**BANGLA’ POT BOILS**

'One Price For All Stirs Mass Users

By PAUL ACKERMAN

NEW YORK—A check of several key wholesalers revealed for the most part that they are harboring much concern over ABC Records' "Bangla Desh" album distributed by Capitol, most of them claiming they could not merchandise it well under the terms of the deal. The price is $10 to all, and producers, dealers and one-shops, with no 2 percent discount and a 10 percent return. Dating is on a 30- to 60-day basis. Typical remarks are the following from wholesalers: (Continued on page 61)

**MGM’s Chief In Music Snarl**

LOS ANGELES—The subject of executive control over the music and visual aspects of a motion picture is underscored in a current controversy between MGM Pictures Corp., the Motion Picture Television Co., and producer Bruce Geller.

Geller is among a number of producers who have had their films reworked by Aubrey, pointing up the conceptual matter of who gets the final hand in artistic endeavors—the creator or management. Geller is in favor of the creative person. (Continued on page 13)

**Quincy Returns To Clef Disks**

By ELIOT TIEGEL

LOS ANGELES—After scoring 40 films during the past five years, Quincy Jones is "breaking away from films to get my soul together" and produce albums for Aretha Franklin and Ray Charles. Jones has already met with Charles and hopes to begin recording his Tangerine LP within the next few weeks here. He will write and produce that LP, using musicians here and in New York. (Continued on page 61)

**Tape Sellers Aim 2 Legal Blows**

By JOHN SIPPEL

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

The plaintiffs filed a second cause for action Dec. 6 against an expanded group of defendants, which originally included RCA Corp., CBS Broadcasting System, ABC Inc., and Ampex Corp., charging them with restraint of trade and violation of the Sherman Act, seeking $53 million in damages.

Other defendants added were the National Broadcasting Co., ABC Records and ABC Record and Tape Sales Corp. Judge Willis R. Ritter of U.S. District court here re-opened the case, when he declared the first cause for action in the litigation a class action. The judge further stated that the first cause would be a number one priority on his docket and would probably be heard and decided before the end of January, 1972.

In the original complaint, the two plaintiffs—both local businessmen involved in the tape business—sought declaratory and injunctive relief in favor of the class and against the defendants declaring the right of the class to legally acquire and sell pre-recorded tapes from any duplicator. They further sought to have the defendants and others in their class, including the named Harry Fox Agency, from interfering with the normal operation and conduct of their business of manufacturing, distributing or selling duplicated musical tapes on which tapes the manufacturers have compiled with applicable (Continued on page 61)

**Happy Holidays**

**Music Show Pilot**

By CLAUDE HALL

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

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

**Fuller Produces**

Title of the series will be "Booby Jo and the Big Apple Goodtime Band." Jerry Fuller will produce the music used on the show and the subsequent records if a pilot, currently in production, becomes a series. Fuller hence this seems to be a foregone conclusion, based on the success of the Partridge Family, in fact. Paul Wilt, who was associated with the Partridge Family TV series, will produce the new pilot. (Continued on page 13)

**Mexico Mulls Stronger ’72**

By ENRIQUE ORTIZ

MEXICO CITY—The Asociacion Mexicana de Productores de Fonogramas (AMPOFON) has launched a campaign to boost record sales during the Christmas season. The campaign, being pushed in newspapers and on radio and television shows, is aimed at both the consumer and the artist. Mexico's record sales in Mexico this year have been off and experts attribute the lag to a severe recession, which has led to a recession situation that is affecting (Continued on page 13)
420,000 copies sold in two weeks!

Singing Dogs' "Jingle Bells"

48-1020

Now barking on all fives:
MOR, Top-40, R&B, C&W, Progressive

5 more shopping days for the hit Christmas single of the year.

RCA Records and Tapes
Granny Votes
In First Round

NEW YORK—Nomination for the 25th Annual Grammy Awards began on Jan. 31, and all those who think of themselves as eligible must submit applications for their work. The lists, which will be announced on March 11, will include the names of the nominees for the same award as the 25th annual Grammy Awards.

Los Angeles—The Capitol Records offices were in full swing on Jan. 31, and all voice records were submitted. The nominations will be announced on March 11, and will be followed by a second round of voting on the records selected from the last round. The voting will be conducted by a new voting member of the Capitol Records staff, who will be selected to vote in the craft categories as well.

Atco Purchases
Gator Master

NEW YORK—Atco Records has bought a master, Gold Bear 27, which has been released by the American Federation of Musicians. The master was produced by Andy Williams, and was issued by Atlantic, a subsidiary of the American Federation of Musicians.

Randy Richards Visualizes
Ambitious Birmingham Plan

BIRMINGHAM, Ala.—Producing larger records with a new equipment, a new catalogue and a new price. A&M distributes the line.

As its new 4-channel project, A&M has not yet set firm on whether it will use the A&M matrix system, which is a product of the company's design, or the Better-LP format for which it has a patent and which gives it rock and roll its "mistress feature.

The new sound narratives are as follows: Aretha Franklin and the late Sam Cooke, who were among the first black artists to sign with A&M.

Memphis Musicians' Local Elects Bill Taylor President

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

In an overwhelming victory, Taylor defeated veteran Andy Ledbetter, the business agent for the past eight years. The campaign ended with a political rally, with campaign posters placed in the various streets here, and a meeting held at the local.

Ledbetter had served in the post as a part-time vice president over the past decade, working full-time as an employe of the Post Office and as a part-time musician. Taylor, a union man, will now turn the job into a full-time position. For his part, the business agent is not known at this time.

James Brunt was elected vice president. Three board members were elected: C. V. Judd (in-cumbent), Robert G. Garner and

B.B. Cunningham. Jr. Bill Blair was elected national delegate. Hubert Graves remains secretary of the union for another year. The local here has 720 members, nearly 50 of whom voted.

Thee Drop
Jazz Name

NEW YORK—Flying Dutchman records, Bob Taylor, has come out with the word, jazz, from his vocabulary of jazz music. The "jazz" word was written in the dictionary of jazz music, and will now be used in the dictionary of jazz music.

Says Thiele: "That word turns people's heads. It's a positive response to it in the business. It's something that we can make do with. A new jazz record, why should it be that such a record is released. Thiele is substituting "contemporary" for jazz on his re-release sheets.

Covay's Brother
Debuts Single

NEW YORK—Don Covay's brother, Leroy Covay, has done his debut single, "The Tender Trap," released by Spring Records. The label is distributed by Polydor, and was written and recorded for Spring.

Bilateral Firming Up UA Branches' Sales Training

LOS ANGELES—United Artists Records has established a national training sales program, which will be directed by Charles Bratnober, who has had 20 years in the music business. UA will start preparing a training section for all branches of the company's distribution arm, UDC.

This sales training program is designed to make salespeople more effective in selling UA records. The program is designed to train salespeople in the most effective methods of selling records and to help them develop a better understanding of the needs of the record industry.

AMRA’s Royalty Planning Hikes & Hostens Payoff

NEW YORK—The American Mechanical Rights Association has announced that one of its new royalty plans, the “AMRA Plan,” will be used to distribute foreign mechanical royalties to its publisher and writer members.

AMRA’s Royalty Plan, which is designed to increase the revenue from foreign mechanical royalties, was adopted in June by the AMRA Board of Directors. The plan provides for the distribution of foreign mechanical royalties to its publisher and writer members according to the following schedule:

- 10% to publisher
- 5% to writer
- 5% to recording company
- 5% to the AMRA Board of Directors

The AMRA Plan will be administered by a new royalty planning committee, which will be appointed by the AMRA Board of Directors.

Identification of the works controlled by AMRA members (those whose names are listed in a foreign language) is accomplished through computer-assisted filing, and all foreign mechanical royalties are processed through the AMRA office.

AMRA’s Royalty Planning Hikes & Hostens Payoff

NEW YORK—In recent months there has been a vast increase in the number of acts black awareness product and recording royalties aimed at the black audience.

Armed Forces Tours

The military has been a major source of black music distribution, as the armed forces have been involved in the marketing of black music for many years.

AMRA’s Royalty Planning Hikes & Hostens Payoff

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Black Lives Matter Increasing Social Awareness Through Exposure

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Glass Harp
Synergy
Just Always
A New Show
On Decca Records and Tapes
ASSOCIATE MUSIC EDITOR: 

MUSIC

AUSTRIA: 

SCANDINAVIA: 

LOS JAPAN: Shin-

U.S.S.R.: V. 

SWITZERLAND: Bernie Sigg, Im Sonnenhof, 8371 Oberwangen

ISRAEL: 

Week, Record

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included in the lyric.

"At the same time these stations

are programming "Shat" and Sea Machine." These are even a Rolling

Stones cut called 'Bitch.' This kind of standard commodification of the

soft business we have been experiencing lately," commented Knight.

New York—Despite a certi-

fied

second.

bus

Funk," a previous track record of albums throughout the country, major ra-

dio

stations have been giving considerable attention to the major radio

tracks, said Terry Knight, the group's manager-producer.

Knight said, "We are virtually deaf to the major labels. They have an

Airplay on the group's albums continues, with more than 12 medium-

ness stations indicate that the major markets have definitely

Knight claimed "scent airplay" in Cleveland, Ohio, Los Angeles,

Columbia's

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"Nash. AMF Chief

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Memo: Warner Bros. Records Inc.
To: All Radio Stations of America
From: Ron Saul
Subject: 1971 Singers on Warner/Reprise (Where They Belonged)

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

NEW YORK—Al Ham, president of the Metromedia Radio/TV Management Distributors, has retired effective immediately, according to the company's chairman, John Broderick. Ham is the publisher of the Metromedia Record, a weekly radio consumer magazine, and is a former head of the National Association of Broadcasters. Broderick has been appointed to succeed him.

AMRA's Royalty Planning Hikes

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

Argus Names Three to Staff

NEW YORK—Adam Salerno, Pat Riccio and James Claffey have been appointed to six new positions at the New York office of Argus Record Distributors, Inc. Salerno, who joined the company in 1960, will be in charge of the East Coast Region. Riccio, who has been with the company since 1964, will be in charge of the West Coast Region. Claffey, who has been with the company since 1963, will be in charge of the Eastern Regional Office.

London Sets Stones' Best

NEW YORK—London Records will release a double album set of 21 of the Rolling Stones' best singles from 1964-1971. The album, "Hot Rocks," will contain extra tunes from the LP on Rolling Stones, which is distributed by Atlantic. The titles are "Wild Horse," "Brown Sugar," which have never been released as singles by Rolling Stones Records. Included are tracks by Steve Miller, which has a retail list price of $5.96, posters of all the Stones, including Mick Taylor and Brian Jones, plus a mini-poster of "21 Reasons Why the Rolling Stones are the Greatest Rock and Roll Group in the World."

Discrete Recommendations Asked of NARAS Members

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

NMC Sales Soar for Year

NEW YORK—NMC Corp., which publishes a series of music business industry periodicals and conducts various related activities, reported sales for the fiscal year ending July 31, 1971, of $11,591,972, a marked increase over the previous year's figure of $9,282,040. The company's net profit for the year was $2,192,038.

Fairport Tour Set

NEW YORK—Fairport Convention, which went on tour in the U.S. last December, has scheduled a second tour for the spring. The band will play at the Fillmore East on March 31 and April 1, and then tour the west coast, playing at the Troubadour, the Whisky A Go Go, and the Newport Folk Festival.

Col's 'Sesame' LP Over Mil

NEW YORK—Columbia Records, a division of CBS, has sold over a million copies of the Sesame Street album, "Sesame Street," which was released in September. The album includes songs from the popular children's television show, and has become a best-seller in the children's record market.
NEW YORK—Pickwick International Inc. has completed 74 consecutive quarters with year-to-year earnings rises.

The company, which is about to make a move from the American Stock Exchange to the NYSE, reports a 4-month profit of $2,538,692, or 62 cents a share, from $2,081,695, or 52 cents a share, a year ago. Gross through Oct. 31 increased to $56,200,000 from $46,900,000.

In the second quarter, profit increased to $1,720,487, or 42 cents a share, from $1,417,422, or 36 cents a share, on a sales gain to $32,800,000 from $27,800,000.

In the 1970 quarter, the diversity of company earnings hit $1,707,665, or 42 cents a share, on sales of $31,482,000. The previous quarter was restated to reflect the merger of two public stock issues, last June, but not the November 1970 purchase of Recco Inc., which increased sales between $9 and $10 million a year.

Pickwick has sold Targ and Dinner Inc., Chicago musical instrument and accessory distributors, to Harmony City, Chicago, the world's largest guitar maker. Pickwick also reported previous deals that would not contribute to company profits.

**ASCAP DRIVE ON MEMBERS**

NEW YORK—The Board of Directors of ASCAP has voted to allow its members to receive performance royalty statements only if they are collabferating on new compositions with writers who are not members of BMI. Tining in with its "we pay more" policy, the statement said, the move was made to augment ASCAP's re- currence. A recent decision by recent months has brought into its rightsholder's the much fewer authors in the ASCAP and BMI world. The ASCAP statement added, "figures which have demonstrated that ASCAP pays more, per performance than BMI."

**Omega-Alpha Moves Closer To Tie With Transcontinental**

NEW YORK — Omega-Alpha Inc., Dallas, and Transcontinental Corp., New York, have agreed to modify terms of their proposed merger (Billboard, Dec. 13). Omega-Alpha would be the surviving company.

The new agreement calls for Omega-Alpha to exchange 1.1 of its stock for each share of Transcontinental common stock. In addition, 3.7-6 million Omega-Alpha shares will be exchanged for Transcontinental common stock at the value of the Omega-Alpha stock at the time of the transaction.

In total, the new terms will involve 11 million Omega-Alpha common shares.

Under previously announced terms, Omega-Alpha would have exchanged 1.3 share for each Transcontinental common stock share and common stock of Transcontinental convertible preference shares; 6.75 to 10.3 million Omega-Alpha shares.

**BOOK REVIEW**

"Music Machine", Scars Industry


Roger Karshner adds to the notorious image of the record business with his illustrations of alleged sexual activity in describing 18 women in the industry. Karshner, whose career bridges local salesmen, regional and vice president with Capitol, internally no first names or identification in his book. In addition, his book carries no index, cutting down further on its credibility and its use in the future as a reference work.

His chapters and vignettes on the salacious part of his experience are just an extension of the "broad" and "sex" concept, unfortunately hotly celebrated in the industry. Any pulp writer could duplicate it.

Karshner could have written an interesting and valuable edition, if he had done more chapters and "Where Does the Althea Go?" and "I'm A Talent Promotion, radio promotion, publishing and record production. He knows this end of the business. JOHN SIPPEN

Townsend to Key NARM's Confab

NEW YORK — Robert Townsend, businessman-executive, will address the opening session of the 1972 NARM Convention on March 6 at the Americana Hotel in New York. Town- send will speak on the topic "How To Make Your Name Stick", "Promoting People and Strangling Profit".

Townsend is the author of the "Up the Organization.

Atlantic Winners In Charity Game

NEW YORK—Atlantic Rocker's football team beat WPOP, Hartford, 4-14 in the first charity Toy Bowl game, last Saturday. Capricorn guitarist Jonathan Edwards appeared in concert afterwards, tickets being given to all who donated toys in WPOP's Christmas Toy for Tots appeal.
A nod is as good as a wink...to a blind horse.

A New album:

on Warner Bros. Records, where it belongs.

"...just about the finest performing rock band around these days."
- CIRCUS
"Yea, the Faces are at it again...."
- ROCK
"...a major talent and a stunning sound."
- FUSION
"One of pop music's last, best hopes...."
- BOSTON AFTER DARK
"...greatest British rock and roll band since the Stones."
- SOUNDS

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

visiting artists swell nashville total

Continued from page 1

sharp increase for many reasons: the number of records which were out of service part of last year, a consequence of the recent mailbox attractive rates. California also saw a slight decrease, with some of the merchants being shuttered.

Woodland, which has a business store receiving mail for about 30,000 people, was one of the busiest stores in the city. "We've been seeing a lot of people who are moving out of the city," said a store manager. "They're leaving the city to find a better place to live." The store manager also mentioned that they have been seeing an increase in sales of records and CDs.

One of the lesser-known studios in the city that was able to successfully weather the storm was the Studio B Records. Studio B Records is a small studio located in a quiet neighborhood that has been in operation for over 20 years. The studio is known for its high-quality recording equipment and its knowledgeable staff.

Studio B Records owner, Mike Johnson, was interviewed about the current state of the record industry and the challenges that he faces. "We've had a tough time in recent years," said Johnson. "The cost of the equipment and the high interest rates have contributed to our financial problems. But we're still holding on and hoping for a better future." Johnson added that he is planning to upgrade his equipment and improve his services to attract more customers.

As for the future of the record industry, Johnson remains optimistic. "I believe that the industry will eventually come back. The music is there, and people are still listening to it," he said. "We just have to find a way to make it profitable again."
Talent Signings

The Gold dildo signed to RCA Records. The nine singing and dancing girls, who've appeared on Dean Martin's "The Rat Pack" and have had their own weekly network series, "The Golds," signed to RCA with album titled "The Golds." The recording is scheduled to coincide with their date at the Copacabana in New York.

The first Columbia Records. The first Columbia Records, which also signed to RCA with an album group (three females and three males), ". . ." (The Blue Boy Get). The group previous- ly recorded for Decca . . . Gentle- melly, the group's lead singer and instument writer, is signed byPlayboy Records. His debut album, "Minkas," is scheduled to be released latter this year.

Poor quality pictures in many clubs is another complaint from the Family artist. "It's either play a piano that's out of tune or just falling to pieces of rent one. That can ruin about $100 a week which for a new artist is probably more than you get for the week's work. It means you starve a little further," he commented. "Too many club owners don't take care of their instruments. Piano players too! You don't see cigarette butts on the piano. How many guitarists would get a guitar burn on their guitar?"

Fisher Clicks in Vegas

LAS VEGAS — Eddie Fisher, who once had 23 consecutive rec- ord hits, is back in circulation back and it looks like the Vegas odds will roll with him. Although he doesn't have a record-

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THE ORIGINAL HIT SINGLE!
Breaking big across the country.

MUSIC FROM ACROSS THE WAY
JAMES LAST

MUSIC FROM ACROSS THE WAY
JAMES LAST

Polydor Records, Cassettes and 8-Track cartridges are distributed in the USA by Polydor Incorporated, in Canada by Polydor Canada Ltd.
The same old story:

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

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

Judy Mayhan on Decca records and tapes.

Talent In Action

- Continued from page 14

DE T O I, ALBERT COLLINS
Galatea Au Go Go, New York

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

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

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

BOB GLASSENBURG

ART ENSEMBLE
OF CHICAGO
Alice's Revisited, Chicago

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

Leader Joseph Jarman, a recognized expert on soprano saxophone, points out the group's pastel concern to help express the uninhibited ideas, tied together with much percussion and extended use of bells, cymbals and off-beat instruments including the postcards of Lester Bowie's crystal shawl trumpet. Woodwind exponent Russell Mitchell, bassist Malachi Favors and drummer-percussionist Don Maye all add to the experience.

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

EARL PAIGE

BETTE MIDLER
Downstairs At The Upstags.
New York

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

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

IAN DOVE

GLOSSY PHOTOS

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DEC. 7, 1971, BILLBOARD
To All Our Friends in the Trade, Thank You.
LOS ANGELES

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

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

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

Frankie Laine putting out a special edition album of songs he wrote, for the Frankie Laine International Society. The album, Duffey Hooks III and Largent Collins of Shur-Ting Records have a new release on their Lagniappe label, Irving Board Sam doing "Treat Me Right." Elvis John's album cover designer, David Larkham, split English and has a new company, Teenage Graphics, under the Token Pole Productions banner.

Melanie will be one of the first headliners on the Winter Waale circuit of movie theaters converted into rock palaces.

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

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

Joe & Tina Turner's back-up band, now named Family Vibes, gets its own TV Special.

Chuck Barris is filming Chalet Ski in the White Mountains, Dec. 12. John Lennon released "Yoko Ono" for MCA.

Browne, McGuire & Sonny Bono at the Ash Grove Dec. 12, 16, 23. "Goddess" moves from the Music Center to the Ivar Theater Wednesday (21). "War" does New Year's Eve at the Golden Bear in Huntington Beach and Va. Caesar brings in 72 at the Playboy Club in Chicago. Chicago has a New Year's Eve gala at the Las Vegas Convention Center. (CHI).

TALEFREEDOM

NASHVILLE

Columbia artist David Budkin has been recording at Chandra-phonics studios in Nashville. The LP is being produced by Norbert Putnam, engineering by Gene Kehlerberger. Quad studio recently installed all Ampex SERVO motor and control system on their MM1000. (CHI) 

From The Music Capitals of the World

DOMESTIC

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

THOMAS WILLIAMS

NEW YORK

Spector's Kevin Lindsay will open in the Boston company of "The Me Nobody Knows" on Jan. 11. Future with Julie Bud will be at the Aruba Hilton Hotel until Monday (27). Bobby Scott brought his trio into the Holiday Inn in New Haven Dec. 19... Gladys Shelly, lyricist-composer, wins the "Fame" contestant from England's Westminster Poetry Society. Frankie Avalon will tape Johnny Carson's "Tonight" show Jan. 14. On Jan. 13, Avalon headlines the "Rock Revival Show," produced by Gus Geertsen at Madison Square Garden. Avalon's latest album, "Recordings in the Mood for Love," is "The Same Old Dream." Composer Ronnie Martin will release the bill with Dana Walya at El San Juan from Jan. 11... Joey Carbone's Resurrection Music has acquired material from Coctail Music including "So Happy," which was recorded by the Ridge on Atlantic, the Yellow Brick Road on Laurie and Snowball for Louis Loredo & Associates. Clare Campbell will be performing at Harrah's in Lake Tahoe until Monday (27)... Margaret Harris, the musical conductor of "Hair," penned "Toy Girl," which was released by recently by Scepter Records.

LAS VEGAS

The Sands lineup for New Year's Eve includes Dionne Warwick and Marty Brill in the Copa, B.B. King in the Grand Ballroom, Louis Prima in the Caret Theatre and Sonny King in the Regency Lounge. Ricardo Montalban is the special guest in the Copa Wednesday Jan. 11. New Year's Eve performance of the Copa will be presented by Ricardo Montalban, also in local television. The Trewers and B.B. King held forth at the Flamingo's main show. This marked the ABC-Dunhill's American Bandstand winning contest's first engagement in a main room. After the main-room stink King does another additional weeks in the Flamingo's lounge. The Trewers "Wild and Free"... Music from Blood, Sweat and Tears and from The Guess Who are being featured along with a less commercial utilization of nudity in the new edition of the Folks Brothers' "The Trewers," and will be presented in scenes played for New Year's Eve... Gary Naseef and Gana Productions bring Chicago into the Convention Center for New Year's Eve. Gary Naseef has reserved both the North Hall (19,000 square feet) and the Round 8,000 seating.

Talent

ISTER'S IN '72

GARNER DATES

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

Baldry Forms A New Group

NEW YORK—John Baldry, recently returned to London from his debut American tour, has formed a new group. Featured in the new lineup will be ex-Co-Exist guitarist, Jimmy Page. bassist Bill Smith, and drummer John Dentith, both formerly with England's Million Trio. Also featured in the group will be pianist Ian Armit and guitarist Sam Mitchell, both of the U.S. with Baldry this past summer. The new band will be headlining at John Marks' new Rainbow Theatre in London on Jan. 12, kicking off a British tour which will take them to 13 cities.

2 Artists to Do Danish 'Christ' 

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

Two Jesus Christ is both former members of the Spotticks group—Peter Winther (Sw-Disc) and Bruno Wintzell (Polydor). The rock opera is being produced in Denmark, by Rikard Stangerup, Lars Schmidt and Yngve Oester. Following its Danish run, the production will make a special tour of Sweden.

Together Has A Trial Run

NEW YORK—"Coming Together," a contemporary opera by Wally Harper and Paul Zackowski, is under a trial run at the Riverside Church. The show is being presented at the Riverside Church to promote itself for an Off-Broadway production, and as a future dates will be presented for an album rights option.

The show, which includes a cast of 17, called the Musical Theater, features 8 songs by Harper and Zackowski, also includes a cast of the By Co-Cum's Notable Music
Happy Xmas (war is over), Love, John & Yoko.
LOS ANGELES — The Special Project is fast becoming a modus operandi in the record business (with, of course, radio and radio people are a key target). Largely because of the dominance of LP sales as opposed to dwindling singles sale. Under the Special Project system, a record company gears it marketing program toward promoting coast-to-coast and involving every available public relations tool and it establish firmly a given artist or group.

Sales, take to some extent, a back seat to what Sweet Feldman says is concentrated to “make the act a household word.” At radio stations and the public. Examples are the enormous push Columbia Records put on Ray Price a while back, riding on a crest of a vast publicity campaign. MCA Records did this with Elton John and other acts. The label put John into cocktail parties across the nation and made every record store clerks stand on their feet and to distributors’ personnel and members of the press. Paul Revere did his own special project won an “Indian Reservation.” Other examples are the recent promotion projects. Volunteer Records now has a special projects expert—Sara Kidder. Volunteer Records recently hired Don Graham, a veteran record promotion man, to work with Bobbi Proffers on volunteer projects. Farrell has been known to go into a market, knock on every door, and live there until a group is firmly established and their record No. 1 on local charts. Graham is operating out of Los Angeles (the label is based in New York), but considers the whole nation his operating center.

Many Reasons

The reason for the Special Project emphasis is multiple, of course. Cost factors on most albums today are not such that no label can afford to take the chance of merely putting the LP into the market in hope “it has it in the grooves.” For one reason, although more and more Top 40 stations are playing LP cuts today, there’s an effort to get the record out in the market that also has it in the grooves. To be sure, many record companies and record-artist composite that selling their records as any exposure over the air in that exposure is more of a contributing factor for album sales than the record’s radio play.

“Truly, in the record promotion business, it is really a two-way street,” Graham said, “because the product is better than ever... so the possibilities of promoting a record are better than ever, not only in the Special Project system. If a promotion man talks to a record company, and he has an album to sell, he is given the time of his energy and time to go to a given length of time... you can deliver a program to the record company and has only as much as not the program is sold. That’s what we are doing today.

“Of course, it is that there are three distinct areas of promotion today. 1. Getting the record on the playlists, that it has to be played (because getting a record on a playlist doesn’t get it played automatically or gets played often). 2. Getting the record on the radio. 3. Getting the one thing that is the strictest (Continued on page 23)

DENVER — The Award Winning Dan Diamond Show is an oldies package aimed at listeners 20 to 40 with a good name: Dan Diamond and his personality Dan Diamond is being offered for syndication here by the Kidder Organization. The weekly show is in three hours long and contains 25,000 hit songs from the cover of radio and is a classic namesake, the show is...}

SANTA CLARA, Calif. — The Dorren Projects CBS FCC Petition

DENVER — “The Award Winning Dan Diamond Show” is an oldies package aimed at listeners 20 to 40 with a good name: Dan Diamond and his personality Dan Diamond is being offered for syndication here by the Kidder Organization. The weekly show is in three hours long and contains 25,000 hit songs from the cover of radio and is a classic namesake, the show is...
Dear Mr. Cook

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

MIAMI—WIOD-FM, now using the call letters of WAlA-FM in order to identify with a highway along which it is located and to identify with a new format Dec. 13. All call letters used by WAlA-FM are being used by WIOD-FM. The station is just as K-One-O-One (KIOI) in San Francisco, and KONE in Idaho Falls. Station manager Herb Hirsch said the call letters were changed so that the FM station would not be identified with its MOR music-formatted AM affiliate WIOD, WAIA-FM will have its own sales and air staff. WAIA-FM will play MOR music basically, presented in 15-minute segments in which the music will be cued. Tunes will be identified at the end of each quarter-hour.

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

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

Six-Hr. Radio Hit Roundup

DALLAS — “Opus 71,” a six-hour countdown of the major 100 records charted on the Billboard Hot 100 charts of 1971, is being presented by Jeff Jernigan of Starr Professional Programming and marketed by PAMS promotions people. The show, which has been sold in 100 markets, according to Bill Meeks, PAMS president, air date Dec. 26. It should run an hour per market the week before New Year’s Day.” Meeks said Radio stations have an exclusive in their market.

Meeks said that any station interested in contacting PAMS has to have a demo single of the show, which has been produced. The show, besides the top records, included interviews with such stars as John Lennon, Cat Stevens, B.J. Thomas, The Rolling Stones, The Who, Chicago, the Carpenters, and the Partridge Family, plus commentary on the band and music today. A customized PAMS single is included in the package plus a postage-manual with suggested promotions, etc.

Sonny & Cher TV

LOS ANGELES—“The Sonny & Cher Comedy Hour” premieres Dec. 27 on CBS-TV network in a 10 p.m. (EST) slot. Chris Beards and Allan Byke, who produced the show’s most successful specials, will produce the hour show. Art Fisher is executive director, show is produced by Blebe-Beard Productions in association with the Hunt- bury Company. Sonny & Cher recorded the show.

Dear Editor:

We enjoyed the article on Tennessee radio immensely, but we feel that you have perhaps overlooked one of the largest markets in the Volunteer State, merely because you’re composition. Refer to the Tri-Cities market of Bristol-Kingston-Johnson City, located on I-81 and the I-40 corridor between Kingsport, Johnson City, Asheville, N.C., and Roanoke, Va. Our market is three cities, each about 20 miles from the other, with a population of 301,900—larger than metro Lansing or Des Moines, are Ft. Wayne, acc- ording to SRI. We believe that would like a tear-sheet or two. Thanks in ad-

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

KGEI is shortwave.

Because KGEI’s target area is Central and South America, most programming is in Spanish. I think KGEI is the only station that can lean on the complete program package which includes cultural information, educational and spiritual programs.

The line-up of new personalities includes Mario Barahona, music and news announcer; Jim Boman, station manager and host of “En-

Glance,” the late night letter, pro-

ducer; Joe Holowaty, sports programs; and Bill Buckmaster, executive producer and music director.

I do a program in English, “The Bill Stout Show,” that features the best in popular music from the USA. I rely heavily on Billboard’s Hot 100 and top albums chart to program my show. Recently, we have broken a few hits on our "Bill Stout" poll and they made the international market including the BBC and the new hit ‘Baby Girl’ was a hit.

Myself, and Barahona both joined KGEI two months ago, Barahona with all the necessary credentials. For 15 years one of his main duties has been producing radio spots for commercial use in the international market, including the BBC and produced for the Korean government. For the last 10 years I have worked for NBC as an announcer in Chile, in the Los Angeles news director. For news and special features on United Press International’s Spanish service in Mexico City, Bogota, Buenos Aires and the major Latin American capitals.

Bill Buckmaster Executive producer, KGEI

San Francisco

December 25, 1971, Billboard
that.

... make the trade magazine Christmas, give all the bums and 11185, Merry Christmas.

Continued... of the them absolutely convinced that kindly.

of the number away the number you treat anyway.

next three months the end of the survey, I'm going to<br>the deejay copies giving 1,000<br>and now. He'd be at WMLF, and Philadelphia at WIBO when it was a big gun, is now back in radio again. He's doing the 10 a.m.-1 p.m. show, ac-

ding to general manager Beth Woodman, Troy Russell, former program director of the station.

Gerry Cunningham, married, and voice of WMMR-FM, Philadelphia, is voting 5, and<br>WPLJ-FM has 1, 1, and 4 (three "men do<br>recent change to a format). WRFM-FM<br>has 2, 5, 3, and 4. WFN-FM has 2, 1,<br>and 5 for "voters." The station has<br>yet to be contacted.

The San Francisco Radio Broad-
casters Association will now be<br>electing members of the Broadcasters Association. The leg-
endary Howard Kenter is again<br>involved in the effort, and for the fourth year, a program committee has been<br>formed and a group of "professional brake"<br>will be on the air, said Bob Hooper, station<br>manager. "We plan to go on the<br>air, and there are going to be<br>some surprises in store," he said.

In addition to the professional brake,<br>the station is planning to have a<br>lot of promotions, including a<br>contest to win a trip to Hawaii.<br>

Tom Teuber, program director of WCMF-FM, Rochester, N.Y., is<br>promoting his station by making<br>做好与以前的任何一次。<br>So, if you're interested by a record, before<br>you boss your tail and get it rolling with all of the promotional things you can do to change it, and<br>on the air... any way, it's hard to<br>do that on the air at the same time.<br>I can't even be at 1:00 a.m. in the<br>station at night. In fact, it looks as if<br>WOR-FM and WWRLE are No. 2 at<br>the moment, but that's no basis of<br>comparison.

But, even more important, the group is<br>planning to have a tour with Savoy Brown and<br>is due to arrive from Philadelphia<br>on Monday, the first day of the<br>joint with the deejays of San Francisco about the end of<br>January. They will be in town until<br>the end of the month, and they<br>will take a trip to San Francisco<br>and back, leaving on February 1.<br>

Thank you for your<br>cooperation and support.<br>... and now the group's<br>promotion plans are as follows:

1. A promotion for a<br>record that is on the air...<br>any way, it's hard to<br>do that on the air at the same<br>time.<br>I can't even be at 1:00 a.m. in the<br>station at night. In fact, it looks as if<br>WOR-FM and WWRLE are No. 2 at<br>the moment, but that's no basis of<br>comparison.

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Jim Gearhart would be interested in a major market air personality position. You can reach him at 201-637-9159. I was thinking the other day of the "perfect" air staff for an MOR radio station where the criteria was humor and the air personalities were given rein to operate in their best form. Now, this is based strictly on my own knowledge and I'm a long way from knowing everything, but this is the staff I'd select: Don Imus 6:9 a.m., Jim Gearhart 9:noon. Gary Owen noon-3 p.m., Pat Patterson 3:7 p.m., Dick Whittington 7-midnight, and John Zachelle midnight until 6 a.m. I may have left out a good man. I've never heard Don Sherwood work and I understand he's another thing. And there's a guy in the Midwest I can't remember. But I feel this would be one hell of a staff and would probably drive a program director bats.

** * * *

KRLD, Dallas, needs a first ticket air personality. Talk to program director John Barger, WXY, Cleveland, has been talking to a couple of men. WFIL, Chattanooga, needs a man. Check WKYN, Knoxville. WKRT, Cocoa Beach, Fla., needs a 1st ticket air personality fast. Talk to Jack Pride.

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

** * * *

J. Robert Gallo, P.O. Box 684, Galax, Va. 24333, is still seeking letters from air personalities and program directors who've been shafted; it's for his book, which is nearing completion. He won't use any names, but he would like "experiences" to use. Help him out if you can. 

Bob McClain, former air personality, is now a Capitol Records promotion man in Denver. All you radio men in Coors Country treat him gently, eh! George A. Koehler, general manager of Triangles radio-TV division, and Lewis Klein, director of programming for Triangle, are part owners in Gateway Communications, which has just purchased Triangle's WNBF, WNBF-FM, and WNBF-TV in Binghamton, and WLTY-TV in Lancaster, Pa. Koehler, once station manager of WFIL in Philadelphia, is president of Gateway. Klein is vice-president.

** * * *

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

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

KEDO, Longview, Wash., has launched a progressive rock show at night, according to new music director Mark Robbins. The station is MOR in the daytime. I guess my old buddy, Fred Allen, has left the National Association of FM Broadcasters; he'd been executive director or something similar to that. Abe Voron, former president and chairman of the board of the NAFM, and one fine gentlemen, is the new executive director. Bill Rice, former general manager of WDBX, Chatanooga, is now sales manager of KKOL-FM, Fort Worth.

"Take a Little Time Out Girl" by Mark Palmer on Spark Records is being reserved to radio stations according to Al Kugler, national promotion director. Said he's getting some radio action on it. KNK, Salt Lake City, needs a top 40 deejay for a middy slot that will be opening up around the middle of January. Call program director Richard W. Boothe at 801-364-1853. . . Fred Van deventer, 68, died last week in Paducah, Ky. He originated the old "Twenty Questions" radio show that later went to TV. He was on WOR, New York, for a while. "WGIL-FM, Galesburg, I1., is now broadcasting at 30,000 watts with country music in stereo, according to program director Jim Wyman. Country music stations in

** * * *

CBS FCC Petition

* * * * *

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

"Once Every Year"

A new and unusual Christmas song by Paul Franchi, Webster and Mike Cordo, is now available on New Horizon Records.

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

NEW HORIZON RECORDS
3200 Heweson Way
Las Vegas, Nevada 89110
(702) 734-6619

Unduplicatable

Admit it. You haven't the budget to set up your own network of 15 young lady correspondents around the world. And neither does your competition. But that's what RW is offering you here. Get it before your competition does.

National - Card - Rate

Guaranteed with 8 national and 4 local avail in top 35 markets. Just ask WCBS, KPCC,WGLD, KMPX, WVBH-WHFS, WWOM, KLOL, WAVE, WBUS and WPLF. They're all set for air date Jan. 9. And RW is also available to all other markets serving 18-45 student/youth audiences.

Public Affairs

RW goes into your PSA lineup with international youth news, info, fads, fashion and feelings.

Entertainment

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

Rosko's World

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

** Continued from page 23

(.Continued from page 23)
**Audio Fantasy Syndicates**

**Nordine Half-Hour Series**

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

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

"Ingenuity & Emphasis Help Hits"

Continued from page 33

If you're a deejay searching for a radio station—or a radio station searching for a deejay—"Billboard" is the best buy. No other trade publication is read by so many air personalities and program directors. And all of the sharp programming-oriented general managers read the magazine, too! Best of all, "Billboard" classified ads achieve better results than any other publication in the field. General managers report that a Radio-TV Job Mart can draw five times the results of the next leading radio-TV industry publication. The cost is $15—in advance—for two times. Box numbers will be used, if you wish. Send money and advertising copy to:

Radio-TV Job Mart
Billboard
165 W. 46th St.
New York, N.Y. 10036

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**Positions Wanted**

Highly experienced, first phone, good voice, currently P.D. Suburban, N.Y. Station. Have been with WCFL, San Francisco, and ABC AM. WANTED: a market, $50 week. Any format; including show. Have writing ability. Send resume and salary requirements to P.O. Box 1234, N.Y. Prefer stations within 50 miles N.Y. Write box 1234, N.Y. For specific salary, please say so. I am not looking to relocate, mostly anywhere. I am open to any challenge. BOX 1234, W. 46th St., New York, N.Y. 10036

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HELP! I'm frustrated. I need a fresh change. Been at present station for three years. Currently doing a top-40 format. Hate TV but love radio. Don't want to move but would like some money. If you can offer a job, I'd be interested. BOX 1234, W. 46th St., New York, N.Y. 10036

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Highly experienced. First phone, good voice, currently P.D. Suburban, N.Y. Station. Have been with WCFL, San Francisco, and ABC AM. WANTED: a market, $50 week. Any format; including show. Have writing ability. Send resume and salary requirements to P.O. Box 1234, N.Y. Prefer stations within 50 miles N.Y. Write box 1234, N.Y. For specific salary, please say so. I am not looking to relocate, mostly anywhere. I am open to any challenge. BOX 1234, W. 46th St., New York, N.Y. 10036

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Lives, medium, and major market radio stations. I know how to cook with a degree of intelligence. However, can't cook on the fly. First show is second nature. shelf hide marks. My shows are always better than any as radio. BOX 1234, Radio TV Job Mart, 165 W. 46th St., New York, N.Y. 10036

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American with larger experience. First phone, good voice, with broadcast endorsement. Ask for a copy of "Modern Country Station" from Billboad (1970) to hear familiar voice. BOX 1234, Radio TV Job Mart, 165 W. 46th St., New York, N.Y. 10036

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***Actually, Billboard's Campus Attractions Speak for Itself But You Can Relate on Its Complete Listings of Talent — Film — Recording Artists — Personal Managers and Booking Agents.***

If you have something for the campus audience, get it on the pages of **Billboard's Campus Attractions**

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**Positions Open**

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NEEDED AT ONCE — Country Pres. No experience or guarantee. Must be able to interject personality into a scoring format. Send resume and tape to Roy Family Talent Agency, 165 W. 46th St., BOX 1234, New York, N.Y. 10036

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**Radio-TV Mart**

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December 25, 1971, Billboard
NEW YORK—Because of the extended vacation period given to students at Christmas time, retail sales at campus music outlets might drop as much as 75 percent. But surprisingly, stores are opening to cash in on sales of Christmas items and other products which may interest the Christmas shoppers.

At Follett’s Miami Co-Op, Oxford, Ohio, Maureen Gedson, manager of the store, said sales in records dropped drastically. "We try to run a sale about a week before the students leave for vacation," she said. "We try to break our prices about 30 percent lower than normal to bring the prospective student buyers into the store. We do not discount records, though. Our 8-track and cassette tapes are usually not priced any differently from normal." She also mentioned that the drop in income for this time is generally projected into the store’s yearly income.

At Kiefer’s Record and Stereo, Lawrence, Kan., John Kiefer, manager and owner of the retail outlet, said that his sales may drop as much as 33 percent at vacation time. "We do not run sales, because we normally sell albums for less than their suggested retail price. In fact, at $3.99 per LP, we are generally irresistible to other discount houses in the area," said Kiefer. "So we use the time instead to give our personnel in the store some time to rest. We will go on special hours for the season. Kiefer also said that he could not afford to close the store. "We begin to build up for the store, because from aside about $3,500 a year. We are a record store, so my selling equipment, which sells albums and cassettes, and of course, albums. You see, although we do not run sales, we are doing enough traffic to get most of it, so that accounts for a sales drop during long vacation periods, so we do not think we will ever again conclude." At the Record and Trade Centers, Dartmouth, N.H., serving Duke University, the drop in retail sales is between 50 and 75 percent, according to Wendell Tomlin, the assistant manager. "Our store in Chappell Hills is considerably more business during this season, although they also have many students customers," said Tomlin. "We keep the store open from 9 a.m. to 9 p.m. until Christmas is over. Then we run from 9 a.m. to 5 p.m. Our soul music traffic in singles is 50 percent lower than normal to see, because we normally store open to stay for business. Tomlin commented.

"We take an attempt to take up some of the sales slack by ordering the special LPs or 8-tracks for the holidays," said C.G. Stricker, the owner of the Michigan State’s Campus Records. "You should be able to sell LPs such as Handel’s Messiah, Bach, Christmas and gift LPs and having them in stock; we make sure to keep the campus trade. During the Christmas season we are doing well," Kiefer concluded.

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From The Music Capitals of the World

DOMESTIC

the Thunderbird's Latin Fire production will be an all-star Japanese topless production taking place in mid-January. The entire company is a second generation Japanese-Americans. Eddie Fisher being handled by David Mirisch.

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

Bobby Vision penses out bouquets of red roses during his Hilton lounge show as part of a promotion with local radio station KLUC. Vision will record an album of Mario Lanza's favorite songs. Abbe Lane returned with her act to the Landmark Nov. 29 and has also been linked to headline Harrah's Reno opening Feb. 3.

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

LAURA DENI

CINCINNATI

The Heywoods, nine-piece mild-rock group managed by Bea Donaldson, are doing the theme for Dick Clark's TV special, "The Real World of Make-Believe." The group has played 36 concert dates with the Osmond Brothers in recent months. Belkin Productions has the Allman Brothers coming into Music Hall for a single show Jan. 16 at a $5.50 top... Ted Nugent and the Amboy Dukes plus Browningville Station and Maxy provide the New Year's Eve rock action at Hara Arena, Dayton, Ohio.

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

Singing pianist Al Morgan, of "Tea-Time Heart," fame, is the holiday feature at Dick Schilling's Beverly Hills Country Club, Southfield, Ky.

Jim LaBarbara, WLU's afternoon drive-time voice, leaves there Thursday (23) to take over the morning slot at KTAK, Denver, Dan Clayton, who joined WLU recently as music director, takes over LaBarbara's slot... Jimmy Lopdon, WCLU Radio's deejay-programmer, will be the Christmas Night feature on WLU's "Mid-Western Hayride" TV show hosted by Kenny Price. Lopdon, a songwriter in his own right, will sing a medley of Hank Williams hits. Jimmy joined WCLU in October, 1963, when the station introduced the modern country format in the area. He has logged a number of his own tunes on the Decca label.

BILL SACHS

Signings

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

Frankie Laine Aids 7th Step

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

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

Now, a solicited testimonial

"BILLBOARD'S CAMPUS ATTRACTIONS ISSUE IS RIGHT ON!

"I EAT IT EVERY MORNING FOR BREAKFAST."

THE MARCH 25 ISSUE OF BILLBOARD'S CAMPUS ATTRACTIONS.

THE AD DEADLINE IS: FEB 15

Contact a Billboard sales representative before the Ad deadline:
EDITORIAL

Booting Pirate Ads

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

Pirates who make and sell unauthorized copies of commercial recordings are, for all practical purposes, an avaricious menace. It is estimated that one out of every three prerecorded tapes sold in the U.S. was manufactured and further that pirates were grossing approximately $300 million annually.

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

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

Billboard urges all magnates to examine their consciences and to eliminate their activity and devise from such practices.

Admiral Likes 8-Track Over Cassette, Looks to ‘Q’ in ’72

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

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

In short, Admiral, while not completely phasing out of its few cassette models, is offering all stereo consoles with 8-track decks. It will also offer fuller portable and compact 8-track lines, according to Boba.

While not enamored of cassette—it is phasing out of its 8-track changers—Admiral will not be without cassette players. It probably will offer a deck, several monaural portables under $60, and a few low-volume AM-FM at about $89.95.

“8-track marketing and sales surveys show 75 per cent of all aspects of the cartridge market except automotive,” Boba said. “Our eggs will be in the 8-track basket.”

The new product line includes three recently released stereo consoles, all with 8-track decks, $289.95, and future product like 8-track consoles. 8-track portables with and without (Continued on page 32)

Shrink Wrap Tapes

LOW PRICE, PORTABLE SHRINK PACKAGING MACHINE

Packs 300 to 400 Tapes per hr., 110 volt—j ust plug in and do your job.

$629 PLUS FREE SHIPPING

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Prompt Shipment

Pinch Rolls and Pressure Pads

Buy Direct From Manufacturer

Standard Sizes In Stock!

On your request, we can cut to your sizes.

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Model ES 4000 C.L.F.
for 8 track and cassettes

Includes: Tapes, Slaves, Top Condition, 50% Off List Price

Principals only

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165 West 46th Street, New York, N.Y. 10036

Industry Leaders Set as ITA Seminars’ Speakers

NEW YORK—The International Tape Association has confirmed speakers and seminar sessions for this year’s meetings in New York, Feb. 6-7, Chicago, Feb. 15, and Los Angeles, Feb. 13-14.

Dr. C. P. Kunisto, president of Motorola Automotive Products, will deliver the keynote address at all three meetings.

Seminar topics include George Simkowitz, vice president of Bell & Howell; Jerry Citron, manager of audio/telecommunications at North American Philips; and Thomas Palms of Time-Life Video; Dan E. Denhelm, general manager of JBM’s magnetic products division; and Ian Campbell, vice president of Lear Jet Stereo. In addition, Dr. Jeffrey Berkwitz, assistant general sales manager at Panasonic, and Larry Evans, marketing manager of Sony, are scheduled to speak.

Krol Tronics Adds Speakers to Line

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

In late November, a speaker line in the next few months to go along with power inverters and power supplies for tape recorders, removable auto mounting brackets, and tape storage cabinets, says Van Apelian, vice president.

Krol Tronics offers a cabinet which holds 60 cartridges.
**FCC Sets Guidelines For Sales Promotions**

LOS ANGELES—The Federal Trade Commission is cracking down on deceptive sales practices, particularly those involving offers of “free” merchandise. The agency, with an eye on all consumer goods, is focusing especially on products involving blank and pre-recorded tapes. A series of guidelines covering “buy one get one free” offers, and “one cent” sales and promotional gimmicks have been issued.

“Too often,” the agency said, “these promotions are deceptive in that the price of the ‘free’ item is inflated to cover the cost of the ‘free’ one.”

The FTC has issued a series of guidelines to regulate such practices. A “free” offer, according to the FTC, must be based on the regular price of the product, which the consumer has to pay in order to obtain the “free” one. The agency defined the “regular price” as the price at which the product has been “openly and actively sold” in the same area during the previous 30 days. If the product has never been sold, the regular price is the lowest one.

The FTC sets these guidelines:

- All terms and conditions of the “free” offer must be clearly and conspicuously stated.
- In an introductory offer, the seller must expect to duplicate the “free” offer after a limited time and sell the product at the same price at the “free” offer.
- “Free” offers can run for more than six months in any 12-month period, and no longer than 30 days shall elapse before the next “free” offer; no more than three such offers should be made in a 12-month period; and sale of the product promoted in the “free” offer should not exceed 50 percent of the total volume of sales of the product in the same size.

**Santa’s Sack Loaded With Hardware Units**

LOS ANGELES—Portable cassette units, tape recorders, and their configurations and compact audio systems are presently the rage, according to most dealers. Players are shown at the $19.95 to $70 price range, the high-priced models with radios, and compacts in the $100 to $250 range are shown with dual headphones. Accomplishments that go with tape equipment, like blank tape, batteries, and telephone and head phones, are also being sold.

A variety of units are being sold in the $60 to $120 range, according to most dealers. Most dealers are offering products specifically as free add-ons for complete systems. Components, particularly those that are free with purchase, are being bundled by most manufacturers, and 4-channel equipment, primarily decoders, are being sold.

**Ita Seminars**

NEW YORK—The International Tape Association is holding “Ita” seminars on the tape industry in New York, Chicago, and Los Angeles. Next year’s dates include Feb. 7 at The Plaza Hotel, in Chicago; Feb. 27 at the Safari Club and at the Los Angeles Sheraton Universal Feb. 14.

**Brazen Tape Bootleggers Vending Top Hit Software at Big Discount**

LOS ANGELES—Bootleg tape stands operate openly at the Rose Bowl Swap Meet, Southern California’s largest annual swap meet, currently held at the Rose Bowl. Tape stands, in fact, are the most popular. In high demand are records in the $2 to $5 range, with some buyers paying as much as $100 for certain items.

The largest of these tape stands is Pasadnya, a full line of recordings, both copyrighted and otherwise, including 8, 12, and 16-track tapes. Many tapes are sold as copyrighted, with some buyers paying as much as $100 for certain items.

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**AAS Duplicating ‘Talk’ Cassettes**

NEW YORK—Associated Audio Services has been formed to produce duplicated spoken word cassettes, said Bob Piscopo, president. The company, which is based in New York, is going to be a mail-order business dealing in educational and entertainment materials.

Another producer, also producing educational and entertainment media, is The Audio Network, which is going to be a mail-order business. The company, which is based in New York, is going to be a mail-order business dealing in educational and entertainment materials.

**Tape Cartridge**

**International Tape**

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Jukebox programming

'71's Top Stories

CHICAGO—Picking the most significant jukebox programming stories of 1971 isn't easy and a lot of important ones must be passed over for mentions. For example, it was a year of controversy with singles that included such songs as "Battle Hymn of Lt. Calley," "That's All Right Mama," "Yodelin' the Blues," "Johnny Thunders" and the like. But there was another trend in jukebox programming which was not as well-known to the general public. It was the trend towards jukebox programming carried through the use of jukebox storefronts.

A few years ago, jukebox manufacturers and operators were faced with the problem of what to do with jukeboxes that had been out of use for a long time. Many of these jukeboxes were discarded, but many others were kept in operation as part of a jukebox store. These stores were small, usually consisting of a few jukeboxes, and they were operated by individuals or small groups.

The trend towards jukebox programming has been gaining momentum in recent years, as more and more jukebox manufacturers and operators have begun to realize the potential of jukebox storefronts. In addition to providing a source of revenue for jukebox manufacturers and operators, jukebox storefronts can also help to promote jukebox sales by allowing customers to try out new jukeboxes in a real-world setting.

LPS ON RADIO

More radio stations (including, significantly, AM outlets) are playing cuts from 12-in. LPS. The move casts a long shadow over jukebox programming. Many artists with top-selling LPS, Cat Stevens for example, are jukebox programmers denied product from important artists, they are limited to requests for LP cuts heard on the radio—cuts in bars too often assume are singles. A major problem, it has one other aspect; once the single is released from an L.P. station may already have stopped programming with the result that jukebox programmers are denied back-up radio support on the disk.

RADIO-JUKEBOX RAPPORT

Jukebox programmers and radio station programmers are finding they have much in common. A classic example, the teamed BILAL, WIRL, (Pennsylvania, and the Wisc Monotch Phonograph Service Jukebox operation in the same city. There are many examples in markets. WIRL furnishes jukebox programming for Baron, who has a very good advance pick list while Bush polls meters in jukeboxes and gives this information to WIRL's Robin Walker. In Madison, WLS, Moscow, Schools works with WMJ music director Chuck Bajer and WISW announces LP's cuts, thus at least patrons in the Modern Specialty Jukebox firm's bars know a cut is not a "single."

LPS LONG SINGLES

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

JUKEBOX LP'S

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

SEES 800 SAMPLES

Wis. Committee Picks Records

By BENNY OLLMAN

MILWAUKEE—A four producer meeting to pick jukebox records is working out well for the sizable Or- C-Sound/Sing-Write/Jukebox Broadcast operation here. It is also a model of how programmers can work with a creative one-stop business. While not every title was a hit, as many as 80 new samples a week were heard.

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

The big advantage is for Badger, though said Mowers, that because this means that he has one's and two's of a lot of items they get just a single for the new one.

He also pointed that, obviously if the committee is unsure of can they be worth the cost of the meter can thus help in the decision.

The committee is comprised of Lorraine Czarnik, Orville's wife, Routeman James Pawloski, front office gal, Eleanor Lisiene, and "Big MJ" Mowers, manager of the Third Street Radio Doctors one.

It works this way: Each Friday, Third Street Radio Doctors... (Continued on next page)

No Jukebox Depreciation Plan

WASHINGTON—The best bet for jukebox operators to get depreciation schedules for their tax returns may be to set up some form of a self-help plan. IRS officials and jukebox manufacturers have both said that jukebox operators should look into setting up some form of a self-help plan to allow them to take advantage of the tax laws. The IRS has advised that the jukebox operator, like any other business, should prepare a depreciation schedule for his equipment. IRS officials have also said that the IRS has not yet published any specific depreciation guidelines for jukeboxes.

The IRS' guidelines contain a general "low depreciation" category which suggests a useful life of 10 years for amusement facilities. IRS officers point out that depreciation procedures permit a 20 percent write-off in the first year and a gradually increasing write-off in subsequent years. The IRS has not yet issued any specific guidelines for amusement facilities.
Jukebox programming

'71's Top Stories

CONTINUED FROM PAGE 34

TITLE STRIPS

The jukebox title strip is gaining more importance. Sterling’s color-coded strips have sparked merchandising activity (and debate) in the jukebox level. Star has developed a picture title strip for jukeboxes. The hardware firms are focusing more on the title strip panel (examples being Rock-Ola’s raised panel, Seeburg’s shadow box format and Wurlitzer’s use of a panel that only becomes visible when the panel approaches the teen). Poor Quality 45’s

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

PLAY PRICE

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

MOA GROWTH

MOA continues to grow in every way. The 1970 convention set an attendance record. New President John Trucano is launching a long-range business training program through Notre Dame’s center for management training. First session costs: Operators—$4.5 at South Bend, Ind. Others are set for Mar. 1 and Apr. 21-22 (New York). MOA looks forward to more show entertainment at its Sept. 14-16 show next fall at the Conrad Hilton, which for the first time will not conflict with the Country Music Association convention.

FURNITURE LOOK

Jukeboxes styled like furniture (which can hardly be therefore called jukeboxes) are gaining popularity. Three jukebox manufacturers showed such machines at the recent MOA. They are important to the operators of the new jukeboxes, because they open doors to entirely new locations and entirely new commission arrangements, most often starting for a $2.5 week guarantee against whatever proceeds.

TAPE JUKEBOX

A development that could alleviate the changing emphasis toward 2-inch albums, creating no singles and long single headaches, is the advent of the jukebox that plays albums via tape. Wurlitzer showed such a box at MOA. Though it does not play individual tracks within cassette, that capability is no doubt just ahead.

Wis. Committee Picks Records

Continued from page 33
With a package of sample discs is the Badger Novely Co. The member contains one copy of each of the week’s new releases, plus a special tip sheet listing Radio Doc.

The new releases are auditioned over the week’s run at the Badger Novely Co. trio, with Mrs. Lorain Carnitz doing her listening home and two other households. The approximately 80 releases are quickly listened to by Carnitz, Paulis-Liniek jury is averaged to an average of 5 “contenders.” Next comes a final conference with “Big Mike,” frequently held over the phone to save time. Movers doubles checks their picks, bringing to his wide knowledge of the jukebox music field. If everyone agrees on a number it’s an automatic buy. The artist and type of record, Fed. 4-5, determines whether it will be purchased in large enough quan to cover the entire route or only portions of it.

Most of Badger Novely Co. locations are adult lounge spots, with the help of the disk purchase, falling in pop and “good music” categories.

New Englebright Humperdinck releases are always ordered in large enough quantities to cover all the locations. Other consistent covers on Badger Novely Co. routes in recent months have been Charley Pride and Johnny Cash.

KING’S One Stop service for all Vending Machine Repair

MERCHANDISE—Last till gum, wrapped gum, chalk boxes, filled parking meters, coin, bulk. Vending, bulk. 10 to 60 bag. 5Â¢ to 5Â¢ vending past candy jackets.

SUPPLIES—Engraved emblems V-V-12, coin weighing scales, chalk boxes, parking meters, bulk candy, ice cream bars & lubricants, paper bags for hot nuts & soda & beverages.

EQUIPMENT—All Northwestern vending carts, cart stands, well incubator & double vending machines (new)

NAME TITLE

ADDRESS

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T. J. KING & COMPANY, INC.

1700 W Lake St.

Chicago, Ill. 60612

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January 25, 1971 BILLBOARD

What’s Playing?

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

Baltimore: Jazz Location:

Jerry J. Canet, Program Manager

Current releases:

“ Ain’t No Sunshine,” Eddie Harris

“Give Me Some” Jimmy McGriff, Group M-1002

“What’s Going On?” Quincy Jones, A&M 816

Buchanan, Mich.: Country Location:

Frank Fabiano, Program Manager

Current releases:

“ I See an Angel Good Morning” Charley Pride

“Lead Me On” Lysetta Lynn & Conway Twitty

“Don’t Forget the Girl I’m Married To” Johnnie Taylor, Decca X2722

Gallon, O.: Country Location:

Larry Toussaint, Program Manager

Johnson, Kevin Wolfe

Current releases:

“Bing Me Along Through the Night” Sammi Smith

“For the Good Times,” Roy Price

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

Bernard Golden, Program Manager

Columbia Music

Current releases:

“ Vietnam Wasn’t You With” Conway Twitty

“Cost of Many Caresses,” Dolly Parton, RCA 11916

“Leaving,” Freddie Hart, Capitol 3115

“An Angel Good Morning” Charley Pride, RCA 0530

Milwaukee: Adult Location:

Orville Cernat, Program Manager

Montana Music

Current releases:

“ I’m Loving You,” Rod Stewart, Capitol 3634

“Stories,” Neil Diamond, Uni 55310

“Band With You,” John Denver, RCA 0567

“Chicago,” Enröh Light, Project 1450: “Chicago,” Enröh Light, Project 3 1466

Newburgh, N.Y.: Teen Location:

Jack Wilson, Program Manager

Current releases:

“ Did You Ever Love A Woman” Ray Price

“ Better Move On,” Billy Cosh Crockett, Country 201

“Next Time I Feel In Love I Won’t,” Elton John

“Emo Army” Sonny James

Rockford, Ill.: Teen Location:

Alola Hank, Program Manager

Hanks Music & Vending

Current releases:

“ I All I Ever Need Is You” Sonny & Chér, Kapp 2151

“ Family Affair” & The Family Stone, Epic 19065

“Trespass & Troubles” The Isley Brothers

“Old Fashioned Love Song,” Three Dog Night 32900

“Rose Believe Me” & Roseland, Cambell 150

“Rose Garden,” Lyndy Anderson

Trenton, Mo.: Country Location:

Orma Johnson, Mohr, Program Manager

Lis Christiansen, Mohr, Program Manager

Current releases:

“ I Had A Beat Heart” & Michael Anthony, Stax 2573

“ More Than You Know” & Sonny & Chér, Kapp 2151

“Thames Foggy Night” & Isaac Hayes, Epic 19089

“Stones,” Neil Diamond, Uni 55310

“ One Of Everything You Got,” Buck Owens & Sally Gayle, Capitol 3235

DECEMBER 25, 1971. BILLBOARD
Your Friends at Wurlitzer Wish You the happiest of holidays
Soul Songs

By ED OCHS

SOUL SLICES: Holland, Dozier & Holland's new Music Merchants label has gone to Buddah, home of Hot Wax, which outbid Columbia, says Chris Jones. He moves over from Scopeter after New Year's to man the promotion. The Jones Girls, Warlocks, and other chartables from the braintrust's bubbling soul laboratory, further "soul-ify" Buddah as an nbd powerhouse, as Laura Lee's "Love and Liberty" from her just released "Women's Love Rights" Hot Wax LP, plus any hum from the hive of the Money Cake, are presently tickling the airwaves, along with Invictus' 8th Day with "If I Could See the Light." disks by General Johnson, Chairman, Glass House and Freda Payne's latest... Diane Warwicke, ready in January with a first LP for Warner Bros., is alive and skipping at Steposter to "It Hurts So Bad" with "Love of My Man" on the other... Dick Gregory's "At Kent State" Poppy album is thriving at WNAS-FM, Philadelphia, where Santana and CS&RY's "Ohio" make a perfect musical bed for Gregory's points. New Supremes: "Play Joy," on Motown. Just because Bill Szymczyk produced B.B. King's pop breakthrough and engineered half a dozen others, there's every reason to believe that the new natural blues of Albert Collins will come to pass through the pop world from Turnbuckle Records in Denver, now gets seriously serious with Collins' "Gettin' Down to Business" single from his LP. "There's Gonna Come a Change"... Simie & Wycle on the track with "Boogielegg" from their Mr. Chand album "Gettin' Over the Hump." Everybody's into something else at Stax, where Carla Thomas is catching on with "You've Got a Cushion to Fall On" and Johnny Taylor's "Standing in for Jody" are pushing the Emotions, Dramatics (whose "In the Rain" from the LP awaits the call) and Isaac Hayes' "Black Moses" colosses. Wanna get in the Stax act? Weigh the instrumental intro to "Look of Love" from It's "To Be Continued" best seller, featuring "Shaft" guitarist Michael Touss, who Stax has tagged for stardom. Can you believe? And don't overlook "End of the Mercury's new single, "A Gift to You." Soul Sauce Picks & Plays: Al Green, "It's Over to Stay." (Hi); Gladys Knight & the Pips, "Make Me the Woman," "Get Up-Get Down" (Voll); Bar-Kays, "Son of Shaft" (Voll); Rufus Thomas, "Funky Penguin" (Stax); Detroit Emeralds, "You Want It, You Got It!" (Westbound); Atlantic, "I'll Take You Home," "Cold Rain," "Heart & Soul" (Atlantic); Roberta Flack, "I Will Love You Tomorrow" (Atlantic); Ray Charles, "What Am I Living For" (ABC); Howard Tate, "Keep Cool" (Atlantic); 8th Day, "If I Could See the Light" (Embassy); Persuasions, "Together" (RCA); Beginning of the End, "Come On Down" (Aston); Otis Spann, "Hungry Country Girl" (Blue Horizon); Isaac Thomas, "Full Time Woman" (Cotillion); Joe Tex, "I Gotcha" (Dial); Ohio Players, "Pain" (Westbound). Otis Clay to Hi. Logan H. Westbrooks to Columbus as director, special projects. He reads Soul Sauce. Do you?

Vox Jox

* Continued from page 32

Lineup at WOR-FM, New York, now includes: Jimmy King 6-9 Johnny Donovan 7-11 Tommy Edwards noon-3 p.m., Rick Nodine from KJL in Houston 1-4 p.m., Bob Evans 6-9 p.m., Mark Driscoll 9-12 midnight, and China (Pat Holiday) Blue from CKLW, Detroit, midnight-6 a.m. with Joe Moe... CBS's new "Radio's Hot 101" for early broadcast at WINS, New York, 10 p.m. on Sunday. Several major broad- casters have filed suit against the Federal Court in Kansas City Mo., requesting the court's intercession concerning the applicability of Missouri's lottery laws to radio and TV promotions. The Missouri Broadcasters Association filed the petition.

Soul Singles

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

BY ED OCHS

"SOLACIOUS!": Holland, Dozier & Holland's new Music Merchants label has gone to Buddah, home of Hot Wax, which outbid Columbia, says Chris Jones. He moves over from Scopeter after New Year's to man the promotion. The Jones Girls, Warlocks, and other chartables from the braintrust's bubbling soul laboratory, further "soul-ify" Buddah as an nbd powerhouse, as Laura Lee's "Love and Liberty" from her just released "Women's Love Rights" Hot Wax LP, plus any hum from the hive of the Money Cake, are presently tickling the airwaves, along with Invictus' 8th Day with "If I Could See the Light," disks by General Johnson, Chairman, Glass House and Freda Payne's latest... Diane Warwicke, ready in January with a first LP for Warner Bros., is alive and skipping at Steposter to "It Hurts So Bad" with "Love of My Man" on the other... Dick Gregory's "At Kent State" Poppy album is thriving at WNAS-FM, Philadelphia, where Santana and CS&RY's "Ohio" make a perfect musical bed for Gregory's points. New Supremes: "Play Joy," on Motown. Just because Bill Szymczyk produced B.B. King's pop breakthrough and engineered half a dozen others, there's every reason to believe that the new natural blues of Albert Collins will come to pass through the pop world from Turnbuckle Records in Denver, now gets seriously serious with Collins' "Gettin' Down to Business" single from his LP. "There's Gonna Come a Change"... Simie & Wycle on the track with "Boogielegg" from their Mr. Chand album "Gettin' Over the Hump." Everybody's into something else at Stax, where Carla Thomas is catching on with "You've Got a Cushion to Fall On" and Johnny Taylor's "Standing in for Jody" are pushing the Emotions, Dramatics (whose "In the Rain" from the LP awaits the call) and Isaac Hayes' "Black Moses" colosses. Wanna get in the Stax act? Weigh the instrumental intro to "Look of Love" from It's "To Be Continued" best seller, featuring "Shaft" guitarist Michael Touss, who Stax has tagged for stardom. Can you believe? And don't overlook "End of the Mercury's new single, "A Gift to You." Soul Sauce Picks & Plays: Al Green, "It's Over to Stay." (Hi); Gladys Knight & the Pips, "Make Me the Woman," "Get Up-Get Down" (Voll); Bar-Kays, "Son of Shaft" (Voll); Rufus Thomas, "Funky Penguin" (Stax); Detroit Emeralds, "You Want It, You Got It!" (Westbound); Atlantic, "I Will Love You Tomorrow" (Atlantic); Ray Charles, "What Am I Living For" (ABC); Howard Tate, "Keep Cool" (Atlantic); 8th Day, "If I Could See the Light" (Embassy); Persuasions, "Together" (RCA); Beginning of the End, "Come On Down" (Aston); Otis Spann, "Hungry Country Girl" (Blue Horizon); Isaac Thomas, "Full Time Woman" (Cotillion); Joe Tex, "I Gotcha" (Dial); Ohio Players, "Pain" (Westbound). Otis Clay to Hi. Logan H. Westbrooks to Columbus as director, special projects. He reads Soul Sauce. Do you?

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

DECEMBER 25, 1971, BILLBOARD
### Soul LP's

**BEST SELLING**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>SHAFT</td>
<td>Isaac Hayes/Enterprise/EMI</td>
<td>ENS 2 5002 (Stax/Volt)</td>
<td>20</td>
</tr>
<tr>
<td>THERE'S A ROTTIN' GUN ON IN</td>
<td>ALSO RECORDS</td>
<td></td>
<td>6</td>
</tr>
<tr>
<td>BLACK MOSES</td>
<td>Isaac Hayes</td>
<td>Enterprise ENS 2 5003</td>
<td>2</td>
</tr>
<tr>
<td>WHAT'S GOIN' ON</td>
<td>Marvin Gaye</td>
<td>Tamla TS 3152 (Motown)</td>
<td>28</td>
</tr>
<tr>
<td>QUIT FIERE</td>
<td>Al Green</td>
<td>Atlantic 60 1594</td>
<td>3</td>
</tr>
<tr>
<td>ROOTS</td>
<td>Curtis Mayfield</td>
<td>Curtom 30086</td>
<td>6</td>
</tr>
<tr>
<td>SAPANTA</td>
<td>Columbia KS 30295</td>
<td></td>
<td>7</td>
</tr>
<tr>
<td>SHAFT</td>
<td>Big Wilber, Southern Sons 5006 (Buddah)</td>
<td></td>
<td>8</td>
</tr>
<tr>
<td>GOIN' BACK TO INDIANA</td>
<td>Soundtrack/Jack S. Mason</td>
<td>M 7421 (Stax/Volt)</td>
<td>10</td>
</tr>
<tr>
<td>STYLISTICS</td>
<td>Randy Allen</td>
<td></td>
<td>4</td>
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<tr>
<td>SMACKERACK JACK</td>
<td>Quince Jones</td>
<td>ABH SP 3027</td>
<td>11</td>
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<tr>
<td>JUST AS I AM</td>
<td>Bill Withers, Southern Sons 5006 (Buddah)</td>
<td></td>
<td>12</td>
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<tr>
<td>COMMUNICATION</td>
<td>Bobby Womack, United Artists UAS 5599</td>
<td></td>
<td>13</td>
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<tr>
<td>ALL DAY MUSIC</td>
<td>Henry Cone, Halax 600 540</td>
<td></td>
<td>14</td>
</tr>
<tr>
<td>ARETHA'S GREATEST HITS</td>
<td>Aretha Franklin</td>
<td>Atlantic SD 1994</td>
<td>15</td>
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<tr>
<td>FIFTH DIMENSION LIVE</td>
<td>Dean's Blues &amp; the Detroit Gospel Band, Sutra, Sutra 7004 (Shadet)</td>
<td>16</td>
<td></td>
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<tr>
<td>SOULFOOL TAPESTRY</td>
<td>James Brown</td>
<td>Charly USA 7004 (Buddah)</td>
<td>17</td>
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<tr>
<td>RAINBOW BRIDGE</td>
<td>James Brown, Southern Sons 5006 (Buddah)</td>
<td></td>
<td>18</td>
</tr>
<tr>
<td>STEVE WONDERS GREATEST HITS</td>
<td>Tamla TS 3151 (Motown)</td>
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<td>19</td>
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<tr>
<td>HOT PANTS</td>
<td>Big Wilber, Southern Sons 5006 (Buddah)</td>
<td></td>
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<tr>
<td>AL GREEN GETS NEXT TO YOU</td>
<td>H. W. Snell</td>
<td>M 30264 (Linden)</td>
<td>21</td>
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<tr>
<td>WUFF SAID</td>
<td>United Artists UAS 5599</td>
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<td>22</td>
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<tr>
<td>BUDDY MILES</td>
<td>Mercury SR-2500</td>
<td></td>
<td>23</td>
</tr>
<tr>
<td>B.B. KING IN LONDON</td>
<td>ABC, ABC 790</td>
<td></td>
<td>24</td>
</tr>
</tbody>
</table>

**Santa's Sack Loaded With Hardware Units**

- **Continued from page 29**
- **Continued from page 28**

### Brazen Tape Bootleggers Vending Top Hits Software at Big Discount

- **Continued from page 39**

The largest pirate tape stand at the Rose Bowl was just to the left of the main gate. It was staffed by four long-haired young men who are quite knowledgeable about music and speak proudly of their product. Their tapes are labeled with plain pink or yellow stickers bearing the logo, "A Produkt of Sun Sounds." This reporter purchased a cassette of Rod Stewart's "Every Picture Tells A Story" for $2.50. Its sound quality would have played on a standard $100 recorder but was perfectly acceptable. The young man who made the sale chatted openly about the swap meet circuit which occupies his group's weekends. He said they had no permanent store location.

The second largest bootleg stand in operation during the December Rose Bowl meet was run by an affable older black couple. Their 8-track selection was comparable to that of the first stand, but they only had one bin of cassettes. However, their prices were lower. A cassette of the "Onmond" album was bought for $2.50. The label was in black and white with a copy of the LP jacket photograph. Label quality was also adequate.

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

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

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

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

"Friend", Freddie's new album, available in 8 track on Mankind, part of the Nashboro Group in Nashville, Tennessee.
Mercury's Mull Service LP Cuts to Radio Via 7" EP's

NASHVILLE—Mercury's country promotion director, Frank Mull, has been distributing to country disk jockeys a 7-inch EP disk, to "make things more convenient" for the air personalities. Mull said the discs contain the cut top selections from each LP, and are intended for radio use only.

"Hardly does anyone play an entire album, and certainly few of the disk jockeys have time to listen to entire albums for the best cuts," Mull pointed out. "This has a dual purpose: it limits the amount of time a jock must spend on review, and it cuts down on the bulk in his library."

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

Mercury also, in deference to one step, to stations programmed in stereo, has converted all stereo in its country singles. Again there is a dual purpose. Mull explained: "This saves the producer and engineer one step down in the mixing, and it provides stereo for those who program it without affecting mono play in any way."

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

Bereavement Message Disks Nurture Martz's World Firm

Muirsville, Pa.—Muirsville's Record World, the long-time favorite of country music admirers, has been added to the burial service of other memorials. Paul Martz, owner of Record World, said that his establishment is offering a new line of bereavement message disks that will allow mourners to maintain contact with the deceased in a personal manner.

The disks are similar to those used in other industries, but they are specifically designed for the funeral business. Martz said that the disks will be used for a variety of purposes, including providing comfort to the bereaved, and allowing them to keep in touch with the deceased.

The disks will be personalized with the names of the deceased, and will allow the mourners to record messages to be played back at any time. Martz said that the disks will be available in a variety of styles, including those with music and those with spoken messages.

The disks will be placed in special caskets, and will be sold at the funeral home. Martz said that the disks will be a welcome addition to the funeral business, and will help to provide comfort to the bereaved during a difficult time.

Record World has been in business for over 50 years, and has a long tradition of serving the country music community. Martz said that the bereavement message disks are a natural extension of that tradition, and will be a valuable addition to the firm's offerings.
It took 25 years

to make
this album.

Hank Thompson, Happy Anniversary! Hail to the King of Country.
To celebrate Hank's twenty-fifth year in the industry, here's a fantastic new, 2-record album with a special suggested price tag of $6.98! And as a bonus, it features Hank's new single, "I've Come Awful Close", which should follow Hank's long list of top ten smash hits.
Hank, this package was well worth the twenty-five year wait!

The Album:
"Hank Thompson's 25th Anniversary Album"
DOS2-2000  DO82-2000  DOC2-2000

The Single:
"I've Come Awful Close"
DOA 17399

Distributed by Famous Music Corporation
A Gulf + Western Company

www.americanradiohistory.com
By popular demand, David Rogers did a return engagement at Hurley's in Chester, Pa., that lasted three weeks. It was his second appearance there in less than three months. He also spent time in Philadelphia promoting his record, which is high on the charts.

Curt and Betty Jean Robinson, who blend well together, have signed for solo bookings by Music City Talent. Jim Hurley now is directing talent there.

The Gross Brothers of Rising Sun, Ind., have released their first for the NRS label of Nashville. The teenage brothers are produced by Col. Dave Madden, Urel Albert, billed at the “world’s greatest imitator” has a strong release on Sugar Hill Records. Betty Amos has joined Sugar Hill, and also will be booked by Music City Talent.

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

Dixie Shore has returned from a tour which took him through 17 states in 29 days. He only missed one show, and that was due to an auto accident. . . . Billy (Crash) Crocklock set new records in New York at Goldboro and Jacksonville, S.C. Special accolades to Ralph Lee, who did the promotion . . . Bud Beaver is off for a two-week tour of Colorado . . . Tony Harriss has signed for five separate contracts at the Children’s Hospital in East Las Vegas for next year. . . . Jim Mathewson of Atlanta, Ore., has his first out on Vancos, a division of Episcop out of Vancouver, Wash. . . . Freddie Hart, the nice guy who made it big, makes a special guest appearance on the Glen Campbell “Good Time Hour.” His next single is due in January.

The 1971 Jim & Jesse schedule was the busiest ever, according to Double-3 Entertainment, their office in Gallatin.

Show Exposure Helps

• Continued from page 38

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

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

WE ARE BUYING AN AD IN BILLBOARD . . .

To Wish You a

“MERRY CHRISTMAS”

Because We Know It Is the Most Effective Way of Reaching Everyone

John McCarthey
Bill Williams
**BILBOARD SPECIAL SURVEY For Week Ending 12/25/71**

### Hot Country Singles

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<td><em>This is the Angel</em> Good Morning</td>
<td>Charlie Prude</td>
<td>RCA 7-0550</td>
<td>10</td>
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<tr>
<td>2</td>
<td><em>Prime Time</em></td>
<td>Marty Robbins</td>
<td>RCA 7-0550</td>
<td>10</td>
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### The Story of “Cotton Top”

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

It’s Carl Perkins’ most programmed single in years. “Cotton Top” is raceing up the charts, and even a few local Top-40 charts, and that should come as no surprise. You could hardly expect less from a story that’s getting almost as much air time as the news. Carl Perkins tells about “Cotton Top”.

www.americanradiohistory.com
**RCA Launch Euro Coordination Meets**

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

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

"We want to be able to synchronize releases and ensure promotion in the same fashion across Europe, and we want to follow a similar direction throughout Europe on major artists," explains Mr. Angles.

One of the major lines to be discussed at next month's meeting include radio and TV tie-ins with European companies. 

The first major European promotion campaign will centre around the latest single from the Jefferson Airplane and other artists on the Grunt label. A European meeting to discuss arrangements for the tour was held in London recently.

**Single European co-ordination meetings have been held by Kinney since August. The next Kinney meeting will be held in Hamburg at Carnes next month, although no further details have been finalised for RCA's January meeting.**

---

**Sweden in Bruce Boom**

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

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

Kulte has recorded an album, but not featuring Bruce. Metronome, has issued the Bruce double album, "The Berkeley Concert," on the Bizarre label, while Electra has released "I Was Arrested For" on Douglas.

**European Piracy Case Verdict in Holland**

**AMSTERDAM**—For the first time ever, a judicial authority in Holland has ruled that the copying of gramophone records, musicassettes and/or open-tape tapes for private listening or electronic transmission of the content of the rights owners, is not illegal. The infringement of copyrights is not.

The verdict by the president of the board of the Amsterdam Appeals Court came following an injunction brought against the Universal Music Company and DGG's Dutch affiliate, Poly-Nederland, against Wesko Distribution Services Ltd. The Court of Amsterdam on the grounds of unfair competition.

The plaintiffs are the Universal Music Company and DGG's Mr. D. Rees, who was reigning as the winner of the Dutch Music Company. It was alleged that the defendants imported from Switzerland musicassettes containing recordings by Polydor artist James Last & His Orchestra and marketed them under the label "Irish"—at prices far below the normal retail price in Holland.

Other companies originated from the Irish Magnetic Tape Company, which was later acquired by DGG, was further alleged, which also supplied the musicassettes. In fact, the musicassettes were pirated disk, musicassettes and/or open-tape tapes.

The defendants were warned by the court that they would be liable, if found guilty, to pay a fine of $1,500 per infringement, irrespective of whether the offense concerned a pirated disk, musicassettes or open-tape tapes. They were liable to pay all costs of the lawsuit.

---

**U.K.'s Sept. Sales-Year's Best Figures**

**SYDNEY**—"Bandstand," Australia's longest running TV show, will be aired this Christmas, popular music, presented their annual awards for the 1979/80 recording season. The full-length performers. Awards include CollinEATURES dam, Ronnie Burns (male vocal), Russell Morris (guy performer). F bees George Scott, Row Teddy, and Fable artist Matt Fidlers were asked by the state's Liberal government party to write a song to mark the 25th birthday of former Prime Minister Sir Robert Menzies. The song was: "The Man," which will be introduced at a special birthday party to be held at the Melbourne Town House. The "Man," will also be Fidlers' next single release for ABC.

Fidlers also taped a half-hour special for ABV 2 to be screened early this year. The special could result in a series being built around him in 1978. Fidlers' radio show from the ABC station 3LO, Sunday mornings at 9, is running into a third year of 13 programs making it one of the longest running light entertainment radio shows produced by the ABC.

Daddy Cool gave the first-ever on-air interview to the ABC in Sydney. In front of a studio audience of nearly 100, the band was accused of airing the same song on the ABC, the New Zealand radio networks. Tempest have released Daddy Cool's new single, "Baby Don't Cry." Their first track has been recorded, since saxophonist Jerry Nicholas joined the band, making them a five-man group. The single, written by the band's leader and vocalist Ross Wilson, is to be released in the U.S. in November.

Two local albums currently released are "Milagro," on EMI's Harvest label and "Life's A Harsh Reality." Also out is a shortened version of "Looking Glass," on Arista and a Wendy Sadddington single initially released by Festival for about four months, has been issued for over five minutes and consequently experienced programming difficulties with some stations. Festival is re-releasing the single with this 3.55 version. ABC has already finished being mid-day radio in every state. The list are held so retailers can view the entire ABC selections for Christmas selling period. With a 10% discount on the first week during that week, the company reports the week was "immensely successful," according to Jan MURRAY.

**London**—An award scheme similar in style to the Polydor sound seller's and RCA's recent "Most Valuable" will be introduced by Philips next year. Votes will be by the Phonogram Award Centre. The scheme will initially be built around one basic pack-size of which no determined and will not contain any album which has been on the market for less than six months. Hillis Price, Philips marketing manager, and that the scheme would be open to any dealer, regardless of whether a Philips company, and that the scheme would be open to any dealer, regardless of whether a Philips company.
From their debut album — a hit-bound single

‘Devil Song’

f/s “There is a Lady”


Produced by Dennis Murphy

On Capitol. Of course.
Canada Executive Turntable

Breada Lyttle, an original member of the Stampaders, has joined the national promotion team at Quality Records in Toronto. Lyttle was a regular working as singles producer for the Caddie label, where he was a member of the Stamp- eders. His first birthday party at the Canadian Union for the 1964 Alpine Festival included appearances by Bette Davis and the special guest, Bette Davis. The reception was co-organized by Swiss Dimension Records and the Swiss Radio Federation, in cooperation with the Swiss Jazz Federation. The reception included appearances by the Swiss Jazz Federation Kenton Orchestra, the Swiss Jazz Federation Tete Montoliu, the Swiss Jazz Federation Chorus, and the Swiss Jazz Federation Voices.

Canada's first birthday party. Kagan, claims Kagan, "is that the Swiss clinics are terrible. Place des Arts was an ideal spot for rock concerts."

 lugar, a showcase location constructed as part of the Expo 67 crash bag big program, is still allowing jazz con- certs to take place there. Kagan, through his company, Superior Sound, has booked Dizzy Gillespie and Gene Krupa (12), the Glen Miller orchestra (Jan. 12) and Herbie Mann (Feb. 21) for Place des Arts. Kagan is also involved in book- ing Montreal groups, and operates another club, the Electric Environment. He also recently opened a new club in Ville-Marie, L'Atelier de la Lune. Kagan plans to bring big bands back to Montreal," says Kagan. "We plan to bring in one such show each month. What else can you do with a rock scene in such a sad state?"

Elaborate Launch for 2nd Lighthouse LP

TORONTO—GRT Canada this week held an elaborate launching of a new Canadian album—Lighthouse's second album for GRT, "Thoughts of Moving On." The album was certified as a Canadian gold disk on the day of its release. Among those attending the recep- tion was Ontario premier, Bill Davis; Mrs. Pat Peace, one of the organizers of the CRC; Germaine Cadieux; assistant direc- tor of the CRTC; Lanny Ryan of the chairman's office of the CRTC; and the LP reports, Bob Hamilton. Lorraine Davis and Cadieux and Mrs. Pearce made presentations of gold disk awards to members of the 10-man group, its producer Jimmy O'Brien, and GRT president Ron Roe.

Lighthouse's first album for GRT, "One More Moment," sold in excess of 40,000 units in Canada. A total of 25,000 copies are needed for gold disk certification. That album is still on the U.S. charts. The label performed a small selection of songs from the new album on the radio and broadcast live on CHUM-FM. The program was hosted by long- time Lighthouse supporter, Larry Gagnon.

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

Euro Jazz Fed Now HQ

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

Jan Bokszczan, founder and editor in chief of the magazine, will move to Vienna and will in future pro- duce from that city.

Dr. Lubomir Doruzka, Bill- board's foreign correspondent and an EIF vice president, has been invited to join the Jazz Forum editorial staff together with Johann Fritz, the EIF general secretary. Other representatives of the federation are planned in Paris, London, Frankfurt, Rome, Stockholm, New York and Tokyo.

The address of Jazz Forum is: Bankgasse 1, 1010 Vienna, Austria. Tel: 63.74.24.

Canada Cos

Canada's first official representation at MIDEM next month. The Canadian contingent will include April Badenhorst and Maxine Chadburn, Much Records, Les Productions SMCL, and the Toronto Symphony Orchestra.

It is expected that the Canadian Government with subsidize Cana- da's attendance at MIDEM in 1970. Canada has already been certi- fied as a gold record for Canadian sales. Dates set for Chilliwack include Hotel de la Motteau, College, Drum- ont, Ont.; Kloster: Quebec City; Montreal; Edmonton Jubilee (9); Vancouver Centre (12, 17); Regina (18); Maple Leaf Gardens, Toronto; and Vancouver Centre (18). A single from the album, "Lone- some Mary" is now top 10 na- tionally. A & M's Jerry Laccadive says a heavy promotion cam- paign is planned in the U.S.

Nashville Session Set for Hawkins

TORONTO — Canada's Ronnie Hawkins has received an invitation to attend a Jukebox Memorial Records in the U.S. Kris Kristofferson has written four songs for Hawkins' first Monument session, set to take place in Nashville this week. Hawkins had previously been working with LHI Records. His product will continue to be distributed in Canada by GRT.

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U.K. Motown in Biggest Ever Year

By PAUL PHILLIPS

Staff Member, Record & Tape Retailer

LONDON—Biggest-ever year in all fields of Tamla Motown’s U.K. operations has been predicted by deputy international director, Joan Marshall.

Total sales for the 10 months to the end of October this year were higher than for any 12-month period previously. It is expected that album sales will pass the one million mark by the end of 1971 with combined 8-track and cassette sales exceeding 100,000.

Singles sales are already on a par with the biggest year, 3.5 mil-

lion copies which was previously the label’s best year in the U.K.

With all the increased activity on the sales front this year, the year is also expected for Motown’s two publishing arms, Jobete and Stein Music, to reach all-time highs. Jobete’s music is being sold through Carlin in Britain. All the income of the publishing companies has come through original Motown recordings. The company has encountered some difficulties in encouraging cover versions, because as Joan Marshall, producers and artists “appear to be under the impression that to be successful with a Jobete or Stein and Van Stock song, they have to do the arrange-

ment and sound of the Motown version.”

He points out, however, that the most successful versions have been completely different from the originals. “‘Tears in My Beads’ by Tanya Tucker, ‘You Made Me So Very Happy’ and ‘I Heard It Through the Grapevine’ by Creedence Clearwater Revival are being notable exceptions.

However, the Weatherbeaten have had their greatest success with a cover version of ‘It’s the Same Old Song’ and Rod Stewart is currently climbing the U.S. charts with 4 ‘Tears in My Beads’,”

Additional income for the publishing companies comes from the various hit cover albums issued in many budget ranges. That, apart from the overall market gain, the reason for Motown’s best year to date is an improvement in

From the Music Capitals of the World

- Continued from page 44

pointed president of Modern Al-

bum of Canada Ltd. Delany

and the Smithsonian Institution are

FIVE MAN ELECTRICAL Band set

to tour in Canada next week (Jan. 1).

C.R.C’s W5 has booked a special on Chuck Mangione and his band next week. Mangione is devo-
ting to set up a major tour in 1972 and has

been involved... Givette Reno in Toronto and she is also on a new single with the

Gimme’s Ellie and Sultans in Toronto this week. Quality have rushed a new single by TheCyes: “Don’t Take The Sun Out Of My Life.”

A new single from Capitol is Anne Murray’s “Yes a Picnic” by Johnny Mack, formerly with

recorded at the studios at the end of

March 15. Anne Murray is to guest star at the Rose Bowl Bowl Complex (Jan. 1.)

Daffodil’s Frank Davies re-
turned from a short business trip to

England this week. Nippon Columbia has picked up Japanese release of C.B. Spring’s “Wait for the Miracle.”... Lea Cruse’s “De-
sider”... A new one of the three top

RITCHIE YORKE

MADRID

Miguel Rios (Hisapov) has a new LP on the market titled “Udonos” (United). It includes four titles sung in English and five in Span-

ish. The Spanish lyrics were written

by Rios himself and the English con-
tents are on “Unidos” have been pro-
cessed by Rios, who recently, gave a series of benefit concerts for Cuba, in Vigo,

concentrador, Granada, Valencia, Valla-
dolid and Bilbao. The income from these concerts has been donated to a small children’s association.

The Flamenco guitarist Manolo Sanhur has signed an exclusive contract with BBC Records. First LP for this label has just been released. New version of “Pegita” is by Ricky Shayne (Pop-

candia—Hisapov) and Mari Trini Hisapov (Hisapov) and Patxi Andoni (Philips) have made a 33,000 copy run for “Ane” (a

espresso) of Mies C (Mies C for Cardboard Dolls).

Musicplay (Movieplay) has recorded in Spain his song “Pour Un Film” (for Cardboard Dolls). The Spanish

lyric was written by Alphonse... Mari Trini Hisapov (Hisapov) is presented making a tour of Mexico. Mean-

while, her LP, “Amor”... Now weeks in the album market under her title of “Escuchame” (Listen To Me)...

“Dona Chavones” has returned from a tour of South America, during which she visited Argentina, Chile, Peru, Guat-

amana and Venezuela. Bravo is cur-

rently working on a song for her LP... On Nov. 2, Blume (Acion) sang at the National end of the year in the church of El Salvador, Seville. Blume performed the Spanish “Lamento” and “Monica.”

“Everyone’s favorite Spanish singer” is the Spanish lyric and in the Spanish title is the song is “Yo No Tengo, Udonos” (Don’t have a Units). Blume was awarded the 35th Small of the Catholic Association of Seville.

DOLORES ARAQUÍ

By BEN OKANO

Staff Member, Record & Tape Retailer

Tokyo Song Festival Entries, Artists Increase

Tokyo Song Festival Entries, Artists Increase

Tokyo Song Festival Entries, Artists Increase

By BEN OKANO

Staff Member, Record & Tape Retailer

Peace Song Fest

- Continued from page 44

 died in Canada. South Africa and Mozambique.

The Festival is being held under the auspices of the South African Min-

istry of Education & Culture and the Malawi Government Tourist Board, both of which are donating trophies. The Festival is an international offering hundreds of pounds of prize money and the various sections of the Festival.

The organizers say that to respond to the World Peace Songs Competition, the Second World Peace Song Competition, “extremely encouraging”—especially in the anti-painting section. An exhibition of the best works presented opened in Pretoria on Dec. 12 and continues until Jan. 5. The day of the Festival.

First Finnish V Awards Presented

HELSINKI — Mainos-TV-Rek-

non, the Finnish commercial tele-

vision network, has announced the first Finnish V Awards for the best domestic recording artists in the country.

The winners were selected by the three juries composed of classical, popular, and rock music critics. The third jury was composed of a group of musicians and musicologists.

As a result, the following artists and their records were adjudged winners in their respective categories:

Record of the Year: “Tuli Mies” by Jussi Wästerlund (Classical Record); “Magnificent Seven” by The Temptations; “The Spanish Lyric” by Mauricio Kagel (Spanish Lyric).

Music of the Year: “Viktor Jarvinen’s Trombone Trio” by Viktor Jarvinen (Classical Record); “Lampin Dreamer” by Maia Kari (Classical Record).

Best Jazz Recording: “The Original Sin” by Kaarlo Keijonen (Jazz Record).

Children’s Record: “Koisa Mies Ja Keikiden” by M.A. Nummenen (Children’s Record).
Nana Mouskouri
THE VOICE FROM THE HEART THAT ENRAPTURES THE WORLD

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ARGENTINA

SINGLES

( Courtesy: Escuela a la Fama)
Week 1
1. I cynhle-entil-Rod Stewart (CBS)
2. BANXS OF THE OHIO-Ohio
3. MAMMY BLUE-Joel David (Chas. tilley &amp; Benny Hayes)
4. LOVE A BEAUTIFUL SONG-Ronnie Hawkins
5. UNHAPPY NICE-Elvis Presley
6. EVERY GOOD BOY DESERVES FAVOUR-Tom Jones
7. COME YOUR WAY-Elvis Presley
8. OH TEA/BUSINESS-Mickey Most
9. PAPA DON'T YOU WALK OFF THE TEST-Tanya Tucker
10. THEES SLEEPS IN-Kim Carnes

ARGENTINA

SINGLES

( Courtesy: Escuela a la Fama)
Week 2
1. MILLIGNE MAY-Rod Stewart (CBS)
2. BANXS OF THE OHIO-Ohio
3. MAMMY BLUE-Joel David (Chas. tilley &amp; Benny Hayes)
4. LOVE A BEAUTIFUL SONG-Ronnie Hawkins
5. UNHAPPY NICE-Elvis Presley
6. EVERY GOOD BOY DESERVES FAVOUR-Tom Jones
7. COME YOUR WAY-Elvis Presley
8. OH TEA/BUSINESS-Mickey Most
9. PAPA DON'T YOU WALK OFF THE TEST-Tanya Tucker
10. THEES SLEEPS IN-Kim Carnes

AUSTRALIA

SINGLES

( Courtesy: Go Set)
Week 1
1. MAGGIE MAY-Rod Stewart
2. BANKS OF THE OHIO-Ohio
3. MAMMY BLUE-Joel David (Chas. tilley &amp; Benny Hayes)
4. LOVE A BEAUTIFUL SONG-Ronnie Hawkins
5. UNHAPPY NICE-Elvis Presley
6. EVERY GOOD BOY DESERVES FAVOUR-Tom Jones
7. COME YOUR WAY-Elvis Presley
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10. THEES SLEEPS IN-Kim Carnes

AUSTRALIA

LPs

( Courtesy: Go Set)
Week 1
1. EVERY PICTURE TELLS A STORY-The Who
2. TEASER AND THE FIRECAT—The Rolling Stones
3. PAUL McCARTNEY &amp; WINGS-Plastic Ono Band
4. EVERY GOOD BOY DESERVES FAVOUR—Various
5. TAPESTRY—Carole King (A&M)
6. LOST LGB...NOT REALITY—Black
7. FARE WELL—Paul &amp; Linda McCartney (Carnaby)
8. CLASSIC BITCH—Barry White (Collectable)
9. WILL TURA VOL. 8—Will Tura (Popsicle)
10. FAST FOOD—Hit Futeur!

BELGIUM

Dutch

( Courtesy: Hore)
Week 1
1. ERWIN (THE FASTEST MUSICIAN ALIVE)-Robbie Williams
2. WALK OF THE RADIANT TIME-Janet Jackson
3. MINA AM/AM—Various
4. LARRY LEONARD—Various
5. KING LEONARD—Various
6. CROWELL (Re: The Last Of Us)-Dale Earnhardt Jr. (Stadium)
7. JIMMY HOPPER (Re: Friends That Stick Together)-Terry Gilliam (Stadium)
8. JIMMY HOPPER (Re: Friends That Stick Together)-Terry Gilliam (Stadium)
9. 10 TRIPPE (Re: The Last Of Us)-Dale Earnhardt Jr. (Stadium)
10. JIMMY HOPPER (Re: Friends That Stick Together)-Terry Gilliam (Stadium)

BELGIUM

French

( Courtesy: Telemaquins)
Week 1
1. LIT J'AI CÔTÉ—Clarabelle
2. THEESEL—Deep Purple (EMI)
3. LED ZEPPELIN—Led Zeppelin
4. LED ZEPPELIN—Led Zeppelin
5. IMAGINE—John Lennon
6. LITTLE RED ROBIN HOODED-Carole King
7. TOUTES TOUTES—Various
8. JOHNNY REGGAE—Fats Domino
9. BELIZE—Davy Jones (A&M)
10. MENDREL—Pink Floyd (EMI Disc)
CONTINUES FROM PAGE 34

owner of Moss Music Company, reported pre-Christmas business great. He said 1971 proved to be the best in the history of the company, founded in 1943. While other operators feel interested, Riche gives the prescription—"I, for a reason, have them look at their aggressiveness, and are not going cut enough business." Hal Reeves, correspondent for Billboard in the Motor City since 1973, has built up with a broken hip, while his wife, Mary Evelyn, is recovering from two separate foot fractures. The Davison In- vestment Club meeting at Moss Music Company's plant, is a some- what informal gathering of coin and card collectors, constitutes the only known active coin and card trade association in Detroit area. An original motive

For organization a few years back was to function as an actual in- vestment club, pooling funds. "We have not made any bad in- vestments," said Riche, head of the Moss firm and leader of the group. With an easing off in the demand for commercial loans, to such firms as the automobile manufacturers, the Davison group is now putting more money into the stock market than formerly. Moss Music has expanded and is doing about 30 percent more busi- ness than a year ago. Riche is con- sidering retirement next year when he reaches the golden age of 65, leaving active operation of the business in the hands of Mark Moss, son of the late founder, and Riche's own son Robert. "We have a good team here," the senior Riche said. He plans, meanwhile, to enjoy a long deserved retirement with his wife to Spain. Hal Reeves

RAY GRIFF of Royal American has taped the "Rollin' on the Riv- er" show in Toronto. Music City Station, Nashville, is selling this show. Samples show, featuring Bill Blay- lock and the Modern Sounds of Blue, was put on a leading pop station, has picked the Croswell Comedy, and says "we'll do Better Move Over." Both Hank Snow and Grandpa Jones have done imitations of the limitations of done by Uzi Albert. Opy manager Butch Gold is trying to get them all on the same show to-gether.

Billy Walker, back from a meet- ing of the National Association of MG M, officials, says his next release will be different than anything he ever did before. "It will be the first time in history, two hours of this kind of record, will be televised locally on Christ- mas night. No special production. It's just an a-v show for most Nashvillians who have never seen the show.

CHARLIE LOUVIN, left, calls on the son of his late brother, Ira, to pray to the University Arizona freshman the last of Ira Louvin's mandolins. The pres- entation took place at Tucson, Ariz. The younger, Terry Louven, wept at the presentation. Ira Louvin, a MG M official, passed away since his father's death.

TREX INTERNATIONAL has ex- panded its professional staff with the addition of Steve Koons. Judy Thomas, Grady will con- centrate on pop music activity, and Miss Thomas will work on development of writers. Both were formerly with April Blackwood. Shows at right are Tree's Jack Stapp and Buddy Kilian.
ENGELBERT HUMPERDINCK—Live at the Riviera. Los Vegas. Parrot XPS 7015

Stoned perfectly for holiday gift giving, this superb live performance package will tear at the dexter level and the charts. The excitement generated in his nightclub performance is well captured in this album, which along with his hit record releases, includes top readings of "Help Me Make It Through the Night," and "It's UNSensible."

JACKSON FIVE—Jackson's Great Hits. Matthew 741-L

Hot merchandise is this dynamic package that puts all of the Jackson Five's super hits under one cover. From "I Want You Back," "I'll Be There," "Wanna Start Over," and the current "Super Daddy," they're all here, and ready to pour right up the charts.

ARTY WILLIAMS—The Impossible Dream. Columbia CS 15048-

What a bargain! two record set from millions of a special low price and finest right for the holiday shoper. Super pro gramming along with top hit songs such as "Old Man Down," "Into You," "Don't Be Nervous," "Love Theme From Roman Kutz," and "The Biggest You Love (the Shirelies Produk." "If I Could Build My Whole World Around You," etc. Certain to prove a top chart seller.

SUPREMES & FOUR TOPS—Overture. Mattison M745-L

Well filled is this hot package of heavy performances by two of the best groups around today. They seem to deliver exactly what fans want, with hits like "Stoned," "You Can't Hurry Love," and "The Best." Of course, any super live performance package is well captured in this album, which along with his hit record releases, includes top readings of "Help Me Make It Through the Night," and "It's UNSensible."

CAT STEVENS—I Love You. A collection of Early Songs. Deram DES 9068-

Cat Stevens is of course, a major super live performer, and anything he does turns into a hit. In fact, every song he releases is a hit. The difference between what he's doing now and what he was doing years ago is that he's nowTurned his program in a milder direction, and he's now doing a job that continues to sell. But his recent hit single "The Wind," followed by "The Ring," and "The River," is a sign of his current trend. This album is well captured in this album, which along with his hit record releases, includes top readings of "Help Me Make It Through the Night," and "It's UNSensible."

CHER—United Artists GUS 88

United Artists repackages some excellent material of Cher's before she went to Rolo and re-established herself. This "unpackage" features some of her bigger hits on the new defunct label and includes "All I Really Want To Do," "Bang Bang," "Baby Don't Sit Down Kid," "Surgery," and "After."

LAURA NYRO—A Little Moon of Love. Jankowski KC 4368-

Copenhagen & Company produced a super entertainment of rock & roll sides of the 60's and early 60's. Miss Nyro's fluid vocals are backed by the excellent rhythm section, and the overall quality is quite high. "Who'll Be the Last To Love Him On A Sunday," "Mama," and "The Wind" are all a great hit. "Gonna Take a Minute," and the Melody "You Really Got a Hold On Me..."

DICKIE LEE—My Love. RCA LSP 4037

Miss Lee's uncharacterized vocal style is given a really nice treatment from the result of an LP that her producer listed "For Your Eyes Only." The vocals are rich, the songs are good, and the material is typical of her finesse hits. "You're the Other Half of Me," "Just Once in My Life," and the current release "The Man in the Rain" are all fine material. Also included is her hit single "Mr. Blue Eyes."

LOU—Lover Boy—Never Failing Song of Love. RCA LSP 4037

Miss Wor's uncomplicated vocal style is given a really nice treatment from the result of an LP that her producer listed "For Your Eyes Only." The vocals are rich, the songs are good, and the material is typical of her finesse hits. "You're the Other Half of Me," "Just Once in My Life," and the current release "The Man in the Rain" are all fine material. Also included is her hit single "Mr. Blue Eyes."

COUNTRY—Baby Needs Some Love. RCA LSP 4037

The Baby made a heavy impact on the country market, and "Baby Needs Some Love." Both featured in this debut album, and "Baby Needs Some Love" the LP that's sure to produce a hit single is "This Man." Also included is the hit single "Mr. Blue Eyes."
"Buddy Miles"—GIVE AWAY NONE OF MY LOVE
(See Pop Pick)

ERIC MERCURY—I CAN SMELL THAT FUNKY MUSIC
(3:00)
(Prod.: Steve Cropper) (writers: Cockerill-Floyd-Jones) (Geffen, ASCAP)—by far one of the year's most compelling top 40 efforts in some time. This soaring, shuffling rhythm ballad might have brought the hit, this rock-based R&B giant. (3:20)

SINATRA—THE WORLD IS FULL OF LOVE
(3:35)
(Prod.: Waller) (writers: Harris-Carmack) (Columbia, ASCAP)—This tender version of the Mike Sammes Singers' 1965 hit is solid and moving. (3:45)

MUSICE FROM THE BROADWAY MUSICAL
(3:10)
(Prod.: Cavett-Henderson) (writers: Cavett-Henderson) (MCA, ASCAP)—This show song, penned by the team behind "Mame," is for top 40 appeal. (3:23)

MOR—THAT DREAM OF YOURS
(3:14)
(Prod.: Ornberg) (writers: Ornberg) (MCA, ASCAP)—This rock-based R&B giant. (3:24)

BILL WILSON—HE LOVES ME NOT
(3:40)
(Prod.: Echols) (writers: Echols) (MCA, ASCAP)—This show song, penned by the team behind "Mame," is for top 40 appeal. (3:24)
For Week Ending Dec. 23, 1971

For Readers who have ever wanted to know how the Billboard charts are compiled, here is a column that contains actual results of record retail sales nationwide. These should not be confused with today's so-called "pop" charts which are based on airplay, record sales to disc jocks and other such factors. These charts are based on records sold in stores and are still the most accurate reflection of what's selling. The data is compiled by Roy Rowland and Associates, Inc., New York City.

**** STAR PERFORMANCE - LPs registering greatest proportion upward progress this week. ****

**TOP POP LPs**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title, Label, Number (Distributing Label)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Jackson 5</td>
<td>Soundtrack, Gttn Back to Indiana</td>
</tr>
<tr>
<td>2.</td>
<td>Peter Nero</td>
<td>Summer of '42</td>
</tr>
<tr>
<td>3.</td>
<td>Chibuko Tatsuro</td>
<td>(For God's Sake) Give More Power to the People</td>
</tr>
<tr>
<td>4.</td>
<td>Jericho Full</td>
<td>Aquarius</td>
</tr>
<tr>
<td>5.</td>
<td>Cat Stevens</td>
<td>Tea for the Tillerman</td>
</tr>
<tr>
<td>6.</td>
<td>James Taylor</td>
<td>Mud Slide Slim and the Blue Horizon</td>
</tr>
<tr>
<td>7.</td>
<td>Hudson &amp; Landry</td>
<td>Losing Their Heads</td>
</tr>
<tr>
<td>8.</td>
<td>Charley Pride</td>
<td>Sings Heart Songs</td>
</tr>
<tr>
<td>9.</td>
<td>Dennis Coffey &amp; The Detroit Guitar Band</td>
<td>Evolution</td>
</tr>
<tr>
<td>10.</td>
<td>Faces</td>
<td>A Nod is as Good as a Wink to a Blind Horse</td>
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<tr>
<td>11.</td>
<td>YES</td>
<td>Album</td>
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<tr>
<td>12.</td>
<td>Mountain</td>
<td>Flowers of the Fall</td>
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<td>13.</td>
<td>Fidler's Roof</td>
<td>No. 1</td>
</tr>
<tr>
<td>14.</td>
<td>Other Voices</td>
<td>Title, Label, Number (Distributing Label)</td>
</tr>
<tr>
<td>15.</td>
<td>Van Morrison</td>
<td>Tupelo Honey</td>
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<tr>
<td>16.</td>
<td>Jimi Hendrix/Soundtrack</td>
<td>Rainbow Bridge</td>
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<tr>
<td>17.</td>
<td>Freddy Hart</td>
<td>Easy Loving</td>
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<tr>
<td>18.</td>
<td>Dionne Warwick Story</td>
<td>United Artists UA 10900</td>
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<tr>
<td>19.</td>
<td>Sonny &amp; Cher Live</td>
<td>Kapp KS 3654 (Kapp)</td>
</tr>
<tr>
<td>20.</td>
<td>Paul &amp; Linda McCartney</td>
<td>Ram</td>
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<tr>
<td>21.</td>
<td>Gaslight succeeding Artists</td>
<td>Do Not Go gentle into That Good Night</td>
</tr>
<tr>
<td>22.</td>
<td>Curtis Mayfield</td>
<td>B.P.</td>
</tr>
<tr>
<td>23.</td>
<td>breezy blues</td>
<td>Breezy blues, Breezy blues</td>
</tr>
<tr>
<td>24.</td>
<td>Alice Cooper</td>
<td>Killer</td>
</tr>
<tr>
<td>25.</td>
<td>Who</td>
<td>Meaty, Boohy &amp; Bouncy</td>
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<tr>
<td>26.</td>
<td>Humble Pie</td>
<td>Performance: Rockin' the Fillmore</td>
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<td>27.</td>
<td>Cher</td>
<td>Kapp KS 3649 (Kapp)</td>
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<tr>
<td>28.</td>
<td>Traffic</td>
<td>Low Spark of High Heeled Boys</td>
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<tr>
<td>29.</td>
<td>Marvin Gaye</td>
<td>What's Going On</td>
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<tr>
<td>30.</td>
<td>Moody Blues</td>
<td>Every Good Boy Deserves Favor</td>
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<tr>
<td>31.</td>
<td>Black Sabbath</td>
<td>Master of Reality</td>
</tr>
<tr>
<td>32.</td>
<td>Barbara Joan Streadman</td>
<td>Columbia KC 32079</td>
</tr>
<tr>
<td>33.</td>
<td>Who</td>
<td>Next Door to Mary</td>
</tr>
</tbody>
</table>

**TOP SOUL LPs**

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<tr>
<th>No.</th>
<th>Artist</th>
<th>Title, Label, Number (Distributing Label)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Steve Wonder's Greatest Hits</td>
<td>Warner Bros. WS-35745</td>
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<tr>
<td>2.</td>
<td>Lou Rawls</td>
<td>Natural Man</td>
</tr>
<tr>
<td>3.</td>
<td>Carpenters</td>
<td>Close to You</td>
</tr>
<tr>
<td>4.</td>
<td>Cheech &amp; Chong</td>
<td>Ode SP 37093 (A&amp;M)</td>
</tr>
<tr>
<td>5.</td>
<td>Black Sabbath</td>
<td>Paranoid</td>
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<tr>
<td>6.</td>
<td>Three Dog Night</td>
<td>Golden Disques</td>
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<tr>
<td>7.</td>
<td>The Grand Transit Authority</td>
<td>Columbia CL 32079</td>
</tr>
<tr>
<td>8.</td>
<td>Guess Who</td>
<td>Back Up and Get it</td>
</tr>
<tr>
<td>9.</td>
<td>Roberta Flack</td>
<td>Chapter Two</td>
</tr>
<tr>
<td>10.</td>
<td>Leon Russell &amp; Marc Benno</td>
<td>Asylum Choir II</td>
</tr>
<tr>
<td>11.</td>
<td>Lee Michaels</td>
<td>5th Street</td>
</tr>
<tr>
<td>12.</td>
<td>Isley Brothers</td>
<td>Groov' It Back</td>
</tr>
<tr>
<td>13.</td>
<td>Tom Jones</td>
<td>Live at Caesar's Palace</td>
</tr>
<tr>
<td>14.</td>
<td>Fleetwood Mac</td>
<td>Future Games</td>
</tr>
<tr>
<td>15.</td>
<td>Chicago</td>
<td>Medium Rare</td>
</tr>
<tr>
<td>16.</td>
<td>Richard Pryor</td>
<td>The Silver Tongued Devil &amp; I</td>
</tr>
<tr>
<td>17.</td>
<td>James Taylor</td>
<td>Sweet Baby James</td>
</tr>
<tr>
<td>18.</td>
<td>Gary Lewis &amp; The Pollenaires</td>
<td>Morning After</td>
</tr>
<tr>
<td>19.</td>
<td>Crosby, Stills &amp; Nash</td>
<td>Young and in the Country</td>
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<tr>
<td>20.</td>
<td>B.J. Thomas</td>
<td>Greatest Hits, Vol. 2</td>
</tr>
<tr>
<td>21.</td>
<td>Kris Kristofferson</td>
<td>Christmas</td>
</tr>
<tr>
<td>22.</td>
<td>The Partidge Family</td>
<td>Album</td>
</tr>
</tbody>
</table>

**TOP R&B LPs**

<table>
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<tr>
<th>No.</th>
<th>Artist</th>
<th>Title, Label, Number (Distributing Label)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Aretha Franklin</td>
<td>Aretha's Greatest Hits</td>
</tr>
<tr>
<td>2.</td>
<td>Jefferson Airplane</td>
<td>Back</td>
</tr>
<tr>
<td>3.</td>
<td>Jeff Beck Group</td>
<td>Ready &amp; Rising</td>
</tr>
<tr>
<td>4.</td>
<td>Summer of '42</td>
<td>Soundtrack</td>
</tr>
<tr>
<td>5.</td>
<td>Quincy Jones</td>
<td>Smokey</td>
</tr>
<tr>
<td>6.</td>
<td>Fifth Dimension</td>
<td>Title, Label, Number (Distributing Label)</td>
</tr>
<tr>
<td>7.</td>
<td>Stylistics</td>
<td>Stop, Look &amp; Listen</td>
</tr>
<tr>
<td>8.</td>
<td>Allman Brothers Band</td>
<td>At Fillmore East</td>
</tr>
<tr>
<td>9.</td>
<td>Santana</td>
<td>Abraxas</td>
</tr>
<tr>
<td>10.</td>
<td>Jonathan Edwards</td>
<td>Lighthouse</td>
</tr>
</tbody>
</table>

(Continued on page 56)
Music that never existed before presented by Miles Davis.

There has never been music like the music on Miles Davis' new album. The imagination and freshness of Miles on this album can only be described as staggering.

Everything was right when Miles recorded "Live-Evil." The place. The time. The vibes. Everything, including the musicians who play with him: John McLaughlin, Jack DeJohnette, Herbie Hancock, Keith Jarrett, to mention a few.

Initial reaction to "Live-Evil" has been greater than any album previously released by Miles including "Bitches Brew."

Apparently, music that no one has ever heard before isn't staying that way very long.

Miles Davis "Live-Evil" On Columbia Records® and Tapes
THE 707 RE-BORN.

American Airlines new 707 LuxuryJet.

A wider, brighter, roomier look, inspired by our 747 and DC-10 LuxuryLiners.

A stand-up bar. Luxurious decor. Our sociable lounge.

It's something to see, and you can only see it on American Airlines. If you've never flown in a 707 before you'll think it's beautiful. If you have, you'll be amazed. Inside everything looks wider, roomier, more spacious, yet the outside hasn't changed. It's the 707 of the future, inspired by our wide-body LuxuryLiners. And unlike our competitor who made just a few changes, we've ripped out the old interior completely, nose to tail. Now the ceiling glows, the walls are sculptured, and the seats are the most modern in the industry. Coach passengers get the same legroom as first class passengers. And everybody gets more stand-up room, because the overhead "hat rack" has been replaced by overhead compartments. We've already started converting all of our 707's to beautiful 707 LuxuryJets. And since nobody else has even one, why fly any other airline?

American Airlines
Our passengers get the best of everything.

Call us or your Travel Agent.
New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the-minute on available new product. Items shown in bold face listing are also available from FIND for immediate delivery to FIND dealers. All other titles are new releases. Listings are in alphabetical order by artists in Poster, and by composer in Classical. The Music Industry Code (MIC), another automated numbering system, is used as the FIND order number, and appears in bold face type.

Prices are the manufacturers suggested list and are subject to change. Symbol LP- Long-playing record album; QL-Quadraphonic record album; CA- Cassette; BT-8-Track cartridge.

FIND Artist, Title, Label No., List Price

AMAZING BLONDIE Fantasia Lyrical (LP) Label Sw 9310 .75-8.95
BROWN, ALEX In Search of Love (LP) Atlantic 60001 7.95
BUDDI, LEEWAY Come Alive (LP) Fantasy 54201 5.95
CASSIO, VIVI Samba (LP) Columbia 31050 7.95
CRAICHCFIELD, FABIA, AND HER ORCHESTRA Charleston Flutes Ballads (LP) Columbia A 348-44-58
CROSS, UNITED ARTIS 388 BUBBLETONE, WIND AND WOODWINDS Sing 'Em High From the Glen Cambell Show (LP) MDM 604 6.95
DURST AND ASSY A Different Kind of Love (LP) Advent Guide AVS 134
FIVE MAN ELECTRICAL BAND Coming of Age (LP) Liberty L 1011 (MG M)
GATHEY, MICHAELS My Baby's Cafe (LP) Jemiels 65029 7.95
HUMPERDINCK, KLAUS Blue with a Feeling (LP) Polydor 2007 6.95
INSOMNIA This Time Forever (LP) Polydor S 1300 9.95
JACOBS, TED The Jack Rags CD 101 5.50
JACKSON, SAMMY I'm Not Gonna Live As A Runt (LP) Master Ch 40001 7.95
JOE TORPEDO Diamond Ashes Flowers (LP) United Artists 65270 7.95
KENNY, BEVY, AND HIS ORCHESTRA A Moment in Time (LP) Scepto 5020 5.50
KING, ARTHUR Northern Soul (LP) RKS 7001 7.95
LAMBERT, LEE Lakeshore Drive (LP) Arista 1027 7.95
LINDSAY, RICHIE I'm Gonna Get You (LP)101 Records 101 7.95
LORD, LEE Come On Over (LP) Arista 4002 5.95
MARTIN, JOHN Black, White & Blue (LP) Monument SW 9910 17.95
MEDICAL MESSIHER SISTERS LP 10003 9.95
TRAUMATIC DANCE Bluets (LP) Advent Guide AVS 132
MINNIE - BOW REEVES Only You (LP) Monument SW 9910 9.95
MOOD, JESS Louie Louie (LP) Monument SW 9910 9.95
MURPHY, MAEBBIE - WATERS Daddy Babbitt (LP) Columbia 30072 12.95
NINO, LAURA Gonna Take A Minute (LP) Columbia MC 9972 9.95
PETE AND HIS POLKAFONIERS Polka (LP) Sound SD 7001 7.95
PILOT LITE Blueprints (LP) Arista JLS 3003 8.95
RAJAH, ARTHUR Starlight Lullaby (LP) United Artists UA 5920 9.95
RILEY, LEON Woodstock (LP) Arista 1100 7.95
ROBERTS, C.B. The Search For The Stolen Heart (LP) Passport 1024 7.95
ROBINS, CARL In My Earth (LP) Columbia MC 9972 9.95
SANDIE SWIFT A Moment in Time (LP) Columbia MC 9972 9.95
SING & THE SINGERS From the South to the North... (LP) Columbia MC 9972 9.95
V-Classical

ITALIAN ARTISTS IN CONCERT At The Hollywood Bowl (LP) Vittorio VCL 3183

Through the eyes of an artist, a critic or a historian, "To Avoid Problems by the Use of Reliable Block Cassettes", representatives of Ampex, BASF and Molliti on "Taking Advantage of New Improvements in Tape"; Dave Mayer of Cassette Development Corp. on "Expansion Opportunities for the Publishing Industry"; and W. Donald, general marketing manager of Motorola Systems, on "Utilization of Video in Business, Education and Training." There will be seminars on religion, education, medicine, marketing, industry and entertainment.

Dear FIND Dealers:
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At Philharmonic Hall Wednesday January 5, 1972

MEEHAN Presents

ME AND SWEET JESUS

A Performance Of Songs Written By Danny Meehan
And By Danny Meehan With George Andrews &
Colin Romoff & Bobby Scott
Starring

BOBBY BASKERVILLE      HYLIA PARKER
Special Guest Stars

ADAM WADE      ANNA WALKER And Her Goodwill Ambassadors
Music Arranged & Conducted By George Andrews
Gordon Edwards - Bass
Cornell Dupree - Guitar
Jimmy Johnson - Drums
Richard Tee - Piano
Plus The Big Brass

And Danny Meehan

www.americanradiohistory.com
Dave Rosner's New Music Firm
To Rep Neil Diamond & Others

NEW YORK — David Rosner has opened his own music publishing
firm in New York. Rosner will be providing professional ser-
vice to other publishers, especially artists/composers who own their
own copyrights, in addition to de-
veloping his own writers and cata-
logues. Rosner has signed and will rep-
resent Neil Diamond's Prophet Mus-
ic, Inc., and Stonebridge Music on
a worldwide basis. Rosner's com-
pany will assume all professional manage-
ment responsibilities for the
Diamond firm and will direct ex-
ploitation via sub-publishers inter-
nationally. Rosner will also super-
vise all aspects of Diamond's print
publication activities. These cata-
logs include Sweet Caroline, "Holy
Hooly," "I Am ... I Said," and the
songwriter's "Stones."
The unique aspect of the ar-
rangement is that Rosner's firm de-

Dave Clayton-Thomas Ankles
BS&T Jan. 1 for Solo LP & Gigs

CHARLESTON, W. Va.—David Clayton-Thomas of Blood, Sweat & Tears, plays
for the group. His last public per-
formance with the Columbia rock-
jam ensemble will be at Anahiem, Calif., Jan. 1.
Clayton-Thomas confirmed re-
ports of his departure in a con-
versational piece to a Dec. 1 con-
cert at the Civic Center here. He said in the prologue to his next album, "David
BS&T drummer Bobby Colomy
produced the album, "I will have material in it from everybody," Clayton-
Thomas said.
BS&T has been auditioning new
lead singers and, according to
Colomy, will replace Clayton-
Thomas in the group. "I can't say yet who they are," Col-
omy, one of the founders of BS&T, said.
BS&T will work out "a lot of new ideas, new sounds" and
hope to record an album in En-
gland in February. The LP should be released by spring.
Clayton-Thomas once headed a
Canadian group called the Im-
possible Men. When Colomy left the band in 1968, Columbia heard
Clayton-Thomas backing John Lee Hustler at the Scene, New York.

AGVA Suing Talent Office

LOS ANGELES—The American
Guild of Variety Artists (AGVA)
has filed suit against As-

ciated Booking Corp. and Frank
Bally, a promoter, and Allen
Products, seeking payment of
$9,000,000 in songwriters and
composers' rights. The suit is

Zappa Hurt; Mothers Lose Equipment

LONDON — Frank Zappa is

Zappa's fall into the orchestra pit
after being pushed by a spectator
who ran on the stage was the
second major setback of a Euro-
Pean tour that started last No-

cember. On Dec. 4, over $500,
000 worth of instruments and
amplification equipment belonging to the Mothers of Invention, was
destroyed in a fire that completely
ruined the historic Casino in Mon-

treux, Switzerland. The fire was
understood to have been arson.
Led Zeppelin and Deep Pur-

KENTHED E. RAINE, right, trustee, Music Performance Trust Funds, and Samuel R. Rosenbaum, center, trustee, Film Funds, receive awards presented by Dr. David D. Colomby, right, president of the National Association of American Musicians, Organization of American States, for their "valued collabora-
tion in organizing the fifth annual Inter-American Music Festival."

Concerts & Rap Sessions
Billed for Juvenile Hall

LAS VEGAS—Juv'eile Court
Services has decided to continue
a series of free concerts and rap
sessions between members of rock
and rap groups and youngsters at
the detention hall, Child Haven and
Spring Mountain Youth Camp.

The following artists have agreed to give concerts at the detention hall since Jan. 3, 1966. Artixo has been the sole guest for nine of the past 12 performances on Summit Ridge Drive, except for performances and publication rights agreed to by Groll Music, Inc. In addi-
tion to a permanent injunction, Artixo is seeking damages, the dis-

Corda Uses Radio To Entrench Radio

LAS VEGAS—Realizing that he
was a little late in getting his
Christmas record on the market, New Horizons Records president
Mike Corda decided to capitalize on all of the airplay possible in or-
der to firmly establish the song — "Once Every Year" — as a poten-
tial Christmas favorite. The tune, written by Corda with Paul Francis Webber, was released in a soul
version by Delilah, and the flip-
side features a middle-of-the-road version by the Beleivers.
Corda, a well known songwriter, has been in the music business for
the past few months promoting the single at radio stations, public
libraries, schools and civic club-

Bally Stock Price
• Continued from page 10

Bally stock, according to Walter
firm, "Some people reacted to the
story and sold, but there were
so many buyers that it actually pro-
duced the opposite effect. We at
least 15 calls came in," Barrett
said. "From the middle of the buy.

Now, Bally has just declared a
special cash dividend of 5-cents per

December 25, 1971, Billboard
“We plan on not buying enough to call $1.75 a record. Among wholesalers and retailers here. of cost of mark Margin.”

“We are worried about not having the supplier.”

“I am sure it will be the case with many other suppliers. If the pack. packers had been handled in the normal way, it would have made a fortune for the refuge.”

“We may as well go out of business.”

“We do not plan to go out of business.”

“We may as well go out of business.”

“We do not plan to go out of business.”
**New Wholesale Outlet**

Continued from page 61

RUDLAH, Hot Wax, Susan, Curtom, Oak in addition to a number of closely
related family of lines; Music West which handles Paramount, Capitol, Daybreak, Gregor, Kinsherr, Wheel and Woody's. This
is Atlantic Distributing Corp. (in Glendale) and ABC Record and Tape Sales.

**'Desiderata' Global**

Continued from page 61

In Canada, John Pozzer is
producing a French version of "Desiderata" for release in Canada.
And for possible use in France, Luxembourg, and Belgium.

The "Desiderata" French text is
written in black on a white background in a font that is consistent with
the original text. The font and style are consistent with the original text, including
the spacing and layout.

**Tape Raid**

SANTA ANA, Calif.—A major raid
on an alleged counterfeit tape duplicator was conducted in
Orange County this week by representatives of the investigator's office
after criminal prosecution
proceedings by District Attorney
Orrtney Overta, Sears. Raid, it is
reported, confiscated over $250,000
worth of prerecorded tape
and cassette tape, duplicating equipment, packaging and labeling paper.
All things come to those who wait.