Who In The World:

Paul Anka


HITS OF THE WEEK

SINGLES

RIGHTEOUS BROTHERS, "GIVE IT TO THE PEOPLE" (prod. by Dennis Lambert & Brian Potter) (ABC-Dunhill/One of a Kind, BMI). Returning from "Rock 'N Roll Heaven" the riggin' brothers trace their own musical histories and philosophies. This stirring tribute to the rhythms that keep on rollin' is something for everyone! Haven 7004 (Capitol).

ABBA, "HONEY, HONEY" (prod. by B. Anderson, S. Ulvaeus) (Overseas, BMI). Having met the top 10 at "Waterloo" and returned triumphant, hit in hand, the Scandinavian rockers take on a gentle, colorful, self-penned side. Just as the title suggests another "Sugar Sugar," this one is out to satisfy the top 40 sweet tooth. Atlantic 3209.

LEA ROBERTS, "LAUGHTER IN THE RAIN" (prod. by Donny Dante & Spencer Proffer) (Don Kirshner, BMI; Kec, ASCAP). Intriguing title comes to make a lot of crossover sense as this disc develops into a hit-dripper for black and pop markets alike. The woman emerges from the dynamically-produced downpour wearing a sunshiny smile! UA XW539-X.

KIKI DEE BAND, "I'VE GOT THE MUSIC IN ME" (prod. by Gus Dudgeon) (Yellow Dog, ASCAP). This soulful blue-eyed Briton was once Motown's only non-Detroit attraction. Now under the tutelage of Elton John's crew, she's spread out her r&b roots to sprout something. White on! 20th Century 3T-444 (6.98).

IMPRESSIONS, "SOMETHING'S MIGHTY WRONG" (prod. by Richard Tufo, Lowell Simon) (Curtom/Soultown, BMI). Their last big one, "Finally Got Myself Together," fell into a slick Marvin Gaye-type groove. Now they return to a more gulty gyration for their follow-up. Destined to be a mighty right soul charter! Curtom 2003 (Buddah).

TOMMY JAMES, "GLORY, GLORY" (prod. by Tommy James & Bruce Staple) (Big Seven, BMI). Looking to sanctify the charts with his best since "Draggin' the Line," James moves to Universal City for a label debut. Tommy gears up for his eighth year of hitmaking with a sound combining the best of Three Dog Night and CSN&Y. Halle-lujah! MCA 40289.

STEPHANIE DE SYKES (WITH RAIN), "BORN WITH A SMILE ON MY FACE" (prod. by Barry Leng) (Chalice Prod.) (ATV, BMI). Latest in an ever-growing list of European vocal combinations making their U.S. presence felt. This contingent, singing a song reminiscent of the Turtles, "She'd Rather Be With Me." Their grin is definitely an international! ABC 12026.

MIIT MATTHEWS, "ALL THESE CHANGES" (prod. by Milt Matthews) (Ab-M/T LP, ASCAP). A new act that comes off like a Wilson Pickett produced by a Thom Bell. Not since Buddy Miles had "Them Changes" has the pop-psychological expression come to grips with such hit terms. Should be the big break for the new Wiedenmann-Helmed diskery. Bryan 1007.

SLEEPERS

EMERSON, LAKE & PALMER, "WELCOME BACK." A grand display of musical skill and agility, as masterful mixing enables the sound to stand superb without studio accoutrements. Greg Lake production merits the highest praise as he captures the dynamics of their innovative classical rock on this three-record triumph. Manticore MC 3-209 (Atlantic) (12.98).

THE ISLEY BROTHERS, "LIVE IT UP." Hitmaking sextet that has been "living it up" since they first charted big in '59 with "Shout" has continued in that vein throughout, adding this pulsating platter to the tradition. Their last album, "3 + 3," set high success standards that are sure to be maintained with this sizzling set. T-Neck PZ 33070 (Columbia) (6.98).

DONNY & MARIE OSMOND, "I'M LEAVING IT ALL UP TO YOU." After achieving strong recognition both individually and as members of the renowned family group, the sibling duo debuts together to form yet another striking configuration. The title tune is a pop smash with country inroads cookin' and their remake of "It Takes Two," is a single must. MGM M3G 4968 (6.98).

ALBUMS

Phonodisc Sales Meet Stresses Growth and Enthusiasm ABC Enlarges East Coast Operations

Pacts Word, Inc. Form American Record Division, Names Siegel President Capitol

Re-Aligns A&R Department Wherehouse Sales Soar Dialogue: Anchor's Ian Ralfini
SHIPPING GOLD. AGAIN!

Yep, just four weeks ago, we shipped The Tymes single, "You Little Trustmaker," with a golden guarantee. Result: big numbers on all three charts already. And now...

REUNION

"Life Is a Rock (But the Radio Rolled Me)"

We are putting ourselves on the line. Another winner all the way. You'll get it, play it and sell it. Or we'll eat it.

RCA Records and Tapes
ABC Establishes Major N.Y. Operation

LOS ANGELES—Howard Stark, executive vice president of ABC Records, has announced that the company intends to establish "a major presence on the east coast" through the creation of a full-scale New York office with its own public relations, artist relations, publishing and promotion facilities.

John Rosica

To head the new office, Stark has named John Rosica, most recently vice president in charge of marketing at CTI Records. Rosica will perform a dual role. As vice president and general manager of ABC/Impulse Records, the company's jazz line, he will design new merchandising, promotion, advertising and marketing approaches directed at the mass market, which has just begun to discover jazz. And as manager of east coast operations, he will lay the administrative groundwork and oversee the administrative machinery necessary for the efficient operation of a sizable staff.

ABC Pacts Word

NEW YORK—American Broadcasting Companies, Inc. has signed an agreement to acquire Word, Incorporated, a religious communications company, it was announced jointly by Leonard H. Goldenson, chairman of the board, Elton H. Rule, president of ABC, Inc., and Jarrell McCracken, president of Word, Incorporated.

Stock

Under the terms of the agreement, Word's shareholders will receive up to approximately 300,000 shares of ABC common stock in exchange for common and preferred shares and warrants of Word.

The transaction is subject to certain conditions, including the (Continued on page 40)

Wherehouse Sales Soar

TORRANCE, CAL. — Leon C. Hartstone, president of Integrity Entertainment Corp., owner and operator of the 47 The Wherehouse record and tape stores in California, has announced that a 71 percent increase in fourth quarter sales over 1973 ($5,822,991 as compared to $3,410,583), an 83 percent increase in fourth quarter earnings ($55,087 compared to $59,876), an 84 percent increase in sales for the year ended June 30 ($22,279,827 compared to $12,109,517) and a 273 percent increase in earnings for (Continued on page 44)

Phonodisc Sales Convention Opens Under Cooperative Growth Theme

SAN DIEGO — Keynoting Phonodisc's 1974 Sales Convention with the theme "There's room at the top — let's get there together," president Bill Farr welcomed Phonodisc's staff and key personnel from the distributing firm's label family (UA, Polydor, DG and MGM Records) to the four-day conclave held here at the Sheraton Island Harbor (21-24).

Chart Power

Initially departing from his prepared text to cite that family's current chart strengths (including positions 1, 4 and 7 on the Record World singles chart), Farr characterized the distribution firm's status in the industry as "the acknowledged challenger right now."

Farr introduced key visiting dignitaries from Phonodisc's international parent company, Polygram, along with U.S. label "presidents with bullets," Mike Stewart, Al Teller, Gil Beltran, Jerry Schoenbaum and Jimmy Bowen, to the audience of some 250 company personnel.

Polygram GmBh and B.V. executive VP Kurt Kinkele followed Farr's speech with a brief history of the conglomerate's global growth. He traced the organization's expansion from 12 to 35 world markets in 14 years, resulting in Polygram's top three status as a worldwide music/record marketing firm. Referring to the "sweat, money and overtime" Polygram has put into firmly establishing its American-based affiliates into a strong competitive position here, Kinkele summarized Polygram's goal in the U.S.: to see its overall 30 percent world market share reflected in the United States.

Marketing

Phonodisc VP of sales Don England followed Kinkele's talk, addressing himself to the marketing changes which have characterized the record business since World War II. "Sunglasses no longer sell records," he remarked, "marketing specialists do." England stated that the strict division of marketing duties into promotion, sales and merchandising can often lead to intra-company divisiveness and suggested the (Continued on page 24)

Pye Forms American Record Co.; Peter Siegel Named President

LONDON — Louis Benjamin, chairman of Pye Records Ltd., has announced the opening of an American record division, to function as the American record division of ATV and the counterpart of Pye Records in England, and the appointment of Peter K. Siegel to the post of president of the label.

Label Name

A name for the company has not as yet been chosen, but possibilities include both ATV Records and ATV Records, Inc. Releases will include a selection of product from Pye's extensive catalogue as well as the creation of an American artist roster for release both in the United States and abroad. Pye has been expanding, as witnessed by the recent opening of a record division in Holland as well.

Siegel, who is in the midst of putting together a staff, told (Continued on page 44)

Album Merchandising Keyed to 'Hit' Artists

NEW YORK — Progressive record retailers around the country, with the cooperation and assistance of the manufacturers in a continuing effort to achieve higher profits while at the same time bringing consumers back into record stores, are heavily merchandising catalogue albums by hit artists, special anthology albums and albums by artists who are appearing locally or are receiving significant national television exposure.

For example:

• The increase in Mac Davis and Dawn sales, stemming from their successful summer TV shows (Record World, August 3 & 10, respectively). (Continued on page 53)
Wayne Leaves Almo; Freed New Exec. Dir.

L A S O N G E L A S — Effective immediately, Artie Wayne has resigned as the executive director of Irving/Almo Music, a division of A&M Records, Inc. Lance freed has been named as the new executive director for the publishing company. Freed was most recently the professional manager of Irving/Almo Music and has been associated with A&M Records for the last eight years.

In the future, Artie Wayne can be contacted at Jeff Wald's office, phone: (213) 273-2192.

Eagles Re-Signed To Asylum Label

L E S O N S A L E S — David Geffen, chairman of Elektra/Asylum Records, has announced the re-signing of Eagles to an exclusive long-term recording contract with the Asylum label.

Stan Soifer Joins RW In Advertising Sales

R E C O R D W O R L D N. Y. 10019
Area Code (212) 765-5020
PUBLISHER BOB AUSTIN
EDUCR IN CHIEF SID PARNES

M I K E S I G M A N/EDITOR
L E N N Y B I E R / R E S E A R C H E D I T O R
H O W A R D L E V I T / A S S O C I A T E E D I T O R
G A R Y C O H I N/N E W S E D I T O R
M I C H A E L K A N N E R/ A R T D I R E C T O R
R o b e r t A d e l a / R e v i e w s E d i t o r
R o b e r t A s k e / A s s i s t a n t E d i t o r
J a m e s W i l l i a m s / A s s i s t a n t E d i t o r
T o n i F r e d e r i k o / A s s i s t a n t C h a r M a n
D a d d y D a n b a r y / A A B E D
M i c h a e l S c h a n z e r / A s s i s t a n t A r t D i r e c t o r
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I r e n e J o h n s o n / G e s p e l E d i t o r
R i c h a r d R o b i n s o n / A - V E D I T O R
St a n S o i f e r / A d v e r t i s i n g S a l e s

W E S T C O A S T
S P I N C E B E R L A N D
V I C E P R E S I D E N T
W E S T C O S T M A N A G E R
K a r e n F r e e m a n / A s s i s t a n t E d i t o r
S t e v e H a n s e y / A s s i s t a n t E d i t o r
L i n d a N e i s a n / P r o d u c t i o n
6 2 9 0 S u n s e t B l v d . , H o l l y w o o d , C a l i f . 9 0 0 2 8
P h o n e : (2 1 3) 4 6 5 - 6 1 2 6

N A S H V I L L E
J O H N B L O U T
V I C E P R E S I D E N T
S O U T H E A S T E R N M A N A G E R
D e n C o c k / S o u t h e a s t E d i t o r
S t e v e F a r r e l l / R e s e a r c h
E l i z a b e t h S h e p h a r d / P r o d u c t i o n
1 1 0 0 O s w a l d R o d , N a s h v i l l e , T e n n . 3 7 2 0 3
P h o n e : (6 1 5) 2 8 4 - 1 8 2 0
L a r r y Y o l l e n e / O P E R A T I O N
T O M A S F U N D O R A
V I C E P R E S I D E N T
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3 1 4 0 W . 8 t h A v e .
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(3 0 5) 8 2 1 - 1 2 3 0 ( n i g h t)

R E C O R D W O R L D
R O B E R T A M M / D I R E C T O R
G I L L I E R E EN B A C K W O R D
A R T D I R E C T O R
6 1 7 0 W e s t 3 7 t h S t r e e t
L o n d o n , E n g l a n d
P h o n e : 0 2 0 - 7 2 7 1 2 4

J A P A N
O R I G I N A L C O N F I D E N C E
C B R O N Q u e e n B u i l d i n g
1 8 - 1 2 R o p p a g i 7 - c h o m e
M i n a k u - t o , T o k y o

G E R M A N Y
P A U L S I G E R
E U R O P E A N E D I T O R
E l i z a b e t h B o e n c h a m b e r
G e r m a n i a n A s s i s t a n t
T o u e n t r i s t r o e s s e n s t r e e t 1 8 , 1 2 0 3 0 1 1
P h o n e : B e r l i n 2 1 3 5 9 0 0 0

F R A N C E
G I L L E S P E T A R D
P o s t a l a g e : 1 8 - 1 2 R o p p a g i 7 - c h o m e
M i n a k u - t o , T o k y o

C A N A D A
L A R R Y L E B L A N C
2 2 W a g e r R o a d , 6 0 4
T o r o n t o , C a n a d a
P h o n e : (4 1 6) 9 5 7 - 1 1 0 0

I T A L Y
A L I G E S P R I C C H I N I
V i a C o m e D i C a v e n t o N . 2 1 , M i l a n
S u b s c r i b e r s O n e Y e a r 5 2 Is s u e s $ 1 5 . 0 0
P a c k a g e A d d i t i o n a l M a i l I n G e r m a n y $ 1 . 0 0
P a c k a g e A d d i t i o n a l M a i l I n A r a b i a $ 1 0 . 0 0
F o r e i g n : $ 2 0 . 0 0

P R I N T E D I N N E W Y O R K
P R I N T E D O N F O R E I G N P a p e r
P R E S S E D M O R T U R E A L P R I N T I N G P R O C E S S
the reaction to

"WE LIKE TO DO IT."
The debut single by The Graeme Edge Band.

"WE LIKE TO DO IT." THS 6708 A FIRST EDITION. FROM ONE OF THE MOODY BLUES. IT'LL PUT A SMILE ON YOUR FACE.

Featuring Adrian Ben Gurvitz. Produced by Tony Clarke.

Distributed By London Records.
**Kirchner on Camera**

**LOS ANGELES—**Don Kirshner, longtime figure in the contemporary music world as publisher, record producer, discoverer of music talent and television producer, adds another dimension to his career by taking an on-camera turn weekly on “Don Kirshner’s Rock Concert” next season, to introduce the guests with brief personal backgrounds.

Kirshner premiered as talent with an on-camera appearance on last season’s documentary special dealing with the career of Jim Croce, entitled “Jim Croce: 1943-1973,” which he did at the urging of Croce’s manager and family.

“I feel qualified, not as a trained performer, but as a man enormously interested in the people our show presents each week,” said Kirshner. “Most of the guests are my personal friends, and I enjoy the opportunity to let our audience know how they started in the business, or what their family life is like, or telling a simple but amusing anecdote about their career or the people behind the scene who rarely get any credit.”

“Don Kirshner’s Rock Concert” is syndicated in 125 markets and has presented such artists as Mick Jagger, the Rolling Stones, and the Allman Bros. Band. Recently, the show received a 52-week renewal from all of its first season’s sponsors. The new series, with Kirshner as commentator, begins in September.

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**Impressions of the Japanese Market**

**NEW YORK—**Upon returning from the Country Music Association board of directors meeting and the Tokyo International Music Festival, both in Tokyo, Japan, publisher Bob Austin and RCA division vice president Frank Mancini spoke of their impressions of the Japanese market—the second largest record market in the world.

“An amalgamation of cross-roads because of all the amalgamations,” and feels that too many jazz labels have been locked into particular eras and/or styles. “This will not be a one dimensional thing—there is room for a diversified, first-rate jazz roster.” Along these lines, he hopes to “bring mainstream jazz into the 70’s,” continue to produce (as he did at Impulse) retrospective and anthology series, sign a broad range of jazz artists and acquire some older American and current Euro-

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**RCA Re-Signs Como**

**NEW YORK—**British television and recording act, the Wombles were in New York last week, igniting “Wombamania” in the United States with a week-long series of appearances in and around New York City. Many of the week’s activities were tied in with disc-jockey Cousin Bruce Morrow’s first week at WNBC Radio.

(Continued on page 54)

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**Gavin Radio Meet Set for December**

**SAN FRANCISCO—**The 1974 Radio Program Conference will be held in San Francisco at the Crown Center Hotel, Kansas City. The eighth annual conference is sponsored by Bill Gavin, editor-publisher of The Gavin Report.

Conference registration applications will be mailed to Gavin subscribers October 1. The conference itself will feature sessions for radio executives as well as for radio and record people. Inquiries should be addressed to Radio Program Conference, One Embarcadero Center, Suite 2113, San Francisco, California 94111.

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**Meter Maid?**

Capitol Records recently hosted a press party at the tower, in which they presented Ringo with three gold records and an platinum album. Shawn chatted with Ringo at the tea at Record World west cooter, R. Turner.
Presenting Joanne Glasscock's first time behind a mike.

Joanne sang for herself and a few friends until Dr. Hook producer Ron Haffkine heard her.

Ron convinced her to record a demo of Shel Silverstein songs, some of which were so good they've been included on her first album. One of them, "Here I Am Again," was where Loretta Lynn first heard the song before recording it herself.

When Joanne went back into the studio to record her album, she had some new songs, written for her by Shel, along with the instrumental support of musicians like Chet Atkins, Tommy Jones, and Little Willie Rainsford. Now her first album is ready. And so is Joanne.

The debut of Joanne Glasscock on A&M Records. Includes the single, "Here I Am Again."
RECORD WORLD AUGUST 31, 1974

ON THE UPCOMING "MISS PEACE WATCH FOR MARILYN SELLARS INTERNATIONAL PAGEANT"
AUG. 30th ON ABC-TV
SLEEPER OF THE WEEK!

, Exclusively on MEGA RECORDS & TAPES, INC.

BILL GAVIN'S POP SLEEPER OF THE WEEK!
WATCH FOR MARILYN SELLARS ON THE UPCOMING "MISS PEACE INTERNATIONAL PAGEANT" AUG. 30th ON ABC-TV

Published by:
BUCKHORN MUSIC

Written by:
MARIJOHN WILKIN & KRIS KRISTOFFERSON

Produced by:
CLARENCE SELMAN
MARIJOHN PRODUCTIONS

, Exclusively on MEGA RECORDS

MEGA RECORDS & TAPES, INC.

Armen Boladian: Good Things Come in Small Packages
By RITA TURNER

LOS ANGELES — Many smash hits break out of the Detroit market, and recently a large percentage have come from two small record companies that are virtually unknown to much of the music industry population on both coasts—Westbound Records and sister company, Eastbound. Armen Boladian, president of both concerns, discussed with Record World the brief history, current accomplishments and future plans of both record companies and his own publishing firms, Bridgeport Music and Southfield Music.

Past History
Boladian has been active in the record business since 1951, when he started out in the promotion field. He quickly became disenchanted with working for someone else, and decided to pursue a means of self-employment. He met Russ Regan when Regan was doing promotion at Record Merchandisers, and their business association continued through the years. When Regan went to Uni Records in 1968, he gave Loma Records to Boladian. Boladian created a publishing company around that time, Bridgeport Music, prior to establishing his first record company in November of 1969, Westbound Records.

Some of the first groups to record on Boladian's label were the Superlatics, basically a local Detroit group, the Detroit Emeralds and the Funkadelics, the latter being the first group to hit the charts with "I Bet Ya." At the time both the production and administration were handled by Armen Boladian:

'Real' Fleetwood Mac Re-signs With Reprise

LOS ANGELES—Fleetwood Mac—Mick Fleetwood, John McVie, Christine McVie and Bob Welch—have re-signed a long term contract with Reprise Records, following the awarding of an injunction against their former manager Clifford Davis, banning him from using their name or doing business in their behalf. (Davis recently billed five musicians as Fleetwood Mac on a concert tour of America.)

L.A. Based
The Fleetwood Mac members have taken up residence in Los Angeles, where they have recently completed a new album, their seventh for Reprise, which Warner Bros. plans to release in early September. Titled "Heroes Are Hard to Find," the lp was produced by the band and engineer Bob Hughes at Angel City Studios in Los Angeles.

Westbound, and the growth of the company demanded that they seek distribution by another source. Pye Records served that need until they pulled out, and the entire distribution, both domestic and international, was inherited by Janus Records.

Eastbound Records was established in 1973, and by this time both record companies and publishing companies were staffed by less than ten employees (also the current situation). Gold records attained by the companies include "Trapped By A Thing Called Love," by Denise La Salle, "Funky Worm," by the Ohio Players, and Byron MacGregor’s multi-million-selling "The Americans."

(Continued on page 40)

Graeme Edge Promo Planned by London

NEW YORK—London Records has announced a special marketing and promotion campaign for "We Like To Do It," the debut single by the Graeme Edge Band. This single marks the beginning of the individual projects planned by the Moody Blues.

The release of the single was preceded by a three-week "teaser" ad campaign in the trade magazines and will continue to receive heavy advertising support now that it has been released. Both deejay and commercial copies of the single are being shipped in specially-designed sleeves heralding it as a "First Edition" in the future plans from the Moody Blues.

Edge will make a promotional visit to the U.S. this week. Cock- tail receptions in conjunction with key radio and press interviews are scheduled in New York, Los Angeles and San Francisco. Radio and press representatives from Boston and Philadelphia will be brought into New York to meet with Edge.

The debut album by Graeme Edge will be completed upon his return to England. All Moody Blues product will be released on their own Threshold label, distributed in the U.S. by London Records.

Armen Boladian

AmericanRadioHistory.Com
RITCHIE BLACKMORE
PAUL AND LINDA McCARTNEY
LEO SAYER
AND LORD SNOWDEN
ALL KNOW THAT
HE'S ONE OF THE YEAR'S
MOST IMPRESSIVE
ARTISTS:

ADAM FAITH.

I SURVIVE
IS HIS FIRST
WARNER BROS. ALBUM
(BS 2791)
Ian Ralfini: United Kingdom's 'Anchor' Man

Ian Ralfini was U.K. managing director of WEA until last summer when he started setting the foundations for his own record corporation which ABC is backing and which Ralfini named Anchor. In the following interview, Ralfini discusses his past, the changes in the WEA complex and the future of Anchor.

Record World: How did you first become involved in the record industry?

Ian Ralfini: I started in music publishing originally. I came straight from school into music publishing and I worked for Peter Maurice, which is now part of KPM. I left KPM to start my own publishing company with Joe Henderson. We ran two companies called Henderson Music and Top Line Music. This was at the time when the charts were changing from sheet music to records, so it was the time when the emphasis in the industry was moving from music publishing to records, and I wanted to get into the record side rather than publishing.

I joined Pye Records soon after Louis Benjamin. I started as label manager to the Pye International label. I went in as an international manager with the brief to pick up American masters. Pye had just started, they had bought the old Nixa label, they had Lonnie Donegan, Petula Clark and Joe Henderson among their acts. I was aware of the records that were happening on the American charts, things like Shep and the Limelights, those early Chuck Berry's and Bo Diddley's. They were the kind of records I personally liked, and we acquired those masters plus the Marceils' "Blue Moon" and Clarence Frogman Henry; that's how I built the label.

And then the age of the independent producer came. It must have been the early sixties—Joe Meek and others. I convinced Louis Benjamin that we should have a new label. Pye was very much the same as the other companies; we had house producers—people that worked on a salary for a record company. I wanted another label so that we could go outside our own producers and pick up masters. We formed a label called Piccadilly Records. I remember Louis gave me a really tight budget—I had to do everything from the design of the label to the press publicity and have change out of a dollar. We signed acts as the other companies; we had house producers—people that worked on a salary for a record company. I wanted another label so that we could go outside our own producers and pick up masters. We formed a label called Piccadilly Records. I remember Louis gave me a really tight budget—I had to do everything from the design of the label to the press publicity and have change out of a dollar. We signed acts like Joe Brown—"Picture Of You" was in fact the first single we had, which went to no. 1. Ray Horricks came and joined me and became the a&r controller of that label. He didn't necessarily produce all the records because that wasn't the idea, but we had a tremendous success ratio.

After that I went through every aspect of the business. Louis had me in international, the export side of the business, promotion and the press side. He gave me every opportunity to learn the record business. I went abroad with him on trips around the world, particularly to America. We represented Reprise Records at that time and that's how I first made my association with Mo Ostin—this was before Sinatra sold the company to Warner Bros. The whole idea of the Reprise label intrigued me, so when Tony Newley came back from the States, having appeared in "Stop The World," I put the idea to him of forming an artists cooperative label, like Reprise Records, in the U.K. We planned to go to artists like Shirley Bassey, Matt Monro and I introduced to Mo Ostin about being our representative in America for this label because it was the same philosophy and we were working to that end, but basically Tony wanted to be an actor and a writer and the whole thing really didn't interest him that much and it fell apart. During this time I managed Tony. This lasted for 18 months during "The Roar of the Greasepaint" but I really didn't enjoy it. I really didn't want to be a manager.

RW: What attracted you towards MGM and why did it eventually fall as an independent record operation?

Ralfini: Arnold Maxin, who was then running Robbins Music in America, offered me the situation to come in as professional manager to Robbins Music here, on the understanding that when MGM records went independent in this country I would head their record and publishing interests. The publishing company and the record company never came together, MGM split it in the States—Arnold Maxin to the publishing and Mort Nasiter ran the record company. Mort started his office here and Rex Oldfield came in and ran MGM. When Mort left they consolidated the operation and when Rex left I became responsible for the record company and the publishing company. Unfortunately, I think MGM's artist roster just wasn't strong enough to sustain an independent record company in this country, and we decided to revert back to a licensing deal. It was at that time that Mike Maitland and Mo Ostin approached me to put the Warner Bros. organization together, and that's exactly what I did. I moved from MGM to Warner Bros.

RW: What was the main reason for your leaving WEA?

Ralfini: Basically because the decision made by the American companies was to go in their own directions. They wanted to control what happened in England themselves. There were other contributing factors along the way—we had various problems. We started as Warner Bros., Elektra, and spent quite a lot of time and money building a name and an image for the company. Then we changed to Kinney. With Atlantic and Elektra coming in it couldn't just stay as Warner Bros. Elektra was the first company to come in and we changed to Kinney. When Atlantic came in we had to change to WEA, a situation unique to Britain and Europe with three major U.S. labels united through one organization. By separating the companies I felt it would have lessened their effectiveness and strength in a relatively small market like the U.K. as far as the trade is concerned. There was no way I could accept a super-chief position with three managing directors representing each of the individual labels reporting direct to the U.S. companies.

RW: To what degree will it be your own company?

Ralfini: It's my own company in as much as I'm autonomous in the decisions I make—on artists, on what happens to their careers. As far as records are concerned, I have the facilities to go into every market in the world, to do my own deals. The assistance that ABC will give me is really financial, and any administrative assistance they can give me anywhere in the world. The discussions that I had with them took a long time, it wasn't a quick in-and-out situation.

RW: Does your deal involve taking over all those labels that previously went out under the Probe banner in the U.K.?

Ralfini: I should explain Probe just for a second: Probe was a name that had been adopted in the U.K. for, I think the last four or five years, because at that time it proved impossible to use ABC or (Continued on page 51)
Why Thom Bell chose Derek & Cyndi to launch Thunder Records.

Derek & Cyndi have two of the most beautiful voices that Thom Bell has ever heard. And, as producer of The Stylistics, The Spinners and Johnny Mathis, Thom has heard a lot of beautiful voices.

Listen to “You Bring Out the Best in Me,” written by Thom Bell and Linda Creed especially for Derek & Cyndi, and you’ll agree with Bill Gavin that “Mr. Bell’s new label debuts auspiciously.”

“You Bring Out the Best in Me,” by Derek & Cyndi. On Thunder Records

Arranged, conducted and produced by Thom Bell
SONG OF THE WEEK
SECOND AVENUE
(Burlington/Andustin, ASCAP)
GARFUNKEL (prod. by Garfunkel & Roy Keote)
—Columbia 3-10020
TIM MOORE (prod. by Nick Jameson/Source Prod.)—Asylum 45208

Aftermath of the irreconcilable breakup will prove fertile ground for both the writer, Moore, and the Art-fan interpreter. E/A picks up the original from Joe Vigoda's A Small Record Company while CBS releases a shorter version of the emotional copyright from the "All I Know" man. Both singles are urbane readings of first-rate material.

HARRY CHAPIN—Elektra 45203
CAT'S IN THE CRADLE (prod. by Paul Leake) (Story Songs, ASCAP)

New culling from his most recent album deals with the preoccupations plaguing parenthood. The song bridges the generation gap by pointing out mutual faults.

RALPH THOMAS—RCA-RCA PB-10023
IF THERE WERE ONLY TIME FOR LOVE (prod. by Devastating Affair) (Jobete, ASCAP)

"All other things fall under its spell as they really make it!"

HARRY CHAPIN—Elektra 45203
CAT'S IN THE CRADLE (prod. by Paul Leake) (Story Songs, ASCAP)

New culling from his most recent album deals with the preoccupations plaguing parenthood. The song bridges the generation gap by pointing out mutual faults.

RALPH THOMAS—RCA-RCA PB-10023
IF THERE WERE ONLY TIME FOR LOVE (prod. by Devastating Affair) (Jobete, ASCAP)

"All other things fall under its spell as they really make it!"
From Now On, You’re Going To Associate NEVER MY LOVE With BLUE SWEDER

Their New Single (3938), From Their Album, Hooked On A Feeling (ST-11286).

Distributed by Capitol Records
THE POINTER SISTERS LIVE AT THE OPERA HOUSE
Blue Thumb BTS 8002 (ABC) (6.98)
The vibrancy that these commercial kins-women generate live has been triumphantly transferred to the grooves of this sensational two-record set. Their unique flair and style captivates throughout, with "Love In Them There Hills," the "Old Songs" medley and "Cloudburst" spotlighting the spectacular set.

JOURNEY
COLIN BLUNSTONE—Epic KE 32962 (5.98)
Sweet voiced former Zombie gently glides over the well-produced (courtesy of Argent/Zombie family members Chris White and Russ Ballard) tracks. Blunstone is in top form, as evidenced by the upbeat glee surrounding "Something Happens When You Touch Me," the emotive aura of "This is Your Captain Calling" and the flowing feel of "Weak For You."

AVERAGE WHITE BAND
Atlantic SD 7308 (6.98)
Scottish sextet bows on the label with rousing rhythms and spiraling harmonies. Sparkling musicianship and Arif Mardin production provide a sound that is way above average. The single, "Got Work To Do," is sensational soulful, with all the tracks offering pop, r&b and progressive potential.

DOWN HOME
SAM NEELY—A&M SP 3629 (6.98)
Folk rock is blended with a sweet country feel to provide listening pleasure on Neely's latest. Self-penned selections are highlighted by "Sadie Take A Lover!" and he delicately interprets the Roy Hamilton hit "You Can Have Her" and delivers a striking rendition of Kevin Johnson's "Rock and Roll (I Gave You the Best Years of My Life)."

HYDRA
Capricorn CP 0120 (WB) (6.98)
Hydra's out, dispensing hard rock sounds with style and grace, and a sprinkling of southern soul which adds a bit more flavor to the already tasty platter. Prime cuts consist of "It's So Hard," the bluesy "Feel a Pain," the uptempo "Good Time Man" and the commercial "Let Me Down Easy."

THE RETURN OF THE INCREDIBLE BONGO BAND
Polydor PD 6016 (Atlantic) 6.98
Pulsating percussion is teamed up with off-beat rhythms to make up the band's own unusual sound. African rhythms are the base that the instrumental congregations builds on, especially effective on "When the Bed Breaks Down, I'll Meet You in the Spring" and variations on "Topsy."

SUNSET TOWN
DON EVERLY—Ode SP 77023 (A&M) (6.98)
Half of the hit-making duo that kept us humming to those many years displays his musical dexterity solo. Don is agile both musically and vocally, as is exemplified electrically on "Warmin' Up the Band," bluesily on "Jack Daniels Old No. 7," and with a sweet country twang on "Evelyn Swing."

TRACY NELSON
Atlantic SD 7310 (6.98)
The critical acclaim that the impassioned songstress has always received is sure to turn into sales and chart popularity with this magnificent Bob Johnston-produced disc. Her rich vocals add depth to the tracks, as evidenced by the poignant "Love Has No Pride" and "It Takes a Lot to Laugh, It Takes a Train to Cry."

SO FAR
CROSBY, STILLS, NASH & YOUNG—Atlantic SD 18100 (6.98)
The excitement of their recent concert tour and reunion has stimulated, at long last, a compilation of hits from the four musicians that have established themselves as a musical institution. A sure sales soar, the disc features the likes of "Suite: Judy Blue Eyes," "Teach Your Children," "Wooden Ships" and "Our House." So Far . . . So Good!

SKINNY BOY
ROBERT LAMM—Atco SD 36-102 (6.98)
The first Chicago-ite to record solo surrounds himself in rhapsodic splendor on the self-produced set. He is ably abetted by group-mate Terry Kath and sparkling back-up vocals from the Pointer Sisters, as "Love Song," "Until the Time Runs Out" and the title track highlight the delightful debut.

MIAMI
JAMES GANG—Atco SD 26-102 (6.98)
On their second set for Atco these exciting musicians prove to be both skillful and versatile. "Sleepwalker" is a bluesy thumper; "Cruisin' Down the Highway" is electrically explosive and "Summer Breezes" is a good, honest rocker. An album exemplifying their continuing growth and maturation.

ALICE COOPER'S GREATEST HITS
Warner Bros. W 2802 (6.98)
The man who has consistently muscled his way onto the charts now has his heaviest metal sounds available on one prize package. The recording is fraught with pop pleasures such as "I'm Eighteen," "Be My Lover" and "School's Out," insuring strong sales success and chart ascension.

NUTZ
A&M SP-3648 (6.98)
British band bows showing off tight electrical expertise. Their high calibre musicianship is further enhanced by propelling harmonies, especially evident on "Spoke In a Wheel," the commercially appealing "I Can't Unwind" and the extremely melodic "As Far as the Eye Can See." Should gain quick FM favor.

CASSIDY LIVE!
DAVID CASSIDY—Bell 1312 (6.98)
England's fave American rave is now available live Stateside, and if you have any doubts about his Continental popularity, it can be easily witnessed by the piercing screams interspersed within the songs. He covers contemporary classics including "Delta Lady," "For What It's Worth" and the soon-to-be released single, "Please Please Me."
WITH GREAT WARMTH AND LOVE
THE abc Records FAMILY
PROUDLY WELCOMES
TO ITS HOME

THE POINTER SISTERS · THE CRUSADERS · B. J. THOMAS
ROY CLARK · DONNA FARGO · DAN HICKS · HUGH MASEKELA
MELANIE · CLIMAX BLUES BAND · DON WILLIAMS
HANK THOMPSON · BRIAN COLLINS · DIANA TRASK
TOMMY OVERSTREET · RENAISSANCE · SUE RICHARDS
COMMANDER CODY · STEPHANIE MILLS · STEVE BARON
BUTTS BAND · NEKTAR · CARMEN · LYN CHRISTOPHER
MORGANA KING · DENNIS WEAVER · THE COMPTON BROS.
GUNILLA HUTTON · JUDY KESTER · RAY PILLOW
HOWARD CROCKETT · TONY DOUGLAS · RAY GRIFF
THE KENDALLS · PAT ROBERTS · CONNY VAN DYKE
STACKRIDGE · AIM · NICK DE CARO · PAUL HUMPHREY
BEN SIDRAN · TRACE

IN OUR HASTE TO GET OUR “WELCOME” TO PRESS
WE MAY HAVE INADVERTANTLY MISSED SOMEONE
...IF SO, WE APOLOGIZE!

ALSO, WELCOME ABOARD JIM FOGELSON & LARRY BAUNACH

PUT YOUR MONEY ON
abc Records
WE’RE MOVING UP FAST!
Len Sachs on the Re-Birth Of an Iron Butterfly

By KAREN FLEMAN

LOS ANGELES — Len Sachs, president of two newly formed companies, Coyote Productions, Inc., and Leonard Sachs Enterprises, has announced the signing of Iron Butterfly in a management, record production and publishing capacity.

Six Chart Albums

Iron Butterfly had six chart albums while with Atlantic Records and, according to Sachs, their album, “In A Gadda Da Vida” reportedly sold over three million copies, and was awarded a platinum record. The album stayed on the charts for an extensive 140 weeks. Their first album, “Heavy,” stayed on the charts for 49 weeks, and “Ball,” which remained on the charts for 44 weeks, was certified gold by the RIAA.

Group Reorganizes

Iron Butterfly has recently reorganized, with two of the original members, guitarist/vocalist/writer Erik Braunn and drummer Ron Bushy. Phil Kramer, formerly an MGM recording artist, is the group’s new bassist and Howard Reitzes, who has done session work with Sly Stone, Buddy Miles and Jimi Hendrix, will be on keyboards and guitar. The group is currently on a northwestern tour, and negotiations with a major booking agency concerning a national tour and television are presently in progress. Sachs also stated that there has been strong interest from a major label re-

(Continued on page 49)

Oille Forms Daltco

NEW YORK—The formation of Daltco, Inc. has been announced by its president, Dalton Oille, a 30-year veteran in the manufacturing and production of records and tapes for firms such as Imperial Records, Liberty Records, Polydor Records, London, England.

Ron Wood Solo LP Readded by WB

NEW YORK—Warner Bros. Records is currently in the midst of a pre-release campaign on behalf of Ron Wood’s first solo album, “I’ve Got My Own Album To Do.” A member of the Faces, Wood is currently on a national promotion tour which is taking him to New York, Philadelphia, Washington, Cleveland, Detroit, Chicago, Denver, San Francisco and Los Angeles. He has been meeting with press, radio and WEA branch personnel in each market.

Rush Release

The album is on rush release and should be available by the end of the month. Guest artists working with Wood on the album include Rolling Stones Mick Jagger, Keith Richard and Mick Taylor, as well as George Harrison, fellow Faces member Rod Stewart and ex-Sly and the Family Stone drummer Andy Newmark.

Fruit of the Vine

Apple Records’ general manager, Tony King (center), is welcomed to his new offices located on Vine Street in Hollywood by Ringo Starr and John Lennon. King is relocating here from Apple headquarters in London and will now coordinate label activities from the new west coast office.

(Continued on page 54)
Welcome Tommy! MCA Records proudly presents multi-gold record award winner and his initial rockin' single.

Co-written and co-produced by Tommy, this up tempo single sounds like sure top-ten material.
Motown Re-Signs Ruffin
■ LOS ANGELES — Veteran Motown artist David Ruffin has re-signed an exclusive long term contract with Motown. The announcement was made informally by Motown president, Ewart Abner during a pre-show speech at Motown's NATRA banquet.

Ruffin's new album, due for release in September, is titled "Me and Rock and Roll (Are Here To Stay)" and was produced by Norman Whitfield.

Scepter Restructures
■ NEW YORK — Florence Greenberg, president of Scepter Records, Inc., has announced the organizational restructuring of the company staff.

Ed Kusins and Jack Hauptman will continue in their roles as VP sales and marketing and VP finance, respectively. Stanley Greenberg, VP a&r, will now be headquartered at Scepter's Los Angeles offices.

Other appointments and promotions are: Fred Frank, director of national promotion and east coast head of a&r; Maye James, director of national rb promotion and artist relations; Laura Krane, assistant to Frank and James; Mel Cheren, production manager and creative services head; Inga Freed, executive assistant to the management staff and director of office management. John Bowden continues as general manager of the Hob label.

Geffen, Glancy, Regan
Join NARAS Council
■ LOS ANGELES — Bill Lowery, national president of the Record Academy (NARAS), has announced the acceptance of three more record company executives —Elektra/Asylum's David Geffen, RCA's Ken Glancy and 20th Century-Fox's Tony Martell, to join NARAS Council. The council was created two years ago to form a closer working relationship between the Academy and the industry, and to make available the benefits of top industry leaders' advice and counsel regarding Academy matters. These include the Grammy Awards and the annual coast-to-coast telecast, the newly established NARAS Hall of Fame—with emphasis on the development of its organizational structure and the selection of a permanent site—plus the Academy's other educational and cultural concerns.

The 15 other members of the president's advisory council are Ahmet Ertegun, Berry Gordy, Jay Lasker, Goddard Lieberson, Mike Maitland, Tony Martin, Burt Bacharach, Haskell and Shadrock, to a long term, exclusive recording contract.

Initial sessions on Shadrack will be produced by Sutton, Jimmy Haskell and Shadrock.

Shadrack to Shadybrook
■ LOS ANGELES — Joe Sutton, president of Shadybrook Records Inc., has announced the signing of Shadrack Anderson, a/k/a Shadrack, to a long term, exclusive recording contract.

■ NEW YORK — Sid Seidenberg, president of Sidney A. Seidenberg, Inc., has announced the promotion of Floyd H. Lieberman to vice president of SAS, Inc. Lieberman will continue to be in charge of SAS, Inc.'s financial matters. He will also head up the Music Administration Service Company (MASCO) and will remain involved with all SAS clients in all matters pertaining to booking.

Gloria Bell, former manager of the Chambers Brothers and more recently assistant to Jon Podell at BMF, has been named administrative assistant to Sidney A. Seidenberg, president of SAS, Inc. Ms. Bell's duties will include publicity coordination for Gladys Knight & The Pips and Ian Lloyd & Stories as well as other clients.

Pearl Seidenberg, formerly a textbook editor with American Book Company and associate director of publicity for the Joint Council on Economic Education, has been named to head the coordination of promotion and publicity activities of SAS, Inc. Ms. Seidenberg will continue to act as publicity rep for B.B. King, Eugene McDaniels and other clients.

SAS Ups Three
■ NEW YORK — William Lieberman, president of Shadrock Records, Inc., has announced the acceptance of three more record company executives —Elektra/Asylum's David Geffen, RCA's Ken Glancy and 20th Century-Fox's Tony Martell, to join NARAS Council. The council was created two years ago to form a closer working relationship between the Academy and the industry, and to make available the benefits of top industry leaders' advice and counsel regarding Academy matters. These include the Grammy Awards and the annual coast-to-coast telecast, the newly established NARAS Hall of Fame—with emphasis on the development of its organizational structure and the selection of a permanent site—plus the Academy's other educational and cultural concerns.

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Initial sessions on Shadrack will be produced by Sutton, Jimmy Haskell and Shadrock.
NOW IS THE TIME FOR
"SPIRIT OF AMERICA"
TC-2131
ED MUNTER
THE SINGLE THAT MUST
BE HEARD
WHERE AMERICA'S FRIENDS ARE!
A SONG CANNOT BE HAPPY ... unless

This first album under the Little Elmo Songs and Little Elmo Productions banner has been published with a unique stipulation. Ten percent of the publishing and composer royalties are being donated to Muscular Dystrophy Associations of America, so that these monies can be used for research seeking cures or treatments for neuromuscular diseases that cripple and kill thousands of children in America each year.

Sun Child believes that each creative person — each artist — should produce a communications product of positive value to society — and helping in the fight against disease is one positive way to accomplish that goal. In such a way each artist can serve to enrich our lives.

A song cannot be happy ... unless it helps to do good things ...

"I'm Changing Things"  
by Sun Child  
published by Little Elmo Songs, Inc.  
produced by Joe Johnson for Little Elmo Productions, Inc., and 4-Star Music Co. distributed in U.S. by MCA.

Sun Child will be appearing on the Jerry Lewis Muscular Dystrophy telethon, September 1-2, to sing "Happiness Express," one of the 10 songs on the Sun Child album, I'm Changing Things. Tune it in ... and give Jerry a helping donation. (Sun Child appearing courtesy of Little Elmo Revue.)

If you want to join Sun Child in helping a charitable cause by donating a percentage of publishing or composer royalties, fill out the forms below and send them to: Mr. Gene Kennedy, Director of Marketing, 4-Star Music Co., 911 17th Avenue, South, Nashville, Tennessee 37212.

"write a song for happiness"  
(Publisher) hereby authorizes a contribution of____% of all publisher's royalties collected on the song copyright entitled:______________ as performed by______________ on the ______________ label to______________ located at:______________.  
(For the lifetime of the copyright and authorize the aforementioned publisher to allocate said royalties as herein provided. It is understood that performance society monies earned are also included with mechanical sales profits in said "publisher's royalties".)

Signed:_________________________________________  
(writer)  
Date:________________________, 19____

"sing a song for charity"  
(Little Elmo Songs, Inc.) hereby authorizes a contribution of____% of all publisher's royalties to the song entitled:______________ as performed by______________ on the ______________ label to______________ located at:______________.

It is understood that this letter of authorization of profit allocation is applicable to and valid for the lifetime of said recording.

Signed:_________________________________________  
(Little Elmo Songs, Inc.)  
Date:________________________, 19____
The Record Breakers: WCOL and Demographic Projectibility

By LENNY BEER

COLUMBUS, Ohio — WCOL (Columbus, Ohio) may very well be the most watched station in the nation. They play records early, and time and time again a smash at WCOL is a smash nationally and a mid-chart record at WCOL also projects to the entire country.

The man responsible for programming the station, Bryan McIntyre, director of operations for both WCOL-AM and FM, spoke with Record World about the demographic balance of the market and the programming philosophies inherent in programming for such an important test market. The city is growing rapidly, and the black-white, rich-poor, white collar-blue collar mix is really good. Plus we've got the 50,000 students at Ohio State.

With this demographic balance in a market that has been used to hearing and choosing among the new releases since the early '60s, and due to the extensive survey taken of the market, there has developed a projectibility that scores with an excellent percentage.

The playlist at WCOL contains 40 records with numbers, four hit-bounds and five night extras. The new adds are chosen by the music committee which meets every Tuesday. McIntyre told RW the basis for choosing the new records: "Our basic rule is that a record has to be on Gavin's front page. Sometimes we'll add follow-up to million sellers by name and added: KHJ, WMBQ, CKLW, KSLQ (Continued on page 49)

Gene Klavan—MOR's Morning Mastermind

By HOWARD LEVITT

NEW YORK—"Personality radio is dying," stated Gene Klavan matter-of-factly, and the reasons that WNEW-AM's morning man cities for its demise are in themselves indications of the intelligence and elfin wit that have made him one of Gotham's premier morning staystains.

WNEW-AM falls under the all-too-general label of "MOR" (unlike the station's "progressive" FM outlet), and Klavan feels the station and its deejays suffer from that somewhat nebulous categorization. "Too many people see MOR as music not covered by top 40 or FM stations," he told Record World recently, "I prefer to think of it as a synthesis of all kinds of music—call it 'progressive MOR' if you like—it's got to be a blend."

Klavan has been called a "creative programmer rather than a deejay," and the title fits well, as the feel of his show ranges from rock to the softer sounds of people like Charlie Rich, Melissa Manchester and Carly Simon, and on to those artists more commonly associated with "standard MOR," such as Judy Garland, Liza Minnelli, Johnny Mathis, etc. His basic philosophy, in his own words, is that "morning in New York is a sensitive time and I'll try to make it a little easier for you," and though he feels that "a station should be allowed to be 100 percent recorded music," he often plays madcap roles and characters on mike that he sees as an outgrowth of the fact that he is (his own words, once again) "out of my mind."

Though Klavan is quick to accept the fact that "radio is a business, not an art form," he finds certain aspects of the business mentality extremely frustrating. "It makes no sense to me," he went on, "when I call someone in to listen to a record and say 'that's sensational, let's play it,' and they say 'you're right, that is sensational, let's see what it does in Cleveland.' We (MOR radio) suffer (Continued on page 49)

AM ACTION

(Compiled by the Record World research department)

Cheech y Chong (Ode). This novelty disc by the current leaders in the comedy is proving to be a much bigger record than anyone could ever have imagined. It jumped from 18-1 last week at KDWB and held there at #1 this week. It is also #1 for the second week in a row in Seattle at KJRI and moved 14-1 at WCOL. Other good jumps include: 37-22 KIMN, 28-13 WOKY, 19-10 CKLW. Additions this week include: WFL, WWG and WQX.

Stevie Wonder (Tamla). Stevie now has the #1 album in the country and his single is starting to make moves to duplicate that feat. It moved 14-5 WAKY, 20-12 WCOL, 19-13 KLIF, 18-12 WQXI, 29-18 KIMN, 14-14 WPUN and added: KHJ, WMJ, CKLW, KSLE, WABC.

Olive Newton-John (MCA) continues her climb to the top by jumping 15-8 at WCOL, 29-10 WAKY, 7-5 WSAI, 28-19 WQXI, 18-11 KJRI, 25-10 KIMN, (Continued on page 38)

AmericanRadioHistory.Com
LOWELL GEORGE IS THE CLOSEST THING TO DYLAN WE HAVE!

THE BEST ROCK BAND IN AMERICA!

LITTLE FEAT

FEATS DON'T FAIL ME NOW THEIR FOURTH AND FINEST ALBUM

ENORMOUS POWER... TIGHT... EXPLOSIVE!

THEY EXPAND THE PERIMETERS OF ROCK.
Country Night
As part of the Country Night Barbecue held on Thursday (22), United Artists presented their new group, Calico and Country Thrush. Sunday Sharpe, whose country answer record to Paul Anka's pop chart-topper "(You're) Having My Baby" has just been released, Sharpe's disc, "I'm Having Your Baby" is already a country charted item. Blue Note's Gene Harris appeared at the show.

On Friday evening (23) as part of the Phonodisc Banquet, United Artists' Vernon Burch performed. The United Artists product presentation, presented on Thursday, featured an audiovisual program of highlights from both past, present and upcoming UA product.

Beltran Stresses Enthusiasm
In Address to Phonodisc Meet
(Following are excerpts from the prepared text of the speech scheduled to be given by Polydor Inc. president Gil Beltran at the Phonodisc Convention.)

“We are a record company—a creative, highly explosive, very special kind of company. Hits! It's the name of the game—new releases, airplay, chart-action, product in the market, sell through, etc. are everyday occurrences.

"But a record company is a company like any other company and therefore, we must be concerned with the overall objectives of achieving economic results, very often referred to as profits. For profits to happen, the whole must be greater than the sum of its parts, our returns on investments must be larger than our initial outlay. The secret of success is to allocate resources to 'potential hits' (before we know in actuality that they are,) and that's why the most crucial decisions in a record company are very subjective decisions."

"Total awareness of today's music is a must—alertness to changes of attitudes by the ultimate judge, that is the consumer, is a requirement for success."

"There are no real rules or standards by which to predict what is going to happen next. Likewise, there is no such thing as a 'sure hit.' By and large, we're dealing with intangibles, and taking calculated risks every time a decision is made. The only certainty is the faith the people that make up the company have in the product."

"Being able to properly expose new talent to the public requires ingenuity, enthusiasm, careful planning, hard work and lots of luck. One of the keys in the music business today is the ability to look and plan ahead, to constantly seek out new talent and to remain completely open."

"I said earlier that the whole must be greater than the sum of its parts. And I say now, that the whole cannot exist without all of its parts."

"You, as our distributors, are an integral part of the system . . . You are our arms and as such you must take our product to the consumer . . . and return to us with the facts and figures that represent the reaction of the complex demographic, the positives and negatives, so that we can make a timely shift in our efforts if necessary."

“Everyone on the Polydor Incorporated team, that is MGM and Polydor, is aware of their involvement in the never ending search, and thoroughly absorbed in every phase of new product from conception to release. Our belief in the product includes belief in the final consumer as well."

"But it's countered by an overwhelming desire on the part of everyone else, and one of us to make MGM and Polydor the hottest labels in the country. I have yet to meet a man who is in this business who isn't completely captivated by the challenge."
Bo Donaldson & The Heywoods Are Doing It All

Their Newest Single "Who Do You Think You Are" ABC-12006
And Their Album "Bo Donaldson & The Heywoods" ABCD-824
Are Both Racing Up The Charts!

Exclusively on ABC Records
Produced by Steve Barri
Who In The World:

Paul Anka—Number One Again

NEW YORK — Seventeen years have gone by since Paul Anka made his first record and had his first million-selling hit, “Diana.” Born on July 30, 1941, in Ottawa, Canada, he made his first professional appearance at the age of ten. Before he was 20, Anka had toured the world, including engagements behind the Iron Curtain.

Since those early days and hits, Anka has maintained a career, in this country and internationally, as a club and concert personality. In addition, his talents as a composer have proved successful for the likes of Frank Sinatra (“My Way”), the Johnny Carson Show (“Johnny’s Theme”), Donny Osmond (“Puppy Love” and “Lonely Boy”) and Daryl Zanuck’s film, “The Longest Day,” among others.

With his active return to the recording fold, Anka’s first UA single, “(You’re) Having My Baby,” is riding in the number one spot on the Record World singles chart. “The real thing I had to go after,” explained Anka in reference to returning to the studio, “was to find where Anka the recording artist was. You need a lot of time and you really have to sit down and find out what your voice placement is. It took three months and a song.

“It took what it always needed,” he added. “The good song is one thing, and it’s essential, but you’ve got to have the right team around you—production-wise, company-wise, attitude—and a lot of believers out there. A lot of friends in radio who played the record.”

Anka is currently also involved in several production efforts, a television special (which he hopes to use as a pilot), a college concert tour (set for the Fall) and the reissuing of his old hits (having recently purchased the masters).

With the release of the album “Anka,” however, and the readying of a follow-up single to “(You’re) Having My Baby,” Paul Anka has arrived once again.

‘Odessa’ Theme Cut by Como

NEW YORK — Perry Como has been chosen to record the theme song “Christmas Dream” from the Columbia Pictures feature “The Odessa File,” announced Lester Sill, president of Colgems Music, publishers of the music for the upcoming film. RCA plans to release the Como recording as a single.

Platinum ‘Sundown’

NEW YORK — Gordon Lightfoot’s current Reprise album, “Sundown,” has now sold over one million units, according to the label, qualifying the lp for Warner Bros. Records’ platinum album award.

Golden Logic

Paul Anka—Number One Again

NEW YORK — Seventeen years have gone by since Paul Anka made his first record and had his first million-selling hit, “Diana.” Born on July 30, 1941, in Ottawa, Canada, he made his first professional appearance at the age of ten. Before he was 20, Anka had toured the world, including engagements behind the Iron Curtain.

Since those early days and hits, Anka has maintained a career, in this country and internationally, as a club and concert personality. In addition, his talents as a composer have proved successful for the likes of Frank Sinatra (“My Way”), the Johnny Carson Show (“Johnny’s Theme”), Donny Osmond (“Puppy Love” and “Lonely Boy”) and Daryl Zanuck’s film, “The Longest Day,” among others.

With his active return to the recording fold, Anka’s first UA single, “(You’re) Having My Baby,” is riding in the number one spot on the Record World singles chart. “The real thing I had to go after,” explained Anka in reference to returning to the studio, “was to find where Anka the recording artist was. You need a lot of time and you really have to sit down and find out what your voice placement is. It took three months and a song.

“It took what it always needed,” he added. “The good song is one thing, and it’s essential, but you’ve got to have the right team around you—production-wise, company-wise, attitude—and a lot of believers out there. A lot of friends in radio who played the record.”

Anka is currently also involved in several production efforts, a television special (which he hopes to use as a pilot), a college concert tour (set for the Fall) and the reissuing of his old hits (having recently purchased the masters).

With the release of the album “Anka,” however, and the readying of a follow-up single to “(You’re) Having My Baby,” Paul Anka has arrived once again.

Far Out Names Pincus

LOS ANGELES — Far Out Productions has appointed Irwin Pincus to director of Far Out Music, the company’s publishing division, it was announced by Steve Gold and Jerry Goldstein, principals of the parent company.

Pincus’ responsibilities at Far Out Music will be expanding the publishing activities of such artists as War, Eric Burdon, Jimmy Witherspoon, Robben Ford and other newly signed artists. In addition, Pincus will administer the present catalogue of Far Out artists as well as increasing their growth.

Pincus began with Gil Music in New York building up their catalogue with such songs as “Old Cape Cod,” “Taste of Honey,” and “100 Pounds of Clay.”

From left, Jerry Goldstein, Irwin Pincus and Steve Gold.

CLUB REVIEW

Corea Displays Depth

At the Troubadour

LOS ANGELES — Chick Corea (Polydor), truly a genius in the avant-garde jazz field, has played with the likes of Miles Davis, Elvin Jones, Herbie Mann and Stan Getz. He has had numerous compositions recorded by such musical notables as John McLauglin and Larry Coryell.

Corea creates a totally unique harmonic quality in his music that goes virtually unsurpassed by his musical peers, and which appears to be a manifestation of the high degree of affinity and communication shared between himself and his band. Return to Forever, consisting of bassist John Clarke, drummer Lenny White and the newest addition to the group, 19 year old guitarist Albert Di Meola, meld together in perfect union as musicians, and can move from delicately hypnotic, mystic-type passages to high-pitched, almost frenzied bridges with complete control and precision.

Much of the material presented was culled from the band’s next album, “Where Have I Known You Before,” with compositions by both Clarke and White as well as Corea. Albert Di Meiola and Clarke rendered some truly superb solos during the course of their line performance, and along with Corea, kept the audience totally entranced throughout their opening night (13) at the Troubadour.

Scatman Crothers (Motown) opened the show with an amusing presentation in which he played the ukulele, sang and talked to the audience. At the ripe old age of 64, he showed as much energy as somebody half his age, and the audience seemed to respond warmly to him.

Karen Fleeman

‘Kinks Month’ Set

At Discount Records

NEW YORK — August 30 through September 30 has been designated Kinks Month at Discount Records. The nationwide chain will be creating in-store displays which will include the entire Kinks RCA Records catalogue and which will highlight their latest album “Preservation Act 2.”

Utilizing poster, T-Shirts, mirrors, signs, etc., personnel in each store will vie for the most effective displays. The winner of this contest, in each of the six Discount regions will receive dinner for all the store’s personnel from RCA Records.

The display contest at Discount Records is another of the mini celebrations that RCA Records is promoting in honor of the Kinks’ 10th anniversary.
The Kiki Dee Band

A brand new single

'I've Got The Music In Me'

b/w 'Simple Melody'

MCA 40293

THE ROCLEY RECORD COMPANY MCA RECORDS
'Mini Meeting' Held by London

NEW YORK — London Records recently held a 'mini meeting' involving all sales and promotion personnel from the eight northeastern states serviced out of the company's main warehouse and shipping depot in New Jersey. Herb Goldfarb, London's marketing sales VP, has announced that this type of staff meeting will be held in all of the company's major sales/promotion centers to “strengthen and consolidate the company's sales/promotion efforts.” Goldfarb states that by localizing these meetings regional and local problems can be more effectively approached.

In addition to Goldfarb, other London executives making presentations at the meeting were Sy Warner, sales manager; Bob Small, director of advertising, and Don Wardell, director of promotion. Other key marketing personnel from London as well as the entire sales and promotional staffs of London Records Distributing Corp. and London Records New England were in attendance.

Russo to Manage Manhattan Transfer

NEW YORK—Aaron Russo has signed a long-term agreement with Manhattan Transfer for personal management representation on all areas of entertainment.

Patrick Moraz Joins Yes

Patrick Moraz of Refugee is to join Yes as their new keyboard player. Moraz has begun recording Yes' new album for Atlantic Records and will leave with Yes for an American tour beginning October 26. The decision to have Moraz join Yes ends weeks of speculation as to who would replace Rick Wakeman. Moraz, Swiss born and well known in Europe for composing film scores, is expected to record a solo album later this year for release on the Charisma label. Pictured from left are: Steve Howe, Jon Anderson, Alan White, Chris Squire (sitting) & Patrick Moraz.

Dick Clark Brings R&R to Las Vegas

LAS VEGAS — Dick Clark, veteran rock 'n' roll emcee, better known as “America's oldest teenager,” recently presented an elaborate show before a capacity audience at the Las Vegas Hilton Hotel (9).

Performers

The show featured Freddie Cannon, Cornell Gunter and the Coasters, Jackie Wilson, and dance troupe Jeff Kutush and the Greasy Kids. Clark presented 15 film clips of his renowned “American Bandstand” show which included segments of each of the artists performing and of himself doing various commercials which kept the audience in hysteric's. Clark maintained a remarkably good rapport with the audience as he reminisced and jested with them at various points throughout the show.

The first act to perform was Freddie Cannon, who appeared on stage immediately after Clark, presented a film segment of him. Cannon offered the audience a tight set, including favorites like “Tallahassie Lassie,” “Psaladies Park,” “Land of 1000 Dances” and “Where the Action Is,” in which two go-go dancers joined him on stage. Cannon was so well received that he was given a standing ovation and came back to perform his new MCA single, “Rock n' Roll ABC's.”

The highlight of the set was when Gunter, who has a rather striking resemblance to Della Reese, strutted into the audience with his microphone while the Coasters sang “Yakety Yak,” having various people sing a few.

(Continued on page 42)

Rats Rock the Line

NEW YORK — The Good Rats (Warner Bros.) are a five-piece ensemble who have played together for a long time, and every ounce of polish, professionalism and tight musicianship that they have accumulated during those years was on display at their recent performance (19) at the Bottom Line.

Style

They are good, for the most part, is hard and tight, and the crowd enjoyed it. Many clip songs from their debut album, "Tasty." They opened their set with "Get Back To My Music," which is perhaps the most commercial offering on the album and shows off the effectively gutsy lead vocals of Peppi Marchello and the outstanding guitar expertise of John (The Cat) Gatto. Other high points of their set included (also from their "Tasty" release) "Papa Poppa," which is power-packed both lyrically and musically, and "Fred Upstairs & Ginger Snappers," a tune which combines good music with good fun. They're heavily electric and energetic without being overpowering; vocally they achieve a delicate balance between sweet harmonies and powerful leads. The Good Rats were Long Island's most renowned home-grown band... They are about to step into the national limelight...

Robert Skopp
Don't Let This Mind Go To Waste.

The Otis Redding Scholarship Fund
for the legal education of minority students

1. During the 1971-1972 school year there were only 1,784 black first year law students in accredited institutions in the United States.
2. The following school year, 1972-1973, less than 5% of the individuals admitted to these law schools were black.
3. The school year 1973-1974 has held little improvement in the law school admittance status of the black youth of this country.

The reason for this inequity is two-fold: lack of sufficient financial aid for deserving black students; and the countless numbers of qualified youth who don't bother to apply because there has never been satisfactory scholarship assistance.

Some of us have decided to change all that. To this end we have established the Otis Redding Scholarship Fund for the legal education of minority students. Our goal is $250,000. This will enable six black students a year to enter the Walter F. George School of Law, Mercer University, Macon, Georgia, and will assist them throughout their entire three year law education.

Friends who have already joined in our efforts are the International Pop Festival, Inc., Lou Adler, Bob Austin for Record World, Edward M. Cramer for B. M. I., the law firm of Mayer, Katz and Nussbaum, Jerry Moss for A&M Records, Kal Rudman, Richard Volter for Shapiro, Bernstein, and Co., Inc., Jann Wenner for Rolling Stone, Harry Nilsson, Michael Viner and Jimmy Webb. Their contributions have been more than generous, but we are only getting started toward reaching our goal. We need your help. Please contact: Mr. Harold Logan, the Walter F. George School of Law, Mercer University, Macon, Georgia, attention: The Otis Redding Scholarship Fund.

Sincerely,
and with thanks
— Phil Walden

this advertisement was donated by Record World magazine in association with Capricorn Records, Inc.
<table>
<thead>
<tr>
<th>TITLE, ARTIST</th>
<th>Label, Number, (Distribution Label)</th>
<th>WKS. ON CHART</th>
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<tbody>
<tr>
<td>1 (YOU'RE) HAVING MY BABY</td>
<td>Paul Anka</td>
<td>9</td>
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<tr>
<td>2 THE NIGHT CHICAGO DIED</td>
<td>Paper Lace/Mercury 73492</td>
<td>11</td>
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<td>3 TELL ME SOMETHING GOOD</td>
<td>Rufus/ABC 12010</td>
<td>13</td>
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<tr>
<td>4 WILDWOOD WEED</td>
<td>Jim Stafford/MGM 14737</td>
<td>9</td>
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<tr>
<td>5 I SHOT THE SHERIFF</td>
<td>Eric Clapton/RSO 500 (Atlantic)</td>
<td>8</td>
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<tr>
<td>6 FEEL LIKE MAKIN' LOVE</td>
<td>Roberta Flack/Atlantic 3203</td>
<td>12</td>
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<tr>
<td>7 I'M LEAVING IT (ALL) UP TO YOU</td>
<td>Donny &amp; Marie</td>
<td>8</td>
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<td>8 ROCK ME GENTLY</td>
<td>Andy Kim/Capitol 3895</td>
<td>12</td>
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<td>9 PLEASE COME TO BOSTON</td>
<td>Dave Loggins/Epic 5-11115</td>
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<td>10 DON'T LET THE SUN GO DOWN ON ME</td>
<td>Elton John/MCA 40259</td>
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<td>11 SIDESHOW</td>
<td>Blue Magic/Arto 6961</td>
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<td>12 YOU AND ME AGAINST THE WORLD</td>
<td>Dionne Warwick &amp; Spinners/Atlantic 3202</td>
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<td>13 HANG ON IN THERE</td>
<td>Johnny Bristol/MGM 14710</td>
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<td>14 CAN'T GET ENOUGH OF YOUR LOVE</td>
<td>B. B. King/20th Century 2120</td>
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<td>15 IT'S ONLY ROCK N ROLL (BUT I LIKE IT)</td>
<td>Rolling Stones/Rolling Stones RS 19201 (Atlantic)</td>
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<td>16 NOTHING FROM NOTHING</td>
<td>Billy Preston/A&amp;M 1544</td>
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<td>17 RUB IT IN</td>
<td>Billy &quot;Crash&quot; Craddock/ABC 12013</td>
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<td>18 WILD THING</td>
<td>Big Tree 15004 (Atlantic)</td>
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<td>19 WHO DO YOU THINK YOU ARE</td>
<td>B. B. King</td>
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<td>20 LET'S PUT IT ALL TOGETHER</td>
<td>Stylistics/Auco 4640</td>
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<td>21 YOU HAVEN'T DONE NOTHING</td>
<td>Stevie Wonder/Tamla TSQ529 (Motown)</td>
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<td>22 SHININ' ON</td>
<td>Grand Funk/Capitol 3917</td>
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<td>23 KEEP ON SMILIN'</td>
<td>Wet Willie/Capricorn CPS 0043 (WB)</td>
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<td>24 I HONESTLY WANT YOU</td>
<td>Olivia Newton-John/MCA 40280</td>
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<td>25 CLAP FOR THE WOLFMAN</td>
<td>Guess Who/RCA APBO-0324</td>
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<td>26 ROCK AND ROLL HEAVEN</td>
<td>Righteous Brothers/Haven 7003 (Capitol)</td>
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<td>27 ANOTHER SATURDAY NIGHT</td>
<td>Stevie Wonder &amp; A&amp;M 1602</td>
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<td>28 TAKIN' CARE OF BUSINESS</td>
<td>Bachman-Turner Overdrive/Mercury 73474</td>
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<td>29 SUGAR BABY LOVE</td>
<td>Rubettes/Polydor 14089</td>
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<td>30 EARACHE MY EYE</td>
<td>Cheech &amp; Chong/Ode 66102 (A&amp;M)</td>
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<td>31 SWEET HOME ALABAMA</td>
<td>Lynyrd Skynyrd</td>
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<td>32 BEACH BABY</td>
<td>First Class/JK 49002 (London)</td>
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<td>33 FREE MAN IN PARIS</td>
<td>Joni Mitchell/Asylum 11041</td>
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<td>34 CALL ON ME</td>
<td>Chicago/Columbia 4-46062</td>
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<td>35 WATERLOO</td>
<td>ABBA/Atlantic 3035</td>
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<td>36 TIME FOR LIVIN'</td>
<td>Sly &amp; The Family Stone/Epic 5-11140</td>
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<td>37 I LOVE MY FRIEND</td>
<td>Charlie Rich/Epic 4-20066</td>
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<td>38 DON'T MISS THE BUS</td>
<td>Steely Dan/ABC 12014</td>
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<td>39 HAPPINESS IS JUST AROUND THE BEND</td>
<td>Bob Dylan</td>
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<td>40 CAN'T GET ENOUGH</td>
<td>Bad Company/ Swan Song</td>
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<td>41 ANNIE'S SONG</td>
<td>John Denver/RCA APBO-0295</td>
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<td>42 ROCK THE BOAT</td>
<td>Hues Corp./RCA APBO-0232</td>
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<td>43 ROCK YOUR BABY</td>
<td>George McCrae/T.K. 1004</td>
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<td>44 CAN'T GET ENOUGH</td>
<td>B. B. King</td>
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<td>45 DOOLITTLE</td>
<td>Tom &amp; Jerry</td>
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<td>46 DON'T KNOW MY LOVE</td>
<td>Diana Ross &amp; Marvin Gaye/Motown M1296</td>
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<td>47 YOU LITTLE TRUSTMAKER</td>
<td>Tymes/RCA PB 10022</td>
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<td>48 STEPPIN' OUT (GONNA BOOGIE TONIGHT)</td>
<td>Junior Wells/Atlantic 45061</td>
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<td>49 YOU CAN'T BE A BEACON (IF YOUR LIGHT DON'T SHINE)</td>
<td>Donna Fargo/Dot 17506</td>
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**CHARTMAKER OF THE WEEK**

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<td>JAZZMAN</td>
<td>Carole King</td>
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<td>TRAVELIN' PRAYER</td>
<td>Billy Joel/Columbia 3-10015</td>
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<td>KINGS OF THE PARTY</td>
<td>Brownsville Station/Big Tree BT 16001 (Atlantic)</td>
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<td>GOOD THINGS DON'T LAST FOREVER</td>
<td>Eddy Arnold</td>
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<td>THE MAN THAT TURNED MY MAMA ON</td>
<td>Tanya Tucker</td>
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<td>IF YOU TALK IN YOUR SLEEP</td>
<td>Elvis Presley/RCA APBO-0208</td>
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<td>PAPA DON'T TAKE NO MESS</td>
<td>James Brown</td>
<td>Polydor 14255</td>
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<td>MOST LIKELY YOU GO YOUR WAY (AND I'LL GO Mine)</td>
<td>Bob Dylan</td>
<td>Asylum 11043</td>
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<td>WOMBLING SUMMER PARTY</td>
<td>Wombles/Columbia 3-11013</td>
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<td>SECRETARY</td>
<td>Betty Wright</td>
<td>Reprise/Atlantic 14089</td>
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<td>LOVE ME FOR A REASON</td>
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<td>WALK ON NEIL YOUNG</td>
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<td>BE THANKFUL FOR WHAT YOU GOT</td>
<td>William DeVaughn/RCA BX-0280</td>
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<td>THAT'S NOT HOW IT GOES</td>
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<td>CAPTAIN HOWDY</td>
<td>Simon Stokes/Casablanca NOS 0102 (WB)</td>
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<td>91</td>
<td>DON'T CHANGE HORSES</td>
<td>Tower of Power/WB WBS 9010</td>
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<td>92</td>
<td>FREE START</td>
<td>Durhill 15002</td>
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<td>MIDNIGHT FLOWER</td>
<td>Four Tops/Durhill 15005</td>
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<td>ONE DAY AT A TIME</td>
<td>Marilyn Sellars/Mega 205</td>
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<td>96</td>
<td>AIN'T NO LOVE IN THE HEART OF THE CITY</td>
<td>Bobby Bland/Durhill 15002</td>
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<td>97</td>
<td>LIVE IT UP</td>
<td>Isley Brothers/Northwest 2524 (Charly)</td>
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<td>98</td>
<td>THE NEED TO BE</td>
<td>Jim Weatherley/Buddah 420</td>
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<td>99</td>
<td>A NEW ROCK AND ROLL</td>
<td>Mahogany Rush/20th Century 2111</td>
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<td>100</td>
<td>YOU CAN HAVE HER</td>
<td>Sam Neely/A&amp;M 1612</td>
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**PRODUCERS AND PUBLISHERS ON PAGE 30**
TO THE FM AIRPLAY REPORT

THEM, AUGUST 31, 1974

TOP FM AIRPLAY THIS WEEK

NOT FRAGILE—Bachman-Turner Overdrive—Mercury

HYDRA—Capricorn

I'VE GOT THE MUSIC IN ME (single)—Kiki Dee Band—Capricorn

HIGHWAY CALL—Richard Betts—Capricorn

FEATS DON'T FAIL ME NOW—Little Feat—WB

LEARN TO LOVE IT—Jesse Winchester—Bearsville

WWEW-FM/NEW YORK

ALICE COOPER'S GREATEST HITS—WB

AVERAGE WHITE BAND—Atlantic

LEARN TO LOVE IT—Jesse Winchester—Bearsville

WLIR-FM/LONG ISLAND

AUGUST 31, 1974

NOT FRAGILE—Bachman-Turner Overdrive—Mercury

WELCOME BACK—Emerson, Lake & Palmer

THE MIRROR—Spooky Tooth—Island

PUSSYCATS—Nilsson—RCA

MAN WHO SOLD THE WORLD (single)—David Bowie—Epic

THE GREAT PRETENDER—Joe Cocker—A&M

LIGHT OF LOVE—T-Rex—Casablanca

NOT FRAGILE—Bachman-Turner Overdrive—Mercury

REJUVENATION—Meters—Reprise

SAME OLD SOUND (single)—Roger McGuinn—Capricorn

NOW SKILFUL A DANCING—Isao Tomita—RCA

SPACE RANGERS—Neil Merryweather—Mercury

WLIR-FM/CHICAGO

AVERAGE WHITE BAND—Atlantic

WELCOME BACK—Emerson, Lake & Palmer

THE MIRROR—Spooky Tooth—Island

PUSSYCATS—Nilsson—RCA

MAN WHO SOLD THE WORLD (single)—David Bowie—Epic

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NOW SKILFUL A DANCING—Isao Tomita—RCA

SPACE RANGERS—Neil Merryweather—Mercury

WXR-FM/ST. LOUIS

BAD HABITS—Headstone—Dunhill

CITY IN THE SKY—Staple Singers—Stax

GIVE IT 10 THE PEOPLE—Righteous Brothers—Haven

ANOTHER TIME—Earth, Wind & Fire—WB

ANTHOLOGY, VOL. II—Duane Allman—Capricorn

PERFORMANCE—Esther Phillips—Kudu

HAMBURGER CONCERTO—Focus—Atco

HIGHWAY CALL—Richard Betts—Capricorn

FEATS DON'T FAIL ME NOW—Little Feat—WB

LEARN TO LOVE IT—Jesse Winchester—Bearsville

KSF-FM/SAN FRANCISCO

ANTHOLOGY, VOL. II—Duane Allman—Capricorn

LITTLE FEAT—Spectrum—WB

FEATS DON'T FAIL ME NOW—Little Feat—WB

LEARN TO LOVE IT—Jesse Winchester—Bearsville

KZEL-FM/EUGENE, ORE.

CITY IN THE SKY—Staple Singers—Stax

FEATS DON'T FAIL ME NOW—Little Feat—WB

LEARN TO LOVE IT—Jesse Winchester—Bearsville

MAMBO CONCERTO—Focus—Atco

HIGHWAY CALL—Richard Betts—Capricorn

FEATS DON'T FAIL ME NOW—Little Feat—WB

LEARN TO LOVE IT—Jesse Winchester—Bearsville

KSAN-FM/SAN FRANCISCO

ANTHOLOGY, VOL. II—Duane Allman—Capricorn

LITTLE FEAT—Spectrum—WB

FEATS DON'T FAIL ME NOW—Little Feat—WB

LEARN TO LOVE IT—Jesse Winchester—Bearsville

KZEL-FM/EUGENE, ORE.

CITY IN THE SKY—Staple Singers—Stax

FEATS DON'T FAIL ME NOW—Little Feat—WB

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KZEL-FM/EUGENE, ORE.

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CITY IN THE SKY—Staple Singers—Stax

FEATS DON'T FAIL ME NOW—Little Feat—WB

LEARN TO LOVE IT—Jesse Winchester—Bearsville

CHUM-FM/TORONTO

CONTINUO ON BACH—Windows—Polydor

CITY IN THE SKY—Staple Singers—Stax

FEATS DON'T FAIL ME NOW—Little Feat—WB

LEARN TO LOVE IT—Jesse Winchester—Bearsville

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KZEL-FM/EUGENE, ORE.
SALESMAKER OF THE WEEK

FULFILLINGNESS' FIRST FINALE
STEVIE WONDER
Tamla

TOP RETAIL SALES THIS WEEK

FULFILLINGNESS' FIRST FINALE
- Stevie Wonder - Tamla

FULFILLINGNESS' FIRST FINALE
- Rock Your Baby - George McCrae
- TK

SOUTHER, HILLMAN, FURAY BAND
- One - Bob James
- CTI

HIGHWAY CALL
- Richard Betts
- Capricorn

FULFILLINGNESS' FIRST FINALE
- The Entertainer - Marvin Hamlisch
- RCA

FULFILLINGNESS' FIRST FINALE
- An Anthology Vol. II

NOT FRAGILE
- Bachman-Turner
- Capitol

RAGS TO RUFUS
- Rufus
- ABC

I CAN STAND A LITTLE RAIN
- Joe Cocker
- A&M

SOUTHER, HILLMAN, FURAY BAND
- Storms
- Capitol

HARD RAIN
- Joe Cocker
- A&M

SOUTHER, HILLMAN, FURAY BAND
- One
- Bob James
- CTI

FULFILLINGNESS' FIRST FINALE
... (Continued with various entries)

RECORD BAR/NATIONAL

BACK HOME AGAIN
- John Denver
- RCA

FULFILLINGNESS' FIRST FINALE
- Stevie Wonder
- Tamla

ENDLESS SUMMER
- Beach Boys
- Capitol

FULFILLINGNESS' FIRST FINALE
- Joe Cocker
- A&M

ILLUSIONS ON A DOUBLE DIMPLE
- Triumvirat
- Harvest

JUNE 1, 1974

FULFILLINGNESS' FIRST FINALE
- Joe Cocker
- A&M

I AM NOT AFRAID
- Hugh Masekela
- RCA

FULFILLINGNESS' FIRST FINALE
- Nina Simone
- RCA

ILLUSIONS ON A DOUBLE DIMPLE
- Triumvirat
- Harvest

SANTANA'S GREATEST HITS
- Col

FULFILLINGNESS' FIRST FINALE
- Joe Cocker
- A&M

ONE OCTAVE HIGHER
- Chicago

FULFILLINGNESS' FIRST FINALE
- John Denver
- RCA

LYNYRD SKYNYRD
- Sounds of the South

FULFILLINGNESS' FIRST FINALE
- Joe Cocker
- A&M

I CAN STAND A LITTLE RAIN
- Joe Cocker
- A&M

FULFILLINGNESS' FIRST FINALE
- Stevie Wonder
- Tamla

TORNIO DISC RECORDS/NATIONAL

SALESMAKER OF THE WEEK

FULFILLINGNESS' FIRST FINALE
- Stevie Wonder
- Tamla

FULFILLINGNESS' FIRST FINALE
- Rock Your Baby
- George McCrae
- TK

FULFILLINGNESS' FIRST FINALE
- Stevie Wonder
- Tamla

FULFILLINGNESS' FIRST FINALE
- The Entertainer
- Marvin Hamlisch
- RCA

FULFILLINGNESS' FIRST FINALE
- An Anthology Vol. II

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- The Entertainer
- Marvin Hamlisch
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- Joe Cocker
- A&M

FULFILLINGNESS' FIRST FINALE
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FULFILLINGNESS' FIRST FINALE
- Stevie Wonder
- Tamla
1 3 FULFILLINGNESS' FIRST FINALE
STEVIE WONDER
Tamla T6-33251 (Motown) 4 F

2 461 OCEAN BOULEVARD
ERIC CLAPTON/RSO SQ 4801
(Atlantic) 7 F

3 BACK HOME AGAIN
JOHN DENVER/RCA CPL1-0548 9 F

4 CARIBOU
ELTON JOHN/MCA 2116 9 F

5 BACHMAN-TURNER OVERDRIVE
II/Mercury SRM 1-696 30 F

6 BAD COMPANY/Swan Song SS 4810 (Atlantic) 7 F

7 JOHN DENVER'S GREATEST HITS/RCA CPL-0374 38 F

8 BAND ON THE RUN
PAUL McCARTNEY & WINGS/
Apple SO 3414 38 F

9 STOP AND SMELL THE ROSES
MAC DAVIS/Columbia KC 32582 6 E

10 SOUTHER, HILLMAN, FURAY BAND/
Asylum LSP 4499 6 E

11 MOONSHINE GOLDEN EARRING/MCA 2-10003 14 F

12 MARVY GEYJI LIVE/Tamla 16-33351 (Motown) 8 F

13 ENDLESS SUMMER BEACH BOYS/Capitol SYB 11307 5 F

14 BEFORE THE FLOOD
BOB DYLAN/THE BAND/Asylum 7E-1006 23 H

15 RAGS TO RUPUS
RUFUS/ABC ABCX 809 6 E

16 PRETZEL LOGIC
STEELY DAN/ABC ABCD 808 22 E

17 JOURNEY TO THE CENTRE OF THE EARTH
RICK WAKEMAN/A&M SP 3621 12 E

18 LIVING IN LONDON
O'JAYS/Phil. Intl. NZ 32953 (Col) 9 E

19 CHICAGO VII/Columbia C2-32810 23 H

20 TRES HOMBRES
Z Z TOP/London XPS 631 16 F

21 FROM THE MARS HOTEL
GRAETFUL DEAD/GREATFUL Dead GD 102 8 F

22 IF YOU LOVE ME (LET ME KNOW)
OLIVIA NEWTON-JOHN/MCA 411 11 F

23 ON THE BEACH
NEIL YOUNG/Reprise R 2180 4 F

24 SELECTIONS
LYNYRD SKYNYRD/Sounds Of The South
413 (MCA) 18 F

25 BACHMAN-TURNER OVERDRIVE
TWO ENDS/Double Down 723127 18 F

26 I GOT A NAME
JIM CROCE/ABC ABCD 797 4 F

27 HOLIDAY
AMERICA/Warner Bros. W 275026 6 F

28 BODY HEAT
QUINCY JONES/A&M SP 3625 16 F

29 SHIP AHOY
O'JAYS/Phila. Intl. KZ 32490 (Columbia) 8 F

30 DORAN'S GREATEST HITS
Columbia KC 32494 5 F

31 DIAMOND DOGS
Bowie/RCA CPL-0374 13 F

32 BAD COMPANY
Z Z TOP/London XPS 631 16 F

33 GROWING MAN
TOMMY HILFIGER/Atlantic 11284 20 F

34 WINTERMAN
TOMMY HILFIGER/Atlantic 11284 20 F

35 SOUTHER, HILLMAN, FURAY BAND/
Asylum LSP 4499 6 E

36 REDDI'S GREATEST HITS
Columbia KC 32494 5 F

37 THE STING
JAPAN'S SMACK SOUNDTRACK/MCA 2040 36 F

38 BACHMAN-TURNER OVERDRIVE
TWO ENDS/Double Down 723127 18 F

39 FREEDOM FOR THE STALLION
HUES CORPORATION/
RCA CPL-0373 9 F

40 SKIN TIGHT
OAHU PLAYERS/Mercury SMAS 11163 (Capitol) 62 F

41 GOLDEN YEARS
BROWN/Polysync PD 2-9001 5 H

42 LET'S GET IT ALL TOGETHER
STYLISTICS/Avco 69001 14 F

43 ON THE BORDER
EAGLES/Asylum 7E-1004 20 F

44 AMERICAN GRAFFITI
MCA/MCA 2-8001 45 H

45 ILLUSIONS
TRIUMPH/Harvest ST 1309 (Capitol) 3 F

46 BEHIND CLOSED DOORS
CHARLIE RICH/Epic KE 32247 52 E

ALBUM CROSS REFERENCE ON PAGE 36
Eureka!
A New Album
By Richard Torrance.

In this perfectly executed album, with masterful playing and songs of love, charm, and sadness, Richard Torrance is a sensation on the lip of recognition, waving goodbye to obscurity. (A not to be missed album on Shelter Records and Tapes.)

Thu., Aug. 8
Mon., Aug. 12
Sat., Aug. 17
Mon., Aug. 19
Sat., Aug. 24
Mon., Aug. 26
and

Thu., Aug. 29
Mon., Sep. 2
Sat., Sep. 7
Mon., Sep. 19
Sat., Sep. 24
Mon., Sep. 26

Thu., Aug. 11
Roslyn, New York

Thu., Aug. 29
Sun., Sep. 1
The Loser's
Tampa, Florida

Sun., Sep. 8
The Back Door
Winterpark, Florida

Sun., Sep. 15
Ebbert's Field
Denver, Colorado

Sun., Sep. 17
outdoor festival
Bismarck, North Dakota

My Father's Place

Bogie's
Washington, D.C.

Richard's
Atlanta, Georgia

Sargeant Pepper's
Jacksonville, Florida

Distributed by
MCA Records, Inc.
CBS News Begins Portapak Use For On-Location Video Taping

NEW YORK — Network and commercial broadcasters have had a wait-and-see attitude towards inexpensive, helical scan video equipment; most of them have seen the half-inch and U-Matic cassette as “non-broadcast” toys for those wanting to make their own television. While some local newscasters have experimented with new-inch equipment, in much the same way they are experimenting with Super 8mm film, it wasn’t until recently that network technicians began to pay attention to the potentials of the portable helical scan units marketed by Sony, Panasonic, JVC and other Japanese manufacturers.

CBS-TV’s news department has begun using Sony’s new VO-280U battery-operated video cassette recorders for location video taping. Although they have opted for an Ikegami color camera rather than the Sony camera available with the recorder, they are recording events on U-Matic cassettes, then editing them prior to broadcast using Sony’s new VO-280U U-Matic cassette recorders and RM-400 digital tape editor. The final U-Matic cassette with edited programming is then transferred up to quadraplex broadcast standards. The first use of this equipment by CBS News was during former President Nixon’s trip to Moscow.

CBS has apparently lacked the one problem inherent in helical recording—the lack of picture resolution and stability. This is done by using an expensive, high quality color camera, and then interfacing the final, edited signal from the U-Matic cassette recorder with computerized digital time-base correction prior to broadcast.

There are several implications in CBS’ use of “alternative video equipment” as broadcast unit. CBS News Channel makes possible the location video taping with instant replay that has been the dream of the newscaster and which is not available using conventional 16mm news cameras. Second, it suggests that low-budget productions made by production houses using half-inch and three-quarter inch helical scan equipment is broadcastable on the networks. Third, it gives a boost to the entire concept of helical scan over quad as a potentially less expensive and more convenient method of making video recordings.

Audio/Video Notes

TDK reports excellent sales of its new Audua open reel tape line following its introduction at the Summer Consumer Electronics Show. The line includes a Memorex offering dealing with a double promotion for August and September: a three-for-two offer on its chro- nical C-90 cassettes and a cut-price offer on its 90 minute 8-track tapes...Jay Emmett and David H. Horowitz have been elected executive vice presidents of Warner Communications. Emmett will work with Warner’s film, TV and publishing divisions; Horowitz will work with music, music publishing and cable TV companies... WEAs distributing Audio/Video Notes... The final production of the new book in a series of audio specialty books, “Loudspeaker Power Ratings,” to be distributed through Altec dealers... Gene Schillinger has been appointed national sales manager for the audio products division of Sanyo Seiki America, Inc. Don Kirshner’s “Rock Concert” will be in stores for the first 80 percent of U.S. homes this fall with 128 markets set by Viacom... RCA has announced price increases on its broadcast (radio and TV) and mobile communications equipment... At Panasonic, Sol Fields has resigned as general manager of the Panasonic consumer affairs division and Charles F. DiGiovana has been appointed national manager for military sales... Leon A. Wortman has been named manager, distribution, for the audio-video systems division of Ampex... Gerald Landau, formerly vice president-marketing for Acoustic Research, has formed his own marketing consultant firm, Hi Fi Marketing Consultants.
AM Action (Continued from page 22)

22-10 KSOL, 26-19 WRKO and 29-11 KJH, while picking up new airplay at: WDYQ, WQAM, WPUN and KWDW.

Stylistics (Avco). This record has been the verge of breaking wide open as a pop smash for two or three weeks now and major action came finally in thanks to airplay at: WPIL, WXQI, WIXY and KILT.

Blue Swede (EMI). This single is now making moves to match the success of "Hooked On A Feeling." It picked up a ton of stations this week including: KILT, XMN, WHBQ, KDY, WDGD and KWDW.

Cat Stevens (A&M) will have his biggest single effort ever with "Another Saturday Night" which is now surely headed for the top five. This week's major stations to go on the record include: WABC, KWDW, WHBQ, WRKQ and WQAM.

Brownsville Station (Big Tree). "Kings Of The Party" is now making moves to equal "Smokin' In The Boy's Room." Stations report phenomenal requests and this week's additions include: WXQI, WYX, KILF and WARY.

CROSSOVER

Ohio Players (Mercury). This record, which was noted here last week as a potential crossover item due to huge r&b response, received the kind of attention it deserves this week from both CKLW and KFRC.

New Action

Carole King (Ode). Carole's most commercial single in a long time looks like a definite hit thanks to airplay at: WCOL, WHBQ, WXQI and others.

Seasame ( MGM). This record received immediate attention from many, many stations, including KHJ and WXY.

Reunion (RCA). The first release by this new group received immediate attention from both KJQ and KWDW and looms as a record to watch in the next few weeks.

Checkmates Ltd. Form Entertainment Complex

LOS ANGELES — The Checkmates Ltd. have formed a Hollywood-based entertainment complex.

Bobby Stevens, Sonny Charles and Marvin "Sweet Louie" Smith, are president and directors of a new disc label, Rustic Records; a television company, Associated Video Artists; and a public relations firm, Charisma Public Relations.

The Checkmates organization is in the process of booking a cross-country national tour. AYA is preparing a program on the lives of contemporary rock stars. "The Checkmates Recipe Book" is being readied for publication, and Rustic Records has just released the Checkmates Ltd.'s album, "F/S/O/"

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FROM THIS L.P.-2 SINGLES

"Truck Stop"
DK 4534

"Keep On Dancin'"
DK 4535

ALSO AVAILABLE ON AMPEX 8 TRACK AND CASSETTE
Jimmy Castor's new single 'The Everything Man' from the hit album

Produced by Castor-Pruitt Productions

By DEDE DABNEY

**NEW YORK:** Personal Pick: "Got To Testify (Love)" — Cornelius Brothers and Sister Rosetta (UA). A haunting, lingering track coupled with fine lyrics should receive significant reaction chart-wise.

**DEDE’S DITTIES TO WATCH:** "Joe" — Hylie Parker (Cheri-MUFT); "Let This Be A Lesson To You" — The Independents (Wand-SLO); "Baby I’m Through" — The Emotions (Volt-UPT).

**DISCO POTENTIALS:** "Something’s Mighty, Mighty Wrong" — The Impressions (Curton); "Let’s Have Some Fun" — Chairman Of The Board (Invictus).

Every year, as an aftermath of the NATRA convention, many people find that they are out of positions. As we all know, Paramount was bought by ABC Records. Therefore, Paramount's r&b staff was narrowed down to only Grace Spann, leaving Jimmy Brooks looking for a new position. Brooks, who has experience in promotion, is now looking to relocate.

Mike Frisby, national program director of the Sheridan Broadcasting Chain, is looking for a radio announcer for station WILD-AM in Boston. Applicants should send tapes and resumes to Frisby at 1811 Boulevard Of The Allies, Pittsburgh, Pennsylvania 15219, or call (412) 471-2181.

Within three weeks, the woman behind the formation of the detail work — who gets and puts it all together for NATRA — will resign her position as national office manager. Delta Ashby's resignation will be on the desk of all board members by next week. NATRA will be losing a hard worker and dedicated worker.

**ABC Pacts Word**

_Percy Mayfield Disc Rushed by Atlantic_

**NEW YORK —** Atlantic Records is rush releasing Percy Mayfield's new single, "I Don't Want To Be Pres. But I Have To Be," and Mayfield, the company and its subsidiaries produce and distribute records, tapes, books, sheet music, song books, multimedia instructional material, a magazine, "Faith At Work," and one of its subsidiaries owns a retail bookstore in Boston.

Word's consolidated revenues, which approximate $14.5 million, are derived primarily from the United States and the United Kingdom. Among the company's well-known recording artists of religious and patriotic songs are Burt Ives, Anita Bryant, Wayne Newton and Danny Thomas.

McCracken will continue as president of Word, Incorporated, and report to J. Martin Pompadur, president of the ABC Leisure Group.

(Continued on page 42)

**On Atlantic Records & Tapes**

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A Division of Warner Communications
WILLIAM DEVAUGHN
NEW SINGLE

BLOOD IS
THICKER THAN WATER

THANK YOU NATRA FOR VOTING ME
THE MOST PROMISING MALE VOCALIST

GOLDEN MIKE AWARD 1974

BE THANKFUL FOR WHAT YOU GOT.

GOIN' GOLD

AVAILABLE ON ROXBURY RECORDS
AND AMPEX TAPES

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Distributed by Chelsea Records Corp.
A Product of the Wes Farrell Organization
(213) 273-4922

AmericanRadioHistory.Com
### LP Chart

<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
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<tbody>
<tr>
<td>Charlie Earland - CTI 6030 (Motown)</td>
<td>Charlie Earland</td>
<td>CTI 6030 (Motown)</td>
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<td>Freddie Hubbard - CTI 6043 (Motown)</td>
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<td>Donal Byrd - Blue Note LA047-F (UA)</td>
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<td>Blue Note LA047-F (UA)</td>
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<td>Modern Jazz Quartet - Prestige 7-6450</td>
<td>Modern Jazz Quartet</td>
<td>Prestige 7-6450</td>
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<td>Crusaders - CBS 66002</td>
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<td>Gil Scott-Heron - Strata-East 19742</td>
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<td>Keith Jarrett - Impulse AS 9254 (ABC)</td>
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<td>Corea-Polydor PD 5536</td>
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<td>Alice Coltrane - Atlantic SD 1648</td>
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<td>John McLaughlin - CBS 66003</td>
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<td>Ramsey Lewis - Columbia KC 32897</td>
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<td>Deodato - MCA 410</td>
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<td>Cobblestone - Fantasy F 9445</td>
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<td>Herbie Mann - Atlantic SD 1655</td>
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### Club Review

**Brown Brings His Best To the Bottom Line**

**NEW YORK**—Oscar Brown, Jr., actor-singer-songwriter-journalist-composer, appeared at the Bottom Line (19) and treated a small audience to a skillful blend of show biz pizzaz and social commentary. It was a theatrical as well as musical experience; songs didn't end, they flowed into one another as Brown took on a new persona, aided by one prop (a red felt porkpie hat) and a uniformly excellent band. In fact, there wasn't so much a concert as a musical statement addressing mankind's follies and foibles.

"The Lone Ranger" was perhaps most representative of the complexity of Brown's art. On the surface, this seemed to be a humorous song about the "greening" of Tonto. But it was also a song about courage and self-assurance born of success-against-all-odds. On still another level, the song was a comment on the sheer idiocy of revenge, one of man's most destructive urges. And so it went. Each song was more than it appeared to be, and Brown made all of them work by employing simple theatrics: A raised eyebrow, a sneer, a trip-hop vocal, a full-out laugh. Sometimes his gruff baritone voice became soft and affecting as it fleshed out a lyrical phrase.

Other musical numbers were "Brother, Where Are You?" -"Ladies Man" and an oldie, "Tender Woman." There was much to laugh about during the course of the evening, but there was also a moving moment -a musical statement addressing mankind's follies and foibles.

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Isaac Hayes Scores Again

...with Truck Turner. Third in a series of sound track albums written, produced and performed by Isaac Hayes.
Experience Truck Turner. Scored by Isaac Hayes to score with you.

Anne Amazes Crowd At Central Park

■ SCHAEFER FESTIVAL IN CENTRAL PARK, NYC — Canadian super talent Anne Murray (Capitol) pranced out onto the stage knowing that the audience had already been seated for over three hours for her opening act. Seizing the opportunity to dispel any goodytwo shoes misconceptions on her first sold-out appearance in "The Big Fruit" (as the calls it), she greeted the crowd with: "Hello New York! How's your buns?"

The ballad side of Anne has been hit-documented to the tunes of "A Love Song," "Danny's Song," "Snowbird" and many others, but while she can bring the familiar material even greater warmth live, her biggest asset is her most rocking' side. It's only come to light on top 40 radio with her recent charter "You Won't See Me" so those who haven't paid close attention to the flow of her recent albums were totally shaken by her versions of oldies like "I Know" and "Just One Look." Even with her string section throbbing on "Robbie's Song for Jesus," it was Anne who made the inner build of the song climax at a point just higher than the Empire State building.

Anne Murray is sweet when she wants to be, and soulful when that's the feeling that the song demands. Her material is wellchosen and expertly handled. Her long-range potential seems almost eternal as she's got the appeal to keep the ball rolling for years to come.

Mid-Hlining was Bruce Springsteen (Columbia). He's fashioning a very unique career for himself with the twoshoes misconceptions on her first sold-out appearance in "The Big Fruit" (as the calls it), she greeted the crowd with: "Hello New York! How's your buns?"

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CBS Records honored members of its promotion and sales staffs during the recent CBS Records convention held in Los Angeles. The awards were given to Columbia, Epic and Columbia Custom Label field personnel for outstanding achievements over the past year. Presenters and recipients pictured above (from left) are (top row): Terry Powell, RPM, western region, receiving the Columbia Regional Manager of the Year award from Steve Popovich, vice president, national promotion, Columbia Records; Bill Heard, RPM, southwest region, receiving the Epic/Custon Regional Promotion Manager of the Year award from Stan Montiera, director, national promotion, Epic Records; Gene Ferguson, regional c&w promotion manager, Columbia Records, presenting the Columbia Country Promotion Manager of the Year award to Roy Wunsch, LPM, St. Louis branch; Don Colberg, LPM, Philadelphia branch, receiving the Columbia Local Promotion Manager of the Year award from Popovich; and Terry Powell (left), RPM, western region, receiving the Columbia Regional Manager of the Year award from Steve Popovich, vice president, national promotion, Columbia Records; Bill Heard, RPM, southwest region, receiving the Epic/Custon Regional Promotion Manager of the Year award from Stan Montiera, director, national promotion, Epic Records; Gene Ferguson, regional c&w promotion manager, Columbia Records, presenting the Columbia Country Promotion Manager of the Year award to Roy Wunsch, LPM, St. Louis branch. Middle row: Richard Mack, director, national r&b promotion, CBS Records, and Granville White, associate director, r&b promotion, CBS Records, presenting the Local R&B Promotion Manager of the Year award to Armand McKissick, LPM, Philadelphia branch; and Mack (left) and White (right) presenting the Local R&B Promotion Manager of the Year award to Roy Wunsch, LPM, Philadelphia branch; and Craig (far left) presenting the Columbia Sales Office of the Year award to the Los Angeles branch members, with Frank Mooney (second from left), branch manager, and Del Costello (far right) regional director, western region, CBS Records, accepting. Bottom row: Various recipients of additional Columbia Promotion awards; Mack (left) and White (right) presenting the Local R&B Promotion Manager of the Year award to Roy Wunsch, LPM, Philadelphia branch; and Craig (far left) presenting the Columbia Sales Office of the Year award to the Los Angeles branch members, with Frank Mooney (second from left), branch manager, and Del Costello (far right) regional director, western region, CBS Records, accepting.

Motown Pacts Wolper For Diana Ross TVer

Los Angeles — Motown Productions, Inc., the theatrical arm of Motown Industries, and Wolper International Sales have recently completed an agreement designating Wolper International as exclusive foreign sales agent for "Diana Ross at Albert Hall," a recently completed BBC-TV special. The show will be distributed in the United States by Motown Productions and in Canada by Canada Broadcasting Corporation. Motown Productions retains all rights to the television special in the U.S. and Canada.

New York Central (Continued from page 24)

The Sun Sets in New England: Mike Azarin, of the Metro club here, has been booking and producing the Twilight On the Lawn series in Lenox, Mass., this summer, and reports his own surprise at the distances people have traveled to attend the series—including virtually the entire northeast. With Bonnie Raitt and Mose Allison his top draw to date (more than 6500 tickets sold), and with several more shows to go, Azarin is already looking to book next year's series.

NOTED: Ben Vereen, Roberta Flack, Bill Graham and Hugh Masekela to hear Oscar Brown, Jr. at the Bottom Line.... The closing date by Crosby, Stills, Nash & Young in early September will be at Roosevelt Raceway and featuring CSN&Y, Joni Mitchell, the Beach Boys and The Band.... The Voices of East Harlem performing on the steps of the Metropolitan Opera House Sunday (25).... Still more changes due in the Arts & Leisure section of the Sunday NY Times.

Twiggy Hosts Essex On British TV Show

New York — Columbia recording artist David Essex will be the guest of model and actress Twiggy in a British musical television series entitled "Twiggs." The series is currently being taped in London. Essex will join with Twiggy on the show to sing "On and On," the flip side of Essex' hit single "Rock On." The duo will also perform a comedy spoof of the 1950s and Essex will sing his most recent single, "America."
El show musical "Abertura," ahora anunciado por la Rede de TV GLOBO, comenzará probablemente el próximo mes de Enero. Aparentemente está promoción remplazará la parte domestica del FIC (Festival Internacional De La Canción En Rio). Entre sus reglas, únicamente serán aceptados para inscribirse aquellos autores que no han sido premiados arriba del tercer lugar en cualquier otro premio "Festival." Los promotores informaron que las aplicaciones son numerosas, desde el primer día que se abrieron las inscripciones.

Los artistas contratados para "Cabaet," por la Rede Tupi de TV, serán utilizados en un show que ya está en el aire; Rosenary, (RCA), Waddenny Candona, (Copa-cabana), Antonio Marcos, (RCA), y su esposa Vanusa (Continental) harán la intervención musical, en las intermisiones del show humorístico: "Os Trapalhos" (Los Trapacos).

El show musical "Abertura," ahora siendo set up por Globo TV Network, will probably start next January. Apparently, this promotion shall replace the (Continued on page 48)

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El brillante amigo puertorriqueño Don Johnny Zavala, que se encuentra formando una empresa discográfica en Santo Domingo, hablando de su residencia en la residencia de Ralph, los muy queridos Provi García y Angel Fonfrías. Y hablando de la organización, se han filtrado noticias relacionadas con la cesación de prestación de servicios del talentoso y enérgico ejecutivo chileno Augusto Monsalve, para la empresa editora EMMI de México, que dirigía tan acertadamente. El brillante amigo y alta personalidad radial de Chile, Ricardo García, se encuentra formando una empresa discográfica en Santiago. Como quiera que Ricardo es altamente conocido por su vasta experiencia, profesionalidad y dinamismo, sería interesante que cualquier empresa interesada en ser bien representada en Chile, iniciase contacto con Ricardo en la Casilla...

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La nueva voz masculina de la canción ranchera, Victor Manuel Sosa, en quien Musart tiene puestas grandes esperanzas, sufrió un accidente automovilístico en Mexico. El creador de "El Enviador" sufrió heridas de las cuales se está reponiendo. En momentos en que la interpretación de "El Pilón por la Orquesta Suprema" se encuentra de éxito en Miami, se rumora que la agrupación se ha desmembrado. La Suprema es orquesta exclusiva de Sound Triangle de Manolo Maizos de Miami. Durante la celebración del Desfile Puertorriqueño en Nueva York, aprovechando la presencia del compositor puertorriqueño Don Johnny Zavala, se ofrece un 'cocktail party' en la residencia de Ralph, donde le fue entregada una placa a Pedro Flores por la empresa Peer. Acompañaron en la entrega a Ralph, los muy queridos Provi García y Angel Fonfrías. Y hablando de la organización, se han filtrado noticias relacionadas con la cesión de prestación de servicios del talentoso y enérgico ejecutivo chileno Augusto Monsalve, para la empresa editora EMMI de México, que dirigía tan acertadamente...

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La amistad databa de tiempo, pero con la grabación larga duración "Erás" que realizara Manny Roman hace algunos años para Decca, bajo la dirección de Richard Marin, y en la cual se incluyó el número "Fracaso," T. Fundora se reafirmó mucho más y nos permitió a cada uno conocernos más a fondo. Manny Román ha interpretado este tema de manera tal que me parece hermoso. Así seguí su carrera paso a paso. Su última grabación con el número "Trago de Todo" en interpretación de Ismael Rivera, quien se encuentra terminando otra grabación para el sello. Ismael actúa este mes en Santo Domingo y próximamente se presentará en San Francisco y Los Angeles... También en Tico, La Lupe se encuentra en Caracas actuando en T.V. y terminará de grabar en N.Y. su long playing interpretando canciones de Curet Alonso, con arreglos de Papo Lucca, Hector Garrido y Joe Cain. Según parece, Catorays retiró su distribuidora localizada en Denver, Colorado. Al mismo tiempo, le anunciaron la salida de la empresa al dinámico René Romillo, que se encontraba a cargo de la sucursal Cayre Distributors de Miami, salió hacia Los Angeles, dejando su posición en manos de Tina Parsons. La nueva voz masculina de la canción ranchera, Victor Manuel Sosa, y en quien Musart tiene puestas grandes esperanzas, sufrió un accidente automovilístico en México. El creador de "El Enviador" sufrió heridas de las cuales se está reponiendo... En momentos en que la interpretación de "El Pilón por la Orquesta Suprema" se encuentra de éxito en Miami, se rumora que la agrupación se ha desmembrado... La Suprema es orquesta exclusiva de Sound Triangle de Manolo Maizos de Miami... Durante la celebración del Desfile Puertorriqueño en Nueva York, aprovechando la presencia del compositor puertorriqueño Don Johnny Zavala, se ofrece un 'cocktail party' en la residencia de Ralph, donde le fue entregada una placa a Pedro Flores por la empresa Peer. Acompañaron en la entrega a Ralph, los muy queridos Provi García y Angel Fonfrías... Y hablando de la organización, se han filtrado noticias relacionadas con la cesión de prestación de servicios del talentoso y enérgico ejecutivo chileno Augusto Monsalve, para la empresa editora EMMI de México, que dirigía tan acertadamente... El brillante amigo y alta personalidad radial de Chile, Ricardo García, se encuentra formando una empresa discográfica en Santiago. Como quiera que Ricardo es altamente conocido por su vasta experiencia, profesionalidad y dinamismo, sería interesante que cualquier empresa interesada en ser bien representada en Chile, iniciase contacto con Ricardo en la Casilla...
Hola amigos de America, la ac-
parando la atencion popular a tal
realizar un tremendo recital en el
disc-jockey a Fausto Rey acaba de
el "Rey Negro" como Ilaman los
gratas impresiones. Por otra parte,
Record World en Santo Domingo
10. DE MILAGRO
10. ROMPAMOS EL CONTRATO
5. QUE SERA DE TI
3. QUE VOY RACER CON ESTE AMOR
2. ME CASO EL SABADO
9. NUNCA SUPE MAS DE TI
8. DOS RAMAS
6. SOLEDAD
5. DONDE ANDARA
2. DERECHA LA FLECHA
1. AY NO DIGAS
8. HAPPY BIRTHDAY MY DARLING
LATIN AMERICAN HIT PARADE
VICENTE FERNANDEZ-Caytronics
JOHNNY DYNAMO-Orfeon
VIRGINIA LOPEZ-Gas
TEDDY TRINIDAD -International
NELSON NED-UA Latino
DANNY RIVERA-Velvet
MARCO ANTONIO MUNIZ-Arcano
HILDA MURILLO-Remo
VICENTE FERNANDEZ-Caytronics
RAFAEL MUENDIA-Musart
LUPITA D'ALESSIO-Orfeon
FREDDIE FENDER -Falcon
LOLA BELTRAN-Gas
PELLIN RODRIGUEZ-Borinquen
EL GRAN TRIO -Montilla
California
1. AVISAMEMADILA SILLA VACIA
ROSENA BEINAL-Latin Int.
2. TANTO ME GUSTA ESTAR CONTIGO
ANGELICA MARIA-Sentido Internacional
3. LLEGAMOS A FORMA
LOS FREDDY'S-Eco
4. YOLANDA DEL RIO
YOLANDA DEL RIO-El Rincón
5. VERONICA
VICCTORUIBRE "PRILI"-Miami
6. CANCIONES DE ARAUQUE
ANTONIO AGULAR-Arauque
7. ADIOS AMIGO-CENICIENTA
LA TROPA LOCA-Latin Int.
8. ACCION
NELSON NED-IA Latino
9. ME CASO EL SABADO
VICENTE FERNANDEZ-Caytronics
10. AMBICION
LOS HUMILDES-Fama
New York
By EMILIO GARCIA
1. SIEMPRE ESTOY PENSANDO EN ELLA
2. ME CASO EL SABADO
3. QUE VOY HACER CON ESTE AMOR
HIlda MURILLO-Reino
4. JOY LO COMPRENDO
VINCENTE FERNANDEZ-Caytronics
5. QUE SERA DE TI
MANNY RIVERA-Helver
6. PRUEBA DE AMOR
TANIA-Trop Mix
7. ME PARE DE QUERERTE
EL GRAN TRIO-Montilla
8. HAPPY BIRTHDAY MY DARLING
NELSON NED-IA Latino
9. SE ME OLVIDO QUE OLVIDE
ROBERTO LEDESMA-Musart
10. ROMPAEMOS EL CONTRATO
PELU RUEDA-Caytronics
TEDDY TRINIDAD-International
Bakersfield, Cal.
By KWAC
1. AY NO DIGAS
CHRIS MONTES-Caytronics
2. DERECHA LA FLECHA
LOLA BELTRAN-Gas
3. MI RAZON
RUDY MARQUEZ-Top Hits
4. AMOR JOVEN
FREDDIE TENDER-Falcon
5. DONOR ANDARA
VIRGINIA LOPEZ-Gas
6. SOLEDAD
JOHNNY DYNAMO-Orfeon
7. PEDRO PARRANDAS
FIGUEROA-Latin Int.
8. DOS RAMAS
VICENTE FERNANDEZ-Caytronics
9. NUNCA SUPE MAS DE TI
LUPITA D'ALESIO-Orfeon
10. DE MILAGRO
RAFAEL MUENDA-Musart
New York (Salsoul)
By JOE GAINES-WVFD
1. AVISAME SI MI CONTRARIO
ROBERTO ROJAS & SU APOLO
2. EL KIRIKIKI
ORCH. COLON-Rico
3. SWING Y SON
JACKIE PALMIERI-Coco
4. VIVIRASADO
FANIA ALL STARS-Fania
5. LA ESCALERITA
CELA & JOHNNY-Vey
QUIMIQUA
CELA & JOHNNY-Vey
NO QUIERO LLANTO
QUIMIQUA
TRIO COMBO-EGC
MUY MIJER PIDE MAS
NACHO SANGABIA-Borinquen
MUY MIJER
BOY BATAAN-Merican
10. NO HAY AMIDO
ORCH. HARLOW-Fania
Record World en Santo Domingo
Hola amigos de America, la ac-
tividad discografica y artistica en
Santo Domingo es muy interesan-
te en estos ultimos meses. La visi-
ta de Joan Manuel Serrat y de Leonel Vaccaro han dejado muy
gratas impresiones. Por otra parte,
los "Rey Negro" como llaman los
disc-jockey a Fausto Rey acaba de
realizar un tremendo recital en el
Parque Olímpico donde reunió
mas de 20 mil personas. Por
lado, siguen las telenovelas aca-
parando la atención popular a tal
grado, que la exhibición de la
película de "El Hijo de Angelita Maria" se mantuvo por dos meses
casa llena en tres cines al mis-
timo tiempo y ahora la presencia
de dos de sus principales actores
bastó para llevar casi 25 mil per-
sonas al estadio, solo para verlos.
En la actividad discografica la no-
ticia de la nueva selección de
Jonny Ventura y su Combo como
los mas populares del año en
Record World no sorprende a los
(Continued on page 49)
The Fantastic
Singer-Composer
Now With TICO
Lolita De La Colina
Este L.P. Contiene
Los Hits
"En Un Cuarto De Hotel"
Y
"Cruce La Frontera"
TICO Single
T-629
California Dist.: Sonido y Discos Inc., 1160 S.W. 1st St., Miami, Fla. 33130 (305) 237-1760
California Dist.: Sonido y Discos Inc., 1160 S.W. 1st St., Miami, Fla. 33130 (305) 237-1760
AmericanRadioHistory.Com
En Brasil (Continued from page 46)

domestic part of the FIC (Rio's International Song Festival). Among its rules, it will only accept for inscription an author that has not been awarded up to the third place in any other previous "Festival." The promoters inform us that the applications are numerous the first days.

The artists signed for "CABaret" by Tupi TV Network shall be used in a show that is already on the air; Rosemary (RCA), Wanderly Cardoso (Copacabana), Antonio Marcos (RCA) and his wife, Vanusa (Continental), shall perform the music in the intermissions of the humor show, "Os Trapalhoes" (The Crooks). Phonogram/Philips is building up new studios in Rio de Janeiro that shall contain the most modern equipment and will be the site for the most important productions of the company that has Gilberto Gil, Gal Costa, Elis Regina, Jorge Ben, Raul Seixas, Cae- tano Veloso and others that represent modern Brazilian pop music.

The Supremes, already confirmed to be coming to Brazil very soon, shall perform twice in Sao Paulo, twice in Rio de Janeiro, and shall record a "TV Special" for Tupi Network!! An important event has recently been announced: Caio De Alcantara Macedo, the big Trade Fair Promoter, responsible for the building up at Anhembi Center, the biggest fair hall in the Palace of the Conventions, to produce real "big" shows. Every first Monday, a name artist shall perform an entire show; a singer, a humorist, a famous performer, etc. Walter Silva, one of the most known record/show producers, responsible for the first Paramount Theater (now disappeared) Bossa Nova Festivals, will be in charge of the productions. Our advice to managers of important Latin artists: Maybe this is the opportunity to "open the door" in Brazil and exchange real talent between Latin markets and this big country.

Astor Piazzola, his instrumental group featuring Amerita Balar, expected very soon back in Brazil. The American label Buddah has a new licensee in Brazil: Tapeca Gravacoes, from Rio de Janeiro.

Every year, Brazilian CBS releases a new album called "As 14 Gravacoes, from Rio de Janeiro."

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RCA Stephen Michael Schwartz Fete

Newly signed RCA recording artist Stephen Michael Schwartz was the guest at a luncheon in his honor at RCA’s headquarters in New York. Celebrating the release of his first album, “Stephen Michael Schwartz” are (from left): Stephen Holden, A&R producer; Trm Cassie, director, promotion, RCA Records; Phil Weinreich, production merchandising, RCA Records; Jack Maher, director, merchandising; Schwartz; Mike Berniker, executive producer, A&R; Ken Glancy, president, RCA Records; Toby Pliennik, director, business & talent relations; and Jack Chudnoff, director, creative services.

En Santo Domingo

(Continued from page 47)
dominicanos ya que este grupo musical-vocal sigue como número uno en popularidad y ventas, King Clave quien estuvo por nuestro país recientemente, es el bolerista de mayor popularidad en la actualidad. Su disco “¡Quien te estará Queriendo!” sigue los pasos de “Pequeño y Gran Amor” que causó furor el año pasado. En estos días nos visitarán Celia Cruz, y Sophy mientras que acaban de iniciar una serie de presentaciones Lolita de la Colina y El Gran Combo y ya se anuncia la visita de Toña La Negra, de quien no se tenían noticias desde muchos años . . . Hasta la próxima amigas.

Sachs & Iron Butterfly

(Continued from page 16)
guarding a production arrangement.

Two Firms Formed
Sachs has formed two companies, Coyote Productions, Inc., and Leonard Sachs Enterprises. Coyote will be a highly specialized company in the fields of management, publishing and record production, and Leonard Sachs, Ent., in the fields of distribution, sales and marketing services. Sachs commented, “Len Sachs Enterprises or Coyote Productions can and will play a very important role, offering important services in highly specialized areas, and the experience of Len Sachs, which entails many years of structuring and setting up distribution and overseeing sales, advertising and areas that require a hard-nosed professional attitude.”

“At the moment, my concern and total effort has been in the development of Iron Butterfly,” stated Sachs. “That is moving very well. I do intend and want to do other acts and do the same thing for them as I’ve done for Iron Butterfly as quickly and successfully as it seems to be moving. I am interested in signing acts of stature, whether it be for management, as a record company or for publishing services. I offer any one, and all three services, and want to devote those same energies to the development of another artist. I am making professional services available for people who need them.”

Sachs, a veteran of the recording business for 20 years, started with Mercury Records in distribution and sales, was a sales manager for Kapp Records, a vice president and marketing director for nine years with Atlantic Records, and was most recently with Little David Records. His offices are located at 1949 Sunset Blvd., Los Angeles 90069; phone: (213) 278-6304.

Tuna Taps Steeler As New Drummer

(NEW YORK — Grunt Records’ new album by Tuna has added drummer Bob Steeler to the line up, and the RCA Records distributed group has gone on the road. Tuna will again be touring as an electric super group consisting of guitarist Jorma Kaukonen and bassist Jack Casady have been playing only acoustic music for the past six months.

Danny Constantino Signs with Domestic

NEW YORK — Singer-guitarist Danny Constantino has signed a three-year pact with Domestic Records calling for two albums and an unlimited amount of singles per year through 1977.

VCOL

(Continued from page 22)
termination of the 40-numbered positions.

This week WCOL added six records, four as hitbounds and two night extras. Only three of these, Blue Swede (EMI), Souther, Hillman, Furay Band (Elektra), and the Main Ingredient (RCA), are currently in Record World’s top 100. The station and market will once again be watched for its reaction to this product as well as to the action on the other three: the Osmonds (MGM), Dobie Gray (MCA), and Steppenwolf (Mums).

‘Record Breaker’

Basically WCOL is a top 40 station in a secondary market which is willing to play new releases and test their sales capabilities. However, the factors that set it apart from other stations and make it a “Record Breaker” are the demographic balance of its marketplace, the marketing efforts of the station to hear the hits first, and the extensive system of research that the station conducts.

Gene Klawan

(Continued from page 22)
something from the music and radio industry’s emphasis on chart positions in deciding whether or not to play a record. There’s too little experimentation.”

Media Author

Perhaps the most fascinating aspect of Gene Klawan is his genuine involvement and interest in the entire field of communications. The author of a couple of more than passable, somewhat zany books, he perhaps sums himself up best in his most recent work, Turn that Damned Thing Off, (aptly sub-titled “An irreverent look at the world of radio broadcasting from start to finish”) when he says, “I have pushed and prodded, recorded, written and ad-libbed on the air, and between babbling and fiddling, scrambling and finagling, I have a feeling that I have trespassed through most phases of TV and radio broadcasting from start to finish.”

MOR Niche

With his vital energy and humor, Gene Klawan may well provide more than his audience actually demands. And for MOR to find its desired niche in the realm of radio, people like Gene Klawan must “keep on trespassin’.”

Nuestro Rincon

(Continued from page 48)
“El Pilon” by Orchestra Suprema is smashing in Miami and by the same token, it seems that the group is splitting. Their recording was released by Sound Triangle of Miami . . . During the celebration of the Puerto Rican Parade in New York, Monique I. Peer took the opportunity of the visit of composer Pedro Flores to honor him with a cocktail party that took place in the residence of Ralph Peer II. Don Pedro Flores was also honored by Peer with a plaque extended by Ralph, Provi Garcia and Angel Fonfrias. Congratulations Maestro! . . . Well, it seems that Augusto Monsalve, talented Chilean executive that was heading the EMMI Publishing Company, a Peer subsidiary in Mexico, is no longer with the company . . . Ricardo Garcia, brilliant radio personality in Santiago de Chile, is forming his own record company in Chile. Ricardo, known as a very reliable and talented individual is seeking labels to be distributed in that area. Any label that desires to approach him should address their mail as follows:

RCA Stephen Michael Schwartz Fete

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Ricardo Garcia, Casilla 1032, Santiago de Chile, Chile. Good luck Ricardo! . . . A new lp by Nydia Caro released in the States by Alhambra is enjoying good air coverage. Some of the titles are “Duermen,” “Hay Noches” and “Hace ya Tiempo” . . . Luis Garcia was a success in Lima, Peru. He took advantage of his personal appearances in Lima in order to cut a new album for lenapsa, which is the label that produced his previous smash album, “Cerca de Ti.” This new package will be released shortly by all lenapsa’s licensees all through Latin America . . . Next week Audio Latino will release in the States an album by Larry Moreno in which his smash hit “Una Hermosa Tentación” is included . . . Parasol just released a new album by Raphael titled “Qué Dirán de Mi” dedicated to his son Jacobo Martos . . . And that’s it for the time being!

TRA Buys Ardent Recording Studios

■ MEMPHIS—Tim Riley & Associates, a locally-based music promotion and management company, has acquired the Ardent Recording Studios.

Judy, the former owner of Ardent, will continue as electronics and system consultant.

Complete Service

With the addition of Ardent Studios, Tim Riley & Associates is able to provide retail phonograph manufacturers with a complete promotion and marketing service.

With the acquisition of Ardent Studios, TRA has announced that Don Burt has joined the company as vice president and general manager. Burt has eight years’ experience with Columbia/Epic and is former co-owner of Mempro, Inc.
By RON McCREIGHT

LONDON—Larry Uttal's choice for UK chief of Private Stock, Peter Knight Jr., was responsible for initiating the deal that brought current U.S. chart-toppers Paper Lace to Phonogram Inc. for most major territories outside the U.K. While Knight waits till September 1 to take up his new post, Paper Lace has hit the market with what is bound to be their third successive hit on composers Mitch Murray and Peter Callender's Bus Stop label—"The Black-Eyed Boys."

Record deals recently concluded involve Phil Everly, who is writing tracks for an album with Robbins Music's Terry Slater after signing a world-wide deal with Pye; Velvet Glove, whose European hit "Sweet Was My Rose" and future product is to be released by Epic in the US and Canada after the completion of a deal between the company and Tony Hall's Fresh Air label; Young Blood, which has licensed two singles by Bearded Lady and Gene Latter to Private Stock; and former A&M act Bill and Buster, who will now be produced by Tony Atkin for Marquee Productions, although no titles are yet committed to a label.

The Osmonds arrived without the usual airport fuss after requests for secrecy by the BBC were honored, enabling the group to concentrate on rehearsals for a week of TV shows; Roger McGuinn arrives shortly for a tour which will coincide with the release of his second solo CBS album, "Peace On You;" Herb Alpert has announced a series of British concerts commencing September 24 in Edinburgh with one show in town set for September 30 at Festival Hall. Big day—September 14 with Joni Mitchell, CSN&Y and The Band on the same bill at the Empire Stadium Wembley, although one week later the commencement of Roxy Music's long-awaited British tour should (Continued on page 51)

By PAUL SIEGEL

BERLIN—At the age of 94 (presently celebrating that particular birthday), Professor Robert Stolz, when asked why he continues to compose and record, replied: "Music is my life, and keeps me ever-young. Without working in music I just couldn't go on." He has recently completed a new album of Johann Strauss' unknown waltzes and will be in Berlin next month to record yet another album.

Gaby Rich of United Artists Music in Munich is rushing out copies of the Phonogram/Philips recording of Lobo's latest single, "Rings" b/w "I'm Only Sleeping," and the response is already starting to pour in. Handsome Spanish artist Julio Iglesias has passed the 100,000 sales mark with his "Komm Wieder Madonna" with much assistance from Willfried Achterfield and Wolf Brummel of Magazine Music in Hamburg. Handsome Spanish artist Julio Iglesias has passed the 100,000 sales mark with his "Komm Wieder Madonna" with much assistance from Willfried Achterfield and Wolf Brummel of Magazine Music in Hamburg. Alvin Stardust hot on Ariola, keeping Joe Bamberger of UFA Musikverlage very, very busy. In Vienna, Aniko Benko will soon be hitting the charts with "Sag Zum Leben Ja". Heinz Korn of Gerig Musikverlage has a definite hit single on his hands with "Good Time Fanny" by Angel on Polydor.

BASF has a hot new album with Berry Lipman entitled "The Most Beautiful Girls in the World." Friedel Berlipp arrangements are positively top-notch... Over in Cologne, Helmut Fest just released on EMI/Electrola Motown "Diana Ross Live!" with superb Berry Gordy, Jr. production... Teldec's "Diamond Dogs" by Bowie is a real mover... Rex Records hitting home with Iva Zanichchi's "Come Ti Vorbei" (Continued on page 51)
England (Continued from page 50)
also prove sensational, with five Rainbow Theatre shows included. Dick James’ agency has set up an impressive list of dates for the Fusion Orchestra featuring vocalist and multi-instrumentalist Jill Saward. First show is on September 20 at Hereford College and the Marquee Club (25) will introduce the orchestra’s “new musical format” to London audiences.

Leo Sayer’s next single, out on September 13 (Chrysalis), titled “Long Tall Glasses” is sensational, but watch for massive world-wide sales for his producer Adam Faith’s own single, “I Survived” from his Warner Brothers “I Survive” album. Tom Jones should return to the top 40 via his Decca single “Somethin’ bout You Baby I Like.,” and the First Class featuring Tony Burrows have a certain hit on UK with “Bobby Dazzler.” Albums of the week are ELP’s “Ladies and Gentlemen” (Manilcone) and Greenslade’s “Spyglass Guest” (Warner Brothers).

DJM’s field promotion force will now back up Pye’s own team with specialized sales efforts on all the company’s material. The force is soon to be expanded under the control of DJM regional promotion manager John Hollman who will now report directly to sales manager Les Tomlin. Nat Joseph’s Transatlantic Records is also being expanded and they have opened a new warehouse in North London leaving space for more offices and a studio at their head office in the West End. Other record companies in the news are Island, which has sold its interest in three retail outlets named One Stop Records to Laurie Kreiger’s Harlequin Records chain; RCA, whose sales manager Brian Hall presented Jack Jones with a gold album for “Breadwinners,” the artist having just completed a new set featuring Aznavour titles here, and Precision which has promoted David MacDougall to a&r manager.

Dialogue (Continued from page 10)
Dunhill as a record label. Now with the advent of Anchor there is no need to keep the Probe company. Probe is absorbed with Anchor, and the American product—the ABC/Dunhill product that is—can, as from October 1, go out on the ABC label in the U.K.

RW: What do you see ABC’s existing product developing?
Ralfini: We can approach it with a completely new marketing force. We’ve recently taken on Colin Hadley, who comes in as a commercial director of the company. Colin has been in the business now for many years and is a very experienced marketing man. He’s been with EMI and Pye and operated his own marketing business so he’s got a wealth of knowledge. I wanted Colin, particularly with the ABC/Dunhill line because they have a good classical line, Westminster Gold, and a very strong jazz label, Impulse. They also have the Bluesway label and Duke/Peacock which specializes in gospel and blues.

I want to be able to promote and market all these labels because I think the time has come now when these small markets, whether one calls them minority or specialized, like the gospel market, are increasing. I think that having a catalogue like this we must concentrate on the individual parts of the catalogue to expand them. We know already that we have a catalogue that can sustain the kind of operation that we are building. Now we must open the individual markets for these labels, and at the same time develop the Anchor label to attract new and established British acts.

RW: How will Anchor operate in the States—will it take the ABC/Dunhill route?
Ralfini: We’ve just concluded an arrangement with ABC/Dunhill to distribute the Anchor label in the States. I say distribute meaning that they will handle Anchor Records—it will go out in the States on its own label, utilizing the same marketing and selling personnel as ABC/Dunhill. We will be the first record company that ABC/Dunhill has represented in this way.

RW: Will your new signings be made with the American market specifically in mind?

(Continued on page 55)

Germany (Continued from page 50)
... RCA has a massive push out on John Denver’s “Back Home Again”... UA doing likewise with War’s “Barlero.”

In Hamburg WEA has issued a newsy publication called (what else?) WEA News, which is chock full of great stories... Auf Wiedersehen ‘till next week.

ENGLAND’S TOP 25

AUGUST 31, 1974

SINGLES

1 WHEN WILL I SEE YOU AGAIN THREE DEGREES/Phila. Intl.
2 YOU MAKE ME FEEL BRAND NEW SYLVESTERS/Avco
3 SUMMERLOVE SENSATION BAY CITY ROLLERS/Bell
4 WHAT BECOMES OF THE BROKENHEARTED JIMMY RUFFIN/Tamla
5 I’M LEAVING IT ALL UP TO YOU DONNY AND MARIE OSMOND/SGM
6 ROCK YOUR BABY GEORGE McCRAE/Jayboy
7 ROCK THE BOAT HUES CORPORATION/RCA
8 ROCKET MUD/RAK
9 I SHOT THE SHERRIF ERIC CLAPTON/RSO
10 JUST FOR YOU GLITTER BAND/Bell
11 IT’S ONLY ROCK AND ROLL ROLLING STONES/Rolling Stones
12 MR. SOFT COCKNEY REBEL/EMI
13 HONEY HONEY SWEET DREAMS/Bradleys
14 BORN WITH A SMILE ON MY FACE STEPHANIE DeSYKES/Bradleys
15 Y VIVA ESPANA SYLVIA/Sonet
16 AMATEUR HOUR SPARKS/Island
17 HELLO SUMMERTIME BOBBY GOLDSBORO/United Artists
18 TONIGHT RUBETTES/Polydor
19 LOVE ME FOR A REASON OSMONDS/SGM
20 NA NA NA COZY POWELL/RAK
21 PLEASE PLEASE ME DAVID CASSIDY/Bell
22 ROCK AND ROLL LADY SHOWADDYWADDY/Bell
23 SHE’S A WINNER INTRUDERS/Phila. Intl.
24 YOUR BABY AIN’T YOUR BABY ANYMORE PAUL DaVinci/Penny Farthings
25 BAND ON THE RUN PAUL McCARTNEY AND WINGS/Apple

ALBUMS

1 BAND ON THE RUN PAUL McCARTNEY AND WINGS/Apple
2 TUBULAR BELLS MIKE OLDFIELD/Virgin
3 THE SINGLES 1969-1973 CARPENTERS/A&M
4 KIMONO MY HOUSE SPARKS/Island
5 FULFILLINGNESS’ FIRST FINALE STEVIE WONDER/Tamla
6 ANOTHER TIME, ANOTHER PLACE BRYAN FERRY/Island
7 DARK SIDE OF THE MOON PINK FLOYD/Harvest
8 SOLO CONCERT BILL CONNOLLY/Transatlantic
9 JOURNEY TO THE CENTRE OF THE EARTH RICK WAKEMAN/A&M
10 CARIBOU ELTON JOHN/DJM
11 AND I LOVE YOU SO PERRY COMO/RCA
12 REMEMBER ME THIS WAY GARY GLITTER/Bell
13 GOODBYE YELLOW BRICK ROAD ELTON JOHN/DJM
14 INNERVISIONS STEVIE WONDER/Tamla
15 ROCK YOUR BABY GEORGE McCRAE/Jayboy
16 CASSIDY LIVE DAVID CASSIDY/Bell
17 DIAMOND DOGS BOWIE/RCA
18 HIS 12 GREATEST HITS NEIL DIAMOND/MCA
19 GREATEST HITS SIMON & GARPUNKEL/CBS
20 BAD COMPANY/Island
21 DIANA AND MARVIN DIANA ROSS & MARVIN GAYE/Tamla
22 INTRODUCING EDDY AND THE FALCONS WIZZARD/ Warner Bros.
23 BEHIND CLOSED DOORS CHARLIE Rich/Epic
24 THE STING SOUNDTRACK/MCA
25 LIVE AT DRURY LANE MONTY PYTHON/Charisma
**An Operatic Fall for BASF**

By SPEICHT JENKINS

NEW YORK—BASF, the German record company that now distributes in the United States, has two exciting releases for September: a new Verdi and Puccini aria recording by Miss Freni and an Italian and French aria record by Franco Bonisolli. The two records will serve as a preview to a new, complete La Traviata, available in October, starring Miss Freni and Bonisolli.

Miss Freni’s record, according to Woody Howard, BASF’s product and label manager, is newly recorded, showing those of us who rock and roll the stores...it is all that role than anyone’s since, and she added to that a much-acclaimed Juliette in Gounod’s opera, an Adina in L’Elisir d’Amore and several others. All this was in the nature of an audition building, and her American career was going great. Unfortunately, her appearances abruptly terminated at the end of the 1966-69 season, and the reason—though no one will officially say so—has been strongly rumored to be problems with the IRS. Her interpretation of Violetta, never seen in New York, Chicago or San Francisco, is one that will be very interesting to hear.

In October BASF also produces a Mozart opera only available in one other pressing, Il Re Pastore. BASF’s recording has the cast heard recently at the Salzburg Festival.

BASF was known in the U.S. for making high-quality blank tapes for some years; then in June 1972 they released the first of Violetta, never seen in New York and Universal in Philadelphia, to circulate his product. He advertises in the trades, the Schwann catalogue, in such music magazines as Opera News, newspapers, radio and television. He also gives out copies of any BASF record to a store for store-play purposes; posters or other in-store display come through the area distributor. Howard makes the material available to them.

In the months ahead we can look for more recordings by the Collegium Aureum, the group that gave us BASF’s acclaimed Schubert “Trout” Quintet with “original” instruments. “The average classical buyer wants a chance to hear the music played on the instruments that Mozart or Beethoven even wrote for. In the ‘Trout,’” Howard went on, “the violin tone is different because we used cat-gut strings, not the modern steel ones. And in our Appassionata we used a Hammer flügel, not the normal grand piano. We present the best artists in the best possible modern interpretations on the original instruments.”

Howard’s position includes much of the responsibility for what BASF will release in the United States and approval of cover design. The company has divisions in most European countries, and their experience, plus advice from the German parent, influences what they do here.

Howard, a soft-spoken native of Suffolk, a town in the Virginia Tidewater area near Norfolk, has been in the record business for twenty years. He began in record stores in Norfolk, branched out to rack jobbers, then to the Army Air Force Exchange System and finally to a large rack jobber before coming to BASF two years ago. “I could never do anything but work with records,” Howard declared. “Notes are in my blood.”

**RCA Taps Kellman**

NEW YORK—The appointment of Michael R. Kellman as product manager, Red Seal and Victorola product, for RCA Records has been announced by R. Peter Smith, RCA’s director, Red Seal marketing.

Kellman joins RCA Records after having been an independent producer from 1968 to 1974, while he was with the American Heritage Society and was an audio consultant at the University of Wisconsin.
Merchandising of Catalogue Albums

(Continued from page 31)

- Successful merchandising by RCA Records of John Denver in conjunction with his numerous television appearances as guest host, culminating in a number one album.

- A special promotion by WEA to coincide with the reforming of Crosby, Stills, Nash & Young, including extensive merchandising of their individual and collective catalogues on Warner Bros. and Atlantic. In addition, a greatest hits album by CSNY has been released to coincide with their tour.

- Capitol Records’ extensive promotion campaign for their Beach Boys anthology, "Endless Summer." Unlike most anthology or greatest hits albums that are usually mid-chart performers, this album has climbed to 13 with a bullet on this week’s Album Chart, and already been certified gold and appears headed for top 10 status.

- A promotion by the 57-store Record Bar chain on Elton John’s catalogue, showing "Caribou" as their number one album, with four Elton John catalogue albums in their top 10 for the week. These weekly Record Bar sales, featuring various artists, groups of artists or labels, are among the most successful in the retailing industry.

A particularly extensive advertising and merchandising by Columbia Records for the TV special featuring Chicago and Charlie Rich. Sales of their catalogues, at retail, rack jobber and one-stop level, are similarly booming.

While most of these stories have been detailed in previous issues of RECORD WORLD, it is significant to note that those albums that have been high on the most chart this is the ones that are being merchandised through some sort of promotion or tie-in. And in light of the "soft" retail market, it is most important for the manufacturers and retailers to take advantage of natural promotions (concert tours, television appearances, etc.) and, if and when necessary, to manufacture their own promotions on catalogue albums by established artists, hit anthologies, etc. It would appear that in recent months this has occurred to a greater degree than ever before, as sales of non-established artists have shown a decline.

In a related development, a number of the nation’s record manufacturers are either making plans, finalizing plans, or have already begun marketing hit-single album anthologies, similar to the ones advertised on television by the so-called "TV marketers." Advertising of these special packages on television rose by 53 percent to $17 million in the second quarter of 1974 (RW, August 24), with the overwhelming majority of these packages sold by direct mail or direct phone response, and not available in record stores or through normal distribution channels. But that, apparently, is about to change. The record companies, (whose masters have been licensed for the TV packages), are now about to make the packages themselves, which will be offered for sale through normal record-carrying outlets, as has been the case with the two Warner Communications packages, "Superstars of the Seventies" and the recently released "Black Gold."

Commenting on the decision by the record labels to release their own packages, Dave Rothfield of Korvettes noted that "we welcome it. If there’s going to be a package of this kind, the companies might as well release it themselves." Rothfield sees two advantages in having anthology-type packages available in stores: "First, we will sell a lot of copies of that package. Secondly, we are drawing people into the stores and exposing them to other products." And Rothfield declared that it was time for the record companies to go after those consumers who have been buying fewer albums—or no albums at all—lately, and his feelings are echoed by scores of retailers and rack jobbers around the country: "We have to get people back into the stores," he concluded.

Columbia Records merchandising expert Dave Rothfield is an expert in the field of catalog spawning.

\[Image of Dave Rothfield\]
**CONCERT REVIEW**

### Willie Wows Wollman

**NEW YORK**—Up from the South came Wet Willie (Capricorn) to completely bowl over a frenzied audience at the Wollman Rink (14). After a restrained instrumental opening, "Hearts," the native Alabamians picked up the pace, and by the middle of their set folks were dancing in the aisles, in front of the stage, on the chairs—anyplace danceable.

**Jimmy Hall**

The group's focal point and self-contained power plant is lead singer Jimmy Hall. He was out front on every song, clapping his hands, dancing back and forth across the stage and exhorting the audience to "shake a tailfeather." He is also a superb rock and roll singer, blending the styles of Little Richard, Elvis, Rick Jagger and any number of Southern Baptist travelin' evangelists. Everything worked for Mr. Hall on this night, even his non-sequiturs. At one point, and for no apparent reason, he cried out: "Anybody ready for some red-hot barbecued chicken?" In its context, which was no context at all, the question was hysterical. Little touches like that add to the thrill of a show.

One cannot find praise enough for the steady, quiet competence of Rick Hirsch (lead guitar), Jack Hall (bass guitar), John Anthony (keyboard) and Louis Ross (drums). Donna Hall and Ella Avery, the Williettes, added an extra dimension to the band with their inspired vocalizing. Too often, their voices were inaudible because they were under-miked. The Willie's songs were basically straight-ahead rock and roll, save for an occasional blues number like Jimmy Reed's "Shame, Shame, Shame." "Lucy Was In Trouble" and "Soul Jones" started all the commotion, as people began filing out of the bleachers, intent upon doing some serious dancing.

It was a night of foot-stompin', hand-clappin', tailfeather-shakin' music done up in grand style by five guys and two girls who play and sing rock and roll like they invented it.

There's no need to hedge: Wet Willie is a great band.

---

**Lucien ‘Makes Love’ To Schaefer Crowd**

**NEW YORK**—"When he sings he's makin' love to somebody," said one woman as she left Avery Fisher Hall Sunday night (18) at the conclusion of Jon Lucien's (RC) concert. And judging by the ovations accorded Lucien several times, and by the general good-time nature of the audience, the lady was not alone.

A native of St. Thomas, West Indies, Lucien directs his songs at the heart as he scats, growls, grunts and sings. He uses lyrics as a base for improvisation just as others use melody lines. Latin and African rhythms abound as he matches his vocal wits with the voices of his percussionists. "Sis-ter Love," "So Little Time!" and "Would You Believe In Me" were among the highlights. Only the strings and horns intruded upon a set which, while repetitive in its arrangements, filled the auditorium with heated excitement.

Opening this second WVVRF-FM/Don Friedman-sponsored concert was Blue Note flautist Bobbi Humphrey who joined Lucien during his encore — something which should have been done earlier in the program. Ms. Humphrey is a true master of her instrument, a superb improviser and the scene's most deserving recognition in jazz and rock circles.

An audience well-versed in both Lucien's and Humphrey's material filled the house to capacity (the show sold out almost a week in advance), proving once again that the proper combination of artists promoted properly (in this case via WVVRF, primarily) can be a successful venture financially and musically — even for artists one might not expect to fill even a smaller hall under less professional circumstances.

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**Quatro Tours U.S.; Appoints Mamis PR**

**NEW YORK**—Suzi Quatro (Bell) will return for her second American tour on August 30th.

Currently in the charts with her single, "All Shook Up," from her debut album, "Suzi Quatro," Suzi will primarily be appearing along with Uriah Heep in areas of the country she missed during her April tour. All publicity for Suzi Quatro will be handled by Famous Toby Mamis, according to Leo Fenn of Prevue Management, Suzi's American manager.

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**M&S Taps Swaney**

**LOS ANGELES**—McFadden, Strauss & Irwin Inc. has named Dave Swaney the post of directo of the public relations firm's music department, effective immediately.

For the past two years, Swaney has headed his own independent creative services firm, Dave Swaney's Company, which has produced advertising and merchandising elements for a number of west coast record companies.

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**Avco Comes to Music City**

Shown at the special party in Nashville given by Avco Records to announce the opening of an office in that city are (from left) R.W.'s John Studviant; Frank Mull, national country sales and promotion director for Avco; Avco label chiefs Hugo and Luigi; Al Gallico; and George Richey, vice president and Nashville operations chief.

**Island Taps Westlund**

**LOS ANGELES**—Charley Nuccio, president of Island Records Inc., has announced the appointment of Dee Westlund as production director for the label, effective immediately. She will headquarter at the label's offices in Los Angeles at 7720 Sunset Blvd.

Ms. Westlund will be involved in coordinating the manufacture and distribution of Island product in the United States.

Ms. Westlund comes to Island from 20th Century Records where she worked in the marketing/sales department.

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**Sire Inks Trace**

**NEW YORK**—Trace, a newly-formed Dutch band, has been signed by Sire Records for the United States and Canada, after successful negotiations between Sire's managing director Seymour Stein and Ben Bunders of Phonogram International, B.V., who hold the world record contract on the band.

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**March Forms New Birth**

**NEW YORK**—Myrna March has formed a new company to be known as New Birth Music, Ltd. and announced that her existing firms, March-On and Make Music, will be part of the expanded operation. New offices are located at 25 Central Park West with a new phone listing (212) 582-0204.

**Gardiner Rejoins R&C**

**LOS ANGELES**—Diane Gardiner has rejoined the publicity firm of Rogers and Cowan as account executive in the music division, announced Warren Cowan, president of R&C.

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**Wagner Named By Manzarek**

**CHICAGO**—Ray Manzarek has contracted guitarist Dick Wagner to appear on the organist's second solo album for Mercury Records. It's expected Wagner will also tour with Manzarek in the fall.

Wagner will arrive in Los Angeles on September 15 from Toronto where he is working with Alice Cooper and producer Bob Ezrin. Work will begin immediately on a new Manzarek album.
Hall of Fame Nominates Six

NASHVILLE—The Country Music Association has announced that six finalists have been nominated for the Country Music Hall of Fame. One will be chosen for induction at the 8th annual CMA Awards Show October 14.

The nominees this year are: Owen Bradley—bandleader, singer, record producer and executive; Vernon Dalhart—first country singer to sell a million records; Frank (Pee Wee) King—singer, bandleader, songwriter; Minnie Pearl—comedian, singer, drama coach, dancer; Merle Travis—pioneer bluegrass artist, songwriter, guitarist; and Kitty Wells—singer and songwriter known as "Queen of Country Music."

Voting is by a secret committee established by the CMA with the ballots being turned over to Touche-Ross, the accountants who handle the balloting for the Awards Show. The winner's name will be placed in a sealed envelope to be opened on the show.

The Country Music Hall of Fame was established by the Country Music Association as an institution devoted to recognizing and honoring noteworthy individuals for outstanding contributions to country music.

Jerry Bradley

(Continued from page 4)

have in the superior performance we can expect to have from him in the future."

Glancy noted that Bradley would continue expanding RCA's artist roster. He said Chet Atkins would remain a division vice president, country music, but would now be able to devote all his talents to his own recordings and to producing recordings for a selected number of RCA's artists.

Bradley had joined RCA Records in 1970 as an executive producer and as Atkins' personal assistant.

Chuck Glaser Forms New Talent Agency

NASHVILLE—Nova, a new talent representation agency, has been formed in Nashville, with offices at 910 17th Ave. South. The firm's owner is entertainer-music businessman Chuck Glaser.

Among the acts the agency has signed for exclusive personal appearance representation are David Allen Coe, Donna Douglas, Chuck Glaser, Joe Heathcock, Waylon Jennings (except for college dates), Terri Lane, Jerry Lee Lewis, Dick Mohr and Gamble Rogers.

Staff

The Nova staff, in addition to Glaser, consists of agency director Earl F. Owens, Glaser's administrative assistant Brooke Faragher, account executives Roy Dean and Scott Faragher, and secretaries Lois Newman, all of whom have extensive backgrounds in their specific areas of function.

Glaser was formerly a member of the award-winning act of Tompall and the Glaser Brothers. He will continue to record and perform as a solo act as well as pursuing a career in acting.

In keeping with the policy of total representation as opposed to simply booking personal appearances, Nova offers sound and lighting for its concerts through the abilities of John Hensh, who designed the entire staging setup for the Waylon Jennings show, and the public relations services of Owens-Fair and Associates have been retained, not only to promote the Nova Agency but to coordinate and expand the promotional opportunities for each client.

In a related move, Earl Owens (who owns Owens-Fair) has named Bill Littleton director of and a partner in the Nashville PR firm but is retaining his interest in the company. Connie Littleton and Sharon Woods comprise the remainder of the Owens-Fair staff.

WB Names Wickham Country Music Director

BURBANK—Mo Ostin, chairman of the board, and Joe Smith, president, have announced the appointment of Andrew Wickham as director of country music for Warner Bros. Records in a re-structuring of the label's year-old Nashville office.

Effective this week, Wickham will oversee the company's efforts in country music, directing the signing and production of artists to the Warners label as well as coordinating all promotional and administrative campaigns in behalf of Warners' country artists.

Joe Smith, Andrew Wickham, Mo Ostin.

with the home office in Burbank.

Wickham joined Warner Bros. seven years ago and has served (Continued on page 62)

NASHVILLE REPORT

By RED O'DONNELL

Disc and film producer Gene Nash, who was born and lived here for years, and Monique Peer, owner of Peer Corp., said to be the largest song publishing company in the world, were recently. They were in town for opening of Peer Corp.'s new local office, which is managed by veteran Brad McCuen.

Actor Ernest Borgnine will be a guest on the premiere show of Hee Haw's new season the Wednesday night of Sept. 14-15. The series producer Sam Louvollo advises that it has been sold in 220 markets, peak coverage. (It was aired in 217 last year.)

Porter Wagoner's "going away" gift to former singing partner Dolly Parton was a diamond-studded guitar—plus eye glasses with 20-carat gold-plated frames decked with 14-carat gold butterflies. Cost estimated at $1,000.

Singer Marilyn Sellars, whose Mega recording of "One Day at a Time" is now in both the country and pop fields, has been signed to appear on an ABC-TV special this fall. She'll share the spotlight with Jimmie Rodgers, Enzo Sturiali, the Shirrelles and actress Elke Sommer.

Singer-writer Eddy Raven denies the rumor that his real name is Edgar Allen Poe Raven . . . Quoth that Raven, ever more! Buffy Sainte-Marie, the Cree Indian, has been recording another album at Quadrafonic Studio. Buffy wrote the songs and co-produced the LP with Norbert Putnam.

The Pointer Sisters, enjoying their first country hit in "Fairytale," have something in common with the Carter Sisters. Each family has one "Anita" and one "June" among its singing trio.

It's no happenstance that the black pop quartet digs country. They listen to the Grand Ole Opry and the Louisiana Hayride on radio when they were youngsters living in Arkansas.


COUNTRY PICKS OF THE WEEK

FREDY WELLER, "YOU'RE NOT GETTING OLD (YOU'RE GETTING BETTER)" (Roadmaster, BMI).

A very positive love song that Freddy hooks for his little darlin' of a home. Freddy's getting better each time out and this one is no doubt headed for the top. Looks as if it could be Freddy's biggest yet.

The Roadmaster is coming home for this one! Columbus 3-10016.

SLEEPER TOMPALL GLASER, "MUSICAL CHAIRS."

(Evil Eye, BMI).

The great Tompall sings and swings through this melody, guaranteeing to gather the phones. The tempo is up as this one cooks and hooks with a cute story line. Flip is "Grab A Hold" and it definitely deserves a listen. A strong ballad, it's guaranteed to grab a hold. MGM M14740.

"NO WORD ON ME." DICK FELLER. Dick Feller is finally getting some well deserved recognition for his songwriting and his vocals. His debut album on Asylum showcases his tremendous talent. Feller has wit, style and maturity in his writing. The album features the single "Makin' The Best Of A Bad Situation" and a song no one could listen to once, "Cry For Lori." Asylum CM-1.
"Love Is Like A Butterfly" is soaring toward the #1 bouquet! Dolly Parton is being aired all over the country, with a few markets getting equally good response on "Sacred Memories." Maybe a dual winner?

Loretta Lynn's "Trouble in Paradise" is having no trouble getting played!

There's a pile of reports coming in on "Delta Dirt!" Larry Gatlin fever is spreading nationwide no trouble getting played!

Of Mine") is getting its novelty message on the airwaves, especially in Mid-America.

Don't You Come To Me" good at KBUC and WWOK.

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Loretta Lynn's "Trouble in Paradise" is having no trouble getting played!
COUNTRY SONG OF THE WEEK

RAY GRIFF—Dot DOA-17519
THE HILL (Blue Echo, ASCAP)
Griff climbs on a self-penned hit. He should be on top of the charts with this ballad. One "hill" of a job!

JOE STAMPLEY—Dot DOA-17522
TAKE ME HOME TO SOMEWHERE (Al Gallico/Algee, BMI)
Stampley takes this one home. It's going somewhere on the charts—the top!

WILMA BURGESS—Shannon S821A
LOVE IS HERE (Ma-Ree, ASCAP/Porter & Jones, ASCAP)
Beautiful ballad that will have folks reaching for the radio knobs to turn it up. A hit is here!

LARRY KINGSTON—JMI 45
IN THE PALM OF YOUR HAND (Owepar, BMI)
THE DOOR'S ALWAYS OPEN (Jock, BMI)
The second release for this artist is sure to please all the little darlins. Smooth production!

LARRY STEELE—Air Stream AS 004
DAYLIGHT LOSING TIME (Barmour, BMI)
It's winning time when it comes to this one. Larry Lee writes the good honky tonk sound that will pull the coins in jukes like a magnet.

BOB JENKINS—20th Century TC-2126
SOUTH SIDE (The Rio Grande) (Hit Brigade/Carl Becker, BMI)
Beautiful, soft sound that moves along like a cool wind on a hot day. The folks out in radio land will appreciate this smooth sound on their sets.

PHIL DAVIS—Country International 101
OH, GIVE ME A FOUR SQUARE MELODY (Malcom Ford, BMI)
A gospel flavor makes this a tasty selection. Programmers will eat this one up.

STONEY EDWARDS—Capitol 3949
TALK ABOUT A WOMAN (Owepar, BMI)
Stoney is talkin' about a hit. He digs his lady, and the jocks and the jukes dig Stoney. Stacks up well!

MOLLY BEE—Granite G509 A
SHE KEPT ON TALKIN' (Jerry Williams, BMI)
Molly keeps on singin' and the turntables keep on spinnin'. Listeners will be talkin' about this one for a long time.

RAY DEXTER—Dot DOA-17521
NEBRASKA SUNRISE (Tora Arat/Peer, Int., BMI)
The sun's coming up on this record. Could be bigger than a midwest wheat field.

DAVID HUSTON—Dot DOA-17522
THE DOOR'S ALWAYS OPEN (Jock, BMI)
The second release for this artist is sure to please all the little darlins. Smooth production!

DON CUSCIC

Anderson Narrates Film

NASHVILLE — Country music artist Bill Anderson will narrate and appear in a new film titled "All In The Name Of A Song." The feature film is being produced by Sid O'Berry and Bill Hunt, and is being entirely filmed and produced in Tennessee.

Songwriter Story

"All In The Name Of A Song" relates the story of a young songwriter who hitchhikes from California to Nashville in the hope of making it big as a country music songwriter.

CBSTouts Gatlin at Media Fete

NASHVILLE — The promotion staffs of Monument and Epic Records hosted a media party for Larry Gatlin at the Exit/In on Monday (19). The party was the first in a 17-city major promotional tour organized to present Gatlin to the media.

At the party, laminated buttons were given away; a movie was shown featuring Gatlin singing, and Johnny Cash, Fred Foster and Kris Kristofferson commenting about the young singer/songwriter; and a short performance by Gatlin was given.

Gatlin's performance included songs from his just-released "Rain-Rainbow" album as well as selections from his first album, "The Pilgrim." He highlighted the set with the performance of his new single, "Delta Dirt."

Gatlin's voice is the envy of everyone who's ever sung a note—from top professionals in the music business to those who sing in the shower; he makes any song a masterpiece with an abundance of quality and range.

Recently Gatlin has been featured on the charts as a writer, garnering his tremendous talent and potential for future stardom. As an artist, Gatlin has seen his first two releases, "Sweet Becky Walker" and "Bitter They Are, Harder they Fall," place in Record World's charts, and his latest pick, "Delta Dirt" receive a pick last week.

Gatlin finished his short performance to a standing ovation and returned to the stage for an encore. The media and music industry crowd filled out of the Exit/In singing Gatlin's praises, acknowledging his tremendous talent and potential for future stardom.

A special action network between the CBS Records field staff and national promotion and national press and public information offices has been organized to provide weekly newsletters to all of the invitees in each of the 17 cities. This new system will incorporate a major national press effort currently in operation.

The Gatlin tour includes Nashville, the Missouri State Fair, Minneapolis, Cleveland, Cincinnati, the Ohio State Fair, St. Louis, Memphis, Oklahoma City, Dallas, Seattle, San Francisco, Los Angeles, Phoenix, Denver, Miami and Richmond.

SONNY JAMES PROMOTION BEGUN BY COLUMBIA

NASHVILLE — Columbia Records artist Sonny James has begun an extensive major market promotional tour which will include radio, major accounts and will conclude with a network television appearance on the Mike Douglas Show.

The Sonny James campaign was launched in August 19 in Houston, Texas with scheduled stops in Amarillo, Dallas, Little Rock, Atlanta, Cincinnati, Cleveland, Boston, Pittsburgh, Baltimore, Washington, D.C. and Philadelphia.
Super Sounds for the SUMMER of '74 from Capital Country

**Country ANNE MURRAY**

Finer Things In Life

RED STEAGALL

Includes "He Thinks I Still Care" and "Son Of A Rotten Gambler"

TENNESSEE ERNIE FORD 25th ANNIVERSARY

Yesterday-Today

Hymns-Gospel

SUPER CONNIE CATO

Hang In There Girl

FREDDIE HART

Includes Freddie's big hits "Hang In There, Girl" and "The Want-To's"

ST 11296 includes AGUST 31, 1974.

**THE COUNTRY ALBUM CHART**

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<thead>
<tr>
<th>#</th>
<th>Date</th>
<th>Title</th>
<th>Label</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>AUG. 24</td>
<td>COUNTRY PARTNERS: CONWAY &amp; LORETTA - MCA 427</td>
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<td>AUG. 31</td>
<td>IF YOU LOVE ME OLIVIA - WILSON-JOHNSON - RCA 411</td>
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<td>3</td>
<td>AUG. 31</td>
<td>BEHIND CLOSED DOORS CHARLIE RICH - Epic KE 33247</td>
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<td>4</td>
<td>AUG. 31</td>
<td>RUB IT IN BILLY CRASH CRACKDOCK - ABC ABX 817</td>
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<td>AUG. 31</td>
<td>BACK HOME AGAIN JOHN DENVER - RCA CPL-0548</td>
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<td>AUG. 31</td>
<td>STOP AND SMELL THE ROSES MAC - DAVIS - Columbia KC 32582</td>
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<td>AUG. 31</td>
<td>BOOGIE BOOGIE - BOO BLUES - ABC ABX 817</td>
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<td>IN MY LITTLE CORNER OF THE WORLD MARIE OSMOND - MGM MG-4944</td>
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<td>AUG. 31</td>
<td>LORETTA LYNN'S GREATEST HITS, VOL. 2 - MCA 120</td>
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<td>AUG. 24</td>
<td>ELVIS - LIVE ON STAGE IN MEMPHIS - RCA CPL-0606</td>
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<td>VERY SPECIAL LOVE SONGS CHARLIE RICH - Epic KE 32531</td>
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<td>SPOOKY LADY'S SIDESHOW KRIS KRISTOFFERSON</td>
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<td>AUG. 31</td>
<td>HEY THERE GIRL DAVID ROGERS - Atlantic SD 1036</td>
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<td>AUG. 31</td>
<td>THERE WONT BE ANYMORE CHARLIE RICH - RCA APL-0433</td>
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<td>15</td>
<td>AUG. 31</td>
<td>GOOD AND COUNTRY MARTY ROBBINS - MCA 421</td>
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<td>16</td>
<td>AUG. 31</td>
<td>I-40 COUNTRY JERRY LEE LEWIS - Mercury SRM 710</td>
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<td>AUG. 31</td>
<td>PURE LOVE SONDRA MISSAP - RCA APL-0500</td>
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<td>FOR THE LAST TIME BOB WILLS &amp; TEXAS PLAYBOYS - UA-LA216 J2</td>
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<td>AUG. 31</td>
<td>COUNTRY BUMPIN' CAL SMITH - MCA 424</td>
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<td>AUG. 31</td>
<td>IT'S THAT TIME OF NIGHT JIM ED BROWN - RCA APL-0572</td>
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<td>AUG. 31</td>
<td>ONE DAY AT A TIME MARILYN SELLS - MEGA MPLS 602</td>
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<td>YOU'VE NEVER BEEN THIS FAR BEFORE CONWAY TWITTY - MCA 366</td>
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From Mercury's Album
'COUNTRY IS' SRM1-1009
Musicasette MCR4-1-1009
Stereo 8 MC8-1-1009

Exclusive writer:
HALLNOTE MUSIC, P. O. Box 40209, Nashville, Tennessee 37204

Exclusively on Mercury Records,
Distributed By Phonogram, Inc.

Exclusive Bookings For
TOM T. HALL
WILLIAM MORRIS
AGENCY, INC.
(615) 385-0310 • 2320 Crestmoor Road
Nashville, Tennessee 32215
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**Impressions of the Japanese Market**

(Continued from page 6)

**Festival Success**

“Special mention,” said Austin, “should be made of the festival,” providing the best possible instrumentalists to back the great artists from all over the world.” He especially mentioned the names of Hidemi Kono, chairman of the Tokyo Popular Music Promotion Association; Hiroshi Suwa, president of TBS, which sponsors the festival; Kimio Okamoto, general director of the festival; R. Hattori, the judges’ chairman; and Taki Katoh, executive secretary and liaison for the foreign judges, as among those who aided in the overall success of the event.

Finally, in speaking of the CMA meet, Austin credited Shu Kusano, of Shinko Music Publishers, and A. Torio, of Victor Japan, for making a special party for the CMA “a huge success.”

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**AmericanRadioHistory.com**

Tokyo Popular Music Promotion festival; Kimio Okamoto, general secretary and party for the a&r staff producing artists in the last five years as a member of Goldie Worden (L. Worden)

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**Record World August 31, 1974**

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**George Allan, Chet Acker**

Andrew Wickham

(Continued from page 57)

the last five years as a member of the a&r staff producing artists including Goldie Hawn, Nancy Sinatra, Doug Shaughnessy and the Mighty Sparrow, director of country music for Warners, will be based in Burbank and commute regularly to the Warners Nashville office at 1111 17th Avenue South.
Tommy Overstreet.
"If I Miss You Again Tonight"

Don't Miss It!

Available on Dot Records
Distributed By Famous Music Corp A G+W Company
Produced By Ricci Mareno and MGB Productions
Written By Ricci Mareno Charlie Black Marianne Mareno
Management By The Jim Halsey Co. Tulsa, Oklahoma
THE HIT MEN OF ROCK
HAVE PUT ALL THEIR BULLETS INTO A BRAND-NEW PIECE

12 KILLERS AT LARGE ON WARNER BROS. RECORDS & TAPES
LET THEM TAKE YOU FOR A NICE LONG RIDE...