralds, Westbound 209 (Chess/Janus) (Bridgeport, BMI) JUST AS LONG AS WE'RE IN LOVE . 6 Dells, Cadet 5694 (Chess/Janus) (Chappell/ Butler, ASCAP) IF YOU HAD A CHANGE IN MIND Tyrone Davis, Dakar 4513 (Brunswick) (Jullo-Brian, BMI) IT'S TOO LATE
Rueben Bell, Deluxe 140 (Starday/King)
(Screen Gems-Columbia, BMI) (I Got) SO MUCH TROUBLE IN MY MIND GSF 6879 (Access/ HARRY HIPPIE 1
Bobby Womack & Peace, United Artsits 50946 (Chartwell, BMI) 43 Millie Jackson, Spring 131 (Polydor)
(Gaucho/Belinda, BMI) I MISS YOU BABY . 45 SAVE THAT THANG Rimshots, A-1 4002A (All Platinum) (Gambet, BMI) GIVE ME YOUR LOVE Barbara Mason, Buddah 331 (Camad, BMI) BACK IN YOUR ARMS Clarence Carter, Fame 91006 (United Artists)
(Fame/Saico, BMI) BREAKING UP SOMEBODY'S HOME .. 1 Albert King, Stax 0147 (South Memphis, BMI) I WON'T LET THE CHUMP BREAK YOUR HEART 1 Carl Carlton, Back Beat 627 (Duke/Peacock) (Don, BMI)

TODAY I STARTED LOVING YOU AGAIN 1 Bettye Swann, Atlantic 2921 (Blue Book, BMI)

# BEST SELLING SOUI LP'S

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

This Week	<b>Week</b>	TITLE—Artist, Label & Number Weeks on Chart
1	1	I'M STILL IN LOVE WITH YOU 8 Al Green, Hi XSHL 32074 (London)
2	4	ALL DIRECTIONS
3	3	ROUND 2
4	2	SUPERFLY
5	6	I MISS YOU
6	5	GREATEST HITS
7	7	CARAVANSERAI 6 Santana, Columbia KC 31610
	10	KEEPER OF THE CASTLE 5 Four Tops, ABC/Dunhill DSX 50129
9	14	360 DEGREES OF BILLY PAUL 4 Billy Paul, Phil. Int'l KZ 31793 (CBS)
10	8	IF LOVING YOU IS WRONG I DON'T WANT TO BE RIGHT 10 Luther Ingram, Koko KOS 2202 (Stax/Volt)
11.	12	I CAN SEE CLEARLY NOW
企	17	THE WORLD IS A GHETTO
13	9	STILL BILL
14	11	BEN
15	20	TALKING BOOK
16	15	BACK STABBERS 10 O'Jays, Philadelphia International KZ 31712 (CBS)
17	16	I'LL PLAY THE BLUES FOR YOU10 Albert King, Stax STS 3009
18	18	UNDERSTANDING 10 Bobby Womack, United Artists UAS 5577
19	19	BROTHER, BROTHER, BROTHER 10 Isley Brothers, T-Neck TNS 3009 (Buddah)
20	33	LADY SINGS THE BLUES
21	13	GREATEST HITS ON EARTH
22	23	LONDON SESSIONS 10 Chuck Berry, Chess CH 6002
23	21	BITTER SWEET 10 Main Ingredient, RCA LSP 4677
24	22	Jermaine Jackson, Motown M 752 L
25	24	GUESS WHO B.B. King, ABC ABCX 759

This Week	Last Week	TITLE—Artist, Label & Number Weeks on (Dist. Label) Chart
26	30	GET ON THE GOOD FOOT
27	25	NATURE PLANNED IT
28	27	BUMP CITY
29	26	HEADS 9 Osibisa, Decca DL 7-5368 (MCA)
30	28	CORNELIUS BROTHERS & SISTER ROSE 10 United Artists UAS 5568
31	29	ROBERTA FLACK & DONNY HATHAWAY . 10 Atlantic SD 7216
32	32	DONNY HATHAWAY LIVE
33	37	DOS
34	35	A LONELY MAN
35	34	SWEET AS FUNK CAN BE 5 Dells, Cadet CA 50021 (Chess/Janus)
36	36	FIRST TAKE
37	40	PEOPLE HOLD ON
38	_	ALONE AGAIN, NATURALLY
39	38	LOOKIN' THROUGH THE WINDOWS 10 Jackson 5, Motown M 750 L
40	41	THE BEST OF OTIS REDDING10 Atco SD 2-801
41	39	MUSIC IS THE MESSAGE
42	43	SUPREMES
43	42	LET'S STAY TOGETHER
44	44	SPICE OF LIFE
45	46	SHAFT 10 Isaac Hayes/Soundtrack, Enterprise/MGM ENS 2-5002 (Stax/Volt)
46	45	THERE IT IS
47	49	ALL THE KING'S HORSES
48	48	LOVEMEN
49	31	AMAZING GRACE 10 Aretha Franklin/James Cleveland, Atlantic SD 2-906
50	47	MUSIC OF MY MIND

# **BIG 12 DAY ROD STEWART & URIAH HEEP CHRISTMAS SALE STARTS TODAY.**

EXTRA 5% SALES PLAN DISCOUNT ON ALL STEWART & HEEP ALBUMS AND TAPES.



### HURRY. SEE YOUR DISTRIBUTOR. OFFER ENDS DEC. 22, 1972.

### **ROD STEWART ALBUMS**



Every Picture Tells A Story
SRM-1-609 8-Track MC8-1-609
Musicassette MCR4-1-609
Musicassette MCR4-61264
Musicassette MCR4-61264





The Rod Stewart Album SR-61237 8-Track MC8-61237 Musicassette MCR4-61237 ⊕



Demons And Wizards SRM-1-630 8-Track MC8-1-630 Musicassette MCR4-1-630 ®



Look At Yourself SRM-1-614 8-Track MC8-1-614 Musicassette MCR4-1-614



Salisbury SR-61319 8-Track MC8-61319 Musicassette MCR4-61319 ®

mercury



Uriah Heep SR-61294 8-Track MC8-61294 Musicassette MCR4-61294 ®

# Tape/Audio/Video

# Speaker Mfr. Lag --Market Research

CHICAGO—Speakers will continue to be the most footballed item in electronics unless manufacturers concentrate on market research and convey the value of their product to retailers, said John Leedom, Dallas wholesaler speaking here at the recent loudspeaker association meeting. He said such electronics items as changers and tuners have become stabilized but not speakers. "When salesmen on the floor don't know the value of your parts, your

magnets, the only difference they focus on is price."

Leedom, president of Wholesale Electronic Supply, and also head of the National Association of Wholesale Distributors, was stopped early in his presentation when an American Loudspeakers Manufacturer's Association (ALMA) member took exception to Leedom's assessment that U.S. manufacturers "have not properly updated their understanding of marketing." ALMA members do not always wait until a guest is finished speaking.

Racks Sears

Putting aside the interruption by asking the man how much money his firm allots to research engineers and how many people are involved in research marketing, Leedom went on to plug the role of distributors. He said his firm is racking Sears with speakers. "We've found there can be no sales continuity without a lot of distributors serving those hooks on the racks." He went on to say that if retailers would stop "going around, through, sideways to buy direct and help the distributors make a buck, the distributors will help the dealers make money.

Pointing out that more manufacturers are urging a distributor council, he said: "We used to think distributors needed 25 to 30 percent profit. Industrial product distributors often work on 3 or 4 percent. When you see these giant, multi-million-dollar buildings going up it's hard to realize that not one dime's worth of electrical parts are bought direct. Electrical manufacturer distributors have 50 years more experience than us and understand the distributor value

"American manufacturers abdicated their position in electronics, not just because of cheap foreign labor, but also by not understanding

# Athenia Plastics Co. To Sell Blank Tape

CLIFTON, N.J.—The Athenia Plastics Mold Corp. will market a complete line of C-Zero and blank loaded audio and video cassettes, 8-track cartridges, cassette components, and accessories

Athenia has been in the manufacture and supply of precision engineered compression, transfer, injection and die cast molds for the past 12 years. Its planned move into the cassette market was based, to a large extent, on the firm's recent development of a completely automated cassette as-

### 12 TVC CO'S

# 9 Workshops, 36 Exhibitors At Feb. ITA

LOS ANGELES — The nine workshops for the International Tape Association (ITA) third annual seminar, set for Tucson, Feb

11-14, have been reported by ITA executive director Larry Finley.
The workshops are: Magnetic Audio and Video Tape; Audio Applications; Video Applications; Audio Systems Hardware; Audio Software; Video Software; "\$\$" versus Value Applysis of Audio/Video Value Analysis of Audio/Video Systems; and Developments of Copyright Law As It Affects Tape

Finley added that many of the speakers will offer audio/video presentations and said question and answer periods will follow each session. In addition to the workshops, 36 ITA members will display product in hospitality suites. Included in the 36 are 12 manufacturers of video player equipment. Finley said MCA's TVC division has joined ITA making five firms who have TVC equipment in the association now.

sembling machine, which, according to Athenia's president, Charles Beres Jr., will play a major role in the company's ability to produce quality product at competitive prices.

In gearing for the expansion, the firm has changed its name to Athenia Industries, Inc., and has appointed Jules S. Sack as its vice president of marketing and sales. Sack, a veteran of the tape industry, has had a broad range of experience in industrial, professional and consumer sales and mar-

His past involvement with the industry included director of marketing and sales, Bell & Howell Magnetic Tape Co., product marketing sales manager for Audio Devices; executive vice president and general manager of Stereodyne, Inc.; and most recently, director of marketing and sales for

Magnetic Packaging, Inc.
Sack's responsibility at Athenia will include all phases of market introduction of the firm's new lines. He will also be involved with the supervision of sales overwith the supervision of sales, overall marketing guidance, product planning and development, and other phases of the company's planned expansion into the leisure-time field.

### **CES EXPANDS**

CHICAGO—More space has been acquired for the Winter Consumer Electronics Show (CES) at the Conrad Hilton hotel here running almost con-currently with the Independent Home Entertainment (IHE) event. CES runs Jan. 12-16; IHE Jan. 13-17. According to Jack Wayman,

staff vice president of the Electronic Industries Association Consumer Electronics Group, sponsors of CES, recent addi-tional exhibitors include Sony

Wayman continued, "With virtually every major manufac-turer of audio and video products exhibiting, the show is al-

More than 5,000 persons have already registered for the show which has been strategically planned to attract the esti-mated 50,000 buyers expected to invade the Chicago area at the same time for the International Home Furnishings Mar-ket, and National Housewares Expositions which will run immediately before and after the Winter CES/IHE.

# Mass Retailers Joins 'Q' Push

LOS ANGELES—If newspaper advertising is any indication of popularity or manufacturer and dealer confidence, then 4-channel hardware should be getting set for its most profitable holiday season yet in Southern California.

While audio specialty shops have been advertising the configuration for two years now, this Christmas season finds a greater variety of merchandise being offered than in the two previous years.

Perhaps of greater significance is the fact that it is not only the audio specialists showing their wares to the average reader; it is the traditional department store as well as the giant mass merchandising outlets such as K-Mart.

Ads this year also cover a wide range of 4-channel product, includ-ing all matrix disk systems, car-tridges for discrete hardware, matrix 8-track decks, a variety of 4-channel receivers, 4-channel reelto-reel tape decks, demodulators and a number of other products in-cluding 8-track and disk software.

Perhaps the most ambitious retailer in this field is Federated Electailer in this field is Federated Electronics. The four store group recently took a center spread in a daily edition of the Los Angeles Times headlined "Federated, the Quadfather." The ad offered two 4-channel receivers from Pioneer, the QX-4000 at \$349.95 and the QX-8000A at \$549.95, both with AM-FM, SQ, matrix, discrete and standard stereo controls. Other products in the spread included: products in the spread included: the Sony SQD 400, touted as "the 4 channel compact system that does it all," handling both matrix and discrete at \$349.95; the Sony SQR 6650 4-channel receiver at \$399.95 with "SQ," a matrix decoder system Sony helped invent; and two Sanyo 4-channel 8-track car units, the FT 864 at \$99.95 and the FT 888 at \$59.95.

### Discrete Disk

Other products in the ad included a section titled "The world of JVC discrete 4 channel sound, the purest yet," featuring the subcaption, "The JVC discrete 4-channal system. The perfect 4-channal system is now available and Federated has it, the pure sound of CD-4 discrete Quadraphonic sound. Come in and ask for a demonstration." In the section are featured the JVC 4-channel receiver with S.E.A. at \$499.95; a 4-channel/2-channel 8-track deck at \$199.95; S.E.A. at \$499.95; a 4-channel/2-channel 8-track deck at \$199.95; a 4-channel/2-channel stereo cartridge at \$69.95 "designed to pick up the discrete message in the record grooves"; and the JVC disk demodulator at \$99.95, telling the consumer that this is needed in the CD-4 discrete system.

Other products include the Akai 1800 DSS reel-to-reel 4-channel deck at \$399.95, the Akai CR80 (Continued on page 27)

# **Data Packaging Expands** Blank Tape Distribution

By RADCLIFFE JOE

CAMBRIDGE, Mass. — The Data Packaging Corp. has reached an agreement in principle with the Audiovox Corp. of New York, giving the latter company exclusive distribution rights to Data Packaging's Dynasound line of blank loaded cassettes and 8-track cartridges in the Continental United States and its off-shore protector-

According to Dr. Otto Morning-star, president of Data Packaging, the move will give the Dynasound line added marketing muscle in areas that were hitherto serviced only on a limited scale.

Transfer of marketing responsibilities will also free Data Packaging to concentrate its efforts on the manufacturer of C- zero cassettes, 8-track cartridge housing and other accessories, an area that is its forte, and in which the major thrust of its business operations

Audiovox, headed by John Shalam, markets a full line of cas-sette and 8-track hardware, under

(Continued on page 26)

# Japan Show Plugs Sansui 'Q,' CD-4 Discrete

By HIDEO EGUCHI

TOKYO—The CBS/Sony SQ quadraphonic record has been erased by the Sansui QS regular matrix disk, if not the CD-4 quad-



radisc, judging from the displays and demonstrations by 60 ex-hibitors at the 21st All Japan Audio Fair that was attended by



A & L DIST, president Al Melnick (left in left photo) discusses display with Will Graham of TDK and his son, Saul Melnick (right), who is key account manager during recent open house at the firm's new Yeadon Industrial Park location in suburban Philadelphia. Norman Cooper (left), Sound Track II; Mr. and Mrs. Norman Schulz, Sears; and architect Sam Kay talk at right.

# U.K. Tape Shortage; See \$10 Mil Sales Loss

By RICHARD ROBSON

LONDON—Over \$10 million worth of lost tape business in the U.K. this year is being predicted by some dealers and distributors as duplicating problems become more acute than ever. Several outlets that tape turnover during the past 12 months could have been increased by 40 percent if all orders had been completed. With the problem a nationwide one, and with the retail value of the tape market for 1972 expected to be at least \$25 million, there is now no

doubt that the loss is going to run into millions.

Demand for tapes started outstripping supply at the beginning of this year. After the best Christmas ever for tape last year, record companies expected business to slacken off but it didn't. As a result over-

stretched duplicating plants, trying to cope with increased orders at the start of the build-up to the summer sales period found difficulty in maintaining

even supplies of top-selling product.

Despite the installation by some firms of additional duplicating facilities at their respective tape plants, the situation is more serious than ever and if the same post-Christmas sales pattern is repeated next year the outlook for the beginning of 1973 is bleaker

Some companies are importing tapes to try to keep pace with demand while virtually everyone is supplementing their own efforts by farming out work (Continued on page 25)

a record 121,700 persons recently. The SQ 4-channel exhibit led visitors to believe that Sony had parted company with CBS to con-centrate on open-reel tape recorders, stereo cassette tape decks and sound tape, not to mention ULM (uitralinear magnetic path) speak-ers. Record turntables and SQ logic decoders mainly served to

decorate the listening room.

On the other hand, the SQ regular matrix exhibit featured instant comparison switching to and from 4-channel (discrete) prerecorded open-reel tapes and matrixed quadraphonic recordings, plus give-aways of premium QS LP's to audiophiles who attended lectures sponsored at the fair by Sansui.

The Japanese manufacturer turned over one of its sessions Nov. 9 to Warren B. Syer, the publisher of High Fidelity magazine, whose visit to Tokyo coincided with the fair sponsored by the Japan Audio Society. Syer gave an impartial briefing on the "Q" an SRO audience.

Japan Victor demonstrated its new model SX-3 budget speaker system at its CD-4 exhibit. Also, JVC/Nivico used a discrete 4-channel FM broadcasting unit mainly to promote CD-4 compatibility with the Dorren system of the U.S

Although Matsushita Electric introduced its latest line of "Technics" CD-4 ensembles and Sanyo Electric its first CD-4 disk de-modulator, the emphasis appeared to be on tape recording units.
Sanyo also featured its "dynamic matrix" (DM-4) decoders and (Continued on page 26)

DECEMBER 16, 1972, BILLBOARD

# Fla. Dealer Discusses State of Independent Record-Tape Chain

HIALEAH, Fla.—The independent record-tape chain operations now burgeoning across the country will revitalize the industry if solid management practices are followed and if manufacturers and wholesalers realize the important role of the new retailing entrepreneur. This is the view of Martin Spector. owner of seven outlets in this area. who feels that the location and layout of stores are crucial factors.

Spector's Speck's Music Stores operation is scattered over the east coast and mid section of Florida. Four are in shopping malls, Westland in Hialeah, West Palm Beach, Gainesville and Lakeland. Two are in department stores; one in Britts. Fort Landerdal, the one in Britts, Fort Lauderdale, the other in the Farmers Market in West Palm Beach. His first shop in Coral Gables, opened in 1948, is what he calls an "off the street"

He still is undecided on the merits of being in a shopping mall, "Actually, there are two schools of thought on this and I haven't decided which way is best. You get more traffic in malls and because of this you'll do more business. You also have longer hours. For example, our lease here at Westland requires us to stay open from

10 a.m. to 9:30 p.m. six days a week and Sundays from 12:30 to 5:30 p.m. So, we have 74 business hours. In other stores (outside of malls), we are open 54 hours, as opposed to 74."

Spector went on to say that with a store open 54 hours there is only one set of employee whereas

with a store open 54 hours there is only one set of employes whereas in mall stores he has two shifts. He feels that initially more money is poured into mall stores for outfitting and furbishing than in already established "street stores." His Westland Mall store, opened 14 months ago, represents an investment between \$90,000 and \$100,000.

"I only had a shell when I moved in here—just three walls. I had to install the air conditioning unit, sprinkler system, the floors and I'm not talking about carpeting, which of course, I've included in the over all cost. Also the ceiling. I think this kind of investment is something new in malls. When I moved into the Northeast Mall some years back, I was given a completed store. On the basis that in a mall you're open almost twice the number of hours you are in other areas and, ostensibly, you do 50 percent more business.

Spector considers himself a full

line dealer in all of his stores. "In other words, we cater to all segments of the population and carry popular (rock), classical, jazz, folk, MOR. We stock records by Guy Lombardo, Mantovani, Jim Nabors, children's records, instruction records, languages, educational tion records, languages, educational and even plays.

Spector's Coral Gables location is the only one which stocks any hardware. "Our service department is really a service department. I don't make money on it, but we're able to take care of our customers who purchase equipment from us. We have a policy that warranties get first priority and I don't have to tell you what this had meant to building good customer relations."

Spector, however, is not stocking hardware in any of his other stores for several reasons. He feels stores for several reasons. He feels he can't get the proper service; the profit isn't in it, and he doesn't want to carry a large assortment of equipment which he believes is necessary. "The days of having a little bit of this and a little of that are over," he said.

Sales of tapes and records constitute 90 percent of his business. He carries about 5,000 tapes in his Westland Mall store. He feels

his store is stocked with "every-thing we should have." While he'll special order any record or tape requested by his customers, his stock is so complete this is rarely necessary.

'When a person walks into this store, he sees and feels we have merchandise and knows he won't have to go and shop around somewhere else. We carry a complete line within our structure. There are some stores which have larger stocks, but no one has a better selection.'

Records and tapes, purchased once a week from many sources, are selected by a combination of "everything" said Spector. "I read Billboard, receive new releases from some companies, have salesmen call on me and read the Sunday New York Times for the music reviews."

Spector also subscribes to The American Record Guide for classical selections and has read widely ever since his show business days Originally an attorney, Spector served as personal manager for several artists and was also head of talent for Universal Pictures.

"I remember reading a review of a movie some years back. It was a smash review, which starred a

PHONE (213) 842 2144

(Continued on page 38)

### CONSUMER CLINICS

# Panasonic to Train Dealers in 15 Cities

NEW YORK—Panasonic is conducting a number of hi-fi seminars and dealer meetings for retail salesmen in 15 cities throughout the United States. The firm is also running a new Hi-Fi Consumer Clinic program designed to test consumer equipment and provide a performance report on sound

The dealer meetings are structured to demonstrate the newest Panasonic discrete four channel sound system and equipment, as well as Panasonic's new line of Dolbyized cassette decks.

to custom duplicators such as Tri-

dent Tape Services and Tape Duplicating, which are enjoying an

unprecedented boom in business. Dealers and distributors claim

Continued from page 24

At the Hi-Fi Consumer Clinics, dealers will demonstrate Panasonic's discrete four channel sound system, while engineers are checking customers' equipment. Customers taking part in the Hi-Fi Clinic will also receive a free record

According to Jerry Kaplan, na-tional hi-fi sales manager for Panasonic, the clinics will give Panasonic dealers an opportunity to enhance the goodwill they have established with their customers.

Dealers participating in the program are being provided with a promotional kit containing news-paper ad layouts, line art, and radio scripts.

The seminars and dealer meetings are scheduled for New York, Chicago, Los Angeles, Dallas, De-Boston, Philadelphia, Houston, Minneapolis, Charlotte, San Francisco, Washington, D.C., Mi-ami and Omaha.

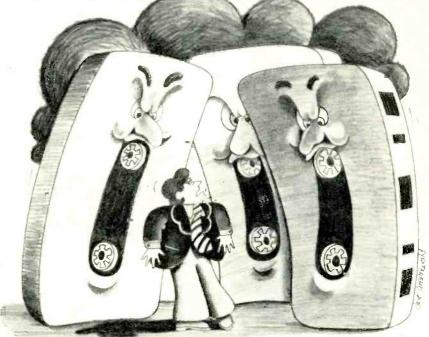


U.K. Sees \$10 Mil. Tape Loss

that the situation is entirely due Every dealer Billboard talked to reported that Decca currently has the best fulfillment rate. Opinion to the lack of foresight and capital investment by manufacturers. on second place was divided be-tween CBS and Precision, which has recently stepped up its Dagen-Musitapes managing director Philip Ashworth, who told Billboard his overall order fulfillment ham duplicating plant's capacity to from manufacturers is now less than 50 percent, commented: "The 7 million units a year and is working round the clock but still has to situation has reached ridiculous proportions. Record companies rely on Trident and Tape Dupli-cating to fulfill orders. CBS has also expanded its plant at Ayleshave just not looked far enough ahead. There has been a reluctance bury and is supplementing its own efforts with supplies of imported product from Columbia in Amerby some managements to take tape seriously until the last six months and consequently, there has not been nearly enough planning or capital investment. The tape mar-

Commented Maurice Oberstein, CBS deputy managing director: "I think the problem is that two or ket is currently growing at the rate of around 100 percent per annum and the manufacturers are just not three years ago, everyone thought the boom was coming and when it didn't, they became cautious and didn't make the investment they perhaps should have. Laurie Krieger, head of the Harlequin and Soho chains, agreed

that manufacturers have been caught "totally unaware" by the growth of tape, particularly the 8-track market. "Our tape business is good, it's 25 percent of our turnover in some shops, but obviously we are suffering like everyone else." IN JANUARY, **3M DECLARES WAR** ON CASSETTE CONFUSION.



# Superscope Service Schools

LOS ANGELES-The technical services division of Superscope, Inc. has prepared a program for audio/visual training of service technicians, with the program covering Marantz components, Superscope home entertainment products and Sony tape recorders.

keeping pace.'

Initial plans call for service managers of Superscope subsidiaries to come to the firm's Sun Valley headquarters for training in servicing methods, customer re-lations and other related fields.

After the series has been com-pleted, this group will return to

their locales and will present a similar training program to their staffs and to personnel at contract service stations in their areas. In addition, service technicians from the firm's main office will conduct the program at central locations in many major cities with an anticipated 15 to 25 service representatives involved in each meet-

ing.
The program was initiated by Johnny Robbins, manager of technical services for Superscope. Robbins hopes the program will attract dealers and salespeople as well as service personnel.

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# Data Packaging Expands

• Continued from page 24

the Audiovox brand name. This is believed to be the first time that a recognized tape hardware company has undertaken to market a software line side by side with its own products.

Although Dr. Morningstar would not reveal the duration of the agreement between Data Packaging and Audiovox, he did indicate that it was a short term one that would give both companies an opportunity to see whether the pact was a feasible one.

Data Packaging Corp. will continue to involve itself on a limited scale and in an advisory capacity with merchandising efforts for the Dynasound line, but Dr. Morningstar indicated that Audiovox's efforts, according to terms of the agreement, will be largely autonomous.

The Dynasound line includes the Tape One, and Classic brand cassettes and 8-track cartridges, manufactured to exacting quality control standards at Data Packaging's pilot recording laboratory at Kinnebunk Port. Me

bunk Port, Me.
Meanwhile, Data Packaging has signed an agreement with the Maxell Corp., to lead that firm's blank 8-track tapes into Data Packaging housing. All loading of the line will be done in this country at Kinnebunk Port.

Data Packaging has also moved into full-scale production of C-zero

# Superscope Stand For Blank Tapes

LOS ANGELES — Superscope, Inc. has bowed a display stand for Sony blank cassette tapes.

The unit features a rotating

The unit features a rotating display which holds nine plastic dispensers for any assortment of Sony tapes. The dispensers issue one cassette at a time and can be removed from the display for wall or behind the counter mounting.

The display itself can be floor mounted or with the pedestal removed, used on a counter or shelf.

and blank loaded cassettes for the Sony-U-Matic videocassette system. Shipment of the product will get underway in April 1973.

Anticipating a videocassette boom, the firm is also negotiating with RCA for a license to mold the housing for its SelectaVision MagTape cartridges. Talks with Cartridge Television Inc., for a license to mold Cartrivision cartridges are expected to get underway soon.

To emphasize what it calls its total commitment as a plastics manufacturer, to the tape market, Data Packaging has restructured its marketing operation, structured its sales force on a regional basis, and took its key men out of their offices and put them into the field where their roles have developed added significance.

The man behind Data Packaging's new sales structure is Larry Hockemeyer, the firm's national sales manager. Hockemeyer has in his 12 months of service with the company, added three new men to his sales force, eliminated the policy of specialized sales and involved his staff in the selling of all the company's products, and increased his overall tape products sales by more than 30 percent in fiscal 1972.

Hockemeyer also involved himself and his sales staff in an inhouse production and marketing survey which resulted in better forecasting of market trends, better plant utilization, and better product control and product mix.

In addition, Hockemeyer is placing special emphasis on Data Packaging's quality control and customer service facilities, which, as he pointed out, "are of vital importance in an industry as competitive as ours."

Hockemeyer's strategy is already paying dividends in the upsurge of OEM and private label customers that are turning to the company for its product. The Advent Corp., and Tandy Magnetics are already among the firm's major customers, and Hockemeyer intends to a massive drive for a bigger slice of the OEM market in 1973.

# Tape Happenings

Acoustic Fiber Sound Systems Inc., Indianapolis, loudspeaker manufacturer, completed a third expansion of its manufacturing facilities since its March founding, and is planning production facilities for San Juan, P.R. said Stephen R. Davis, president. . . Telex is making available an 8-position group listening center in its line of instructional headphones, according to James R. Dow, director of marketing, educational products, allowing the teaching of different subjects simultaneously and at individual student's own pace. . . . Sparta Electronic Corporation is marketing a new partially solid state 50-watt broadcast transmitter, model 720B, for low-power broadcast services, with high level modulation in frequencies from 540 to 1700 KC. . . . First-time exhibitors to the 1973 Independent Home Entertainment Show, Chicago, include electronic firms such as Electra Radio, May-

# Sansui 'Q,' CD Discrete Japan Fair Highlights

• Continued from page 24

Mitsubishi Electric (MGA) its decoder/separation enhancer (SE) units.

Also at the fair, Toshiba introduced its 4-D logic decoder which is claimed by the manufacturer to give regular matrix disks a "discrete" 4-channel separation. In addition, Toshiba demonstrated its new model SDT-600 AM/FM stereo digital tuner and a novel line of wall, floor and ceiling speaker systems.

New Stylus

While Toshiba continued to promote its C-401S electret condenser cartridge, Trio played down its KE-9021 photo-electric job that was demonstrated at the spring 3rd Kansai (West Japan) Audio Fair. Sharp introduced a LED (light emitting diode) cartridge as well as a new electret unit.

A new stylus competitive with the "Shibata" has been developed by Toshiba. It was exhibited by the Japanese stylus manufacturers Ogura Jewel Industry and Nagaoka. The latter also introduced its new line of 0.5mm block diamond styli.

Besides Sansui's QS regular matrix exhibit, the most popular attractions were the tape dubbing sessions held by Sumitomo 3M at its simulated FM broadcasting studio and Fuji Photo Film at a direct printing booth equipped with 20 tape recorders. One of the models being used by audiophiles for dubbing from Fuji Sound prerecorded master tape was the Nakamichi Zeta 1000 3-head, professional stereo cassette deck.

Meanwhile, C.O. Soltau, general manager, magnetic products division of BASF in Japan, told Billboard that the West German manufacturer's complete line of tape recorders would be introduced to Japanese audiophiles next year, in addition to BASF and Harmonia Mundi recordings which will be released in Japan from Feb. 25, 1973, under its mechanical licensing agreement with Teichiku Records

Among other items of audio equipment displayed or demonstrated by Japanese importers were Audio Research (AR) and Electro-Voice speakers. Beyer stereo headphones, Dual, Lenco and Thorens turntables, and Vitavox speaker systems tagged at the equivalent of \$2,250 each including corner horn enclosure.

Automatic record changers were demonstrated and sold by BSR Japan at a bazaar held under the sponsorship of the Dvnamic Audio chain of specialist stores concurrently with the fair.

fair Sound, Tenna Corporation, Sterling Hi-Fidelity, Sound West, Optigan, Deejay, Boman, Lloyds, and Unelco/Astrex. Admiral Corporation completed a new three-year labor contract for the company's electronics center in Harvard, Ill., providing annual wage increases and other employee benefits within the Pay Board's present guidelines. . . President's Awards to distributors for excellence in full customer service will be presented by Zenith Radio Corporation at the company's December sales convention in Chicago. Zenith president John J. Nevin will make the presentation to the three top distributors in each of six size classifications. . . Sanyo Electro Inc. has introduced a new stereo turntable designed to play 4-channel records in either CD-discrete or SQ matrix modes. Either discrete or SQ matrix modes. Either 4-channel cartridges or 2-channel cartridges or 2-channel cartridges may be used in the arm of the Model TP 80SA. . . . A study of the world magnetic tape markets for cassettes and cartridges, "Magnetic Tape—An Industry in Transition," is being published by **DeBell & Richardson**, Inc., Enfield, Conn., to be available February, 1973. . . . Consumer Products Division. Motorola Inc. Products Division, Motorola Inc., announced plans to acquire a 38,-000 square-foot plant in Webb City, Mo., for production of elec-tronic sub-assemblies of consumer and automotive electronic products. The initial product to be produced before the end of the year, is laminated transformers. . . . 3M showed their complete line of videotape at the National Association of Educational Broadcasters including Scotch brand U-Matic videocas-settes with 34-inch back-treated cassettes with 3/4-inch back-treated helical videotape in 10-minute in-crements from 10 to 60 minutes; reel-to-reel 400 quadruplex 2-inch tape, with foam inset for tape pro-tection in the top reel flange; a full line of audible-range ferric oxide tapes with heavy duty polyester backing for reel-to-reel and cassette use; and master recording tapes, including two for slow speed recording. . . Eight directors were re-elected by shareholders at the annual meeting of the Koss Corporation in October. They are: John C. Koss, president; Jack Armstrong, vice president, international opera-tions; John D. Cahill, secretary and member, Cahill, Fox & Smith law firm; Samuel C. Johnson, chairman and chief executive officer, S.C. Johnson Co.; James F. Fitzgerald, president, Total TV, Inc.; Sheldon B. Lubar, board theirman Martener Associates. chairman, Mortgage Associates, Inc.; Gerald S. Parsballe, president,

Sunbeam Appliance Co.; and Robert Walker, president, First Wisconsin Bank of Racine.

Lewron Television Inc., New York, has acquired a Sony videocassette ¾ inch U-Matic Duplicator. Lewron will use the unit to make videocassettes available to production clients and advertising agencies for screening purposes.

agencies for screening purposes.
. . . Cassette Casting, Inc., is continuing its series of TV commercial audition seminars. Directed by Cristine Vitale, executive producer, and associate Leslie Warren, the seminars cover such topics as timing, how to read for commercials, instant acting, and understanding the commercial. They are being conducted two evenings a week at CCI's Manhattan officies.

Morse Electro Products Corp. has opened new distribution, serv and showroom facilities in Michigan. The new branch head-Michigan and Toledo, Ohio. It is designed to facilitate the delivery of both "Electrophonic" and Morse stereophonic compacts, consoles and other home entertainment equipment to dealers, and to provide service and parts to the area. The new facilities are housed in a 72,000 square foot building. A special open house for existing and potential dealers was held to mark the opening. . . The Weltron Co., Durham, N.C., has developed a thin profile ceiling speaker, model WS-114. The unit is 1¾" deep x 6½" round. A 3 watt, 8 ohm speaker is housed in an attractive 93/8" white baffle. The WS-114 weighs 11/4 lbs. and was designed for low to medium power backfor low to medium power back-ground and paging systems. Sur-face mounting facilitates its in-stallation on existing ceilings and walls. List price of the unit is \$13.40. . . Also new from the Weltron Co. are an AC power cord, and a flexible "Y" shielded connector plug. The AC power cord, model 44-459, was designed for use with Japanese AC-DC tape players, radios or record players. players, radios or record players. It carries a list price of \$1.55. The four inch flexible "Y" molded stereo plug to two stereo jacks allows the use of two headphone sets when only one jack is available. It can be used with any standard ½ inch stereo jack and plug. It lists for \$3.30. . . . Irish Magnetic Recording Tape has appointed Mike Roth Sales of Van Nuys, California as its representative for Arizona, Hawaii, Southern California and Southern Nevada. The Sony Corp. of America has obtained a permanent (Continued on page 38)

# **UA Duplicating Plant Expands**

By BOB KIRSCH

LOS ANGELES — A threepronged business is proving successful for United Artists' tape duplicating plant in Omaha, an operation encompassing duplicating for the parent firm, duplicating for other companies and the sale of duplicating equipment.

According to general manager Marv King, "The plant opened in 1960 and in 1966 was sold to Liberty. Since 1969, however, we have been diversifying at a rapid rate, and are now consolidating two buildings comprising 80,000 square feet into one building which will be ready around the first of April."

King said, "We want to be diversified, because this is an up and down business. In duplicating you have hits at times and are overly busy and at other times you don't. So we sell a lot of equipment as part of this diversification."

Included in the duplicating equipment sold by the plant, under the LTD brand name, are professional duplicating units, tailoring equipment and run-in machines.

"We sell equipment to all kinds of people," said King, "and we've been doing more of this in the past several years. One of the services we provide, which we think is essential, is to give potential customers a tour of the plant and some education in duplicating, so they have some idea of what they are doing when they get into the business themselves. Many of our customers are those who are already in the business and want to upgrade their equipment." The firm also sells to the international market, through Royal Sound in Long Island.

King feels rapid delivery is another important point, adding that he offers a 30-day lead time on most delivery.

The plant also duplicates tape, both music and spoken word, for other companies. King said that steady customers recently have been schools, of which he said more and more are using cassette for education and insurance companies which are using tape to train personnel.

King said the plant first went into a line of duplicating equipment through the efforts of director of engineering Stan Nick, who began to duplicate 8-track tapes when there was very little equipment available and had to build his own.

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# 'Sesame Street' Via TVC For West Indies Study

dian television viewers will soon be exposed to the concept of videocassettes via a joint project between the Sony Corp. and the Ministry of Education in Jamaica, designed to study the impact of television and its potential educational value among children never before exposed to the medium.

Sony will provide U-Matic videocassette systems and other videotape recording equipment, which will be transported on Suzuki's Jeep-type vehicles to remote Blue Mountain areas where reactions among children will be obtained as they view such programs as "Sesame Street."

The research project is one of the first tests in the world of potential application of TV through videocassettes to education in areas which lack access to electricity, broadcast signals or receiving

The project is being developed by the Children's Television Work-shop, creators and producers of "Sesame Street," and "The Electric

Co." along with the Sony and Suzuki companies in Japan, and various Jamaican ministries.

Suzuki will supply the vehicles which will transport the Sony equipment and crew to remote areas. A total of 20 "Sesame Street" programs, in videocassette format, will be shown to the children. Videotape cameras will record the reactions of the youngsters as they watch the programs.

According to Dr. Harry Lasker, manager of the project the study provides an excellent opportunity to explore the potential utility of videocassettes for educational pur-poses in Jamaica, and to begin the long process of coming to an understanding of the ways in which mobile videocassettes can change the media of TV for edu-

Results of the project will be used as a data base which will be analyzed at the Center for Research in Children's Television at Harvard University, and will be jointly available for analysis to the Dept. of Education at the University of the West Indies.

### MOTOROLA AT CAR SHOW

CHICAGO - Motorola's 4channel auto units were demonstrated in an exhibit at the re-cent International Championship Rod & Custom Car show here with area dealers such as Red Doherty of A. J. R. Stereo Center working the booth.

## **EVR Tokyo Plant**

LONDON-The EVR Partnership in conjunction with several major Japanese industrial organizations is to set up a videocassette production plant in Tokyo. Teijin will have a 44% percent share of the plant while other partners for in the new venture will be Hitachi, 10 percent share, Mitsubishi Electric, 7 percent and the Mainichi Broadcasting System, 5

The new company will co-operate with existing EVR setups in London and Basildon, Essex, in world marketing and forecasts sales of 1,500 million yen in the first year of operations and 2,600 million yen in the second year.

# TRACK TAPE CENTER

Display case is manufactured from #1 White Pine Beautifully Stained Natural Grain and Finished in High Gloss, Durable Plastic Coat. Other sizes are Available. Can be shipped UPS, REA or Whatever Means Customer Chooses. Shipping Weight 33 lbs 33 Lbs.

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# Calif. Mass Merchandisers Join in 'Q' Push

Continued from page 24

8-track 4-channel/2-channel deck at \$199.95, two Sansui 4-channel receivers, the six at \$389.95 and the seven at \$459.95, the EV 2 and EV III systems in compact combinations at \$429 and \$649 as well as the EV I.

The ad is not only complete in its descriptions of each model, such as what is matrix, discrete, SQ matrix and whether it is compatible, it features a statement reading, "We wouldn't offer the above quadrasonic equipment without L.A.'s largest selection of 4 channel records and tapes. See it all. Columbia SQ, RCA Q8, Project 3 and so on? 3, and so on.

In the Sunday edition of the Times, in a software ad, Federated captioned the "Tommy" LP on Ode with, "Ask for a 4-channel demonstration of this album, we'll be happy to oblige."

Other audio specialty shops are also pushing 4-channel. Pacific Stereo with 11 locations in the area ran a spread in the Sunday paper offering among other items the Masterwork SQ440 4-channel receiver with 8-track deck along with the Masterwork SQ40 decoder and four Masterwork speakers at \$199.95. The ad invites the consumer to "Come in right away and hear SQ-encoded demonstration records." tion records.

Dow Sound City, with five locations in the Southern California area, advertised the Marantz Quadradial 4 AM-FM receiver for \$399.95, saying that "Everyone knew when Marantz jumped into four channel it would be a receiver that really cooked." that really cooked."

University Stereo, with seven locations in the area, offered the Sanyo DCA 1500X decoder, "The music source can be a 2 or 4-channel stereo tape, SQ 4 channel record or FM stereo broadcast," at \$27

### Mass Outlets

Robinson's, a traditional department store, is advertising the Pan-

### Cartridge Rental Raleigh TVC Dist.

NEW YORK-Cartridge Rental Network has appointed Cartridge Rental Systems of the South, Inc., Raleigh, N.C., as its exclusive distributor for rental videotape cartridges in North and South Carolina, Virginia and Washington,

Cartridge Rental Systems of the South is headed by Frank Howard. The company will initially offer home viewers a choice of up to 200 program titles.

asonic line of 4-channel equipment, including the "Whitney" receiver at \$199.95, the "Anandale" 4-channel 8-track "home entertainment center" at \$399.95 and the "Laderdale" 4-channel deck at \$114.95. The language in this ad is less technical than that in specialty shop ads and not quite as detailed, but 4-channel is mentioned constantly and the sound is described as "sur-

The giant K Mart chain is also pushing the configuration in the L.A. area, headlining a full page, "K Mart presents matrix Quad!" The ad refers to the Claricon 4-channel deck with 8-track at \$169.88, refers to 4-channel as "the new dimension in sound" and the new dimension in sound" and offers a brief, layman's description of how 4-channel is recorded, as of now 4-channer is recorded, as well as listing the features of the unit and the 32 K Mart locations in the area. "Just in time for Christmas" is a side caption to the

Two other discount department chains, White Front and Zodys also displayed quadrasonic in the Sunday Times. White Front advertised the Sanyo DCX2500K receiver as "an expandable receiver . . . in that it is designed for simple ungrading to a 4 sharped extraple upgrading to a 4-channel stereo system." Zodys presented the San-sui QR 1500 receiver with built-in decoder for matrixed 4-channel broadcasts and records, synthesizer for converting standard stereo broadcasts, records and tapes to 4-channel." There are 27 Zodys

Wallichs Music City, which combines software and hardware, both in wide varieties, offered the Pan-asonic Series 44, saying, "If it's 4channel, this system can play it. It's the newest thing in home listening. Four channels of sound. Played through four separate speakers. A whole new experience in sound reproduction. But before you buy a new 4-channel system, find out what it can play." The ad goes on to say these systems can play all 4-channel material plus stereo soft-

Four-channel was heavily advertised last year, of course, and throughout this year, but there appears to be more of an attempt to gain mass appeal than in previous years. While ads differ according to store, with specialty shops going into more technical detail and mass merchants and department stores more likely to offer basic information, all offer pictures and the swing to 4-channel is still present.

Not to be overlooked, of course, is the fact that an ad for 4-channel may well draw consumers into the store who, even if they don't purchase a quadrasonic system may buy another product. This also holds true for outlets advertising 4-channel software, and there is also more 4-channel disk and tape software available.

In any case, stores are now treating the configuration as a mass consumer item, and this step has been a long time coming for quadrasonic.

> IN JANUARY, **3M DECLARES WAR** ON CASSETTE CONFUS



DECEMBER 16, 1972, BILLBOARD

# Classical Music

CLASSICOMMENT

# **Anthology That Rings**

By IS HOROWITZ

Vanguard Records has a winner its new "Historical Anthology Music." If subsequent releases bold to the standard set in the first batch of 15 records to reach the trade, the series may well shape up as one of the more viable formulas recently devised to exploit catalog material.

ploit catalog material.

No stranger itself to the "Greatest Hits" ploy, whose repackaging aim is to corral the less sophisticated consumer, Vanguard here zeroes in on the knowledgeable classical buyer as its prime target.

Classical buyer as its prime target.
Choice items plucked out of Vanguard's deletion icebox for this first release include works by Vivaldi, Bach, Telemann, Purcell, Monteverdi, Joaquin, Byrd, Mozart and Haydn. Among the performers, all highly regarded interpreters if not overpowering commercial names, are Alfred Deller, I Solisti di Zagreb, Julius Baker, the Griller di Zagreb, Julius Baker, the Griller Quartet and Esterhazy Orchestra. Tapes have been newly mastered. and the beautifully balanced sound is evidence of the care given

processing.
Historical Anthology of Music, known affectionately around the Vanguard shop as "HAM." divides Western music into seven basic classifications, from the Middle Ages to the classic period. Sub-categories within these classifica-tions further pinpoint repertoire

tions further pinpoint repertoire by form, country or composer. Nothing much new here. DG's "Archive" series has been doing it for years. And those with long memories may recall Decca's "Chronicle of Music," which passed into limbo years ago after only a few records were issued.

But unlike Archive, HAM is basically a repackaging enterprise, although occasional albums will experience their first exposure under its logo. While the bulk of its catalog will consist of reissues, some of its titles are still available in higher-price Vanguard formats.

Low Price

Biggest thing HAM has going for it is price. At \$2.98 per, the series easily figures as one of the better bargains along the budget

All albums sport the same cover art, a classic Florentine pattern with center panel identification of contents. Liner notes are scholarly without being stuffy, and complete texts are furnished with vocal ma-terial. Performance editions are listed and, for a final fillip of authenticity, the widely known

musicologist, Martin Bernstein, is credited as advisor.

The release is being supported promotionally by ads in High Fidelity and Stereo Review, as well as in academic and library publications. Co-op dealer advertising will be encouraged, according to Seymour Solomon, Vanguard chief, and the label has printed 250,000 descriptive brochures for distribu-tion through dealers.

Solomon says eight additional HAM albums will be released this month, followed by nine more in January. Future release will introduce five or six new albums every two months.

Never known as one of the more reticent execs along diskery row, Solomon is not awed by Archive's giant lead. "We have more than 1,500 classical titles in our catalog," he boasts, "and most are suitable for eventual inclusion in the anthology."



Grand Prix de l'Academie Nationale du Disque Lyrique has been awarded to the Philips recording of Wagner songs and arias sung by soprano Birgit Nilsson, with the London Symphony Orchestra conducted by Colin Davis. . . . The Philadelphia Orchestra received the 1972 Dickinson College Arts Award on Nov. 19, when orchestra played a commemorative concert for the 200th anniversary of Dickinson College. . . . Artur Rubinstein will perform an all-Chopin recital program on Dec. 12 in the Music Center's Pavilion. . . . . Andres Segovia will make two recital appearances in the Music Center's Pavilion on Jan. 24 and 28. . . . Celebrating the 10th anniversary of his New York concert debut, pianist Andre Watts will make several metropolitan appearances. eral metropolitan appearances. They include the New York Philharmonic Jan. 4, 5, 6 and 9 and a return to Philharmonic March 7 and 13 with Leonard Bernstein conducting. On Feb. 11 he will appear for the 6th successive season in Lincoln Center's "Great Performers at Philharmonic Hall" series and will wind up his schedule on Mar. 26 at Carnegie Hall. Rudolf Serkin will return to

perform with the Pittsburgh Symphony Orchestra after an absence of 5 years on Dec. 8, 9, and 10 at The Heinz Hall subscription con-certs. . . . . Metropolitan Opera tenor Jan Peerce is now on a concert swing of Europe. Annual Christmas Festival Concert of The Cleveland Orchestra will be presented on Dec. 17 in Severance Hall. . . . A massive country-wide ticket sale campaign is currently underway by the PTA and all city, country, parochial and private schools to offer every elementary and junior-high student the oppor-tunity to hear the San Diego Symphony Orchestra in the Young People's Concerts series. . . ductor, pianist and music faculty member at Massachusetts Institute of Technology, Robert Freeman, has been named director of the University of Rochester's School of Music. . . . The world premiere of Alan Stout's "George Lieder" with baritone Benjamin Luxon will highlight the Chicago Symphony Orchestra's 11th week of subscription concerts under the direction of music director Sir George Solti Dec. 14-16. Also appearing on the program will be the German pi-

anist Christoph Eschenbach.



VANGUARD RECORDS has just completed the first recording of VANGUARD RECORDS has just completed the first recording of Rossini's opera "La Pietra del Paragone" as presented in the original version. The opera was performed by Newell Jenkins conducting the Clarion orchestra and chorus of the Clarion Music Society and featured such well renowned soloists as Elaine Bonazzi, Justino Diaz, Anne Elgar, Andrew Foldi, Raymond Murcell, John Reardon and Beverly Wolff. The performance also introduces the newly renowned Spanish tenor Jose Carreras in his debut operatic recording. Produced by the president of Vanguard, Seymour Solomon, the opera was recorded in the auditorium of the Masonic Temple and will be released in both stereo and quadraphonic versions. The release date will be announced stereo and quadraphonic versions. The release date will be announced



POLYDOR International's recording of Bruckner's "Symphony No. 4 in E-Flat Major" ("Romantic"), with Daniel Barenboim conducting the Chicago Symphony Orchestra, has just been completed on schedule at Chicago's Medinah Temple. The record is scheduled to be released early next year on Deutsche Grammophon. A German engineering crew, headed by a&r producer Gunter Breest and sound engineer Klaus Scheibe, was flown to the U.S. especially for this recording, which was completed in just two sessions. This recording marks the second phase of an extensive recording agreement between Baren-boim and Polydor International which was recently signed in London. Barenboim's first recording, taped this past summer at the Edinburgh Festival in Scotland, will include Brahms' "German Requiem, Op. 45" and "Four Serious Songs, Op. 121." Scheduled for January 1973 release, this two-record, boxed edition was taped with the Edinburgh Festival Chorus and the London Philharmonic Orchestra and with Edith Mathis and Dietrich Fischer Dieskau as the soloists. Also slated for Barenboim will be at least 10 other recordings that will utilize his talents as conductor, pianist, chamber musician and accompanist.

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

	Wk. Ag	χ (n	TITLE—Artist, Label & Number
1 1	3	4	CLAIR Gilbert O'Sullivan, MAM 3626 (London) (MAM,
2 3	4	6	ASCAP)  IT NEVER RAINS IN SOUTHERN CALIFORNIA 8 Albert Hammond, MUMS 76011 (CBS) (April/Landers/
3 9	11	12	Roberts, ASCAP) SWEET SURRENDER 6 Bread, Elektra 45818 (Screen Gems-Columbia, BMI)
4 10	12	13	WALK ON WATER 6 Neil Diamond, Uni 55353 (MCA) (Prophet, ASCAP)
(5) 6	7	7	FUNNY FACE 9 Donna Fargo, Dot 17429 (Famous) (Prima Donna,
6 8	10	14	VENTURA HIGHWAY
7	8	10	WHAT AM 1 CRYING FOR
<b>8</b> 2	2	3	(Lo-Sal, BMI)  I AM WOMAN
9 4	5	5	SUMMER BREEZE 9 Seals & Crofts, Warner Bros. 7606 (Dawn Breaker,
(10) 5	1	2	BMI)  I'D LOVE YOU TO WANT ME 12  Lobo, Big Tree 147 (Bell) (Kaiser/Famous, ASCAP)
11) 15	15	19	OPERATOR (That's Not the Way It Feels) 8 Jim Croce, ABC 11335 (Blendingwell/Wingate,
12) 13	14	15	ASCAP) THEME FROM "THE MEN"  Isaac Hayes, Enterprise 9058 (Stax/Volt) (East/
13) 14	16	24	Memphis/Incense, BMI) EVERYBODY LOVES A LOVE SONG 5 Mac Davis, Columbia 4-45727 (Screen Gems-
14 18	26	_	Columbia/Song Painter, BMI) SEPARATE WAYS Elvis Presley, RCA 74-0815 (Press, BMI)
(15) <sup>19</sup>	23	21	OH BABE, WHAT WOULD YOU SAY 4 Hurricane Smith, Capitol 3383 (Chappell, ASCAP)
16 17	18	21	SOMETHING'S WRONG WITH ME 7 Austin Roberts, Chelsea 78-0101 (RCA) (Pocketfull of Tunes, BMI)
17 20	25	_	KNOCK KNOCK WHO'S THERE
18) 25	_	_	BEEN TO CANAAN 2 Carole King, Ode 66021 (A&M) (Colgems, ASCAP)
(19) 12	6	1	I CAN SEE CLEARLY NOW 14 Johnny Nash, Epic 5-10902 (CBS) (Cayman, ASCAP)
20) 26	-	_	ALIVE
21 11	9	9	WEDDING SONG (There is Love)
22 23	29	37	I'M SORRY 4 Joey Heatherton, MGM 14434 (Champion, BMI)
23 24	24	25	SMOKE GETS IN YOUR EYES 9 Blue Haze, A&M 1357 (T.B. Harms, ASCAP)
24 28	_	-	SITTIN'
25 29	40	_	PIECES OF APRIL
26 -	_	_	YOU'RE SO VAIN 1 Carly Simon, Elektra 45824 (Quackenbush, ASCAP)
<b>(27)</b> 27	27	28	I'M STONE IN LOVE WITH YOU 7 Stylistics, Avco 4603 (Bellboy/Assorted, BMI)
(28) 30	32	32	YOU OUGHT TO BE WITH ME 6 Al Green, Hi 2227 (London) (Jec/Green, BMI)
(29) 35	36	39	YOU'RE A LADY
30) 22	22	26	THE LAST HAPPY SONG 5 Hillside Singers, Metromedia 255 (Natson/Port/Mayoham, ASCAP)
31) 32	34	36	IN HEAVEN THERE IS NO BEER
(32) 36	38	40	ROCKY MOUNTAIN HIGH
(33) –		_	DON'T LET ME BE LONELY TONIGHT 1  James Taylor, Warner Bros. 7655 (Country Road/ Blackwood, BMI)
34) 34	35	35	WALK ON IN
35) 38	-		YOU TURN ME ON, I'M A RADIO 2 Joni Mitchell, Asylum 11010 (Atlantic) (Mitchell, ASCAP)
(36) -			ME & MRS. JONES 1 Billy Paul, Philadelphia International 73521 (CBS) (Assorted, BMI)
(37) 40			ONE LAST TIME 2 Glen Campbell, Capitol 3483 (Blackwood/Addrisi, BMI)
(38) -	20	_	DIDN'T WE
$(39)^{39}$	39		SOUL AND INSPIRATION
(40) —			LONG DARK ROAD

Hollies, Epic 5-10920 (CBS) (Xanadu Xongs, ASCAP)

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LOS ANGELES — Art Laboe will begin live broadcasts from his Hollywood club within the next few weeks via KRTH-FM, an alloldies station.

Laboe, president of the Original Sound Recording Co. which offers the "Oldies But Goodies" series of albums and a former Los Angeles disk jockey, said the broadcasts will run from 11 p.m.-1 a.m. on Friday and Saturday nights, the nights on which the club is

The club features original acts from the 50's and 60's and Laboe's show will feature oldies picked by KRTH-FM interviews with guest

stars at the club, interviews with customers and occasional live broadcasts of acts appearing at the

Broadcasts will originate from the KRTH-FM room in the up-stairs section of the club. The room will feature a restaurant as well as the broadcasting booth. Program director Dave Jeffreys will be

working closely with Laboe.

KRTH-FM, formerly KHJ-FM, went to an all-oldies format on Oct. 16, the day, Jeffreys said, "that Life magazine came out with their nostalgia front cover." Laboe's club has been open since

# L.A. Soul Stations Battle Over Buy

importance and profitability of the black-oriented, soul music radio station in cities with large black populations, is strikingly evident in a battle raging between two soulformat competitors in the Los Angeles area. Fighting for shares of the black Los Angeles audience are Mount Wilson FM Broad-casters' KBCA-FM, and Progress Radio, which hopes to add Glen-dale KUTE-FM to its soul station KGFJ-AM.

The Federal Communications Commission and the U.S. Court of Appeals here will have to decide whether the established black FM station KBCA-FM has the right to protest the purchase of KUTE-FM by the owners of a black-oriented AM station, KGFJ. The KBCA-FM owners claim that the competitive clout of the rival AM-FM combination threatens its survival, and hence a loss to the area listeners.

After some indecision, the FCC has finally agreed to hold up the transfer of KUTE-FM to Progress Radio until KBCA-FM can get a ruling from the court on the validity of its plea for a review of the FCC grant.

The story, which also highlights the way FM-stereo service is overtaking the monaural AM, began when the KUTE-FM buyers proposed to change the station's "good listening" format to rhythm and blues, and combine operations with its black-oriented Los Angeles AM station. Soul station KBCA-FM immediately protested that Prog-ress Radio had not warned listeners canvassed of its intent to switch music formats, and that the buy would effect a "de facto reallocation" of the station to Los Angeles from Glendale by the format change and studio relocation.

Progress Radio replied that its proposed music format of rhythm & blues and jazz was common in Los Angeles, and many stations had the same or similar music formats. The KUTE-FM buyers said they would maintain good services to their community, and that they were not required to check "entertainment" preferences among listeners surveyed. (FCC requires an ascertainment survey requires an ascertainment survey by licensees to determine community needs and interests.)

The commission at first had proposed an evidentiary hearing to thresh out all of the issues in this black-against-black broadcast rivalry. But Progress promised the FCC it would not operate the new FM in the same way as its black AM outlet, and promised not to convert KUTE-FM into a black-oriented station. Progress was also willing to locate the KUTE-FM studio at a site suitably near Glendale.

These assurances decided FCC to approve the KUTE-FM buy without a hearing. The grant of the station license and its SCA (authorization for storecasting and other subchannel services) was made public in mid-November. KBCA-FM petitions for denials of the grant, and for a stay pending review, were rejected by the FCC, and the station owners headed for court.

FCC's new black member Cmnr. Hooks went along with the majority in denying KBCA-FM petitions, while Cmnr. Nicholas Johnson dissented. Both have now concurred in the latest decision by the FCC of the court of the state of the s to stay the transfer of KUTE-FM

to Progress until KBCA can file

its court appeal.

The FCC pointed out that it grants a stay of assignment of license only if the grant will cause interest only in the grant will cause the grant will cause the grant will cause the grant will cause the grant will be grant will cause the grant will be irreparable injury to another sta-tion, or if the public interest requires a stay, and there is enough merit in the challenger's appeal to give it a reasonable chance of winning. The Commission did not winning. The Commission did not think KBCA-FM had made a strong enough case against the

### Richards' Rock Video Return

BALTIMORE channel 2, launched "The Barry Richards Rock Show" Oct. 21 at 3:30 p.m. The hour Saturday rock music show, hosted by Barry Richards, program director of WHMC-AM, a progressive station located in the suburb of Washington, will concentrate on live rock pools of the processive station based of Concentration of the statement of the sta acts. Dick Klotzman, head of Concept Industries, a promoter of live concerts in the area, is executive producer and Stan Karas is pro-

Richards said that any rock artist passing through the area can call him at 301-340-1840 or Klotzman at 301-833-5775 to set up an appointment to videotape their performance; the performance can be taped any day the artist or group has free. "I'm also ist or group has free. "I'm also seeking film clips and videotapes from record labels to feature on the show," Richards said.

Richards was host for more than a year of a similar music TV show on a Washington UHF-TV station, but it went off the air some while

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Multi-Media Education

Philadelphia

# MOR Emphasizes Music's Impact; Post-'55 Oldies Bolster Ratings

By JOHN SIPPEL

SAN FRANCISCO—Al Newman, KSFO-AM here, moderator of the nonrock programming session at the Bill Gavin Radio Program Conference at the St. Francis Hotel here last week, capsuled MOR's future when he stated that be cause midroad programmers have fewer guidelines, they resultantly have greater opportunity for audience-snaring innovation.

Newman and his panelists indicated that MOR is delving more deeply into research, indicating that this type of variety programming continually is garnering better cumes. Mark Blinoff, program director, KMPC-AM, Los Angeles, claimed a 45-minute cumulative, while Dennis Israel, WMAO-AM, Chicago, claimed a three-and-one-half-hour listening span.

Programmers differed on whether they wished to continually break new records in their markets. Israel said he favored trying to break new product, while Pat

# Latin Soul Bands' TV Syndication

NEW YORK—"The Latin Soul Bandstand," a weekly hour Englishlanguage Latin music television show, will be produced here by Alan Lorber Productions in conjunction with U.S.I. Network Ltd. headed by David Yarnell. Fania Records artist Joe Bataan will host the dance-oriented show. Amateur talent will be featured as well as known acts. It will be syndicated in strong Latin markets in the U.S. such as New York, Florida, Texas, and the West Coast. The show should hit the air around January, according to the producers.

Whitley, WNBC-AM, New York, said consistently trying to break new releases is a dangerous gamble that can cause tuneout. Dean Tyler, WIP-AM, Philadelphia, pointed out that gambling in new releases, talent, and format is continually necessary to keep a station's sound exciting. Frank Mangio, KMLO-AM, San Diego, urged more music research on a cumulative basis nationally for MOR.

### Oldies' Weekends

Bob Oakes, WBZ-AM, Boston, recommended a specific weekend of nothing but oldies' programming, pointing out that "Grease Weekend" was a blockbuster recently for his station. Even air personalities of the mid-'50's were hired for the day. Panelists and the audience agreed that any hit records post-1955 could be played as oldies on MOR. Whitley said that hiring Murray the K to mastermind the oldies renaissance had paid off in excellent sponsor response. Whitley said WNBC-AM was half oldies and half new records, with WMAQ-AM at the opposite post playing two per hour.

Blinoff pointed out that oldies must be properly presented, citing the case of Dick Whittinghill, the morning man at KMPC-AM, who now actually sets the chronological stage for his big band oldies each time he uses them. All participants noted that music is from 60-80 percent importance in station success.

Out of eight program directors who commented, six stated that they controlled MOR music programming by their air personalities, while two offered complete freedom. Blinoff, who said he moderately controlled music, stated he would probably exert more control

in the future. Israel argued that too much control of music deprived the personality of some of his image and "for the kind of money we are paying, we should let him go." Whitley explained how he redesigned the total music concept of WNBC-AM to afford Don Imus the best showcase possible.

Panelists' average commercial time per hour ran from 14 minutes to 18 minutes, with from 20 to 23 interruptions during that hour.

Panelists lamented the erosion of training grounds for MOR personalities. They pointed out that automated stations have killed off some of the former green talent pastures, while "college radio is doing a Drake and killing off innovation ideas."

(Winner's list continued on following editorial page.)

# LWI'S SUCCESS WITH BBC SHOWS SPURS SAME

NEW YORK—The British Broadcasting Company, via the syndication firm of London Wavelength Inc. here, is making deep inroads into U.S. programming with historic successes being reported coast-to-coast with the documentaries, "History of the Beatles" and "Live Concerts From London."

Tony Fasolino, executive vice president of Wavelength, said last week that he planned to create a permanent British-American radio programming pipeline. "The BBC has literally thousands of hours of top-quality programming available for American syndication and every station that aired the Beatles documentary has inquired about additional BBC programs."

"Live Concerts From London" is a series of 26 hour-long BBC productions, which include performances live by such groups as Deep Purple, Faces and Led Zeppelin. The Beatles documentary has already run in more than 50 U.S. cities ranging from Hobbs, N.M., to New York. It's a series of 13 hour-long shows British air personality Brian Matthew narrates. Chevrolet half-sponsored the series on 19 California stations.

London Wavelength is a subsidiary of ASI Communications, which owns several radio and TV stations and operates the national advertising representative firm of McGavren-Guild-PGW in New York.

# Variety Sparks KSFO-AM Lead

By PAUL JAULUS

SAN FRANCISCO - If San Francisco is "everybody's favorite city," then KSFO-AM must surely be "everybody's favorite radio station." For this Golden West Broadcasters group station probably re-flects this city's vast diversification of mood and taste better than any other radio station in this megalopolis market. In the bay area, the fifth largest radio market in the country, where the trend now is to overspecialization in music programming formats, KSFO-AM continues to be unique for it strives to offer "something for everyone" with a formula of mass appeal. So while most other stations in the market continue to do battle for a specific segment of the audience, KSFO-AM eyes the entire audience and continues to come out on top in the overall ARB rating game. They must be doing something right.

Under the direction of Al Newman, vice president of programming for Golden West and their San Francisco program director, KSFO-AM has evolved from a recognized middle-of-the-road station to now what could be called simply "entertainment radio" for want of a better term.

### Music Prime Factor

And while management still looks to every type of programming direction—talk shows, expanded news coverage and specials —music is still the catalyst that makes it all happen. Long-time KSFO-AM music director Elma Greer is the one most directly concerned in the listening and clearance of records that will be added to the stations playlist. While Newman might oversee this area at the station, it is Miss Greer's main concern as to the selection

of records that can be played on the air. KSFO-AM's music list now covers a wide spectrum of rock, pop, soul, country, vintage, classical, and most everything inbetween. And while the air personalities (they're not referred to as disk jockey's here) are given latitude in picking music for their individual shows, it still must come from a tightly controlled playlist established by Elma Greer. Her lists, some of the most extensive in broadcasting, are broken down equally between single records and albums and while the emphasis is on the familiar, it still affords the air personality a wide range in almost every category of music.

Miss Greer admittedly has no set formula as why she clears or rejects a record for airplay, but after 12 years as KSFO-AM's super-demo in charge of music, her insight into the musical tastes of the station's listener can hardly be questioned. Elma has achieved an enviable reputation among artists, recording companies and her peers in the field of broadcasting.

### Talent Pays Off

Newman, in turn, places a very heavy emphasis on the station's air personalities. In the selection of his air staff, Newman looks for an attitude on the air that he believes is rarely found in radio today. While, according to Newman, most stations have established an almost impersonal relationship between the on-air person and their listener, KSFO-AM's air staff still offer their listener a depth and awareness that his audience can relate to. And while KSFO-AM's current air staff is considered one of the best in radio today, Newman continues to search, for he believes that when you are ahead it is the time to consider

change, not when you are in need. And as balance is the key to the music programming, so balance to please young and old alike is the criteria of a successful on-the-air personality at KSFO-AM. In short, Newman insists that his air staff be involved with the listener and the world.

KSFO-AM's current lineup of radio major leaguers include Jeff Skov's Daybreak News 5:30-6:05 a.m.; Jim Lange to 10 a.m.; Pete Scott to noon; Dick McGarvin to 4 p.m.; Terry McGovern to 5:30 p.m. and again from 6:05-8 p.m.; Gene Nelson follows to 10 p.m. and then hosts old-time radio shows to 11 p.m. and a comedy hour to midnight; Russ Syracuse holds down the all-night segment. The voice of the San Francisco Giants, Lon Simmons does a daily sports report. Rick Cimino fills in on weekends along with John Gilliland, Rick Wagstaff, Bobby Dale and Scott Beaoh.

Newman firmly believes that a station such as his cannot be locked in to specialization but must reach out to find new things, new ideas and even new music and he instills this theory to all concerned in the programming and operations of the station. KSFO-AM now proudly bills itself as the "World's Greatest"—and who can argue?

### WFMG-FM Sold

GALLATIN, Tenn. — WFMG-FM has been purchased by the owners of WHIN-AM and the station became WHIR-FM on Dec. I featuring a good music format. Jack Hunter, program director of both facilities, was striving to build an MOR album library last week. WHIN-AM, of course, will continue with a Top 40 format.

		4
1-10	The Company of the Co	

BOB BERRY, morning air personality on WOKY-AM in Milwaukee, chats with recording artist Bill Withers, center, and record researcher Joel Whitburn, left. Barry has been doing a morning bit via phone with Whitburn on record trivia. Listeners who call up on Barry's show try to stump Whitburn on records. Whitburn has a turntable patched on his phone and usually finds any chart record the listener can name and puts it on the air in less than a minute.

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By CLAUDE HALL Radio-TV Editor

Rich (Brother) Robbins is hanging out in Los Angeles working on something pretty damned big but pretty damned secret. Said he'd split with Buzz Bennett, he of the right hook. At Bill Gavin's Radio Program Conference in San Francisco last week I heard that Dick Casper and Buzz Bennett are going into WJAS-AM Pittsburgh and that means the station will probably rock. So, ABC's KQV-AM may be some tough-to-handle com-petition there. And WABC-AM in New York, the ABC flagship, may also be getting some rock com-petition. From a giant signal. This is not to demean the competition provided by WOR-FM and WWJD-AM, but a month from now New York may be a whole new ball game. . . Chuck Bennett has gone to WPOP-AM in Hartford, Conn.; he'd been the morning drive man at WMYQ-FM, Miami. Incidentally, program director Jay Michael Stone and air personality Robert W. Walker have left WMYQ-FM and the station was talking with a couple of veterans. talking with a couple of veterans about the program director job as of last week.

Bob Jackson has left KLAC-AM in Los Angeles. . . . Jim Christopher is the new program director of KDJW-AM in Lubbock, Tex. . . . Bernie McCain has been transferred from WWRL-AM, New York to assume programing New York, to assume programming duties of KDLA-AM in Oakland, Calif. And Sonderling Broadcasting has put Dave Samuels in as program director of WDIA-AM in program director of WDIA-AM in Memphis, replacing Lee Armstrong.

The lineup at WEEI-FM in Boston, an adult rock station, includes Dick Gunton mornings, Dave Austin midday, Dick Provost evenings, and Craig Lundquist.

David Klahr is program director of the station.

James Bashof the station. . . . James Bashford, who has been out of radio about three years can be reached at 816-233-8689, wants a news job. He'd worked at several good stations as newsman and news director and is currently an auditor with the Missouri department of revenue. Has won many AP

Tom Daren is now 2-6 p.m. at WMBR-AM, Jacksonville, Fla. He'd been program director of WJAC-AM, Johnstown, Pa. . . . Mike Dineen has joined WXLO-FM, New York, as the 6-10 a.m. personality; he'd been with WFUN-AM in Miami. . . . Program director **Bob Scott**, KRGV-AM, Wesleco, Tex., needs a jock. **Mike Maloney**, air personality at KDLX-AM and KXCV-FM in Maryville, AM and KXCV-FM in Maryville, Mo., for over three years, is now looking for a better market. Call him at the station or his home 816-582-4278. . . . Bob Russo has been promoted to assistant program director, a new position, at WHN-AM, New York; he was music director of the MOR stamusic director of the MOR station. A new music director will be named. . . . WGLD-FM, Chicago,

is going to broadcast an hour a week in Sansui matrix quadrasonic. Quite a few radio stations are broadcasting one form or another of matrix, but not much, meaning there's really not enough pro-gramming material available yet to warrant more quadrasonic broadcasting. Frankly, the whole thing hinges on approval of some kind of broadcasting system by the Federal Communications Commission. The FCC continues to drag its heels. The commission had turned the question of a quadrasonic broadcasting system over to a committee of the Electronics Industries Association, but most of those committee meetings so far have been a farce. Various matrix advocates are on the committee panels and they, of course, keep throwing monkey wrenches into the works to slow down any decision. A recent panel meeting in Chicago, for example, spent several hours before finally deciding that four speakers was all that was necessary. Meanwhile, experimental discrete quadrasonic broad-casts in the Lou Dorren system, which is pending before the FCC, will be conducted soon in Japan. will be conducted soon in Japan. In any case, the Warner Communication Group has a special panel of its own headed by Jac Holzman, president of Elektra Records, and this panel probably has more accumulated information about cumulated information about quadrasonic than the whole EIA committee. The general expectation is that WEA favors discrete, but Holzman will not commit himself yet. However, an announcement will be made in early January and if Warner Bros., Atlantic, and Elektra, commit themselves to any vestern that system will automate. system that system will automati-cally have a lot of strength because of the strength of hits coming out of those three labels. In any case, radio, whether broadcasting in matrix or discrete, will soon have the programming material. It will just be a matter of installing the proper equipment at the pressing plants and filling the record distribution pilelines. By midyear of 1973, I think the quadrasonic questions, the property of the property tion, radio and records, will be largely answered, one way or another.

The lineup at KCII-AM, Washine lineup at KCII-AM, Washington, Iowa, now includes Jim Marsh 6-9 a.m., Bruce Vidal 9-noon, Jeff Dean 12:30-3 p.m., Lee J. Thomas 3-6 p.m. and weekend men Jim Larson and Scott Michael Son. son. . . One of the biggest rip-offs in the industry? Who else but **Bob Hamilton** who last week-end was heard giving a speech criticizing record companies and radio stations for making a profit, then going out and getting into his Porsche and driving home to his plush pad in Pacific Palisades area of Los Angeles. . . . A note from Alan F. Ross, KVEC-AM, San Luis Obispo, Calif.: "We've started

the second 13-week stint of a live remote lounge show that features the lounge entertainment, myself, and the audience. We have giveaways, dance contests and the artist, Sam Rolls sounds like Trini Lopez and Lee Dresser. It's radio like it use-ta-was. Much fun. We've got a clothing store, a gas station, and the Royal Inn picking up the tab. Audience response has been good and the crowds really seem to enjoy it. I take albums to give away and Los Angeles promotion men like Sandy Horn at ABC-Dunhill and Ira Trachter at MGM have been coming across with product. Doing the morning show here has been great, but this remote gives been great, but this remote gives me a whole new thing to doworking in front of a live audience and cookin'. By the way, Chuck Blore's comments in your interview really hit home. We've broken the formula thing with this remote. All of the jocks have done guest stints and it's been a good promotion for the Royal Inn as well as for the station." About 10 guys made it a point at the Bill Gavin conference to tell me how much they liked the Chuck Blore interview. In fact, out of all the calls view. In fact, out of all the calls and letters about the Blore bit, only one guy complained; he felt that Blore had unjustly accused Bill Stewart (Blore said that Stewart was a dictator or something similar, but hell I've said that about Paul Drew dozens of times and Drew never got more than medium aggitated at me, so I don't think Stewart took it as a criticism either.

Anyway, Blore praised Stewart elsewhere.

Bob Hoffman is the new 1-5 p.m. deejay and music director at Cincinnati's WMOH, replacing at Cincinnati's WMOH, replacing Jack Robbins who shifted to WJIM, Lansing, Mich. Bob Stone moves from WZIP to take Hoffman's shift at WOMH. . . . Newsman-deejay Charles Herron, who also uses the tag Charles Diamond, has left WCIN to cast his lot with WIRL, Peoria, Ill. . . . . Lack Stable formerly at WSAI Jack Stahl, formerly at WSAI, Cincy, and for the last six months Cincy, and for the last six months a full-timer on local country station WUBE, has left to become a member of the Cincinnati police department. Replacing him at WUBE is Jim Beam, formerly on WONE, Dayton, Ohio. Beam was formerly at KFIZ, Fort Worth, and WOL, Fort Wayne, Ind.

I didn't get the information about it until too late, but I'd like to commend the National Association of Progressive Radio Anrogressive Radio Announcers, Los Angeles, for their "get out the vote" album featuring such as Spencer Davis, Tom Smothers, the Rev. Jesse Jackson, Robert Lamb, and others. Good idea for a good cause. even idea for a good cause, even though the election was upon me by the time I got my copy.

### **SOUL SERIES** SYNDICATION

Music Story—the History of Rhythm and Blues" has been launched into syndication by Programming Aids and Services

Russ Barnett, head of PAS, said the 35-hour documentary, which may be featured as a series, is available on an exclusive basis in each market, Roger Christian, vice president of PAS, created and produced the documentary. Fees for usage will range from \$10 to \$60 per hour, depending on market size. Demo tapes and rates are available on request. Already, the American Armed Forces Radio stations around the world are broadcasting the series.

### WINNERS

In the Seventh Annual Bill Cavin Radio Program Conference Awards

 Continued from preceding editorial page.

Presented Dec. 2, San Francisco

Achievement, records: Ron Alexenburg, Epic Records; Al Bell, Stax-Volt Records; Harold Childs, A&M Records; Clive Davis, Columbia Records; John Hammond, Columbia Records; John Hammond, Columbia Records; Joe Smith, Warner Bros; Larry Uttal, Bell Records; and Jerry Wexler, Atlantic Records, Achievement, Radio: Bill Ballance, KGBS-AM, Los Angeles; Elmo Elils, WSB-AM-FM, Atlanta; Jack McCoy, KCBQ-AM, San Dlego; Dean Tyler, WIP-AM, Philadelphia; George Wilson, Bartell Broadcasting, New York; Bill Young, KILT-AM, Houston; WDIA-AM, Memphis; WIRE-AM, Indianapolis; and WVON-AM, Chicago, Bill Gavin's personal awards: Chuck Blore, Chuck Blore Creative Services, Los Angeles; George Burns, Media Consultants, Denver; Tom Donahue, KSAN-FM, San Francisco; Sean Downey Jr., Washington; Bob Fead, A&M Records, Los Angeles; Wink Martindale, KMPC-AM, Los Angeles; Bryan McIntyre, WOOL-AM, Columbus; Bud O'Shea, Epic Records, San Francisco; John Rosica, CTI Records, New York; and Gary Taylor, Bellevue, Washington.

Professional Excellence Awards went

cisco; John Rosica, CTI Records, New York; and Gary Taylor, Bellevue, Washington.

Professional Excellence Awards went to: Henry Allen, Atlantic Records; Mike Curb, MGM Records, Laverne Drake, KNBR-FM, San Francisco; George Harrison, Apple Records; Robert Hood, WHOO-AM-FM, Orlando, Fla.; Al Jefferson, WWIN-AM, Baltimore; Bruce Johnson, RKO General Broadcasting; George Klein, WHOO-AM, Memphls; Sonny Melendez, KIIS-AM, Los Angeles; Ron Moseley, Sussex Records; Charles Murdock, WLW-AM, Cincinnati; Elliott Nevins, WIOO-AM, Miami; Mo Ostin, Warner Bros. Records; Jim Phillipe, KHEY-AM, El Paso; Steve Popovich, Columbia Records; Tess Russell, KMPC-AM, Los Angeles; Ron Saul, Warner Bros. Records; Bill Sherrill, Columbia Records; Matty Singer, ABC-Dunhill Records; Matty Singer, ABC-Dunhill Records; Matty Singer, ABC-Dunhill Records; Jack Thayer, WGAR-AM, Cleveland; KJRB-AM, Spokane, KLOS-FM, Los Angeles; WIST-AM, Chariotte; WKDA-FM, Nashville.

### New Show Aired

DALLAS—"Texas Tonight," locally produced variety show, joins the KDTV-TV program lineup and will be seen every Saturday night at 11:30 p.m. The host is Joe Edwards with the show being produced before a live audience produced before a live audience in the studios of the station.

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THE ENTIRE STAFF of WRKO-AM in Boston receive gold plaques for helping break "Listen to the Music" by the Doobie Brothers on Warner Bros. Records. Presenting the plaques was Roger Lifeset, promotion man for the label in the Boston area. Standing, from left: Lifeset, and WRKO-AM's Chip Hobart, Jim Elliott, Jack Cash, Mark Jackson, and program director Scotty Brink. Kneeling, from left: Dale Dorman, Charlie Fox, and Tony Mann.

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ST. LOUIS: KSHE-FM, Shelly Grafman TORONTO: CHUM-FM, Benjy Karch VALDOSTA: WVVS-FM, Bill Tullis WARREN, PA.: WRRN-FM, Scott Saylor BALTIMORE: WKTK-FM, Pete Larkin BUFFALO: WPHD-FM, Jim Sotet CLEVELAND: WMMS-FM, Tree DALLAS: KRLD-FM, Jack Robinson
DENVER: KFML-FM, Tom Trunnell; KBPI-FM,
Bill Ashford
HARTFORD: WHCN-FM, Ron Berger
HOUSTON: KLOL-FM, Tony Raven
INDIANAPOLIS: WNAP-FM, Jay Michaels
KANSAS CITY: KBEY-FM, Bruce Eston

## **Hot Action Albums**

BREWER AND SHIPLEY, "Rural Space," Kama Sutra Cuts: All. Stations: KLOL-FM, KBEY-FM, WPHD-FM, KSHE-FM, KINK-FM, WBRU-FM, KZAP-FM

CARLY SIMON, "No Secrets,"
Elektra
Cuts: All.
Stations: KLOL-FM, KTFM-FM,
WNAP-FM, KBEY-FM, WBRUFM, WRRN-FM

DON McLEAN, "Don McLean" United Artists Stations: KRLD-FM, WPHD-FM, CHUM-FM, WKTK-FM, WBRU-FM

## Also Recommended

CAPTAIN BEEFHEART AND HIS MAGIC BAND, "Clear Spot," Reprise
Cuts: All.
Station: WRNO-FM

HERBIE MANN, "The Evolution of Mann," Atlantic Cuts: All. Station: WRNO-FM

DAVID BROMBERG, "Demon In Disguise," Columbia
Cuts: All.
Stations: KBEY-FM, WBRU-FM,

Stations: KBEY-FM, WBRU-FM, KSHE-FM

AL KOOPER, "Naked Songs," Co-

lumbia Cuts: All. Stations: KBEY-FM, KTFM-FM, KSHE-FM, KZAP-FM

MARK ALMOND, "Rising," Columbia Cuts: All. Station: WRNO-FM

IT'S A BEAUTIFUL DAY, "At Carnegie Hall," Columbia
Cuts: All.
Station: WRNO-FM

THE WHO, "The Relay," Track (Single)
Station: WBRU-FM

B. W. STEVENSON, "Lead Free," RCA
Cuts: All.
Station: WPHD-FM

ALICE STUART, "Alice Stuart," Fantasy Cuts: All. Station: WPHD-FM

FULL MOON, "Full Moon," Douglas Nine Cuts: All. Stations: WVVS-FM, KOL-FM, WBRU-FM

ART MUNSON, "Nothing Gets My Soul," Lion (Single) Station: WVVS-FM

PAUL McCARTNEY, and WINGS, "Hi, Hi, Hi," Apple (Single) Stations: WVVS-FM, KTFM-FM

DAVE MASON, "The Best Of," Island (Import)
Cuts: All.
Station: WVVS-FM

HAWKWIND, "Doremi Faso Lati Do," United Artists (Import) Cuts: All. Station: WVVS-FM

BARCLAY JAMES HARVEST,
"Baby James Harvest," Sire
(Import)
Cuts: All.
Station: WVVS-FM

MOM'S APPLE PIE, "Mom's Apple Pie," Brown Bag Cuts: All. Station: WNAP-FM DUANE ALLMAN, "An Anthology," Capricorn
Stations: WRNO-FM. KBEY-FM

JONIMITCHELL, "For The Roses," Asylum Cuts: All. Stations: WNAP-FM, WRNO-FM, WBRU-FM

NEIL DIAMOND, "Hot August Night," Uni Cuts: All. Stations: WNAP-FM, KTFM-FM, KINK-FM

JIMI HENDRIX, "War Heroes," Reprise Cuts: All. Stations: WNAP-FM, WRNO-FM, WMMS-FM

SHAWN PHILLIPS, "Faces," A&M Cuts: All. Station: WNAP-FM

PAUL WILLIAMS, "Life Goes On," A&M Cuts: All. Station: WNAP-FM

EDGAR WINTER, "They Only Come Out At Night," Epic Cuts: All. Station: WRNO-FM

BABE RUTH, "Babe Ruth," EMI (Import) Cuts: All. Station: WVVS-FM

SKIP BATTIN, "Skip Battin," Signpost Cuts: All. Station: KTFM-FM

RICHARD HARRIS, "Slides," ABC-Dunhill Cuts: "Too Many Saviours On My Cross." Station: KTFM-FM

AZTECA, "Azteca," Columbia Cuts: All. Stations: KTFM-FM, KZAP-FM

VARIOUS ARTISTS, "Tommy"
Ode
Cuts: All.
Stations: KTFM-FM, KSHE-FM,
KINK-FM, KZAP-FM

BOBBY BRIDGER, "Merging Of Our Minds," RCA Cuts: All. Station: KTFM-FM

GENTLE GIANT, "Octopus," Vertigo (Import)
Cuts: All.
Station: WMMS-FM

CHARLES LLOYD, "Waves," A&M Cuts: All. Station: WMMS-FM

TRAPEZE, "You Are The Music, We're Just The Band," Threshold Cuts: All. Stations: KLOL-FM, WVVS-FM

J.J. CALE, "Really," Shelter Cuts: All. Station: KZAP-FM NEW RIDERS OF THE PURPLE SAGE, "Gypsy Cowboy," Columbia Cuts: All. Stations: KLOL-FM, WNAP-FM, KSHE-FM

ONE, "One," Grunt Cuts: All. Station: KLOL-FM

FLASH, "In The Can," Capitol Cuts: All. Stations: WNAP-FM, WRRN-FM, WMMS-FM

RICK NELSON, "Garden Party,"
Decca
Cuts: All.
Stations: WNAP-FM, WMMS-FM,
KOL-FM

DICK HECKSTALL-S MITH, "A Story Ended," Warner Bros. Cuts: All. Station: WNAP-FM

STRING DRIVEN THING, "String Driven Thing," Charisma Cuts: All.
Station: WMMS-FM

DR. HOOK, "Sloppy Seconds," Columbia Cuts: All. Station: WMMS-FM

FUNK INC., "Chicken Lickin" "
Prestige
Cuts: All.
Station: WMMS-FM

HELP YOURSELF, "Beware The Shadow," United Artists (Import) Cuts: All. Station: KINK-FM

MICK GREENWOOD, "To Friends," MCA (Import) Cuts: All. Station: KINK-FM

SHEL SILVERSTEIN, "Freakin' At The Freakers Ball," Columbia Cuts: All. Station: KOL-FM

STEPHEN AMBROSE, "G y p s y Moth," Barnaby Cuts: All. Station: KOL-FM

BUDDY GUY, "Hold That Plane," Vanguard Stations: KOL-FM, WBRU-FM

AMERICA, "Home Coming," Warner Bros. Cuts: All. Stations: WRNO-FM, WNAP-FM, KBEY-FM

TOM RAPP, "Star Dancer," Blue Thumb Cuts: All. Stations: KRLD-FM, WMMS-FM, WKTK-FM

STONE THE CROWS, "Continuous Performance," Polydor Cuts: All.
Station: KRLD-FM

BETTE MIDLER, "The Divine Miss M," Atlantic Cuts: All. Station: KRLD-FM

LOU REED, "Transformer," RCA Cuts: All. Stations: KRLD-FM, KSHE-FM, KZAP-FM

FRANK ZAPPA AND THE MOTH-ERS OF INVENTION, "The Grand Wazoo," Bizarre Cuts: All. Stations: KRLD-FM, WRNO-FM

MILES DAVIS, "On The Corner," Columbia Cuts: All. Station: KOL-FM

GENESIS, "Foxtrot," Charisma Cuts: All. Stations: WBRU-FM, WHEN-FM

VARIOUS ARTISTS, "Newport In New York Vol. 1-6," Cobblestone Cuts: All. Stations: WBRU-FM, KINK-FM

LENNY BRUCE, "Thank You Masked Man," Fantasy Cuts: All. Station: WRRN-FM

JOHN BRYANT, "John Bryant," Polydor Cuts: All. Station: WRRN-FM

EARL SCRUGGS AND THE EARL SCRUGGS REVUE, "Live At Kansas State," Columbia Cuts: All. Stations: WRRN-FM, KOL-FM

BILLY PRESTON, "Music Is My Life," A&M Cuts: "Blackbird," "One Time Or Another." Stations: WPHD-FM, KOL-FM, WDAS-FM

TRANQUILITY, "Silver," Epic Cuts: All. Station: WPHD-FM

THE STANTON BROTHERS BAND,
"The Stanton Brothers Band,"
Epic
Cuts: All.
Station: WPHD-FM

FLASH CADILLAC, "Flash Cadillac, and the Continental Kids,"
Epic
Cuts: All.
Station: KOL-FM

ERIC JUSTIN KAZ, "If You're Lonely," Atlantic Cuts: "If You're Lonely," "Tonight The Sky's About To Cry." Station: WKTK-FM

FOCUS, "Moving Waves," Sire Cuts: "Hokus Pokus," "Moving Waves." Stations: WKTK-FM, WBRU-FM

LIGHTHOUSE, "Sundays," Evolution

tion
Cuts: "Sundays," "You Give
To Me," "Beneath My Woman."
Station: WKTK-FM

VARIOUS ARTISTS, "Phil Spector's Christmas Album," Apple Cuts: All. Station: WDAS-FM

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# Jukebox programming

CHICAGO—The last two weeks remaining for jukebox action on Christmas releases will find few if any challengers to the older established titles, ac-

if any challengers to the older established titles, according to title strip printers and one-stop people spot checked Dec. 4. However, labels are getting a better jump on Christmas releases, some said.

Sterling Title Strip, which has flagged 10 new releases since its Nov. 8 tip sheet, has seen no significant movement on any of them, said Dick Steinberg, president. Norman Morgan, Star Title Strip Co., said he is seeing movement on three new releases. "But it's nothing sensational." The three are Leon Russell's "Slippin' into Christmas/Christmas in Chicago," Jethro Tull's "Living in the Past/Christmas Song" and Nilsson's "Remember (Christmas)/The Lottery Song." Morgan pointed out that the Russell record appeared on Star's Nov. 15 tipsheet. "This was plenty early," he said. early," he said.

The pattern of years past, of records needing a year to catch on, continues, said Mike Mowers, Radio Doctors, Milwaukee. Even here there are snags. "We were crying for the Cheech & Chong record on Ode

right at Christmas last year and stations were playing it. Now, we have it in stock and are just wondering if the stations will go with it this year." He said "Send Me a Bit of Home For Christmas/Santa's Helper" by Albert the Alley Cat was doing well because it has been promoted locally. Stan & Doug's "Christmas Goose," out last year, is doing good too.

A spokesman at Lieberman in Omaha said outside of the old traditional titles, Charley Pride's "Christmas in My Home Town" was about the only relatively new standout. It was released last Christmas.

Marv Merzog, Silver Bells/Round & Round Christmas Tree, Sound 291 (tolks)
Nilsson, Rememher (Christmas)/the Lottery Song, RCA 0855
Jethro Tull, Living in the Past/Christmas Song, Chrysalis 2006
Czarnik Quartet, Silent Night/Christmas Carol (in Polish), Custom Fidelity 1

### MINN. ASSN

# Positive Term

By IRENE CLEPPER

MINNEAPOLIS—Jukebox is a perfectly good word. That was the consensus of the Music Operators consensus of the Music Operators of Minnesota at the organization's recent meeting here. Noting that efforts are made periodically to introduce "console" and "phonograph" as replacements, operators and one-stop representatives alike, as well as reps from jukebox manufacturers and distributors, agreed that "it is a good American word and part of the nation's vocabulary."

Fred Granger, executive director

Fred Granger, executive director of the Music Operators of America, also gave jukebox his vote of confidence during an address to the group at the business meeting. "I sometimes use 'coin-operated phonograph' in explaining the industry to someone such as a member (Continued on page 38)

### PROGRAMMERS POTPOURRI

# Jukebox Still 69 Atlantic Oldies: Aretha, Pickett, CSN&Y, Coasters

Joe Turner, "Corrina, Corrina/Honey Hush" 13000; Lavern Baker, "Jim Dandy/ See See Rider" 13001; "I Cried A Tear/ Saved" 13002; Coasters, "Searchin'/ Young Blood" 13003; "Down in Mexico/ Little Egypt" 13004; "Idol With the Golden Head/Poison Ivy" 13005; "Yakety Yak/Along Came Jones" 13006; "Charlie Brown/I'm a Hog for You" 13007; Chuck Willis, "C.C. Rider/Betty & Dupree" 13008; "What Am I Living For/Hang up My Rock and Roll. . ." 13009; Drifters, "True Love, True Love/Dance With Me" 13010; "There Goes My Baby/Drip Drop" 13011; "Up on the Roof/Please Stay" 13012; "On Broadway/I've Got Sand in My Shoes" 13013; "Under the Boardwalk/Ruby Baby" 13014; "I Count the Tears/Saturday Night at the Movies" 13015; "Save the Last Dance for Me/When My Little Girl. ." 13016; "This Magic Moment/Some Kind of Wonderful" 13017; "Sweets for My Sweet/I'll Take You Home" 13018; Barbara Lewis, "Hello Strangers/Make Me Belong to You" 13019; "Baby I'm Yours/Make Me Your Baby" 13020; Percy Sledge, "When A Man Loves A Woman/Cover Me" 13021; "Take Time to Know Her/Warm & Tender Love" 13022; Wilson Pickett, "I'm in Love/ Stagger Lee" 13023; "In the Midnight

Hour/634-5789" 13024; "I Found A Love/She's Lookin' Good" 13025; "Don't Knock My Love/Mustang Sally" 13026; "Fire & Water/Sugar Sugar" 13027; "Funky Broadway/Hey Jude" 13028; "Land of 1000 Dances/Engine #9" 13029; "Don't Let the Green Grass Fool You/99½" 13030; Archle Bell, "Tighten Up/I Can't Stop Dancing" 13031; Clyde McPhatter, "Treasure of Love/A Lover's Question" 13032; Ray Charles, "What'd I Say, Pt. 1/Part 2" 13033; "Drown in My Own Tears/Halleluiah I Love Her. ..." 13034; "The Right Time/I'm Moving On" 13035; "Let the Good Times Roll/Swanee River Rock" 13036; Don Covay, "Mercy, Mercy/See Saw" 13037; Rascals, "Groov-(Continued on page 38) (Continued on page 38)



ident of the Missouri Coin Machine Council, Fling was a dynamic association booster.

72 Christmas Releases Not So Tardy Focus on Flip

NASHVILLE - Metromedia Country Records general manager Dick Heard believes that the flip side of a release is often overlooked by labels. He said one of his company's aims is to back re-leases with a good 'B' side with the hope jukebox programmers will program it sooner.
"What we are trying to do is

to give more insurance of a record's value so programmers can

buy it now and not wait until the record is top 20 and has run half of its play life potential. As an example he cites Mel Street's current chart climber "Lovin' on Back Streets," deliber-ately backed with "Who'll Turn Out the Lights," which Heard said had good jukehov action, when had good jukebox action when Wayne Kemp recorded it on Decca some time ago. Heard also had strips made by both major title strip firms, Star and Sterling.

# Must TV Cut Jukebox?

PHILADELPHIA — "Television is the operator's worst enemy," observed Elliot Rosen, of David Rosen, Inc., after reviewing the state of affairs business-wise in the local area for coin machine operators these past two months. While there is always a bit of a lull in location collections after the Labor Day rings down the summer curtain, local feeling is that September and October have been "the worst months" in years. And November started off just as sluggish, with television still "the culprit."

Rosen makes an interesting point on the invocal mode by television

on the inroads made by television when he sites the experience in collections at a typical bar location in suburban Narberth, Pa.—a location that was considered mediocre, particularly since the location owner owned his own cigarette

machine.

The music machine averaged a mere \$6 per week and the only other diversion was the television set. And when bar customers watched the television set, they not only passed up the music machine, but also slowed up on their bar purchases. The operator was fi-nally sold on the idea of adding some other coin-operated amuse-

some other coin-operated amuse-ment and agreed on putting in a Midway Dart Champ. With the television set getting competition for the first time, it is most interesting to note that the average weekly take of the dart-board over a six-week period was \$50 per week. The location owner put the TV set in the back room where it was not accessible to pawhere it was not accessible to patrons and almost immediately, the weekly take of the music machine jumped from \$6 to \$18 a week.

For the first time, the location owner is getting requests for rec-ords from patrons. And with that kind of service added to the location, it is a cinch, said Rosen, that the weekly take of the music machine will go even better than the present \$18.

With the location owner now

convinced that television was cut-ting into his business, the TV set is being removed completely and he is considering taking in a pool table or a shuffle-alley. Moreover, with the operator now having the complete confidence of the location owner, there is a strong pos-sibility that the cigarette machine will fall into the operator's pool. And with the machine selling 200 packs of cigarettes as a weekly average, it's a meaningful windfall

for the operator.
"All of a sudden," said Rosen,
"we have a location that is important to the operation of the ma-chine operator. We've proved that there is a real money potential in a location that grossed a mere \$6 a week with only a music machine. And we proved that money was being taken away from the location by the operator's worst enemy—the TV set."

The all-time low in September-October coin business, said Rosen, can be blamed a great deal on television—TV both in the location and in the home. Business was not only bad for the operator but for the location owner as well, ac-cording to their complaints about

Biggest competition came from the Monday night sports telecasts that kept the people at home watching the free sport shows. Added to the sports were the free movies on Tuesday and Thursday nights. Even when they came to nights. Even when they came to the bars, with interest glued to the bar set for a long period of time, there was very little bar drinking while the tube commanded their entire attention. "When they're watching TV," said Rosen, "they don't drink."

While Rosen doesn't expect har

While Rosen doesn't expect bar owners to immediately throw out their TV sets, operators must make location owners aware of the free competition—particularly when the TV set is in the location. With the wide choice of selection in the (Continued on page 38)

### McCoy Jukebox Award CHARLESTON-Monument re-McCoy's award read "The West

cording star Charlie McCoy was given a special "native son" award by the West Virginia Music and Vending Association at its final banquet here.

A native of Fayetteville, W. Va.,

A native of Fayetteville, W. Va., McCoy was long a respected studio musician in Nashville before hitting the charts recently. "I have been a musician for 11 years," he told the Association's members and guests, "the first 10 of which were a well-kept secret."

Virginia Music and Vending Association is proud of our native son, Charlie McCoy, Almost Heaven, W. Va., Nov. 4, 1972."

"No honors are greater," McCoy responded, "than those bestowed upon you by your own people."

Also given awards were James H. Kiser, Leoma W. Ballard, and Marie A. Coffman for their services as association president, treasurer, and secretary, respectively.

JUKEBOX business association leader John Henry Fling (left) died recently in Kansas City where he resided at a nursing home. He was 80. Shown here accepting award for service by the late John Masters, then president of the Missouri Coin Manager of

# Iowa Operator Rips Defective Disks, Calls for Mfr. Quality Standards

A certain amount of vandalism takes place, young peo-

ple jamming the slot with toothpicks, for example, but Sioux City operators don't have much of a problem with

ersatz coins because of their close working relationship with

the Treasury department office for this area. "If we find a fake coin, or something such as a penny made the size of a dime or foreign coins trimmed to quarter size, we get in

touch with the Treasury department and they check into it right now," Herzoff said. "This is not just a nickel-and-dime

offense, but is termed counterfeiting by the Treasury department. An investigation usually results in an arrest.

**Background Music** 

Herzoff voting yes on two counts: it's necessary to hold some of the better locations and it's a way of introducing a jukebox to an otherwise reluctant location. He has 35

to 40 background music spots and said that "If I don't put it in, somebody else will." He puts a guardian coil on a machine and runs a couple of pigtails out so that the background cuts out when the box is on. (They can also use the same amplifier for the jukebox or for live entertainment, when that is scheduled, he added.)

The controversial subject of background music finds

SIOUX CITY, Iowa—Defective records are a special headache to operators in small markets because they result in trouble calls at locations often situated many miles away, according to Bernard Herzoff here. This and other subjects relating to programming are of particular concern because he is an owner as well as a programmer (Billboard,

The Quality of Records
"All 45's should be standard—in volume and tone quals," insisted Herzoff, Having manufacturers standardize these qualities would go far toward eliminating the prob-lems that now exist with 45's, he emphasized. He has had plenty of problems with records sticking and skipping.

The structure of the records could also be improved, he believes, noting the tendency of disks to warp after very

Practically all the machines now in use in this Iowa community are stereo, Herzoff indicated—a good trend, since even the non-stereo record sounds better played on a stereo machine.

Vacationers in this river city pose a problem with their Canadian quarters. Herzoff would like to see a Canadian coin changer on jukeboxes as it is, optionally, on some other machines in the field. He'd also like to see a duplicate 25-cent slot—"maybe this is impossible to engineer," he admitted, "but for a location out in the country, where one slot gets jammed, it would be a great help. Nothing empties

out a bar at 10 p.m. faster than a non-operative jukebox."
"We don't have anything to sell but service," he points
out, "so anything that contributes to our ability to supply
better service is important."

Most of the jukeboxes have paging now. He does this without charge: "For a good location that's grossing \$3,000 to \$4,000 annually, you can afford to put in a \$70 to \$80 paging system." Herzoff has sold two locations on jukeboxes by the background music route.

Among the markets potentials he sees now are department stores with record departments. His offer is to put in the jukebox and arrange for nickel play. The store fur-

nishes the records and Herzoff keeps the nickel, but provides any maintenance service that's needed for the jukebox. "It's a way to sell records and cut pilferage," he notes. "If a customer wants to hear what a piece sounds like, he puts in a nickel and listens. The records can remain packaged, and under control."

As he looks toward the future of the industry, Herzoff is convinced that more money must be spent in publicizing an industry that employs over a quarter of a million people. "It's a creative business—not everyone can work in it," he notes. "We need a better public image, one more in conformity with the kind of business this is and the kind of people who work in it. Every shop now has several mechanics, well-trained. "The industry schools try to assure that and this training is not cheap. Some courses are extensive and often cost \$1,500.

"Everything about the industry is on a higher level. The machines are in the \$1,800 range now and beautiful pieces of furniture. Digital selectors are becoming universal.

Instead of two men lifting a jukebox into place, we have special lifting mechanisms where you just push a button and the machine is effortlessly put in place, without a scratch or mark on it.

'The distributors are businesslike, fair, helping to do

everything in their power to remove the stigma that the industry has had for many years.

"Even the word 'jukebox' is heard less often—'coin operated phonograph' is in wider use. But more needs to be done to bring the true concept of the business to the public's attention.

DECEMBER 16, 1972, BILLBOARD



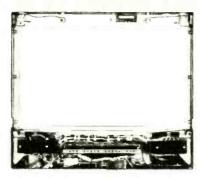
Starting today, every other wallbox is fat, ugly and old fashioned.

The slim, beautiful and easy to use and service 506 Tri-Vue is here.

We tore out the pages and replaced them with a revolutionary new program system. Triangles that display one third of a 160 selection program with each turn of the knob. All 160 with just two turns. Or a 100 selection program with just one turn of the knob.

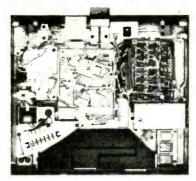
And the whole program assembly "snaps-out." You change title strips quicker than ever before.

The time you save adds up to an extra call or two a day.



From the inside looking out, the 506 is the picture of location serviceability. Our new digital selection system circuitry is fully exposed for plug-in replacement.

New, more efficient stereo speakers put out delightful sounds. If the people in the booth want to hear it, they'll have to deposit the coins first. Then they can choose high or low personal volume setting.



Look inside the 506 rear housing and you'll see more Rock-Ola service features. A solid state transmitting unit that works with either solid state or relay receivers by simply moving one jumper wire on a P.C. board.

Switch another jumper wire and you've converted from 160 to 100 selection operation.

Yet another jumper wire un-plugs to convert program banks of twenty record sides to LP play and pricing.

Fantastically easy!
And you'll service the 506
less frequently because the
cash box is the biggest a wallbox ever had.



From the side, the 506 is a slim 5 3/4-inches deep at the base, 4 5/8-inches deep at the top.

The front housing is hinged. Just open, remove the Tri-Vue program holder. Total accessibility.

If you never liked wallboxes because they were too much trouble to service, get ready to fall in love with the 506!



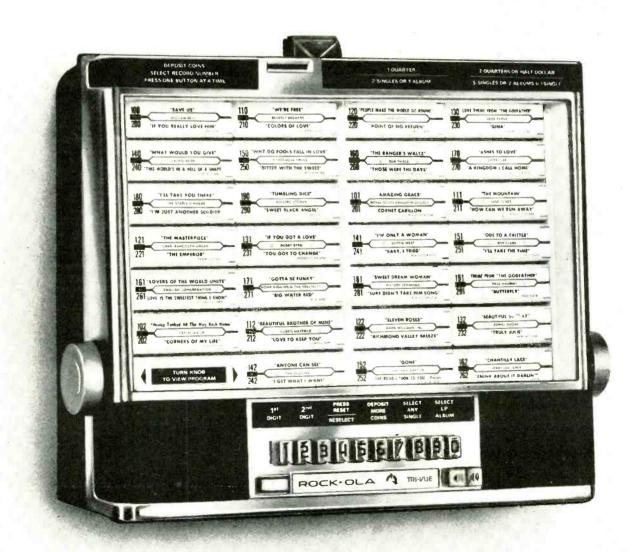
Could a customer have it any easier? No more letter/number combinations to cause mistakes. Our ten-numbers-inline selection system and player instructional panel speeds up the play.

Pair up the 506 with any Rock-Ola jukebox. Old or new. Even intermixed with existing wallbox installations.

But who'd want to keep an old wallbox now that the 506 is here?

ROCK OLA
THE SOUND ONE





If all the music operators in America could get together and design a wallbox that would solve all their problems, they'd re-invent the Rock-Ola 506.

# What's Playing?

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

IOWA: COUNTRY LOCA-

Mary Robertson
K.D. Music, Inc.

New Furchness: "She's Got to Be a Saint."
Rap Price: "Kisy Dil." For Got Wagener "Loving on Back Street." Mel Street. Spinning
Meters: "She's Too Good to Be True." Charley
Prite: "Lonely Women Make Good Loverly.
Bob Luman: "Sing Me a Love Song to Baby."
Bob Luman: "Sing Me a Love Song to Baby."
Johnning Fig. She She She She Me Hone
Country Road," Johnny Penver.

CHATTANOOGA, TENN.: SOUL LO-CATIONS



Lloyd Smalley
Chattanooga Coin Machine Co. Inc.
New Purchases: "Superfly," Curtis Mayflold"Me and My Baby Got a Good Thing Going,"
Lyn Collins, People 615; "The World Is a Ghetto," War, United Artists 50975, Cover: "I'll
Be Your Shelter (in Time of Storm)," Luther
You Shelter (in Time of Storm)," Luther
You Don't Know Me By Now." Have'd Meyin
"You Ought to Be With Me," Al Green, "Papa
Was a Rolling Stone." Temptations, Oldes:
"Misty Blue," Joe Simon; "Use Me," Bill
Withers.

COMSTOCK, MICH.: CAMPUS/ YOUNG ADULT LOCATIONS

Sandra Bennett
Kalamazoo Amusement Co.
New Purchases: "I Want to Be With You,"
Raspheries. Capitol 3/473: "Dawn of a Now
"Khock Knock, Who's There?" Mary Hopkins,
Apple 1855: "Day and Night," Wackers,
Elektra 45816; "Separate Ways," Elvis Presley,
RCA 74-0815.

ELDON, MO.: EASY LISTENING LO-CATIONS

Betty Gensert Gene Music

Oldies: "Walking." Fats Domino: "Something 's
Wrong With Me." Austin Roberts. Che'lsaa: "To
Get O. Vu. "Ferry Walkies (Boberts. Che'lsaa: "To
Get O. Vu. "Ferry Walkies (Go. Marching In,")
Jackie Wilson and Linda Bobkins: "For Good Times," Ray Price. Christmas Picks:
"White Christmas," Bing Croshy: "Jingle Rel Rock," Bobby Helms; "Blue Christmas," Elv's
Presicy.

EMPORIA, KAN.: COUNTRY LOCA-

Debbie DeUleese Emporia Music Service

Emporia Wusik Service

Purchases: "Katy Did," Porter Wagshe Loves Me (Ritht Out of Mv Mind)."

Weller. Columbia 4-45723; "Soul

Joe Stampley, Spinning Meters: "Funny

Johns Fargo: "A Picture of Me (With," George Jones: "She's Too Good to
." Charloy Pride. Oldies: "For the

mes," Ray Pice; "I'm the Happiest
the Whole U.S.A." Donna Fargo.

HIGH SCHOOL GALENA, OHIO: AGE LOCATIONS



Hopkins Music Co.

GREENVILLE, S.C.: SOUL LOCATIONS



Collins Music Co.

New Purchases: "Superfly," Curtis Mayfleld: "If You Don't Know Me By Now," Harold Melvin, "Keeper of the Castle," Four Tops. Cover: "Snoke Gets in Your Eyes," Blue Haze, A&M 1357. Spinning Meters: "Use Me," Blil Withers: "Man Size Job," Denise LaSalle; "I'm Stone in Love With You," Stylistics. Oldies: "Everybody Plays the Fool," Main Ingredient; "Ben." Michael Jackson; "My Ding-a-Ling," Chuck Berry.

HUTCHINSON, KAN.: COUNTRY LOCATIONS

Alfred Bishop Hutchinson Vending Co.

New Purchases: "She's Got to Be a Saint,"
Ray Price; "The Lord Knows I'm Drinking,"
Cal Smith, Decca 33008; "Whole Lot of
Lovin'," Hank Williams Jr., MGM 14443.
Cover: "She's Got to Be a Saint," Ray Price.
Spinning Meters: "I've Got the All Overs For
You," Freddie Hart; "Heaven Is My Woman's
Love," Tommy Overstreet; "Funny Face,"
Donna Fargo.

MANKATO, MINN.: HIGH SCHOOL AGE LOCATIONS



Barb Walther, programmer Clayton Norberg, buyer C&N Sales Co.

New Purchases: "Your Mama Don't Dance,"
Ken Loggins, Jim Messina, Columbia 45719:
"Rocky Mountain High," John Denver, RCA
74-0829: "Been to Canaan," Carole King, Ode
66031. Christmas Pick: "White Christmas,"
Bing Crosby.

MISSOULA, MONT.: COUNTRY LO-CATIONS



Eva Shelhamer Montana Music Rentals

New Purchases: "She's Got to Be a Saint,"
Ray Price; "Loving on Back Streets," Mel
Street, Metromedia Country 901: "Is This The
Best I'm Gonna Feel," Don Gibson, Cover:
"Where Did He Come From." Jerry Wallace,
Decca 33036. Spinning Meters: "Funny Face,"
Donna Fargo: "Heaven Is My Woman's Love."
Tommy Overstreet; "She's Ton Good to Be
True," Charley S.A.," Donna Fargo; "Louely
Weckender," Jerry Lee Lewis.

### Jukebox Still Positive Term

• Continued from page 36

of the press, but jukebox is the word we all revert to. It's a good word."

Granger presented an MOA 25th anniversary gavel to Norm Pink, president of Music Operators of Minnesota.

Granger, pointing out that "the

### PLAY IDEAS

MINNEAPOLIS - Irv Gorsen, Dart Records, concluded a recent jukebox programming seminar with the challenge. seminar with the challenge, "Operators must overcome apathy and stop believing that everything will take care of itself." He suggested printed cards for locations: "Forget Your Troubles With Music," "Don't Just Sit There, Play the Tukebox" "Music, Soothes" Jukebox," "Music Soothes,"
"Let's Have Some Music," "Silence Is Dull, Play the Jukestrength of the national is based on the strength of the state asso-ciations," outlined the observances of the 25th year of MOA, which include the formation of an em-blem, stickers for letterheads, the striking of a medal and assembly striking of a medal and assembly of an educational public relations kit. The year-long celebration will end with the 1973 Exposition in

September. He commended Billboard for tion meetings and the excellence of news and feature coverage for the music operators' industry.

### TV Vs. Jukebox

• Continued from page 36

music machine and the variety of new home-oriented amusement machines like the dart board, pool table and shuffle-board, there must be many a location, said Rosen, that can really become a location as in the instance of the Narberth spot that showed up the TV set in its true competitive light.

### JACKPOT 45

MINNEAPOLIS-Dart Records veteran Irv Gorsen suggested during a seminar here recently that operators work closely with location owners. Cooperating with location owners and personnel can mean good promotions. "How about a little jackpot on which will be the most-played record of the month? Promoting the record of the month has been successful for many ways." cessful for many years. Anything you can do to get people off the bar stool and over to the jukebox to put in a quarter

will be effort well repaid."
Gorsen promotes a regional newspaper covering country music, which contains a section on "Jukebox Country" and is distributed free to locations. "A little effort and, usually, very little expense, can mean raising jukebox income by 5 to 10 percent," he said.

### Jukeboxes In Banks-For Xmas

MARSHALL, Minn.—Jukeboxes are finding their way into many different locations and Al Eggermont here believes it is good public relations. He has presented a plan to banks for putting jukeboxes bank lobbies, all programmed with Christmas music.
"I think it's a chance to build

some relations with the community," Eggermont told the Minnesota operators group recently. "The jukebox has a lot to offer, including entertainment, with no calories, no pollution. I think we'll attract people who never thought of put-ting a quarter in a jukebox before.

### **Atlantic Oldies**

• Continued from page 36

• Continued from page 36

in'/I Ain't Gonna Eat My Heart Out Any More" 13038; "A Beautiful Morning/ I Been Lonely Too Long" 13039; "People Got to be Free/How Can I be Sure" 13040; "Good Lovin'/A Girl Like You" 13041; Ivory Joe Hunter, "Since I Met You Baby/Your Tender Lips" 13042; Carla Thomas, "Gee Whiz/Baby" 13042; Carla Thomas, "Gee Whiz/Baby" 13043; Bobbettes/Vibrations, "Mr. Lee/My Girl Sloopy" 13044; Esther Phillips/Solomon Burke, "Release Mc/Just Out of Reach" 13045; Dusty Springfield, "Son of A Preacher Man/Windmills of Your Mind" 13046; Dusty Springfield, "Son of A Preacher Man/Windmills of Your Mind" 13046; Stephen Stills, "Love the One Your With/Changing Partners" 13048; Crosby, Stills, Nash, "Marrakesh Express/Judy Blue Eves" 13049; Crosby, Stills, Nash, "Marrakesh Express/Judy Blue Eves" 13049; Crosby, Stills, Nash & Young, "Woodstock/Teach Your Children" 13050; "Ohio/Long Time Gone" 13051; Herbie Mann/Edde Harris, "Memphis Underground/Listen Here" 13052; Roberta Flack/Donny Hathaway, "You've Got A Friend/Where Is Love" 13053; Roberta Flack/Donny Hathaway, "You've Got A Friend/Where Is Love Tomorrow" 13054; Bobby Darin, "Splish Splash/Oueen of the Hop" 13055; "Mack the Knife/Bevond the Sea" 13056; "Dream Lover/If I Were A Carpenter" 13057; Aretha Franklin, "Since You've Gone/Ain't No Way" 13059; "House That Jack Built/Say A Little Praver" 13064; "Rock Steady/Don't Play That Song" 13065; "Davdreaming/Share Your Love with Me" 13066; Troy/Moore, "Just One Look/Precious. Precious" 13064 ("Rock Steady/Don't Play That Song" 13065; "Spanish Harlem/Don't Play That Song" 13065; "Spanish Harlem/Don't Play That Song" 13068; "Stand By Me/ 1 (Who Have Nothing)" 13069.

Polka Pala Bros., "My Old Gal Polka/The Girls Like Mom Polka" Chicago

Play Inat Song" 13018; "Stand By Me/
I (Who Have Nothing)" 13069.

Polka, Pala Bros., "Mv Old Gal Polka/
The Girls Like Mom Polka." Chicago
Polka 427; J. Tomaszewski. "Love Is the
Answer Polka/Polka Soul." Studio 4532;
Big Steve Orch., "You Are My Sweetheart Now Polka/I'll Never Marry Oberek." Armour 501: Bel-Aire: Dvnatones,
"Polka Music Is Here To Stav/Whitey's
Oberek." 1312; Eddle Blazonczyk, "Angeline Be Mine Polka/Before You GoPolkaherek" 2942: Langer Sisters, "If
You Leave Me Polka/Before You Mine
Polka" 12915; New Brass, "Psiakrew
Cholera Polka/Wicek's Oberek" 1346;
"100 Proof Polka/Flea Flv Polka" 1347.

"E. Guga & Canadlans, "About a Letter
Polka/We're Happy Polka" 1348, J Records: Jumpin Jerry, "Just Because/My
Wild Irish Rose" 5020: "Old Grev Bonnet/Nepolitan Nights" 5021; "Springtime Polka/Isabella Waltz" 5022: Frankle
Kallk, "Hieh Above the Clouds Polka/
Whipporwill Polka" M.F. 9302; Sonic:
Little Joe's Band, "Ken's Polka/My
Waltz" 204: "That's My Weakness Now/
Promises" 205: "No Beer Today Polka/
You're All I Ask For" 206;

### Tape Happenings

• Continued from page 26

injunction against Wool Bros. Westchester Corp., barring that company from selling Sony fair traded products below stipulated minimum retail price. The injunction was obtained on consent of Wool Bros. and its attorney in an action brought by Sony in N.Y. State Supreme Court. . . . Lewron Television, Inc. New York, has taped a 15-minute Sony videocassette sales training program. The show, intended for use as a sales aid on the Sony Trinitron TV, features a mock-up of a store in which technician and customer re-define technical jargon into lan-guage meaningful to the customer. recently for Earl Koss, 71, former member, board of directors, Koss Corporation, and father of John C. Koss, president. Koss, who served as a director from 1960 to be in retirement between the control of the control his retirement last year, leaves his wife, Eda L., and another son, G. Peter, Aspen, Colo.

Acoustic Research, Inc., Cambridge, Mass., has reactivated its membership with the Institute of High Fidelity (IHF). The company had been a member of the IHF for more than 13 years before dropping out in 1969.

Irish Magnetic Tape will open a sales office in Miami on Feb. 15. The company has also named Moe Roth as its southern sales manager. The move is designed to give additional thrust to Irish's bid for a slice of the videotape market.

The Weltron Co., of Durham, N.C., is marketing a new stereo cable, model No. 44-359. The unit is 12 feet long with a three-wire connector cable, standard 3-way phone plug to standard three-way in-line jack. The unit carries a list price of \$3.08, and was designed for use as a headphone and stereo speaker extension cable.

Morse Electro Products Corp. has opened branch headquarters in Philadelphia. The new office covers eastern Pennsylvania, southern New Jersey and Delaware. It was

designed to facilitate the delivery of Electrophonic and Morse brand equipment in the area. The new facilities include a showroom, offices, distribution and warehouse all contained within a 3,000-sq.-ft.

Robins Industries Corp. has selected Forrestal-Young Sales Co. as factory sales representatives for its Consumer Products Division in Missouri, Kansas, Nebraska, Iowa and eastern Illinois. Forrestal-Young maintains offices in Omaha, St. Louis and Kansas City, Mo.

Muskat Electronics has changed its name to Bentley Electronics Corp. The firm's new address is 13901 NW 58th St. Miami Lakes,

The Sony Corp. has established a toll-free telephone number in an effort to facilitate its customers wanting to receive service inforwanting to receive service information in any area in the continental United States. The number is 800 243600, and will be listed in more than 600 Yellow Page telephone directories under Sony Corp. of America. The number for Connecticut is 1-800-882-6500.

Saxton Products, Inc. has created a rotating peg rack merchandiser that holds a complete line of accessories for stereo or monaural equipment. The products, including audio connector, patch cords, adapters, speaker extensions, plugs, jacks, wire and accessories, are individually blister-packed, and coded for quick and easy identification. A permanent header sign explains how the coding system works. The display holds 242 packages of 23 assorted items.

assorted items.

The Appellate Division of the New York State Supreme Court has unanimously affirmed a preliminary injunction obtained by the Sony Corp. of America against Corner Distributors, Inc. barring the retail firm from selling Sony's fair-traded products below stipulated minimum prices. The injunction was originally awarded to Sony last July by New York State Supreme Court Justice Hyman Korn.

### Fla. Dealer Stresses Knowledge of Music

• Continued from page 25

well known singer. I bought the soundtrack records before the movie even opened—even before the distributor knew about it. And, I was well ahead of my competition on that one. The idea behind a successful store is to know more a successful store is to know more than your competitor." A record collector for more years than he cares to remember, he has a fund of information on music dating back to 1920.

Spector breaks down his record and tapes sales in his Coral Gables store thusly: 50 percent rock, 40 percent classics and 20 percent MOR. "We're not so good in this store on the classics as yet because we're still new and it takes time to build up a following."

Sales Help

Pilferage is "terrible" in the Westland store which has two large circular mirrors on the walls to discourage stealing. Tapes and cas-settes are stored in locked cases which have hand holes spaced at various intervals. The customer may reach in, pick up the tape and examine it, but cannot remove it from the case.

Customer relations is an important aspect of Spector's business. "One of the reasons I have done well is because I try to hire qualified help and instruct them to treat a customer as he would treat a guest in his own home. I will not hire anyone unless he has an acquaintanceship with music. He doesn't have to play an instrument, but he should have studied music in school or, perhaps, have parents who are musicians. There has to be some correlation between music and working in one of my stores. For instance, if someone comes in and wants a march by

John Philip Sousa, the salesman must know who Sousa was."

Speck's features weekend specials all the time and advertises cials all the time and advertises in the local newspapers to attract customers. However, he's cut back on Yellow Page advertising. "Who looks there to find where he can buy a record or tape? There are almost as many places to buy records as there are filling stations. As a matter of fact, this area has become overcrowded with record stores. While I am the only spestores. While I am the only specialty shop in the mall, there's Sears, Burdines, J.C. Penneys, and all of them have record depart-ments. I always stay within their price range and usually get my records before they get theirs. And we have a better selection. I don't think records are an important part of department store sales. It's more or less a convenience. I'm sure it isn't profitable. They used to say it was a necessary evil, but I think it's an unnecessary evil."

Eight track tape represents 90 percent of sales in Speck's tape department, with cassettes less than 10 percent. He carries open reel in the Westland and Palm Beach stores, but considers it a minor part of the market. Speck's stocks all kinds of accessories, tape and cartridge carrying cases, record cases. sheet music, and so on. He said that accessories are an important and profitable market. Quadrasonic is selling fairly well, but Spector feels it takes a lot of explaining and selling to get across to the consumer. He feels that a customer would rather buy 4-channel in stores specializing in it.

(Next, Spector's views on bootlegging, pricing manufacturer-retailer relationships and the future of the business.)

# MARKETPLAN

### CHECK TYPE OF AD YOU WANT:

- REGULAR CLASSIFIED-50¢ a word, Minimum \$10.00. First line set all caps. Name, address and phone number to be included in word count.
- DISPLAY CLASSIFIED AD-One inch, \$25.00. 4-times \$22.50; 26-times \$21.25; 52-times 18.00. Box rule around all ads.
- Box Number, c/o BILLBOARD, figure 10 additional words and include 50¢ service charge for box number and address.

DEADLINE-Closes 4:30 p.m. Tuesday, 11 days prior to date of issue.

CASH WITH ORDER, Classified Adv. Dept., Billboard.

ADDRESS ALL ADS-Erv Kattus, BILLBOARD, 2160 Patterson St., Cincinnati, Ohio 45214, or telephone Classified Adv. Dept., 513/381-6450. (New York: 212/757-2800.)

### Check heading under which ad is to appear

(Tape & Cartridge category classified ad not accepted.) ☐ Business Opportunities

- ☐ Distribution Services Record Mfg. Services, Supplies &
- Equipment ☐ Help Wanted
- ☐ Professional Services
- Used Coin Machine Equipment Promotional Services
- ☐ For Sale ☐ Wanted to Buy ☐ Publishing Services

☐ Miscellaneous

☐ Check Money Order.

PAYMENT MUST ACCOMPANY ORDER NAME \_

ADDRESS \_\_\_ STATE ZIP CODE \_

TELEPHONE #\_

### DISTRIBUTING SERVICES

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SALEM DISTRIBUTORS

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CALL (904) 428-6691

INQUIRE ABOUT **OUR TAPES** 

### WHILE OTHER PEOPLE ARE RAISING their prices, we are lowering ours. Major label LP's are low as \$1.00. Your choice. Write for free listings. Scorpio Music Distributors, 6612 Llmekiln Plke, Philadelphia, Pa. 19138. Dealers only.

### SCHOOLS & INSTRUCTIONS

FCC FIRST PHONE IN (5) WEEKS. Training guaranteed, Call 1-800-237-2251 toll free for brochure. Write: R.E.I., P.O. Box 806, Sarasota, Fla. 33578. tfn

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SHOW GIRLS ACTRESSES-MODELS DEMONSTRATORS, ETC.

No experience necessary—escort and sales promotion. Full or part time. Call for appointment (212) 759-4211 MODEL & ESCORT SERVICE, INC. 136 West 58th St., NYC, 4th floor (Customer Inquiries invited) de23

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12" 33½ rpm \$115.00 235.00 375.00 1000 145.00 373.00 Write for information for quantities of over 1000, custom jackets, stereo, promotion & national distribution. Orders shipped in ten days if accompanied by certified check or money order. TERMS: 50% deposit. Balance COD.

Oneida Video-Audio Tape Cassette Corp., 760 Blandina St., Utica, N.Y. 13501 de23

SHRINK WRAP RECORDS AND TAPES professionally. "L" sealer, shrink gun, \$235 and film available. M. Latter Mfg., 5050 Venice Boulevard. Los Angeles, California 90019. (213) 939-2371. eow

### WANTED TO BUY

RECORDS & TAPES SURPLUS, ETC. Will pay cash. HARRY WARRINER at KNICKBOCKER MUSIC CO., 453 McLean Ave., Yonkers, New York 10705 (914) del6

### FOR SALE

Attention DJ's, A&R, Promo Dept's, Composers and Program Directors Now you can monitor 4 radio stations using CHANNEL/SCAN, an electronic switch that selects the outputs of 4 transistor radios (not included) automatically in rotation at the rate you select. Also has manual select. Operates on AC. Has connecting cables, Mail order only, \$75 postpaid. The DATAPLEX Corp., Box 825, Northridge, Calif. 91324.

FOR SALE: 100 ASS'T C&W 45'S \$6.00—1000 or over \$5.00 per 100. Labels such as RCA, Decca, Monument, etc. B.B. Records, 257 Bayard Rd., Upper Darby, Pa. 19082. (215) LE2-4473. (We Export).

FREE OLDIE WITH EACH PURCHASE of our Rare Catalog 1954-up. Send us your want lists. R & R Records, 4 Upton St., Millbury, Mass. 01527. (617) 757-6678.

### **DISTRIBUTORS**

PATCHES \$2.40 A DOZEN. 1000 OTHER NOW items. House of Ripps, 38 N. Mac Questen Parkway, Mt. Vernon, New York 10550.

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### BILLBOARD IS ON MICROFILM:

Back copies of BILLBOARD are available on microfilm dating from November 1894 to December 1970.

Microfilm copies of articles from any of these issues may be obtained from Billboard Publications at a cost of \$1.50 per page up to 5 pages.

For prices on additional copies and for further information contact:

Andy Tomko General Services Billboard Publications 165 W. 46th Street New York, N.Y. 10036

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AS LOW AS \$15.95 Call collect (305) 735-9600 or write:

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N.W. 53rd St. & 22nd Ave., Tamarac, Florida 33309

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Discounts

Save 20% on subscriptions to Bill-board for groups of 10 or more. For rates and information write: BOX 6019

c/o Billboard, 165 W. 46th St. New York, N.Y. 10036 tfn

FASTEST SELLING INCENSE, STICKS and Cones. Spiritual Sky & Topanga Sun; full lines available. For free information write D & D Distributors, P.O. Box 644, Butler. Ala. 36904. or call: (205) 459-3346,

IDEA! RECAP 1972'S M-O-R HITS NEW Year's Eve. M-O-R Hits/1972 Ilsts ap-proximately 300 M-O-R records that hit the Top 100. For Air-Mail, Special De-livery by December 30th, send \$5.75 to; The Music Director, Box 177, Chestaut Hill, Massachusetts 02167. de23

POSTERS, BLACK LIGHTS, INCENSE, beads, patches, stickers and decals. Send for free catalog. (404) 876-4474, H & B Distributors, 951 Peachtree St., N.E., Atlanta, Georgia 30309.

SONGWRITING TEAM HAS SPLIT:
Good lyricist seeks new partner or record company who is in need of a good,
imaginative writer. Most songs written
are ballads or country. Please write:
Michael DeMarla, 33 Wyllis Ave., Maldelf, Mass. 02148.

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The Service of the Stars for over
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"THE COMEDIAN"
Monthly service: \$45 yr; 2 issues
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"Anniversary Issue," \$30—"How to
Master the Ceremonies," \$5—No
C.O.D.'s! "We Teach Standup Comedy!"

Remit to: BILLY GLASON 200 W. 54th St., New York, N.Y. 10019 tfn

"FREE" CATALOG . EVERYTHING for the Deejay! Comedy, books, air-checks, wild tracks, old radio shows, FCC tests, and more! Write: Command, Box 26348-B, San Francisco 94126. tfn

NEW! 11,000 CLASSIFIED ONE-LINERS: \$10. Hilariously funny! Unconditionally guaranteed. Write for free catalog. Ed-mund Orrin, Box 679-A, Mariposa, Calif. 95338.

### **Radio-TV Mart**

If you're a deejay searching for a radio station, or a radio station searching for a deejay, Billboard is your best buy. No other trade publication is read by so many air personalities and program directors, as well as the sharp programmingoriented general managers. Best of all, general managers report that Radio-TV Job Mart ads can draw five times the results of the next leading radio-TV publication.

Rates: "POSITION WANTED" is \$15-in advance-for two times, 2" maximum. Additional space or variation from regular ad style is \$25 per inch, no maximum. No charge for Box numbers.

"POSITIONS OPEN" is \$15-in advance-for one time, 2" maximum. Additional space or variation from regular ad style is \$25 per inch, no maximum. Box number ads asking for tape samples will be charged an added \$1 for handling and postage.

Send money and advertising copy to: Radio-TV Job Mart Billboard

> 165 W. 46th St. New York, N.Y. 10036

### POSITIONS WANTED

Hard-working, stable, dedicated to the business and always striving to be the very best. Larry Meyers is my name. I have three years experience in Jocking, Newscasting, Copywriting, etc. Disc-Jockeying is my strong point and that is why I'm interested in landing a Jocking job with possibly some news. I'm also interested in hearing from a station with an MOR format or one that is personality rock. I'll be more than willing to relocate anywhere. In either a medium or small market and (n any shift, if the offer is right. I have a Third Phone, am 24, married, and currently doing public relations work for the State of Michgan. I've got an average voice and above average "knowhow." Tape, resume, and excellent references are available on request. Call in Detroit, 313-872-4900, extension 430 or write to: Larry Meyers, 2420 Banner, Dearborn, Mich. 48124. Thank you for taking time out to read this ad. 12/23

I CAN BE A GREAT ASSET TO A station that believes radio announcers are people and not just instruments for executives and owners to make big money from. With AFRTS experience and regular commercial air time all totaled to 7 years I feel that I can handle any job in the programming department. At present I have a valld first class radio license and I hope to go to school part-time in order to learn maintenance. I am married, no children, 26 years old and wish to join a station in a warm climate provided they will pay me a fair wage for a day's work and give me a "contract." Prefer MOR, however, I have experience in C&W, MOR, Top 40 and easy listening. Currently I pull a 3 hour board shift and produce commercials for advertising co's. If you're interested drop me a line and I'll send you a tape and a brief resume. My name is Rod "Douglas" Fausey, 99 Soi 101 Sukemvit Road, Bangkok, Thalland. And if any of my old friends see this ad, I would appreciate their help.

ATTENTION GENERAL MANAGERS! Are you looking for an air personality with production and sports play-by-play experience. A person with 4 years experience who can double as P.D., M.D., or Sports director. A guy who knows all phases and formats of radio. I'm your man, age 22, single, but looking for a permanent position. Can easily relocate anywhere. . . Write Box 549, Radio-TV Job Mart, Billboard, 165 West 46 St., New York, N.Y. 10036.

Are you in search of a top-rated announcer? If you are then Leslie Seon is your man. A veteran of over 12 years and graduate of The Roya! Academy of Dramatic Arts and the BBC Announcing Schoo! in London, where he once worked and will always be remembered for his dynamic personality. Rated #1 in the Caribbean from DJ to News, he is capable of out-talking or reading any man east and west of the Mississippl River. One newspaper once wrote Leslie Seon takes the Caribbean by storm. First choice ABC, NBC, CBS, but will consider all. Call now for more information. (212) 636-0352 or write to Chuck Saunders, 470 Waverley Ave., Brooklyn, N.Y. 11238. 12/16

JILL SINGER, ENGLAND'S TOP GIRL DJ, is coming to the States next year. Eight years professional experience jocking in the Swinging City. Currently resident at London's Alexandra Palace . . Where to next's British radio is pedestriam—so—any suggestions for a flyer? Contact Jill Singer, the White Witch of Sound, 30a, Connaught Gardens, London N. 10. Phone: 01-444 8881. 12/23

### POSITIONS OPEN

Personality jock ... morning man ... are you looking for a station that will let you be creative ... funny ... give you the freedom to do what you think the audience wants. We have the station ... in sunny central Fla., next door to Walt Disney World in Fla's fastest growing city. If you can be our MARKET BUSTER send tape and resume to Bill Vermillion, WLOF, Box 15746, Orlando, Fla. 328.9. An Equal Opportunity employer. 12/23

KCRA-Sacramento isn't wall-to-wall anything so our talent must be special. We have one program opening—early to mid-afternoon. We are now healthy but not dominant during this period. If you think you are better than most on KMPC and flexible enough to KHJ it, I'd like to hear you, especially if you're available. Salary: open — opportunity: equal. Contact: Johnny Hyde, KCRA Radio, 310 10th Street, Sacramento, Calif. 95814 (916) 441-5272 12/23

KWFM in Tucson is looking for progressive jock, midnight to six, able to mix progressive rock, jazz, etc., good musical knowledge supersedes vast experience. Contact: Bill Robins (602) 624-5588. 12/16

When in HOLLYWOOD You Can Buy BILLBOARD at the

### Universal News Agency

1655 N. Las Palmas Hollywood, Calif. 90028

# Country Music

### Jerry Lee Lewis Sets Up Lynn-Wilburns' Pact Multifaceted Business

in a series of sweeping moves, has formed a business entity for handling all affairs associated with his multifaceted career.

He has formed Jerry Lee Lewis Enterprises, Inc., which includes a booking agency-talent management firm; a publishing arm; a production department; and a division of promotion and public relations. He also has a flight office for his own 'air force," and plans further ex-

In addition, Lewis has just signed new long-term agreement with Mercury Records, which assures his being with that label for at least six more years. Several big announcements are expected in connection with his recording ca-reer, some of them of a startling

In his many moves, Lewis claims to have broken all association with Ray Brown, who handled his booking business in the past. Cecil Harrelson, Lewis' road manager who has been with him for 15 years, now becomes his personal manager.

Kilroy to Head

Eddie Kilroy becomes the manager of his publishing operations, his creative manager, and his director of promotion and public re-lations. Kilroy, who was instrumental years ago in moving Lewis from the rock to the country field, has worked in promotion for Mercury, Warner Bros., United Artists and MGM. His relationship extends over 14 years.

Roy Dean, a one-time independent show promoter who later became an agent for Roy Brown, becomes general manager of the booking agency, and manager of the talent-management firm.

Rita Gillespie, former co-producer of the Tom Jones Shows, will produce films for Lewis, and also handle production for his big

club dates, including choreography.
Jud Phillips, who has been an
associate since his part in getting
Lewis started with the old Sun label, becomes an advisor on the growing staff.

Other additions will be announced in the near future.

The booking-talent management firm will handle all booking of the artist, domestically and interna-tionally, and will handle bookings of up to six other as yet unan-nounced acts. Contract negotiations now are under way.

The publishing arm will be known as Jerry Lee Lewis Music (BMI), and talks are under way now with ASCAP. This operation will be active in both the country and pop music fields.

The production company will specialize in the development of new artists. Further announcements concerning this also are imminent. The promotion and public relations personnel will supplement that of Mercury's promotion for Lewis, and will handle such matters for other acts to be associated with the firm.

Lewis also retains a full-time pilot and co-pilot, both of them uniformed, for his two aircraft, a Convair 640 and a DC-3. He is in the process of purchasing still another plane.

Lewis not only is one of the leading sellers of singles and LP's in the country field, but draws top money for personal appearances.

2nd National

# Tiff Enters 3rd Round

Brothers have won the second round in a long, involved lawsuit regarding their contract with Loretta Lynn, who last year formed her own booking agency with Conway Twitty.

A \$5 million lawsuit over which agency is entitled to represent the Decca artist has been returned by the State Court of Appeals to Davidson County (Nashville) Chancery Court for a full trial.

The appellate panel reversed a ruling by Chancellor Ned Lentz, who had ruled that Miss Lynn had been released from a 20-year con-tract with the Wil-Helm Agency. The contract was signed in 1966.

The Wilburns contended that she was breaching the contract, and Miss Lynn claimed that she had a right to terminate the pact after

the departure of Hamilton (Smiley) Wilson, one of the original part-

Arguments in the lower court centered over an exchange of letters. Chancellor Lentz had ruled in her favor. But Appeals Judge Thomas Shriver came to an opposite conclusion. Other members of the panel concurred.

Part of the 17-page opinion read: "The plain and unambiguous statements in the letters demonstrate clearly that there was no such re-lease as is contended by the de-fendant."

The appellate court remanded the case to the Chancery Court for a full trial on the merits of the case. The Wil-Helm Agency is seeking \$5 million damages and a mandatory injunction against Miss Lynn to require her to fulfill the terms of the 20-year contract.

### **RCA** Reshuffles Personnel

NASHVILLE—In a series of moves designed to allow Chet At-kins more time to work with recording and producing, RCA has announced a series of changes involving the office here.

Atkins will leave the road, turning over his Master's Festival post to Danny Davis and the Nashville

Jerry Bradley becomes director of the Nashville operation, and will manage the country music di-

The firm will increase its a&r

**TV Show Set** 

ready acquired for the show includes Lynn Anderson, Eddy Arnold, Loretta Lynn, and Charlie McCoy, with others to be added. Miss Lynn was CMA's Entertainer of the Year in 1972, while McCoy was Instrumentalist of the Year.

Once again, the same two men

once again, the same two men instrumental in establishing the Awards show were involved in this addition: Irving Waugh, president of WSM, Inc., and Jack Stapp, president of Tree International.

This special show, to be spon-

sored by the American Gas Association, will be hour-long. It will be produced by Joe Cates and Walter Miller, who produced and directed the last two CMA Awards

force, and its staffs in promotion, artist relations and publicity. Charlie Smith has been named manager of country music sales, headquartered here.

Danny Davis, who did a few "experimental" concerts with the Masters Tour, will replace Atkins at least for the coming year. Other members of the tour are Boots Randolph and Floyd Cramer, with occasional supplementation by Jethro Burns.

The tour henceforth will be booked by Creative Management, which also will handle Davis' fair dates, with the cooperation of Buddy Lee Attractions.

Bradley is considered a brilliant young producer whose entire life has been involved in music. He is the son of Owen Bradley, vice president and managing director of Decca here. The younger Bradley had managed the Forrest Hills Music Publishing Company, and was owner-manager of Bradley's Barn, an outstanding recording studio near here. He joined RCA in 1970 as executive director and Atkins' administrative assistant.

With this new-found freedom, Atkins will have "more time to work with RCA's roster of artists in planning and recording of their albums as well as more time to concentrate on his own albums and his other creative activities."

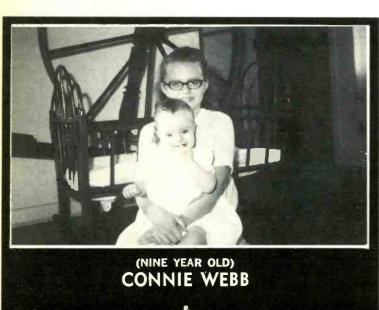
Atkins long has hinted of such a move, and it was assumed that when Bradley was brought to RCA, he was being groomed for

Pick

Hits



COLUMBIA'S RAY PRICE autographs a poster for Mrs. Jim Terry, wife of the president of the University of Texas at Arlington. Price was given a distinguished alumni award by UTA at homecoming ceremonies at



& (SEVEN MONTH OLD)

HAVE A NEW AND UNIQUE VERSION OF

"SANTA CLAUS IS COMIN' TO TOWN"

AMERICAN VOICES

**AMV-10** 

IFFEN MUSIC 216 APPLEWOOD LANE VIRGINIA BEACH, VA.

### With the "extra" show going back to NBC, Ford again will be NASHVILLE - Additional exmaster of ceremonies. Unlike the Awards show, this will feature talent only, and will have a "hit parade" sort of format. Talent already acquired for the show includes Lynn Anderson, Eddy

posure for country music on network television has been assured in a disclosure from the Country Music Association of a second national TV show.

This one, to be videotaped at the Grand Ole Opry House here Feb. 4-8, will be aired on NBC at a later, unannounced date. Prior last year, NBC had aired the CMA Awards shows here in October, hosted by Tennessee Ernie Ford. Last year the show was moved to CBS, with Glen Camp-

### Las Vegas in **Country Effort**

LAS VEGAS-A country music organization has been formed here to "discover, develop and en-courage performers and writers of

country music."
Founded by Deane Fountain, the club initially will work on a chart showing the "influences and milestones of important artists, songs, incomments cycles and other facts." instruments, cycles and other facts

instruments, cycles and other facts."
Fountain said there would be divisions of the organization which would include the "golden age" from 1923 to 1941, Western music, modern country, and both amateur and professional performers. In the future, Fountain said, a library and museum of country music would be located in this area.

**Windi Pacts** TV's Taylor

HOLLYWOOD—Buck Taylor, who is co-featured as young deputy Newly on TV's "Gunsmoke," has signed a recording contract with Windi Records of Manhattan Beach.

An initial LP will be produced by Gary Young for Kommittee Productions for release after the first of the year.
Young said it would be country oriented, some folk and pop to

give it a contemporary feeling.

م Star'

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

"A BABE, A STAR, A MANGER" DENNIS DUKE—Heart and Soul

"CALL OF THE WINE"-Johnny Dollar (Gemini) "HAPPY BIRTHDAY"—Sandy Posey (Columbia)

"FUNKY RIVER"-A. S. Hodge Jr. (Derbs)

"BIG DADDY 10/4"—Hillybilly John (N.S.)

"FROSTY THE SNOWMAN"—Lynn Anderson (Columbia)

"CHAMPAGNE BEFORE BREAKFAST"—Dee & Pat (Tarzana)

"LET'S DO SOME WALKING"-Ron Manning-Darla Ray (0.M.)

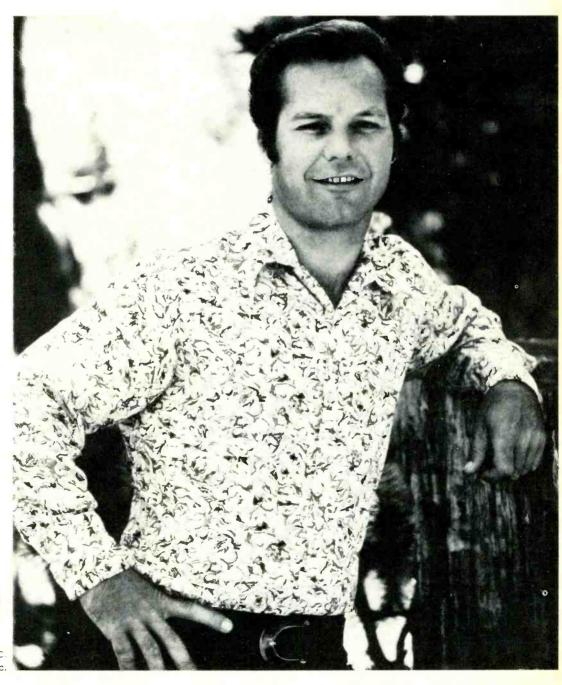
"WHAT IF IT RAINS"-Joe Combs (Music Towne) "TWEEDLEE DEE"—Jimmy Osmond (MGM)

ALBUM OF THE WEEK: GRACIE DEE (In A Country Mood)-RADA

For National record promotion and Distribution: Send records for review to: Brite Star Promotion, 728 16th Ave. So., Nashville, Tenn. Phone (615) 244-4064.

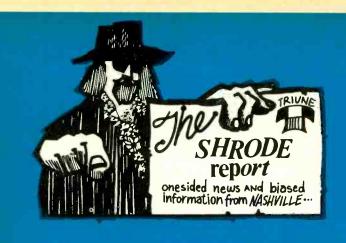
Brite Star's Pick Hits . . . Brite Star's Pick Hits .

# Hottry single! For You! Country Cries LLY 8.5004 Billboard's Hot Country Single No.64 Billboard, December 9, 1972





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SAYS

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For your FREE subscription to the Shrode Report, write on radio station stationery to:

> LINDEN STREET LIMITED 1717 Linden Street Nashville, Tennessee 37212

# Hot Singles Country Singles

★ STAR Performer—Singles registering greatest proportionate upward progress this week.

		* STAR Performer—Singles registering greate	st proport	ionare	upward progress this week.
This Week		TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee) Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee) Weeks on Chart
1	1	GOT THE ALL OVERS FOR YOU10 Freddie Hart & the Heartbeats, Capitol 3453 (Blue Book, BMI)	38	42	SHE'S MY ROCK
2	2	SHE'S TOO GOOD TO BE TRUE	39	40	ALL HEAVEN BREAKS LOOSE 6 David Rogers, Columbia 4-45714 (Uni-
3	3	SING ME A LOVE SONG TO BABY 11 Billy Walker, MGM 14422 (Venomous/Two Rivers, ASCAP)	40	41	chappell/Chappell, ASCAP)  KNOXVILLE STATION
4	5	FOOL ME Lynn Anderson, Columbia 4-45692	41	31	BABY, BYE BYE
5	6	(Lowery, BMI)  HEAVEN IS MY WOMAN'S LOVE 13  Tommy Overstreet, Dot 17428 (Famous) (Famous/Ironside, ASCAP)	1	54	DO YOU KNOW WHAT IT'S LIKE TO BE LONESOME
6	7	WHITE SILVER SANDS	43	49	PASS ME BY
7	8	PRIDE'S NOT HARD TO SWALLOW 14 Hank Williams, Jr., MGM 14421 (Passkey, BMI)	44	35	FUNNY FACE
8	9	PRETEND I NEVER HAPPENED 9 Waylon Jennings, RCA 74-0808 (Nelson, BMI)	45	45	Donna, BMI) IT TAKES A LOT OF TENDERNESS 7 Arlene Harden, Columbia 4-45708
9	12	SHE'S GOT TO BE A SAINT	46	51	(United Artists, ASCAP)  EVERYBODY NEEDS LOVIN'
10	13	A PICTURE OF ME (Without You) 8 George Jones, Epic 5-10917 (CBS) (Gallico/ Algee, BMI)	4	71	Norro Wilson, RCA 74-0824 (Gallico/Algee, BMI)  RATED X
11	4	LONELY WOMEN MAKE GOOD LOVERS 16 Bob Luman, Epic 5-10905 (CBS) (Young World, BMI)	48	47	Loretta Lynn, Decca 33039 (MCA) (Sure-Fire, BMI)
12	11	THIS MUCH A MAN	40		Del Reeves, United Artists 50964 (Tree, BMI)
13	20	Marty Robbins, Decca 33006 (MCA) (Mariposa, BMI)  SOUL SONG 6	49	55	NEON ROSE 2 Mel Tillis, & the Statesiders, MGM 14454 (Tomale, ASCAP/Brougham Hall, BMI)
14	15	Joe Stampley, Dot 17442 (Famous) (Gallico/ Algee, BMI)  IS THIS THE BEST I'M GONNA FEEL 9	50	48	HE AIN'T COUNTRY
15	17	Don Gibson, Hickory 1651 (Acuff-Rose, BMI)	51	52	Red Steagall, Capitol 3461 (Robbins, ASCAP)
16	16	Mel Street, Metromedia Country 901 (Contention, SESAC)  LONESOME 7-7203	52	59	PAINT ME A RAINBOW
17	10	Tony Booth, Capitol 3441 (Cedarwood, BMI)	53	56	FOOL YOU 7
18	14	Bill Anderson, Decca 33002 (MCA) (Passkey, BMI) WHO'S GONNA PLAY THIS	54	57	O.B. McClinton, Enterprise 9059 (Stax/Volt) (Assorted, BMI)  OLD FASHIONED SINGING
10	14	OLD PIANO	55	58	George Jones & Tammy Wynette, Epic 5-10923 (CBS) (Altam, BMI)
19	26	I REALLY DON'T WANT TO KNOW , . 7 Charlie McCoy, Monument 8554 (CBS)	56	63	Jack Greene, Decca 33008 (MCA) (Tree, BMI)
20	23	(Hill & Range, BMI)  KATY DID	57	62	Sonny James, Capitol 3475 (Marson, BMI)
21	22	TO KNOW HIM IS TO LOVE HIM 7 Jody Miller, Epic 5-10916 (CBS) (Vogue, BMI)	58	_	Moondy, BMI)  THE LORD KNOWS I'M DRINKING . 1
22	21	Johnny Paycheck, Epic 5-10912 (CBS) (Jack & Bill, ASCAP)	59	65	Cal Smith, Decca 33040 (MCA) (Stallion, BMI)  IF IT'S ALL RIGHT WITH YOU 3
23	30	FERRY 5 Tanya Tucker, Columbia 4-45721 (Algee, BMI/	60	61	Dottie West, RCA 74-0828 (House of Gold, BMI)
24	34	Tree, BMI) SHE NEEDS SOMEONE TO HOLD HER 3 Conway Twitty, Decca 33033 (MCA) (Hello Darlin', SESAC)	61		Ronnie Sessions, MGM 14445 (Harvard, BMI) HELLO WE'RE LONELY
25	27		62	69	Patti Page & Tom T. Hall, Mercury 73347 (Hallnote, BMI)  IT RAINS JUST THE SAME IN
26	28	BMI)			MISSOURI 3 Ray Griff, Dot 17440 (Famous) (Blue Echo. ASCAP)
27	29		63	74	ALWAYS ON MY MIND/SEPARATE WAYS
28	32		64	64	Elvis Presley, RCA 74-0815 (Press/Rose Bridge, BMI)  MY HEART CRIES FOR YOU
29	33	SHE LOVES ME (Right Out of My Mind)	65	66	Doyle Holly, Barnaby 5004 (MGM) (Anne Rachel/Gladys/Massey, ASCAP)
30	18	Freddy Weller, Columbia 4-45723 (Young World/Center Star, BMI) YOU AIN'T GONNA HAVE OLD BUCK	66	68	Dick Curless, Capitol 3470 (Central Songs, BMI)
		TO KICK AROUND ANYMORE	67	67	Brush Arbor, Capitol 3468 (Jondora, BMI)
31	19	TAKE IT ON HOME 17 Charlie Rich, Epic 5-10867 (CBS) (House of Gold, BMI)	68	_	Tex Ritter, Capitol 3457 (Evil Eye, BMI)  THE SHELTER OF YOUR EYES
32	44	OLD DOGS, CHILDREN & WATERMELON WINE	69	70	THANKS TO YOU FOR LOVING ME 3  Jerry Wallace, United Artists, 50964 (Tree,
33	38	ONE MORE TIME	70	75	BMI)  WE KNOW IT'S OVER
34	24	Billy "Crash" Craddock, ABC 11342 (Little David, BMI)  MY MAN	1		- ONE LAST TIME
35	50	(Algee, BMI)  I WONDER IF THEY EVER	72		Sue Thompson, Hickory 1652 (Milene, ASCAP)
		THINK OF ME	73	). -	B GOODBYES COME HARD FOR ME 2 Kenny Serratt, MGM 14435 (Shade Tree, BMI)  - I LIKE EVERYTHING ABOUT
36	39	Pat Roberts, Dot 17434 (Famous) (Warner- Tamerlane, BMI)			LOVING YOU
37	36	HAPPY, HAPPY BIRTHDAY BABY 8 Sandy Posey, Columbia 4-45703 (Arc, BMI)	75	7 -	- UNBELIEVABLE LOVE

### VMI's Bill Porter Writes CMA Sound Technique Aid

NASHVILLE—In its continued effort to serve membership in various ways, the Country Music Association is distributing a booklet prepared for CMA on sound tech-

The orientation pamphlet was prepared by Bill Porter, president of Vegas Music International and Porter Industries of Las Vegas. He originally got into sound engineer-

ing at the RCA studios here.

It describes the different types of microphones along with their applications, pickup patterns, fre-

quency response, prices, mixers, operating tips and loud speakers.

It also brings out the differences of sound equipment used in theater, nightclub, auditorium, music hall, school, meeting hall, church, gymnasium, chamber, or any other indoor or outdoor application.

Ted Harris chairs the CMA committee for this study. Earlier, CMA held a meeting for songwriters to seek their needs and improve their lot generally. Harris also chaired that conference.



BILLY DON BURNS, who has signed an exclusive writer's contract with Wilderness Music, runs through material with Wilderness president Harlan Howard.

### Nashville Scene

By BILL WILLIAMS

Anne Murray made her first appearance on the "Opry," and it was overwhelming. Following an introduction from Tex Ritter, the crowd gave her a tremendous welcome, an encore, and really shoot the place. The house hand knew the place. The house band knew her "Snowbird" well, but not her "Cotton Jenny." Capitol's Joe Deeters ran across the street to the Music Mart where Sue Klein came to the rescue, provided the disk, and the musicians learned it in a couples of minutes. Then they performed it flawlessly on stage for formed it flawlessly on stage for her. . . . Jim Ed Brown, just off his biggest year, is taking a month off to rest. He says next year looks even bigger, with Tandy Rice keeping him constantly on the road. . . Billy Walker has cut seven sides at MGM, trying to find the right one. He's now convinced he has two of them.

Steel guitarist Sonny Burnette has just married. Bride is the former Kathy Morris of Savannah, Tenn. . . . Johnny Carver and wife are parents of a fine boy, Casey Lee Carver, their first. . . . Gordon Terry, Jeannie Pruett and Webb Pierce played to a capacity house at a VA hospital benefit. . . Carol Lee Snow a welcome visitor backstage at the Opry. . . . Jackie Phelps has come through successful open heart surgery, and will be performing again relatively soon. ... Wilma Lee and Stoney Cooper say they had a free reign on pro-

duction as well as selection in

(Continued on page 44)

### **Dallas to Honor Hometown** Singers, Pride and Price

DALLAS—Charley Pride and Ray Price, both of whom make their homes here, were among those honored by the Dallas Press Club during its 14th Annual Com-munications Award Dinner Friday

Al Harding was general chairman of the event, which took place at the Statler-Hilton.

Former President and Mrs. Lyndon Johnson, the latter a one-time journalism major at the University of Texas, were on the guest list, and received special Katy Awards for their respective books, "Vantage Point" and "White House Diary."

Actress Dorothy Malone and Price, both Dallas natives, and Pride and Bob Lilly of the Dallas Cowboys, were presented with the first of the planned annual Dallastar Awards as "Outstanding Dallas Citizens who have brought acclaim and honor to Dallas" by choosing it as their home.

Master of ceremonies for the \$15 a plate formal affair was Mayor Wes Wise, a former radio and TV



FARON YOUNG executes a new contract with Mercury for a reported \$400,000 bonus. It is described as a long-term contract. Taking part, left to right, are producer Jerry Kennedy, Young and Billy Deaton,





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### Country Music

### Nashville Scene

• Continued from page 43

their soon-to-be-released Skylite

The Wilburn Brothers have completed their next TV show series, with such special guests as Ivory Joe Hunter, Charley Rich, Webb Pierce, Faron Young, Carl Smith, Jean Shepard and Tex Ritter. Linda K. Lance is having her tonsils out over the holidays, which should help ward off the persistent throat problems. This should sistent throat problems. This should give her fine voice even more resonance as well. . . Business offices for Tom T. Hall's various enterprises have been moved to downtown Brentwood, a Nashville suburb. They were located at his home, also in Brentwood.

Connie Eaton has her first Chart single out produced by Bill Walker, the great one from Australia. It's called "Love Is So Elusive."

the great one from Australia. It's called "Love Is So Elusive."

More big things keep happening to Tommy Cash, His appearance in the Thanksgiving Day Parade triggered many things.

The S.K. Dobbins who wrote hit songs for Duane Dee and Stoney Edwards is really Sherry Milsap, wife of Bob Milsap. Words of praise continue to come in from various jocks for country promo men Frank Mull (Mercury) and Biff Collie (UA). Tex Clark of Brite Star will handle promotion for Doyle Holly and Billie Jo Spears, both of the Buddy Lee Agency. Playboy Records purchased the master of "Hotel Christmas," written by Shel Silverstein for his latest discovery. Dave Woeller, a Northern California woodcutter. Ferlin Husky, with Don Gant producing, has cut his latest LP for ABC Dunhill at the Woodland Sound Studios.

After several weeks of negotiations, Quadraphonic Studio Complex, Inc. of South Florida has signed the six piece band Fatback to a five-year production agreement with Jamie Records.

to a five-year production agreement with Jamie Records.

### RCA/WPLO **Benefit Aids Two Charities**

ATLANTA-RCA put a full promotional push behind a charity

ATLANTA—RCA put a full promotional push behind a charity show here, held in conjunction with WPLO, and raised considerable funds for Cerebral Palsy and the Home for the Deaf.

The label, in cooperation with its artists, provided the services of Danny Davis and the Nashville Brass, Skeeter Davis, Charlie Walker, Pat Daisy, Norro Wilson, Johnny Russell, Dickey Lee, Connie Smith, Red Lane and Scotti Carson. Two additional guests from other labels donated their talents: Paul Richey of Dot and Charlie McCoy of Mounment.

The show, held at the Muncipal Auditorium here, drew a full-house. WPLO has extended an invitation to RCA to repeat the show

vitation to RCA to repeat the show

### HEAVY ACTION

"I'll Break Out Again Tonight' Darrell McCall

American Heritage Records

Dist. by: Shelby Singleton Nashville, Tenn.

**National Promotion** Little Richie Johnson Belen, N.M. 87002

# Country LP's

* 21/	AR Per	former—LP's registering proportionate upward progress t	his w	eek
This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Week	s (
1	1	THE BEST OF THE BEST OF Merle Haggard, Capitol ST 11082	13	l
2	2	A SUNSHINY DAY WITH	18	В
3	3	HAPPIEST GIRL IN THE WHOLE U.S.A. Donna Fargo, Dot DOS 2600 (Famous)	2	3
4	4	HERE I AM AGAIN Loretta Lynn, Decca DL 7-5381 (MCA)		3
5	6	GOT THE ALL OVERS FOR YOU  Freddie Hart, Capitol ST 11107	7	7
6	5	TOGETHER ALWAYS Porter Wagoner & Dolly Parton, RCA LSP 4761	12	2
Û	16	CHARLIE McCOY  Monument KZ 31910 (CBS)		
8	12	LYNN ANDERSON'S GREATEST HITS  Columbia KC 31641	(	6
9	10	WHEEL OF FORTUNE Susan Raye, Capitol ST 11106	10	0
10	7	I CAN'T STOP LOVING YOU/(Lost Her Love) ON OUR LAST DATE Conway Twitty, Decca DL 7-5361 (MCA)	13	3
血	14	MY MAN		5
12	8	ALL TIME GREATEST HITS Ray Price, Columbia G 31364	1	5
13	9	COUNTRY MUSIC THEN & NOW Statler Brothers, Mercury SR 61367	19	5
14	15	WHEN THE SNOW IS ON THE ROSES Sonny James, Columbia KC 31646	10	6
15	11	LADIES LOVE OUTLAWS Waylon Jennings, RCA LSP 4751	1	1
16	19	SOMEBODY LOVES ME Johnny Paycheck, Epic KE 31707 (CBS)		
17	17	IF YOU TOUCH ME (You've Got to Love Me) Joe Stampley, Dot DOS 26002 (Famous)	, 10	0
18	13	AMERICA: A 200 YEAR SALUTE IN STORY AND SO Johnny Cash, Columbia KC 31645	NG 1	5
19	23	LONELY WOMEN MAKE GOOD LOVERS	4	1
20	18	MISSING YOU  Jim Reeves, RCA LSP 4749		
21	20	TO GET TO YOU  Jerry Wallace, Decca DL 7-5349 (MCA)	2	5
22	29	GLEN TRAVIS CAMPBELL	3	3
23	26	BURNING LOVE (And Hits from His Movies) Elvis Presley, RCA Camden CAS 2595		
24	21	"LIVE" AT THE WHITE HOUSE Buck Owens, Capitol ST 11105		
25	22	THE STORYTELLER Tom T. Hall, Mercury ST 61367		
26	24	BEST OF CHARLEY PRIDE, VOL. 2  RCA LSP 4682  TIS NOT LOVE (But 14/2 Not Bod)		
21	41 25	IT'S NOT LOVE (But It's Not Bad) Merle Haggard, Capitol ST 11127 TRACES		
29	27	Sonny James, Capitol ST 11108  BABY DON'T GET HOOKED ON ME		
30	32	Mac Davis, Columbia KC 31770  BORROWED ANGEL		
31	28	Mel Street, Metromedia Country MCS 5001  TOM T. HALL'S GREATEST HITS		
32	31	Mercury SR 61369 REAL McCOY	2	5
33	38	Monument Z 31329 (CBS) HEAVEN IS MY WOMAN'S LOVE		
34	35	Tommy Overstreet, Dot DOS 26003 (Famous)  SINGS "MY FAVORITE SONGWRITER, PORTER WAGONER"  Dolly Parton, RCA LSP 4752	!	5
35	-	THIS MUCH A MAN Marty Robbins, Decca DL 7-5389 (MCA)		1
36	36	TURN ON SOME HAPPY Danny Davis & Nashville Brass, RCA LSP 4803		3
37	39	EXPERIENCE Porter Wagoner, RCA LSP 4810		
38	33	DELTA DAWN Tanya Tucker, Columbia KC 31742		
39	40	THE ROADMASTER Freddy Weller, Columbia KC 31769		7
40	42	Charley Pride, RCA Camden CAS 2584		-
40	<u>-</u>	Tony Booth, Capitol ST 11126		
42	44	JESUS WAS A CAPRICORN  Kris Kristofferson, Monument KZ 31909 (CBS)		
43	43	FOR THE GOOD TIMES Ray Price, Columbia K 30105 BEST_OF BAKERSFIELD		
44	43	Various Artists, Capitol ST 11111		1
43		Mel Tillis & the Statesiders, MGM SE 4870		

# International News Reports

### Canadian Singles Breakthrough In U.S. Market in Full Gear

By RITCHIE YORKE

TORONTO — The American breakthrough of Canadian produced singles appears to be under way with three strong titles breaking in the U.S. The latest Lighthouse single, "Sunny Days" on Stereo Dimension in the U.S., is entrepelled as a national U.S. top entrenched as a national U.S. top 30 item, with an album of the same name being rush-released.

The Edward Bear single of "Last Song" was a regional breakout in Detroit last week, jumping 10 positions on the CKLW chart and betions on the CKLW chart and becoming one of the most hotly
requested items on that station.
"Last Song" has been number one
for three consecutive weeks at
CKPT, Peterboro, an important
Ontario breakout station. CKPT
reports it "still very, very strong
at No. 1."

In addition, the Capitol single

In addition, the Capitol single jumped from No. 29 to 10 at CFRW, Winnipeg, another key breakout market. Capitol U.S. reports that the single is also break-

### **Producers** Set Up Assn.

PARIS-Seventeen French software video producers have formed a new trade organization, the Syn-dicat National de la Video-Communication, to group professional and legal efforts in what is still a

and legal efforts in what is still a very new industry in France.
One of the first aims of the SNVC is to draw up a standard contract with the French performing rights society, SACEM, and mechanical rights society, SDRM. Up to the present, most of the firms have been working on this problem individually. Now, talks are going ahead with the two societies and a statement is expected ties and a statement is expected shortly on their outcome.

The organization groups many

firms already operating in the pro-fessional and educational software fields. One of these, Mediscope, has been working on Philips VCR cassette programming for hospitals and is shortly to broaden its scope by renting on a monthly basis to

President of the SNVC is M. Jean d'Arcy, of the Multivision firm, who is a former USA director of the French state-owned radio-TV network, ORTF.

Another former ORTF executive, chairman of the Videogrammes de France combine likeling.

mes de France combine linking ORTF and the publishing group Hachette, is one of the vice presi-

The SNVC secretariat is at Tele 2000-Presse, 43, rue Faubourg Saint-Honore, Paris, Tel 265.3006.

ing in Nashville, New York and several markets in the Midwest.

A&M appears sure to have its

first big singles hit out of Canada with Keith Hampshire debut, "Day-time Night-Time." Following play on CKLW, the disk has spread rapidly to other markets including

A&M U.S. national promotion director, Harold Childs, said the Hampshire record was off and run-

ning Stateside. He also has strong hopes for the Valdy single of "Rock & Roll Man." A&M is also riding high with a single discovered and broken in Canada by Pete Beauchamp and Gerry Lacoursiere. It is the Blue Haze revival of "Smoke Gets in Your Eyes," an

English master.

It would appear that the Canadian doldrums of '72 may be coming to a rapid close.

### W. Germans Gearing for **Biggest-Ever Christmas**

HAMBURG-The West German industry is preparing itself for the biggest Christmas rush ever. Dealers in most major cities confirm that pre-Christmas trade has been prodigious.

The trend is very definitely away from the single and towards the LP. At the same time sales of five mark LP's are declining and LP's at 10 marks are becoming more and more popular. These are mostly party disks or albums of current hits.

Sales of the full price 22-mark LP have declined because of the heavy imports organized by a few dealer syndicates and most LP's by stars are selling now at between 16.50 marks and 19 marks.

In the midst of the general satisfaction with the Christmas trade, there is a note of discontent among dealers because of the tre-mendous boom in charity albums released by record companies. These albums, produced to aid public organizations and charities, have considerably reduced dealers profit margins.

### **Finland Seeks** 'Euro' Writers

HELSINKI-Yleisradio has invited 12 Finnish composers with domestic and international achieve-ments to write Finland's entry for the 1973 Eurovision Song Contest to be held in Luxembourg on April 3. Hitherto the preliminaries to find the Finnish entry has been

open to all Finnish citizens.
Each of the selected composers will submit one song, which will be performed at the local final to determine the entry on Feb. 3. The composers invited are Jaakko Salo, Esko Linnavalli, Rauno Lehtinen, Kari Kuuva, Seppo Paakkunainen, Eero Koivistoinen, Jukka Kouppamaki, Aarno Raninen, Lasse Martensson, Frank Robson, Valto Laitinen, and Lill-Jorgen Petersen

### ATV to Launch Label in U.K.; Welbeck in Revival

LONDON—ATV is planning to introduce its own label—Bradleys—next year and, in turn, Pye is to reactivate its Welbeck publishing company. Plans for the label and publishing firm were finalized last week following the return of ATV financial director Jack Gill, Pye managing director Louis Benjamin and ATV Music's Geoff Heath and ATV Music's Geoff Heath from the U.S.A. where they completed negotiations for the end of ATV's profit-sharing partnership with Don Kirshner. Both the label and Welbeck will begin operations on Jan. 1.
Bradleys will be distributed by

Pye and will serve as a sole record outlet for songwriters signed by ATV Music. Welbeck will only be able to publish copyrights by Pye

Bradleys will be run by Derek John, formerly with WEA, and Welbeck will be headed by former

Pye promotion manager Johnny Wise who, prior to joining the company spent a number of years with Lawrence Wright, now a wholly owned ATV publishing company.

It is now planned for ATV to set up its own music publishing company in America and top management for the firm is being set. Under the terms of the partnership, Kirshner has American subpublishing rights to the ATV music firms. At the end of the partnership on Dec. 31, ATV Music will be able to negotiate new subpublishing deals throughout Europe.

ATV retains copyrights originating from the U.K. company and Kirshner continues to hold copyrights emanating from the U.S. Bradleys will record writers in the contemporary pop idiom, and Heath says his aim is to develop the line into an album.

Said Dr. Wittgen, executive manager of the Federal Association of Specialist Music Shops in Bonn: "It's not the industry which is really contributing to these good causes but, rather, the retailers who sacrifice a high proportion of their profits."

These albums provide good promotion and publicity for record company artists. There are about 30 such albums on the West German market and about 10 of these

Yule Brings Rash of

Singles in England

usual crop of hopeful Christmas singles, and 1972 is no exception. There is a batch of single product already issued or about to become available all hinged on the annual festivity, even though the word Christmas is often absent from the

Every year sees the emergence of one single as a seasonal seller, whether it has any Christmas connotations. Last year it was Benny Hill's "Ernie (The Fastest Milk-man in the West)," and the year before it was "Grandad" by Clive Dunn.

An actual Christmas theme rarely makes it, although there is the usual interest in Bing Crosby's classic "White Christmas," other versions of the same Irving Berlin song, and often attention for "Rudolph the Red-Nosed Reindeer" and similar Christmas characters.

It seems 1972 may be an ex-

It seems 1972 may be an exception to the rule as a Christmas single with a Christmas theme is shaping up to outsell all the others. It is "The Little Drummer Boy" by the Royal Scots Dragoon Guards Band (RCA), the Scottish military pipe band which shot to international fame earlier this year with "Amazing Grace."

"We've pressed 120,000 advance

"We've pressed 120,000 advance orders already for the disk," an RCA spokesman told Billboard, "and we're confident it will be the Christmas single this year. A film unit has gone out to Germany to shoot a segment with the band for use in "Top of the Pops" on

The size of the advance order seems to give the Dragoons a clear lead, but there is some possibly formidable competition likely from a maxi-single by the Jackson Five (Tamla Motown). This contains "Santa Claus Is Coming to Town," "Some Day at Christmas" and "Christmas Won't Be the Same This Year," and, provided the Jedgen for forterity or and the Jackson fan fraternity are prepared to pay for such unusual material. Christmas might well not

terial. Christmas might well not be the same this year. John Lennon and Yoko Ono have recorded "Happy Christmas (War Is Over)" (Apple) with a black Harlem children's chorus, and Radio 2 DJ Tony Brandon has cut "Sleep Little Children" (Chapter One). Both these are al-

### From The Music Capitals of the World

### **BRUSSELS**

Middle of the Road were in Brussels to record a television spot on the French TV network for "Chansons a la Carte." They sang "Soley Soley" and "Bottoms Up."

Bill Withers on his European tour appeared on Flemish TV Nov. 26 and also made a personal appearance at the Antwern Arena

appearance at the Antwerp Arena Hall . . . Skin Alley are touring Belgium and performing at Liege, Hasselt, Leuven and Gent. Elvis Presley's world-wide television show from Hawaii will almost certainly be relayed in Belgium Jan. 15 or 16. . . . Andre Brasseur's new single, "Pursuit" has been selected as the signature tune for Europe No. 1's "Micro-

tune for Europe No. 1's "Microscope" program.

Demsey & Dover's "Highway Shoes" is being released in more and more territories. . . Following meetings in Brussels Nov. 14 between Stanley West, general manager Ampex Stereo Tapes International and Stanley J. Robins, managing director of EMI Belgium and Luxembourg has been renewed as of Dec. 15

AL DE BOECK

ready getting a good airing by the BBC.

The Syd Lawrence Orchestra has covered the immortal "White

Christmas" (Philips), and the Alex

has covered the immortal "White Christmas" (Philips), and the Alex Harvey Band have the longest seasonal title in the shape of "There's No Lights on the Christmas Tree, Mother, They're Burning Big Louis Tonight" (Vertigo). There's a "Reggae Christmas" by the Gable Hall School Choir (Trojan), and a soul-style "Christmas Time" with the Decoys (Polydor).

A Beethoven symphonic theme is the source of "Hymn of Thanksgiving" by the Hands of Time (Decca), and Father Christmas himself has been remembered in "Hey Whiskers, We Love You" by Charlie Jones (Columbia). There is some traditional fare with a difference from Otis Redding with "White Christmas" and "Merry Christmas. Baby" (Atlantic), and "The Christmas Song" and "I Wish You a Merry Christmas" by Little Eva and Big Dee (Pye). And there's also "Remember (Christmas)" by Nilsson (RCA), although apparently there's no actual reference to Christmas in the

although apparently there's no actual reference to Christmas in the

**NIGEL HUNTER** 

CBS has launched a massive Christmas promotional campaignone of the biggest ever in this country—which will include radio and TV advertising spots, newspaper and magazine space, special discotheque nights in Dublin and mobile discos in the provinces, a classical record recital in Dublin, and airings of disks in more than 130 cinemas throughout Ireland. Backing up the campaign is a catalog, "The Sound of Entertainment."

Shay Healy has a new disk, his Shay Healy has a new disk, his first for the recently launched Sole label. He calls it "The Shay Healy Light Relief Show" and it's a collection of four tracks, "The Kilmockeridge Hunt," "The Duodenal Waltz" (the only number, he claims, ever written about an ulcer!), "The Mooing Behind the Hill" and "The Country and Western Supersong." Because of the present troubled political situation, Emerson, Lake and Palmerhave postponed their Dublin visit this month. They were to have have postponed their Dublin visit this month. They were to have opened the Fillmore West, a new rock center in Bray, County Wicklow. The Fillmore used to be the Arcadia Ballroom. ... Horslips' first album is on the market. It was recorded early in November near Cashel, County Tipperary, using the Rolling Stones' mobile studio. The album, "Horslips Happy to Meet, Sorry to Part" is on their own Oats label. It comes in the most ambitious sleeve ever issued most ambitious sleeve ever issued by a local company. It's shaped like a concertina and opens out to reveal several color photos of the group.

KEN STEWART

### LONDON

Colin Hadley, Pye's director of sales, has resigned and will leave the company at the end of the month. Hadley, former head of EMI's World Records mail order subsidiary, joined Pye two and one-half years ago and his departure follows the resignations, earlier this year of two other directors, Geoffrey Bridge, now director of the BPI and Monty Fresky who partners Dave Miller in Damont Records, the company which re-leases the Stereo Gold Award budget label.

During his spell with Pye, Hadley has been responsible for the switch of Pye from van-selling to direct distribution and also initiated the graduated discount scheme for dealers, based on bulk pur-chases. His departure comes at a time when Pye is enjoying a spell of what managing director Louis Benjamin describes as "quiet suc(Continued on page 48)



THREE of the four members of the CBS/UK group, Capricorn, are shown on stage at the Third Yamaha World Popular Song Festival, Tokyo, where they won the Grand Prix. Festival was held Nov. 17-19 with 46 entrants from 37 countries participating. Group, shown left to right, is: Steve Prior, bass; Sue Avory; and Colin Travers, guitar. The drummer is not shown.

### Philippines Get New Copyright Law

Continued from page 1

and technology have made necessary the updating of the Copyright Law to give fuller protection to intellectual property and to encourage arts and letters."

The decree is highly comprehen-The decree is highly comprehensive and provides a greater incentive to intellectual creativity and production. It covers books, periodicals, dramatic compositions, musical compositions, paintings, sculpture, reproductions of art works, maps, cinematographic works, computer programs, prints works, computer programs, prints and pictorial illustrations, collec-tions of literary, scholarly or artions of literary, scholarly or artistic works, photographic pictures including Xerox, microfilms and photostats, ornamental designs, choreographic works, advertising copies and labels and tags as well. Any other process for audiovisual recordings is safeguarded.

The decree's provisions protects the rights of creators. There are also new provisions involving the rights of performers, producers of sounds, recordings and broadcast-ing organizations. Rights are conferred upon the

moment of creation whereas in the past, copyright was acquired only upon registration and publication of the work and compliance with other formalities.

The decree has also tried to avoid litigations by delineating rights in the case of joint authors, employes (government or private) and authors of composite works. However, in return for a more liberal copyright decree, the gov-ernment can demand royalties for the use of any work under its custody with the condition that no wrong information should be conveyed through alteration or revision of the manuscript.

The decree provides a set of conditions that ensures the public's right to general information for the propagation of knowledge and

A copyright was good only for 30 years, renewable for another 30, as long as the application was filed within the year of expiration.

No such limitation is now imposed.
The copyright is not only good during his lifetime but will also be enforced 50 years after his death.
Upholds 'Suite'

In giving literary or artistic creator continuing rights to proceeds of resale or lease of his works, the new decree upholds the "droit de suite" instituted in France. The decree defines the scope and beneficiaries of copyright. The decree states that copyright shall consist

in the exclusive right:

A. To print, reprint, publish,

copy, distribute, multiply, sell, and make photographs, photo-engravings, and pictorial illustrations of the works; B. To make any translation or other versions or extracts or arrangements or adaptations thereof; to dramatize it if it be a non-dramatic work; to convert it into a non-dramatic work if it be a drama; to complete or execute it if it be a model or design; C. To exhibit, perform, represent, pro-duce or reproduce the work in any manner or by any method what-ever for profit or otherwise; if not reproduced in copies for sale, to sell any manuscripts or any record whatever thereof; D. To make any other use or disposition of the work consistent with the laws of

The decree, however, prescribes certain limitations on copyright. When a work has been lawfully when a work has been lawfully made accessible to the public, the author shall not be entitled to prohibit its recitation or performance if done privately and free of charge or if made for strictly charitable or religious institution or society. Reproductions, translations and adaptations thereof destined and adaptations thereof destined exclusively for personal and private use cannot also be prohibited.

In case of works which are joint

creations, the decree states that the period of 50 years shall be counted from the death of the last surviving co-creator. The decree also applies the rule on co-ownership under the Civil Code with respect to works which are the products of joint efforts.

The decree also carries appropriate provisions on the duration of copyright with respect to anonymous and pseudonymous works.

Liabilities To ensure protection for copyrighted works, the decree imposes both civil and criminal liabilities in case of infringement. Among the civil remedies available under the decree to the owner of a copyright are the right to secure an injunction restraining such infringement and the right to claim for actual damages sustained. Infringement has also been decreed to be a crime for which the penalty is imprisonment not exceeding one year or a fine not less than \$200 nor more than \$2,000 or both, in the discretion of the court.

In connection with the rights and remedies of a copyright owner, it is important to stress the provisions of Section 26 of the decree on de-posit and notice, because under the said section, the failure of the copyright owner to comply with the requirements prescribed there-in bars such owner from recovering damages in an infringement suit.

Another innovative feature of the decree is the chapter on moral rights conferring upon the creator the right: A. To make alterations in his work prior to, or withhold it from, publication; B. To require that the authorship of his work be attributed to him; C. To object to any alteration of his work which is prejudicial to his requirement. is prejudicial to his reputation; D. To restrain the use of his name with respect to any work not his own creation of in the case of a

distorted version of his work. The decree also confers rights to performers, including actors, singers, musicians, dancers and other persons engaged in similar pursuits, such as the exclusive right to record or authorize the recording of their performance of any recording apparatus for image and/ or sound, and the right to authorize the broadcasting and the communication to the public of their performance. Violations of these rights are also actionable and entitle the performer to appropriate

**Producer Rights** 

The producers of sound recordings have been granted the exclusive right to authorize or prohibit the direct or indirect reproduction of their recordings and the marketing of these reproductions. Moreover, the decree says that when a sound recording is used with the intention of making or enhancing profit, the producer of the recording has the right to a fair remuneration from the user.

### Labels Begin Yule Campaign in U.K.

• Continued from page 1

are centered on high sales potential, and began in October with mobile showroom c ampaigns around the country. In album terms RCA is boosting the 22 LPs in its nostalgia sector in view of its special appeal in Christmas present possibilities for the "mums and dads market."

A rush RCA album release for the Yule season is the boxed set of the Marmaid Theater revue "Cow-

the Mermaid Theater revue "Cowardy Custard," based on the words and music of Noel Coward, and another boxed set already available in "The Sinatra/Dorsey Ses-

Other RCA LP's with seasonal potential are "This Is Nancy Sinatra," the reissued David Bowie album, "Space Oddity" and "The album, "Space Oddity" and "The album, "Space Oddity" and "Here Is Perry Como, Vol. 2," "Missing You" by Jim Reeves, "Burning Love" by Elvis Presley, and the new Lou Reed album "Transformer."

CBS Campaign
CBS is conducting a "Sound of Entertainment" campaign, highlighting the strongest areas of its catalogue. There are 4 ft. x 3 ft. four-colour centerpieces available for 450 window displays throughout the country, and 175,000 free copies of a 34-page booklet giving a comprehensive list of available product for the general public to product for the general public to

Polydor has "Carols From Worcester Cathedral," "Slayed?" by Slade, and The New Seekers "Live at the Royal Albert Hall," and at the Royal Albert Hall," and among the Decca group fare is "Ring-A-Long With the Pallos" featuring Jestler Jackie Pallo and his family (Chapter One) and "It's Hogmanay With Jim McLeod" (Beltona) (Beltona).

MCA is nostalgia conscious with a marketing drive on its Bing Crosby repertoire, tying in with his Star of the Week slot on Radio 2 from December 18 and centered on the release of the five-LP series "A Musical Autobiography of Bing Crosby" as well as the dozen or so existing Crosby albums in the

existing Crosby albums in the catalogue.

United Artists Records is celebrating 1972 as "a good vintage year," according to sales and marketing manager Dennis Knowles, with a 2 ft. blow-up of a large bottle of wine motif, whose label refers to UA product, for window display around the country. The label is also on a nostalgic kick with The Golden Age of the Hollywood Musical, containing eight of the famous melodies such as "Lullaby of Broadway," "We're in the Money," "42nd Street," "I Only Have Eyes for You" and "Shadow Waltz" which were featured in the lavish screen musicals produced by Busby Berkeley between 1932 and 1935 and the voices of Dick Powell, Ruby Keeler, James

Cagney, Joan Blondel, and Winifred Shaw with an introduction by George Raft. The release of the album marks the 40th anniversary of the production of "42nd Street," and is the result of two years of research and organization by UA executive and film buff Alan War-

**UA Product** 

Other UA product in the Christmas selling stakes are the "Man of La Mancha" soundtrack album and Don McLean, featuring all his own compositions except one and being imported from America in the volume of 100,000 copies. Pye also tends toward nostalgia with Golden Hour Presents "Nights in Vienna," "Those Tuneful Fifties" and, in a more recent vein, "Chartbusters of 1972." There will be national press advertising centered on a total of 20 LPs representative of Pye's disk reportoire.

sentative of Pye's disk repertoire. EMI has a rich Christmas shopping list ranging from the latest Studio Two stereo sampler Climax, "27 Top TV Themes and Commerand Theaterland Showstopcials' and Theaterland Showstoppers through "Another Flippin' Party" by Mrs. Mills, "This Is Reg Varney" and "The Best of Cliff Richard" Vol. 2 to "A Festival of Carols." Phonogram offers "Christmas With Nana Mouskouri" and "Favourite Christmas Carols" by the Blind Girls Choral Society. by the Blind Girls Choral Society.

**Budget Lines** 

On the budget front, Music for Pleasure's main Christmas promotion once more offers its formula of free, bonus records with orders for a variety of pre-selected packs. With all Christmas bonus orders, dealers receive a complete kit of colourful display material with a Christmas tree theme and the mes-Christmas with Music for Pleasure." Display pieces include a Christmas tree browser unit holding 75 LP's, plus streamers and wraparounds to transform MfP racks and browsers.

These Mfp reissues with particular potential are "White Christmas" lar potential are "White Christmas" by Nat King Cole and Dean Martin, "Tijuana Christmas" and "Christmas Carols From Guildford Cathedral," the latter having already notched up a staggering sales total of over 350,000. New Mfp product with Christmas in mind are "Ernie" by Benny Hill, "By Special Request" by Des O'Connor, and "Christmas With Love" by Geoff Love.

Pickwick International is con-

Pickwick International is confident in the sales prospects of "Christmas With Johnny Mathis," and is looking for healthy action on "Carols From Winchester Ca-thedral," "Have Yourself a Merry Little Christmas" by Frank Sinatra, "Christmas Hymns and Carols" by Mario Lanza, "Seasons Greetings" by Perry Como, "Elvis Sings Hits From His Movies," and a Trojan-originated album "Reggae Greats."

Broadcasting organizations are granted the following exclusive rights: A. To relay by wire or rebroadcast their broadcasts; B. To record in any manner, including the making of cinematographic films or the use of video tape, their broadcast for the purpose of making profit; C. To use such records for fresh transmission or fresh re-

The rights granted to performers, producers of sounds and broadcasting organizations are likewise subject to a period of limita-tion, which is 20 years from the end of the year the performance, recording or broadcasting was

on the matter of jurisdiction, the decree provides that all actions, suits and proceedings shall, regardless of the amount involved, be cognizable by Courts of First Instance. Appeals will be governed by the Rules of Court.

The decree sets a limitation to

The decree sets a limitation to the right to recover damages under its provisions by providing that no damages may be recovered under this decree after four years from the time the cause of action arose. Retroactive

The decree has retroactive effect, because by express provision the decree is made applicable to works in which copyright protection obtained prior to the effectivity of the decree is subsisting, provided that the application of the decree shall not result in the diminution of such protection.

The replacement of the old law was prompted by the following factors:

1. Act 3134, which was passed in 1924, did not anticipate with the future's tremendous progress in science and technology; 2. Such law only recognized one right and left unprotected other rights related to literary or artistic creation; 3. Inadequate safeguard for copyright to enable implementation of constitutional policy on the duty of the State to encourage arts and letters as well as scientific research and invention; 4. Right of the public to information or the dissemination of knowledge is not adequately provided for.

# MEAN MEXICO



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### EMI Tightens Pub Setup

dating its music publishing interests with the appointment of Ron white as group executive, music publishing and the formation of a management supervisory board for reviewing the group's policies.

The senior management appointments — which take immediate effect—follows EMI's recent acquisition of Affiliated Music, the holding company of Francis Day and Hunter, Feldmans and Robbins

In his new post, White will be responsible to EMI Group director Records, Len Wood, for planning and operation of all of EMI's music publishing activities and their various overseas subsidiaries.

Ron White, 50, originally EMI Records assistant managing director, moves to his new post from being director of coordination, group record staffs, a position he has held for the past two months.

Additionally, KPM managing director Jimmy Phillips has relinquished the post and will now act as a full-time special advisor. He will join Wood and White on the new management supervisory board. Wood explained that although Phillips would no longer act as KPM managing director he

would be involved on a day-to-day basis on policy matters. Wood added that Phillips would also be able to devote more time to his duties as a council member of the PRS and the MCPS.

At present, it is uncertain how EMI will strengthen its EMI will strengthen its music publishing interests. Wood said that it has always been EMI's policy to have its publishing com-panies part of its record operation overseas. Through its Affiliated acquisition EMI now has large publishing companies in France and Germany but whether these will be combined with Pathe Marconi and Bovema is still under dis-

In the management reorganiza-tion, Ron White will have two di-visions reporting directly to him,

operations and staff. The operations division includes the directors and general managers of Francis Day and Hunter, Feldmans and Robbins, Bert Corri, Ronnie Beck and Alan Holmes, plus KPM director and general manager Peter Phillips, and Pat Howgill, director and general manager of sheet music publishing and sales.

The executive staff includes financial controller Tony House, who was responsible for investigating the financial aspects of EMI's bid for Affiliated Music, Brian Lawrence, director of overseas coordination and director of seas coordination and director of administration, Peter Smits. House, Howgill, Lawrence and Smits also become directors of the four U.K. operating publishing companies, joining Wood and White.

### Tokyo Fest to Jamaican

TOKYO—A Jamaican reggae/pop artist, Ernie Smith, has been awarded the grand prize at the Third World Popular Song Festival, just ended here. Smith copped top honors from 22 international finalists, selected from thousands of original entries.

Smith's song, "Life Is Just for Living," which was written for the

festival, also shared top honors with "Feeling," the British entrant, by Peter Yellowstone and Jane Schwartz.

Schwartz.
Smith's string of prizes included a cash award of \$4,000, the choice of a car or diamond bracelet, and several plaques. He has also been commissioned to appear in a number of musical shows in this

Smith, a singer, composer and arranger, has played a significant part in the development of the reggae sound in Jamaica, and was winner of the Pop and Mento Medal, in that country's Music

Medal, in that country's Music Festival in 1965.

Other prize winners at the festival included Neil Sedaka's "What Becomes of My World," which won the Outstanding Composition Award, and British Singer Ginetta Rino and Dutch singer Ben Cramer, both of whom won \$1,000.

Miss Rino sang "I Can't Let You Walk Out of My Life," which was composed by Les Reed and was second on a list of 11 outstanding compositions. Sedaka's

outstanding compositions. Sedaka's song was sung by Britain's Tony Christie, who also won \$500 for an outstanding performance.

SJ, P & P

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### Import Firm Stirs Concern In Finland

HELSINKI—The appearance of a new Finnish company specializ-ing in record and cassette imports ing in record and cassette imports has caused surprise in the industry here, and renewed concern about illegal importation, hitherto strictly controlled by the Finnish branch of the International Federation of Phonographic Industries and TEOSTO, the Finnish composers copyright bureau.

Local recording companies are studying an advertisement which

studying an advertisement which appeared at full length in a Finnish pop consumer magazine. It stated that a Tampere-based company is importing all product direct from the U.S.A., Britain, France and Spain, including labels already represented and licensed in Fin-land. The company claims it can offer "hot product" well before it becomes available from the usual outlets, and that because of its overseas agreements it can sell all standard priced cassettes (\$6.70) with 30 percent discount.
Finnish record manufacturers

admit that investing and keeping track of such an operation is laborious. Usually independent importporters, who are offering cut-off and discount material. Though this latter has minimal appeal in the States, it is selling well in Fin-nish supermarkets and similar outlets, but represents only a minor irritation for the local disk companies. "Hot product" hit importations exert a more serious effect, as has been noted in Britain, West Germany and Sweden.

A music industry spokesman stated that all suspected cases of illegal importing are investigated, and if necessary, referred to legal authorities and TEOSTO, which is involved with mechanical copyrights and performing rights.

# From The Music Capitals of the World

• Continued from page 45

cess," with sales of the Golden Hour low-price series double last year and with full-price album product 80 percent up on the 1971 figure. Hadley, who also resigns from the board of Record Merchandisers, told Billboard, "My decision to leave is simply because I feel there is nothing further I can contribute to the development

can contribute to the development of Pye from my present position." He added that he would be announcing his future plans within the next two weeks.

Phonogram chairman Steve Gottlieb recently presented a silver disc to mark sales of 250,000 of Chuck Berry's "Ding a Ling" to Marv Schlachter, president of Chess/Janus. Schlachter was in London with GRT executives Stan Hoffman, Esmond Edwards together with American distributors who had won a weekend in Lonwho had won a weekend in London after a competition centered on Berry and called "A Dozen Berrys" which was a special marketing concept designed to stock American dealers in depth with 12 Chuck Berry from the Chess cata-Chuck Berry from the Chess catalog. . . . As part of its efforts to raise money to build 10 Lillian Board Cancer Clinics throughout the U.K., the National Council for Cancer Research has arranged with RCA for the release on an album, the proceeds of which will be donated to the clinics. The album, "Close to You," includes tracks by Jack Jones, Perry Como, Raymond Lefevre, Henry Mancini and the Glenn Miller Band. The artists the Glenn Miller Band. The artists and the executors of the Miller estate have agreed to donate all their royalties to the fund. It is understood that the National Council for Cancer Research requires around \$2,400,000 to build the

Cliff Richard, who has been produced for EMI's Columbia label by Norrie Paramor since his first record "Move It" in 1959, has begun to use other producers. Peter Gormley, Cliff Richard's manager, told Billboard, that the singer wanted to experiment with new producers and that Paramor would continue to be involved in certain continue to be involved in certain projects. He stressed that Richard and Paramor had not parted com-pany. Cliff Richard's latest single in the U.K., "Brand New Song," was co-produced by Paramor with New Seekers producer Dave Mc-Kay. Norrie Paramor has now been appointed the principal conductor of the Midland Light or-chestra and told Billboard that this position would eventually take up great deal of his time.

United Artists is issuing an album, "The Golden Age of the Hollywood Musical," featuring music from the spectacular dance sequences staged by **Busby Berkeley** in films between 1932 and 1935. in films between 1932 and 1935. A release for the album is also scheduled for America. The album, which has been in the planning for two years, was conceived by Alan Warner of UA. "The Golden Age of the Hollywood Musical" includes music from "42nd Street," "Dames" and "Footlight Parade." Singer-writer Neil Sedaka was in London recently to promote his "Oh Carol" record in the U.K. Sedaka also promoted his new record "Beautiful You" on RCA....

ord "Beautiful You" on RCA....
The Sweet have received a gold disk marking worldwide sales exceeding one million of their "Poppa Joe" single hit. The group begins a series of overseas dates next February beginning in Germany. ... Gilbert O'Sullivan has become the first ever artist to hold the top two places in the Swedish album charts. The albums, "Back to Front" and "Himself" have both sold in excess of 100,000 in Sweden. . . . March Artists, the agency arm of CBS has secured sole representation of Blackhill artists Kevin Ayers, Third Ear Band and Roy Harper. The deal was set by Andrew King and Peter Jenner of Blackhill and David Apps of March

### VIENNA

Polydor artist Brian Augur made Polydor artist Brian Augur made television recordings for the "Spotlight" pop show in Vienna. For the New Years "Spotlight" Esther Ofarim, the Pop Tops, Joe Dassin and Osibisa are scheduled. . . The International Fair for Office Supplies, called IFABO '73, which will take place here from May 20-23, 1973, will bring for the first time new audio-visual products. 1973, will bring for the first time new audio-visual products. . . . . Actor Michael Heltau, has made his first record "Statt zu reden" for Polydor. . . Jazz pianist Teddy Wilson celebrated his 60th birthday with the Dutch Swing College Band with a sell-out concert in the 2,000 seater Vienna Konzerthaus. . . A 15,000 dollar deficit for promoter George Wien was the result of a jazz concert in was the result of a jazz concert in the Vienna Stadthalle. Some 5,500 people came to the 12,000-seater Stadthalle to hear the Charles Min-gus Sextet, Jimmy Smith and Friends, the Cannonball Adderley Quintet, the Elvin Jones Quartet and the Giants of Jazz. Painter Arik Brauer has received his second gold record for his Polydor album "Arik Brauer."

Nathan Milstein made his first recordings for Deutsche Grammorecordings for Deutsche Grammophon Gesellschaft with the VPO in Vienna. . . . Commemorating the 50th anniversary of the death of the operetta composer Karl Michael Ziehrer, Philips has released an album with three records, featuring Gerda Scheyrer, Karl Terkal, Heinz Conrads, Sigrid Martikke and Ossi Kollmann. . . . Polydor released an LP with Viennese-songs, "Wean kannst net dasingen," by opera-singer Heinz Holecek.

MANFRED SCHREIBER

### MANFRED SCHREIBER

### TOKYO

The Little Angels played to a full house at the downtown Nippon Gekijo theater Nov. 19 although the opening show clashed with the final day of the third "World Popular Song Festival in Tokyo '72." To commemorate the 45-member troupes 93-day Japan tour, Nippon Phonogram is releasing "The National Folk Ballet of Korea" stereo LP album and one single produced from studio recordings made in Seoul, London and Tokyo. Record companies in Japan have shunned the popular song contest because the music copyrights become the property of (Continued on page 49)

### Mini-LP's **Bow in Prague**

PRAGUE—A new concept for the Czech record market is the release of mini-albums made up of four, five or six singles in various categories—pop, rock 'n' roll, brass band and country among them.

Tracks are taken from alreadyreleased albums, many of them issued on a license basis by Supraphon, and are sold for the price of conventional singles.

Among releases so far has been a collection of hits by the Beatles "She Loves You Yesterday," "She Loves You Yesterday," Bee Gees ("Massachussetts"), Hol-lies ("Just One Look") and Bill Haley ("Rock Around the Clock").
Other artists featured in the preChristmas release are Aretha
Franklin, Ray Charles, Johnny
Cash, Earl Scruggs, Stevie Wonder, Louis Armstrong, Supremes, Temptations, Four Tops and Gilbert Becaud.

A fifth mini-album contains four big local hits by Karel Gott and a country and western collection includes two tracks by Czech groups. Plans include the release of four of the most popular brass band recordings.

DECEMBER 16, 1972, BILLBOARD

### From The Music Capitals of the World

• Continued from page 48

the sponsor, Yamaha Foundation for Music Education.

Sam (The Man) Taylor and the Children's Choir of the Bulgarian Radio & TV are featured on the first two Sansui SQ regular matrix "Q" albums released Nov. 10/20 by Nippon Crown, an affiliate of Mitsubishi Electric (MGA). Nip-pon Crown, which continues to thrive solely on local recording, featured gypsy music by the Hungarian virtuosi, Orchestra Suha-Balogh, among its stereo LP album releases for October 1972.

The late Billie Holiday was resurrected" in Japan Dec. 5 with the first "nostalgia" recording to be produced by Victor Musical Industries under its new mechanical licensing agreement with Monmouth-Evergreen Records. The initial "Lady Day" release on the Nippon Victor label is to be followed by recordings by Josephine Baker, Maxine Sullivan and Lee Wiley. . . . Both "Feeling" by Peter Yellowstone and Jane Schwartz of England and "Life Is Just For Living" by Ernie Smith of Jamaica won \$3,000 grand prix Nov. 19 in the 3rd "World Popular Song Festival in Tokyo '72." Ginetta Reno, also from England, sang "I Can't Let You Walk Out of My Life" by Les Reed to tie with Ben Cramer of Holland singing "When You're There" by Harry de Groot for \$1,000 grand prix each as the best singers. One of dustries under its new mechanical each as the best singers. One of ten \$1,000 outstanding composi-tion awards went to England's

Neil Sedaka for "What Becomes of My Life?" and Tony Christie won an outstanding performance prize of \$500 for singing the song. Other outstanding performance Other outstanding performance awards went to Emmanuelle of Canada, Chung Hun Hi of Korea, and Zdzislawa Sosnicka of Poland The grand prix awards were presented to the winners before an audience of some 15,000 persons by Genichi Kawakami, chairman of the Yamaha Foundation for Music Education, which sponsored the 3-day festival. Emcees at the finals were Jo Shishido and Celia Paul. HIDEO EGUCHI

### **MEXICO**

Sensational was the debut in Mexico of Vikki Carr, who for the first time performed here at the Aristos. She drew 800 persons, accompanied by a 26-piece orchestra. She was introduced to the audience by Pedro Victoria and Aristos. dience by Pedro Vargas and Armando Manzanero. Miss Carr displayed a potpourri of Latin songs in Spanish and at the end of the same included another two songs in the same language. At the end of November, CBS Records had a party to celebrate its 25th anniversary. Big executives of Columbia-CBS records in the U.S. and other countries assisted in the cele-bration and foreign artists partici-pated such as Chicago, Tremelous, Johnny Mathis, Andy Williams, Los Cinco Musicales, Salome and Vikki Carr. . . European singer Tony Ronald is expected this week to do a short performance season.
... Roberto Jordan and his wife

## Halt Monaural **Pressings Soon**

PRAGUE—There has been a sharp decline in the last 12 months in interest in monaural recordings in Czechoslovakia and production may be stopped in the near future.

Up until now market research has shown that many record buyers still use old monaural equipment which would not obtain satisfactory results in reproducing stereo-compatible disks.

However, returns for the latest release of Supraphon's record club have a startling 77 percent in fa-vor of stereo while only 23 per-cent of the orders are for mono

Another surprise was the amount of orders on expensive multi-album sets. A four-album collection of music played on historic church organs brought in orders for 25,000 albums and Handel's Cocerti Grossi (four LP's) 20,000. A Rubinstein two-LP set of Chopin Nocturnes sold 22,000 albums with Rach's Leipzig Chorales by organ Bach's Leipzig Chorales by organist Alena Vesela (two records) selling 19,000 LP's.

will fly in mid-December to Spain to spend Christmas and New Year's in that country and at the same time to see the possibilities of performing in the future. . . Luis San Martin, international a&r of Musart Records, flew to Europe for a 12-day trip to sign distribution of European labels.

**ENRIQUE ORTIZ** 

### Czechs May Inelco, Phonogram Take 5 Edisons

and Phonogram had five albums honored in the popular section of the Edison Awards for 1972; Negram was awarded four Edisons, and CBS, CNR, Bovema, and Polydor each three.

The awards were decided by a jury consisting of Tineke Vos de Nooy, Elly de Waard, Willem Duys, Jip Goldsteijn, Frans de Kok, Joop de Roo and John J. Vis (president).

Records receiving awards, in alphabetical order of artist, are "Surf's Up"—Beach Boys (Brother Records); "The Rise and Fall of Ziggy Stardust"—David Bowie (RCA/Inelco); "Naturally"—J.J. Cale (Philips); "Into the Purple Valley"—Ry Cooder (Reprise); "Vrijblijvend . . . Gerard Cox"—Gerard Cox (CRS): "Moods"— Valley"—Ry Cooder (Reprise);
"Vrijblijvend Gerard Cox"—
Gerard Cox (CBS); "Moods"—
Neil Diamond (Uni); "Avec Le
Temps"—Leo Ferre (Barclay);
"Quiet Fire" — Roberta Flack
(Atlantic); "Gert & Hermien"—
Gert & Hermien (CNR); "Shaft"—Isaac Hayes (Stax); "Smackwater Jack"—Ouincy Lopes (A&M) ter Jack"—Quincy Jones (A&M); "De Jasperina Show"—Jasperina de Jong (Imperial).

de Jong (Imperial).

"Everybody's in Show-Biz, Everybody's a Star" and "Muswell Hillbillies" — the Kinks (RCA); "Avonturen van Pipi Langkous"—Pipi Langkous (Philips); "Michel Legrand"—Michel Legrand (Bell); "Saint Dominic's Preview"—Van Morrison (Warner); "Hello & Thank You"—Mouth & MacNeil (Decca); "Plankenkoorts"—Nederlands Hoop in Bange Dagen (Imperial); "Schmilsson" and "Son of Schmilsson" — Harry Nillson (RCA); "Rita Reys Sings Michel

Legrand"—Michel Legrand (CBS);
"Paul Simon"—Paul Simon (CBS);
"Stampeders"—Stampeders (EMI);
"Pudding En Gisteren"—Supersister (Polydor); "Cornelis Vreeswijk"
—Cornelis Vreeswijk (Fontana).

Nine of the 26 records honored were Dutch productions.

### **Brazil Takes** OTI Festival

MADRID — The Ibero-American festival of song (OTI) was held in Madrid, Spain, for the first time on Nov. 25. The following countries participated: Bolivia, Chile, Puerto Rico, Spain, Colombia, Poety, Argenting, Portugues of the colombia, Poety, Argenting, Portugues of the colombia and produced the colombia and produced the colombia and produced the colombia and produced the colombia. Peru, Uruguay, Argentina, Portugal, Venezuela, Brazil, Panama and Dominican Republic. The song from Mexico was disqualified because the lyrics did not meet the rules of the festival. First prize went to Brazil with the song "Diawent to Brazil with the song "Dia-logo," performed by singers Claud-ia Regina and Tobias, and Baden Powel on guitar.

Second place went to Panama with "Oh Senor," sung by Basilio. Third spot was won by Spain with "Nina," sung by Marisol. Fourth place was a tie between Rico's Chucho Avellanet "Por Ti" and Venezuelan Mirla's rendition of "Suenos de Cristal en Miel."

The two-hour program was televised via satelite to most of the participating countries and re-ceived in Puerto Rico with ex-cellent reception via Telemundo



# HITS OF THE WORLD

### BRITAIN

(Courtesy: Music Week)
\*Denotes local origin

\*Denotes local origin
This Last
Week Week

1 MY DING-A-LING—Chuck
Berry, Chess (Carlin)
Esmond Edwards
2 CRAZY HORSE—Osmonds,
MGM (Kolob) M. Lloyd/A.
Osmond

Stewart

5 CROCODILE ROCK—\*Elton
John, DJM (DJM) Gus
Dudgeon

3 WHY—Donny Osmond, MGM
(Debmar) Mike Curb/Don
Costa

3 WHY—Donny Osmond, MGM
(Debmar) Mike Curb/Don
Costa

16 BEN—Michael Jackson, Tamla
Motown (Jobete/Carlin)
Corporation

SOLID GOLD EASY
ACTION—\*T Rex, EMI
Tony Visconti

17 LONG HAIRED LOVER—
FROM LIVERPOOL—
Little Jimmy Osmond, MGM
(KPM) M, Curb/P, Botkin

18 LOKIN' THROUGH THE
WINDOW—Jackson 5,
Tamla Motown (Jobete/
Carlin) Hal Davis/
Corporation

18 ROCK ME BABY—David
Cassidy, Bell (Carlin) Wes
Farrell

13 LAY DOWN—\*Strawbs, A&M
(Summerland) Strawbs

12 STAY WITH ME—\*Blue
Mink. Regal Zonophone
(Cauliflower/Cookway) Blue
Mink

7 CLAIR—\*Gilbert O'Sullivan
MAM (MAM) Gordon Mills

10 I'M STONE IN LOVE WITH
YOU—Stvlistics, Avco
(Gamble-Huff/Carlin) Thom
Bell

21 SHOTGIN WEDDING—\*Roy
C. U.K. (Sparta Florida)

17 HI HO SILVER LINING—

13

14 15

16

17

19 20

22

(Gamble-Huff/Carlin) Thom Bell

21 SHOTGUN WEDDING—\*Roy C. U.K. (Sparta Florida)

17 HI HO SILVER LINING—
\*Jeff Beck, RAK Replay (KPM) Mickie Most

28 HELP ME MAKE IT
THROUGH THE NIGHT—Gladys Knight & the Pips, Tamla Motown (KPM) J. Bristol

15 LOOP DI LOVE—\*Shag, UK. (Jano) Jonathan King

8 LEADER OF THE PACK—Shangri-Las. Kama Sutra (Robert Mellin)

33 NIGHTS IN WHITE SATIN—\*Moody Blues, Deram (Tyler)
Tony Clarke

14 LET'S DANCE—Chris Montez, London (E.H. Morris)

HAPPY CHRISTMAS. WAR
IS OVER—John & Yoko/Plastic Ono Band/Harlem Community Choir, Apple (Ono/Northern) John & Yoko/Pilastic Ono Band/Harlem Community Choir, Apple (Ono/Northern) John & Yoko/Pilastic Ono Becca (Campbell/Connelly) Stavely Makepeace Prod.

23 KEEPER OF THE CASTLE—Four Tops, Probe (KPM) S. Barri/D. Lampert/B. Potter
19 OH CAROL/BREAKING UP IS HARD TO DO/LITTLE DEVIL—Neil Sedaka, RCA (Screen Gems-Columbia)

22 GOODBYE TO LOVE—Carpenters, A&M (Rondor) Richard Carpenter

36 LITTLE DRUMMER BOY—\*Royal Scots Dragoon Guards Band, RCA (Bregman/Vocco/Conn) Peter Karn

LITTLE DRUMMER BOY—
\*Royal Scots Dragoon
Guards Band, RCA (Bregman/Vocco/Conn) Peter Kerr
JUST OUT OF REACH (Of
My Two Empty Arms)—
\*Ken Dodd, Columbia
(Francis, Day & Hunter)
John Burgess
GETIING A DRAG—\*Lynsey
De Paul, MAM (ATV/
Kirshner) Gordon Mills
BIG SIX—\*Judge Dread, Big
Shot (B&C/Mooncrest) Bush
Prod.

30

30 BIG SIX—\*Judge Dread, Big Shot (B&C/Mooncrest) Bush Prod.
2 47 DON'T DO THAT—\*Geordie, Regal Zonophone (Red Bus) E. Elias/R. Danova
30 THE JEAN GENTE—\*David Bowie, RCA (Titanic/ Chrysalis) David Bowie
32 YOU'LL ALWAYS BE A FRIEND—\*Hot Chocolate, RAK (RAK) T. Wilson/E. Brown
32 BEEL GO AGAIN—Archie Bell & the Drells, Atlantic (Gamble-Huff/Carlin) Gamble-Huff/Carlin) Gamble-Huff Prod.
33 BABY DON'T GET HOOKED ON ME—Mac Davis, CBS (Screen Gems-Columbia) Rick Hall
34 SELECTED—Alice Cooper Warner Bros. (Carlin) Bob Ezrin
35 DONNA—\*10cc, U.K. (St. 32

Ezrin
DONNA—\*10cc, U.K. (St.
Annes) Strawberry Prod.
HI HI—\*Wings, Apple
(McCartney/Northern) Paul 39 20 40

McCartney
31\* I DON'T BELIEVE IN
MIRACLES—\*Colin Blunstone, Epic (Verulam) C.
White/R. Argent
45 COME SOFTLY TO ME—
\*New Seekers, Polydor
(Edwin E. Morris) Michael
Lloyd

VENTURA HIGHWAY-43 44

America, Warner Bros.
(Warner Bros.) America
HALLELUJAH FREEDOM
—Junior Campbell, Deram
(Camel) Junior Campbell
BURLESQUE—\*Family,
Reprise (United Artists)
Family/George Chkiantz 45

- BALL PARK INCIDENT—

\*Wizard, Harvest (Wood/
Carlin) Roy Wood

42 IT'S FOUR IN THE
MORNING—Faron Young,
Mercury (Burlington) Jerry
Kennedy

40 ONLY YOU—Jeff Collins,
Polydor (Sherwin) D. Arthey
CAN'T KEEP IT IN—\*Cat
Stevens, Island (Freshwater)
Paul Samwell-Smith

BIG SEVEN—\*Judge Dread,
Big Shot (Bush) Bush

**DENMARK** (Courtesy of IFPI)

1 JEG ER SA KED A—DEN HAENGER NED A—Lille Palle

HAENGER NED A—Lille Palle
(Polydor)

JIMMY LOVES ME—Olsen
(Philips)—Intersong

WIG-WAM BAM—The Sweet
(RCA)—Stig Anderson A/S

JEG SKAL ALDRIG TIL—Birthe
Kjaer (Philips)—Intersong

CLAIR—Gilbert O'Sullivan (MAM)
—April AB

EN TUR TIL MALLORCA—Fritz
og Erik (Odeon)

A TEENAGER IN LOVE—Donny
Osmond (MGM)—Belinda AB

SMEDENS VISE—Lille Palle
(Capa)

(Capa)

MOULDY OLD DOUGH—
Lieutenant Pigeon (Decca)— 9 GODDAG OG FARVEL—Maria

Stenz (Sonet)—Mork

11 FUP ELLER FAKTA—Bent Werder
(Sonet)—Gustav Winckler A/S

12 DET ER VORES BRYLLUPSDAG
IDAG—Bo Bendixen (Philips)—
Interconn

12 DET ER VORES BRYLLUPSDAG
IDAG—Bo Bendixen (Philips)—
Intersong
13 POPCRN—Hot Butter (Barclay)—
Gustav Winckler A/S
14 MEXICO—The Les Humphries
Singers (Decca)—Intersong
15 BURNING LOVE—Elvis Presley
(RCA)—Combine Music Corn.
16 INGEN TARER FOR MIN SKYLD
—Susanne Lana (Triola)—Mork
17 GARDEN PARTY—Rick Nelson
(MCA)—Intersong
18 JEG ER SA KED A—Gert Kruse
(Triola)—Mork
19 HVER TING I VORT—Bjorn &
A OKAY (Polvdor)—Intersong
20 BARE DER ER SOL I DINE
OJNE—Gustav og Bent (Sonet)—
Gustav Winckler

HONG KONG

(Courtesy of Radio Hong Kong)

(Courtesy of Radio Hong Kong)
This
Week
1 ROCK ME BABY—David Cassidy
(Bell)
2 NIGHTS IN WHITE SATIN—The
Moody Blues (Deram)
3 BEN—Michael Jackson (Motown)
4 SPACE MAN—Nilsson (RCA)
5 CLAIR—Gilbert O'Sullivan (MAM)
6 I BELIEVE IN MUSIC—Gallery
(Sussex)

5 CLAIR—Gitbert O'Sullivan (MAM)
6 I BELIEVE IN MUSIC—Gallery
(Sussex)
7 RUN TO ME—Bee Gees (Polydor)
8 YOU WEAR IT WELL—Rod
Stewart (Mercury)
9 IF I COULD REACH YOU—5th
Dimension (Bell)
10 BURNING LOVE—Elvis Presley
(RCA)
11 WHY—Donny Osmond (MGM)
12 SPEAK TO THE SKY—Rick
Springfield (Capitol)
13 LISTEN TO THE MUSIC—Doobie
Brothers (Warner Bros.)
14 I'D LOVE YOU TO WANT ME—
Lobo (Philips)
15 OOH-WAKKA-DOO-WAKKA-DAY
—Gilbert O'Sullivan (MAM)
16 ELECTED—Alice Cooper
(Warner Bros.)
17 GO ALL THE WAY—Raspberries
(Capitol)
18 LIVING IN HARMONY—Cliff
Richard (Columbia)
19 BLACK AND WHITE—Three
Doe Night (Dunbill)
20 SATURDAY IN THE PARK—
Chicago (CBS/Sony)

ITALY

(Courtesy of Discografia Internazionale)
\*Denotes local origin

This
Week
1 DONNA SOLA—\*Mia Martini
(Ricordi)—Come Il Vento/Pegaso
2 GIOCO DI BIMBA—\*Le Orme
(Philins-Phonogram)—Esedra
3 IL GABBIANO INFELICE—\*II
Guardiano del Faro (Ricordi)—
Iller/Puccio
-\*Santo & Johnny

Guardiano del Faro (Ricordi)—
Iller/Puccio

Iller/Puccio

IL PADRINO—\*Santo & Johnny
(Produttori Associati-Ricordi)—
Chappell

OUESTO PICCOLO GRANDE
AMORE—\*Claudio Baglioni
(RCA)—RCA Musica

ALONE AGAIN—Gilbert O'Sullivan
(MAM-Decca)—Sugarmusic

RUN TO ME—Bee Gees (Polydor-Phonogram)—Abigail Music &
Rohin Gibh

ROCKET MAN—Elton John
(Ricordi)—Dick James Music

VIENI VIA CON ME
(Taratapunzi-e)—\*Loretta Goggi
(Durium)—Bixio/Sam

10 POPCORN—\*La Strana Societa
(Fonit-Cetra)—Gallazzi
——TIII—\*Adriano Pappalarde
Causa

ropcorn—\*La Strana Socie (Fonit-Cetra)—Gallazzi 11 SEGUI LUI—\*Adriano Papp (Numero Uno-RCA)—Acqua Azzurra

(Numero Uno-RCA)—Acqua
Azzurra
12 COSA SI PUO' DIRE DI TE—
I Pooh (CBS-Messaggerie
Musicali)—Mclodi
13 QUANTI ANNI HO?—\*I Nomadi
(Columbia-EMI)—Voce del
Padrone
14 MARCIA DA ARANCIA
MECCANICA—Walter Carlos
(CBS-Messaggerie Muscali)—
Temoi Music
15 OH RABY, WHAT WOULD YOU
SAY—Hurricane Smith (Columbia-EMI)—Chappell
16 PRINSENCOLINENSINAINCII)—
SOL—\*Adriano Celentano (ClanMessaggerie Musicali)—Clan
17 VOGLIO STARE CON TE—\*Wess
& Dori Ghezzi (Durium)—Belwin
Mills Italiana

ILP's

Is onth

ORIGINAL SOUNDTRACK FROM

"A CLOCKWORK ORANGE"—
Walter Carlos (& others) (WBRicordi)

UMANAMENTE UOMO: IL
SOGNO—\*Lucio Battisti (Numero
Uno-RCA)

IL PADRINO E ALTRI FAMOSI
TEMI DA FILM—\*Santo &
Johnny (Produttori AssociatiRicordi)

ITRIOLOGY—Emerson, Lake &
Palmer (Island-Ricordi)
UOMO DI PEZZA—Le Orme
(Philips-Phonogram)

SO43—Mina (PDU)-EMI)
FOXTROT—Genesis (CharismaPhonogram)

CARAVANSERAI—Santana (CBSMessaggerie Musicali)

CATCH BULL AT FOUR—Cat
Stevens (Island-Ricordi)

NEL MONDO, UNA COSA—\*Mia
Martini (Ricordi)

OCTOPUS—Gentle Giant (VertigoPhonogram)

BACK ON THE FRONT—Gilbert
O'Sullivan (MAM-Decca)

SOUNDTRACK FROM "THE
GODFATHER"—\*Carlos Savina
(Paramount-EMI)
QUESTO PICCOLO GRANDE
AMORE—\*Claudio Baglioni
(RCA)

BLACK SABBATH, VOL. 4—
(Vertigo-Phonogram)

MARCIA DA ARANCIA
MECCANICA—Walter Carlos
(WB-Messaggerie Muscali)—
Chappell

ROMA CAPOCCIA—\*Antonello
Venditti (RCA)—IT/RCA

(WB-Messaggerie Muscali)—
Chappell
ROMA CAPOCCIA—\*Antonello
Venditti (RCA)—IT/RCA
UN ALBERO DI TRENTA PIANI
—\*Adriano Celentano (ClanMessaggerie Musicali)—Margherita
BLACK HAND—\*New Trolls
(Cetra-Fonit-Cetra)—Usignolo
MONDO BLU—\*Flora Fauna e
Memento (Numero Uno-RCA)—
Acqua Azzurra
WOMAN IS THE NIGGER OF
THE WORLD—John Lennon
& the Plastic Ono Band (AppleEMI)—Aromando
I GOTCHA—Joe Tex (MercuryPhonogram)—Union Music

### **JAPAN**

(Courtesy Music Labo, Inc.)

\*Denotes local origin
ONNA NO MICHI—\*Shiro Miya,
Pinkara Trio (Columbia)—Daiichi,
Nichion

Nichion
KASSAI—\*Naomi Chiaki
(Columbia)—Kaientai
AME—\*Eiji Miyoshi (Victor)— Shinko
KANASHIMIYO KONNICHIWA\*Magumi Asaoka (GAM)—J&K
DOKYUSEI—\*Masako Mori

Minoruphone)—Tokyo CHISANA TAIKEN—\*Hiromi Goh

Minoruphone)—Tokyo
CHISANA TAIKEN—\*Hiromi Goh
(CBS/Sonv)—Standard
ISARIBI KOI UTA—\*Rumiko
Kovanagi (Reprise)—Watanabe
HOLIDAYS—Michel Polnareff
(Epic)—April
KURUWASETAINO—\*Linda
Yamamoto (Canyon)—Fuji
ALONE AGAIN—Gilbert O'Sullivan
(London)—Review Japan
KYO NO NOWAKA AME—
\*Rumiko Koyanagi (Reprise)—
Watanabe
NIJI O WATATTE—\*Mari Amachi
(CBS/Sonv)—Watanabe
SASURAI BUNE—\*Shinichi Mori
(Victor)—Watanabe
ORIZURU—\*Hiroko Chiba (King)
—Watanabe
AISHU NO PAGE—\*Saori Minami
(CBS/Sonv)—Nichion
ANATA NO MAE NI BOKU GA
ITA—\*Four Leaves (CBS/Sony)—
April
RENGE SO—\*Billy Banban (Kit)—
PMP
SENSEI—\*Masako Mori

RENGE SO—\*Billy Bandan (KITPMP
SENSEI—\*Masako Mori
(Minoruphone)—Tokyo
SATURDAY IN THE PARK—
Chicago (CBS)—U.A. Japan
YOGISHA—O Yan Hui Hui
(Toshiba)—Takarajima

MALAYSIA

(Courtesy of Rediffusion, Malaysia)

(Courtesy of Rediffusion, Malaysia)
This
Week

I'D LOVE YOU TO WANT ME—
Lobo (Big Tree)
2 WHY: LONELY BOY—Donny
Osmond (MGM)
3 SONG SBILERS—Raiders (CBS)
4 RUN TO ME—Bee Gees (Atco)
5 SPEAK TO THE SKY—Rick
Springfield (Capitol)
6 SATURDAY IN THE PARK—
Chicago (CBS)
7 BABY, DON'T GET HOOKED ON
ME—Mac Davis (CBS)
8 BLACK & WHITE—Three Dog
Night (Dunhill)
9 HAPPIER THAN THE MORNING
SUN—B.J. Thomas (Scepter)
10 SISTER JANE—New World (Rak)

**MEXICO** 

RIO REBELDE—Julio Iglesias

1 RIO REDILLE (Polydor) 2 ALONE AGAIN (Solo otra vez)— Gilbert O'Sullivan (London) 3 BEAUTIFUL SUNDAY (Domingo maravilloso)—Daniel Boone (Musart)
JUBILATION (Jubilacion)—Paul

JUBILATION (Jubilacion)—Paul Anka (Buddah) LONG COOL WOMAN IN A BLACK DRESS (La mujer de negro)—The Hollies (Capitol) VOLVERA EL AMOR—Virginia Lopez (Gas) CUANDO TU ME QUIERAS— Jose Jose (RCA) SIN TU AMOR—Indio (Philips) MIENTEME—Victor Yturbe "Piruli" (Philips) VOLVER VOLVER—Vicente Fernandez (CBS)

# LEST SELLING LP'S

This Month TITLE—Artist, Label & Number (Distributing Label)

ON THE CORNER

Miles Davis, Columbia KC 31906
ALL THE KING'S HORSES

Grover Washington, Jr., Kudu KU-07 (CTI)

TALK TO THE PEOPLE

Les McCann, Atlantic SD 1619

CHERRY Stanley Turrentine with Milt Jackson, CTI CTI 6017

UPERIDO NI PAMOJAS Ramsey Lewis Trio, Columbia KC 31096

LIVE AT THE EAST Pharoah Sanders, Impulse 9227

SUPERFLY Soundtrack/Curtis Mayfield, Curtom CBS 8014 (ST) (Buddah)

CHICAGO V 8 olumbia KC 31102

PUSH PUSH Herbie Mann, Embryo SD 532 (Atlantic)

MISSISSIPPI GAMBLER 10

Carlos Santana & Buddy Miles, Columbia KC 31308 12 STICK IT

Rich, RCA LSP 4802

SOUL ZODIAC Cannonball Adderley, Capitol SVBB 11025 13

M.F. HORN TWO 14 Maynard Ferguson, Columbia KC 31709 HIS GREATEST YEARS, VOL. 2 John Coltrane, Impulse AS 9223-2 (ABC)

THE AGE OF STEAM Gerry Mulligan, A&M SP 3036

INNER CITY BLUES 17 over Washington, Jr., Kudu KU 03 (CTI)

18 oundtrack/Isaac Hayes, Enterprise/MGM ENS 2-5002 (Stax/Volt) SMACKWATER JACK 19

Quincy Jones, A&M SP 4307 20 WATER FALLS

Klemmer, impulse AS9220 (ABC) 21 BEST OF PHAROAH SANDERS

Impulse AS 9229-2 (ABC) INNER MOUNTING FLAME 22 with Mahavishnu Orch., Columbia KC 31067

23 HAPPY PEOPLE

Adderley, Capitol ST 11121 FIRST LIGHT

Freddie Hubbard, CTI CTI 6013 THE EVOLUTION OF MANN

Billboard SPECIAL SURVEY for Week Ending 12/16/72

# What's Happening

• Continued from page 20

WHLC, Lehman College, Bronx, George Cauttero reporting: "Demon in Disguise," (LP), David Bromberg, Columbia; "No Secrets," (LP), Carly Simon, Elektra: "One Man Dog," (LP), James Taylor, Warner Bros. . . WRCU-FM, Colgate U., Hamilton, Rich Ferdinand reporting: "In the Can," (LP), Flash, Sovereign; "No Secrets," (LP), Carly Simon, Elektra; "Creedence Gold," (LP), Creedence Clearwater Revival Fantasy WDAR Dowling College Oakdale Garv Carly Simon, Elektra; "Creedence Gold," (LP), Creedence Clearwater Revival, Fantasy. . . . WDAR, Dowling College, Oakdale, Gary Levenson reporting: "Homecoming," (LP), America, Warner Bros.; "Best Of . . . Vol. II," (LP), John Coltrane, Impulse; "Keeper of the Castle," (LP), Four Tops, ABC. . . . Pennsylvania—WSRN-FM, Swarthmore College, Swarthmore, Roy Perry reporting: "Jack Schechtman," (LP), Jack Schechtman, Columbia; "No Secrets," (LP), Carly Simon, Elektra; "Mountain Mama," (LP), Dianne Davidson, Janus. . . WXPN-FM, U. of Pennsylvania, Philadelphia, Andrew Pincus reporting: "Do Ya," The Move, United Artists; "Highway Star," Deep Purple, Warner Bros.; "I Don't Want to Play," Ellen McIlwaine, Polydor. . . WKUL, WKUL-FM, Waynesburg College, Waynesburg, Gary Olsen reporting: "In the Can," (LP), Flash, Sovereign; "House of Memories," Willie Roundtree, Chelsea; "Let It Rain," Eric Clapton, Polydor. . . WRCT, Carnegie-Mellon U., Rain," Eric Clapton, Polydor. ... WRCT, Carnegie-Mellon U., Pittsburgh, Brad Simon reporting: "Foxtrot," (LP), Genesis, Charisma; "Sophomoric," (LP), Congress of Wonders, Fantasy; "Meeting of the Times," (LP), Rahsaan Roland Kirk/Al Hibler, Atlantic. Massachusetts—WERS-FM, Emerson College, Boston, Alan Dorfman reporting: "Oh Babe, What Would You Say," Hurricane Smith, Capitol; "The Divine Miss M," (LP), Bette Midler, Atlantic; "Jesus Was a Capricorn," (LP), Kris Kristofferson, Monument. . . WRBB-FM, Northeastern U., Boston, Donna Hochheiser reporting: "Skip Battin," (LP), Skip Battin, Signpost; "Montreaux Blues Festival," (LP), Various Artists, Excello; "Fly Walker Airlines," (LP), T-Bone Walker Polydor. WTBL Boston U. Boston Curt Hansen re-

Walker, Polydor. . . . WTBU, Boston U., Boston, Curt Hansen reporting: "Nervous on the Road," (LP), Brinsley Schwarz, United Artists; "Below the Salt," (LP), Steeleye Span, Chrysalis; "Jean Conio," Portid Provid Provide Artists; "Below the Salt," (LP), Steeleye Span, Chrysalis; "Jean Genie," David Bowie, RCA... New Jersey—WWRC, Rider College, Trenton, Bruce Austin reporting: "You're So Vain," Carly Simon, Elektra; "Crocodile Rock," Elton John, MCA; "Lifetime," (LP cut, In the Can), Flash, Sovereign. . . . WCCR, Camden County College, Blackwood, Leonard Emerle reporting: "For the Roses," (LP), Joni

Mitchell, Asylum; "Gypsy Cowboy," (LP), New Riders of the Purple Sage, Columbia; "Jesus Was a Capricorn," (LP), Kris Kristofferson, Monument. . . . WFDU-FM, Fairleigh-Dickinson U., Teaneck, Tony

Loving reporting: "War Heroes," (LP), Jimi Hendrix, Reprise; "Phil Spector Christmas Album," (LP), Various Artists, Apple; "Flash Cadillac & The Continental Kids," (LP), Flash Cadillac, Epic.

DECEMBER 16, 1972, BILLBOARD

### THE INQUIRER:

### Describe Your Best '72 Store Promotion

Jan Stewart, Banks and Clark Magnavox, Jasper, Ala.: "We announced over Radio Stations WARF-AM and WWWV-AM that we would reduce \$6.98 tapes to \$5.98 and \$5.98 LP's to \$4.98. It worked so well we stayed at those prices."

Mary Doyle, Sterling Camera Center, Sterling, Ill.: "Over 225 customers came in Sunday (26) between 1 and 5 p.m. and Monday (27) 6 to 9 p.m. with their children to have their pictures taken free with Santa Claus. Gary Stevens of our Dixon, Ill., store took the pictures. It helped record and tape sales and we also sold extra Christmas photo cards.

Patti Kearney, the Crescendo Room of McGuire Music Lafayette, Ind.: "Around Christmas, we always offer '10 Hours of Sound' free with any Hitachi or Toyo stereo phonograph we sell. By '10 Hours of Sound' we mean any 10 LP's free from our store's entire inven-

tory.

Al Giegel, Montgomery Ward, Chicago: "Radio and TV spots offering the \$9.88 Motown four-record set for sale in our stores. We provided in-store signs, dumps and browsers for the promotion."

Janet Ryan, Ryan's Stereo Tapes, Storm Lake, Ia.: "Annually we

buy the front page of a 13-county Community Guide right before Christmas. The ad discounts everything in the store. We gift-price \$6.98 tapes at \$4.77 and \$5.98 LP's to \$3.77 for just one weekend. (Continued on page 62)

### Indie Distribs Evaluate Assn.

• Continued from page 1

Sales, San Francisco. Others believed to have registered for the Hyatt Regency O'Hare meeting included: Howard Ring, Music Merchants of New England, Woburn, Mass.; Arman Boladian, Record Distributors of Detroit; Joseph Simone, Progress Record Distribu-tors, Cleveland, Ohio and Harold Lipsius, Universal Record Distrib-utors, Pennsylvania.

Malamud said recently that NARM seeks to serve all segments of the industry and has four separate a dvisory committees for manufacturers, rackjobbers, dis-tributors and retailers (Billboard,

### NARAS Countdown

LOS ANGELES — The five NARAS chapters held final screening sessions on all Grammy Award nominations Nov. 28 with record company executives sitting in to insure correct category placement of the entries. Recording academy members will get their primary ballots in mid-December. Nov. 18). It is also understood that Amos Heilicher, prominent Minneapolis wholesaler, would attend.

tend.
James Schwartz, Schwartz Bros.,
Washington, D.C., and Ernest
Leaner, United Dist., Chicago arrived Friday morning.
White said the meeting was set
to last most of Friday. He acknowledged Friday morning prior
to the gathering that the "possibility" does exist for a new independent distributor organization pendent distributor organization outside NARM and that this was one central issue to be hammered out here in what was a steering committee assemblage.

Various independent wholesalers imply that there may be a need to distinguish between distributors with rackjobber subsidiaries and those without, or "pure" distribu-tors, because of what is claimed to be the prevalent practice of manufacturers selling direct to the rack-linked wholesaler. This, along with the steady loss by independent distributors of lines to label-owned houses gives pure indies double concern.

### Mechanicals, Jukebox Royalty Increase Eyed

· Continued from page 1

per box a year for jukebox performance royalty on copyrighted music. Since that year, "there has been considerable inflation in the country."

The letter says "It has been proposed that the fixed royalty rates in the bill should be adjusted to reflect the rate of inflation during the period in which the copyrighted legislation has been necessarily delayed. It is argued that such adjustment is necessary to provide the equivalent in 1973 dollars of a sum determined to be reasonable in the mid-sixties."

The rate raises are based on the U.S. consumer price index for the average worker, which has jumped costs of goods and service 26.6 percent between 1967 and October 1972. Although there has been talk of a cost-of-living raise in the royalty rates, subcommittee counsel Brennan said there was some shock in the discovery that the index had gone up so high (Billboard, Sept. 9, 1972).

The proposal to raise the fixed rate of mechanicals and of juke-box royalty "has received some support among members of the copyrights subcommittee and it is certain to be actively considered by the subcommittee when it proc-esses the copyright bill," the letter

No public hearings are likely to be held on the Senate side, on this issue. The comments and the subcommittee vote will decide. Members who supported the 2.5 cents per tune mechanical rate and the \$8 per box jukebox rate in 1967 are expected to agree that these amounts must now, five years later, be in terms of 1973 dollars. Otherwise, the rates would work out to less than the amount of payments originally agreed to, the argument runs.

The letter made no comment on the subject of the Senate bill's proposed grant of performance royalty for copyrighted recordings played for profit by broadcasters and jukeboxes. The bill would charge jukeboxes \$1 per box per year for the record performance, in addition to the \$8 royalty to be paid for copyrighted music used on the records. Broadcasters would pay blanket license fees of 2 per-cent of net advertising revenues, and background music use would be 2 percent of the gross, with ex-emptions for small stations and music subscriber firms.

The Senate revision bill has been piloted by Sen. John L. Mc-Clellan (D., Ark.), past and present

Subcommittee. His legislation would also set up a Copyright Tribunal to review non-negotiated statutory rates, like the mechanicals and the jukebox royalties, every five years, and referee disputes. Reaction to the idea from concerned copyright interests has been mixed. Jukebox operators are dead set against the idea of a tri-bunal which presumably could recommend raises in rates.

### UA Spends \$500G on Mfg.

• Continued from page 1

Polymax is a chemical additive to vinyl resin, claimed by UA to improve sound reproduction by hardening groove surfaces, lubricating itself and resisting static attraction of dust. "But Polymax attraction of dust. But гогушах itself isn't enough to bring American records up to the quality of the best European disks," said Haerle. "We have to upgrade our entire process of making stamper molds and pressing the records." and pressing the records

So far, the UA pressing improvement program is at the phase of setting up quality control programs and blueprinting the new machinery layouts. Supervising is technical director Csab Hunyar, who recently rejoined the company after a period with MCA in the team de-

veloping a videodisk system.

During UA's previous period with Polymax, the additive was used mainly for specialty stereo lines, such as the premier "50 Guitars" series. It has not yet been decided how much of UA's future releases will be pressed in the Polymax process. But Haerle points out that the Los Angeles plant produces 50 percent of its output for other compresses and the New York and Proceedings of the Polyman Processes and the New York and Proceedings of the Polyman Processes and the New York and Proceedings of the Polyman Processes and the New York and Proceedings of the Polyman Processes and the Polyman Processes of the Polyman Proc for other companies and the New Jersey facility delivers 80 percent of its product to other labels.

Hearle Flays Quality
The German-born Haerle, who started in the U.S. in 1960 with Starday label, says flatly that American record pressing is "terrible" in comparison to the better European pressings.

"We feel at UA that the market is ready for better-manufactured records, even if it costs a few cents more," Haerle said. "Home playing equipment is better. The public has more musical sophistication. Pressing costs have been held nearly constant in the U.S. during the past decade as technology was used to make the process more economical. Now the trend should be to improve the quality of mass pressing."

The plant being converted to Polymax was among the first to switch to Lened automatic pressing machines in 1967. Haerle feels that disk quality upgrading has now become necessary in order to prepare for the coming switch to quadrasonic and also to compete effectively with tape.

"Let's face it, the industry is committed to the disk format because of its advantages in packaging and handling," said Haerle.
"As tape cartridge sound quality improves, record manufacturing standards have to keep up. Also, I am personally convinced that the industry will be mass-merchandising discrete quadrasonic disks with-in the next few years."

Haerle indicated that one of the first uses planned for the new gen-eration of Polymax recordings will be limited-edition pressings of about 2,000 on all future UA releases for distribution to broadcasters. "We need the best quality of record available for broadcast over today's FM equipment," he said.

### BEST BETS FOR **CHRISTMAS**

Below is a list of the best-selling LPs and best-selling singles to date. These charts have been compiled in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These charts have been running as a special buying and stocking

NOTE: Many new Christmas releases have not yet had the full opportunity to be reflected here.

### CHRISTMAS LP's

Pos. Title-Artist, Label & Number

- 1. CHRISTMAS SONG—Nat King Cole, Capitol SW 1967
- 2. MERRY CHRISTMAS—Bing Crosby, Decca DL 78128
- 3. CHRISTMAS ALBUM—Jackson 5, Motown MS 713
- 4. ELVIS SINGS THE WONDERFUL WORLD OF CHRISTMAS-Elvis Presley, RCA LSP 4579
- 5. HANDEL! MESSIAH—Mormon Tabernacle Choir, Columbia M2S-6207
- 6. GIVE ME YOUR LOVE FOR CHRISTMAS—Johnny Mathis, Columbia CS 9923
- 7. MERRY CHRISTMAS—Brenda Lee, Decca 74583
- 8. CHRISTMAS ALBUM—Barbra Streisand, Columbia G-30763
- 9. CHRISTMAS CARD—Partridge Family, Bell 6066
- 10. CHRISTMAS ALBUM—Andy Williams, Columbia CS 8887
- 11. WE WISH YOU A MERRY CHRISTMAS-Ray Conniff, Columbia CS 8692

- 12. LITTLE DRUMMER BOY—Harry Simeone Choir, Kapp 3450
- 13. CHRISTMAS ALBUM—Jim Nabors, Columbia CS 9531
- 14. NOEL—Joan Baez, Vanguard 79230

### CHRISTMAS SINGLES

Pos. Title-Artist, Label & Number

- 1. PLEASE COME HOME FOR CHRISTMAS—Charlie Brown,
- 2. JINGLE BELLS—Singing Dogs, RCA 48-1020
- 3. BLUE CHRISTMAS—Elvis Presley, RCA 447-0647
- 4. SLIPPIN' INTO CHRISTMAS—Leon Russel, Shelter 7328
- 5. GIFT OF GIVING—Bill Withers, Sussex 241
- **6. WHITE CHRISTMAS**—Bing Crosby, Decca 23778
- 7. JINGLE BELL ROCK—Bobby Helms, Kapp KJB-85
- 8. SILVER BELLS—Earl Grant, Decca 25703
- 9. LITTLE DRUMMER DOY—Harry Simeone Choir, Kapp KJB-86
- 10. HAPPY CHRISTMAS—John & Yoko & the Plastic Ono Band with Harlem Community Choir, Apple 1842
- 11. SANTA CLAUS AND HIS OLD LADY—Cheech & Chong, A&M 66021
- 12. MERRY CHRISTMAS DARLING—Carpenters, A&M 1236



Dear FIND Dealers:

"We've been able to get records we never could before through using FIND," says Frances Nel-son, assistant manager of Sybel's Golden Oldie Records in Fort Worth. The FIND catalog is particularly helpful, according to Ms. Nelson. "Records are listed by category, which is one major help," she says. "Also, the price is next to each item so the consumer knows up front what he or she will have to pay. Because of this, we find many customers paying in advance. The catalog on the whole is very informative.

"Oldies are big with us, as well as contemporary music," she adds, "and this is where we get a lot of help from FIND. Older soundtracks are easy for us to get, and so are records by big bands and artists such as Hank Williams, Judy Garland and Al Jolson. This helps us take advantage of the nostalgia craze at the moment as well as help people who naturally have an interest in these LP's."

The outlet advertises special orders and mentions FIND in the ads. The catalog is displayed on the counter, with sales personnel doing the actual order taking. "We know we're getting a re-peat business because of FIND." Ms. Nelson adds. 'We tell our customers that if we don't see the record they want in the FIND catalog, it's not available. So far, it's all worked out very well, including reasonable delivery time and the knowledge that we can get records we never could get before."

Dealer response to the new FIND catalog has been good so far, with buyers expressing satisfaction over the additional 7,000 releases in the new edition, as well as listings of new chart winners, this year's gold records and the listings of favorite "Best Of" "Greatest Of" LP's and and

With the holiday sesson almost here, it's more important than ever to specify UPS delivery to be assured of getting your spe-cial Christmas orders on time. And don't forget that the "Christ-mas Gift" service is still going strong and there is still time to get your orders gift wrapped and mailed to the appropriate partly with card enclosed, courtesy of FIND.

FIND Service International Box 755 Terre Haute, Indiana 47808 A.C. (812) 466-1282 Bill Wardlow, President and FIND Service International

9000 Sunset, Suite 415 Los Angeles, California 90069 A.C. (213) 273-7040 Candy Tusken



### SPECIAL MERIT PICKS

### POP

FRANK ZAPPA AND THE MOTHERS—Grand Wazoo. Reprise MS 2093

Frank Zappa has never been content to sit on his haunches and reap the glory for his past innovations. Ever treading onward & outward he and his beloved Mothers have created a new myth replete with musical accompaniment. "Mediocrates of Pedestrium" accompaniment. "Mediocrates of recostrium is surely the fiend of our time, "Cletus Awreetus" is the very personification of misguided benevolence. Stockhausen's Cage, never! Frank Zappa is his own man, the music was his, and now it's ours, do with it as you wish.

McKENDREE SPRING-Tracks. Decca (MCA)

McKendree Spring has been around for a McKendree Spring has been around for a long time and have never received the recognition that many people feel they deserve. Perhaps this excellent set will get them some of that recognition. Fran McKendree continues to be the leading force here, with strong cuts such as "Friends Die Easy II" and "Don't Keep Me Waiting," and the electric violin work of Michael Dreyfus is excellent as usual, especially on "Light Up the Skies." A strong LP from a fine group.

TRANQUILITY-Silver. Epic (CBS) KE 31989 TRANQUILITY—Silver. Epic (CBS) KE 31989
The first glimmering note of Tranquility's second album labels them as unmistakably British and likewise appetizingly palatable. The harmonies are in themselves a special joy placed on waves of rippling melodies and meshed with rosy cheeked lyrics. Amazingly enough each track contains that magic mark that spells "single." Satisfaction guaranteed on "Whip Wheel," "Dear Oh Dear," "Eagle Eye" plus seven more just as winning.

JIM NABORS—Sings the Great Love Songs. Columbia KC 31591

Jim Nabors has definitely proven long ago that he has the style and the voice to make it as a singer; this is another warm and wonderful album that his fans will certainly enjoy. Best cuts: "What Now My Love," "Love Is Blue," "Try to Remember."

BUDDY GUY—Hold That Plane. Vanguard VSD 79323

VSD 79323
Long recognized as one of the premier blues guitarists on the scene, Guy scores strongly here backed by a lineup that includes Junior Mance and Mark Jordan. "Watermelon Man" works perfectly within the lazz-blues format Guy chooses, while the self-penned title cut gives him the chance to demonstrate his vocal abilities. Other highlights include Willie Dixon's "I'm Ready" and Bo Diddley's "You Don't Love Me." As always, however, Guy's guitar is the focal point and he certainly lives up to expectations here.

WILLIAMS-With Love. Temponic TR

Joe Williams must be regarded as one of the music world's top jazz-pop vocalists, from his days with Count Basie's band to the present. This LP does nothing to alter that notion. Williams has one of those inimitable styles that every fan will recognize, and backed here by a full orchestra he includes highlights such as "Love Is a Feeling," "Always on Sunday," "I'm a Lucky Guy" and "Right Here in My Heart." All tunes penned or co-penned by Bob Friedman.

BILLY CHARNE-Sussex (Buddah) SXBS 7022 BILLY CHARNE—Sussex (Buddah) SXBS 7022
Fine recording in the country vein, highlighting the excellent voice of Billy Charne.
The type of material that can make it on pop, country or easy listening charts and dealers should note this wide appeal. Highlights include "I'm Going to Heaven," "You Must Not Do That Anymore," "Louisiana Woman," "Ida Red" and "Fresno Rodeo." Fine studio work from Carl Walden and Jerry Cole. Not a bad cut on the set.

### CHILDREN'S

ORIGINAL SOUNDTRACK-Kid Power, Pride

The television show, very big with the kids in the morning on Saturday, will be a big boost to sales of this LP, which has the theme of love and goodness and harmony between all races. "You've Got to Be Carefully Taught" is a cut that warrants airplay on progressive rock stations.

### ALBUM REVIEWS



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

### COUNTRY

DEL REEVES—Before Goodbye. United Artists UAS 6830

A new Del Reeves is generally a treat for any country fan, and this fine set is no exany country fan, and this fine set is no exception. Long one of the premier talents of country, he continues to produce sounds the purists can enjoy. The title cut is a standout, as is "Lay Me to Sleep," a beautiful ballad. Reeves can sing the traditional mournful country ballad as well as rockers such a "No Rings, No Strings," with equal skill. Other standouts include "Gathering of Memories" and "Before My Time."

MARTY ROBBINS—I've Got a Woman's Love. Columbia KC 31626

Columbia KC 31626
Marty Robbins is depicted musically here with not only newer material, but some of his previous releases on this LP. Dealers should note that while Robbins is now on another label, his product will sell on any label. Best cuts: "I've Got a Woman's Love," "The Best Part of Living," "Gone With the Wind."

HARRY McCLINTOCK-"Haywire Mac." Folk-ways FD 5272

ways FD 5272
Known as Haywire Mac to his fans on radio, in union halls and other places where I.W.W. members listened to music, McClintock, though he died 15 years ago, is just as relevant today as when he first sang his songs. Standouts include "Hallelujah, I'm a Bum," "Big Rock Candy Mountain," (which he wrote), "Anecdote on Joe Hill," "Tale: Marcus Daly Enters Heaven" and "Casey Jones." The material may sound somewhat primitive (recording techniques, mainly), but this makes the set none the less enjoyable.

### JAZZ

ART VAN DAMME QUINTET—The Many Moods of Art. BASF MC 25113

of Art. BASF MC 25113
Two great albums by Art Van Damme Quintet with songs such as "Autumn in New York," "I Get a Kick Out of You," and "When Your Lover Has Gone" highlighted. The mood is soft and low and although this quintet hasn't been on the chart for a long time, older jazz fans should recall how big they were years ago and stir up considerable sales on this special set.

THE DAVE PIKE SET-Riff for Rent. BASE

Excellent two-LP set with one album re-corded with the Berlin Philharmonic. Best cuts of this soft jazz set include "Riff for Rent," "Greater Kalesh No. 48."

OSCAR PETERSON-Exclusively for My Friends. BASF MC 25101

Very intriguing jazz with a soft-sell touch Oscar Peterson offers: "Perdido," "Body and Soul," "Moon River," and "I'm in the Mood for Love" with some highly innova-

WOODY HERMAN—The Raven Speaks. Fantasy 9416

fasy 9416

The great clarinetist Woody Herman has lost none of his touch over the years, as this set so clearly demonstrates. Still playing with a big band, and not sounding the least bit dated, highlights include "Fat Mama," "Alone Again (Naturally)," "It's Too Late" and "Reunion at Newport" Herman proves himself as capable in the standards as ever, but also able to adapt himself to today's hits.

VARIOUS ARTISTS—Newport In New York 72. Cobblestone CST 9025-2
The jam sessions from the 1972 Newport Festival, recorded at Radio City Music Hall, is a jazz collector's dream. Featuring the likes of Dizzy Gillespie, Stan Getz, Milt Jackson, Kenny Burrell, Big Black and Max Roach, this double LP is a double standout. The 18-minute "Night in Tunisia" is probably the highlight of the set, although each of the four sides are outstanding. Dealers should note this is an excellent package for display, with photos and bios of each star inside. Volumes 3 and 4 also available on same label.

RAHSAAN ROLAND KIRK & AL HIBBLER— A Meeting of the Times. Atlantic SD 1630

A Meeting of the Times. Atlantic SD 1630
This meeting of jazz giants is indeed a treat, with Kirk showing his multi talents on tenor and baritone sax, manzello, flute, clarinet, and Al Hibbler demonstrating some fine vocals. Highlights include "Do Nothin' Till You Hear From Me," "Daybreak," "Lover Come Back to Me," "This Love of Mine" and "Dream." Hibbler balances his vocals perfectly against the music of Kirk and the other excellent sidemen. A must LP for jazz collectors.

### BLUES

MISSISSIPPI JOHN HURT-Last Sessions. Vanguard VSD 79327

Vanguard VSD 79327
Mississippi John Hurt was a blues giant for years, but many members of the pop audience never heard of him until the advent of the U.S. folk boom in the early '60's followed closely by the British invasion. Here, alone with his guitar, he is brilliant. From the opening "Poor Boy, Long Ways From Home," through "Boys You're Welcome," "Let the Mermaids Flirt With Me," 'All Night Long' and "Goodnight Irene," he shows his genius. He was a master of his music and it's a pity he wasn't recognized sooner.

### ACTOON Records

### NATIONAL BREAKOUTS

SINGLES

There Are No National Breakouts This Week.

**ALBUMS** 

There Are No National Breakouts This Week.

### REGIONAL BREAKOUTS

### SINGLES

AFRICA . . . Thundermug, Big Tree 154 (Belsize Park, BMI) (DETROIT)

### **ALBUMS**

There Are No Regional Breakouts This Week.

101. SHE'S GOT TO BE A SAINT ......

### **Bubbling Under The** HOT TOO

.... Ray Price, Columbia 4-45724

102. I MISS YOU BABYMillie Jackson, Spring 131 (Polydor)
103. DAYTIME NIGHTTIME
104. TODAY I STARTED LOVING YOU AGAIN Bettye Swann, Atlantic 2921
105. THAT SAME OLD OBSESSION
106. LADY PLAY YOUR SYMPHONY Kenny Rogers & the First Edition,
Jolly Rogers 1001 (MGM)
107. WISH I COULD TALK TO YOUSylvers, Pride 1019 (MGM)
108. I'VE NEVER FOUND A MANEsther Phillips, Kudu 910 (CTI)
109. LATIN BOOGALOO
110. BECAUSE OF YOU (THE SUN DON'T SET) Kracker, ABC/Dunhill 4329
111. LIVING TOGETHER LOVING TOGETHER Tony Bennett, MGM/Verve 10690
112. I'M NEVER GONNA BE ALONE ANYMORE Cornelius Bros. & Sister Rose, United Artists 50996
113. LOVE STORYNino Tempo & April Stevens, A&M 1394
114. MELANIE MAKES ME SMILETerry Williams, MGM/Verve 10686
115. ALL TOGETHER
116. WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVIN'James Brown & Lynn Collins, People 14157 (Polydor)
117. AFRICAThundermug, Big Tree 154 (Bell)

### **Bubbling Under The** TOP DPS

### **★★★★ 4 STAR ★★★★**

### POP \*\*\*

CHUBBY CHECKERS' GREATEST HITS-ABKCO

EDMUNDO ROS and His Orchestra—This Is My World. London SP 44189 RONNIE ALDRICH/THE LONDON FESTIVAL ORCH. & CHORUS—Come to Where the Love Is. London Phase 4 SP 44190

GANDALF THE GREY—The Grey Wizard Am I —GWR 007 ROBBIE BASHO—The Voice of the Eagle. Vanguard VSD 79321

IGUANA—Lion LN 1011 (MGM) ELF—Epic (CBS) KE 31789

CARMEL QUINN-At Diamond Jim's. GPQ 5007 COUNTRY \*\*\*

### BEST OF GLENN BARBER-Hickory LPS 167

### JAZZ \*\*\*

VARIOUS ARTISTS—Newport in New York 72, Vol. 3 & 4. Cobblestone CST 9026-2 CANNONBALL ADDERLEY—Soul of the Bible. Capitol SABB 11120 GEORGE FREEMAN-Birth Sign. Delmark DS

NEW ERA-Observation, Expo E 81772

### GOSPEL ★★★★

SINGING AWARDS—In Concert "Sold Out."
Rainbow 5002

### SPOKEN WORD ★★★★

HARRY FLEETWOOD/SHOLEM ASCH—Readings From the Bible/Old Testament, Folkways FR 35502

### CHRISTMAS ★★★★

JOHNNY CASH FAMILY—Christmas. Columbia KC 31754

RC 31754

BURL IVES—Christmas at the White House.
Caedmon TC 9102

HILLSIDE SINGERS—Merry Christmas From the Hillside Singers. Metromedia KMD 1058

EUGENE ORMANDY/THE PHIADELPHIA

ORCH.—The Greatest Hits of Christmas. RCA
Red Seal LSC 3326

VARIOUS ARTISTS—Wishing You a Merry Christmas. RCA LSP 4793

GOLDEN ORCH. & CHORUS—Christmas Songs That Tickle Your Funny Bone. Wonderland LP 278

MOM AND DADS—Merry Christmas with the.
GNP Crescendo GNPS 2067

THE SINGERS UNLIMITED—Christmas. BASE MB 20904

DECEMBER 16, 1972, BILLBOARD

# Billboard Album Reviews





DON McLEAN-United Artists UAS 5651

Over a year has passed, one filled with anticipation as to what new "American Pie" should be sliced up by Don McLean. The wait is over, he has presented us with a plethora of haunting melodies and unforgettable lyrics. Each song is a novel, viewed through a form of optimistic melancholia. Sure to enchant are "Oreidel," "Oh My What a Shame," "Bronco Bill's Lament" and "If We Try."





SHEL SILVERSTEIN—
Freakers Ball
Columbia KC 3119
Shel Silverstein should not be heard by the prudish or faint of heart. He is a marvelous lyrical satirist. No cow is too sacred. No cause too celebre for him. The music is really wonderful, buoyant and hummable, every song packed with at least a guffaw. Progressive programmers will find themselves in a quandary choosing between the likes of "I Got Stoned and Missed It," "Don't Give a Dose to the One You Love Most," "Polly in a Porny" etc.





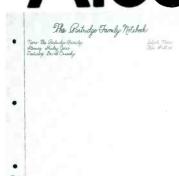
Bobby Short—
Is Mad About Noel Coward Atlantic SD 2-607
Short scored heavily with his LP of Cole Porter songs last year. He should do just as well with this set, a tribute to Noel Coward Top cuts include "The Younger Generation," "Never Again," "Poor Little Rich Girl" and "We Were Dancing." Short is a fine vocalist, pianist, arranger and allaround entertainer. This double set is a perfect gift item for the holiday season, combining a fine talent of today with the current nostalgia craze.





COUNTRY PAT BOONE-

PAT BOONE
First National Jesus Band
MGM SE 4877
Boone returns to his Nashville grass roots
of country religious with a top package
that has all the ingredients to move heavily
up the country chart and cross over pop
as well. It is one of the finest presentations of his career. Boone is in strong
voice with such numbers as "I Saw the
Light" (much singles hit potential here);
"Wait for the Light to Shine," "Me and
Jesus," "Turn Your Radio On," and a superb
reading of "Family Bible."





THE PARTRIDGE FAMILY-Notebook Bell 1111

With all of the TV exposure, plus the excellent hit-prone production of Wes Farrell, this album won't miss as a major seller. Best cuts: The current single, "Looking Through the Eyes of Love," "We Gotta Get Out of This Place," and "Love Must Be the Answer." Dealers should be aware that this is a Class-A-musically LP with such sidemen as Dennis Budimer, Tommy Tedesco and Hal Blaine sitting in.





KENNY ROGERS AND THE FIRST EDITION—
Backroads
Jolly Rogers JR 5001
The consistent chart-winning group has started its own label, handled by MGM. This super package is their initial entry. Program kicks off with their new single, "Lady Play Your Symphony," and includes strong cuts like the John Denver ballad, "My Sweet Lady," Merle Haggard's country ballad beauty, "Today I Started Loving You Again," and Barry Gibb's driving ballad, "Tell Me Why."





POP ROY ORBISON-Memphis MGM SE 4867

This is undoubtedly one of the best efforts that Roy Orbison has come up with in years. He's in-voice, the arrangements are more up to the level of the Orbison of olden days. Best cuts: "Memphis, Tennessee," "The Three Bells," a very intriguing "Danny Boy," and the exceptionally interesting "Why a Woman Cries" that has hit potential.





COUNTRY VARIOUS ARTISTS-

The Nashville Package Mercury SR 61375

Some tunes bear repeated packaging-especially most of the 15 tunes in this set. Best cuts: "Dang Me" by Roger Miller; "It's Four in the Morning" by Faron Young; "The Year That Clayton Delaney Died" by Tom T. Hall, and "White Lightning" by George Jones. Dealers will find this LP an automatic big seller.





AL KOOPER— Naked Songs Columbia KC 31723

One can safely consider this to be Al Kooper's most uniformly excellent album to date. The occasional spurts of genius are here but they are no longer the exception. His voice is darkly musty wrapped around smouldering piano riffs. The mood is brooding, intense, the pain just below the surface. Included is his rendition of John Prine's "Sam Stone," Sam Cooke's "Touch the Hem of His Garment" and Kooper's own "Jolie."



AND THE



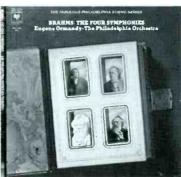


CAPTAIN BEEFHEART AND THE MAGIC BAND—
Clear Spot
Reprise MS 2115
Captain Beefheart (better known to his mother as Don) has done it again. Produced an album that creates its own irrelevant, largely cryptic inner sanctum. The uninitiated will? what their virgin ears are hearing. For openers, we suggest decoding "Big Eyed Beans From Venus." "My Head Is My Only House Unless It Rains" and, of course, "Nowadays a Woman's Gotta Hit a Man."





FLASH CADILLAC AND THE CONTINENTAL KIDS—
Epic (C8S) KE 31787
Flash and the Kids have been mesmerizing audiences throughout the country for over two years. They are the essence of the fifties without glitter and the rose-colored glasses with which we tend to view the past. These guys have singlehandedly tried to preserve those banes of yesteryear—acne and dandruff. Kim Fowley (who else) produced and the music is all basic, honestly tearful R&R. Cuts are "Mule Skinner Blues," "Endless Sleep" and "Crying in the Rain."





CLASSICAL EUGENE ORMANDY-

basic collection of the classics.

Brahms: The Four Symp. Columbia D3M31636

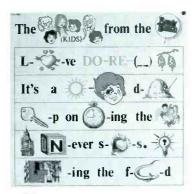
Ormandy and the Philadelphia Orchestra team with brilliant contemporary sound reproduction in a luxurious three-record boxed set of the four Brahms symphonies. This a Brahms reborn to brilliant drive and resounding climaxes. A cornerstone for any





PETULA CLARK-MGM SE 4859

The exceptional stylist is back bigger and better than ever! Her initial album for MGM is a superb blending of material, new and old, with performances to match. With strong support from the Don Costa arrangements and Mike Curb production, Miss Clark swings through her chart record, "My Guy," and includes the updating of "Baby I'm Yours," the ballad beauty "Your Heart Is Free Just Like the Wind."





THE KIDS FROM THE BRADY

BUNCH-Paramount PAS 6037

Christmas season should give added sales punch to this LP, which also has a popular television show going for it. Best cuts: "Ben" and "You Need That Rock 'n' Roll." Dealer should also place this in the children's browser box.

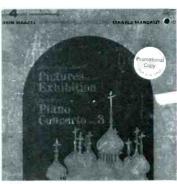




SOUNDTRACK

TAJ MAHAL-Sounder/Soundtrack Columbia S 31944

"Sounder" is one of this year's most poignant and genuinely moving films. Taj Mahal's music from the movie is quite lovely and unpretentious. Mahal is an incredibly proficient banjo picker. An air of authenticity pervades such songs as "Jailhouse Blues," "Cheraw" and "Needed Time." Latter is performed by Lightnin' Hopkins. Sure to appeal to those captivated by the movie and lovers of Taj Mahal alike.





CLASSICAL

LORIN MAAZEL/ISRAELA M GALIT/NEW PHILHARMONIA

Mussorgsky-Ravel: Pictures at an Exhibition/Prokofiev: Piano Con-

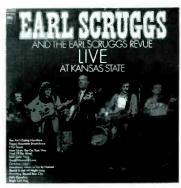
certo
Lorin Mazel powerhouses the New Philharmonia through a crisply explosive interpretation of the familiar "Pictures At an Exhibition." The conductor's wife, keyboard virtuoso Israela Margalit, teams with Mazel for an exciting and clear-cut display of Prokofiev's "Piano Concerto No. 3."



**DECEMBER 16, 1972** 



NEW SEEKERS—
Come Softly to Me
Verve MV 5090 (MGM)
The group's first LP entry for the label is by
for one of their finest, both artistically and
commercially. Loaded with programming cuts
for both Top 40 and MOR radio, the highlights include a rousing "How I Love Them
Old Songs," fine treatments of Albert Hammond's "Down By the River," Dylan's "Blowin' in the Wind," Feliciano's "Rain," plus
their new single, "Come Softly to Me" which
features Marty Kristian. Heavy chart potential.





EARL SCRUGGS AND THE EARL SCRUGGS REVIEW—
Live at Kansas State Columbia KC 31758
Earl Scruggs is without a doubt one of the greatest banjo pickers of all time. He's managed to avoid stagnation by flowing with the times. His sons, Randy and Gary, have helped him produce a sound for the revue that is highly palatable to rock enthusiasts and country purists alike. Strongest cuts include "Foggy Mountaine Breakdown,"
"T for Texas," and "Most Likely You Go Your Way (And I'll Go Mine)."





BLACK IVORY-

Baby, You Won't Change Your Mind

Today (Perception) TLP 1008

Black Ivory has always ranked high in the class of the soft soul crowd. Their latest album can only put them on top. Other than the superb title cut entry also includes: "Push Come to Shove," "One Way Ticket to Loveland" and "No If's And's or But's." Good production work by Patrick Adams and David Jordan.





CHRISTMAS

PHIL SPECTOR—
Christmas Album
Apple SW 3400
Phil Spector, one of the true geniuses of
the record industry, cut this LP for the
Christmas, 1963. Fans, who missed it, have
been searching ever since. Featuring Spector's top groups of the time, such as the
Ronettes, Crystals, Bob B. Soxx and the
Blue Jeans and Darlene Love, traditional
Christmas songs are done in the manner
Spector has been associated with. Though
this set was cut nine years ago it is as
much a masterpiece now as then.





PHIL SPECTOR-

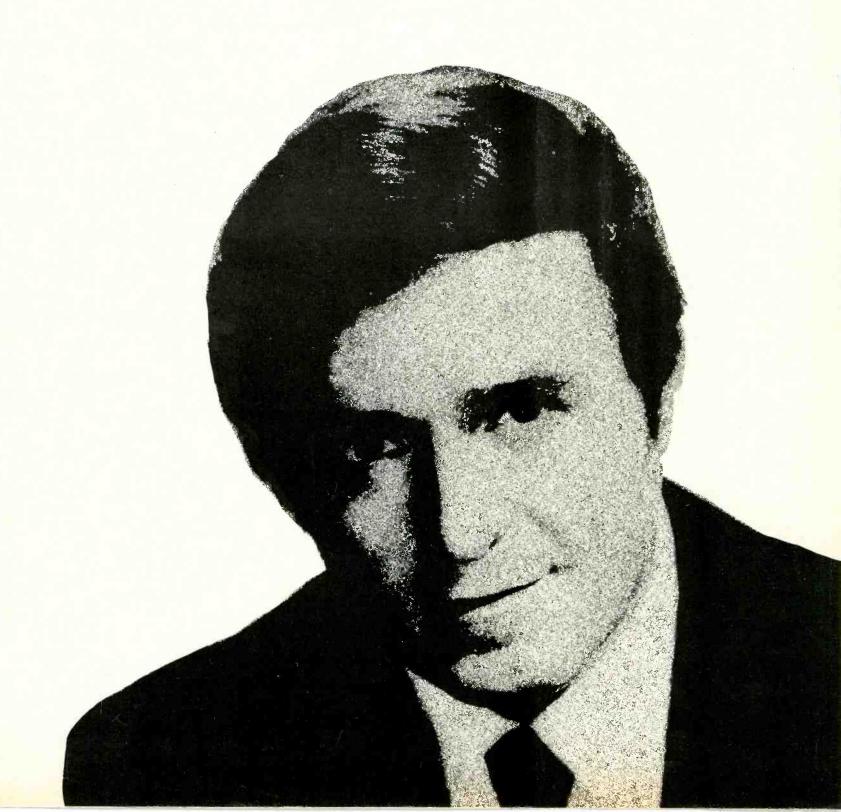


# Bilboard OP LP's & TAPE

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THIS W	LAST W	eeks	ARTIST		GASSETTE	REEL TO REEL	THIS W	LAST W	Weeks	ARTIST	8-TRACK	CASSETTE	REEL TO	THIS W	LAST W	Weeks	ARTIST	8-TRACK	CASSETTE	PEF! TO
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2	3	7	CAROLE KING Rhymes & Reasons			NA	37	32	21	EMERSON, LAKE & PALMER Trilogy Cotillion SD 9903				由	136	2	LONDON SYMPHONY ORCH. AND CHAMBRE CHOIR W/GUEST SOLOISTS			
3	2	18	Ode SP 77016 (A&M) TEMPTATIONS All Directions	t	+-	NA	38	47	6	BEE GEES To Whom It May Concern					85	6	Tommy Ode SP 99001 (A&M) RITA COOLIDGE	$\rightarrow$	_	N/
4	4	10	Gordy G 962 L (Motown)  CAT STEVENS	+-	+	-	39	40	12	Atco SD 7012  LUTHER INGRAM			NA	74			The Lady's Not for Sale A&M SP 4370			
	10		Catch Bull at Four A&M SP 4365							(If Loving You Is Wrong) I Don't Want to Be Right Koko KOS 2202 (Stax/Volt)	9			75	76	6	MELANIE Stoneground Words Neighborhood NRS 47005 (Famous)			N.
5	12	6	JETHRO TULL Living in the Past Chrysalis 2CH 1035 (Warner Bros.)				40	46	10				NA	76	67	24	CARLOS SANTANA & BUDDY MILES LIVE			
6	5	11	YES Close to the Edge	Ī			41	59	4	Big Tree 2013 (Bell) DIANA ROSS/SOUNDTRACK	_		NA	77	72	9	CHUCK BERRY		1	N
4	9	9	Atlantic SD 7244  AL GREEN I'm Still in Love With You	t			42	45	6	Lady Sings the Blues Motown M 758 D  DAVID CASSIDY			NA	78	69	25	Golden Decade Chess 2CH-1514 JIM CROCE		_	N
	10	16	Hi XSHL 32074 (London) SEALS & CROFTS	+	+	-	72	73	Ů	Rock Me Baby Bell 1109				7.5	JJ		You Don't Mess Around With Jim ABC ABCX 756			
18			Summer Breeze Warner Bros. BS 2629				43	34	21	THREE DOG NIGHT Seven Separate Fools ABC/Dunhill DSD 50118				79	61	13	RICHIE HAVENS On Stage Stormy Forest 2SFS 6012 (MGM)			
9	6	17	CURTIS MAYFIELD/SOUNDTRACK Superfly Curtom CRS 8014 ST (Buddah)			NA	44	48	10	TEN YEARS AFTER Rock & Roll Music to the World				80	105	4	BILLY PAUL 360 Degrees of Billy Paul			N
10	8	7	SANTANA Caravanserai		T		45	30	21	Columbia KC 31779 CHICAGO V			NA	81	71	27	Philadelphia International KZ 31793 (CBS)  URIAH HEEP	-		N
11	7	10	GRAND FUNK RAILROAD	+	+		46	64	6	LOGGINS & MESSINA				82	89	3	Demons & Wizards Mercury SRM 1-630  GRATEFUL DEAD			
12	11	17	Phoenix Capitol SMAS 11099 MICHAEL JACKSON	-	+	NA	47	37	27	Columbia KC 31748  ELTON JOHN				02	63	3	Europe '72 Warner Bros. 3WX 2668			
			Ben Motown M 755 L			,	48	35	14	Honky Chateau Uni 93135 (MCA) PARTRIDGE FAMILY				83	75	32	ROBERTA FLACK & DONNY HATHAWAY			
13	20	14	JOHN DENVER Rocky Mountain High RCA LSP 4731							At Home With Their Greatest Hits Bell 1107				84	83	9	JOHNNY MATHIS Song Sung Blue			,
14	16	9	BLACK SABBATH Black Sabbath, Vol. 4				49	33	23	LEON RUSSELL Carney Shelter SW 8911 (Capitol)			NA	85	73	22	Columbia KC 31626 NILSSON	_	+	_
15	17	10	Warner Bros. BS 2602  OSMONDS	-		+	50	149	2						07	P	Son of Schmilsson RCA LSP 4717			
	49	4	Crazy Horses MGM SE 4851  JAMES TAYLOR				51	52	6	MCA 2-8000 STYLISTICS			NA	86	87	5	PETER TOWNSHEND Who Came First Decca DL 7-9187 (MCA)			
16	-,,		One Man Dog Warner Bros. BS 2660				52	38	12	Round 2 Avco AC 11006 HUMBLE PIE			NA	107	155	3	CREEDENCE CLEARWATER REVIVAL Creedence Gold			_
17	15	19	ROD STEWART Never a Dull Moment				32	30		Lost & Found A&M SP 3513				88	88	27	DAVID BOWIE	+		-
18	18	54	MOODY BLUES Days of Future Passed				53	53	16	HAROLD MELVIN & THE BLUE NOTES  Miss You  (CRE)			NA				The Rise & Fall of Ziggy Stardust & the Spiders From Mars RCA LSP 4702			
19	13	15	THE BAND	-	+		\$	63	6	Philadelphia International KZ 31648 (CBS) FOUR TOPS Keeper of the Castle			NA	89	86	12	ANDY WILLIAMS Alone Again (Naturally)			1
	00		Rock of Ages Capitol SABB 11045			$\perp$	5 <b>5</b>	55	9	Dunhill DSX 50129 CHI-LITES			NA	90	80	15	Columbia KC 31625  B.B. KING Guess Who	$\exists$		1
20	26	5	BREAD Guitar Man Elektra EKS 75047				EC	44	26	Their Greatest Hits Brunswick BL 754184					132	2	ABC ABCX 759	-		_
21	19	12	LIZA MINNELLI Liza With a "Z"			NA	56	44	26	BOBBY WOMACK Understanding United Artists UAS 5577				91	70	-10	I Am Woman Capitol ST 11068			
22	14	14	MAC DAVIS	-		NA	57	51	25	Big Bambu			NA	92	78	19	JERMAINE JACKSON Jermaine Motown M 752 L			1
23	23	11	Baby Don't Get Hooked on Me Columbia KC 31770 JOHNNY NASH	-			58	42	19	Ode SP 77014 (A&M)  GILBERT O'SULLIVAN  Himself			NA	93	100	4	NEIL YOUNG/SOUNDTRACK Journey Through the Past			
			l Can See Clearly Now Epic KE 31607 (CBS)				59	54	9	MAM 4 (London)  J. GEILS BAND			NA	94	84	89	Reprise 2XS 5480  CAROLE KING	1	+	-
24	50	5	WAR The World Is a Ghetto United Artists UAS 5652							"Live"—Full House Atlantic SD 7421				95	97	5	Tapestry Ode SP 77009 (A&M) GORDON LIGHTFOOT	_	_	_
25	27	6	ELVIS PRESLEY Burning Love & Hits From His Movies				60	74	3	JOE COCKER A&M SP 4368			NA				Old Dan's Records Reprise MS 2116			
26	22	10	RCA Camden CAS 2595 GEORGE CARLIN	-	+	-	61	41	25	SIMON & GARFUNKEL  Greatest Hits Columbia KC 31350				96	103	3	URIAH HEEP The Magician's Birthday Mercury SRM 1-652			
27	24	23	Class Clown Little David LD 1004 (Atlantic)  NEIL DIAMOND		-	-	62	65	6	MALO Dos				97	77	18	JEFFERSON AIRPLANE Long John Silver	1		
			Moods Uni 93136 (MCA)				63	90	5	Warner Bros. BS 2652 STEVIE WONDER Talking Book			NA	98	137	2	Grunt FTR 1007 (RCA)  DUANE ALLMAN	+		
28	43	5	BARBRA STREISAND Live in Concert at the Forum Columbia KC 31760				64	56	24	Talking Book Tamla T 319 L (Motown)  CARPENTERS				99	79	24	An Anthology Capricorn 2 CL 0108 (Warner Bros.)  ELVIS PRESLEY			
29	25	12	FIFTH DIMENSION Greatest Hits on Earth			NA				A Song for You A&M SP 3511							Elvis Live at Madison Square Garden RCA LSP 4776			
30	21	17	DOOBIE BROTHERS	-	-	-	65	60	31	BILL WITHERS Still Bill Sussex SXBS 7014 (Buddah)			NA	100	163	2	RICK NELSON Garden Party Decca DL 7-5391 (MCA)			
	20		Toulouse Street Warner Bros. BS 2634				66	66	31	JETHRO TULL Thick as a Brick				1	114	4	KRIS KRISTOFFERSON Jesus Was a Capricorn			
T	39	7	WEST, BRUCE & LAING Why Dontcha Columbia/Windfall KC 31929			NA	67	62	24	Reprise MS 2072 ISLEY BROTHERS			NA	102	93	10	Monument KZ 31909 (CBS) ERIC CLAPTON	+	_	
12	70	3	AMERICA Homecoming	-		+	_	98	3	Brother, Brother T-Neck TNS 3009 (Buddah) JONI MITCHELL			NA		166	2	At His Best Polydor PD 3503 RASPBERRIES			
13	28	28	Warner Bros. BS 2655 CHUCK BERRY	-		NA	68			For the Roses Asylum SD 5057 (Atlantic)				103			Fresh Capitol ST 11123			
			London Sessions Chess CH 60020				69	57	20	VAN MORRISON Saint Dominic's Preview Warner Bros. BS 2633				104	81	11	JAMES GANG Passin' Thru ABC ABCX 760			
34	31	15	O'JAYS Back Stabbers Philadelphia International K7 31712 (CRS)			NA	70	58	9	DEEP PURPLE Purple Passages				105	110	9	MARK-ALMOND Rising		1	-
35	36	7	Philadelphia International KZ 31712 (CBS) BLOOD, SWEAT & TEARS New Blood		-	NA	☆	138	2	Warner Bros. 2LS 2644  CARLY SIMON			_	106	99	28	Columbia KC 31917 ARLO GUTHRIE			
			Columbia KC 31780							No Secrets Elektra EKS 75049							Hobo's Lullaby Reprise MS 2060			

# The new MIKE DOUGLAS His first single release "OLE BUTTERMILK SKY"

K-14453



	Ji		_P's & TAPE	107-	200				Chart	Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Depart-	PA	TAPÉ CKAG AILAB	ES			hart	Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal	PA	TAPE CKAG AILAI
	EX	Chart	STAR PERFORMER—LP's registering greatest proportionate upward progress this	P. A	TAPE ACKAG VAILAE	BLE	THIS WEEK	LAST WEEK	Weeks on C	ment of Billboard.  NA Indicates not available  ARTIST  Title, Label, Number (Dist. Label)	8-TRACK	CASSETTE	REEL TO REEL	THIS WEEK	LAST WEEK	Weeks on Ch	dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Seal indicated by colored dot).  ARTIST  Title, Label, Number (Dist. Label)	8-TRACK	CASSETTE
INIS WEEN	LAST WEEK	eeks on	ARTIST	8-TRACK	CASSETTE	EI TO REEL	138	-	1	PARTRIDGE FAMILY Notebook			NA	170	146	21	CHER Foxy Lady		
7	109	<b>≥</b>	Title, Label, Number (Dist. Label)  DAVID BOWIE	ထ်	5	REEI	139	141	4	SUPREMES			NA	171	175	3			_
	103	3	Space Oddity RCA LSP 4813				140		5	Motown M 756 L STEVE MILLER BAND	-		NA	170	174		Life Goes On A&M SP 4367		
3	96	21	CORNELIUS BROTHERS & SISTER ROSE United Artists UAS 5568				141	110		Anthology Capitol SVBB 11114				1/2	174	5	WAYNE NEWTON Can't You Hear the Song Chelsea CHE 1003 (RCA)		
)	82	50	ROLLING STONES Hot Rocks, 1964-1971				141	116	8	JOHN MAYALL Moving On Polydor PD 5036			NA	173	173	4	SHIRLEY BASSEY And I Love You So		
)	106	15	London 2PS 606/7 VIKKI CARR En Espanol			NA	142	143	9	BONNIE RAITT Give It Up				174	140	27	United Artists UAS 5643  OSMONDS		
+	95	26	Columbia KC 31470  EAGLES		-		_	165	2	Warner Bros. BS 2643 BETTE MIDLER			NA	175	144		Live MGM 2SE 4826		
			Asylum SD 5054 (Atlantic)  AL GREEN				144	122	00	The Divine Miss M Atlantic SD 7238				1/5	144	6	IT'S A BEAUTIFUL DAY At Carnegie Hall Columbia KC 31338		
	102	13	Let's Stay Together Hi SHL 32070 (London)				144	133	23	DONNA FARGO Happiest Girl in the Whole U.S.A. Dot DOS 2600 (Famous)			NA	176	167	8			
	113	4	RARE EARTH Willie Remembers			NA	145	131	30	DONNY OSMOND Portrait of Donny			NA	177	118	16			_
+	120	5	Rare Earth R 543 L (Motown)  DAVID BOWIE  The Manual Action Could Also Manual Action Could					177	2	MGM SE 4820	-		NA	170	170		O'Keefe Signpost SP 8408 (Atlantic)		
	115	A	The Man Who Sold the World RCA LSP 4816 FIRESIGN THEATRE			NA	146			Gypsy Cowboy Columbia KC 31930				1/8	178	4	GROUCHO MARX An Evening With Groucho A&M SP 3515 (2LPs)		
	113		Not Insane or Anything You Want To Columbia KC 31585				政		,	BYRDS Best of the Byrds, Vol. 11 Columbia KC 31795			NA	179	160	8			
	91	25	ALICE COOPER School's Out		6		148	135	8				NA	180	183	5			
t	125	2	JAMES BROWN				_	182	55	Polydor PD 3502				181	180	9	RAY CONNIFF & THE SINGERS		
-	92	22	Good Foot Polydor PD 2-3004 MAIN INGREDIENT			NA	150	117	13	Atlantic SD 7208 KINKS				182		- 1	Alone Again (Naturally) Columbia KC 31629 LOU REED		
	<i>J</i> 2		Bitter Sweet RCA LSP 4677			.,,				Everybody's in Show Biz RCA VPS 6065				-02			Transformer RCA LSP 4807		
	94	28	ROLLING STONES  Exile on Main Street				151	148	8	JOHN PRINE Diamonds in the Rough			ŊA	183	187	4	BOBBY VINTON All Time Greatest Hits		
-	123	18	Rolling Stones COC 2-29000 (Atlantic)  SMOKEY ROBINSON & THE MIRACLES				152	151	7	Atlantic SD 7240 SAVOY BROWN Lion's Share				184	184	4			
-	101	23	Flying High Together Tamla T 318 L (Motown)  FOUR TOPS			NA	153	157	4	Parrot XPAS 71057 (London)			NA	185	185	7	Glen Travis Campbell Capitol SW 11117 CHUCK BERRY		
			Nature Planned It				-			A Good Feelin' to Know Epic KE 31601 (CBS)			"		اليرا		St. Louie to Frisco to Memphis Mercury SRM 2-6501		
	108	44	ROBERTA FLACK First Take				154	168	2	EDGAR WINTER GROUP They Only Come Out at Night			NA	186	189	60	Soundtrack		
H	126	4	Atlantic SD 8230 CHARLIE McCOY			NA	155	122	34	CHI-LITES A Lonely Man				187	191	3			
H	171	2	Monument KZ 31910 (CBS)  JIMI HENDRIX				156	145	12	Brunswick BL 754179			NA	188	188	A	Sloppy Seconds Columbia KC 31622  RAY CHARLES		
L	104	40	War Heroes Reprise MS 2103							People Hold On Tamla T 315 L (Motown)			NA	100		ľ	Through the Eyes of Love		
	104	40	THE ALLMAN BROTHERS BAND Eat a Peach Capricorn 2CP 0102 (Warner Bros.)	ы		П	157	158	9	JOEY HEATHERTON The Joey Heatherton Album			ŊA	189	-	1	RICHARD HARRIS Slides		
	112	29	JACKSON 5 Lookin' Through the Windows			NA	158	169	7	JOHNNY RIVERS				190	196	3	STEELY DAN		
	159	3	Motown M 750 L LITTLE JIMMY OSMOND			NA	159	156	5	L.A. Roggae United Artists UAS 65650 MILES DAVIS			NA	101	195	11	Can't Buy a Thrill ABC ABCX 758 WISHBONE ASH		-
			Killer Joe MGM SE 4855							On the Corner Columbia KC 31906			NA	131	133	•	Argus Decca DL 7-5347 (MCA)		
L	107	36	HISTORY OF ERIC CLAPTON Atco SD 2-803				160	170	2	FLASH In the Can			NA	192	192	3	BOOTS RANDOLPH Plays the Great Hits of Today		
	130	10	Portrait of Sammy Davis, Jr.				161	162	5	Sovereign SMAS 11115 (Capitol)  JOHN ENTWISTLE				193	194	4	Monument KZ 31908 (CBS)  EARTH, WIND & FIRE		
	134	6	MGM SE 4852  MOTT THE HOOPLE All the Young Dudes			NA		176	2	Whistle Rhymes Decca DL 7-9190 (MCA) MAN OF LA MANCHA				194	193	4	Last Days in Time Columbia KC 31702  DANNY DAVIS & THE NASHVILLE		
-	111	18	Columbia KC 31750  GUESS WHO			_	162			Soundtrack United Artists UAS 9906	4				133	Ī	BRASS Turn on Some Happy		
			Live at the Paramount				163	164	15	GROVER WASHINGTON, JR. All the King's Horses			NA	195	200	2	YOUNGBLOODS		
		1	My Best to You			NA	164	126	11	TYRANNOSAURUS REX							High On A Ridge Top Warner Bros. BS 2653		
	139	6	MGM SE 4872  LYNN ANDERSON  Greatest Hits			NA	165	124	63	A Beginning A&M SP 3514  CAT STEVENS				196	186	8	GARY GLITTER Glitter Bell 1108		
	147	2	Columbia KC 31641  ALBERT HAMMOND	_		NA				Teaser & the Firecat A&M SP 4313				197	198	3	DION Suite for Late Summer		
	150		It Never Rains In Southern California		-		100	127	14	OTIS REDDING Greatest Hits Atco SD 2-801			NA	198	199	2	Warner Bros. BS 2642 TONY BENNETT		
	130		SHAWN PHILLIPS Faces A&M SP 4363			NA	167	-	20	KENNY LOGGINS W/JIM MESSINA Sittin' In				-	100	٦	The Good Things in Life MGM/Verve MV 5088		
	121	46	BREAD Baby I'm-a Want You			7	168	172	5	JONATHAN EDWARDS			NA	199	181	9	JOE WALSH Barnstorm		Ī
	119	12	BLOODROCK	-	-	NA				Honky Tonk Stardust Cowboy Atco SD 7015				200	_	1	JOAN BAEZ		
			Bloodrock Passage Capitol SW 11109				169	129	21	FOGHAT Bearsville BR 2077 (Warner Bros.)							Balladrock Yanguard 41/2		
)	LP	s &	Chi-Lites Eric Clapton Joe Cocker	10	02. 12	28	Fogha Four	t Tops .					95	Donn	y Osmo	nd y Osr			4
C	ooper Broth	ARTIS	Rita Coolidge 116 Ray Coniff and125 Cornelius Bros. & Siste	r Rose	18	74 81 08	Gary	Glitter Funk F	Railroa	London Symphony & d	Guests	.46, 1	67	Parte	idae Fa	mily	Barbra Streisand		• • •
ca	200			evival	i 8	48 37	Grate Al G	ful Dea reen	id			1	23	Poco					
			200 Danny Davis & the 173 Nashville Brass				Albert	Guthrie	ond .	Malo Mark Almond		1	62 05	John Bonn	Prine ie Rait	†	Temptations Ten Years After Three Dog Night		
В	es ennett Berry		38 Miles Davis		15	22 59	Richie Richa Joey	: Haven rd Harr Heather	is rton .	79 Johnny Mathis 189 John Mayali 159 Melania		1	78 84 41	Rare Raspi	Rand Earth berries	olph			.36
:	Sabbat	h	137 John Denver	17.10	7	70 13	Jimi	Hendrix		124 Harold Melvin & the B	luenot	es	53 43	Otis Heler Lou I	Reddin Redd Reed	g			
В	sowie		20 136 Dr. Hook & the Medicin	e Sho	w18	37	Isley	Brother	s	Steve Miller			21 68	John	ny Rive ey Rib	rs	& the Joe Walsh		
g		• • • • • •	180 147 Eagles		11	1	Jerma Micha	ine Jack el Jack	ckson son .	92 Moody Blues		i.	18	Rollii Diana	ng Stor B Ross	ies	War Grover Washington, J West, Bruce & Lang	lr	
• • • •	Carlin ers		Jonathan Edwards	r	16	8	Jackso James Jeffer	on 5 . Gang son Air	plane	126 Johnny Nash 104 Rick Nelson		1	00	Santa Carlo	na s Santa	na &	Andy Williams 10 Paul Williams Buddy Miles 76 Edgar Winter		
C	arr Cassidy hapin	y			14	4	Jethro Elton	John		Wayne Newton		1	72	Savoy Seals Simor	Brow & Cro	n ofts orfunk			
h	aries & Cho	ng			11	5	B.B. Carole	King King				1	77	SOUN Fid	Simon DTRACE Idler or	(S			
				matha	way 8	-3	KINKS	Cristoffe					58	Ma	n of L	a Man	cha 162 Neil Young	and the same	

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FOR WEEK ENDING DEC	ЕМВЕ	R 16	, 1972	on against		Alberta Mark San			
STAR PERFORMER—Rec-	THIS	LAST WEEK	TITLE, Weeks On Chart Artist (Producer) Label, Number (Distributing Label)	THIS	LAST WEEK	TITLE, Weeks On Chart Artist (Producer) Label, Number (Distributing Label)	THIS	LAST WEEK	TITLE, Weeks On Chart Artist (Producer) Label, Number (Distributing Label)
ords showing greatest increase in retail sales activity over the previous	1	6	ME AND MRS. JONES • 7 Billy Paul (Gamble-Huff), Philadelphia	33	21	IF I COULD REACH YOU 15 Fifth Dimension (Bones Howe), Bell 45-261	68	69	WE NEED ORDER 3 Chi-Lites (Eugene Record), Brunswick 55489
week, based on actual market reports.	2	1	I AM WOMAN 17 Helen Reddy (Jay Senter), Capitol 3350	34	35	ALIVE 5 Bee Gees (Bee Gees & Robert Stigwood), Atco 6909	69	64	SPECIAL SOMEONE  Heywoods (John Madara), Family Prod. 0911 (Famous)
Records Industry Associa-	3	3	IF YOU DON'T KNOW ME BY NOW • 12  Harold Melvin & the Blue Notes (Gamble-Huff), Philadelphia International 73520 (CBS)	35	36	I DIDN'T KNOW I LOVED YOU (Till I Saw You Rock and Roll) 7 Gary Glitter (Mike Leander), Bell 45-276	70	76	JAMBALAYA (On the Bayou) 3 Blue Ridge Rangers (John Fogerty), Fantasy 689
tion Of America seal of certification as "million seller." (Seal indicated	4	5	YOU OUGHT TO BE WITH ME 9 Al Green (Willie Mitchell), Hi 2227 (London)	36	34	SUNNY DAYS 11 Lighthouse (Jimmy lenner), Evolution 1069 (Stereo Dimension)	71	72	WOMAN TO WOMAN  Joe Cocker (Denny Cordell & Nigel Thomas), A&M 1370
by bullet.) •	5	7	IT NEVER RAINS IN SOUTHERN CALIFORNIA 9	37	60	YOU'RE SO VAIN 3 Carly Simon (Richard Perry), Elektra 45824	12	77	REELIN' AND ROCKIN' 3 Chuck Berry (Esmond Edwards), Chess 2136
For Week Ending			Albert Hammond (Don Altfeld & Albert Hammond), Mums 76011 (CBS)	38	41	DON'T LET ME BE LONELY TONIGHT 3  James Taylor (Peter Asher), Warner Bros. 7655	73	70	WHAT WOULD THE CHILDREN THINK 4 Rick Springfield (Robie Porter), Capitol 3466
December 16, 1972	6	2	PAPA WAS A ROLLING STONE 10 Temptations (Norman Whitfield), Gordy 7121 (Motown)	39	39	WHAT AM I CRYING FOR  Dennis Yost & the Classics IV (Buddy Buie), MGM South 7002	74	75 82	THE JEAN GENIE 4  David Bowie (David Bowie), RCA 74-0838  THE RELAY 2
		9	CLAIR 8 Gilbert O'Sullivan (Gordon Mills), MAM 3626 (London)	40	43	ANGEL 5 Rod Stewart (Rod Stewart), Mercury 73344	757	04	The Who (Glyn Johns and the Who), Track 33041 (MCA)
	8	8	VENTURA HIGHWAY 9 America (America), Warner Bros. 7641	41	38	THEME FROM "THE MEN" 9 Isaac Hayes (Isaac Hayes & Onzie Horne), Enterprise 9058 (Stax/Volt)	76	81	LET US LOVE 2  Bill Withers (Bill Withers-R. Jackson-J. Gadson-M. Dunlap-B. Blackman), Sussex 247 (Buddah)
	9	4	I CAN SEE CLEARLY NOW • 15 Johnny Nash (Johnny Nash), Epic 5-10902 (CBS)	42	45	AND YOU AND I (Part 1) 6 Yes (Yes & Eddie Offord), Atlantic 2920	77	80	LOVE JONES  Brighter Side of Darkness (Clarence Johnson), 20th Century 2002
	10	10	I'M STONE IN LOVE WITH YOU 10 Stylistics (Thom Bell), Avco 4603	43	31 44	ROCK 'N ROLL SOUL 13 Grand Funk Railroad (Grand Funk Railroad), Capitol 3363 I GOT A BAG OF MY OWN 5	78	79	I'LL BE YOUR SHELTER (In Time of Storm) 3
	W	15	ROCKIN' PNEUMONIA-THE BOOGIE WOOGIE FLU  Johnny Rivers (Johnny Rivers),		62	James Brown (James Brown), Polydor 14153 WHY CAN'T WE LIVE TOGETHER 4	79	84	Luther Ingram (Johnny Baylor), Koko 2113 (Stax/Volt) YOU'RE A LADY
	12	12	FUNNY FACE United Artists 50960	45		Timmy Thomas (Steve Alaimo for T.K. Prod.), Glades 1703		93	Dawn (Hank Medress, Dave Appell, & the Tokens), Bell 45-258  HARRY HIPPIE 2
	13	13	Donna Fargo (Stan Silver), Dot 17429 (Famous)  SOMETHING'S WRONG WITH ME 10  Austin Roberts (Danny Janssen, Bobby Hart & Austin Roberts), Chelsea 78-0101 (RCA)	46	73 53	CROCODILE ROCK 2 Elton John (Gus Dudgeon), MCA 40000 SEPARATE WAYS 3	80		Bobby Womack & Peace (Bobby Womack, Joe Hicks & Muscle Shoals Sound), United Artists 50946 TROUBLE MAN
	14	14	CRAZY HORSES 9	48	59	OH BABE, WHAT WOULD YOU SAY 3	81		Marvin Gaye (Marvin Gaye), Tamla 54228 (Motown)
		22	Osmonds (Michael Lloyd & Alan Osmond), MGM 14450 SUPERFLY 5	49	54	Hurricane Smith (Norman Smith), Capitol 3383 SMOKE GETS IN YOUR EYES 6	82	-	LOOKING THROUGH THE EYES OF LOVE 1  Partridge Family starring Shirley Jones and featuring David Cassidy (Wes Farrell), Bell 45-301
	15	22	Curtis Mayfield (Curtis Mayfield), Curtom 1978 (Buddah)	50	50	Blue Haze (Phillip Swern & Johnny Arthey), A&M 1357	83	85	I JUST WANT TO MAKE LOVE TO YOU 6 Foghat (Dave Edmunds), Bearsville 0008 (Warner Bros.)
	16	20	SWEET SURRENDER 6 Bread (David Gates), Elektra 45818	30	30	Bulldog (Gene Cornish & Dino Danelli), Decca 32996 (MCA)	84	94	DADDY'S HOME 2
4	1	25	KEEPER OF THE CASTLE  Four Tops (Steve Barri/Dennis Lambert/ Brian Potter), Dunhill 4330	1	55	YOU TURN ME ON, I'M A RADIO  Joni Mitchell, Asylum 11010 (Atlantic)	85	99	Jermaine Jackson (the Corporation), Motown 1216  THE COVER OF ROLLING STONE  Dr. Hook & the Medicine Show (Ron Haffkine), Columbia 4-45732
	18	19	CORNER OF THE SKY  Jackson 5 (Shirlie Matthews & Deke Richards), Motown 1214	52	49 61	IN HEAVEN THERE IS NO BEER 7 Clean Living (Maynard Solomon), Vanguard 35162 ROCKY MOUNTAIN HIGH 4	86	86	ME AND MY BABY GOT OUR OWN THING GOING 3
	19	11	SUMMER BREEZE 15 Seals & Crofts (Louie Shelton), Warner Bros. 7606	54	58	John Denver (Milton Okun), RCA 74-0829  DANCING IN THE MOONLIGHT 8	87	87	Lyn Collins (James Brown), People 615 (Polydor)  MAMA WEER ALL CRAZEE NOW  Slade (Chas. Chandler for Barn Prod.)
	20	26	LIVING IN THE PAST 7  Jethro Tull (Terry Ellis & Ian Anderson), Chrysalis 2006 (Warner Bros.)	55	42	King Harvest (Berjot-Robinson), Perception 515  LIES  J. J. Cale (Audie Ashworth), Shelter 7326 (Capitol)	88	88	ONE WAY OUT  Allman Brothers (Tom Dowd), Capricorn 10094
	21	23	WALK ON WATER  Neil Diamond (Tom Catalano & Neil Diamond), Unl 55352 (MCA)	56	56	TROUBLE IN MY HOME 7 Joe Simon (Staff for Gamble-Huff Prod.), Spring 130 (Polyder)	89	_	I CAN'T STAND TO SEE YOU CRY 1 Smokey Robinson & The Miracles
	22	17	OPERATOR (That's Not the Way It Feels) 10  Jim Croce (Terry Cashman & Tommy West), ABC/Dunhill 11335	57	57	992 ARGUMENTS O'Jays (Gamble & Huff), Philadelphia International 73522 (CBS)	90	90	(Johnny Bristol), Tamla 54225 (Motown)  I RECEIVED A LETTER  Delbert & Glen (Daniel J. Moore & J. Henry Burnett), Clean 60003 (Atlantic)
	23	27	SITTING 5 Cat Stevens (Paul Samwell-Smith), A&M 1396	58	48	LET IT RAIN 13 Eric Clapton (Delaney Bramlett), Polydor 15049	91	91	YOU COULD DO MAGIC  Limmie & Family Cooking (Sandy Linzer & Steve Metz), Avco 4602
	24	29	YOUR MAMA DON'T DANCE  Ken Loggins with Jim Messina (Jim Messina), Columbia 4-45719	59	51	WORK TO DO  Isley Brothers (R. Isley, O. Isley, R. Isley), T-Neck 936 (Buddah)	92	92	ONE LAST TIME 2 Glen Campbell (Jimmy Bowen), Capitol 3483
	25	24	DIALOGUE 8 Chicago (James William Guercio), Columbia 4-45717	60	52	ONE NIGHT AFFAIR 7  Jerry Butler (Jerry Butler/Sam Brown III),  Mercury 73335	93	96	SILLY WASN'T I  Valerie Simpson (Ashford-Simpson), Tamla 54224 (Motown)
0	26	30	LONG DARK ROAD 7 Hollies (Ron Richards & the Hollies), Epic 5-10920 (CBS)	61	46	BABY SITTER 10 Betty Wright (Willie Clark & Clarence Reid	94	97	KNOCK KNOCK WHO'S THERE 2 Mary Hopkin (Mickie Most), Apple 1855
000	21	32	SUPERSTITION  Stevie Wonder (Stevie Wonder), Tamla 54226 (Motown)	62	71	for Marlin Prod.), Alston 4614 (Atlantic) THE WORLD IS A GHETTO  War (Jerry Goldstein, in association with	95	95	I'M SORRY  Joey Heatherton (Tony Scotti & Tommy Oliver), MGM 14434
Q	28	33	PIECES OF APRIL 5 Three Dog Night (Richard Podolor), Dunhill 4331	63	78	Lonnie Jordan & Howard Scott/Far Out Prod.), United Artists 50975 YOU'RE A LADY 4	96	98	DIDN'T WE  Barbra Streisand (Richard Perry), Columbia 4-45739
Q	29	16	I'D LOVE YOU TO WANT ME • 13 Lobo (Phil Gernhard), Big Tree 147 (Bell)	64	74	Peter Skellern (Peter Sames), London 20075 DO IT AGAIN 5	97	_	JESUS IS JUST ALRIGHT  Doobie Brothers (Ted Templeman), Warner Brog. 766)
	30	18	I'LL BE AROUND 18 Spinners (Thom Bell), Atlantic 2904	65	65	DAY AND NIGHT 5 Wackers (Mark Abramson), Elektra 45816	98	_	Warner Bros. 7661  LAST SONG 1 Edward Bear (Gene Martynec), Capitol 3452
	31	40	BEEN TO CANAAN  Carole King (Lou Adler), Ode 66031 (A&M)	66	68	EVERYBODY LOVES A LOVE SONG 4  Mac Davis (Rick Hall), Columbia 4-45727	99	_	CHOO CHOO MAMA 1 Ten Years After (Ten Years After), Columbia 4-45736
$\mathbf{m}$	32	37	I WANNA BE WITH YOU  Raspberries (Jimmy Jenner), Capitol 3473	67	67	GOOD TIME SALLY 7 Rare Earth (Tom Baird & Joe Porter), Rare Earth 5048 (Motown)	100	_	HI HI HI Wings (Paul McCartney), Apple 1857
HOT 100 A-2	2-(	Put	olisher - Licensee)						

Reen fo Canaan (Country Road/Blackwood, BMI) 38
Choo Choo Mama (Crysalis,
ASCAP) 99
Clair (Mam, ASCAP) 99
Clair (Mam, ASCAP) 99
Clair (Mam, ASCAP) 99
Clair (Mam, ASCAP) 84
Mills, ASCAP) 19
Evey Body Loves a Love Song Songainter, BMI) 91
Corner of the Sky (Jobete/BelwinMills, ASCAP) 19
Evey Body Loves a Love Song Songainter, BMI) 91
Funny Face (Prima Donna, BMI) 12
Evey BMI) 95
Crazy Hornes (Kolab, BMI) 14
Crazy Hornes (Kolab, BMI) 91
Songainter, BMI) 95
Isaw You Rock & Roll (Leeds, ASCAP) 97
Vov (Arr, BMI) 91
Isaw You Rock & Roll (Leeds, ASCAP) 97
Vov (Arr, BMI) 91
Isaw Hornes (Kolab, BMI) 91
Isaw You Rock & Roll (Leeds, ASCAP) 97
Vov (Arr, BMI) 97
Vov (Arr, B

Alive (R.S.O., ASAAP) 34
And You and I (Vessongs, ACAP) 4 papiedayle, BMI) 65
Angel (Arch, ASCAP) 4 papiedayle, BMI) 65
Baby Sitter (Sheriyn, BMI) 61
Baby Sitter (Sheriyn, BMI) 65
Baby S

Hi! Hi! Hi!



a new double 'A' side from Paul McCartney Wings

1857



# RADIO ACTION AND PICK SIN

SUPERFLY—Curtis Mayfield on the Curtom label

distributed by Buddah Records, the second single from Mayfield's million-selling album, jumps like

a scared rabbit from No. 15 to No. 22 with a star on the Hot 100 Chart. The reason is strong Top 40

radio play in New York, (even though, the record only sneaked up a couple of notches on the WABC-

AM playlist and held firm on the WXLO-FM list),

Los Angeles, Philadelphia, Boston, San Francisco

(where it ranks in the top 15 on both Julian Brean's

KAY-AM and Sebastian Stone's KFRC-AM), Cleve-

land, St. Louis, Washington, New Orleans, Dallas,

Seattle (hello, Pat O'Day), Memphis, Atlanta, Hous-

ton, Providence, Kansas City, Hartford, Denver,

Cincinnati, Albany (land of ice, snow, and more ice), Fargo (ditto), and Salt Lake City. The record

lacks Top 40 radio attention in Chicago, Detroit, Pittsburgh, Baltimore, Milwaukee (they still will tell

you Milwaukee is a beer market, not a soul market),

**Hot Chart Action** 

DIRECTOR—TONY LANZETTA

NUMBER OF SINGLES REVIEWED THIS WEEK 95

LAST WEEK 71

### **Breaking**

The fastest moving record of the week is You're So Vain by Carly Simon on Elektra Records. The single jumped from No. 60 to No. 37 on the BillKLIF-AM in Dallas, a giant Top 40 station that has created many, many hits over the year (so has George Michaels and WFIL-AM in Philadelphia. I was just kidding about you, George, and Omaha, too). Radio action is strong on the Simon disk in all markets checked, with the exception of Chicago, St. Louis, Pittsburgh, New Orleans (a market that hasn't been quite the same since Buzz Bennett left),

Miami, Minneapolis, Portland, Kansas City, Charlotte, Buffalo, Albany, San Diego, and Omaha. Sales action strong in 19 of the 21 markets checked this week, the exceptions being Detroit and New Orleans. Dealers in New York, Los Angeles, Philadelphia, Boston, San Francisco, Cleveland, Washington, Dallas and Fort Worth, Seattle, and Houston are reporting record as one of their best 15 sellers.

Miami, Minneapolis, Portland, Oklahoma City, In-

dianapolis, Phoenix, Charlotte, Buffalo, Birmingham, San Diego (where both Jack McCoy and Ron

Jacobs continue to shine), Louisville, Des Moines,

and Omaha. Sales going great in all markets

checked, with top dealer mentions in New York,

Chicago, Los Angeles, Philadelphia, San Francisco, Memphis, Dallas, Baltimore, Miami, Houston, De-

troit. Looks as if Mayfield has a big winner. . . .

KEEPER OF THE CASTLE—Four Tops on a new

label, Dunhill Records, climb into the top 20 on the

Hot 100 Chart with Top 40 airplay in all markets checked except Philadelphia (I guess George Michaels at WFIL-AM doesn't really appreciate the

record for his audience), Miami, Providence, Kansas

City (how about it, Johnny Dolan?), Phoenix (well,

that explains Phoenix, I guess), Denver, San Diego, Louisville, Fargo, Des Moines, and Omaha (Oma-

ha?). Good sales in all markets with Cleveland and Chicago showing strongest, while Dallas and Fort

Worth seems to be a weak spot for the record.

board chart and shot from No. 20 to No. 4 at

### **EAGLES—PEACEFUL EASY FEELING (4:15)**

(prod: Glyn Johns) (writer: Jack Tempchin) (Jazzbird-Benchmark, ASCAP) Lifted out of their current album, the Eagles have a pop-flavored progressive country effort with lyrics that penetrate and stick in the mind. Their last single, "Witchy Woman" went to No. 9 and stayed on the chart. This latest single is also due for a long chart run. Flip: No information available. **ASYLUM** AS 11013 (Atlantic)

### BOBBY VINTON-BUT I DO (2:21)

(prod: Bobby Vinton) (writers: R. Guidry, P. Gayten) (Arc, BMI) Supported by raunchy-sounding horn section, Bobby Vinton takes a tune that was a hit years and years ago for Clarence (Frogman) Henry and turns it into another winner just as he did with "Sealed With a Kiss" which hit No. 19 on the Hot 100 Chart over a 14-week span. Flip: No information available. EPIC 5-10936

### DON McLEAN-DREIDEL (3:45)

(prod: Ed Freeman) (writer: Don McLean) (Yahweh Tunes, BMI) Armed with perceptive, deep lyrics, Don McLean has another record almost in the same vein as his giant hit "American Pie." His last single was a double sided hit—"Vincent" byw "Castles in the Air" and it went to No. 12 over a 12-week period. Flip: "Bronco Bill's Lament" (3:36) (Yahweh, BMI) United Artists 51100

### Also Recommended

URIAH HEEP-Sweet Lorraine (3:10) (prod: Gerry Bron) (writers: Box/Byron/Thain) (WB, ASCAP) MERCURY 73349

BOBBY BLOOM—Sha La Boom Boom (2:48) (prod: Jeff Barry) (writers: Barry/Bloom) (Unart & Cheesburger, 8MI) MGM 14437

ROBERT JOHN—You Don't Need a Gypsy (2:46) (prod: Medress/Appell & the Tokens) (writers: Robert John/Michael Gately) (Ensign, ASCAP) ATLANTIC 45-2930

AL GREEN—Hot Wire (2:58) (prod: Palmer James & Curtis Rodgers) (writer: James) (Palmerton, BMI) BELL 6076
DION—Running Close Behind You (3:06) (prod: Russ Titelman) (writers: Tuohy/DiMucci) (County Line/Skinny Zach, ASCAP) WARNER BROS. 7663

VICKI LAWRENCE—The Night the Lights Went Out in Georgia (3:36) (prod: Snuff Garrett) (writer: Russell) (Russ, ASCAP) BELL 45303

NANCY SINATRA—Kind of a Woman (3:03) (prod: Jimmy Bowen) (writers: Perry/George) (Stein & Van Stock, ASCAP) RCA 74-0864

### BLOOD, SWEAT & TEARS—I CAN'T MOVE NO MOUNTAINS (2:46)

(prod: Bobby Colomby) (Ensign, BM1) Driving horns. Flip: No information available. COLUMBIA 4-45755

### GALLERY—BIG CITY MISS RUTH ANN (2:34)

(prod: Mike Theodore, Dennis Coffey) (writer: T. Lazoros) (Cedarwood/Free Breez, BMI) Strong guitar work with shoulder-swinging beat and dynamic vocals. Flip: No information available. SUSSEX 248 (Buddah)

### KRIS KRISTOFFERSON-JESUS WAS A CAPRI-CORN (WED TO JOHN PRINE) (2:20)

(prod. Dennis Linde) (writer: K. Kristofferson) (Resaca, BMI) Out of his album. Will get country radio play, too. Flip: No information available. MONUMENT ZS7 B558 (CBS)

### CHI COLTRANE-GO LIKE ELIJAH (3:23)

(prod: Toxey French) (writer: C. Coltrane) (Chinick) Good gospel flavor. Flip: No information available. **COLUMBIA** 4-45749

### **BEVERLY BREMERS—HEAVEN HELP US ALL (2:09)**

(prod: Steve Metz, David Lipton) (writers: Carole B. Sager, Melissa Manchester) (Flix, BMI) Flip: "All That's Left Is the Music" (2:52) (Dramatis, BMI) SCEPTER 12370

ARLO GUTHRIE—Ukulele Lady (3:21) (prod: Lenny Waronker & John Pila) (writers: Whiting/Kahn) (Bourne, ASCAP) REPRISE 1137 CYMANDE—The Message (3:28) (prod: John Schroder) (writer: Patterson) (Heavey, BMI) JANUS 203

SUMMER WINE—Why Do Fools Fall in Lov (2:25) (prod: Hurst/Fenwick) (writers: Lymon/Levy) (Patricia, BMI) SIRE 701 (Phonogram) MISS ABRAMS AND THE STRAWBERRY POINT 4th GRADE CLASS—I Never Asked (3:12) (prod: Jacabsen & Abrams) (writer: Abrams) (0h Boy, ASCAP) REPRISE 1136

JAY AND THE TECHNIQUES—Robot Man (2:29) (prod: ABDT) (writers: Bellman/Drayton/Akines/Turner) (Legacy/ABDT, Stone Diamond, BMI) GORDY G 7123F A (Motown)

THE MANHATTANS—Back Up (2:28) (prod: Neely/Riley/Allen/Smith) (writer: Neely) (Ft. Knox/Nattahnam, BMI) DE-LUXE 45-144 (Starday/King)

THE DELFONICS—Think It Over (3:55) (prod: Hart, Hart & West) (writer: Hart) (Nickel Shoe, BMI) PHILLY GROOVE 174 TERRY JACKS—I'm Gonna Love You, Too (2:33) (prod: Terry Jacks) (writers: Mauldin/Sullivan/Petty) (Nor Va Jak/Melody Lane, BMI) LONDON 45-188

### DANNY O'KEEFE-THE ROAD (3:26)

(prod: Arif Mardin) (writer: O'Keefe) (Cotillion-Road Cannon, BMI) Pop on one side, country on the other. Flip: "I'm Sober Now" (2:42) (prod: Arif Mardin) (Cotillion-Road Cannon, BMI) SINGPOST 70012

### **CHRISTMAS PICKS**

LEON RUSSELL—Slipping Into Christmas (4:42) (prod: D. Cordell & L. Russell) (writer: Russell) (Skyhill, BMI) SHELTER 7328 (Capitol)

ROYAL SCOTS DRAGOON GUARDS—The Little Drummer Boy (2:26) (prod: Pete Kerr) (writers: Davis/Omorati/Simone) (Mills/International Korwin, ASCAP) RCA 74-0861

HANK CRAWFORD—Winter Wonderland (3:35) (prod: Creed Taylor) (writers: Bernard/Smith) (Bregman/Cocco & Conn, ASCAP) KUDU 911 (CTI)

THE MOMS & DADS—Jingle Bell Rock (3:04) (writers: Beale/Boothe) (Rosarita, ASCAP) GNP CRESCENDO 460 (Capitol)

ALEN HARVEY & SON LEX—Good Time Christmas (3:25) (prod: Jeffery Cheen (writer: Harvey) (United Artists/Big Ax, ASCAP) CAPITOL 3493

SANDY RUCKER—Lay Me Down (2:32) (prod: Fred Foster) (writet: Linde) (Combine, BMI) MONUMENT 8569 (CRS)

TRAVIS WAMMACK—How Can I Tell You (3:43) (prod.: Rick Hall) (writer: Stevens) (Irving, BMI) FAME 91008 (United Artists)

CASEY KELLY—You Can't Get There From Here (3:10) (prod: Richard Sanford Orshoff) (writer: Kelly) (Portofino/Avoyelles, ASCAP) ELEKTRA 45826

LAWRENCE REYNOLDS—Love Can Be a Drag (Sometimes) (2:47) (prod: Tommy James/Bob King) (writer: Reynolds) (King James/S.P.R., BMI) **COLUMBIA 4-45722** 

JERRY SINCLAIR—Allelula (2:45) (prod: Steve Stone) (writer: Sinclair) (Dino, ASCAP) CAPITOL 3491

MAUREEN McGOVERN—The Morning After (2:09) (prod: Carl Masuri) (writers: Kasha/Hirshborn) (20th Century, ASCAP/Fanfare, BMI) 20th CENTURY 2010

ROYAL BREWERY—Na-Ya-Ta-Ta (2:53) (prod: Hans Sikorski) (writers: Deutscher/Humphries) (Belvin, ASCAP) MERCURY 73322

DENISE ERWIN—Why Did You Leave Me Baby (3:07) (prod: Charles Green) (writer: Robinson) (Rhotana, ASCAP) THE RECORD COMPANY 101

### Country

### ROGER MILLER-HOPPY'S GONE (2:35)

(prod: Chips Moman) (writer: R. Lane) (Tree, BMI) Very touching, mournful lyrics; should receive MOR airplay, too; has Top 40 potential. The flipside is a cute ditty in typical Roger Miller vein that should prove to be a giant jukebox favorite. Flip: "The Day I Jumped From Uncle Harvey's Plane" (2:39) (Moman) (Tree, BMI) MERCURY 73254

### Also Recommended

DANNY O'KEEFE—I'm Sober Now (2:42) (prod: Arif Mardin) (writer: O'Keefe) (Cotillion-Road Cannon, BMI) SIGNPOST 70012 (Atlantic)

KRIS KRISTOFFERSON—Jesus Was a Capricorn (Owed to John Prine) (2:20) (prod: Dennis Linde) (writer: K. Kristofferson) (Resaca, BMI) MONUMENT ZS7 8558 (CBS)

Also Recommended

AL GREEN—Hot Wire (2:58) (prod: P. James, C. Rodgers) (writer: James) (Palmerton, BMI) Flip: No information available. BELL 6076

BLACK HEAT—The Jungle, Pt. 1 (2:54) (prod: Joel Dorn) (writer: Guibeau) (Cotillion, BMI) Flip: No information available. ATLANTIC 45-2934

IKE TURNER—Dust My Room (3:43) (prod: I. Turner) (writer: James) UNITED ARTISTS 51102

### DOLLY PARTON-MY TENNESSEE MOUNTAIN HOME (3:03)

(prod: Bob Ferguson) (writer: D. Parton) (Owepar, BMI) Builds strongly. Another winner for Miss Parton. Her television exposure builds extra sales. Flip: "The Better Part of Life" (3:11) (Ferguson) (Owepar, BMI) RCA 74-0869 STATIONS: KCKN, Kansas City

### **BOBBY BARE-I HATE GOODBYES (2:35)**

(prod: Bobby Bare) (writers: Jerry Foster, Bill Rice) (Jack & Bill, ASCAP) Tearjerker. One of the best in a long while. Flip: "Fallin" Apart" (3:22) (Bare) (Return, BMI) RCA 74-0866

STONEWALL JACKSON—I'm Not Strong Enough (to Build Another Dream) (2:13) [prod: Frank Jones) (writers: Frazier, Owens) (Blue Crest/Hill & Range, BMI) COLUMBIA 4-45738

BARBARA FAIRCHILD—Teddy Bear Son (2:57 (prod: Jerry Crutchfield) (writer: Earl, Nixon) (Duchess, BMI) COLUMBIA 4-45743

DOUG KERSHAW—Jamestown Ferry (3:29) (prod: Buddy Killen) (writers: Vickery, Borchers) (Tree, BMI) WARNER BROS. 7648

WAYNE KEMP—Your Memory Comes and Gets Me (2:20) (writers: Graham, Jackson) (Party Time, BMI) DECCA 33025 (MCA)

### JACKIE MOORE-IT AIN'T WHO YOU KNOW (3:10)

(prod: Dave Drawford, Brad Shapiro) (writers: Crawford, Shapiro, Moore) (Cotillion, BMI) Very catching lyrics. Disk has strong jukebox potential. Moore just came off a soul hit. Flip: No information available. ATLANTIC 45:2902

### MARGIE JOSEPH—Touch Your Woman (3:10) (prod: Arif Mardin) (writer: D. Parton) (Owepar, BMI) Flip: No information available. ATLANTIC 45-2933

METERS—Chug Chug Chuc-A-Lug (Push N' Shove) Pt. 1 (3:27) (prod: Allen Toussaint & Marshall Sehorn) (writers: J. Modeliste, L. Nocentelli) (Rhinelander, BMI) Flip: No information available. REPRISE

BUNNY SIGLER—Tossin' and Turnin' (2:52) (prod: Gamble, Huff) (writers: Adams, Rene) (Viva/Harvard, BMI) Flip: No information available. PHILADELPHIA INTERNATIONAL ZS7 3523 (CBS)

### JOHNNY BUSH-THERE STANDS THE GLASS (2:51)

(prod: Jerry Bradley) (writers: M. Shultz, R. Hull, A. Grisham (Hill & Range/Jamie, BMI) Old tune redone in fine style by Bush, who's hot now. Flip: "These Lips Don't Know How to Say Goodbye" (2:35) (H. Howard) (Wilderness, BMI) RCA 74-0867

### CHARLIE LOUVIN & MELBA MONTGOMERY-A MAN LIKES THINGS LIKE THAT (2:35)

(prod: Pete Drake) (writers: J. Owen, L. Allen) (Copper Basin, BMI) Solid country tune. Flip: "That Don't Mean I Don't Love You" (2:24) (T. Beaty, P. Richey) (Brougham Hall, BMI) CAPITOL 3508

JOHNNY CUNNINGHAM—I Can Feel the Heartaches Comin' On (2:47) (prod: Steve Stone) (writers: Harkins, Chilton, Cunningham) (Central Songs/Glenwood, ASCAP) CAPITOL 3489

JUSTIN TUBB & NORMA GALLANT—Heaven 7-7203 (2:16) (prod. Hilf-top Prod. & Justin Tubb) (writers: Tubb, Tidwell) (Cedarwood, BMI) CUTLASS 8142

CHUCK STEWART—Funky Water (2:25) (prod: Marijohn Wilkin) (writer: K. Kristofferson) (Buckhorn, BMI) UNITED ARTISTS 50972

JOE DEATON—Look in the Yellow Pages (2:04) (prod: Joe Deaton) (writer: Deaton) (Waterwheel, BMI) TANDEM 006

### DELFONICS-THINK IT OVER (See Pop Pick) MANHATTANS-BACK UP (See Pop Pick) JAY & TECHNIQUES-ROBOT MAN (See Pop

Pick)

MARK IV—My Everything You Are (3:10) (prod: Roy C.) (writer: Hammond) (Johnson-Hammond/MRC, BMI) Flip: "I'll Be Right There to Make Love to You" (3:39) (Johnson-Hammond, MRC, BMI) MERCURY

ELECTRIC EXPRESS—I Can't Believe We Did (the Whole Thing) (2:50) (prod: Walter Grady) (writers: Hudson, Powell) (Avemb, Perman, BMI) Flip: No information available. AVCO 4607

JACKIE ROSS—A Woman (Get's Nothing From Love) (3:20) (prod: Vanleer) (writer: V. Vanleer) (Access/Vanleer, BMI) Flip: "Do I (Love You Like You Like It'') (2:55) (Access/Vanleer, BMI) CSF 6886

### DECEMBER 16, 1972, BILLBOARD

### 'SQ' Invades German Mart

its peak in stereo sales, orders are running four or five to one in favor of the quadrasonic version."

Dash said that what intrigued him was that the consumer today had many product forms-disk, cassette, 8-track cartridge and even reel-to-reel, "but what's fascinating is that he's going out of his way at the retail level to choose the quadrasonic disk." Part of the reason, he felt, was that two manufacturers already have SO hard facturers already have SQ hard-ware units out with full logic applications; meaning, better definition of direction on sounds. And an integrated chip (IC) logic unit will begin filtering down to equipment manufacturers in January.

"I expect the Consumer Electronics Show in June to be swamped with SQ hardware from various manufacturers," Dash said. The two firms that have already marketed matrix units with full logic SQ are Lafayette with its LR 1000 and Sony with its SQD 2000 and SQD 2020. Dash said that the LR 1000 is the most expensive unit Lafayette. most expensive unit Lafayette has at "around \$500" and "it's selling like hotcakes." The SQD 2000 is sold out at \$299 and Sony's SQD 2020 will be about \$250. "Based on production plans, I expect a dozen or more manufac-turers will have full logic units on the market in 1973," Dash said.

The winter CBS 1972-73 record catalog features almost 200 titles on 16 international labels. Bourdain and Dash said that quadra-sonic, including SQ disks and cartridges, has accounted for more than \$4 million in business for CBS in the U.S.

### Newport Jazz, Tea Council To Seek Unknown Talent

NEW YORK - The Newport Jazz Festival has joined with the Tea Council of the U.S.A. to launch a nationwide talent hunt for a youthful jazz group, a rock or soul combo and a jazz vocalist to perform at special concerts at next year's 20th annual Newport Jazz Festival.

The search, designated "Young Discoveries in Tea & Jazz," will be centered in 21 major cities across the country, and will mark the first time in the festival's history that "unknowns" will be selected to play and sing side by side with jazz veterans.

George Wein, president of Festival Productions Inc., producers of the Newport Jazz Festival, said the jazz talent hunt something he had been thinking about for a long time. "Finally,

### Chains to Get **GSF** Promotion

NEW YORK-GSF Records will launch a heavy advertising and promotion campaign to back the LP release "Free the Black Man's Chains," according to Len Sachs, vice president of sales and

Tabbed as the first black rock opera, "Free the Black Man's Chains" is performed by the Afro-American Ensemble, featuring L.C. Grier and Novella Edmonds.

### ESP-Disk Billing

NEW YORK — ESP-Disk has centralized its warehousing operations as of this week. Studies are under way for commuterization of all billing inventory, central and royalty accounting functions.

the Tea Council is helping us

make it happen," he added.
Festival Productions will screen applicants through the submission of tapes. Regional winners in each category will be selected about May 1, 1973. These will be asked to re-submit new tapes. From the final submissions, national selec-tions will be made, and the three winners will be brought to New York by the Tea Council and booked by Wein to perform at the

Cities in which the search will be concentrated include Atlanta, Baltimore, Boston, Chicago, Cincinnati, Denver, Detroit, Hartford, Houston, Kansas City, Los Angeles, Memphis, Miami, New Orleans, New York, Pittsburgh, Providence, Rochester, San Francisco, St. Louis and the Tidewater area of Virginia.

The Tea Council has for the past

seven years been involved in programs which have afforded young people to express their talents and be rewarded for it.

### MCA Label

• Continued from page 1

company with three different main labels. So we were actually using Elton John and Neil Diamond—who're both extremely popular with the public—to introduce a label that would give our parent company more of an identity with consumers."

He emphasized that MCA Records, the umbrella firm for the labels, was "not getting rid of any label. But, by introducing the MCA Records label, we believe we can once and for all establish a stable worldwide record image.



BELL RECORDS' president Larry Uttal congratulates TV star Marlo Thomas at a recent celebration marking the debut of her album, to Be . . . You and Me." Produced by Emmy-winning writer of "Sesame Street," Carol Hart, and featuring a bevy of other noted entertainers and writers recruited by the actress, the record features songs, stories and poems designed to motivate children "to be who they are and who they want to be." Bell Records, in conjunction with the Ms. Foundation for Women, which is receiving a portion of the profits and will use the funds to underwrite projects for women and bildren in program and the state of children, is preparing a massive merchandising and sales campaign for the album shipping now.

### Chain Opens 3rd in Loop

CHICAGO - Downtown Records, Inc., opened a third loop store on Rush St. at the onset of the Christmas buying season, with a fourth outlet planned for March 1, also in the downtown area.

The new Rush St. store will vary its image from the precedent of soul and pop, to accommodate the tastes of the area, according to vice president Tearched H. Scott. "Our theme for this store is 'The Modern Sound in Music,' and we will be gauging our customers' musical tastes in the first quarter,"

Scott said.

The \$150,000 inventory will include 24,000 albums, 180 single titles, and 5,200 tapes, as well as a complete line of Sony hardware to be installed the first of the year. Tapes will be displayed in London Records display cabinets, with a bubble front that allows customers to handle tapes without removing them from the case, and a convey-or belt to carry the tape selection directly to the cashier

During December the top 20 albums will be discounted \$2. Regular prices are discounted \$1, and budget lines are offered at \$1 and \$1.99, including double sets, like Chess' "Father and Son" and GRT's "Rasters" at \$1.99.

### **Peters Suit** Vs. Poolemar

NEW YORK - C.F. Peters Corp., a publishing firm, and Alan Hovhaness, composer of "Fra Angelico" and "The Holy City," have filed a copyright infringement complaint against Poolemar Productions, Marvin Schulman, producer of the film "Bijou," Wakefield Poole, director of the film, and the 55th Street Playhouse here.

he complaint alleges that the defendants have no title to the said compositions and that they are in infringement of the copyright law in that the works allegedare used in the soundtrack of the film. The complaint calls for an enjoinment of the defendants in the alleged infringement and seeks punitive damages, not less than \$200,000. The complaint was filed in the U.S. District Court, Southern District of New York.

### C.A.M. Busy On Pub Front

NEW YORK — Vittorio Benedetto and Jimmy Ienner of C.A.M. U.S.A. are currently in the midst of a heavy publishing and pro-duction schedule during Novem-

A new Lighthouse single and album, both produced by Ienner for Revolution Records, a second album and single from Capitol's Records' Raspberries and a new album from Bang, again on Capitol, are productions completed and in release, while, on the publish-ing front, principals report the acquisition of the score for the new Dustin Hoffman feature film "Alfredo, Alfredo." C.A.M. also publishes much of the material on the recent Epic album by the Paul Winter Consort.

### Sales Increase

Continued from page 3

the older and younger buyers," Vaughn said.

Vaughn has visited virtually every key record shop in the U.S. and many smaller shops. Glory is an active member of the James Cleveland Gospel Music Workshop of America and from this work-shop the label will soon record some of the choir singers from

different part of the country.

Mel Herman is president and treasurer of Glory; John Dan Daniels, vice president and pro-

### Executive Turntable

Continued from page 3

services of Allen Davies, currently the firm's vice president, merchandising and creative services, to EMI, Ltd., London, for a period of two years. Davies will be appointed director of EMI group international promotion. He will replace Gerry Oord, who has been appointed managing director of EMI Records, U.K. Davies will be responsible to EMI chief executive, John Reed, and will be a member of the label policy panel. Marketing managers at Capitol who have reported to Davies will now report to Brown Meggs, vice president, marketing. . . . Bernard Mitchell has been appointed president of U.S. Pioneer Electronics Corp. He was last at Concord Electronics, also a manufacturer of hi-fi tape recorders. . . . Wayne L. Bledsoe has been appointed to the new position of assistant director of manufacturing for services, consumer products division, Motorola, Inc. Also at Motorola, Beb Hatfield has been named regional sales manager for St. Louis, Des Moines, Peoria, and Moline, Ill. and Paducah, Ky. . . . James D. Kebodeaux has been named sales supervisor for 3M/Wollensak consumer products, and also announced was the promotion of Philip J. Wood to vice president and general manager of the H.R. Basford Co., a wholly owned subsidiary of Zenith. . . . Other Zenith promotions include Robert S. Bowen, as executive director of marketing, and George Schup, as vice president, video player and audio engineering. .... Weldon Arthur McDougal, III, has been appointed to the newly created position of director of artist relations and special projects at Motown Records. He is a four-year sales promotion veteran for Motown. . . . Gertrude Lefker has joined C.A.M./ U.S.A. as controller. . . . Dan Gallagher has been named national advertising manager for the consumer products division of Sony Corp. He will be responsible for all advertising embracing Sony consumer products. . . . Thomas J. Connole has been appointed regional sales manager for Cartridge Rental Network. He will be responsible for the Mid-West. . . . Raymond A. Jones has retired as executive secretary of AFTRA's Chicago local and as central regional director. . . . Ralph Goshorn has been named national payroll manager of WEA Distributing. A 23-year music industry veteran, he was last operating manager for WEA's Los Angeles branch.



HONORING ELTON JOHN and his group for sales in excess of one million units is Rick Frio, marketing director of MCA Records. From left, standing: Nigel Olsson, Elton John, Bernie Taupin, Davey Johnstone, and Dee Murray. Sitting are John Reid, left, president of the new Rocket Records label formed by John and others, and Frio. John received plaques on "Elton John," "Madman Across the Water," "Tumbleweed Connection," and "Honky Chateau."

### **Describe Best '72 Promotion**

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TV's, cassette and 8-track playbacks, clock radios, phonographs, the works are cut-priced for these two days only."

Vicki Troy, Swift's Camera, Key West, Fla.: "When we advertise via WKIZ-AM and WKWF-AM that we have the lowest prices in Key West for tapes (\$6.25) and \$5.98 list LP's (\$4.69).

Anthony Sannicandro, Krey's Disc Shop, Natick, Mass.: "We used some 30-second spots on Channel 56 in Boston, showing a cute girl holding a bunch of LP's and pitching the fact that a wide variety of recorded music was variety of recorded music was available at our mall store."

June Herter, Music Center, Bay City, Mich.: "We used a large newspaper ad last summer to let the community know that we had the widest selection of records, especially classical. We cut prices to as low as \$4.98 for \$6.98 sellers." Mrs. Rebecca Jean Conrad, the

Owl and the Turtle, Bangor, Me.:

The monthly program guide of WMEH-FM, Bangor, Me., which features light and heavy classical music almost all day, has been most helpful in selling merchandise and being in support of the selling merchanics. and bringing in customers. Paging through it in the store and hearing particular records played on the station continually helps us."

### AFM YULE GIFT TO GI's

NEW YORK-For the fifth consecutive year, the American Federation of Musicians will pick up the phone bill for Christmas phone calls made by overseas servicemen and women to their homes in the U.S. The musicians union will pay for phone calls which are made from abroad by U.S. servicemen and women during the three-day period from Dec. 24-

# Double Gold Neil Diamond

I'm a Believer Monday Monday The Long Way Home I'll Come Running Red Red Wine

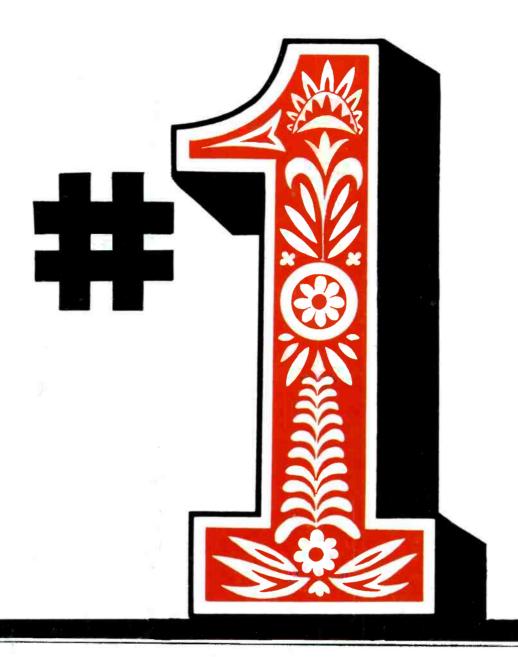
Solitary Man New Orleans Cherry, Cherry Some Day Baby

Shilo Do It Oh No No (I Got the Feeling) Love to Love Girl You'll Be a Woman Soon Thank the Lord for the Night Time

Kentucky Woman The Boat that I Row You Got to Me You'll Forget Crooked Street Shot Down



Available next week on Bang Records



### Number One In MoreWays Than One

#1 Song In America—I'd Love You To Want Me—Lobo on Big Tree #1 Highest Sales in Our 43 Year History #1 Publisher in Sheet Music

### Famous Music Publishing Companies

A DIVISION OF FAMOUS MUSIC CORP.



A GULF + WESTERN COMPANY

PUBLISHERS OF

MOON RIVER	ME AND YOU AND A DOG NAMED BOO	MAKE IT EASY ON YOURSELI
ROMEO & JULIET	BRAND NEW ME	WIVES AND LOVERS
LOVE STORY (WHERE DO I BEGIN)	SITTIN' ON THE DOCK OF THE BAY	CALL ME IRRESPONSIBLE
GODFATHER THEME (SPEAK SOFTLY LOVE)	BLUE ON BLUE	COME SATURDAY MORNING
ALFIE	HELP YOURSELF	HEY THERE, LONELY GIRL

### Watch For These Super Scores From The Up-Coming Paramount Films:

THE LITTLE PRINCE—Lerner & Loewe's First Motion Picture Score Since Their Unforgettable "Gigi" CHARLOTTE'S WEB—Composed by the Oscar Winning Robert & Richard Sherman for the full length animated feature of the children's classic

BADGE 373—The Sequel to "The French Connection" (The Eddie Egan Story) THE FRIENDS OF EDDIE COYLE—Starring Robert Mitchum and Peter Boyle

### **Famous Music Publishing Companies**

MARVIN CANE/CHIEF OPERATING OFFICER SIDNEY HERMAN/V.P. OF ADMINISTRATION WILLIAM STINSON/V.P. OF M.P. & T.V. MUSIC

IN NEW YORK

BILLY MESHEL DICK MILFRES IN NASHVILLE
JIM FOGLESONG-VP.

MILTON BLACKFORD

IN HOLLYWOOD

JULIE CHESTER LEON DANIELLE