

Billboard

NEWSPAPER

 BBDORDE100DES026 L JUN 73
 ORDER DIVISION
 DES MOINES PUB LIBRARY
 100 LOCUST ST
 DES MOINES IA 50309

 DECEMBER 16, 1972 • \$1.25
A BILLBOARD PUBLICATION
 SEVENTY-EIGHTH YEAR
 The International
 Music-Record-Tape
 Newsweekly
TAPE/AUDIO/VIDEO PAGE 24
HOT 100 PAGE 59
TOP LP'S PAGES 55, 57

Indie Distributors Evaluate New Assn., NARM

By EARL PAIGE

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

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

However, indications are that some independent distributors lean toward a separate organization, a concept discussed recently at a meeting of key southern independents at Memphis (Billboard, Nov. 18).

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

(Continued on page 51)

Mechanicals, Jukebox Royalty Increase Eyed

By MILDRED HALL

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

proposed in 1967 to about 3.1 cents, and the jukebox rate to slightly over \$10 per box per year, from the original \$8.

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

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

(Continued on page 51)

'SQ' Invades German Mart

By CLAUDE HALL

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

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

Catalog 'Q' Hot

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

(Continued on page 62)

New Copyright Law in Manila

By OSKAR SALAZAR

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

President Ferdinand E. Marcos has stated, in issuing the decree, that "tremendous strides in science

(Continued on page 46)

Maitland Unveils U.S. MCA Label

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

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

(Continued on page 62)

UA Sets \$500,000 For Better Mfg.

By NAT FREEDLAND

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

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

(Continued on page 51)

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

By NIGEL HUNTER

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

The WEA group has opted for the personal touch with its stockroom offensive scheduled for Dec. 18-22. This involves visiting venues throughout the country during this period.

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

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

RCA's Christmas stocking plans

(Continued on page 46)

Cayre Urges Latin 'NARM'

By JIM MELANSON

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

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

Caytronics itself, on the music scene since 1968, is one of the

(Continued on page 10)



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

DOUBLE DYNAMITE

JAMES BROWN
"GET ON THE GOOD FOOT"
 PD2-3004

A very special 2-Record Set

IT INCLUDES THE MILLION-SELLING
 TITLE SONG AND A NEW CHARTBREAKER:
"I GOT A BAG OF MY OWN"
 PD 14153

Available on Polydor Records

(Advertisement)



“Remember”

74-0855

{Magic}

From “Son of Schmilsson”

LSP 4717 P8S/PK 1954

RCA Records and Tapes

EIA Survey: Imports and Export Equipment Up

NEW YORK—The Marketing Services Division of the Electronic Industries Association (EIA) has reported an increase in both imports and exports, consumer electronics equipment, during September, with the exception of color TV imports and monochrome TV exports.

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

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

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

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

Weintraub in Pact

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

Bio LP's Plug Mandala

NASHVILLE—Mandala Records, which is distributed in the U.S. by Starday-King here, will promote two of its first three album releases with audio biographical albums featuring interviews conducted by Richard Robinson of Pop Wire Service, New York. Louis Lofredo, president of Mandala, said that 1,200 copies each of the audio biography of Robert

Simon, CBS & Publisher Sue Marks

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

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

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

CARROLL FETE ON DEC. 20

NEW YORK—Carroll Musical Instrument Service Corp. will commemorate its 28th anniversary and its recent move to new facilities with an open-house party Dec. 20 at 351-53 W. 41st St.

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

tember over the similar period in 1971.

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

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

Hakim Sparking Forming Of Midwest Promo Assn.

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

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

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

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

Concert Launches Buddah U.S. Charisma Promotion

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

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

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

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

"Some of our branches are using FIND and are experiencing a much

easier and more economical way of handling special orders," Lavinthal said in his notification to his branches calling on them to start using the service.

The veteran wholesaling executive told Billboard:

"We are extensive catalog stockers. However, none can stock the 62,000 titles that FIND has in its warehouse.

"We feel that there is a lot of

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

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

"As a matter of fact, it was our intention to try to do something like FIND ourselves. We would have one warehouse that would stock all the manufacturers' catalog product so that we could pull product from that central warehouse as we needed it. When FIND actually did it for us, it's no longer necessary for us to make that investment. We really intend to use FIND, and use it to build plus business."

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

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

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

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

Record Tape Center East will be a discount store.

REVIEW:

Bouncy Bette Today's Bra-less Barbra

By NAT FREEDLAND

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

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

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

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

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

NOTICE

The regular weekly air delivery of Billboard was delayed this week as a result of a TWA Airlines ground crew slowdown. Normally, the issues are dispatched by air for worldwide delivery at Dayton, O., where the printing plant is located. Due to TWA's labor problems, issues this week were trucked into New York City and shipped by air from there.

Glory Sales Increase

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

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

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

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

(Continued on page 62)

tribute to needy children who are victims of Cerebral Palsy.

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

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

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

Jay-Kay Out; Alltapes Nabs

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

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

More Late News
See Page 51 & 62



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



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

'Rudolph' Riding High

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

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

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

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

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

Insurance on Instruments

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

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

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

ASCAP Accord With Radio

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

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

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

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

2 Atl Posters 'Best Designed'

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

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

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

Carol Gets Hot Atl Treatment

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

Executive Turntable

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



ELKUS



HOLZMAN



POPOVICH

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



BYRD



SCHAFFER



KNAUER

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



MITCHELL



BOWEN



SCHUPP



McDOUGAL

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

(Continued on page 62)

In This Issue	
CAMPUS	20
CLASSICAL	28
COUNTRY	40
INTERNATIONAL	45
JUKEBOX PROGRAMMING	36
LATIN	10
MARKETPLACE	39
RADIO	30
SOUL	22
TALENT	13
TAPE/AUDIO/VIDEO	24
FEATURES	
Stock Market Quotations	8
Vox Jox	34
CHARTS	
Action Records	52
Best-Selling Soul Albums	22
Best-Selling Soul Singles	22
FM Action	35
Hits of the World	50
Hot Country Albums	44
Hot Country Singles	42
Hot 100	59
Jazz	50
Latin	10
Top 40 Easy Listening	28
Top LP's	55, 57
RECORD REVIEWS	
Album Reviews	52, 53
Pick Singles & Radio Action	61

MUSIC ROW'S POSH MOTEL

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

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

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



The Johnny Mann Singers Stand Up And Cheer

including:
Neil Diamond Medley: Sweet Caroline,
Cracklin' Rosie; Holly Holy
Natural Man; A Natural Woman Medley
Scarborough Fair/Stand Up And Cheer
America, There's So Much To Say



Introducing The Johnny Mann Singers' debut album, "Stand Up and Cheer." A superbly performed and arranged album for the millions of fans who watch The Johnny Mann Singers' TV program every Monday night.

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



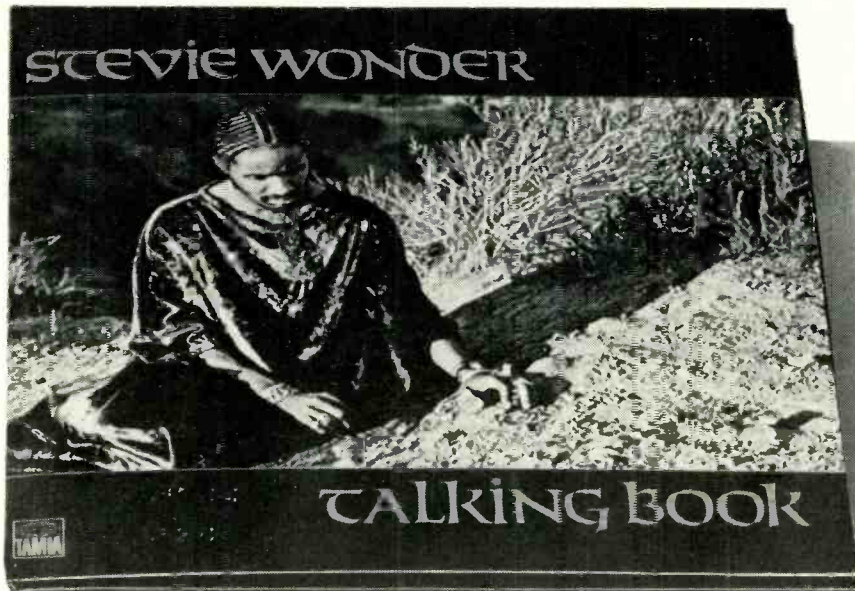
The staff and friends at
Irving Music
wish to congratulate
Helen Reddy
on her number 1 single
"I Am Woman"

Irving Music (BMI)/Almo Music (ASCAP)/The Rondor Group
PUBLISHERS OF FINE MUSIC

Here is my music.
It is all I have to tell you
how I feel.

Know that your love
keeps my love strong.

—Stevie



Includes Stevie's
Hit Single
"Superstition"

#54226

Those words appear on
Stevie Wonder's newest
album, "Talking Book."
They're printed in braille.
So they won't be "seen"
by anyone. But their
meaning will be felt by
everyone.

Stevie Wonder.
"Talking Book." A lot of
feeling. Listen.



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

©1972 MOTOWN RECORD CORPORATION

Cayre Urges Latin NARM

• Continued from page 1

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Tico, Alegre in Royalco Pact

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

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

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



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

Musical Isle Oldie Single Push for Yule

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

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

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

Latin Concert For Academy

NEW YORK—"Musica," a two-performance Latin concert, will be presented at the Academy of Music here Dec. 27. The concert is being promoted by Musica Productions.

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

Dick (Ricardo) Sugar will broadcast a live show from the hall's lobby over station WHBL. The emcee duties for the shows will be shared by Joe Gaines, Polito Vega and Dizzy Issy Sanabria.

Latin Scene

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

Alan Lorber Productions is in the midst of producing a hour "Latin Soul Bandstand" program. With Joe Bataan (Fania) slated to host the show, it is scheduled for New York release in Jan. . . . Pancho Christal (All Art) reports that Orchestra Broadway's LP has been getting good airplay, as well as sales. . . . Pete Rodriguez' latest single is scheduled for release at the end of the month. . . . Argentinian singer Sabu (Exitos) has taped a special for Channel 47. It will be aired the last week in Dec. . . . Fania's "Our Latin Thing" will soon be seen in Benelux theaters, according to Jerry Masucci. . . . Rosas a Landra has received a gold LP for "El o Yo." . . . Parnaso Records has released LP product by Orchestra Willard, featuring Willie Pastrana (1100) Yaco Monti "Me Voy y No Llores" (1101), Maria Brull "Por Los Siglos de Los Siglos" (1102)—it's her first LP release under the label, D'Aldo Romano "Plegaria de un

Soldado" (1103), Lou Perez "Barrio" (1104), Los Angeles Negros, Vol. 5 (1105), Joey Pastrana "Don Pastrana" (1106), and Romulo y Remo "La Cama de Maria Salta Salta Pequena Langosta" (1101). . . . Leonel Vaccaro, recently signed to Fania, will soon begin a tour which will bring him to Lincoln Center in New York, Symphony Hall, Newark, N.J., the Rendezvous, San Salvador and Centros Nocturnos, Chicago, Ill. . . . Azteca (Columbia), a seventeen piece rock group, has been receiving good airplay and sales returns on their "Azteca" LP. Plans call for the group to go on a nation-wide tour in early Jan. . . . Ednita Nazario, recently signed to Tico Records, is presently taping specials in Puerto Rico for WRK-7. She'll shortly be arriving here to record an English LP, as well as a Latin LP. . . . Antonio Contreras reports from Puerto Rico that Marco Antonio Muniz (RCA) is in the midst of an eight-week engagement at the Caribe Club of the Caribe Hilton Hotel. His holiday appearances at the club have become somewhat of a local tradition. He also has been hosting a noon-time television program on channel 4. Muniz' latest LP, made up of songs by the late Puerto Rican composer Sylvia Rexach, has been selling well, according to Ignacio Mena, director of record sales for Kelvinator/RCA distributors. . . . Julio Iglesias (Columbia Alhambra), artist/composer from Spain made his third visit to Puerto Rico with a two-week engagement at the San Jeronimo Hotel. After a stay in Mexico, he goes to Miami for nightclub and television appearances. . . . Roberto Yanes (Fania International), an Argentinian sing-

Billboard		Hot Latin LP's IN CHICAGO		Billboard SPECIAL SURVEY for Week Ending 12/16/72
This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart	
1	—	PORQUE Los Babys, Peerless 1609	1	
2	—	POR EL LIBRO Gran Combo, EGC 003	1	
3	—	EL JUICIO Willie Colou, Fania 406	1	
4	—	QUE VIVA LA MUSICA Ray Barretto, Fania 427	1	
5	—	SUFRIR Rodolfo, Fuentes 3143	1	
6	—	EL AUSENTE Jose Miguel Class, Neliz MLP 2636	1	
7	—	PAYASO Ralphy Leavitt y La Orquesta le Selecta, Borinquen DG-1212	1	
8	—	CORNELIO REYNA Bego 1092	1	
9	—	HITS OF 1972 Ramon Ayala, Tex Mex 7004	1	
10	—	Y VOLVERE Los Angeles Negros, Parnaso 1070	1	
11	—	BIG BREAK Willie Colon, Fania 394	1	
12	—	EL GUSTO ES SUYO Augustine Ramirez Y Freddy Martinez, Zarape 1070	1	
13	—	ISMAEL RIVERA Tico 1215	1	
14	—	ARRIBA HUENTITAN Vicente Fernandez, Caytronics 1333	1	
15	—	LA CARNE LO MATO Yoyito Cabreja, Westside 1224	1	
16	—	PURO NORTE, VOL. II Lucha Villa, Musart 1518	1	
17	—	MI ARBOL Y YO Esteban, Musimex 5029	1	
18	—	OLVIDA Odilio Gonzalez, Dial 1043	1	
19	—	ROBERTA ROENA & SU APPOLO SOUND Roberta Roena, International 423	1	
20	—	AQUI ESTA OTRA VEZ EL AMO Y SENOR Cornelio Reyna, CR 5025	1	

er, is another regular visitor to Puerto Rico's clubs and television stations. He has been performing at the Hipocampo Club and has made appearances on the Show Goya over Channel 4. . . . Local recording artists Danny Rivera (Velvet) is at Ocho Puertas in Old San Juan, Felo Bohr (Cema) is at The Lounge, and Teddy Trinidad (Fania) is at the Raquet Club Hotel. . . . Enrique M. Garea, director general of Alhambra/Columbia Records, Spain, visited Puerto Rico to meet with his local representative Juan A. Esteves. Garea is also connected in Spain with Notas Magicas, S.A., Burlington Music Espanola, Ivan Mogull Espanola and Ediciones Musicales. . . . Howard Aronson, regional manager, and Robert Haspel, field sales manager, for Audio Devices, Inc. (Capitol Industries N.Y.) are in San Juan to make arrangements for the expansion of Audio Devices in the local market.

J. MELANSON/
A. CONTRERAS

Miller AF Band Is Reorganized

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

THE ALICE COOPER SHOW

EUROPE '72



EXCLUSIVELY ON WARNER BROS. RECORDS & TAPES



November 10th . . . GLASGOW . . . Green's Playhouse
 November 13th . . . PARIS . . . Olympia
 November 14th . . . MUNICH . . . Circus Krone
 November 17th . . . ROTTERDAM . . . Doelen Hall
 November 18th . . . AMSTERDAM . . . Concertgebouw Hall
 November 19th . . . HAMBURG . . . Exhibit Hall

November 20th . . . COPENHAGEN . . . K. B. Hallen
 November 21st . . . MALMO . . . Lund University
 November 23rd . . . ESSEN . . . Gruga Hall
 November 24th . . . BERLIN . . . Deutschland Hall
 November 25th . . . FRANKFURT . . . Festival Hall
 November 26th . . . ZUFINGEN . . . Music Hall

MANAGEMENT: A LIVE ENTERPRISES, INC., 155 W. 13th STREET, NEW YORK, N.Y. 10011 • (212) 697-2370 BOOKINGS: JON PODELL • (212) 371-7395

Hudson and Landry finally agreed to say a few words about Billboard's "Talent in Action"...

But we couldn't print them!

Actually, Billboard's "Talent In Action" speaks for itself. For four years, "Talent In Action" has faithfully covered the top talent of the international music industry, and this year is no different. "Talent In Action" is an indispensable guide for leading talent buyers and promoters who not only trust it, but use it. If talent is your business and action is your aim, then Billboard's "Talent In Action" is just what you're looking for.

Billboard's "Talent In Action," coming December 30, will open

up before the eyes of music influentials in every major city in the music world.

"Talent In Action" also recaps the achievements of recording artists who made an indelible musical impression throughout the year. With all of that, it's no wonder that Billboard's "Talent In Action" could be the best buy you'll make all year. And that's the *#@!&@ truth!

Ad Deadline: December 11 — Issue Date: December 30

Call a Billboard Sales Representative now.

LOS ANGELES

9000 Sunset Blvd.,
Los Angeles, Ca 90069
213/273-7040

NEW YORK

165 West 46th Street
New York, N. Y. 10036
212/757-2800

CHICAGO

150 North Wacker Drive
Chicago, Ill 60606
312/CE 6-9818

NASHVILLE

1719 West End Avenue
Nashville, Tenn 37203
615/329-3925

LONDON

7 Carnaby Street
London W.1, England
437-8090

MILAN

Billboard Gruppo sri.
Pizzale Loreto 9, Italy
28-29-158

TOKYO

Comfy Homes 713
6-6-28,
Akasaka, Minato-ku,
Tokyo, Japan
03-586-0261



Talent

Contracts Squeeze Talent in Chicago

By ANNE DUSTON

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

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

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

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

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

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

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

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

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

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

RCA also closed their recording (Continued on page 16)

Talent In Action

PROCOL HARUM
STEELEYE SPAN
TIR NA NOG

Academy of Music, N.Y.

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

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

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

NANCY ERLICH

THE ROWAN BROTHERS
BILL QUATEMAN

Troubadour, Los Angeles

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

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

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

Signings

The Everly Brothers have signed with the Reznick-Bernstein Agency of Beverly Hills. . . . Johnny Tillotson has signed with Columbia Records in Nashville for five years. . . . Buckingham and Nicks signed to Dave Swaney Productions in Hollywood. . . . ATI has announced the acquisition of exclusive booking representation for Epic recording artists, Elf. . . . Michael Fennelly, former singer-writer with Crabby Appleton, has signed with Epic Records.

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

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

NAT FREEDLAND

FABULOUS RHINESTONES
DAN FOGELBERG

Bitter End, New York

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

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

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

PHIL GELORMINE

RETURN TO FOREVER

Village Vanguard, New York

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

(Continued on page 18)

N'west Releasing Enters a New Booking Policy

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

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

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

From The Music Capitals of the World

DOMESTIC

LOS ANGELES

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

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

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

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

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

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

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

McKendree Spring, Blood, Sweat & Tears and Seals & Crofts on Metromedia TV special "Genesis." . . . Billy Joe Royal sings theme of "A Time for Evil." . . . Cass Elliot on new Jack Lemmon special.

Jack Bruce joins cast of "That'll Be the Day" starring Ringo, Nilsson, Everly Brothers, Keith Moon, Stevie Winwood and Pete Townshend.

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

Ray Charles and B.B. King share bill at Valley Music Theater. . . . All-star blind show at N.Y. (Continued on page 14)

Unsurpassed in Quality

GLOSSY PHOTOS 9 1/2¢ EACH IN 1000 LOTS

1000 POSTCARDS \$5500

100 8x10 \$1395

CUSTOM COLOR PRINTS \$85 per 100

COLOR LITHO \$175 per 1000

COLOR POSTCARDS \$120 per 3000

MOUNTED ENLARGEMENTS 20"X30" \$7.50 30"X40" \$10.50

COPYART Photographers

A Division of JAMES J. KRIEGSMANN 165 W. 46th St., N.Y. 10036 (212) PL 7-0233

COMEDY & SINGING TEAM

Single Performance

GROSS

\$67,800

JACKSONVILLE'S Coliseum

Means Business!

FOR DATES CALL

Dick McMeekin 904-354-2041

OR WRITE: 300 W. WATER ST. JACKSONVILLE, FLA. 32202

LITTLE ELMO IS HERE!



There is an engine.

Engine number 509.

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

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

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

The master this house, the paradise maker, Love.

Bring ye in the cargo.

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

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

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

Too there are others.

The Soldier of Peace.

Spurious.

Crystal Lady.

The Children Of The Rain Forest.

Goldie.

Many are we, angels descended.

Let the light of faith be upon thee.

The beacon hath reached thee.

Our ships are here.

On thy shores, welcome us.

"Excerpt from the book, "Sun Child". Printed with permission of Little Elmo Publications, Inc.

TALENT WANTED!

1. SINGERS
2. SONGWRITERS & Lyric Writers (50/50 Collaboration)
3. GROUPS (Rock, Soul, Pop, C&W, Etc.)

We will audition new talent and material for recording and national promotion. We handle the whole production, publishing and distribution through "Major Labels." Send us your name, address, and phone number. Tell us what you do—DON'T SEND MATERIAL.

OMEGA SOUND INC.

1831 Chestnut Street
Philadelphia, Pa. 19103
215-561-1636
(Collect Person to Person
Calls to Mr. Saft)

Bennett Seeks Natural Sound for Latest Album

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

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

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

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

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

Bennett and Basie have a professional relationship dating

(Continued on page 16)

From The Music Capitals of the World

• Continued from page 13

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

NEW YORK

Singer Tommy Makem (Bard) and children from the various church choirs in Belfast, Ireland, will headline the American-Irish Children's Christmas Concert at Carnegie Hall on Dec. 18. . . . U.K.

folksinging unit **Steeleye Span** (Chrysalis) are set for Stony Brook University Dec. 18. Group played Queens Community Theater Dec. 10. . . . **Clean Living** (Vanguard) will be performing Tuesday (12) at Westchester State Teachers College, Westchester, Pa. . . . **Steve Metz** will produce a new single with **Robin Lamont** of "Godspell" for Music Maximus, Ltd. and Bell Records. "Godspell's" **Steve Reinhardt** will do the arranging. . . . **Larry Coryell** (Vanguard) is appearing at the Esquire Show Bar in Toronto, Canada, through Saturday (16).

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

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

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

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

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

PHIL GELORMINE

Club for Youth To Open in Vegas

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

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

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

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

DECEMBER 16, 1972, BILLBOARD



Guest Star.

You. When you stay at Chicago's Hotels Ambassador. And the part is perfect for you.

Here you enjoy the same celebrity treatment as the stars who wouldn't stay anywhere else. From a staff that numbers five hundred — almost one for every room.

Speaking of rooms, you can dine in the fabled Pump Room. Or go back 200 years for a drink in the Prince of Wales. Or simply relax in your room. Which you'll find is much more than four walls and a bed.

All for a price that's not a bit astronomical.

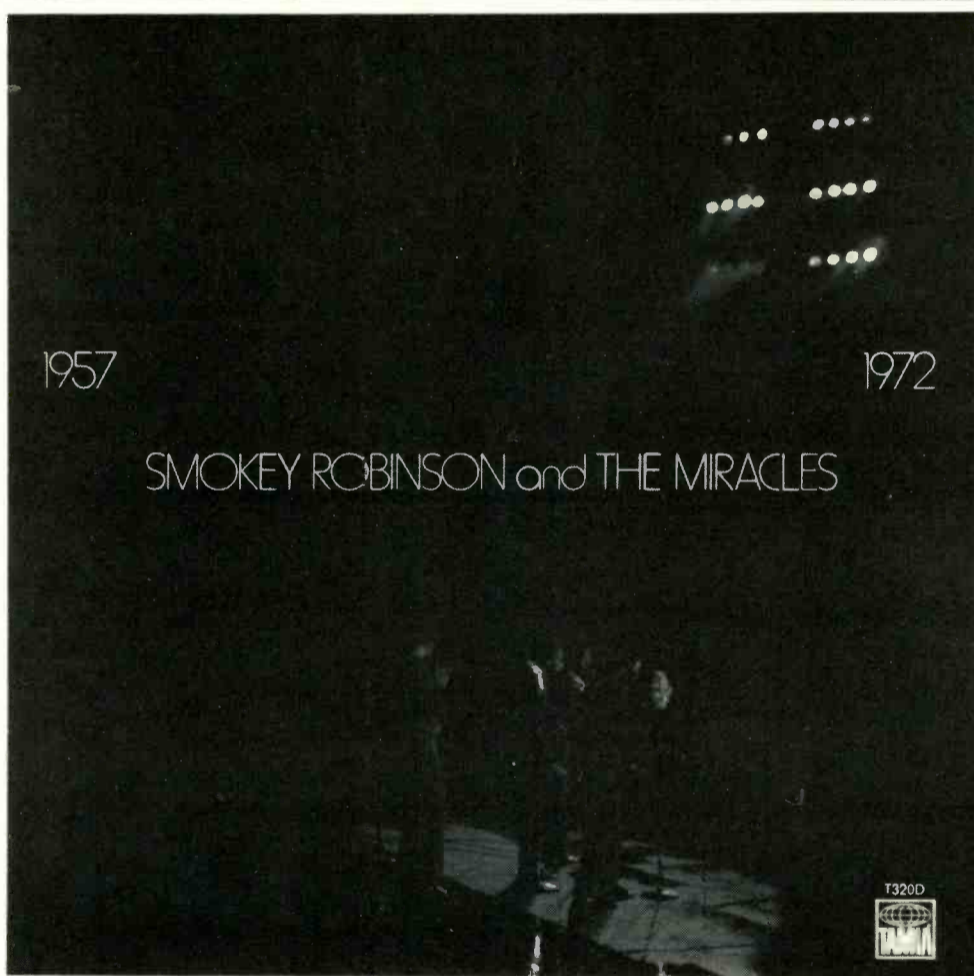
Especially for a hotel on Chicago's Gold Coast. We're at 1300 N. State Parkway, Chicago, Ill. 60610. Phone (312) 787-7200. Telex (312) 253-272.

Next trip to Chicago, do yourself a favor. Stay where people don't act like they're doing you one.

HOTELS

Ambassador
The Star Treatment

Recorded history.



On July 14, 15, and 16, 1972, Smokey Robinson and The Miracles gave a series of live concerts at Washington, D.C.'s Carter Barron Amphitheatre. They marked the last time that Smokey would appear on stage with The Miracles. Now, in a special two-record album, those farewell concerts have been recorded. It's history. Live. Tamla Album #T320D



The hit sound of Smokey and The Miracles continues with a new hit single called "I Can't Stand To See You Cry," from their album, "Flying High Together." T318L Tamla single #T 54225F.

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



©1972 Motown Record Corporation

Contracts Squeeze Talent

• Continued from page 13

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

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

Second Gold For Garden

NEW YORK — Following the sellout performance of Dec. 1, Ken Roberts is presenting Another Evening of Solid Gold at Madison Square Garden Dec. 15. The 4 Seasons, the Four Tops, Jay and the Americans and Martha Reeves, former lead singer of Martha and the Vandellas, will be featured at both concerts.

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

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

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

Singers Open Miami Club

By SARA LANE

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

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

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

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

Studio Track

By SAM SUTHERLAND

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

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

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

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

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

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

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

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

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

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

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

The Record Plant rig also caught the Beach Boys in concert at Carnegie Hall and at the Capitol Theater in Passaic, N.J.

The New York Record Plant itself has been the site of Yoko Ono's recent sessions for Apple. The next album, produced by John and Yoko, has been engineered by Jack Douglas.

John and Yoko's film unit, Joko Films, has also been using the studio to mix the soundtrack for the television special on the One To One Concert, scheduled to be shown on the ABC network on December 15. Dan Turberville engineered.

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

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

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

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

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

The onset of automated mix-down has posed both promises and problems for engineers, and the Institute of Audio Research is now hoping to rectify some of the latter by incorporating that technology into the engineering course scheduled to be conducted at the Ambassador Hotel in L.A.

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

"Hands-on" time will also be included, with participants set to try their hands at automated mixing on the Allison/Automated Processes mixdown system.

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

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

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

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

Bennett LP

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

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

its time for a
BUST!

16 Trk • 8 Trk • 4 Trk • Whatever
Ask About Our Track Record

- Jethro Tull
- Humble Pie
- Brooklyn Bridge
- 4 Seasons
- Barbara Jean English

Call Peggy . . . (201) 736-3087

Vantone Sound Studios
14 Northfield Avenue
West Orange, New Jersey
07052.

. . . . 20 Minutes from N.Y.C.

Who is
Needom
Carroll
Grantham?

dbx session scheduled?

Call:

Aengus Enterprises

Fayville, Massachusetts Bill Riesman 617/481-7600

Les Studios Andre Perry

Montreal, Quebec, Canada 514/527-2151

New London Recording Center

Birmingham, Alabama Rick Matos 205/871-4221

Bearsville Sound Studio

Bearsville, New York Al Grossman/Vinnie Fusco 914/679-8900

Electric Lady Studios

New York, New York Linda Sloman 212/777-0150

The Record Plant

Los Angeles, California Fran Hughes 213/653-0240

dbx

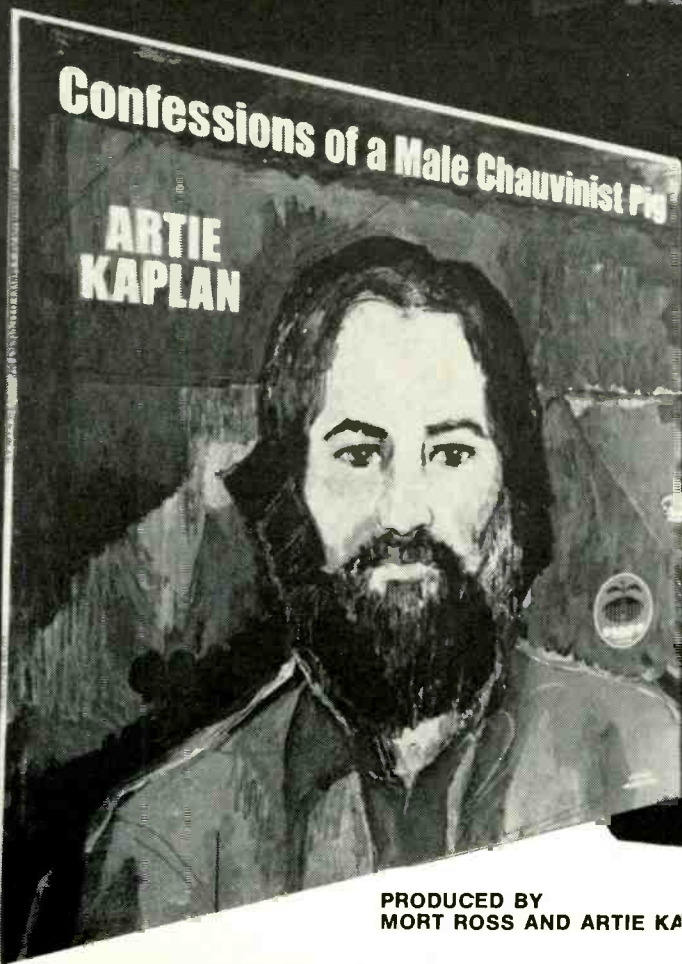
incorporated / 296 newton street / waltham, mass. / 02154



**A GREAT NEW LABEL!
A SENSATIONAL NEW ALBUM!**

ARTIE KAPLAN sings
**“Confessions
of a Male
Chauvinist
Pig”**

**ONE MAN'S STORY
(IT MAY BE YOURS TOO...)**



**PRODUCED BY
MORT ROSS AND ARTIE KAPLAN**

DISTRIBUTED BY VANGUARD RECORDS

Johnson Goes 'Where Action Is': Las Vegas

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

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

"So many big agencies come in to the Vegas hotels and they're able to sell a lot of the littler acts on the leverage position of having a main room act and then you end up with throw-away things in the lounge in their second and third billed slots," he charged.

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

veloping a family type of approach.

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

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

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

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

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

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

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

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

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

Seekers to Do Solo Disks, Too

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

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

BS&T Hot On TV Trail

NEW YORK—Blood, Sweat & Tears will balance concert appearances against mass exposure via television throughout December, including spots on a pair of important network presentations.

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

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

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

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



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

Talent In Action

• Continued from page 13

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

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

JIM MELANSON

ROD MCKUEN

Santa Monica Civic Auditorium

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

Relaxed and humorous, McKuen's between-songs patter provided a new light contrast to his songs of loneliness and transitory

Elvis Show Seen Reaching 1.5 Bil

HONOLULU — Elvis Presley's historic satellite-live television concert, originating Jan. 14 from the Honolulu International Center Arena, is expected to reach a global audience of 1.5 billion viewers.

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

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

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

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

NBC-TV has the American rights, but no price tag was announced for the deal.

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

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

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

Presley said he does not intend to be an ambassador or an evangelist during the broadcast. "It's just a great privilege to be able to do my best. There'll be no messages. I think that's my job," he said.

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

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

ATI Suit Vs. Hemdale

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

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

In addition to \$100,000 in punitive damages, the suit seeks damages, for loss of revenues, advertising and administrative expenses and the alleged damage to the plaintiffs' reputations. It also calls for a complete accounting of the defendants' earnings through the contract period.

Nurses to Sponsor Fete

NEW YORK — The Visiting Nurse Service of New York will sponsor a concert by The World's Greatest Jazz Band of Yank Lawson and Bob Haggart at Carnegie Hall on Jan. 17.

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

NANCY ERLICH

Who is
Needom
Carroll
Grantham?

45 RPM SALE
Formerly on Coin Machines and
sorted into below categories

Oldies
Assorted \$4.50
per 100

Country &
Western \$8.50
per 100

Send money order to:

JALEN
AMUSEMENT CO., INC.
1215 S. Howard Street
Baltimore, Md. 21230
Postage will be prepaid by us

TOP QUALITY
8X10
PRINTS

LITHOGRAPHED ON HEAVY GLOSS STOCK

BLACK & WHITE 8x10s
500--\$22.85 1000--\$35.00

COLOR PRINTS
1000--\$200.00

SEND FOR SAMPLES AND PRICES

ABC PICTURES
1867 E. FLORIDA ST.
SPRINGFIELD, MO. 65803

Chelsea

RECORDS

**Wayne Newton's new release...
not just a new record...
a message to people everywhere.**

"ANTHEM" 78-0109

By: Tony Romeo

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

We used to pray for
Folks far away
For workin'
For rain
For endin' the war
For people from the past that we miss
Now our only prayer is this:
Let my woman be safe
In the house without a voice

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

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

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

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

Campus News

Herman Sparking Herd of Bands

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

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

Seminar Approach
Herman's "seminar" approach is indeed distinctive in its casual, almost spontaneous tone, as well as in the opportunities clinics in reaching an entire generation of musicians. As Herman himself is quick to point out, "The last figure I received on the number of bands is 35,000 stage bands in high schools alone. And the level of some bands in high school is amazing, largely because of superior educational facilities."

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

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

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

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

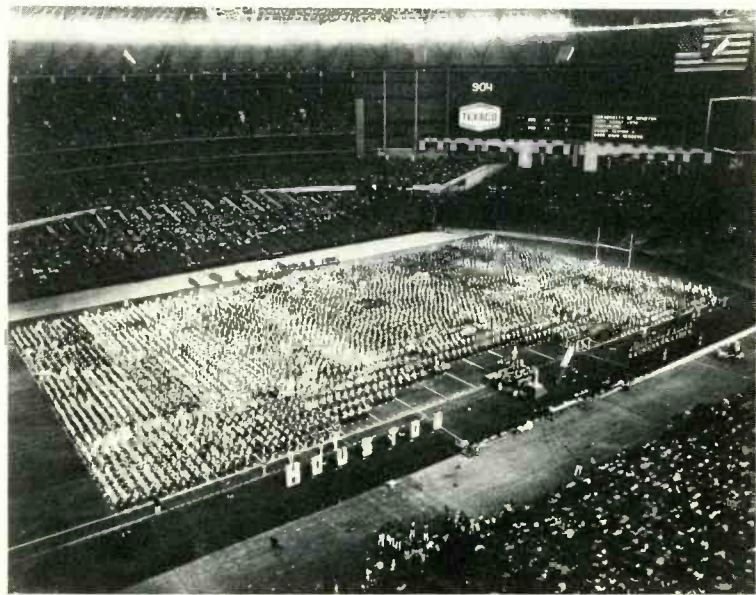
While many big band veterans have returned to the public eye on the strength of their supposed nostalgic value, Herman dismisses nostalgia as the key to the revival of larger groups and the use of jazz and pop voicings. "I never have thought that way, ever," he said. "What I've tried to do, for 35 years,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

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

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

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

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



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



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

What's Happening

By SAM SUTHERLAND

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

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

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

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

★ ★ ★

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

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

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

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

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

★ ★ ★

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

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

★ ★ ★

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

★ ★ ★

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

★ ★ ★

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

★ ★ ★

(Continued on page 50)

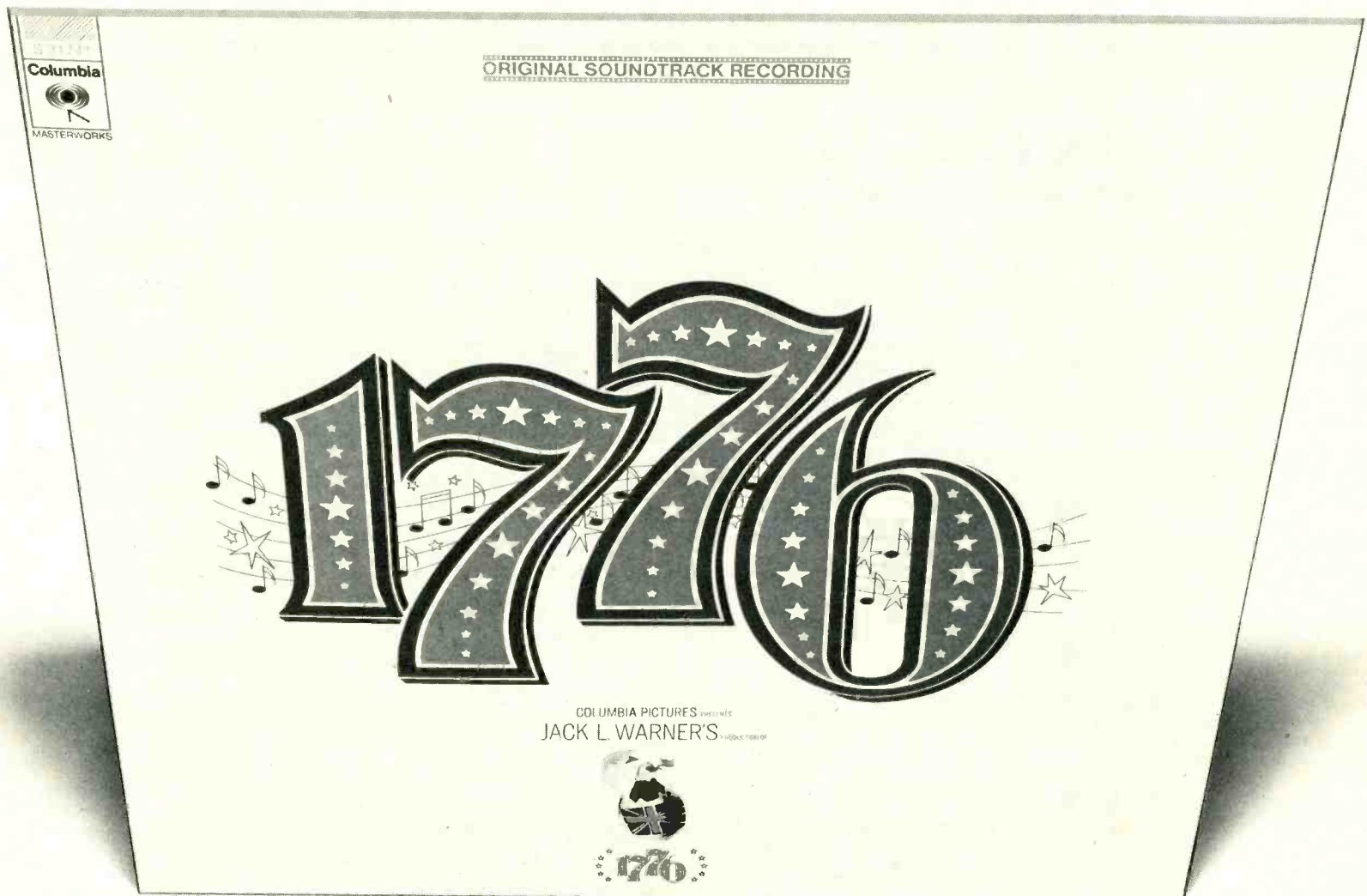
Peer Southern 'Holly' Book

NEW YORK—The Peer Southern Organization has released "Buddy Holly . . . A Biography in Words, Photographs and Music." Prepared by Ralph Peer and Elizabeth Peer, the book includes a complete discography, biography, unpublished photographs and some 36 songs by the late Holly. Among those songs are "That'll Be the Day," "Peggy Sue," "Oh Boy" and "Not Fade Away."

Who is Needom Carroll Grantham?

"1776"

In two weeks, the Christmas film of the year
will open in 50 key markets.
And now it's the Christmas album of the year.



"1776" is now the Christmas film of the year. And a beautifully recorded, stunningly produced Original Soundtrack Columbia album.

"Good, lively family entertainment," said William Wolf in Cue.
And Peter Travers said in Reader's Digest, "1776" is a genuine
firecracker... tuneful, inspiring, brimming over with spirit and wit."

"1776." The Christmas album of the year. From the original
story by Ben Franklin and Tom Jefferson.

On Columbia Records and Tapes

Soul Sauce

**BEST NEW SINGLE
OF THE WEEK:**
**"YOU'VE GOT
TO TAKE IT"**
MAIN INGREDIENT
(RCA)

**BEST NEW ALBUM
OF THE WEEK:**
**"STARTING ALL
OVER AGAIN"**
MEL & TIM
(STAX)

By JULIAN COLEMAN

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

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

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

BITS 'N' PIECES:

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

"Why Did You Leave Me Baby." . . . According to reviews and much appreciated correspondence with Phil Symes, Tamla Motown Press Officer, *Thelma Houston's* recent U.K. tour hit the measuring bar as an incredible success. What about a single release from MoWest on Thelma and, just for size, try on "What If" or "And I Never Did" from the young lady's LP entry awhile back? . . . Curtis Mayfield was the only recording artist to receive a plaque at the recently-held Bill Gavin Radio Conference. . . . Stax artists Little Milton and The Bar-Kays recently appeared at the 23rd annual WDIA-AM (Memphis) Goodwill Revue where they made a donation on behalf of the Stax Organization to the Nat D. Williams Trust Fund. Williams, one of the south's first black deejays, was recently stricken with an illness. . . . Barbara Jean Eng-

lish's album on the Alithia label, title, "So Many Ways." Give a listen. It's a treat. . . . From the *Smith Connection*: "Under My Wings" LP, "I Been In Love" on Music Merchant. . . . Check out the *Jermaine Jackson* remake of the *Shep & the Limeliter's* classic, "Daddy Home," on Motown.

PICKS & PLAYS:

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

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

Billboard SPECIAL SURVEY for Week Ending 12/16/72

BEST SELLING Soul Singles

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

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	ME & MRS. JONES Billy Paul, Philadelphia International 73517 (CBS) (Assorted, BMI)	8
2	3	YOU OUGHT TO BE WITH ME Al Green, Hi 2227 (London) (Jec/Green, BMI)	7
3	2	IF YOU DON'T KNOW ME BY NOW Harold Melvin & the Blue Notes, Phil. International 73520 (CBS) (Assorted, BMI)	10
4	4	I'M STONE IN LOVE WITH YOU Stylistics, Avco 4603 (Bellboy/Assorted, BMI)	10
5	5	PAPA WAS A ROLLING STONE Temptations, Gordy 7121 (Motown) (Stone Diamond, BMI)	10
6	6	ONE NIGHT AFFAIR Jerry Butler, Mercury 73335 (Assorted, BMI)	6
7	8	TROUBLE IN MY HOME/ I FOUND MY DAD Joe Simon, Spring 130 (Polydor) (Assorted, BMI/Assorted, BMI)	6
8	18	WHY CAN'T WE LIVE TOGETHER Timmy Thomas, Glads 1703 (Sheryln, BMI)	6
9	10	CORNER OF THE SKY Jackson 5, Motown 1214 (Jobete/Belwin-Mills, ASCAP)	6
10	12	SUPERSTITION Stevie Wonder, Tamla 54226 (Motown) (Stein & Van Stock/Black Bull, ASCAP)	4
11	14	KEEPER OF THE CASTLE Four Tops, Dunhill 4330 (Trousdale/Soldier, BMI)	5
12	22	I GOT A BAG OF MY OWN James Brown, Polydor 14153 (Dynatone/Belinda, BMI)	5
13	23	992 ARGUMENTS O'Jays, Phil. Int'l. 73522 (CBS) (Assorted, BMI)	5
14	26	SUPERFLY Curtis Mayfield, Curtom 1978 (Buddah) (Curtom, BMI)	4
15	11	WORK TO DO Isley Brothers, T-Neck 936 (Buddah) (Triple Three, BMI)	7
16	7	ONE LIFE TO LIVE Manhattans, DeLuxe 193 (Starday/King) (Fort Knox/Nattham, BMI)	16
17	31	I'LL BE YOUR SHELTER (In Time of Storm) Luther Ingram, Koko 2113 (Stax/Volt) (East/Memphis/Klondike, BMI)	3
18	13	BABY SITTER Betty Wright, Alston 4614 (Atlantic) (Sheryln, BMI)	13
19	25	LOVE JONES Brighter Side of Darkness, 20th Century 2002 (Fox Fanfare/Sebans, BMI)	8
20	9	A MAN SIZED JOB Denise LaSalle, Westbound 206 (Chess/Janus) (Ordona/Bridgeport, BMI)	11
21	21	PEACE IN THE VALLEY Persuaders, Win or Lose 225 (Cotillion) (Cotillion, BMI)	10
22	16	MAMA TOLD ME NOT TO COME Wilson Pickett, Atlantic 2909 (January, BMI)	6
23	27	I NEVER FOUND A MAN (To Love Me Like You Do) Esther Phillips, Kudu 910 (CTI) (East, BMI)	3
24	24	TRYING TO LIVE MY LIFE WITHOUT YOU Otis Clay, Hi 2226 (London) (Happy Hooker, BMI)	7
25	20	I LOVE YOU MORE THAN YOU'LL EVER KNOW Donny Hathaway, Atco 6903 (Sea Lark, BMI)	9

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
26	32	WORLD IS A GHETTO War, United Artists 50975 (Far Out, ASCAP)	3
27	15	WHY CAN'T WE BE LOVERS Holland Dozier, Invictus 9125 (Capitol) (Gold Forever, BMI)	15
28	19	THEME FROM "THE MEN" Isaac Hayes, Enterprise 9058 (Stax/Volt) (East/Memphis/Incense, BMI)	10
29	36	WE NEED ORDER Chi-Lites, Brunswick 55489 (Julio-Brian & BMI/Hog, ASCAP)	2
30	30	I'LL BE AROUND Spinners, Atlantic 2904 (Bellboy/Assorted, BMI)	18
31	17	IF YOU LET ME Eddie Kendricks, Tamla 54222 (Motown) (Jobete/Stone Agate, BMI)	14
32	37	WE DID IT Syl Johnson, Hi 2229 (London) (Jec, BMI)	2
33	34	BEGGIN' IS HARD TO DO Montclairs, Paula 375 (Jewel) (Frye/Su-Me, BMI)	8
34	—	SILLY WASN'T I Valerie Simpson, Tamla 54224 (Motown) (Cotillion, ASCAP)	1
35	40	FEEL THE NEED IN ME Detroit Emeralds, Westbound 209 (Chess/Janus) (Bridgeport, BMI)	4
36	35	JUST AS LONG AS WE'RE IN LOVE Dells, Cadet 5694 (Chess/Janus) (Chappell/Butler, ASCAP)	6
37	28	IF YOU HAD A CHANGE IN MIND Tyrone Davis, Dakar 4513 (Brunswick) (Julio-Brian, BMI)	8
38	38	IT'S TOO LATE Rueben Bell, Deluxe 140 (Starday/King) (Screen Gems-Columbia, BMI)	5
39	48	MY THING Moments, Stang 5045 (Gambi, BMI)	3
40	41	LOVIN' YOU LOVIN' ME Candi Staton, Fame 91005 (United Artists) (Fame, BMI)	5
41	42	(I Got) SO MUCH TROUBLE IN MY MIND Joe Quarterman, GSF 6879 (Access/Avalanche, BMI)	4
42	—	HARRY HIPPIE Bobby Womack & Peace, United Artists 50946 (Chartwell, BMI)	1
43	44	GIRL YOU'RE ALRIGHT Undisputed Truth, Gordy 7122 (Motown) (Jobete, ASCAP)	4
44	45	I MISS YOU BABY Millie Jackson, Spring 131 (Polydor) (Gaucho/Belinda, BMI)	2
45	50	SAVE THAT THANG Rimshots, A-1 4002A (All Platinum) (Gambet, BMI)	2
46	—	GIVE ME YOUR LOVE Barbara Mason, Buddah 331 (Camad, BMI)	1
47	—	BACK IN YOUR ARMS Clarence Carter, Fame 91006 (United Artists) (Fame/Saico, BMI)	1
48	—	BREAKING UP SOMEBODY'S HOME Albert King, Stax 0147 (South Memphis, BMI)	1
49	—	I WON'T LET THE CHUMP BREAK YOUR HEART Carl Carlton, Back Beat 627 (Duke/Peacock) (Don, BMI)	1
50	—	TODAY I STARTED LOVING YOU AGAIN Bettye Swann, Atlantic 2921 (Blue Book, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 12/16/72

BEST SELLING Soul LP's

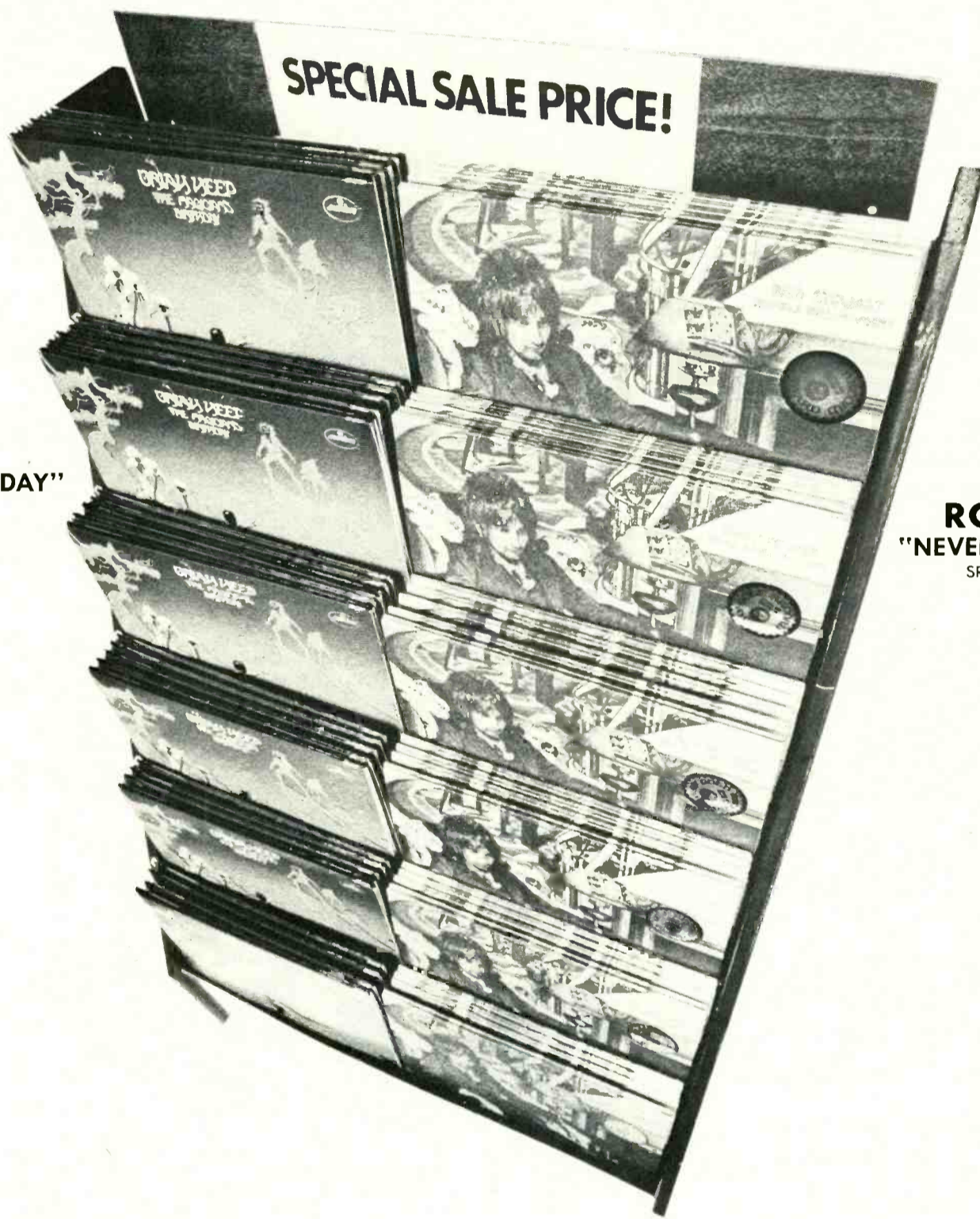
★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart
1	1	I'M STILL IN LOVE WITH YOU Al Green, Hi XSHL 32074 (London)	8
2	4	ALL DIRECTIONS Temptations, Gordy G 962 L (Motown)	10
3	3	ROUND 2 Stylistics, Avco AC 11006	7
4	2	SUPERFLY Soundtrack/Curtis Mayfield, Curtom CRS 8014 ST (Buddah)	10
5	6	I MISS YOU Harold Melvin & the Blue Notes, Philadelphia International KZ 31648 (CBS)	10
6	5	GREATEST HITS Chi-Lites, Brunswick BL 754184	9
7	7	CARAVANSERAI Santana, Columbia KC 31610	6
8	10	KEEPER OF THE CASTLE Four Tops, ABC/Dunhill DSX 50129	5
9	14	360 DEGREES OF BILLY PAUL Billy Paul, Phil. Int'l KZ 31793 (CBS)	4
10	8	IF LOVING YOU IS WRONG I DON'T WANT TO BE RIGHT Luther Ingram, Koko KOS 2202 (Stax/Volt)	10
11	12	I CAN SEE CLEARLY NOW Johnny Nash, Epic KE 31607 (CBS)	10
12	17	THE WORLD IS A GHETTO War, United Artists UAS 5652	5
13	9	STILL BILL Bill Withers, Sussex SXBS 7014 (Buddah)	10
14	11	BEN Michael Jackson, Motown M 755 L	10
15	20	TALKING BOOK Stevie Wonder, Tamla T 319 L (Motown)	4
16	15	BACK STABBERS O'Jays, Philadelphia International KZ 31712 (CBS)	10
17	16	I'LL PLAY THE BLUES FOR YOU Albert King, Stax STS 3009	10
18	18	UNDERSTANDING Bobby Womack, United Artists UAS 5577	10
19	19	BROTHER, BROTHER, BROTHER Isley Brothers, T-Neck TNS 3009 (Buddah)	10
20	33	LADY SINGS THE BLUES Diana Ross/Soundtrack, Motown M 758 D	2
21	13	GREATEST HITS ON EARTH 5th Dimension, Bell 1106	10
22	23	LONDON SESSIONS Chuck Berry, Chess CH 6002	10
23	21	BITTER SWEET Main Ingredient, RCA LSP 4677	10
24	22	JERMAINE Jermaine Jackson, Motown M 752 L	10
25	24	GUESS WHO B.B. King, ABC ABCX 759	10

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart
26	30	GET ON THE GOOD FOOT James Brown, Polydor PD 2-3004	3
27	25	NATURE PLANNED IT 4 Tops, Motown M 748 L	10
28	27	BUMP CITY Tower of Power, Warner Bros. BS 2616	10
29	26	HEADS Osibisa, Decca DL 7-5368 (MCA)	9
30	28	CORNELIUS BROTHERS & SISTER ROSE United Artists UAS 5568	10
31	29	ROBERTA FLACK & DONNY HATHAWAY Atlantic SD 7216	10
32	32	DONNY HATHAWAY LIVE Atco SD 33-386	7
33	37	DOS Malo, Warner Bros. BS 2652	4
34	35	A LONELY MAN Chi-Lites, Brunswick BL 75479	10
35	34	SWEET AS FUNK CAN BE Dells, Cadet CA 50021 (Chess/Janus)	5
36	36	FIRST TAKE Roberta Flack, Atlantic SD 8230	10
37	40	PEOPLE HOLD ON Eddie Kendricks, Tamla T 315 L (Motown)	8
38	—	ALONE AGAIN, NATURALLY Esther Phillips, Kudu KU 09 (CTI)	1
39	38	LOOKIN' THROUGH THE WINDOWS Jackson 5, Motown M 750 L	10
40	41	THE BEST OF OTIS REDDING Atco SD 2-801	10
41	39	MUSIC IS THE MESSAGE Kool & the Gang, De-Lite DE 2011	10
42	43	SUPREMES Supremes, Motown M 756 L	3
43	42	LET'S STAY TOGETHER Al Green, Hi SHL 32070 (London)	10
44	44	SPICE OF LIFE Jerry Butler, Mercury SRM 2-7502	10
45	46	SHAFT Isaac Hayes/Soundtrack, Enterprise/MGM ENS 2-5002 (Stax/Volt)	10
46	45	THERE IT IS James Brown, Polydor PD 5028	10
47	49	ALL THE KING'S HORSES Grover Washington, Jr., Kudu KU 07 (CTI)	10
48	48	LOVEMEN Temprees, We Produce XPX 1901 (Stax/Volt)	10
49	31	AMAZING GRACE Aretha Franklin/James Cleveland, Atlantic SD 2-906	10
50	47	MUSIC OF MY MIND Stevie Wonder, Tamla T 314 L (Motown)	10

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

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

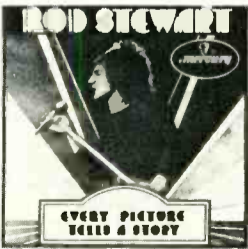


URIAH HEEP
"MAGICIAN'S BIRTHDAY"
 SRM-1-652 8-Track MC8-1-652
 Musicassette MCR4-1-652 ©

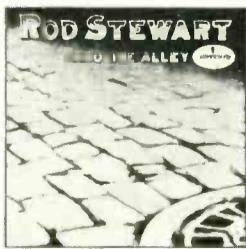
ROD STEWART
"NEVER A DULL MOMENT"
 SRM-1-646 8-Track MC8-1-646
 Musicassette MCR4-1-646 ©

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

ROD STEWART ALBUMS



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



Gasoline Alley
 SR-61264 8-Track MC8-61264
 Musicassette MCR4-61264 ©



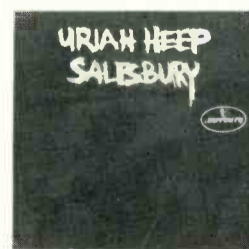
The Rod Stewart Album
 SR-61237 8-Track MC8-61237
 Musicassette MCR4-61237 ©



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



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



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



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

From the Mercury Record Corporation Family of Labels/Mercury, Philips, Vertigo, Dial, Mister Chand.
 A Product of Mercury Record Productions, Inc./35 East Wacker Drive, Chicago, Illinois 60601



Speaker Mfr. Lag --Market Research

By EARL PAIGE

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

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

Racks Sears

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

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

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

Athenia Plastics Co. To Sell Blank Tape

CLIFTON, N.J.—The Athenia Plastics Mold Corp. will market a complete line of C-Zero and blank loaded audio and video cassettes, 8-track cartridges, cassette components, and accessories early in 1973.

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

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

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

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

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

12 TVC CO'S

9 Workshops, 36 Exhibitors At Feb. ITA

LOS ANGELES — The nine workshops for the International Tape Association (ITA) third annual seminar, set for Tucson, Feb. 11-14, have been reported by ITA executive director Larry Finley.

The workshops are: Magnetic Audio and Video Tape; Audio Applications; Video Applications; Audio Systems Hardware; Video Systems Hardware; Audio Software; Video Software; "\$\$\$" versus Value Analysis of Audio/Video Systems; and Developments of Copyright Law As It Affects Tape Reproduction.

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

CES EXPANDS

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

According to Jack Wayman, staff vice president of the Electronic Industries Association Consumer Electronics Group, sponsors of CES, recent additional exhibitors include Sony and GE.

Wayman continued, "With virtually every major manufacturer of audio and video products exhibiting, the show is already a near total success."

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

Mass Retailers Joins 'Q' Push

By BOB KIRSCH

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

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

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

Ads this year also cover a wide range of 4-channel product, including all matrix disk systems, cartridges for discrete hardware, matrix 8-track decks, a variety of 4-channel receivers, 4-channel reel-

to-reel tape decks, demodulators and a number of other products including 8-track and disk software.

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

Discrete Disk

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

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

Data Packaging Expands Blank Tape Distribution

By RADCLIFFE JOE

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

According to Dr. Otto Morningstar, president of Data Packaging, the move will give the Dynasound line added marketing muscle in

areas that were hitherto serviced only on a limited scale.

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

Audiovox, headed by John Shalam, markets a full line of cassette and 8-track hardware, under (Continued on page 26)

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

By HIDEO EGUCHI

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

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



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



a record 121,700 persons recently.

The SQ 4-channel exhibit led visitors to believe that Sony had parted company with CBS to concentrate on open-reel tape recorders, stereo cassette tape decks and sound tape, not to mention ULM (ultralinear magnetic path) speakers. Record turntables and SQ logic decoders mainly served to decorate the listening room.

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

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

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

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

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

By RICHARD ROBSON

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

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

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

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

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

Fla. Dealer Discusses State of Independent Record-Tape Chain

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

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

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

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

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

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

Spector considers himself a full

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

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

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

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

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

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

Records and tapes, purchased once a week from many sources, are selected by a combination of

"everything" said Spector. "I read Billboard, receive new releases from some companies, have salesmen call on me and read the Sunday New York Times for the music reviews."

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

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

(Continued on page 38)

CONSUMER CLINICS

Panasonic to Train Dealers in 15 Cities

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

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

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

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

Dealers participating in the program are being provided with a

promotional kit containing newspaper ad layouts, line art, and radio scripts.

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

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

• Continued from page 24

to custom duplicators such as Trident Tape Services and Tape Duplicating, which are enjoying an unprecedented boom in business.

Dealers and distributors claim that the situation is entirely due to the lack of foresight and capital investment by manufacturers.

Musitapes managing director Philip Ashworth, who told Billboard his overall order fulfillment from manufacturers is now less than 50 percent, commented: "The situation has reached ridiculous proportions. Record companies have just not looked far enough ahead. There has been a reluctance by some managements to take tape seriously until the last six months and consequently, there has not been nearly enough planning or capital investment. The tape market is currently growing at the rate of around 100 percent per annum and the manufacturers are just not keeping pace."

Laurie Krieger, head of the Harlequin and Soho chains, agreed

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

Every dealer Billboard talked to reported that Decca currently has the best fulfillment rate. Opinion on second place was divided between CBS and Precision, which has recently stepped up its Dagenham duplicating plant's capacity to 7 million units a year and is working round the clock but still has to rely on Trident and Tape Duplicating to fulfill orders. CBS has also expanded its plant at Aylesbury and is supplementing its own efforts with supplies of imported product from Columbia in America.

Commented Maurice Oberstein, CBS deputy managing director: "I think the problem is that two or three years ago, everyone thought the boom was coming and when it didn't, they became cautious and didn't make the investment they perhaps should have."

Superscope Service Schools

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

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

After the series has been completed, this group will return to

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

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

becht electronics

8-TRACK DUPLICATORS
PROFESSIONALS PREFER



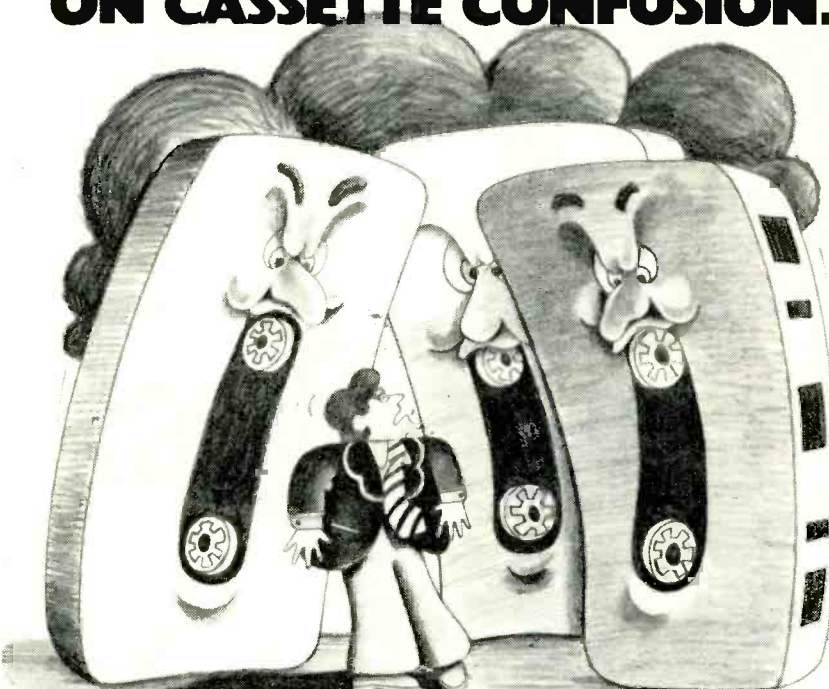
MODEL BE-1010

A PROVEN PERFORMER
FOR A MODEST PRICE



3515 BURBANK BLVD
BURBANK CALIF 91505
PHONE (213) 842 2144

**IN JANUARY,
3M DECLARES WAR
ON CASSETTE CONFUSION.**



3M
COMPANY

Data Packaging Expands

• Continued from page 24

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

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

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

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

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

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

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

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

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

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

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

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

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

Superscope Stand For Blank Tapes

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

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

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

WRITE FOR YOUR FREE CATALOG!

ASK THE MAN WHO KNOWS

... what's new in domestic and imported cartridges ... and how to identify what's needed with Pfanstiehl's new cartridge catalog.



Pfanstiehl

FACTORY-TO-YOU SALES REPS.

KNOW all about cartridges and will simplify your merchandising problem!

PFANSTIEHL 3300 WASHINGTON ST. • BOX 498 WAUKEGAN, ILLINOIS 60085



ASSOCIATED RECORDING ARTISTS OF AMERICA LTD.

Tape Happenings

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

fair **Sound**, **Tenna Corporation**, **Sterling Hi-Fidelity**, **Sound West**, **Optigan**, **Deejay**, **Boman**, **Lloyds**, and **Unelco/Astrex**. . . . **Admiral Corporation** completed a new three-year labor contract for the company's electronics center in Harvard, Ill., providing annual wage increases and other employee benefits within the Pay Board's present guidelines. . . . President's Awards to distributors for excellence in full customer service will be presented by **Zenith Radio Corporation** at the company's December sales convention in Chicago. Zenith president **John J. Nevin** will make the presentation to the three top distributors in each of six size classifications. . . . **Sanyo Electro Inc.** has introduced a new stereo turntable designed to play 4-channel records in either CD-discrete or SQ matrix modes. Either 4-channel cartridges or 2-channel cartridges may be used in the arm of the Model TP 80SA. . . . A study of the world magnetic tape markets for cassettes and cartridges, "Magnetic Tape—An Industry in Transition," is being published by **DeBell & Richardson, Inc.**, Enfield, Conn., to be available February, 1973. . . . Consumer Products Division, **Motorola Inc.**, announced plans to acquire a 38,000 square-foot plant in Webb City, Mo., for production of electronic sub-assemblies of consumer and automotive electronic products. The initial product to be produced before the end of the year, is laminated transformers. . . . 3M showed their complete line of videotape at the National Association of Educational Broadcasters including Scotch brand U-Matic videocassettes with ¾-inch back-treated cassettes with ¾-inch back-treated helical videotape in 10-minute increments from 10 to 60 minutes; reel-to-reel 400 quadruplex 2-inch tape, with foam inset for tape protection in the top reel flange; a full line of audible-range ferric oxide tapes with heavy duty polyester backing for reel-to-reel and cassette use; and master recording tapes, including two for slow speed recording. . . . Eight directors were re-elected by shareholders at the annual meeting of the **Koss Corporation** in October. They are: **John C. Koss**, president; **Jack Armstrong**, vice president, international operations; **John D. Cahill**, secretary and member, Cahill, Fox & Smith law firm; **Samuel C. Johnson**, chairman and chief executive officer, S.C. Johnson Co.; **James F. Fitzgerald**, president, Total TV, Inc.; **Sheldon B. Lubar**, board chairman, Mortgage Associates, Inc.; **Gerald S. Parshalle**, president,

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

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

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

Morse Electro Products Corp. has opened new distribution, service and showroom facilities in Michigan. The new branch headquarters will cover the state of Michigan and Toledo, Ohio. It is designed to facilitate the delivery of both "Electro-Phonic" and Morse stereophonic compact cassettes, consoles and other home entertainment equipment to dealers, and to provide service and parts to the area. The new facilities are housed in a 72,000 square foot building. A special open house for existing and potential dealers was held to mark the opening. . . . **The Weltron Co.**, Durham, N.C., has developed a thin profile ceiling speaker, model WS-114. The unit is 1¾" deep x 6½" round. A 3 watt, 8 ohm speaker is housed in an attractive 9¾" white baffle. The WS-114 weighs 1¼ lbs. and was designed for low to medium power background and paging systems. Surface mounting facilitates its installation on existing ceilings and walls. List price of the unit is \$13.40. . . . Also new from the Weltron Co. are an AC power cord, and a flexible "Y" shielded connector plug. The AC power cord, model 44-459, was designed for use with Japanese AC-DC tape players, radios or record players. It carries a list price of \$1.55. The four inch flexible "Y" molded stereo plug to two stereo jacks allows the use of two headphone sets when only one jack is available. It can be used with any standard ½ inch stereo jack and plug. It lists for \$3.30. . . . **Irish Magnetic Recording Tape** has appointed **Mike Roth Sales** of Van Nuys, California as its representative for Arizona, Hawaii, Southern California and Southern Nevada.

The Sony Corp. of America has obtained a permanent

(Continued on page 38)

Sansui 'Q,' CD Discrete Japan Fair Highlights

• Continued from page 24

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

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

New Stylus

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

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

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

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

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

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

UA Duplicating Plant Expands
By **BOB KIRSCH**

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

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

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

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

"We sell equipment to all kinds of people," said King, "and we've been doing more of this in the past several years. One of the services

UA Duplicating Plant Expands

By **BOB KIRSCH**

we provide, which we think is essential, is to give potential customers a tour of the plant and some education in duplicating, so they have some idea of what they are doing when they get into the business themselves. Many of our customers are those who are already in the business and want to upgrade their equipment." The firm also sells to the international market, through **Royal Sound** in Long Island.

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

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

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

'Sesame Street' Via TVC For West Indies Study

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

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

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

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

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

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

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

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

Calif. Mass Merchandisers Join in 'Q' Push

Continued from page 24

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

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

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

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

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

University Stereo, with seven locations in the area, offered the Sanyo DCA 1500X decoder, "The music source can be a 2 or 4-channel stereo tape, SQ 4 channel record or FM stereo broadcast," at \$87.

Mass Outlets

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

Cartridge Rental Raleigh TVC Dist.

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

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

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

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

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

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

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

Not to be overlooked, of course, is the fact that an ad for 4-channel may well draw consumers into the store who, even if they don't pur-

MOTOROLA AT CAR SHOW

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

EVR Tokyo Plant

LONDON—The EVR Partnership in conjunction with several major Japanese industrial organizations is to set up a videocassette production plant in Tokyo. Teijin will have a 44 2/3 percent share of the plant while other partners for EVR in the new venture will be Hitachi, 10 percent share, Mitsubishi Electric, 7 percent and the Mainichi Broadcasting System, 5 percent.

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

chase a quadrasonic system may buy another product. This also holds true for outlets advertising 4-channel software, and there is also more 4-channel disk and tape software available.

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

do you

need 8-track lubricated tape, cassette tape, C-O's or loaded cassettes?

Get in touch with **EMPIRE MAGNETIC INDUSTRIES**

— the one stop for all your duplication or blank loading requirements at **LOWEST PRICES.**

H. MANN

EMPIRE MAGNETIC INDUSTRIES

545 Allen Rd., Woodmere, N.Y. 11598

Phone: 516-293-5496

RECORDING TAPE RIOT!

FACTORY FRESH: CHOICE OF SCOTCH #150 OR #203, 1800 FOOT 1-MIL POLYESTER, 7" REELS; OR AMPEX #611, 1200 FT., 7" ACETATE

Quantity	1-11	12	48
#150	1.95	1.87	1.75
#203	2.65	2.55	2.45
#611	1.68	1.50	1.39
"SCOTCH" BRAND CASSETTES			
SC-30	1.10	1.06	1.01
SC-30 High Energy	1.43	1.39	1.32
SC-60	1.30	1.26	1.18
SC-60 High Energy	1.62	1.58	1.49
SC-90	1.94	1.90	1.78
SC-90 High Energy	2.51	2.47	2.23
SC-120	2.62	2.48	2.39
"Certron" Cassettes Assembled With Screws (in Norelco-type Plastic Box)			
C-30	.52	.48	.45
C-60	.82	.58	.55
C-90	.92	.88	.85
C-120	1.02	.98	.95

Add 10% to above prices for shipping —5% for orders over \$80.00

OPEN REEL STEREO TAPE BUYERS

At last! An open reel compilation, including titles, songs, etc., of 95 long play, 1 1/2-hour albums by American Airlines, Continental Airlines, and Ampeg 4 track stereo tapes (includes a group of "sound effects" tapes by Audio Fidelity). Send \$1.00—and we will also mail you a 140-page Harrison stereo tape catalog—so you'll get both for \$1.00—and this \$1.00 is refundable on your first \$10.00 purchase of open reel stereo tapes at our 80% discount!



SAXITONE TAPE SALES

1776 Columbia Rd., NW, Wash. D.C. 20009

DEALERS • RACK JOBBERS • INCREASE YOUR PROFITS

8 TRACK TAPE CENTER \$39.50
(144 Capacity)



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

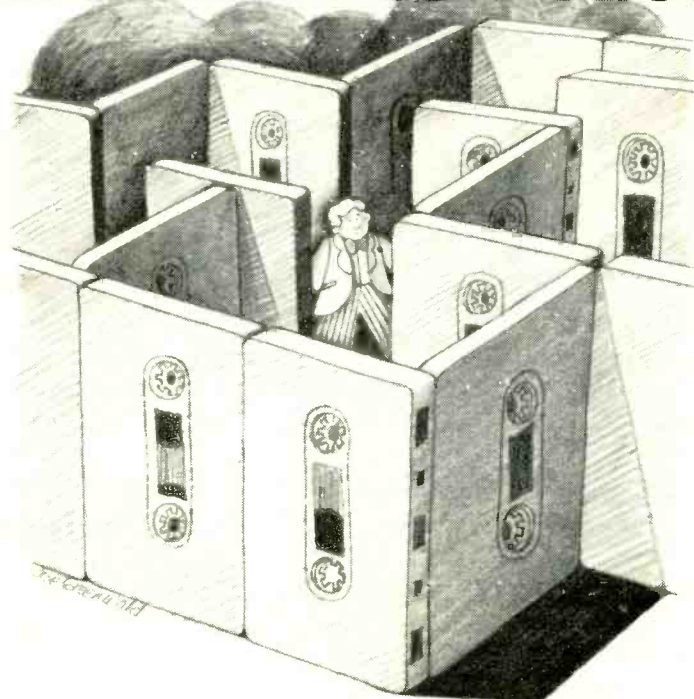
For Information Write or Call

MELODY RECORDING, INC. Box #523, W. Caldwell, N.J. (201) 575-9430

Reach thru sliding theftproof plexi-glass front.

When Answering Ads . . . Say You Saw It in Billboard

IN JANUARY, 3M DECLARES WAR ON CASSETTE CONFUSION.



3M
COMPANY

Classical Music

CLASSICOMMENT

Anthology That Rings

By IS HOROWITZ

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

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

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

Historical Anthology of Music, known affectionately around the Vanguard shop as "HAM," divides Western music into seven basic classifications, from the Middle

Ages to the classic period. Sub-categories within these classifications further pinpoint repertoire by form, country or composer.

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

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

Low Price

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

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

musicologist, Martin Bernstein, is credited as advisor.

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

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

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

Classical Notes

Grand Prix de l'Academie Nationale du Disque Lyrique has been awarded to the Philips recording of Wagner songs and arias sung by soprano **Birgit Nilsson**, with the London Symphony Orchestra conducted by **Colin Davis**. . . . The Philadelphia Orchestra received the 1972 Dickinson College Arts Award on Nov. 19, when orchestra played a commemorative concert for the 200th anniversary of Dickinson College. . . . **Artur Schnabel** will perform an all-Chopin recital program on Dec. 12 in the Music Center's Pavilion. . . . **Andres Segovia** will make two recital appearances in the Music Center's Pavilion on Jan. 24 and 28. . . . Celebrating the 10th anniversary of his New York concert debut, pianist **Andre Watts** will make several metropolitan appearances. They include the New York Philharmonic Jan. 4, 5, 6 and 9 and a return to Philharmonic March 7 and 13 with **Leonard Bernstein** conducting. On Feb. 11 he will appear for the 6th successive season in Lincoln Center's "Great Performers at Philharmonic Hall" series and will wind up his schedule on Mar. 26 at Carnegie Hall. . . . **Rudolf Serkin** will return to perform with the Pittsburgh Symphony Orchestra after an absence of 5 years on Dec. 8, 9, and 10 at The Heinz Hall subscription concerts. . . . Metropolitan Opera tenor **Jan Peerce** is now on a concert swing of Europe. . . . The Annual Christmas Festival Concert of The Cleveland Orchestra will be presented on Dec. 17 in Severance Hall. . . . A massive country-wide ticket sale campaign is currently underway by the PTA and all city, country, parochial and private schools to offer every elementary and junior-high student the opportunity to hear the **San Diego Symphony Orchestra** in the Young People's Concerts series. . . . Conductor, pianist and music faculty member at Massachusetts Institute of Technology, **Robert Freeman**, has been named director of the University of Rochester's School of Music. . . . The world premiere of **Alan Stout's** "George Lieder" with baritone **Benjamin Luxon** will highlight the Chicago Symphony Orchestra's 11th week of subscription concerts under the direction of music director **Sir George Solti** Dec. 14-16. Also appearing on the program will be the German pianist **Christoph Eschenbach**.



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



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

TOP 40 Easy Listening

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

THIS WEEK	Wks. Ago			TITLE—Artist, Label & Number (Dist. Label) (Pub., Lic.)	Weeks On Chart
	1	2	3		
1	1	3	4	CLAIR Gilbert O'Sullivan, MAM 3626 (London) (MAM, ASCAP)	8
2	3	4	6	IT NEVER RAINS IN SOUTHERN CALIFORNIA Albert Hammond, MUMS 76011 (CBS) (April/Landers/Roberts, ASCAP)	8
3	9	11	12	SWEET SURRENDER Bread, Elektra 45818 (Screen Gems-Columbia, BMI)	6
4	10	12	13	WALK ON WATER Neil Diamond, Uni 55353 (MCA) (Prophet, ASCAP)	6
5	6	7	7	FUNNY FACE Donna Fargo, Dot 17429 (Famous) (Prima Donna, BMI)	9
6	8	10	14	VENTURA HIGHWAY America, Warner Bros. 7641 (WB, ASCAP)	7
7	7	8	10	WHAT AM I CRYING FOR Dennis Yost & the Classics IV, MGM South 7002 (Lo-Sal, BMI)	7
8	2	2	3	I AM WOMAN Helen Reddy, Capitol 3350 (Buggerlugs, BMI)	20
9	4	5	5	SUMMER BREEZE Seals & Crofts, Warner Bros. 7606 (Dawn Breaker, BMI)	9
10	5	1	2	I'D LOVE YOU TO WANT ME Lobo, Big Tree 147 (Bell) (Kaiser/Famous, ASCAP)	12
11	15	15	19	OPERATOR (That's Not the Way It Feels) Jim Croce, ABC 11335 (Blendingwell/Wingate, ASCAP)	8
12	13	14	15	THEME FROM "THE MEN" Isaac Hayes, Enterprise 9058 (Stax/Volt) (East/Memphis/Incase, BMI)	9
13	14	16	24	EVERYBODY LOVES A LOVE SONG Mac Davis, Columbia 4-45727 (Screen Gems-Columbia/Song Painter, BMI)	5
14	18	26	—	SEPARATE WAYS Elvis Presley, RCA 74-0815 (Press, BMI)	3
15	19	23	21	OH BABE, WHAT WOULD YOU SAY Hurricane Smith, Capitol 3383 (Chappell, ASCAP)	4
16	17	18	21	SOMETHING'S WRONG WITH ME Austin Roberts, Chelsea 78-0101 (RCA) (Pocketfull of Tunes, BMI)	7
17	20	25	—	KNOCK KNOCK WHO'S THERE Mary Hopkin, Apple 1855 (Peer Int'l, BMI)	3
18	25	—	—	BEEN TO CANAAN Carole King, Ode 66021 (A&M) (Colgems, ASCAP)	2
19	12	6	1	I CAN SEE CLEARLY NOW Johnny Nash, Epic 5-10902 (CBS) (Cayman, ASCAP)	14
20	26	—	—	ALIVE Bee Gees, Atco 6909 (R.S.O., ASCAP)	2
21	11	9	9	WEDDING SONG (There Is Love) Petula Clark, MGM 14421 (Public Domain)	12
22	23	29	37	I'M SORRY Joey Heatherton, MGM 14434 (Champion, BMI)	4
23	24	24	25	SMOKE GETS IN YOUR EYES Blue Haze, A&M 1357 (T.B. Harms, ASCAP)	9
24	28	—	—	SITTIN' Cat Stevens, A&M 1396 (Ackee, ASCAP)	2
25	29	40	—	PIECES OF APRIL Three Dog Night, Dunhill 4331 (Antique/Leeds, ASCAP)	3
26	—	—	—	YOU'RE SO VAIN Carly Simon, Elektra 45824 (Quackenbush, ASCAP)	1
27	27	27	28	I'M STONE IN LOVE WITH YOU Stylistics, Avco 4603 (Bellboy/Assorted, BMI)	7
28	30	32	32	YOU OUGHT TO BE WITH ME Al Green, Hi 2227 (London) (Jec/Green, BMI)	6
29	35	36	39	YOU'RE A LADY Peter Skellern, London 20075 (WB, ASCAP)	4
30	22	22	26	THE LAST HAPPY SONG Hillside Singers, Metromedia 255 (Natson/Port/Mayoham, ASCAP)	5
31	32	34	36	IN HEAVEN THERE IS NO BEER Clean Living, Vanguard 35162 (Beechwood, BMI)	4
32	36	38	40	ROCKY MOUNTAIN HIGH John Denver, RCA 74-0829 (Cherry Lane, ASCAP)	4
33	—	—	—	DON'T LET ME BE LONELY TONIGHT James Taylor, Warner Bros. 7655 (Country Road/Blackwood, BMI)	1
34	34	35	35	WALK ON IN Lou Rawls, MGM 14428 (Colgems, ASCAP)	5
35	38	—	—	YOU TURN ME ON, I'M A RADIO Joni Mitchell, Asylum 11010 (Atlantic) (Mitchell, ASCAP)	2
36	—	—	—	ME & MRS. JONES Billy Paul, Philadelphia International 73521 (CBS) (Assorted, BMI)	1
37	40	—	—	ONE LAST TIME Glen Campbell, Capitol 3483 (Blackwood/Addriss, BMI)	2
38	—	—	—	DIDN'T WE Barbra Streisand, Columbia 4-45739 (Ja-Ma, ASCAP)	1
39	39	39	—	SOUL AND INSPIRATION Johnny Mathis, Columbia 4-45729 (Screen Gems-Columbia, BMI)	3
40	—	—	—	LONG DARK ROAD Hollies, Epic 5-10920 (CBS) (Xanadu Xongs, ASCAP)	1

Billboard SPECIAL SURVEY for Week Ending 12/16/72



The 707 B LuxuryJet. First Class.



The DC-10 Coach Lounge.



The 747 First Class Table For Four.



The 747 Coach Lounge.

ONLY AMERICAN HAS THE LUXURY FLEET. Why fly any other airline?



American Airlines Luxury Fleet

Ask your Travel Agent for The Luxury Fleet.
Our passengers get the best of everything.

Radio-TV programming

'Oldies' Bistro Uses Remotes

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

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

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

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

Broadcasts will originate from the KRTH-FM room in the upstairs section of the club. The room will feature a restaurant as well as the broadcasting booth. Program director Dave Jeffreys will be working closely with Laboe.

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

L.A. Soul Stations Battle Over Buy

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

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

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

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

from Glendale by the format change and studio relocation.

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

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

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

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

to Progress until KBCA can file its court appeal.

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

Richards' Rock Video Return

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

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

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

GUESS WHO'S COMING BAWK?

TO FIND OUT, CALL, WRITE OR WIRE

CHICKENMAN CENTRAL

THE CHICAGO RADIO SYNDICATE, INC.

25 EAST CHESTNUT STREET

CHICAGO, ILLINOIS 60611

(312) 944-7724

Three million thanks to:

WQXI, Atlanta
WBBF, Rochester
CKLW, Detroit
WFIL, Philadelphia
KRIZ, Phoenix
WKBW, Buffalo
CHUM, Toronto
WFUN, Miami
WPOP, Hartford
KQV, Pittsburgh
WLS, Chicago
WAYS, Charlotte

KLIF, Dallas
WWDJ, New York
WSAI, Cincinnati
KIMN, Denver
WMPS, Memphis
WIFE, Indianapolis
CHED, Edmonton
KKDJ, Los Angeles
WKIX, Raleigh
WHOT, Youngstown
KISN, Portland
KMEN, San Bernardino

KDWB, Minneapolis/St. Paul
CFRA, Ottawa
KFJZ, Ft. Worth
WJET, Erie
WAKY, Louisville
WDXB, Chattanooga
WKY, Oklahoma City
KNUZ, Houston
KOIL, Omaha
WPRO, Providence
WRC, Washington
WAPE, Jacksonville

That's one for each kid who's seeing *The History of Rock* high school assembly program this season. For making it happen for them and for us . . . thank you.



Rick Trow Productions

Multi-Media Education

Philadelphia

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

By JOHN SIPPEL

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

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

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

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

Oldies' Weekends

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

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

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

in the future. Israel argued that too much control of music deprived the personality of some of his image and "for the kind of money we are paying, we should let him go." Whitley explained how he redesigned the total music concept of WNBC-AM to afford Don Imus the best showcase possible. Panelists' average commercial time per hour ran from 14 minutes to 18 minutes, with from 20 to 23 interruptions during that hour.

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

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

LWI'S SUCCESS WITH BBC SHOWS SPURS SAME

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

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

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

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

Latin Soul Bands' TV Syndication

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

Variety Sparks KSFO-AM Lead

By PAUL JAULUS

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

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

Music Prime Factor

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

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

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

Talent Pays Off

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

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

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

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

WFMG-FM Sold

GALLATIN, Tenn. — WFMG-FM has been purchased by the owners of WHIN-AM and the station became WHIR-FM on Dec. 1 featuring a good music format. Jack Hunter, program director of both facilities, was striving to build an MOR album library last week. WHIN-AM, of course, will continue with a Top 40 format.



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

FIRST CLASS
Permit No. 1903
Ann Arbor, Mich

BUSINESS REPLY MAIL

No postage stamp necessary if mailed in the United States

Postage will be paid by—

COLORTRONICS RECORDING INDUSTRIES

7887 JACKSON RD.

ANN ARBOR, MICH. 48103

FIRST CLASS
Permit No. 1903
Ann Arbor, Mich

BUSINESS REPLY MAIL

No postage stamp necessary if mailed in the United States

Postage will be paid by—

COLORTRONICS RECORDING INDUSTRIES

7887 JACKSON RD.

ANN ARBOR, MICH. 48103

IT'S JUST

WAAM
(Ann Arbor, Mich.)

WWW
(Detroit, Mich.)



WMAX
(Grand Rapids, Mich.)

COLORTRONICS RECORDS
WAAM (THE NEW 16)
THE BEST OF LUCK
TRANSMITTER AND
MANAGEMENT FOR
THANKS GO OUT TO
(FAT CAT) CARR !! DO
MIKE STEWART!

WPAG
(Ann Arbor, Mich.)

KOL
(Seattle, Wash.)

BUT IT'S A TWO

NEW ENGLAND DISTRIBUTION
ONE STOP MUSIC SERVICE
24 CLARK ST.
E. HARTFORD, CONN.
203/528-4126

COLORTRONICS RECORDS
7887 J
ANN ARBOR
313

**DJs, PDs, & MDs, FOR YOUR FREE PROMO COPIES,
FILL IN THIS COUPON**

Please Send "FUNNY GIRL"/"IT'S NOT THE SAME" Single to:

Name _____
Station _____
Address _____
City _____ State _____ ZIP _____
Phone _____

**DISTRIBUTORS INTERESTED IN HEARING OR HANDLING,
FILL IN THIS COUPON FOR YOUR FREE COPIES**

Please Send "FUNNY GIRL"/"IT'S NOT THE SAME" Single to:

Name _____
Company _____
Address _____
City _____ State _____ ZIP _____
Phone _____

A SINGLE

WSPD
(Toledo, Ohio)

WILS
(Lansing, Mich.)



INDUSTRIES WISHES
ANN ARBOR, MICHIGAN,
THE NEW 5000 WATT
STATION THE STAFF AND
LISTENERS A SPECIAL
SOUNDING !! J. RICHARD
SHOPIK !! TOM MICHAELS !!
PAT SCOTT !!

WNRZ
(Ann Arbor, Mich.)

WNRS
(Ann Arbor, Mich.)

KWPR
(Claremore, Okla.)

SIDED SMASH !!

EXCLUSIVE DETROIT DISTRIBUTION

ARC-JAY-KAY DISTRIBUTING COMPANY

2211 WEST EDESEL FORD

DETROIT, MICH.

313/361-5500

RECORDING INDUSTRIES

5000 WATT

ANN ARBOR, MICH. 48103

313-3277

DJs, PDs, & MDs, FOR YOUR FREE PROMO COPIES,
FILL IN THIS COUPON

Please Send "FUNNY GIRL"/"IT'S NOT THE SAME" Single to:

Name _____

Station _____

Address _____

City _____ State _____ ZIP _____

Phone _____

DISTRIBUTORS INTERESTED IN HEARING OR HANDLING,
FILL IN THIS COUPON FOR YOUR FREE COPIES

Please Send "FUNNY GIRL"/"IT'S NOT THE SAME" Single to:

Name _____

Company _____

Address _____

City _____ State _____ ZIP _____

Phone _____

Vox Jox

By CLAUDE HALL
Radio-TV Editor

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

★ ★ ★

Bob Jackson has left **KLAC-AM** in Los Angeles. . . . **Jim Christopher** is the new program director of **KDJW-AM** in Lubbock, Tex.

Bernie McCain has been transferred from **WWRL-AM**, New York, to assume programming duties of **KDLA-AM** in Oakland, Calif. And **Sonderling Broadcast-**

ing has put **Dave Samuels** in as program director of **WDIA-AM** in Memphis, replacing **Lee Armstrong**. . . . The lineup at **WEEL-FM** in Boston, an adult rock station, includes **Dick Gunton** mornings, **Dave Austin** midday, **Dick Provost** evenings, and **Craig Lundquist**. **David Klahr** is program director of the station. . . . **James Balford**, who has been out of radio about three years can be reached at 816-233-8689, wants a news job. He'd worked at several good stations as newsmen and news director and is currently an auditor with the Missouri department of revenue. Has won many AP awards.

★ ★ ★

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

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

★ ★ ★

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

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

★ ★ ★

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

★ ★ ★

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

SOUL SERIES SYNDICATION

LOS ANGELES—"The Soul Music Story—the History of Rhythm and Blues" has been launched into syndication by Programming Aids and Services here.

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

WINNERS

In the Seventh Annual Bill Gavin Radio Program Conference Awards

• Continued from preceding editorial page.

Presented Dec. 2, San Francisco

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

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

New Show Aired

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



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

FIRST CLASS
Permit No. 1903
Ann Arbor, Mich

BUSINESS REPLY MAIL

No postage stamp necessary if mailed in the United States

Postage will be paid by—

COLORTRONICS RECORDING INDUSTRIES

7887 JACKSON RD.
ANN ARBOR, MICH. 48103

FIRST CLASS
Permit No. 1903
Ann Arbor, Mich

BUSINESS REPLY MAIL

No postage stamp necessary if mailed in the United States

Postage will be paid by—

COLORTRONICS RECORDING INDUSTRIES

7887 JACKSON RD.
ANN ARBOR, MICH. 48103

Billboard FM ACTION

These are the albums that have been added this past week to the nation's leading progressive stations. In many cases, a particular radio station may play all of the cuts on a given album, but the cuts listed here are the preferred cuts by most of the stations.

NEW ORLEANS: WRRG-FM, Doug Christian
PHILADELPHIA: WDAS-FM, Harvey Holliday
PORTLAND: KINK-FM, Bruce Funkhouser
PROVIDENCE: WBRU-FM, Andy Ruthberg
SACRAMENTO: KZAP-FM, Robert Williams
SAN ANTONIO: KTFM-FM, Bill Dante
SEATTLE: KOL-FM, John Kertzer

ST. LOUIS: KSHE-FM, Shelly Grafman
TORONTO: CHUM-FM, Benjy Karch
VALDOSTA: WVVS-FM, Bill Tullis
WARREN, PA.: WRRN-FM, Scott Saylor
BALTIMORE: WKTK-FM, Pete Larkin
BUFFALO: WPHD-FM, Jim Sotet
CLEVELAND: WMMS-FM, Tree

DALLAS: KRLD-FM, Jack Robinson
DENVER: KFML-FM, Tom Trunnell; KBPI-FM, Bill Ashford
HARTFORD: WHCN-FM, Ron Berger
HOUSTON: KLOL-FM, Tony Raven
INDIANAPOLIS: WNP-FM, Jay Michaels
KANSAS CITY: KBey-FM, Bruce Eston

Hot Action Albums

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

CARLY SIMON, "No Secrets," Elektra
Cuts: All.
Stations: KLOL-FM, KTFM-FM, WNP-FM, KBey-FM, WBRU-FM, WRRN-FM

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

Also Recommended

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

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

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

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

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

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

AL KOOPER, "Naked Songs," Columbia
Cuts: All.
Stations: KBey-FM, KTFM-FM, KSHE-FM, KZAP-FM

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

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

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

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

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

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

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

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

MOM'S APPLE PIE, "Mom's Apple Pie," Brown Bag
Cuts: All.
Station: WNP-FM

DUANE ALLMAN, "An Anthology," Capricorn
Stations: WRNO-FM, KBey-FM

JONI MITCHELL, "For The Roses," Asylum
Cuts: All.
Stations: WNP-FM, WRNO-FM, WBRU-FM

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

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

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

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

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

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

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

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

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

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

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

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

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

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

J.J. CALE, "Really," Shelter
Cuts: All.
Station: KZAP-FM

NEW RIDERS OF THE PURPLE SAGE, "Gypsy Cowboy," Columbia
Cuts: All.
Stations: KLOL-FM, WNP-FM, KSHE-FM

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

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

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

DICK HECKSTALL-SMITH, "A Story Ended," Warner Bros.
Cuts: All.
Station: WNP-FM

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

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

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

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

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

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

STEPHEN AMBROSE, "Gypsy Moth," Barnaby
Cuts: All.
Station: KOL-FM

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

AMERICA, "Home Coming," Warner Bros.
Cuts: All.
Stations: WRNO-FM, WNP-FM, KBey-FM

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

announcing SPECIAL INTENSIVE ENGINEERING COURSES

OUR NEXT CLASS FOR F.C.C. 1st PHONE (five weeks)

begins **JAN. 8, 1973**

the most comprehensive & successful training available

NEW • NEW • NEW
INTENSIVE TRANSMITTER & STUDIO OPERATIONS (three weeks)

CLASS BEGINS FEBRUARY 12, 1973

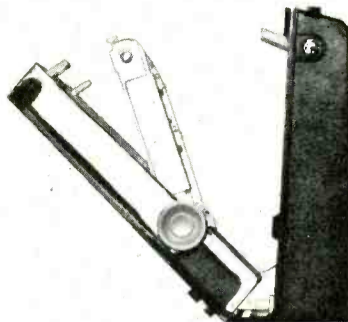
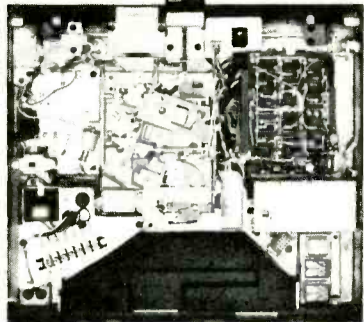
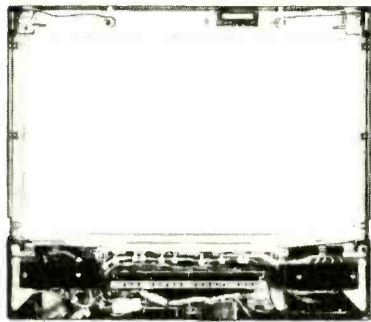
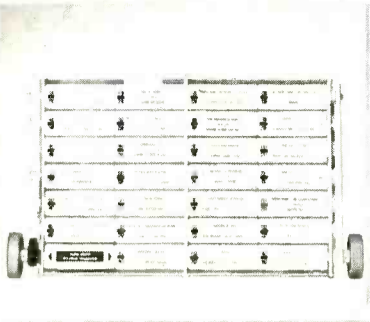
this course provides you with practical training in . . . meters, transmitter logs, transmitter and current reading, engineering problems and trouble shooting, tube burn in, testing and replacing, directional antenna, telephone line equalization, preventative maintenance.

Most complete equipment to work with to provide you with a background in practical communications.

JOB SECURITY THROUGH KNOWLEDGE
For information regarding either of these Classes call (213) 462-3281 or write to



DON MARTIN SCHOOL
1653 N. CHEROKEE AVE.
HOLLYWOOD/CA 90028



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

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

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

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

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

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

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

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

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

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

Fantastically easy!

And you'll service the 506 less frequently because the cash box is the biggest a wall-box ever had.

From the side, the 506 is a slim 5 3/4-inches deep at the base, 4 5/8-inches deep at the top.

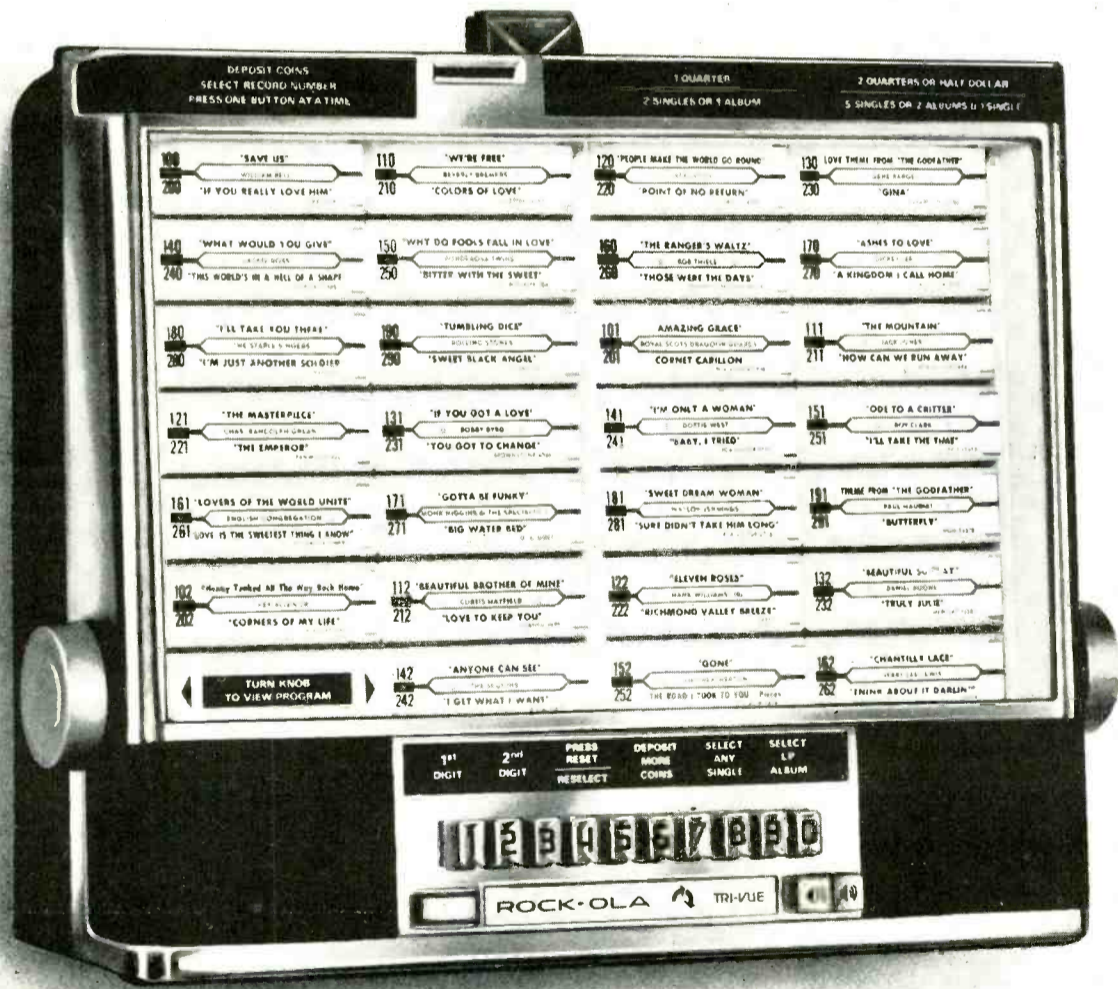
The front housing is hinged. Just open, remove the Tri-Vue program holder. Total accessibility.

If you never liked wallboxes because they were too much trouble to service, get ready to fall in love with the 506!

Could a customer have it any easier? No more letter/number combinations to cause mistakes. Our ten-numbers-in-line selection system and player instructional panel speeds up the play.

Pair up the 506 with any Rock-Ola jukebox. Old or new. Even intermixed with existing wallbox installations.

But who'd want to keep an old wallbox now that the 506 is here?



If all the music operators in America could get together and design a wallbox that would solve all their problems, they'd re-invent the Rock-Ola 506.

Country Music

Jerry Lee Lewis Sets Up Multifaceted Business

MEMPHIS — Jerry Lee Lewis, in a series of sweeping moves, has formed a business entity for handling all affairs associated with his multifaceted career.

He has formed Jerry Lee Lewis Enterprises, Inc., which includes a booking agency-talent management firm; a publishing arm; a production department; and a division of promotion and public relations. He also has a flight office for his own "air force," and plans further expansion.

In addition, Lewis has just signed a new long-term agreement with Mercury Records, which assures his being with that label for at least six more years. Several big announcements are expected in connection with his recording career, some of them of a startling nature.

In his many moves, Lewis claims to have broken all association with Ray Brown, who handled his booking business in the past.

Cecil Harrelson, Lewis' road manager who has been with him for 15 years, now becomes his personal manager.

Kilroy to Head

Eddie Kilroy becomes the manager of his publishing operations, his creative manager, and his director of promotion and public relations. Kilroy, who was instrumental years ago in moving Lewis from the rock to the country field, has worked in promotion for Mercury, Warner Bros., United Artists and MGM. His relationship extends over 14 years.

Roy Dean, a one-time independent show promoter who later became an agent for Roy Brown, becomes general manager of the booking agency, and manager of the talent-management firm.

Rita Gillespie, former co-producer of the Tom Jones Shows, will produce films for Lewis, and also handle production for his big

club dates, including choreography.

Jud Phillips, who has been an associate since his part in getting Lewis started with the old Sun label, becomes an advisor on the growing staff.

Other additions will be announced in the near future.

The booking-talent management firm will handle all booking of the artist, domestically and internationally, and will handle bookings of up to six other as yet unannounced acts. Contract negotiations now are under way.

The publishing arm will be known as Jerry Lee Lewis Music (BMI), and talks are under way now with ASCAP. This operation will be active in both the country and pop music fields.

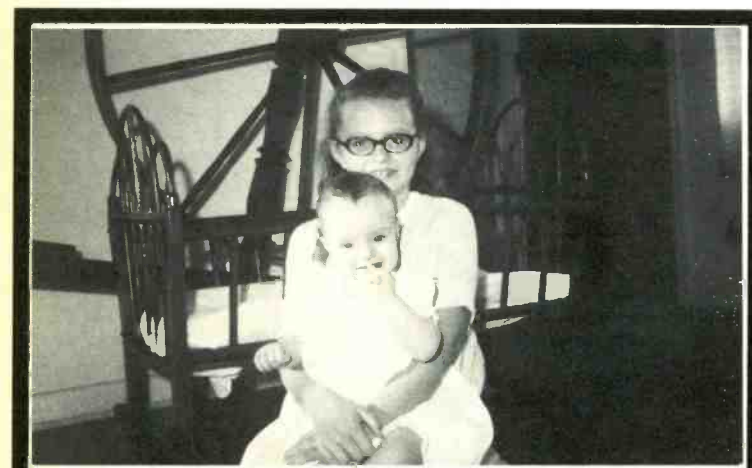
The production company will specialize in the development of new artists. Further announcements concerning this also are imminent. The promotion and public relations personnel will supplement that of Mercury's promotion for Lewis, and will handle such matters for other acts to be associated with the firm.

Lewis also retains a full-time pilot and co-pilot, both of them unlicensed, for his two aircraft, a Convair 640 and a DC-3. He is in the process of purchasing still another plane.

Lewis not only is one of the leading sellers of singles and LP's in the country field, but draws top money for personal appearances.



COLUMBIA'S RAY PRICE autographs a poster for Mrs. Jim Terry, wife of the president of the University of Texas at Arlington. Price was given a distinguished alumni award by UTA at homecoming ceremonies at the school.



(NINE YEAR OLD)
CONNIE WEBB

&
(SEVEN MONTH OLD)
CYNTHIA WEBB

HAVE A NEW AND UNIQUE VERSION OF

"SANTA CLAUS IS COMIN' TO TOWN"

AMERICAN VOICES

AMV-10

IFFEN MUSIC
216 APPLEWOOD LANE
VIRGINIA BEACH, VA.

2nd National TV Show Set

NASHVILLE — Additional exposure for country music on network television has been assured in a disclosure from the Country Music Association of a second national TV show.

This one, to be videotaped at the Grand Ole Opry House here Feb. 4-8, will be aired on NBC at a later, unannounced date. Prior to last year, NBC had aired the CMA Awards shows here in October, hosted by Tennessee Ernie Ford. Last year the show was moved to CBS, with Glen Campbell hosting.

Las Vegas in Country Effort

LAS VEGAS—A country music organization has been formed here to "discover, develop and encourage performers and writers of country music."

Founded by Deane Fountain, the club initially will work on a chart showing the "influences and milestones of important artists, songs, instruments, cycles and other facts."

Fountain said there would be divisions of the organization which would include the "golden age" from 1923 to 1941, Western music, modern country, and both amateur and professional performers.

In the future, Fountain said, a library and museum of country music would be located in this area.

Windi Pacts TV's Taylor

HOLLYWOOD—Buck Taylor, who is co-featured as young deputy Newly on TV's "Gunsmoke," has signed a recording contract with Windi Records of Manhattan Beach.

An initial LP will be produced by Gary Young for Kommittee Productions for release after the first of the year.

Young said it would be country oriented, some folk and pop to give it a contemporary feeling.

Lynn-Wilburns' Pact Tiff Enters 3rd Round

NASHVILLE — The Wilburn Brothers have won the second round in a long, involved lawsuit regarding their contract with Loretta Lynn, who last year formed her own booking agency with Conway Twitty.

A \$5 million lawsuit over which agency is entitled to represent the Decca artist has been returned by the State Court of Appeals to Davidson County (Nashville) Chancery Court for a full trial.

The appellate panel reversed a ruling by Chancellor Ned Lentz, who had ruled that Miss Lynn had been released from a 20-year contract with the Wil-Helm Agency. The contract was signed in 1966.

The Wilburns contended that she was breaching the contract, and Miss Lynn claimed that she had a right to terminate the pact after

the departure of Hamilton (Smiley) Wilson, one of the original partners.

Arguments in the lower court centered over an exchange of letters. Chancellor Lentz had ruled in her favor. But Appeals Judge Thomas Shriver came to an opposite conclusion. Other members of the panel concurred.

Part of the 17-page opinion read: "The plain and unambiguous statements in the letters demonstrate clearly that there was no such release as is contended by the defendant."

The appellate court remanded the case to the Chancery Court for a full trial on the merits of the case. The Wil-Helm Agency is seeking \$5 million damages and a mandatory injunction against Miss Lynn to require her to fulfill the terms of the 20-year contract.

RCA Reshuffles Personnel

NASHVILLE—In a series of moves designed to allow Chet Atkins more time to work with recording and producing, RCA has announced a series of changes involving the office here.

Atkins will leave the road, turning over his Master's Festival post to Danny Davis and the Nashville Brass.

Jerry Bradley becomes director of the Nashville operation, and will manage the country music division.

The firm will increase its a&r

force, and its staffs in promotion, artist relations and publicity. Charlie Smith has been named manager of country music sales, headquartered here.

Danny Davis, who did a few "experimental" concerts with the Masters Tour, will replace Atkins at least for the coming year. Other members of the tour are Boots Randolph and Floyd Cramer, with occasional supplementation by Jethro Burns.

The tour henceforth will be booked by Creative Management, which also will handle Davis' fair dates, with the cooperation of Buddy Lee Attractions.

Bradley is considered a brilliant young producer whose entire life has been involved in music. He is the son of Owen Bradley, vice president and managing director of Decca here. The younger Bradley had managed the Forrest Hills Music Publishing Company, and was owner-manager of Bradley's Barn, an outstanding recording studio near here. He joined RCA in 1970 as executive director and Atkins' administrative assistant.

With this new-found freedom, Atkins will have "more time to work with RCA's roster of artists in planning and recording of their albums as well as more time to concentrate on his own albums and his other creative activities."

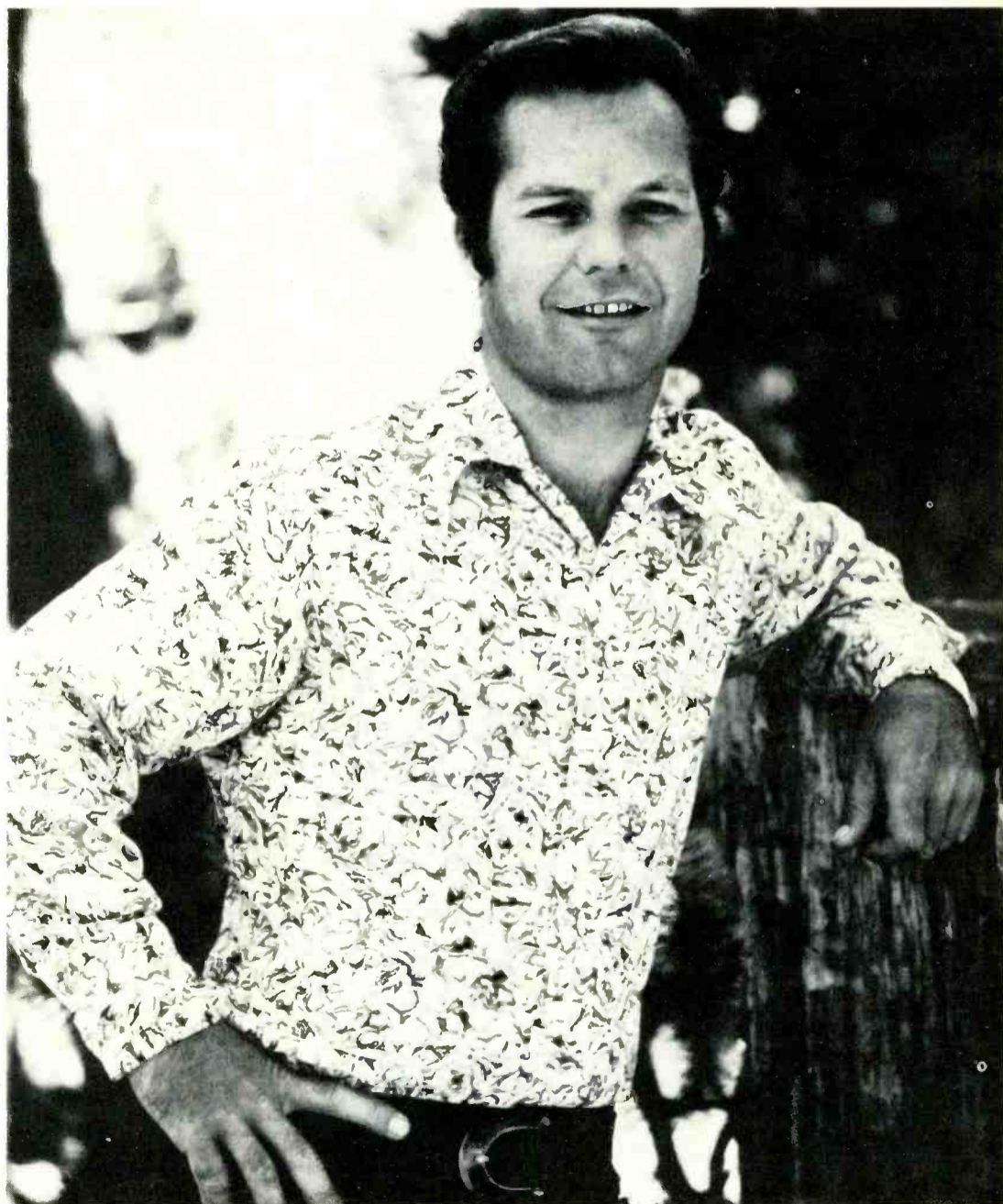
Atkins long has hinted of such a move, and it was assumed that when Bradley was brought to RCA, he was being groomed for such a move.

Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .	
"A BABE, A STAR, A MANGER" DENNIS DUKE—Heart and Soul	
Brite Star's Pick Hits	"CALL OF THE WINE"—Johnny Dollar (Gemini)
	"HAPPY BIRTHDAY"—Sandy Posey (Columbia)
	"FUNKY RIVER"—A. S. Hodge Jr. (Derbs)
	"BIG DADDY 10/4"—Hillybilly John (N.S.)
	"FROSTY THE SNOWMAN"—Lynn Anderson (Columbia)
	"CHAMPAGNE BEFORE BREAKFAST"—Dee & Pat (Tarzana)
	"LET'S DO SOME WALKING"—Ron Manning-Darla Ray (O.M.)
	"WHAT IF IT RAINS"—Joe Combs (Music Towne)
	"TWEEDLEE DEE"—Jimmy Osmond (MGM)
	ALBUM OF THE WEEK: GRACIE DEE (In A Country Mood)—RADA
For National record promotion and Distribution: Send records for review to: Brite Star Promotion, 728 16th Ave. So., Nashville, Tenn. Phone (615) 244-4064.	
Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .	

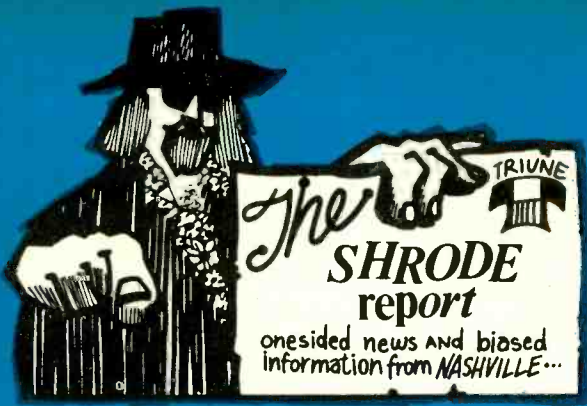
Hot
country single!

“My Heart Cries For You”
By DOYLE HOLLY B-5004

Billboard's Hot Country Single No. 64
Billboard, December 9, 1972



Distributed by MGM Records, Inc.
© 1972 MGM Records, Inc.



SAYS

"BLOW A KISS"

TRIUNE T-7203

BY

HARRISON TYNER



IS THE #1 REQUESTED SONG
IN OVER 30 MARKETS!

Produced by: ROYCE CLARK

Arranged by: JOE MELSON

EXCLUSIVELY ON
TRIUNE RECORDS

OUR DISTRIBUTORS

Southland/Atlanta
Music Suppliers/Boston
Best & Gold/Buffalo
Mangold Bertos/Charlotte
All State/Chicago
Piks Corp/Cleveland
A & I Dist/Cincinnati
Big State/Dallas
Central/Denver

Merit/Detroit
One-Stop/Hartford
Record Service/Houston
Eric Dist/Honolulu
Eureka/Los Angeles
Hot Line/Memphis
Tone/Miami
Heilicher/Minneapolis
Music City/Nashville

All South/New Orleans
Schwartz/Phila.
Arc, Inc/Phoenix
Eric-Mainland/San Francisco
ABC, Inc/Seattle
Stan's/Shreveport
Robert's/St. Louis
Schwartz/Wash. D.C.
M. B. Krupp/El Paso

For your FREE subscription to the Shrode Report,
write on radio station stationery to:

LINDEN STREET LIMITED
1717 Linden Street
Nashville, Tennessee 37212

Billboard Hot Country Singles

Billboard SPECIAL SURVEY for Week Ending 12/16/72

★ STAR Performer—Singles registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	GOT THE ALL OVERS FOR YOU Freddie Hart & the Heartbeats, Capitol 3453 (Blue Book, BMI)	10	38	42	SHE'S MY ROCK Stoney Edwards, Capitol 3462 (Ironsides, ASCAP)	6
2	2	SHE'S TOO GOOD TO BE TRUE Charley Pride, RCA 74-0802 (Pi-Gem, BMI)	11	39	40	ALL HEAVEN BREAKS LOOSE David Rogers, Columbia 4-45714 (Unichappell/Chappell, ASCAP)	6
3	3	SING ME A LOVE SONG TO BABY Billy Walker, MGM 14422 (Venomous/Two Rivers, ASCAP)	11	40	41	KNOXVILLE STATION Bobby Austin, Atlantic 2913 (Mamazon, ASCAP)	6
4	5	FOOL ME Lynn Anderson, Columbia 4-45692 (Lowery, BMI)	10	41	31	BABY, BYE BYE Dickey Lee, RCA 74-0781 (Jack, BMI)	11
5	6	HEAVEN IS MY WOMAN'S LOVE Tommy Overstreet, Dot 17428 (Famous) (Famous/Ironsides, ASCAP)	13	42	54	DO YOU KNOW WHAT IT'S LIKE TO BE LONESOME Jerry Wallace, Decca 33036 (MCA) (TAJ, ASCAP)	2
6	7	WHITE SILVER SANDS Sonny James, Columbia 4-45706 (Sharina, BMI)	9	43	49	PASS ME BY Johnny Rodriguez, Mercury 73334 (Hallnote, BMI)	6
7	8	PRIDE'S NOT HARD TO SWALLOW Hank Williams, Jr., MGM 14421 (Passkey, BMI)	14	44	35	FUNNY FACE Donna Fargo, Dot 17429 (Famous) (Prima Donna, BMI)	16
8	9	PRETEND I NEVER HAPPENED Waylon Jennings, RCA 74-0808 (Nelson, BMI)	9	45	45	IT TAKES A LOT OF TENDERNESS Arlene Harden, Columbia 4-45708 (United Artists, ASCAP)	7
9	12	SHE'S GOT TO BE A SAINT Ray Price, Columbia 4-45724 (Galleon/Norlou, ASCAP)	7	46	51	EVERYBODY NEEDS LOVIN' Norro Wilson, RCA 74-0824 (Gallico/Algee, BMI)	5
10	13	A PICTURE OF ME (Without You) George Jones, Epic 5-10917 (CBS) (Gallico/Algee, BMI)	8	47	71	RATED X Loretta Lynn, Decca 33039 (MCA) (Sure-Fire, BMI)	2
11	4	LONELY WOMEN MAKE GOOD LOVERS Bob Luman, Epic 5-10905 (CBS) (Young World, BMI)	16	48	47	BEFORE GOODBYE Del Reeves, United Artists 50964 (Tree, BMI)	6
12	11	THIS MUCH A MAN Marty Robbins, Decca 33006 (MCA) (Mariposa, BMI)	13	49	55	NEON ROSE Mel Tillis, & the Statesiders, MGM 14454 (Tomale, ASCAP/Brougham Hall, BMI)	2
13	20	SOUL SONG Joe Stampley, Dot 17442 (Famous) (Gallico/Algee, BMI)	6	50	48	HE AIN'T COUNTRY Claude King, Columbia 4-45704 (Belldale/Armstead, BMI)	7
14	15	IS THIS THE BEST I'M GONNA FEEL Don Gibson, Hickory 1651 (Acuff-Rose, BMI)	9	51	52	SOMEWHERE MY LOVE Red Steagall, Capitol 3461 (Robbins, ASCAP)	4
15	17	LOVIN' ON BACK STREETS Mel Street, Metromedia Country 901 (Contention, SESAC)	7	52	59	PAINT ME A RAINBOW Wynn Stewart, RCA 74-0819 (Window/Empher, BMI)	6
16	16	LONESOME 7-7203 Tony Booth, Capitol 3441 (Cedarwood, BMI)	12	53	56	DON'T LET THE GREEN GRASS FOOL YOU O.B. McClinton, Enterprise 9059 (Stax/Volt) (Assorted, BMI)	7
17	10	DON'T SHE LOOK GOOD Bill Anderson, Decca 33002 (MCA) (Passkey, BMI)	15	54	57	OLD FASHIONED SINGING George Jones & Tammy Wynette, Epic 5-10923 (CBS) (Altam, BMI)	4
18	14	WHO'S GONNA PLAY THIS OLD PIANO Jerry Lee Lewis, Mercury 73328 (Blue Echo, ASCAP)	11	55	58	SATISFACTION Jack Greene, Decca 33008 (MCA) (Tree, BMI)	2
19	26	I REALLY DON'T WANT TO KNOW Charlie McCoy, Monument 8554 (CBS) (Hill & Range, BMI)	7	56	63	DOWNFALL OF ME Sonny James, Capitol 3475 (Marson, BMI)	3
20	23	KATY DID Porter Wagoner & Dolly Parton, RCA 74-0820 (Owepar, BMI)	6	57	62	BEHIND BLUE EYES Mondo Earwood, Royal American 65 (Ray Mooney, BMI)	9
21	22	TO KNOW HIM IS TO LOVE HIM Jody Miller, Epic 5-10916 (CBS) (Vogue, BMI)	7	58	—	THE LORD KNOWS I'M DRINKING Cal Smith, Decca 33040 (MCA) (Stallion, BMI)	1
22	21	SOMEBODY LOVES ME Johnny Paycheck, Epic 5-10912 (CBS) (Jack & Bill, ASCAP)	11	59	65	IF IT'S ALL RIGHT WITH YOU Dottie West, RCA 74-0828 (House of Gold, BMI)	3
23	30	LOVE'S THE ANSWER/JAMESTOWN FERRY Tanya Tucker, Columbia 4-45721 (Algee, BMI/Tree, BMI)	5	60	61	TOSSIN' AND TURNIN' Ronnie Sessions, MGM 14445 (Harvard, BMI)	5
24	34	SHE NEEDS SOMEONE TO HOLD HER Conway Twitty, Decca 33033 (MCA) (Hello Darlin', SESAC)	3	61	—	HELLO WE'RE LONELY Patti Page & Tom T. Hall, Mercury 73347 (Hallnote, BMI)	1
25	27	LISTEN Tommy Cash, Epic 5-10915 (CBS) (Moss/Rose, BMI)	8	62	69	IT RAINS JUST THE SAME IN MISSOURI Ray Griff, Dot 17440 (Famous) (Blue Echo, ASCAP)	3
26	28	CATFISH JOHN Johnny Russell, RCA 74-0810 (Jack, BMI)	6	63	74	ALWAYS ON MY MIND/SEPARATE WAYS Elvis Presley, RCA 74-0815 (Press/Rose Bridge, BMI)	2
27	29	HOLDIN' ON TO THE LOVE I GOT Barbara Mandrell, Columbia 4-45702 (Algee/Altam, BMI)	7	64	64	MY HEART CRIES FOR YOU Doyle Holly, Barnaby 5004 (MGM) (Anne Rachel/Gladys/Massey, ASCAP)	5
28	32	WHOLE LOTTA LOVING Hank Williams & Lois Johnson, MGM 14443 (Travis, BMI)	5	65	66	SHE CALLED ME BABY Dick Curless, Capitol 3470 (Central Songs, BMI)	4
29	33	SHE LOVES ME (Right Out of My Mind) Freddy Weller, Columbia 4-45723 (Young World/Center Star, BMI)	5	66	68	PROUD MARY Brush Arbor, Capitol 3468 (Jondora, BMI)	4
30	18	YOU AIN'T GONNA HAVE OLD BUCK TO KICK AROUND ANYMORE Buck Owens & the Buckaroos, Capitol 3429 (Blue Book, BMI)	14	67	67	COMIN' AFTER JINNY Tex Ritter, Capitol 3457 (Evil Eye, BMI)	5
31	19	TAKE IT ON HOME Charlie Rich, Epic 5-10867 (CBS) (House of Gold, BMI)	17	68	—	THE SHELTER OF YOUR EYES Don Williams, JMI 12 (Jack, BMI)	1
32	44	OLD DOGS, CHILDREN & WATERMELON WINE Tom T. Hall, Mercury 73346 (Hallnote, BMI)	3	69	70	THANKS TO YOU FOR LOVING ME Jerry Wallace, United Artists, 50964 (Tree, BMI)	3
33	38	AFRAID I'LL WANT TO LOVE HER ONE MORE TIME Billy "Crash" Craddock, ABC 11342 (Little David, BMI)	5	70	75	WE KNOW IT'S OVER Dave Dudley & Karen O'Donnal, Mercury 73345 (Newkeys, BMI)	2
34	24	MY MAN Tammy Wynette, Epic 5-10909 (CBS) (Algee, BMI)	14	71	—	ONE LAST TIME Glen Campbell, Capitol 3483 (Blackwood/Addrisi, BMI)	1
35	50	I WONDER IF THEY EVER THINK OF ME Merle Haggard & the Strangers, Capitol 3488 (Blue Book, BMI)	2	72	72	CANDY AND ROSES Sue Thompson, Hickory 1652 (Milene, ASCAP)	5
36	39	RHYTHM OF THE RAIN Pat Roberts, Dot 17434 (Famous) (Warner-Tamerlane, BMI)	9	73	73	GOODYES COME HARD FOR ME Kenny Serratt, MGM 14435 (Shade Tree, BMI)	2
37	36	HAPPY, HAPPY BIRTHDAY BABY Sandy Posey, Columbia 4-45703 (Arc, BMI)	8	74	—	I LIKE EVERYTHING ABOUT LOVING YOU Bobbie Roy, Capitol 3477 (Wiljex, ASCAP)	1
				75	—	UNBELIEVABLE LOVE Jim Ed Brown, RCA 74-0846 (Summitt, ASCAP)	1

VMI's Bill Porter Writes CMA Sound Technique Aid

NASHVILLE—In its continued effort to serve membership in various ways, the Country Music Association is distributing a booklet prepared for CMA on sound techniques.

The orientation pamphlet was prepared by Bill Porter, president of Vegas Music International and Porter Industries of Las Vegas. He originally got into sound engineering at the RCA studios here.

It describes the different types of microphones along with their applications, pickup patterns, fre-

quency response, prices, mixers, operating tips and loud speakers.

It also brings out the differences of sound equipment used in theater, nightclub, auditorium, music hall, school, meeting hall, church, gymnasium, chamber, or any other indoor or outdoor application.

Ted Harris chairs the CMA committee for this study. Earlier, CMA held a meeting for songwriters to seek their needs and improve their lot generally. Harris also chaired that conference.

Nashville Scene

By BILL WILLIAMS

Anne Murray made her first appearance on the "Opry," and it was overwhelming. Following an introduction from **Tex Ritter**, the crowd gave her a tremendous welcome, an encore, and really shook the place. The house band knew her "Snowbird" well, but not her "Cotton Jenny." Capitol's **Joe Deeters** ran across the street to the Music Mart where **Sue Klein** came to the rescue, provided the disk, and the musicians learned it in a couple of minutes. Then they performed it flawlessly on stage for her. . . . **Jim Ed Brown**, just off his biggest year, is taking a month off to rest. He says next year looks even bigger, with **Tandy Rice** keeping him constantly on the road. . . . **Billy Walker** has cut seven sides at MGM, trying to find the right one. He's now convinced he has two of them.

Steel guitarist **Sonny Burnette** has just married. Bride is the former **Kathy Morris** of Savannah, Tenn. . . . **Johnny Carver** and wife are parents of a fine boy, **Casey Lee Carver**, their first. . . . **Gordon Terry**, **Jeannie Pruett** and **Webb Pierce** played to a capacity house at a VA hospital benefit. . . . **Carol Lee Snow** a welcome visitor backstage at the Opry. . . . **Jackie Phelps** has come through successful open heart surgery, and will be performing again relatively soon. . . . **Wilma Lee** and **Stoney Cooper** say they had a free reign on production as well as selection in

(Continued on page 44)

Dallas to Honor Hometown Singers, Pride and Price

DALLAS—Charley Pride and Ray Price, both of whom make their homes here, were among those honored by the Dallas Press Club during its 14th Annual Communications Award Dinner Friday (8).

Al Harding was general chairman of the event, which took place at the Statler-Hilton.

Former President and Mrs. Lyndon Johnson, the latter a one-time journalism major at the University of Texas, were on the guest list, and received special Katy Awards for their respective books, "Van-

tage Point" and "White House Diary."

Actress Dorothy Malone and Price, both Dallas natives, and Pride and Bob Lilly of the Dallas Cowboys, were presented with the first of the planned annual Dallas Awards as "Outstanding Dallas Citizens who have brought acclaim and honor to Dallas" by choosing it as their home.

Master of ceremonies for the \$15 a plate formal affair was Mayor Wes Wise, a former radio and TV newsman.



BILLY DON BURNS, who has signed an exclusive writer's contract with Wilderness Music, runs through material with Wilderness president Harlan Howard.



FARON YOUNG executes a new contract with Mercury for a reported \$400,000 bonus. It is described as a long-term contract. Taking part, left to right, are producer Jerry Kennedy, Young and Billy Deaton, Young's manager.

"Who's Gonna Play This Old Piano"

Mercury 73328

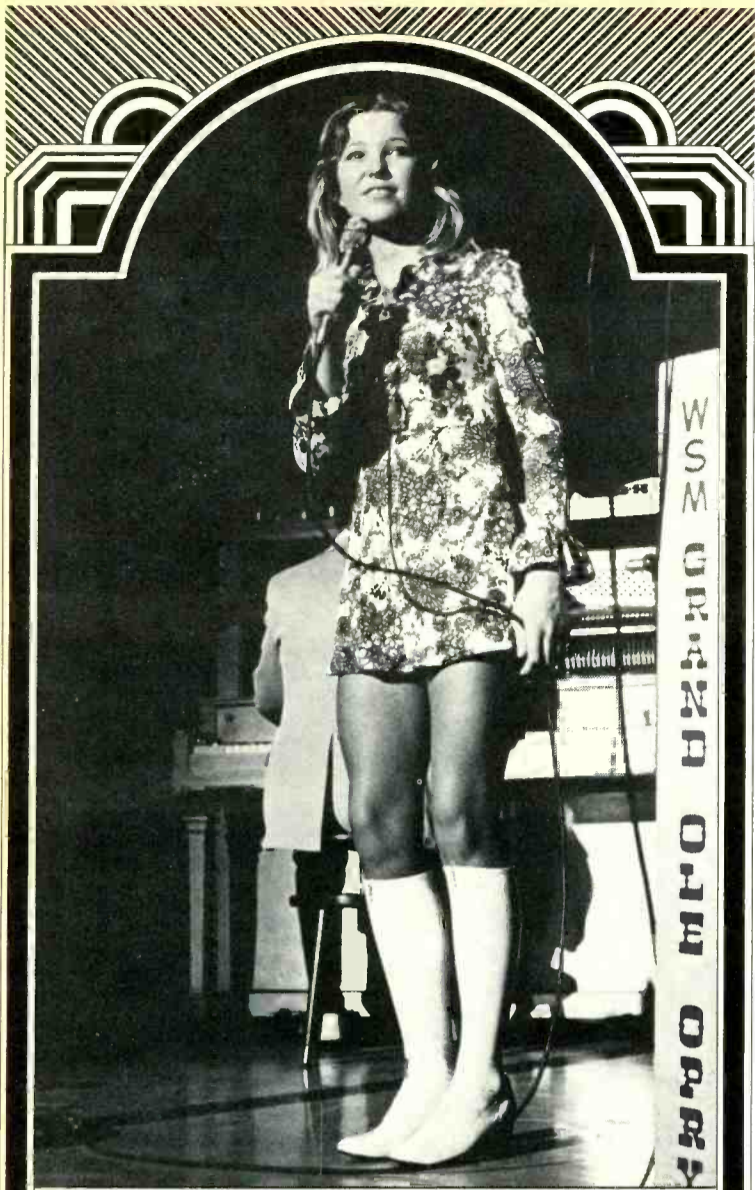
This Old Piano Is
Still Playing
Still Charting
Still Selling

JERRY LEE LEWIS

Watch For The Killer's Soon To Be Released New Album "Who's Gonna Play This Old Piano - Think About It Darlin'"

SR6-1366

Recording exclusively For Mercury



TANYA TUCKER

The biggest
discovery of 1972

THREE IN A ROW

FIRST:

"DELTA DAWN"

THEN A TWO SIDED HIT:

"LOVE'S THE ANSWER"

b/w

"JAMESTOWN FERRY"

PLUS HER ALBUM:

"DELTA DAWN"



PERSONAL MANAGEMENT
JOHN KELLY & ASSOCIATES

P.O. Box 14927
LAS VEGAS, NEVADA 89114
PHONE: (702) 451-1041

ARTIST MANAGEMENT
AND ENTERTAINMENT AT ITS BEST.

Country Music

Nashville Scene

• Continued from page 43

their soon-to-be-released Skylite LP.

The Wilburn Brothers have completed their next TV show series, with such special guests as Ivory Joe Hunter, Charley Rich, Webb Pierce, Faron Young, Carl Smith, Jean Shepard and Tex Ritter.

Linda K. Lance is having her tonsils out over the holidays, which should help ward off the persistent throat problems. This should give her fine voice even more resonance as well.

Business offices for Tom T. Hall's various enterprises have been moved to downtown Brentwood, a Nashville suburb. They were located at his home, also in Brentwood.

Connie Eaton has her first Chart single out produced by Bill Walker, the great one from Australia. It's called "Love Is So Elusive."

More big things keep happening to Tommy Cash. His appearance in the Thanksgiving Day Parade triggered many things.

The S.K. Dobbins who wrote hit songs for Duane Dee and Stoney Edwards is really Sherry Milsap, wife of Bob Milsap.

Words of praise continue to come in from various jocks for country promo men Frank Mull (Mercury) and Biff Collie (UA).

Tex Clark of Brite Star will handle promotion for Doyle Holly and Billie Jo Spears, both of the Buddy Lee Agency.

Playboy Records purchased the master of "Hotel Christmas," written by Shel Silverstein for his latest discovery, Dave Woeller, a Northern California woodcutter.

Ferlin Husky, with Don Gant producing, has cut his latest LP for ABC Dunhill at the Woodland Sound Studios.

After several weeks of negotiations, Quadraphonic Studio Complex, Inc. of South Florida has signed the six piece band Fatback to a five-year production agreement with Jamie Records.

RCA/WPLO Benefit Aids Two Charities

ATLANTA—RCA put a full promotional push behind a charity show here, held in conjunction with WPLO, and raised considerable funds for Cerebral Palsy and the Home for the Deaf.

The label, in cooperation with its artists, provided the services of Danny Davis and the Nashville Brass, Skeeter Davis, Charlie Walker, Pat Daisy, Norro Wilson, Johnny Russell, Dickey Lee, Connie Smith, Red Lane and Scotti Carson. Two additional guests from other labels donated their talents: Paul Richey of Dot and Charlie McCoy of Monument.

The show, held at the Municipal Auditorium here, drew a full-house. WPLO has extended an invitation to RCA to repeat the show next year.

HEAVY ACTION

"I'll Break Out
Again Tonight"

Darrell McCall

American Heritage Records

Dist. by:

Shelby Singleton
Nashville, Tenn.

National Promotion
Little Richie Johnson
Belen, N.M. 87002

Hot Country LP's

Billboard SPECIAL SURVEY
for Week Ending 12/16/72

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

This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart
1	1	THE BEST OF THE BEST OF Merle Haggard, Capitol ST 11082	11
2	2	A SUNSHINY DAY WITH Charley Pride, RCA LSP 4742	18
3	3	HAPPIEST GIRL IN THE WHOLE U.S.A. Donna Fargo, Dot DOS 2600 (Famous)	23
4	4	HERE I AM AGAIN Loretta Lynn, Decca DL 7-5381 (MCA)	8
5	6	GET THE ALL OVERS FOR YOU Freddie Hart, Capitol ST 11107	7
6	5	TOGETHER ALWAYS Porter Wagoner & Dolly Parton, RCA LSP 4761	12
7	16	CHARLIE McCOY Monument KZ 31910 (CBS)	5
8	12	LYNN ANDERSON'S GREATEST HITS Columbia KC 31641	6
9	10	WHEEL OF FORTUNE Susan Raye, Capitol ST 11106	10
10	7	I CAN'T STOP LOVING YOU/(Lost Her Love) ON OUR LAST DATE Conway Twitty, Decca DL 7-5361 (MCA)	13
11	14	MY MAN Tammy Wynette, Epic KE 31717 (CBS)	5
12	8	ALL TIME GREATEST HITS Ray Price, Columbia G 31364	15
13	9	COUNTRY MUSIC THEN & NOW Statler Brothers, Mercury SR 61367	15
14	15	WHEN THE SNOW IS ON THE ROSES Sonny James, Columbia KC 31646	16
15	11	LADIES LOVE OUTLAWS Waylon Jennings, RCA LSP 4751	11
16	19	SOMEBODY LOVES ME Johnny Paycheck, Epic KE 31707 (CBS)	9
17	17	IF YOU TOUCH ME (You've Got to Love Me) Joe Stampley, Dot DOS 26002 (Famous)	10
18	13	AMERICA: A 200 YEAR SALUTE IN STORY AND SONG Johnny Cash, Columbia KC 31645	16
19	23	LONELY WOMEN MAKE GOOD LOVERS Bob Luman, Epic KE 31746 (CBS)	4
20	18	MISSING YOU Jim Reeves, RCA LSP 4749	15
21	20	TO GET TO YOU Jerry Wallace, Decca DL 7-5349 (MCA)	25
22	29	GLEN TRAVIS CAMPBELL Capitol SW 11117	3
23	26	BURNING LOVE (And Hits from His Movies) Elvis Presley, RCA Camden CAS 2595	6
24	21	"LIVE" AT THE WHITE HOUSE Buck Owens, Capitol ST 11105	10
25	22	THE STORYTELLER Tom T. Hall, Mercury ST 61367	14
26	24	BEST OF CHARLEY PRIDE, VOL. 2 RCA LSP 4682	39
27	41	IT'S NOT LOVE (But It's Not Bad) Merle Haggard, Capitol ST 11127	2
28	25	TRACES Sonny James, Capitol ST 11108	11
29	27	BABY DON'T GET HOOKED ON ME Mac Davis, Columbia KC 31770	11
30	32	BORROWED ANGEL Mel Street, Metromedia Country MCS 5001	6
31	28	TOM T. HALL'S GREATEST HITS Mercury SR 61369	12
32	31	REAL McCOY Monument Z 31329 (CBS)	25
33	38	HEAVEN IS MY WOMAN'S LOVE Tommy Overstreet, Dot DOS 26003 (Famous)	4
34	35	SINGS "MY FAVORITE SONGWRITER, PORTER WAGONER" Dolly Parton, RCA LSP 4752	5
35	—	THIS MUCH A MAN Marty Robbins, Decca DL 7-5389 (MCA)	1
36	36	TURN ON SOME HAPPY Danny Davis & Nashville Brass, RCA LSP 4803	3
37	39	EXPERIENCE Porter Wagoner, RCA LSP 4810	4
38	33	DELTA DAWN Tanya Tucker, Columbia KC 31742	9
39	40	THE ROADMASTER Freddy Weller, Columbia KC 31769	7
40	42	INCOMPARABLE Charley Pride, RCA Camden CAS 2584	2
41	—	LONESOME 7-7203 Tony Booth, Capitol ST 11126	1
42	44	JESUS WAS A CAPRICORN Kris Kristofferson, Monument KZ 31909 (CBS)	3
43	43	FOR THE GOOD TIMES Ray Price, Columbia K 30105	120
44	45	BEST OF BAKERSFIELD Various Artists, Capitol ST 11111	3
45	—	I AIN'T NEVER Mel Tillis & the Statesiders, MGM SE 4870	1

International News Reports

Canadian Singles Breakthrough In U.S. Market in Full Gear

By RITCHIE YORKE

TORONTO — The American breakthrough of Canadian produced singles appears to be under way with three strong titles breaking in the U.S. The latest Light-house single, "Sunny Days" on Stereo Dimension in the U.S., is entrenched as a national U.S. top 30 item, with an album of the same name being rush-released.

The Edward Bear single of "Last Song" was a regional breakout in Detroit last week, jumping 10 positions on the CKLW chart and becoming one of the most hotly requested items on that station. "Last Song" has been number one for three consecutive weeks at CKPT, Peterboro, an important Ontario breakout station. CKPT reports it "still very, very strong at No. 1."

In addition, the Capitol single jumped from No. 29 to 10 at CFRW, Winnipeg, another key breakout market. Capitol U.S. reports that the single is also break-

ing in Nashville, New York and several markets in the Midwest.

A&M appears sure to have its first big singles hit out of Canada with Keith Hampshire debut, "Day-time Night-Time." Following play on CKLW, the disk has spread rapidly to other markets including Philadelphia and Dallas.

A&M U.S. national promotion director, Harold Childs, said the Hampshire record was off and run-

ning Stateside. He also has strong hopes for the Valdy single of "Rock & Roll Man." A&M is also riding high with a single discovered and broken in Canada by Pete Beauchamp and Gerry Lacoursiere. It is the Blue Haze revival of "Smoke Gets in Your Eyes," an English master.

It would appear that the Canadian doldrums of '72 may be coming to a rapid close.

W. Germans Gearing for Biggest-Ever Christmas

HAMBURG—The West German industry is preparing itself for the biggest Christmas rush ever. Dealers in most major cities confirm that pre-Christmas trade has been prodigious.

The trend is very definitely away from the single and towards the LP. At the same time sales of five mark LP's are declining and LP's at 10 marks are becoming more and more popular. These are mostly party disks or albums of current hits.

Sales of the full price 22-mark LP have declined because of the heavy imports organized by a few dealer syndicates and most LP's by stars are selling now at between 16.50 marks and 19 marks.

In the midst of the general satisfaction with the Christmas trade, there is a note of discontent among dealers because of the tremendous boom in charity albums released by record companies. These albums, produced to aid public organizations and charities, have considerably reduced dealers' profit margins.

Finland Seeks 'Euro' Writers

HELSINKI—Yleisradio has invited 12 Finnish composers with domestic and international achievements to write Finland's entry for the 1973 Eurovision Song Contest to be held in Luxembourg on April 3. Hitherto the preliminaries to find the Finnish entry has been open to all Finnish citizens.

Each of the selected composers will submit one song, which will be performed at the local final to determine the entry on Feb. 3. The composers invited are Jaakko Salo, Esko Linnavalli, Rauno Lehtinen, Kari Kuuva, Seppo Paakkunainen, Eero Koivistoinen, Jukka Kouppamaki, Aarno Raninen, Lasse Martensson, Frank Robson, Valto Laitinen, and Lill-Jorgen Petersen.

Producers Set Up Assn.

PARIS—Seventeen French software video producers have formed a new trade organization, the Syndicat National de la Video-Communication, to group professional and legal efforts in what is still a very new industry in France.

One of the first aims of the SNVC is to draw up a standard contract with the French performing rights society, SACEM, and mechanical rights society, SDRM. Up to the present, most of the firms have been working on this problem individually. Now, talks are going ahead with the two societies and a statement is expected shortly on their outcome.

The organization groups many firms already operating in the professional and educational software fields. One of these, Mediscope, has been working on Philips VCR cassette programming for hospitals and is shortly to broaden its scope by renting on a monthly basis to doctors.

President of the SNVC is M. Jean d'Arcy, of the Multivision firm, who is a former USA director of the French state-owned radio-TV network, ORTF.

Another former ORTF executive, chairman of the Videogrammes de France combine linking ORTF and the publishing group Hachette, is one of the vice presidents.

The SNVC secretariat is at Tele 2000-Press, 43, rue Faubourg Saint-Honore, Paris, Tel 265.3006.

ATV to Launch Label in U.K.; Welbeck in Revival

LONDON—ATV is planning to introduce its own label—Bradleys—next year and, in turn, Pye is to reactivate its Welbeck publishing company. Plans for the label and publishing firm were finalized last week following the return of ATV financial director Jack Gill, Pye managing director Louis Benjamin and ATV Music's Geoff Heath from the U.S.A. where they completed negotiations for the end of ATV's profit-sharing partnership with Don Kirshner. Both the label and Welbeck will begin operations on Jan. 1.

Bradleys will be distributed by Pye and will serve as a sole record outlet for songwriters signed by ATV Music. Welbeck will only be able to publish copyrights by Pye artists.

Bradleys will be run by Derek John, formerly with WEA, and Welbeck will be headed by former

Pye promotion manager Johnny Wise who, prior to joining the company spent a number of years with Lawrence Wright, now a wholly owned ATV publishing company.

It is now planned for ATV to set up its own music publishing company in America and top management for the firm is being set. Under the terms of the partnership, Kirshner has American subpublishing rights to the ATV music firms. At the end of the partnership on Dec. 31, ATV Music will be able to negotiate new subpublishing deals throughout Europe.

ATV retains copyrights originating from the U.K. company and Kirshner continues to hold copyrights emanating from the U.S. Bradleys will record writers in the contemporary pop idiom, and Heath says his aim is to develop the line into an album.

From The Music Capitals of the World

BRUSSELS

Middle of the Road were in Brussels to record a television spot on the French TV network for "Chansons a la Carte." They sang "Solely Solely" and "Bottoms Up."

Bill Withers on his European tour appeared on Flemish TV Nov. 26 and also made a personal appearance at the Antwerp Arena Hall. Skin Alley are touring Belgium and performing at Liege, Hasselt, Leuven and Gent.

Elvis Presley's world-wide television show from Hawaii will almost certainly be relayed in Belgium Jan. 15 or 16. Andre Brasseur's new single, "Pursuit" has been selected as the signature tune for Europe No. 1's "Microscope" program.

Demsey & Dover's "Highway Shoes" is being released in more and more territories. Following meetings in Brussels Nov. 14 between Stanley West, general manager Ampex Stereo Tapes International and Stanley J. Robins, managing director of EMI Belgium and Luxembourg has been renewed as of Dec. 15.

AL DE BOECK

DUBLIN

CBS has launched a massive Christmas promotional campaign—one of the biggest ever in this country—which will include radio and TV advertising spots, newspaper and magazine space, special discotheque nights in Dublin and mobile discos in the provinces, a classical record recital in Dublin, and airings of disks in more than 130 cinemas throughout Ireland. Backing up the campaign is a catalog, "The Sound of Entertainment."

Shay Healy has a new disk, his first for the recently launched Sole label. He calls it "The Shay Healy Light Relief Show" and it's a collection of four tracks, "The Kilmockridge Hunt," "The Duodenal Waltz" (the only number, he claims, ever written about an ulcer!), "The Mooing Behind the Hill" and "The Country and Western Supersong."

Because of the present troubled political situation, Emerson, Lake and Palmer have postponed their Dublin visit this month. They were to have opened the Fillmore West, a new rock center in Bray, County Wick-

low. The Fillmore used to be the Arcadia Ballroom. Horslips' first album is on the market. It was recorded early in November near Cashel, County Tipperary, using the Rolling Stones' mobile studio. The album, "Horslips Happy to Meet, Sorry to Part" is on their own Oats label. It comes in the most ambitious sleeve ever issued by a local company. It's shaped like a concertina and opens out to reveal several color photos of the group.

KEN STEWART

Yule Brings Rash of Singles in England

LONDON—Each year sees the usual crop of hopeful Christmas singles, and 1972 is no exception. There is a batch of single product already issued or about to become available all hinged on the annual festivity, even though the word Christmas is often absent from the titles.

Every year sees the emergence of one single as a seasonal seller, whether it has any Christmas connotations. Last year it was Benny Hill's "Ernie (The Fastest Milkman in the West)," and the year before it was "Grandad" by Clive Dunn.

An actual Christmas theme rarely makes it, although there is the usual interest in Bing Crosby's classic "White Christmas," other versions of the same Irving Berlin song, and often attention for "Rudolph the Red-Nosed Reindeer" and similar Christmas characters.

It seems 1972 may be an exception to the rule as a Christmas single with a Christmas theme is shaping up to outsell all the others. It is "The Little Drummer Boy" by the Royal Scots Dragoon Guards Band (RCA), the Scottish military pipe band which shot to international fame earlier this year with "Amazing Grace."

"We've pressed 120,000 advance orders already for the disk," an RCA spokesman told Billboard, "and we're confident it will be the Christmas single this year. A film unit has gone out to Germany to shoot a segment with the band for use in "Top of the Pops" on BBC-TV.

The size of the advance order seems to give the Dragoons a clear lead, but there is some possibly formidable competition likely from a maxi-single by the Jackson Five (Tamla Motown). This contains "Santa Claus Is Coming to Town," "Some Day at Christmas" and "Christmas Won't Be the Same This Year," and, provided the Jackson fan fraternity are prepared to pay for such unusual material, Christmas might well not be the same this year.

John Lennon and Yoko Ono have recorded "Happy Christmas (War Is Over)" (Apple) with a black Harlem children's chorus, and Radio 2 DJ Tony Brandon has cut "Sleep Little Children" (Chapter One). Both these are al-

ready getting a good airing by the BBC.

The Syd Lawrence Orchestra has covered the immortal "White Christmas" (Philips), and the Alex Harvey Band have the longest seasonal title in the shape of "There's No Lights on the Christmas Tree, Mother, They're Burning Big Louis Tonight" (Vertigo). There's a "Reggae Christmas" by the Gable Hall School Choir (Trojan), and a soul-style "Christmas Time" with the Decoys (Polydor).

A Beethoven symphonic theme is the source of "Hymn of Thanksgiving" by the Hands of Time (Decca), and Father Christmas himself has been remembered in "Hey Whiskers, We Love You" by Charlie Jones (Columbia).

There is some traditional fare with a difference from Otis Redding with "White Christmas" and "Merry Christmas, Baby" (Atlantic), and "The Christmas Song" and "I Wish You a Merry Christmas" by Little Eva and Big Dee (Pye). And there's also "Remember (Christmas)" by Nilsson (RCA), although apparently there's no actual reference to Christmas in the lyrics.

NIGEL HUNTER

LONDON

Colin Hadley, Pye's director of sales, has resigned and will leave the company at the end of the month. Hadley, former head of EMI's World Records mail order subsidiary, joined Pye two and one-half years ago and his departure follows the resignations, earlier this year of two other directors, Geoffrey Bridge, now director of the BPI and Monty Fresky who partners Dave Miller in Damont Records, the company which releases the Stereo Gold Award budget label.

During his spell with Pye, Hadley has been responsible for the switch of Pye from van-selling to direct distribution and also initiated the graduated discount scheme for dealers, based on bulk purchases. His departure comes at a time when Pye is enjoying a spell of what managing director Louis Benjamin describes as "quiet suc-

(Continued on page 48)



THREE of the four members of the CBS/UK group, Capricorn, are shown on stage at the Third Yamaha World Popular Song Festival, Tokyo, where they won the Grand Prix. Festival was held Nov. 17-19 with 46 entrants from 37 countries participating. Group, shown left to right, is: Steve Prior, bass; Sue Avory; and Colin Travers, guitar. The drummer is not shown.

Philippines Get New Copyright Law

• Continued from page 1

and technology have made necessary the updating of the Copyright Law to give fuller protection to intellectual property and to encourage arts and letters."

The decree is highly comprehensive and provides a greater incentive to intellectual creativity and production. It covers books, periodicals, dramatic compositions, musical compositions, paintings, sculpture, reproductions of art works, maps, cinematographic works, computer programs, prints and pictorial illustrations, collections of literary, scholarly or artistic works, photographic pictures including Xerox, microfilms and photostats, ornamental designs, choreographic works, advertising copies and labels and tags as well. Any other process for audiovisual recordings is safeguarded.

The decree's provisions protects the rights of creators. There are also new provisions involving the rights of performers, producers of sounds, recordings and broadcasting organizations.

Rights are conferred upon the moment of creation whereas in the past, copyright was acquired only upon registration and publication of the work and compliance with other formalities.

The decree has also tried to avoid litigations by delineating rights in the case of joint authors, employes (government or private) and authors of composite works. However, in return for a more liberal copyright decree, the government can demand royalties for the use of any work under its custody with the condition that no wrong information should be conveyed through alteration or revision of the manuscript.

The decree provides a set of conditions that ensures the public's right to general information for the propagation of knowledge and culture.

A copyright was good only for 30 years, renewable for another 30, as long as the application was filed within the year of expiration. No such limitation is now imposed.

The copyright is not only good during his lifetime but will also be enforced 50 years after his death.

Upholds 'Suite'

In giving literary or artistic creator continuing rights to proceeds of resale or lease of his works, the new decree upholds the "droit de suite" instituted in France. The decree defines the scope and beneficiaries of copyright. The decree states that copyright shall consist in the exclusive right:

A. To print, reprint, publish,

copy, distribute, multiply, sell, and make photographs, photo-engravings, and pictorial illustrations of the works; B. To make any translation or other versions or extracts or arrangements or adaptations thereof; to dramatize it if it be a non-dramatic work; to convert it into a non-dramatic work if it be a drama; to complete or execute it if it be a model or design; C. To exhibit, perform, represent, produce or reproduce the work in any manner or by any method whatever for profit or otherwise; if not reproduced in copies for sale, to sell any manuscripts or any record whatever thereof; D. To make any other use or disposition of the work consistent with the laws of the land.

The decree, however, prescribes certain limitations on copyright. When a work has been lawfully made accessible to the public, the author shall not be entitled to prohibit its recitation or performance if done privately and free of charge or if made for strictly charitable or religious institution or society. Reproductions, translations and adaptations thereof destined exclusively for personal and private use cannot also be prohibited.

In case of works which are joint creations, the decree states that the period of 50 years shall be counted from the death of the last surviving co-creator. The decree also applies the rule on co-ownership under the Civil Code with respect to works which are the products of joint efforts.

The decree also carries appropriate provisions on the duration of copyright with respect to anonymous and pseudonymous works.

Liabilities

To ensure protection for copyrighted works, the decree imposes both civil and criminal liabilities in case of infringement. Among the civil remedies available under the decree to the owner of a copyright are the right to secure an injunction restraining such infringement and the right to claim for actual damages sustained. Infringement has also been decreed to be a crime for which the penalty is imprisonment not exceeding one year or a fine not less than \$200 nor more than \$2,000 or both, in the discretion of the court.

In connection with the rights and remedies of a copyright owner, it is important to stress the provisions of Section 26 of the decree on deposit and notice, because under the said section, the failure of the copyright owner to comply with the requirements prescribed therein bars such owner from recovering damages in an infringement suit.

Another innovative feature of the decree is the chapter on moral rights conferring upon the creator the right: A. To make alterations in his work prior to, or withhold it from, publication; B. To require that the authorship of his work be attributed to him; C. To object to any alteration of his work which is prejudicial to his reputation; D. To restrain the use of his name with respect to any work not his own creation of in the case of a distorted version of his work.

The decree also confers rights to performers, including actors, singers, musicians, dancers and other persons engaged in similar pursuits, such as the exclusive right to record or authorize the recording of their performance of any recording apparatus for image and/or sound, and the right to authorize the broadcasting and the communication to the public of their performance. Violations of these rights are also actionable and entitle the performer to appropriate remedies.

Producer Rights

The producers of sound recordings have been granted the exclusive right to authorize or prohibit the direct or indirect reproduction of their recordings and the marketing of these reproductions. Moreover, the decree says that when a sound recording is used with the intention of making or enhancing profit, the producer of the recording has the right to a fair remuneration from the user.

Labels Begin Yule Campaign in U.K.

• Continued from page 1

are centered on high sales potential, and began in October with mobile showroom campaigns around the country. In album terms RCA is boosting the 22 LPs in its nostalgia sector in view of its special appeal in Christmas present possibilities for the "mums and dads market."

A rush RCA album release for the Yule season is the boxed set of the Mermaid Theater revue "Cowardly Custard," based on the words and music of Noel Coward, and another boxed set already available in "The Sinatra/Dorsey Sessions."

Other RCA LP's with seasonal potential are "This Is Nancy Sinatra," the reissued David Bowie album, "Space Oddity" and "The Man Who Sold the World," "Here Is Perry Como, Vol. 2," "Missing You" by Jim Reeves, "Burning Love" by Elvis Presley, and the new Lou Reed album "Transformer."

CBS Campaign

CBS is conducting a "Sound of Entertainment" campaign, highlighting the strongest areas of its catalogue. There are 4 ft. x 3 ft. four-colour centerpieces available for 450 window displays throughout the country, and 175,000 free copies of a 34-page booklet giving a comprehensive list of available product for the general public to take from counters.

Polydor has "Carols From Worcester Cathedral," "Slayed?" by Slade, and The New Seekers "Live at the Royal Albert Hall," and among the Decca group fare is "Ring-A-Long With the Pallos" featuring Jester Jackie Pallo and his family (Chapter One) and "It's Hogmanay With Jim McLeod" (Beltona).

MCA is nostalgia conscious with a marketing drive on its Bing Crosby repertoire, tying in with his Star of the Week slot on Radio 2 from December 18 and centered on the release of the five-LP series "A Musical Autobiography of Bing Crosby" as well as the dozen or so existing Crosby albums in the catalogue.

United Artists Records is celebrating 1972 as "a good vintage year," according to sales and marketing manager Dennis Knowles, with a 2 ft. blow-up of a large bottle of wine motif, whose label refers to UA product, for window display around the country. The label is also on a nostalgic kick with The Golden Age of the Hollywood Musical, containing eight of the famous melodies such as "Lullaby of Broadway," "We're in the Money," "42nd Street," "I Only Have Eyes for You" and "Shadow Waltz" which were featured in the lavish screen musicals produced by Busby Berkeley between 1932 and 1935 and the voices of Dick Powell, Ruby Keeler, James

Broadcasting organizations are granted the following exclusive rights: A. To relay by wire or re-broadcast their broadcasts; B. To record in any manner, including the making of cinematographic films or the use of video tape, their broadcast for the purpose of making profit; C. To use such records for fresh transmission or fresh recording.

The rights granted to performers, producers of sounds and broadcasting organizations are likewise subject to a period of limitation, which is 20 years from the end of the year the performance, recording or broadcasting was made.

On the matter of jurisdiction, the decree provides that all actions, suits and proceedings shall, regardless of the amount involved, be cognizable by Courts of First Instance. Appeals will be governed by the Rules of Court.

The decree sets a limitation to the right to recover damages under its provisions by providing that no damages may be recovered under this decree after four years from

Cagney, Joan Blondel, and Winifred Shaw with an introduction by George Raft. The release of the album marks the 40th anniversary of the production of "42nd Street," and is the result of two years of research and organization by UA executive and film buff Alan Warner.

UA Product

Other UA product in the Christmas selling stakes are the "Man of La Mancha" soundtrack album and Don McLean, featuring all his own compositions except one and being imported from America in the volume of 100,000 copies.

Pye also tends toward nostalgia with Golden Hour Presents "Nights in Vienna," "Those Tuneful Fifties" and, in a more recent vein, "Chartbusters of 1972." There will be national press advertising centered on a total of 20 LPs representative of Pye's disk repertoire.

EMI has a rich Christmas shopping list ranging from the latest Studio Two stereo sampler Climax, "27 Top TV Themes and Commercials" and Theaterland Showstoppers through "Another Flippin' Party" by Mrs. Mills, "This Is Reg Varney" and "The Best of Cliff Richard" Vol. 2 to "A Festival of Carols." Phonogram offers "Christmas With Nana Mouskouri" and "Favourite Christmas Carols" by the Blind Girls Choral Society.

Budget Lines

On the budget front, Music for Pleasure's main Christmas promotion once more offers its formula of free, bonus records with orders for a variety of pre-selected packs. With all Christmas bonus orders, dealers receive a complete kit of colourful display material with a Christmas tree theme and the message "Give everyone a happy Christmas with Music for Pleasure." Display pieces include a Christmas tree browser unit holding 75 LP's, plus streamers and wraparounds to transform Mfp racks and browsers.

These Mfp reissues with particular potential are "White Christmas" by Nat King Cole and Dean Martin, "Tijuana Christmas" and "Christmas Carols From Guildford Cathedral," the latter having already notched up a staggering sales total of over 350,000. New Mfp product with Christmas in mind are "Ernie" by Benny Hill, "By Special Request" by Des O'Connor, and "Christmas With Love" by Geoff Love.

Pickwick International is confident in the sales prospects of "Christmas With Johnny Mathis," and is looking for healthy action on "Carols From Winchester Cathedral," "Have Yourself a Merry Little Christmas" by Frank Sinatra, "Christmas Hymns and Carols" by Mario Lanza, "Seasons Greetings" by Perry Como, "Elvis Sings Hits From His Movies," and a Trojan-originated album "Reggae Greats."

the time the cause of action arose.

Retroactive

The decree has retroactive effect, because by express provision the decree is made applicable to works in which copyright protection obtained prior to the effectivity of the decree is subsisting, provided that the application of the decree shall not result in the diminution of such protection.

The replacement of the old law was prompted by the following factors:

1. Act 3134, which was passed in 1924, did not anticipate with the future's tremendous progress in science and technology;
2. Such law only recognized one right and left unprotected other rights related to literary or artistic creation;
3. Inadequate safeguard for copyright to enable implementation of constitutional policy on the duty of the State to encourage arts and letters as well as scientific research and invention;
4. Right of the public to information or the dissemination of knowledge is not adequately provided for.

WHAT DO SJS P & P MEAN IN MEXICO ?



**NICHION has RADIO & TV!
SHINKO has MUSIC LIFE!
WATANABE has NAME ARTISTS!
TAIYO has TATSU NAGASHIMA!**

WE have NOTHING!!

Why, then are

We amoung

TOP FIVE?

it's BECAUSE we create & promote

EVERY MUSIC with

PASSION and SINCERITY

**VICTOR MUSIC PUBLISHING
COMPANY INCORPORATED**

UNDER NEW MANAGEMENT BY

A.TORIO

**AKASAKA TOKYU BLDG.
CHIYODAKU, TOKYO**

**TEL: TOKYO(581)4651
CABLE: VICTPUBUSH TOKYO**

EMI Tightens Pub Setup

LONDON—EMI is consolidating its music publishing interests with the appointment of Ron White as group executive, music publishing and the formation of a management supervisory board for reviewing the group's policies.

The senior management appointments—which take immediate effect—follows EMI's recent acquisition of Affiliated Music, the holding company of Francis Day and Hunter, Feldmans and Robbins.

In his new post, White will be responsible to EMI Group director Records, Len Wood, for planning and operation of all of EMI's music publishing activities and their various overseas subsidiaries.

Ron White, 50, originally EMI Records assistant managing director, moves to his new post from being director of coordination, group record staffs, a position he has held for the past two months.

Additionally, KPM managing director Jimmy Phillips has relinquished the post and will now act as a full-time special advisor. He will join Wood and White on the new management supervisory board. Wood explained that although Phillips would no longer act as KPM managing director he

would be involved on a day-to-day basis on policy matters. Wood added that Phillips would also be able to devote more time to his duties as a council member of the PRS and the MCPS.

At present, it is uncertain how EMI will strengthen its music publishing interests. Wood said that it has always been EMI's policy to have its publishing companies part of its record operation overseas. Through its Affiliated acquisition EMI now has large publishing companies in France and Germany but whether these will be combined with Pathe Marconi and Bovema is still under discussion.

In the management reorganization, Ron White will have two divisions reporting directly to him,

operations and staff. The operations division includes the directors and general managers of Francis Day and Hunter, Feldmans and Robbins, Bert Corri, Ronnie Beck and Alan Holmes, plus KPM director and general manager Peter Phillips, and Pat Howgill, director and general manager of sheet music publishing and sales.

The executive staff includes financial controller Tony House, who was responsible for investigating the financial aspects of EMI's bid for Affiliated Music, Brian Lawrence, director of overseas coordination and director of administration, Peter Smits. House, Howgill, Lawrence and Smits also become directors of the four U.K. operating publishing companies, joining Wood and White.

Tokyo Fest to Jamaican

TOKYO—A Jamaican reggae/pop artist, Ernie Smith, has been awarded the grand prize at the Third World Popular Song Festival, just ended here. Smith copped top honors from 22 international finalists, selected from thousands of original entries.

Smith's song, "Life Is Just for Living," which was written for the

festival, also shared top honors with "Feeling," the British entrant, by Peter Yellowstone and Jane Schwartz.

Smith's string of prizes included a cash award of \$4,000, the choice of a car or diamond bracelet, and several plaques. He has also been commissioned to appear in a number of musical shows in this country.

Smith, a singer, composer and arranger, has played a significant part in the development of the reggae sound in Jamaica, and was winner of the Pop and Mento Medal, in that country's Music Festival in 1965.

Other prize winners at the festival included Neil Sedaka's "What Becomes of My World," which won the Outstanding Composition Award, and British Singer Ginetta Rino and Dutch singer Ben Cramer, both of whom won \$1,000.

Miss Rino sang "I Can't Let You Walk Out of My Life," which was composed by Les Reed and was second on a list of 11 outstanding compositions. Sedaka's song was sung by Britain's Tony Christie, who also won \$500 for an outstanding performance.

Import Firm Stirs Concern In Finland

HELSINKI—The appearance of a new Finnish company specializing in record and cassette imports has caused surprise in the industry here, and renewed concern about illegal importation, hitherto strictly controlled by the Finnish branch of the International Federation of Phonographic Industries and TEOSTO, the Finnish composers copyright bureau.

Local recording companies are studying an advertisement which appeared at full length in a Finnish pop consumer magazine. It stated that a Tampere-based company is importing all product direct from the U.S.A., Britain, France and Spain, including labels already represented and licensed in Finland. The company claims it can offer "hot product" well before it becomes available from the usual outlets, and that because of its overseas agreements it can sell all standard priced cassettes (\$6.70) with 30 percent discount.

Finnish record manufacturers admit that investing and keeping track of such an operation is laborious. Usually independent importers deal with big American exporters, who are offering cut-off and discount material. Though this latter has minimal appeal in the States, it is selling well in Finnish supermarkets and similar outlets, but represents only a minor irritation for the local disk companies. "Hot product" hit importations exert a more serious effect, as has been noted in Britain, West Germany and Sweden.

A music industry spokesman stated that all suspected cases of illegal importing are investigated, and if necessary, referred to legal authorities and TEOSTO, which is involved with mechanical copyrights and performing rights.

From The Music Capitals of the World

• Continued from page 45

cess," with sales of the Golden Hour low-price series double last year and with full-price album product 80 percent up on the 1971 figure. Hadley, who also resigns from the board of Record Merchandisers, told Billboard, "My decision to leave is simply because I feel there is nothing further I can contribute to the development of Pye from my present position." He added that he would be announcing his future plans within the next two weeks.

Phonogram chairman Steve Gottlieb recently presented a silver disc to mark sales of 250,000 of Chuck Berry's "Ding a Ling" to Marv Schlachter, president of Chess/Janus. Schlachter was in London with GRT executives Stan Hoffman, Esmond Edwards together with American distributors who had won a weekend in London after a competition centered on Berry and called "A Dozen Berrys" which was a special marketing concept designed to stock American dealers in depth with 12 Chuck Berry from the Chess catalog. . . . As part of its efforts to raise money to build 10 Lillian Board Cancer Clinics throughout the U.K., the National Council for Cancer Research has arranged with RCA for the release of an album, the proceeds of which will be donated to the clinics. The album, "Close to You," includes tracks by Jack Jones, Perry Como, Raymond Lefevre, Henry Mancini and the Glenn Miller Band. The artists and the executors of the Miller estate have agreed to donate all their royalties to the fund. It is understood that the National Council for Cancer Research requires around \$2,400,000 to build the clinics.

Cliff Richard, who has been produced for EMI's Columbia label by Norrie Paramor since his first record "Move It" in 1959, has begun to use other producers. Peter Gormley, Cliff Richard's manager, told Billboard, that the singer wanted to experiment with new producers and that Paramor would continue to be involved in certain projects. He stressed that Richard and Paramor had not parted company. Cliff Richard's latest single in the U.K., "Brand New Song," was co-produced by Paramor with New Seekers producer Dave McKay. Norrie Paramor has now been appointed the principal conductor of the Midland Light orchestra and told Billboard that this position would eventually take up a great deal of his time.

United Artists is issuing an album, "The Golden Age of the Hollywood Musical," featuring music from the spectacular dance sequences staged by Busby Berkeley in films between 1932 and 1935. A release for the album is also scheduled for America. The album, which has been in the planning for two years, was conceived by Alan Warner of UA. "The Golden Age of the Hollywood Musical" includes music from "42nd Street," "Dames" and "Footlight Parade."

Singer-writer Neil Sedaka was in London recently to promote his "Oh Carol" record in the U.K. Sedaka also promoted his new record "Beautiful You" on RCA. . . . The Sweet have received a gold disk marking worldwide sales exceeding one million of their "Poppa Joe" single hit. The group begins a series of overseas dates next February beginning in Germany. . . . Gilbert O'Sullivan has become the first ever artist to hold the top two places in the Swedish album charts. The albums, "Back to Front" and "Himself" have both sold in excess of 100,000 in Sweden. . . . March Artists, the agency arm of CBS has secured sole representation of Blackhill artists Kevin Ayers, Third Ear Band and Roy Harper. The deal was set by Andrew King and Peter Jenner of Blackhill and David Apps of March.

VIENNA

Polydor artist Brian Augur made television recordings for the "Spotlight" pop show in Vienna. For the New Years "Spotlight" Esther Ofarim, the Pop Tops, Joe Dassin and Osibisa are scheduled. . . . The International Fair for Office Supplies, called IFABO '73, which will take place here from May 20-23, 1973, will bring for the first time new audio-visual products. . . . Actor Michael Heltau, has made his first record "Statt zu reden" for Polydor. . . . Jazz pianist Teddy Wilson celebrated his 60th birthday with the Dutch Swing College Band with a sell-out concert in the 2,000 seater Vienna Konzerthaus. . . . A 15,000 dollar deficit for promoter George Wien was the result of a jazz concert in the Vienna Stadthalle. Some 5,500 people came to the 12,000-seater Stadthalle to hear the Charles Mingus Sextet, Jimmy Smith and Friends, the Cannonball Adderley Quintet, the Elvin Jones Quartet and the Giants of Jazz. . . . Painter Arik Brauer has received his second gold record for his Polydor album "Arik Brauer."

Nathan Milstein made his first recordings for Deutsche Grammophon Gesellschaft with the VPO in Vienna. . . . Commemorating the 50th anniversary of the death of the operetta composer Karl Michael Ziehrer, Philips has released an album with three records, featuring Gerda Scheyerer, Karl Terkal, Heinz Conrads, Sigrid Martikke and Ossi Kollmann. . . . Polydor released an LP with Viennese-songs, "Wean kannst net dasingen," by opera-singer Heinz Holecek.

MANFRED SCHREIBER

TOKYO

The Little Angels played to a full house at the downtown Nippon Gekijo theater Nov. 19 although the opening show clashed with the final day of the third "World Popular Song Festival in Tokyo '72." To commemorate the 45-member troupes 93-day Japan tour, Nippon Phonogram is releasing "The National Folk Ballet of Korea" stereo LP album and one single produced from studio recordings made in Seoul, London and Tokyo. Record companies in Japan have shunned the popular song contest because the music copyrights become the property of

(Continued on page 49)

Mini-LP's Bow in Prague

PRAGUE—A new concept for the Czech record market is the release of mini-albums made up of four, five or six singles in various categories—pop, rock 'n' roll, brass band and country among them.

Tracks are taken from already-released albums, many of them issued on a license basis by Supraphon, and are sold for the price of conventional singles.

Among releases so far has been a collection of hits by the Beatles "She Loves You Yesterday," Bee Gees ("Massachusetts"), Hollies ("Just One Look") and Bill Haley ("Rock Around the Clock"). Other artists featured in the pre-Christmas release are Aretha Franklin, Ray Charles, Johnny Cash, Earl Scruggs, Stevie Wonder, Louis Armstrong, Supremes, Temptations, Four Tops and Gilbert Beaud.

A fifth mini-album contains four big local hits by Karel Gott and a country and western collection includes two tracks by Czech groups. Plans include the release of four of the most popular brass band recordings.

SJ, P & P

MEAN...

NEW ORGANIZATION

+

DYNAMIC PROGRESS

IN MEXICO!

Stereo Jet de México, S.A.
cartridge & cassette manufacturers

Panamusic, S.A.
records

Plamusa
music publishers

P. O. Box 151. Naucalpan Edo. de México
México Phone 576-06-38

From The Music Capitals of the World

• Continued from page 48

the sponsor, Yamaha Foundation for Music Education.

Sam (The Man) Taylor and the Children's Choir of the Bulgarian Radio & TV are featured on the first two Sansui SQ regular matrix "Q" albums released Nov. 10/20 by Nippon Crown, an affiliate of Mitsubishi Electric (MGA). Nippon Crown, which continues to thrive solely on local recording, featured gypsy music by the Hungarian virtuosi, **Orchestra Suha-Balogh**, among its stereo LP album releases for October 1972.

The late **Billie Holiday** was "resurrected" in Japan Dec. 5 with the first "nostalgia" recording to be produced by Victor Musical Industries under its new mechanical licensing agreement with Monmouth-Evergreen Records. The initial "Lady Day" release on the Nippon Victor label is to be followed by recordings by **Josephine Baker**, **Maxine Sullivan** and **Lee Wiley**. . . . Both "Feeling" by **Peter Yellowstone** and **Jane Schwartz** of England and "Life Is Just For Living" by **Ernie Smith** of Jamaica won \$3,000 grand prix Nov. 19 in the 3rd "World Popular Song Festival in Tokyo '72." **Ginetta Reno**, also from England, sang "I Can't Let You Walk Out of My Life" by **Les Reed** to tie with **Ben Cramer** of Holland singing "When You're There" by **Harry de Groot** for \$1,000 grand prix each as the best singers. One of ten \$1,000 outstanding composition awards went to England's

Neil Sedaka for "What Becomes of My Life?" and **Tony Christie** won an outstanding performance prize of \$500 for singing the song. Other outstanding performance awards went to **Emmanuelle** of Canada, **Chung Hun Hi** of Korea, and **Zdzislawa Sosnicka** of Poland. The grand prix awards were presented to the winners before an audience of some 15,000 persons by **Genichi Kawakami**, chairman of the Yamaha Foundation for Music Education, which sponsored the 3-day festival. Emcees at the finals were **Jo Shishido** and **Celia Paul**. **HIDEO EGUCHI**

MEXICO

Sensational was the debut in Mexico of **Vikki Carr**, who for the first time performed here at the Aristos. She drew 800 persons, accompanied by a 26-piece orchestra. She was introduced to the audience by **Pedro Vargas** and **Armando Manzanero**. Miss Carr displayed a potpourri of Latin songs in Spanish and at the end of the same included another two songs in the same language. At the end of November, CBS Records had a party to celebrate its 25th anniversary. Big executives of Columbia-CBS records in the U.S. and other countries assisted in the celebration and foreign artists participated such as **Chicago**, **Tremelous**, **Johnny Mathis**, **Andy Williams**, **Los Cinco Musicales**, **Salome** and **Vikki Carr**. . . . European singer **Tony Ronald** is expected this week to do a short performance season. . . . **Roberto Jordan** and his wife

Czechs May Halt Monaural Pressings Soon

PRAGUE—There has been a sharp decline in the last 12 months in interest in monaural recordings in Czechoslovakia and production may be stopped in the near future.

Up until now market research has shown that many record buyers still use old monaural equipment which would not obtain satisfactory results in reproducing stereo-compatible disks.

However, returns for the latest release of Supraphon's record club have a startling 77 percent in favor of stereo while only 23 percent of the orders are for mono records.

Another surprise was the amount of orders on expensive multi-album sets. A four-album collection of music played on historic church organs brought in orders for 25,000 albums and Handel's **Cocerti Grossi** (four LP's) 20,000. A **Rubinstein** two-LP set of **Chopin Nocturnes** sold 22,000 albums with **Bach's Leipzig Chorales** by organist **Alena Vesela** (two records) selling 19,000 LP's.

will fly in mid-December to Spain to spend Christmas and New Year's in that country and at the same time to see the possibilities of performing in the future. . . . **Luis San Martin**, international a&r of **Musart Records**, flew to Europe for a 12-day trip to sign distribution of European labels.

ENRIQUE ORTIZ

Inelco, Phonogram Take 5 Edisons

AMSTERDAM — Both **Inelco** and **Phonogram** had five albums honored in the popular section of the Edison Awards for 1972; **Neogram** was awarded four Edisons, and **CBS**, **CNR**, **Bovema**, and **Polydor** each three.

The awards were decided by a jury consisting of **Tineke Vos de Nooy**, **Elly de Waard**, **Willem Duys**, **Jip Goldsteijn**, **Frans de Kok**, **Joop de Roo** and **John J. Vis** (president).

Records receiving awards, in alphabetical order of artist, are "Surf's Up"—**Beach Boys** (**Brother Records**); "The Rise and Fall of **Ziggy Stardust**"—**David Bowie** (**RCA/Inelco**); "Naturally"—**J.J. Cale** (**Philips**); "Into the Purple Valley"—**Ry Cooder** (**Reprise**); "Vrijblijvend . . . **Gerard Cox**"—**Gerard Cox** (**CBS**); "Moods"—**Neil Diamond** (**Uni**); "Avec Le Temps"—**Leo Ferre** (**Barclay**); "Quiet Fire"—**Roberta Flack** (**Atlantic**); "Gert & Hermien"—**Gert & Hermien** (**CNR**); "Shaft"—**Isaac Hayes** (**Stax**); "Smackwater Jack"—**Quincy Jones** (**A&M**); "De Jasperina Show"—**Jasperina de Jong** (**Imperial**).

"Everybody's in Show-Biz, Everybody's a Star" and "Muswell Hillbillies"—the **Kinks** (**RCA**); "Avonturen van **Pipi Langkous**"—**Pipi Langkous** (**Philips**); "Michel Legrand"—**Michel Legrand** (**Bell**); "Saint Dominic's Preview"—**Van Morrison** (**Warner**); "Hello & Thank You"—**Mouth & MacNeil** (**Decca**); "Plankenkoorts"—**Nederlands Hoop in Bange Dagen** (**Imperial**); "Schmilsson" and "Son of Schmilsson"—**Harry Nilsson** (**RCA**); "Rita Reys Sings Michel

Legrand"—**Michel Legrand** (**CBS**); "Paul Simon"—**Paul Simon** (**CBS**); "Stampeders"—**Stampeders** (**EMI**); "Pudding En Gisteren"—**Supersister** (**Polydor**); "Cornelis Vreeswijk"—**Cornelis Vreeswijk** (**Fontana**).

Nine of the 26 records honored were Dutch productions.

Brazil Takes OTI Festival

MADRID — The Ibero-American festival of song (OTI) was held in Madrid, Spain, for the first time on Nov. 25. The following countries participated: **Bolivia**, **Chile**, **Puerto Rico**, **Spain**, **Colombia**, **Peru**, **Uruguay**, **Argentina**, **Portugal**, **Venezuela**, **Brazil**, **Panama** and **Dominican Republic**. The song from Mexico was disqualified because the lyrics did not meet the rules of the festival. First prize went to Brazil with the song "Dialogo," performed by singers **Claudia Regina** and **Tobias**, and **Baden Powell** on guitar.

Second place went to Panama with "Oh Senor," sung by **Basilio**. Third spot was won by Spain with "Nina," sung by **Marisol**. Fourth place was a tie between **Puerto Rico's Chucho Avellanet** singing "Por Ti" and **Venezuelan Mirla's** rendition of "Suenos de Cristal en Miel."

The two-hour program was televised via satellite to most of the participating countries and received in **Puerto Rico** with excellent reception via **Telemundo Channel 2**.

Music to the World.

(JAPAN IS ONLY A SONG AWAY!)

2nd TOKYO MUSIC FESTIVAL

• APRIL 27, 28, 29, 1973
• IMPERIAL THEATRE, TOKYO



This is your big chance. Send us your original popular song and you can become the centre of world attention... a celebrity. Also, you can win a free trip to Japan and maybe even ¥3,000,000 (US\$10,000).

That's right! If your original, unpublished popular song is one of the 20 finalists selected in the International Contest, you will be provided the following:

- Round trip airline ticket for each of a maximum of three individuals for each song.
- Pay or reimburse hotel and living expenses up to the equivalent of US\$20.00 per individual per day for a total of seven days.
- A chance to win some of the ¥10,000,000 prize money including the World Popular Song Grand Prize worth ¥3,000,000.

T.B.S. (Tokyo Broadcasting System, Inc.), the backer, the largest broadcasting company in Japan, is now televising "Tokyo Music Festival—Music to the World" every Sunday. Plans are now in effect to televise, nation-wide and in colour, special programs such as the festival's International Contest on May 6, 1973.

Entries must be sent in by January 31, 1973.

For further information and rules, please write to: Mr. Kimio Okamoto, General Director
TOKYO POPULAR MUSIC PROMOTION ASSOCIATION
c/o Tokyo Broadcasting System, Inc.
5-3-6 Akasaka, Minato-ku, Tokyo 107, Japan
Telephone: 586-2406
Cable Address: TOKYOMUSICFEST

HITS OF THE WORLD

BRITAIN

(Courtesy: Music Week)
*Denotes local origin

This Week	Last Week	Title	Artist	Label & Number
1	1	MY DING-A-LING	Chuck Berry, Chess (Carlin)	Esmond Edwards
2	2	CRAZY HORSE	Osmonds, MGM (Kolob) M. Lloyd/A. Osmond	
3	4	GUDBYE T' JANE	*Slade Polydor (Barn) Chas. Chandler	
4	6	ANGEL/WHAT MADE MILWAUKEE FAMOUS	*Rod Stewart, Mercury (KPM/Schroeder) Rod Stewart	
5	5	CROCODILE ROCK	*Elton John, DJM (DJM) Gus Dudgeon	
6	3	WHY	Donny Osmond, MGM (Debmarr) Mike Curb/Don Costa	
7	16	BEN	Michael Jackson, Tamla Motown (Jobete/Carlin) Corporation	
8	-	SOLID GOLD EASY ACTION	*T Rex, EMI Tony Visconti	
9	27	LONG HAIRD LOVER—FROM LIVERPOOL	Little Jimmy Osmond, MGM (KPM) M. Curb/P. Botkin	
10	9	LOOKIN' THROUGH THE WINDOW	Jackson 5, Tamla Motown (Jobete/Carlin) Hal Davis/Corporation	
11	18	ROCK ME BABY	David Cassidy, Bell (Carlin) Wes Farrell	
12	13	LAY DOWN	*Strawbs, A&M (Summerland) Strawbs	
13	12	STAY WITH ME	*Blue Mink, Regal Zonophone (Cauliflower/Cookway) Blue Mink	
14	7	CLAIR	*Gilbert O'Sullivan MAM (MAM) Gordon Mills	
15	10	I'M STONE IN LOVE WITH YOU	Stivistics, Avco (Gamble-Huff/Carlin) Thom Bell	
16	21	SHOTGUN WEDDING	*Roy C. U.K. (Sparta Florida)	
17	17	HI HO SILVER LINING	*Jeff Beck, RAK Replay (KPM) Mickie Most	
18	28	HELP ME MAKE IT THROUGH THE NIGHT	Gladys Knight & the Pips, Tamla Motown (KPM) J. Bristol	
19	15	LOOP DI LOVE	*Shag, UK. (Jano) Jonathan King	
20	8	LEADER OF THE PACK	Shangri-Las, Kama Sutra (Robert Mellin)	
21	33	NIGHTS IN WHITE SATIN	*Moody Blues, Deram (Tyler) Tony Clarke	
22	11	LET'S DANCE	Chris Montez, London (E.H. Morris)	
23	-	HAPPY CHRISTMAS, WAR IS OVER	John & Yoko, Plastic Ono Band/Harlem Community Choir, Apple (Ono/Northern) John & Yoko/Phil Spector	
24	14	MOULDY OLD DOUGH	*Lieutenant Pigeon, Decca (Campbell/Connelly) Stavely Makepeace Prod.	
25	23	KEEPER OF THE CASTLE	Four Tops, Probe (KPM) S. Barri/D. Lampert/B. Potter	
26	19	OH CAROL/BREAKING UP IS HARD TO DO/LITTLE DEVIL	Neil Sedaka, RCA (Screen Gems-Columbia)	
27	22	GOODBYE TO LOVE	Carpenters, A&M (Rondor) Richard Carpenter	
28	36	LITTLE DRUMMER BOY	*Royal Scots Dragoon Guards Band, RCA (Bregman/Vocco/Conn) Peter Kerr	
29	49	JUST OUT OF REACH (Of My Two Empty Arms)	*Ken Dodd, Columbia (Francis, Day & Hunter) John Burgess	
30	48	GETTING A DRAG	Lyney De Paul, MAM (ATV/Kirshner) Gordon Mills	
31	30	BIG SIX	*Judge Dread, Big Shot (B&C/Mooncrest) Bush Prod.	
32	47	DON'T DO THAT	*Geordie, Regal Zonophone (Red Bus) E. Elias/R. Danova	
33	-	THE JEAN GENIE	David Bowie, RCA (Titanic/Chrysalis) David Bowie	
34	24	YOU'LL ALWAYS BE A FRIEND	*Hot Chocolate, RAK (RAK) T. Wilson/E. Brown	
35	26	HERE I GO AGAIN	Archie Bell & the Drells, Atlantic (Gamble-Huff/Carlin) Gamble-Huff Prod.	
36	29	IN A BROKEN DREAM	*Python Lee Jackson, Youngblood (Youngblood) Mike Dalton	
37	32	BABY DON'T GET HOOKED ON ME	Mac Davis, CBS (Screen Gems-Columbia) Rick Hall	
38	25	ELECTED	Alice Cooper Warner Bros. (Carlin) Bob Ezrin	
39	20	DONNA	*10cc, U.K. (St. Annes) Strawberry Prod.	
40	-	HI HI HI	*Wings, Apple (McCartney/Northern) Paul McCartney	
41	31	I DON'T BELIEVE IN MIRACLES	*Colin Blunstone, Epic (Verulam) C. White/R. Argent	
42	45	COME SOFTLY TO ME	*New Seekers, Polydor (Edwin E. Morris) Michael Lloyd	
43	43	VENTURA HIGHWAY	America, Warner Bros. (Warner Bros.) America	
44	34	HALLELUJAH FREEDOM	Junior Campbell, Deram (Camel) Junior Campbell	
45	37	BURLESQUE	*Family, Reprise (United Artists) Family/George Chkiantz	

This Week	Last Week	Title	Artist	Label & Number
46	-	BALL PARK INCIDENT	*Wizard, Harvest (Wood/Carlin) Roy Wood	
47	42	IT'S FOUR IN THE MORNING	Faron Young, Mercury (Burlington) Jerry Kennedy	
48	40	ONLY YOU	Jeff Collins, Polydor (Sherwin) D. Arthey	
49	-	CAN'T KEEP IT IN	*Cat Stevens, Island (Freshwater) Paul Samwell-Smith	
50	-	BIG SEVEN	*Judge Dread, Big Shot (Bush) Bush	

DENMARK

(Courtesy of IFPI)

This Week	Last Week	Title	Artist	Label & Number
1	-	JEG ER SA KED A—DEN HAENGER NED A	Lille Palle (Polydor)	
2	-	JIMMY LOVES ME	Olsen (Philips)—Intersong	
3	-	WIG-WAM BAM	The Sweet (RCA)—Stig Anderson A/S	
4	-	JEG SKAL ALDRIG TIL	Birthe Kjaer (Philips)—Intersong	
5	-	CLAIR	Gilbert O'Sullivan (MAM)—April AB	
6	-	EN TUR TIL MALLORCA	Fritz og Erik (Odeon)	
7	-	A TEENAGER IN LOVE	Donny Osmond (MGM)—Belinda AB	
8	-	SMEDENS VISE	Lille Palle (Capa)	
9	-	MOULDY OLD DOUGH	Lieutenant Pigeon (Decca)—Intersong	
9	-	GODDAG OG FARVEL	Maria Stenz (Sonet)—Mork	
11	-	FUP ELLER FAKTA	Bent Werder (Sonet)—Gustav Winckler A/S	
12	-	DET ER VORES BRYLLUPSDAG	IDAG—Bo Bendixen (Philips)—Intersong	
13	-	POPCORN	Hot Butter (Barclay)—Gustav Winckler A/S	
14	-	MEXICO	The Les Humphries Singers (Decca)—Intersong	
15	-	BURNING LOVE	Elvis Presley (RCA)—Combine Music Corn.	
16	-	INGEN TARET FOR MIN SKYLD	Susanne Lana (Triola)—Mork	
17	-	GARDEN PARTY	Rick Nelson (MCA)—Intersong	
18	-	JEG ER SA KED A	Gert Kruse (Triola)—Mork	
19	-	HVER TING I VORT	Bjorn & OKAY (Polydor)—Intersong	
20	-	BARE DER ER SOL I DINE OJNE	Gustav og Bent (Sonet)—Gustav Winckler	

HONG KONG

(Courtesy of Radio Hong Kong)

This Week	Last Week	Title	Artist	Label & Number
1	-	ROCK ME BABY	David Cassidy (Bell)	
2	-	NIGHTS IN WHITE SATIN	The Moody Blues (Deram)	
3	-	BEN	Michael Jackson (Motown)	
4	-	SPACE MAN	Nils-Ånson (RCA)	
5	-	CLAIR	Gilbert O'Sullivan (MAM)	
6	-	I BELIEVE IN MUSIC	Gallery (Sussex)	
7	-	RUN TO ME	Bee Gees (Polydor)	
8	-	YOU WEAR IT WELL	Rod Stewart (Mercury)	
9	-	IF I COULD REACH YOU	5th Dimension (Bell)	
10	-	BURNING LOVE	Elvis Presley (RCA)	
11	-	WHY	Donny Osmond (MGM)	
12	-	SPEAK TO THE SKY	Rick Springfield (Capitol)	
13	-	LISTEN TO THE MUSIC	Doobie Brothers (Warner Bros.)	
14	-	I'D LOVE YOU TO WANT ME	Lobo (Philips)	
15	-	OOH-WAKKA-DOO-WAKKA-DAY	Gilbert O'Sullivan (MAM)	
16	-	ELECTED	Alice Cooper (Warner Bros.)	
17	-	GO ALL THE WAY	Raspberries (Capitol)	
18	-	LIVING IN HARMONY	Cliff Richard (Columbia)	
19	-	BLACK AND WHITE	Three Dog Night (Dunhill)	
20	-	SATURDAY IN THE PARK	Chicago (CBS/Sony)	

ITALY

(Courtesy of Discografia Internazionale)
*Denotes local origin

This Week	Last Week	Title	Artist	Label & Number
1	-	DONNA SOLA	*Mia Martini (Ricordi)—Come Il Vento/Pegaso	
2	-	GIOCO DI BIMBA	*Le Orme (Philips-Phonogram)—Esdra	
3	-	IL GABBIANO INFELICE	*Il Guardiano del Faro (Ricordi)—Jiler/Puccio	
4	-	IL PADRINO	*Santo & Johnny (Produttori Associati-Ricordi)—Chappell	
5	-	QUESTO PICCOLO GRANDE AMORE	*Claudio Baglioni (RCA)—RCA Musica	
6	-	ALONE AGAIN	Gilbert O'Sullivan (MAM-Decca)—Sugarmusic	
7	-	RUN TO ME	Bee Gees (Polydor-Phonogram)—Abigail Music & Robin Gibb	
8	-	ROCKET MAN	Elton John (Ricordi)—Dick James Music	
9	-	VIENI VIA CON ME	(Taratapunzi-e)—Loretta Goggi (Durium)—Bixio/Sam	
10	-	POPCORN	*La Strana Società (Fonit-Cetra)—Gallazzi	
11	-	SEGUI LUI	*Adriano Pappalardo (Numero Uno-RCA)—Acqua Azzurra	
12	-	COSA SI PUO' DIRE DI TE	I Pooh (CBS-Messaggerie Musicali)—McLodi	
13	-	QUANTI ANNI HO?	*I Nomadi (Columbia-EMI)—Voce del Padre	
14	-	MARCIA DA ARANCIA	MECCANICA—Walter Carlos (CBS-Messaggerie Musicali)—Temoi Music	
15	-	OH BABY, WHAT WOULD YOU SAY	Hurricane Smith (Columbia-EMI)—Chappell	
16	-	PRINSENOI INFINAINCHIU-SOL	*Adriano Celentano (Clan-Messaggerie Musicali)—Clan	
17	-	VOGLIO STARE CON TE	*Wess & Dori Ghezzi (Durium)—Belwin Mills Italiana	

LP's

This Month	Title	Artist	Label & Number
1	ORIGINAL SOUNDTRACK FROM "A CLOCKWORK ORANGE"	Walter Carlos (& others) (WB-Ricordi)	
2	UMANAMENTE UOMO: IL SOGNO	*Lucio Battisti (Numero Uno-RCA)	
3	IL PADRINO E ALTRI FAMOSI TEMI DA FILM	*Santo & Johnny (Produttori Associati-Ricordi)	
4	TRIOLOGY	Emerson, Lake & Palmer (Island-Ricordi)	
5	UOMO DI PEZZA	Le Orme (Philips-Phonogram)	
6	5043	Mina (PDU-EMI)	
7	FOXTROT	Genesis (Charisma-Phonogram)	
8	CARAVANSERAI	Santana (CBS-Messaggerie Musicali)	
9	CATCH BULL AT FOUR	Cat Stevens (Island-Ricordi)	
10	NEL MONDO, UNA COSA	*Mia Martini (Ricordi)	
11	OCTOPUS	Gentle Giant (Vertigo-Phonogram)	
12	BACK ON THE FRONT	Gilbert O'Sullivan (MAM-Decca)	
13	SOUNDTRACK FROM "THE GODFATHER"	*Carlos Savina (Paramount-EMI)	
14	QUESTO PICCOLO GRANDE AMORE	*Claudio Baglioni (RCA)	
15	BLACK SABBATH, VOL. 4	(Vertigo-Phonogram)	
18	MARCIA DA ARANCIA MECCANICA	Walter Carlos (WB-Messaggerie Musicali)—Chappell	
20	ROMA CAPOCCIA	*Antonello Venditti (RCA)—IT/RCA	
21	UN ALBERO DI TRENTA PIANI	*Adriano Celentano (Clan-Messaggerie Musicali)—Margherita	
22	BLACK HAND	*New Trolls (Cetra-Fonit-Cetra)—Usignolo	
23	MONDO BLU	*Flora Fauna e Memento (Numero Uno-RCA)—Acqua Azzurra	
24	WOMAN IS THE NIGGER OF THE WORLD	John Lennon & the Plastic Ono Band (Apple-EMI)—Aromando	
25	I GOTCHA	Joe Tex (Mercury-Phonogram)—Union Music	

JAPAN

(Courtesy Music Labo, Inc.)
*Denotes local origin

This Week	Last Week	Title	Artist	Label & Number
1	-	ONNA NO MICHU	*Shiro Miya, Pinkara Trio (Columbia)—Daichi, Nichion	
2	-	KASSAI	*Naomi Chiaki (Columbia)—Kaientai	
3	-	AME	*Eiji Miyoshi (Victor)—Shinko	
4	-	KANASHIMIYO KONNICHUWA	*Magumi Asaka (GAM)—J&K	
5	-	DOKYUSEI	*Masako Mori (Minoru-Phone)—Tokyo	
6	-	CHISANA TAIKEN	*Hiromi Goh (CBS/Sony)—Standard	
7	-	ISARIBI KOI UTA	*Rumiko Koyanagi (Reprise)—Watanabe	
8	-	HOLIDAYS	Michel Polnareff (Epic)—April	
9	-	KURUWASETAINO	*Linda Yamamoto (Canyon)—Fuji	
10	-	ALONE AGAIN	Gilbert O'Sullivan (London)—Review Japan	
11	-	KYO NO NOWAKA AME	*Rumiko Koyanagi (Reprise)—Watanabe	
12	-	NIJI O WATATTE	*Mari Amachi (CBS/Sony)—Watanabe	
13	-	SASURAI BUNE	*Shinichi Mori (Victor)—Watanabe	
14	-	ORIZURU	*Hiroko Chiba (King)—Watanabe	
15	-	AISHU NO PAGE	*Saori Minami (CBS/Sony)—Nichion	
16	-	ANATA NO MAE NI BOKU GA ITA	*Four Leaves (CBS/Sony)—April	
17	-	RENGET SO	*Billy Banhan (Kit)—PMP	
18	-	SENSET	*Masako Mori (Minoru-Phone)—Tokyo	
19	-	SATURDAY IN THE PARK	Chicago (CBS)—U.A. Japan	
20	-	YOGISHA	O'Yan Hui (Toshiba)—Takarajima	

MALAYSIA

(Courtesy of Rediffusion, Malaysia)

This Week	Last Week	Title	Artist	Label & Number
1	-	I'D LOVE YOU TO WANT ME	Lobo (Big Tree)	
2	-	WHY: LONELY BOY	Donny Osmond (MGM)	
3	-	SONG SELLERS	Raiders (CBS)	
4	-	RUN TO ME	Bee Gees (Atco)	
5	-	SPEAK TO THE SKY	Rick Springfield (Capitol)	
6	-	SATURDAY IN THE PARK	Chicago (CBS)	
7	-	ME: DON'T GET HOOKED ON ME	Mac Davis (CBS)	
8	-	BLACK & WHITE	Three Dog Night (Dunhill)	
9	-	HAPPYER THAN THE MORNING SUN	B.J. Thomas (Scepter)	
10	-	SISTER JANE	New World (Rak)	

MEXICO

(Courtesy of Radio Mil)

This Week	Last Week	Title	Artist	Label & Number
1	-	RIO REBELDE	Julio Iglesias (Polydor)	
2	-	ALONE AGAIN (Solo otra vez)	Gilbert O'Sullivan (London)	
3	-	BEAUTIFUL SUNDAY	(Domingo maravilloso)—Daniel Boone (Musart)	
4	-	JUBILATION (Jubilacion)	Paul Anka (Buddah)	
5	-	LONG COOL WOMAN IN A BLACK DRESS	(La mujer de negro)—The Hollies (Capitol)	
6	-	VOLVER EL AMOR	Virginia Lopez (Gas)	
7	-	CUANDO TU ME QUIERAS	Jose Jose (RCA)	
8	-	SIN TU AMOR	Indio (Philips)	
9	-	MIENTEME	Victor Yturbe ("Piruli") (Philips)	
10	-	VOLVER VOLVER	Vicente Fernandez (CBS)	

Jazz LP's

This Month TITLE—Artist, Label & Number (Distributing Label)

1	ON THE CORNER	Miles Davis, Columbia KC 31906
2	ALL THE KING'S HORSES	Grover Washington, Jr., Kudu KU-07 (CTI)
3	TALK TO THE PEOPLE	Les McCann, Atlantic SD 1619
4	CHERRY	Stanley Turrentine with Milt Jackson, CTI CTI 6017
5	UPERIDO NI PAMOJAS	Ramsey Lewis Trio, Columbia KC 31096
6	LIVE AT THE EAST	Pharoah Sanders, Impulse 9227
7	SUPERFLY	Soundtrack/Curtis Mayfield, Curtom CBS 8014 (ST) (Buddah)
8	CHICAGO V	Columbia KC 31102
9	PUSH PUSH	Herbie Mann, Embryo SD 532 (Atlantic)
10	MISSISSIPPI GAMBLER	Herbie Mann, Atlantic SD 1610
11	LIVE	Carlos Santana & Buddy Miles, Columbia KC 31308
12	STICK IT	Buddy Rich, RCA LSP 4802
13	SOUL ZODIAC	Cannonball Adderley, Capitol SVBB 11025
14	M.F. HORN TWO	Maynard Ferguson, Columbia KC 31709
15	HIS GREATEST YEARS, VOL. 2	John Coltrane, Impulse AS 9223-2 (ABC)
16	THE AGE OF STEAM	Gerry Mulligan, A&M SP 3036
17	INNER CITY BLUES	Grover Washington, Jr., Kudu KU 03 (CTI)
18	SHAFT	Soundtrack/Isaac Hayes, Enterprise/MGM ENS 2-5002 (Stax/Volt)
19	SMACKWATER JACK	Quincy Jones, A&M SP 4307
20	WATER FALLS	John Klemmer, Impulse AS9220 (ABC)
21	BEST OF PHAROAH SANDERS	Impulse AS 9229-2 (ABC)
22	INNER MOUNTAIN FLAME	John McLaughlin with Mahavishnu Orch., Columbia KC 31067
23	HAPPY PEOPLE	Cannonball Adderley, Capitol ST 11121
24	FIRST LIGHT	Freddie Hubbard, CTI CTI 6013
25	THE EVOLUTION OF MANN	Herbie Mann, Atlantic SD 2-300

Billboard SPECIAL SURVEY for Week Ending 12/16/72

What's Happening

Continued from page 20

WHLC, Lehman College, Bronx, George Cautero reporting: "Demon in Disguise," (LP), David Bromberg, Columbia; "No Secrets," (LP), Carly Simon, Elektra; "One Man Dog," (LP), James Taylor, Warner Bros. . . . WRCU-FM, Colgate U., Hamilton, Rich Ferdinand reporting: "In the Can," (LP), Flash, Sovereign; "No Secrets," (LP), Carly Simon, Elektra; "Creedence Gold," (LP), Creedence Clearwater Revival, Fantasy. . . . WJAR, Dowling College, Oakdale, Gary Levenson reporting: "Homecoming," (LP), America, Warner Bros.; "Best of . . . Vol. II," (LP), John Coltrane, Impulse; "Keeper of the Castle," (LP), Four Tops, ABC. . . . Pennsylvania—WSRN-FM, Swarthmore College, Swarthmore, Roy Perry reporting: "Jack Schechtman," (LP), Jack Schechtman, Columbia; "No Secrets," (LP), Carly Simon, Elektra; "Mountain Mama," (LP), Dianne Davidson, Janus. . . . WXPB-FM, U. of Pennsylvania, Philadelphia, Andrew Pincus reporting: "Do Ya," The Move, United Artists; "Highway Star," Deep Purple, Warner Bros.; "I Don't Want to Play," Ellen McIlwaine, Polydor. . . . WKUL, WKUL-FM, Waynesburg College, Waynesburg, Gary Olsen reporting: "In the Can," (LP), Flash, Sovereign; "House of Memories," Willie Roundtree, Chelsea; "Let It Rain," Eric Clapton, Polydor. . . . WRCT, Carnegie-Mellon U., Pittsburgh, Brad Simon reporting: "Foxtrot," (LP), Genesis, Charisma; "Sophomoric," (LP), Congress of Wonders, Fantasy; "Meeting of the Times," (LP), Rahaan Roland Kirk/Al Hiberl, Atlantic. . . . Massachusetts—WERS-FM, Emerson College, Boston, Alan Dorfman reporting: "Oh Babe, What Would You Say," Hurricane Smith, Capitol; "The Divine Miss M," (LP), Bette Midler, Atlantic; "Jesus Was a Capricorn," (LP), Kris Kristofferson, Monument. . . . WRBB-FM, Northeastern U., Boston, Donna Hochheiser reporting: "Skip Battin," (LP), Skip Battin, Signpost; "Montreaux Blues Festival," (LP), Various Artists, Excello; "Fly Walker Airlines," (LP), T-Bone Walker, Polydor. . . . WTBU, Boston U., Boston, Curt Hansen reporting: "Nervous on the Road," (LP), Brinsley Schwarz, United Artists; "Below the Salt," (LP), Steeleye Span, Chrysalis; "Jean Genie," David Bowie, RCA. . . . New Jersey—WWRC, Rider College, Trenton, Bruce Austin reporting: "You're So Vain," Carly Simon, Elektra; "Crocodile Rock," Elton John, MCA; "Lifetime," (LP cut, In the Can), Flash, Sovereign. . . . WCCR, Camden County College, Blackwood, Leonard Emerle reporting: "For the Roses," (LP), Joni Mitchell, Asylum; "Gypsy Cowboy," (LP), New Riders of the Purple Sage, Columbia; "Jesus Was a Capricorn," (LP), Kris Kristofferson, Monument. . . . WFDU-FM, Fairleigh-Dickinson U., Teaneck, Tony Loving reporting: "War Heroes," (LP), Jimi Hendrix, Reprise; "Phil Spector Christmas Album," (LP), Various Artists, Apple; "Flash Cadillac & The Continental Kids," (LP), Flash-Cadillac, Epic.

DECEMBER 16, 1972, BILLBOARD

THE INQUIRER:

Describe Your Best '72 Store Promotion

Jan Stewart, Banks and Clark Magnavox, Jasper, Ala.: "We announced over Radio Stations WARF-AM and WWV-AM that we would reduce \$6.98 tapes to \$5.98 and \$5.98 LP's to \$4.98. It worked so well we stayed at those prices."

Mary Doyle, Sterling Camera Center, Sterling, Ill.: "Over 225 customers came in Sunday (26) between 1 and 5 p.m. and Monday (27) 6 to 9 p.m. with their children to have their pictures taken free with Santa Claus. Gary Stevens of our Dixon, Ill., store took the pictures. It helped record and tape sales and we also sold extra Christmas photo cards."

Patti Kearney, the Crescendo Room of McGuire Music Lafayette, Ind.: "Around Christmas, we always offer '10 Hours of Sound' free with any Hitachi or Toyo stereo phonograph we sell. By '10 Hours of Sound' we mean any 10 LP's free from our store's entire inventory."

Al Giegel, Montgomery Ward, Chicago: "Radio and TV spots offering the \$9.88 Motown four-record set for sale in our stores. We provided in-store signs, dumps and browsers for the promotion."

Janet Ryan, Ryan's Stereo Tapes, Storm Lake, Ia.: "Annually we buy the front page of a 13-county Community Guide right before Christmas. The ad discounts everything in the store. We gift-price \$6.98 tapes at \$4.77 and \$5.98 LP's to \$3.77 for just one weekend."

(Continued on page 62)

Indie Distributors Evaluate Assn.

Continued from page 1

Sales, San Francisco. Others believed to have registered for the Hyatt Regency O'Hare meeting included: Howard Ring, Music Merchants of New England, Woburn, Mass.; Arman Boladian, Record Distributors of Detroit; Joseph Simone, Progress Record Distributors, Cleveland, Ohio and Harold Lipsius, Universal Record Distributors, Pennsylvania.

Malamud said recently that NARM seeks to serve all segments of the industry and has four separate advisory committees for manufacturers, rackjobbers, distributors and retailers (Billboard,

NARAS Countdown

LOS ANGELES — The five NARAS chapters held final screening sessions on all Grammy Award nominations Nov. 28 with record company executives sitting in to insure correct category placement of the entries. Recording academy members will get their primary ballots in mid-December.

Nov. 18). It is also understood that Amos Heilicher, prominent Minneapolis wholesaler, would attend.

James Schwartz, Schwartz Bros., Washington, D.C., and Ernest Leaner, United Dist., Chicago arrived Friday morning.

White said the meeting was set to last most of Friday. He acknowledged Friday morning prior to the gathering that the "possibility" does exist for a new independent distributor organization outside NARM and that this was one central issue to be hammered out here in what was a steering committee assemblage.

Various independent wholesalers imply that there may be a need to distinguish between distributors with rackjobber subsidiaries and those without, or "pure" distributors, because of what is claimed to be the prevalent practice of manufacturers selling direct to the rack-linked wholesaler. This, along with the steady loss by independent distributors of lines to label-owned houses gives pure indies double concern.

Mechanicals, Jukebox Royalty Increase Eyed

Continued from page 1

per box a year for jukebox performance royalty on copyrighted music. Since that year, "there has been considerable inflation in the country."

The letter says "It has been proposed that the fixed royalty rates in the bill should be adjusted to reflect the rate of inflation during the period in which the copyrighted legislation has been necessarily delayed. It is argued that such adjustment is necessary to provide the equivalent in 1973 dollars of a sum determined to be reasonable in the mid-sixties."

The rate raises are based on the U.S. consumer price index for the average worker, which has jumped costs of goods and service 26.6 percent between 1967 and October 1972. Although there has been talk of a cost-of-living raise in the royalty rates, subcommittee counsel Brennan said there was some shock in the discovery that the index had gone up so high (Billboard, Sept. 9, 1972).

The proposal to raise the fixed rate of mechanicals and of jukebox royalty "has received some support among members of the copyrights subcommittee and it is certain to be actively considered by the subcommittee when it processes the copyright bill," the letter adds.

No public hearings are likely to be held on the Senate side, on this issue. The comments and the subcommittee vote will decide. Members who supported the 2.5 cents per tune mechanical rate and the \$8 per box jukebox rate in 1967 are expected to agree that these amounts must now, five years later, be in terms of 1973 dollars. Otherwise, the rates would work out to less than the amount of payments originally agreed to, the argument runs.

The letter made no comment on the subject of the Senate bill's proposed grant of performance royalty for copyrighted recordings played for profit by broadcasters and jukeboxes. The bill would charge jukeboxes \$1 per box per

year for the record performance, in addition to the \$8 royalty to be paid for copyrighted music used on the records. Broadcasters would pay blanket license fees of 2 percent of net advertising revenues, and background music use would be 2 percent of the gross, with exemptions for small stations and music subscriber firms.

The Senate revision bill has been piloted by Sen. John L. McClellan (D., Ark.), past and present

chairman of the Senate Copyrights Subcommittee. His legislation would also set up a Copyright Tribunal to review non-negotiated statutory rates, like the mechanicals and the jukebox royalties, every five years, and referee disputes. Reaction to the idea from concerned copyright interests has been mixed. Jukebox operators are dead set against the idea of a tribunal which presumably could recommend raises in rates.

UA Spends \$500G on Mfg.

Continued from page 1

Polymax is a chemical additive to vinyl resin, claimed by UA to improve sound reproduction by hardening groove surfaces, lubricating itself and resisting static attraction of dust. "But Polymax itself isn't enough to bring American records up to the quality of the best European disks," said Haerle. "We have to upgrade our entire process of making stamper molds and pressing the records."

So far, the UA pressing improvement program is at the phase of setting up quality control programs and blueprinting the new machinery layouts. Supervising is technical director Csab Hunyar, who recently rejoined the company after a period with MCA in the team developing a videodisk system.

During UA's previous period with Polymax, the additive was used mainly for specialty stereo lines, such as the premier "50 Guitars" series. It has not yet been decided how much of UA's future releases will be pressed in the Polymax process. But Haerle points out that the Los Angeles plant produces 50 percent of its output for other companies and the New Jersey facility delivers 80 percent of its product to other labels.

Haerle Flays Quality

The German-born Haerle, who started in the U.S. in 1960 with Starday label, says flatly that American record pressing is "terrible" in comparison to the better European pressings.

"We feel at UA that the market is ready for better-manufactured records, even if it costs a few cents more," Haerle said. "Home playing equipment is better. The public has more musical sophistication. Pressing costs have been held nearly constant in the U.S. during the past decade as technology was used to make the process more economical. Now the trend should be to improve the quality of mass pressing."

The plant being converted to Polymax was among the first to switch to Lened automatic pressing machines in 1967. Haerle feels that disk quality upgrading has now become necessary in order to prepare for the coming switch to quadrasonic and also to compete effectively with tape.

"Let's face it, the industry is committed to the disk format because of its advantages in packaging and handling," said Haerle. "As tape cartridge sound quality improves, record manufacturing standards have to keep up. Also, I am personally convinced that the industry will be mass-merchandising discrete quadrasonic disks within the next few years."

Haerle indicated that one of the first uses planned for the new generation of Polymax recordings will be limited-edition pressings of about 2,000 on all future UA releases for distribution to broadcasters. "We need the best quality of record available for broadcast over today's FM equipment," he said.

BEST BETS FOR CHRISTMAS

Below is a list of the best-selling LPs and best-selling singles to date. These charts have been compiled in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These charts have been running as a special buying and stocking guide:

NOTE: Many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP's

Pos. Title—Artist, Label & Number

1. CHRISTMAS SONG—Nat King Cole, Capitol SW 1967
2. MERRY CHRISTMAS—Bing Crosby, Decca DL 78128
3. CHRISTMAS ALBUM—Jackson 5, Motown MS 713
4. ELVIS SINGS THE WONDERFUL WORLD OF CHRISTMAS—Elvis Presley, RCA LSP 4579
5. HANDEL! MESSIAH—Mormon Tabernacle Choir, Columbia M2S-6207
6. GIVE ME YOUR LOVE FOR CHRISTMAS—Johnny Mathis, Columbia CS 9923
7. MERRY CHRISTMAS—Brenda Lee, Decca 74583
8. CHRISTMAS ALBUM—Barbra Streisand, Columbia G-30763
9. CHRISTMAS CARD—Partridge Family, Bell 6066
10. CHRISTMAS ALBUM—Andy Williams, Columbia CS 8887
11. WE WISH YOU A MERRY CHRISTMAS—Ray Conniff, Columbia CS 8692

12. LITTLE DRUMMER BOY—Harry Simeone Choir, Kapp 3450
13. CHRISTMAS ALBUM—Jim Nabors, Columbia CS 9531
14. NOEL—Joan Baez, Vanguard 79230

CHRISTMAS SINGLES

Pos. Title—Artist, Label & Number

1. PLEASE COME HOME FOR CHRISTMAS—Charlie Brown, King 5405
2. JINGLE BELLS—Singing Dogs, RCA 48-1020
3. BLUE CHRISTMAS—Elvis Presley, RCA 447-0647
4. SLIPPIN' INTO CHRISTMAS—Leon Russel, Shelter 7328
5. GIFT OF GIVING—Bill Withers, Sussex 241
6. WHITE CHRISTMAS—Bing Crosby, Decca 23778
7. JINGLE BELL ROCK—Bobby Helms, Kapp KJB-85
8. SILVER BELLS—Earl Grant, Decca 25703
9. LITTLE DRUMMER BOY—Harry Simeone Choir, Kapp KJB-86
10. HAPPY CHRISTMAS—John & Yoko & the Plastic Ono Band with Harlem Community Choir, Apple 1842
11. SANTA CLAUS AND HIS OLD LADY—Cheech & Chong, A&M 66021
12. MERRY CHRISTMAS DARLING—Carpenters, A&M 1236



Dear FIND Dealers:

"We've been able to get records we never could before through using FIND," says Frances Nelson, assistant manager of Sybel's Golden Oldie Records in Fort Worth. The FIND catalog is particularly helpful, according to Ms. Nelson. "Records are listed by category, which is one major help," she says. "Also, the price is next to each item so the consumer knows up front what he or she will have to pay. Because of this, we find many customers paying in advance. The catalog on the whole is very informative."

"Oldies are big with us, as well as contemporary music," she adds, "and this is where we get a lot of help from FIND. Older soundtracks are easy for us to get, and so are records by big bands and artists such as Hank Williams, Judy Garland and Al Jolson. This helps us take advantage of the nostalgia craze at the moment as well as help people who naturally have an interest in these LP's."

The outlet advertises special orders and mentions FIND in the ads. The catalog is displayed on the counter, with sales personnel doing the actual order taking. "We know we're getting a repeat business because of FIND," Ms. Nelson adds. "We tell our customers that if we don't see the record they want in the FIND catalog, it's not available. So far, it's all worked out very well, including reasonable delivery time and the knowledge that we can get records we never could get before."

Dealer response to the new FIND catalog has been good so far, with buyers expressing satisfaction over the additional 7,000 releases in the new edition, as well as listings of new chart winners, this year's gold records and the listings of favorite "Best Of" and "Greatest Of" LP's and tapes.

With the holiday season almost here, it's more important than ever to specify UPS delivery to be assured of getting your special Christmas orders on time. And don't forget that the "Christmas Gift" service is still going strong and there is still time to get your orders gift wrapped and mailed to the appropriate party with card enclosed, courtesy of FIND.

FIND Service International
Box 755
Terre Haute, Indiana 47808
A.C. (812) 466-1282
Bill Wardlow, President
and

FIND Service International
9000 Sunset, Suite 415
Los Angeles, California 90069
A.C. (213) 273-7040
Candy Tusken

SPECIAL MERIT PICKS

POP

FRANK ZAPPA AND THE MOTHERS—Grand Wazoo. Reprise MS 2093

Frank Zappa has never been content to sit on his haunches and reap the glory for his past innovations. Ever treading onward & outward he and his beloved Mothers have created a new myth replete with musical accompaniment. "Mediocrates of Pedestrium" is surely the fiend of our time, "Cletus Awreetus" is the very personification of misguided benevolence. Stockhausen's Cage, never! Frank Zappa is his own man, the music was his, and now it's ours, do with it as you wish.

McKENDREE SPRING—Tracks. Decca (MCA) DL 7-5385

McKendree Spring has been around for a long time and have never received the recognition that many people feel they deserve. Perhaps this excellent set will get them some of that recognition. Fran McKendree continues to be the leading force here, with strong cuts such as "Friends Die Easy II" and "Don't Keep Me Waiting," and the electric violin work of Michael Dreyfus is excellent as usual, especially on "Light Up the Skies." A strong LP from a fine group.

TRANQUILITY—Silver. Epic (CBS) KE 31989

The first glimmering note of Tranquility's second album labels them as unmistakably British and likewise appetizingly palatable. The harmonies are in themselves a special joy placed on waves of rippling melodies and meshed with rosy cheeked lyrics. Amazingly enough each track contains that magic mark that spells "single." Satisfaction guaranteed on "Whip Wheel," "Dear Oh Dear," "Eagle Eye" plus seven more just as winning.

JIM NABORS—Sings the Great Love Songs. Columbia KC 31591

Jim Nabors has definitely proven long ago that he has the style and the voice to make it as a singer; this is another warm and wonderful album that his fans will certainly enjoy. Best cuts: "What Now My Love," "Love Is Blue," "Try to Remember."

BUDDY GUY—Hold That Plane. Vanguard VSD 79233

Long recognized as one of the premier blues guitarists on the scene, Guy scores strongly here backed by a lineup that includes Junior Mance and Mark Jordan. "Watermelon Man" works perfectly within the jazz-blues format. Guy chooses, while the self-penned title cut gives him the chance to demonstrate his vocal abilities. Other highlights include Willie Dixon's "I'm Ready" and Bo Diddley's "You Don't Love Me." As always, however, Guy's guitar is the focal point and he certainly lives up to expectations here.

JO WILLIAMS—With Love. Temponic TR 29561

Joe Williams must be regarded as one of the music world's top jazz-pop vocalists, from his days with Count Basie's band to the present. This LP does nothing to alter that notion. Williams has one of those inimitable styles that every fan will recognize, and backed here by a full orchestra he includes highlights such as "Love Is a Feeling," "Always on Sunday," "I'm a Lucky Guy" and "Right Here in My Heart." All tunes penned or co-penned by Bob Friedman.

BILLY CHARNE—Sussex (Buddah) SXBS 7022

Fine recording in the country vein, highlighting the excellent voice of Billy Charne. The type of material that can make it on pop, country or easy listening charts and dealers should note this wide appeal. Highlights include "I'm Going to Heaven," "You Must Not Do That Anymore," "Louisiana Woman," "Ida Red" and "Fresno Rodeo." Fine studio work from Carl Walden and Jerry Cole. Not a bad cut on the set.

CHILDREN'S

ORIGINAL SOUNDTRACK—Kid Power. Pride PRD 0010

The television show, very big with the kids in the morning on Saturday, will be a big boost to sales of this LP, which has the theme of love and goodness and harmony between all races. "You've Got to Be Carefully Taught" is a cut that warrants airplay on progressive rock stations.

ALBUM REVIEWS

BB SPOTLIGHT

Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

SPECIAL MERIT

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

FOUR STARS

★ ★ ★ ★ Albums with sales potential within their category of music and possible chart items.

COUNTRY

DEL REEVES—Before Goodbye. United Artists UAS 6830

A new Del Reeves is generally a treat for any country fan, and this fine set is no exception. Long one of the premier talents of country, he continues to produce sounds the purists can enjoy. The title cut is a standout, as is "Lay Me to Sleep," a beautiful ballad. Reeves can sing the traditional mournful country ballad as well as rockers such as "No Rings, No Strings," with equal skill. Other standouts include "Gathering of Memories" and "Before My Time."

MARTY ROBBINS—I've Got a Woman's Love. Columbia KC 31626

Marty Robbins is depicted musically here with not only newer material, but some of his previous releases on this LP. Dealers should note that while Robbins is now on another label, his product will sell on any label. Best cuts: "I've Got a Woman's Love," "The Best Part of Living," "Gone With the Wind."

HARRY McCLINTOCK—"Haywire Mac." Folkways FD 5272

Known as Haywire Mac to his fans on radio, in union halls and other places where I.W.W. members listened to music, McClintock, though he died 15 years ago, is just as relevant today as when he first sang his songs. Standouts include "Hallelujah, I'm a Bum," "Big Rock Candy Mountain," (which he wrote), "Anecdote on Joe Hill," "Tale: Marcus Daly Enters Heaven" and "Casey Jones." The material may sound somewhat primitive (recording techniques, mainly), but this makes the set none the less enjoyable.

JAZZ

ART VAN DAMME QUINTET—The Many Moods of Art. BASF MC 25113

Two great albums by Art Van Damme Quintet with songs such as "Autumn in New York," "I Get a Kick Out of You," and "When Your Lover Has Gone" highlighted. The mood is soft and low and although this quintet hasn't been on the chart for a long time, older jazz fans should recall how big they were years ago and stir up considerable sales on this special set.

THE DAVE PIKE SET—Riff for Rent. BASF MC 25112

Excellent two-LP set with one album recorded with the Berlin Philharmonic. Best cuts of this soft jazz set include "Riff for Rent," "Greater Kalesh No. 48."

OSCAR PETERSON—Exclusively for My Friends. BASF MC 25101

Very intriguing jazz with a soft-sell touch Oscar Peterson offers: "Perdido," "Body and Soul," "Moon River," and "I'm in the Mood for Love" with some highly innovative riffs.

WOODY HERMAN—The Raven Speaks. Fantasy 9416

The great clarinetist Woody Herman has lost none of his touch over the years, as this set so clearly demonstrates. Still playing with a big band, and not sounding the least bit dated, highlights include "Fat Mama," "Alone Again (Naturally)," "It's Too Late" and "Reunion at Newport." Herman proves himself as capable in the standards as ever, but also able to adapt himself to today's hits.

VARIOUS ARTISTS—Newport in New York '72. Cobblestone CST 9025-2

The jam sessions from the 1972 Newport Festival, recorded at Radio City Music Hall, is a jazz collector's dream. Featuring the likes of Dizzy Gillespie, Stan Getz, Milt Jackson, Kenny Burrell, Big Black and Max Roach, this double LP is a double standout. The 18-minute "Night in Tunisia" is probably the highlight of the set, although each of the four sides are outstanding. Dealers should note this is an excellent package for display, with photos and bios of each star inside. Volumes 3 and 4 also available on same label.

RAHSAAN ROLAND KIRK & AL HIBBLER—A Meeting of the Times. Atlantic SD 1630

This meeting of jazz giants is indeed a treat, with Kirk showing his multi talents on tenor and baritone sax, manzello, flute, clarinet, and Al Hibbler demonstrating some fine vocals. Highlights include "Do Nothin' Till You Hear From Me," "Daybreak," "Lover Come Back to Me," "This Love of Mine" and "Dream." Hibbler balances his vocals perfectly against the music of Kirk and the other excellent sidemen. A must LP for jazz collectors.

BLUES

MISSISSIPPI JOHN HURT—Last Sessions. Vanguard VSD 79327

Mississippi John Hurt was a blues giant for years, but many members of the pop audience never heard of him until the advent of the U.S. folk boom in the early '60's followed closely by the British invasion. Here, alone with his guitar, he is brilliant. From the opening "Poor Boy, Long Ways From Home," through "Boys You're Welcome," "Let the Mermaids Flirt With Me," "All Night Long" and "Goodnight Irene," he shows his genius. He was a master of his music and it's a pity he wasn't recognized sooner.

ACTION Records

NATIONAL BREAKOUTS

SINGLES

There Are No National Breakouts This Week.

ALBUMS

There Are No National Breakouts This Week.

REGIONAL BREAKOUTS

SINGLES

AFRICA . . . Thundermug, Big Tree 154 (Belsize Park, BMI) (DETROIT)

ALBUMS

There Are No Regional Breakouts This Week.

Bubbling Under The HOT 100

101. SHE'S GOT TO BE A SAINT . . . Ray Price, Columbia 4-45724
102. I MISS YOU BABY . . . Millie Jackson, Spring 131 (Polydor)
103. DAYTIME NIGHTTIME . . . Keith Hampshire, A&M 1403
104. TODAY I STARTED LOVING YOU AGAIN . . . Bettye Swann, Atlantic 2921
105. THAT SAME OLD OBSESSION . . . Gordon Lightfoot, Reprise 1128
106. LADY PLAY YOUR SYMPHONY . . . Kenny Rogers & The First Edition, Jolly Rogers 1001 (MGM)
107. WISH I COULD TALK TO YOU . . . Sylvers, Pride 1019 (MGM)
108. I'VE NEVER FOUND A MAN . . . Esther Phillips, Kudu 910 (CTI)
109. LATIN BOOGALOO . . . Malo, Warner Brothers 7677
110. BECAUSE OF YOU (THE SUN DON'T SET) . . . Kracker, ABC/Dunhill 4329
111. LIVING TOGETHER LOVING TOGETHER . . . Tony Bennett, MGM/Verve 10690
112. I'M NEVER GONNA BE ALONE ANYMORE . . . Cornelius Bros. & Sister Rose, United Artists 50996
113. LOVE STORY . . . Nino Tempo & April Stevens, A&M 1394
114. MELANIE MAKES ME SMILE . . . Terry Williams, MGM/Verve 10686
115. ALL TOGETHER . . . Rowan Brothers, Columbia 4-45728
116. WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVIN' . . . James Brown & Lynn Collins, People 14157 (Polydor)
117. AFRICA . . . Thundermug, Big Tree 154 (Bell)

Bubbling Under The TOP LP'S

201. MARY HOPKIN . . . Those Were the Days, Apple SW 3395
202. BILLY PRESTON . . . Music Is My Life, A&M SP 3516
203. JESSE WINCHESTER . . . Third Down, 110 to Go, Bearslove BR 2102 (Warner Bros.)
204. MOM'S APPLE PIE . . . Brown Bag BE 14200 (United Artists)
205. 1776/SOUNDTRACK . . . Film Cast, Columbia S 31741
206. ELVIN BISHOP BAND . . . Rock My Soul, Epic KE 31563
207. LANI HALL . . . Sunrise Lady, A&M SP 4359
208. BILLY HOLIDAY . . . Billy Holiday Story, Decca DSX 7161
209. PERCY FAITH . . . All Time Greatest Hits, Columbia KG 31588
210. LAWRENCE WELK . . . Reminiscing, Ranwood R 5001
211. MASON PROFFITT . . . Rockfish Crossin', Warner Bros. BS 2657
212. ROY CLARK . . . Live, Dot DOS 26005
213. AUSTIN ROBERTS . . . Chelsea CHE 1004 (RCA)
214. ESTHER PHILLIPS . . . Alone Again (Naturally), Kudu KU 09 (CTI)
215. CAPTAIN BEEFHEART . . . Clear Spot, Reprise MS 2115

★★★★ 4 STAR ★★★★★

POP ★★★★★

CHUBBY CHECKERS' GREATEST HITS—ABKCO AB 4219 (2 LPs)
EDMUNDO ROS and His Orchestra—This Is My World. London SP 44189
RONNIE ALDRICH/THE LONDON FESTIVAL ORCH. & CHORUS—Come to Where the Love Is. London Phase 4 SP 44190
GANDALF THE GREY—The Grey Wizard Am I—GWR 007
ROBBIE BASHO—The Voice of the Eagle. Vanguard VSD 79321
IGUANA—Lion LN 1011 (MGM)
ELF—Epic (CBS) KE 31789
CARMEL QUINN—At Diamond Jim's. GPQ 5007

COUNTRY ★★★★★

BEST OF GLENN BARBER—Hickory LPS 167
JAZZ ★★★★★
VARIOUS ARTISTS—Newport in New York '72, Vol. 3 & 4. Cobblestone CST 9026-2
CANNONBALL ADDERLEY—Soul of the Bible. Capitol SABB 11120
GEORGE FREEMAN—Birth Sign. Delmark DS 424
NEW ERA—Observation. Expo E 81772

GOSPEL ★★★★★

SINGING AWARDS—In Concert "Sold Out." Rainbow 5002

SPOKEN WORD ★★★★★

HARRY FLEETWOOD/SHOLEM ASCH—Readings From the Bible/Old Testament. Folkways FR 35502

CHRISTMAS ★★★★★

JOHNNY CASH FAMILY—Christmas. Columbia KC 31754
BURL IVES—Christmas at the White House. Caedmon TC 9102
HILLSIDE SINGERS—Merry Christmas From the Hillside Singers. Metromedia KMD 1058
EUGENE ORMANDY/THE PHILADELPHIA ORCH.—The Greatest Hits of Christmas. RCA Red Seal LSC 3326
VARIOUS ARTISTS—Wishing You a Merry Christmas. RCA LSP 4793
GOLDEN ORCH. & CHORUS—Christmas Songs That Tickle Your Funny Bone. Wonderland LP 278
MOM AND DADS—Merry Christmas with the. GNP Crescendo GNPS 2067
THE SINGERS UNLIMITED—Christmas. BASF MB 20904

Billboard Album Reviews

DECEMBER 16, 1972



POP
DON McLEAN—
United Artists UAS 5651

Over a year has passed, one filled with anticipation as to what new "American Pie" should be sliced up by Don McLean. The wait is over, he has presented us with a plethora of haunting melodies and unforgettable lyrics. Each song is a novel, viewed through a form of optimistic melancholia. Sure to enchant are "Dreidel," "Oh My What a Shame," "Bronco Bill's Lament" and "If We Try."



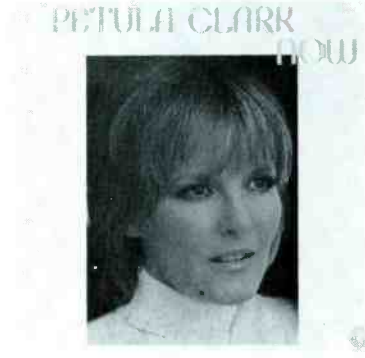
POP
THE PARTRIDGE FAMILY—
Notebook
Bell 1111

With all of the TV exposure, plus the excellent hit-prone production of Wes Farrell, this album won't miss as a major seller. Best cuts: "The Current Single," "Looking Through the Eyes of Love," "We Gotta Get Out of This Place," and "Love Must Be the Answer." Dealers should be aware that this is a Class-A-musically LP with such sidemen as Dennis Budimer, Tommy Tedesco and Hal Blaine sitting in.



POP
AL KOOPER—
Naked Songs
Columbia KC 31723

One can safely consider this to be Al Kooper's most uniformly excellent album to date. The occasional spurts of genius are here but they are no longer the exception. His voice is darkly musty wrapped around smoldering piano riffs. The mood is brooding, intense, the pain just below the surface. Included is his rendition of John Prine's "Sam Stone," Sam Cooke's "Touch the Hem of His Garment" and Kooper's own "Jolie."



POP
PETULA CLARK—
NOW
MGM SE 4859

The exceptional stylist is back bigger and better than ever! Her initial album for MGM is a superb blending of material, new and old, with performances to match. With strong support from the Don Costa arrangements and Mike Curb production, Miss Clark swings through her chart record, "My Guy," and includes the updating of "Baby I'm Yours," the ballad beauty "Your Heart Is Free Just Like the Wind."



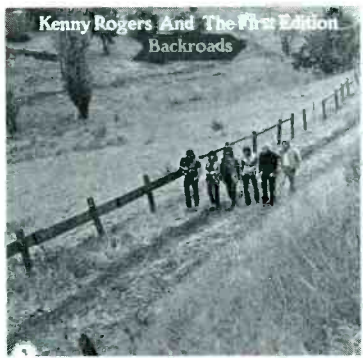
POP
NEW SEEKERS—
Come Softly to Me
Verve MV 5090 (MGM)

The group's first LP entry for the label is by far one of their finest, both artistically and commercially. Loaded with programming cuts for both Top 40 and MOR radio, the highlights include a rousing "How I Love Them Old Songs," fine treatments of Albert Hammond's "Down By the River," Dylan's "Blowin' in the Wind," Feliciano's "Rain," plus their new single, "Come Softly to Me" which features Marty Kristian. Heavy chart potential.



POP
SHEL SILVERSTEIN—
Freakers Ball
Columbia KC 3119

Shel Silverstein should not be heard by the prudish or faint of heart. He is a marvelous lyrical satirist. No cow is too sacred. No cause too noble for him. The music is really wonderful, buoyant and hummable, every song packed with at least a guffaw. Progressive programmers will find themselves in a quandary choosing between the likes of "I Got Stoned and Missed It," "Don't Give a Dose to the One You Love Most," "Polly in a Porny" etc.



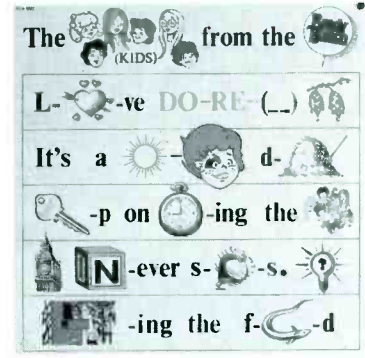
POP
KENNY ROGERS AND THE FIRST EDITION—
Backroads
Jolly Rogers JR 5001

The consistent chart-winning group has started its own label, handled by MGM. This super package is their initial entry. Program kicks off with their new single, "Lady Play Your Symphony," and includes strong cuts like the John Denver ballad, "My Sweet Lady," Merle Haggard's country ballad beauty, "Today I Started Loving You Again," and Barry Gibb's driving ballad, "Tell Me Why."



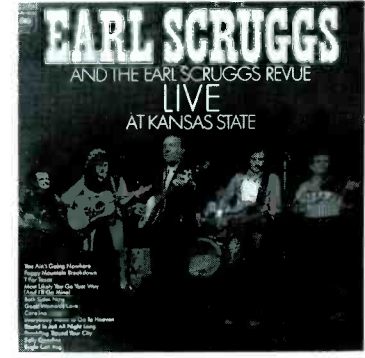
POP
CAPTAIN BEEFHEART AND THE MAGIC BAND—
Clear Spot
Reprise MS 2115

Captain Beefheart (better known to his mother as Don) has done it again. Produced an album that creates its own irrelevant, largely cryptic inner sanctum. The uninitiated will? what their virgin ears are hearing. For openers, we suggest decoding "Big Eyed Beans From Venus." "My Head Is My Only House Unless It Rains" and, of course, "Nowadays a Woman's Gotta Hit a Man."



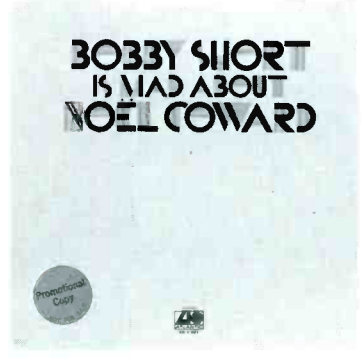
POP
THE KIDS FROM THE BRADY BUNCH—
Paramount PAS 6037

Christmas season should give added sales punch to this LP, which also has a popular television show going for it. Best cuts: "Ben" and "You Need That Rock 'n' Roll." Dealer should also place this in the children's browser box.



POP
EARL SCRUGGS AND THE EARL SCRUGGS REVUE—
Live at Kansas State
Columbia KC 31758

Earl Scruggs is without a doubt one of the greatest banjo pickers of all time. He's managed to avoid stagnation by flowing with the times. His sons, Randy and Gary, have helped him produce a sound for the revue that is highly palatable to rock enthusiasts and country purists alike. Strongest cuts include "Foggy Mountain Breakdown," "I'll Be Home for Christmas," and "Most Likely You Go Your Way (And I'll Go Mine)."



POP
BOBBY SHORT—
Is Mad About Noel Coward
Atlantic SD 2-607

Short scored heavily with his LP of Cole Porter songs last year. He should do just as well with this set, a tribute to Noel Coward. Top cuts include "The Younger Generation," "Nina," "Never Again," "Poor Little Rich Girl" and "We Were Dancing." Short is a fine vocalist, pianist, arranger and all-around entertainer. This double set is a perfect gift item for the holiday season, combining a fine talent of today with the current nostalgia craze.



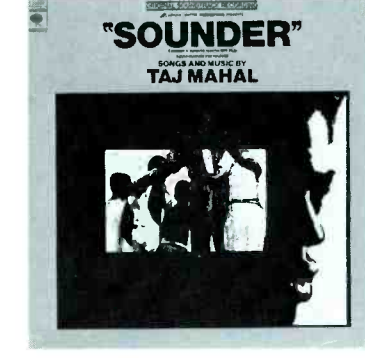
POP
ROY ORBISON—
Memphis
MGM SE 4867

This is undoubtedly one of the best efforts that Roy Orbison has come up with in years. He's in-voice, the arrangements are more up to the level of the Orbison of olden days. Best cuts: "Memphis, Tennessee," "The Three Bells," a very intriguing "Danny Boy," and the exceptionally interesting "Why a Woman Cries" that has hit potential.



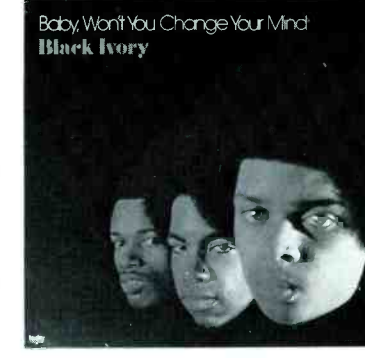
POP
FLASH CADILLAC AND THE CONTINENTAL KIDS—
Epic (CBS) KE 31787

Flash and the Kids have been mesmerizing audiences throughout the country for over two years. They are the essence of the fifties without glitter and the rose-colored glasses with which we tend to view the past. These guys have singlehandedly tried to preserve those banes of yesteryear—acne and dandruff. Kim Fowley (who else) produced and the music is all basic, honestly tearful R&R. Cuts are "Mule Skinner Blues," "Endless Sleep" and "Crying in the Rain."



SOUNDTRACK
TAJ MAHAL—
Sounder/Soundtrack
Columbia S 31944

"Sounder" is one of this year's most poignant and genuinely moving films. Taj Mahal's music from the movie is quite lovely and unpretentious. Mahal is an incredibly proficient banjo picker. An air of authenticity pervades such songs as "Jailhouse Blues," "Cheraw" and "Needed Time." Latter is performed by Lightnin' Hopkins. Sure to appeal to those captivated by the movie and lovers of Taj Mahal alike.



SOUL
BLACK IVORY—
Baby, You Won't Change Your Mind
Today (Perception) TLP 1008

Black Ivory has always ranked high in the class of the soft soul crowd. Their latest album can only put them on top. Other than the superb title cut entry also includes: "Push Come to Shove," "One Way Ticket to Loveland" and "No It's And's or But's." Good production work by Patrick Adams and David Jordan.



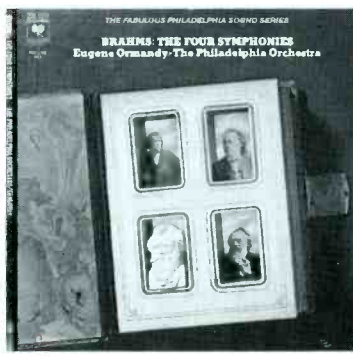
COUNTRY
PAT BOONE—
First National Jesus Band
MGM SE 4877

Boone returns to his Nashville grass roots of country religious with a top package that has all the ingredients to move heavily up the country chart and cross over pop as well. It is one of the finest presentations of his career. Boone is in strong voice with such numbers as "I Saw the Light" (much singles hit potential here); "Wait for the Light to Shine," "Me and Jesus," "Turn Your Radio On," and a superb reading of "Family Bible."



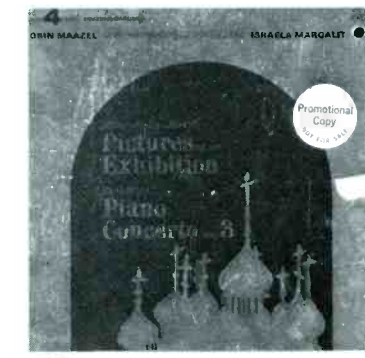
COUNTRY
VARIOUS ARTISTS—
The Nashville Package
Mercury SR 61375

Some tunes bear repeated packaging—especially most of the 15 tunes in this set. Best cuts: "Dang Me" by Roger Miller; "It's Four in the Morning" by Faron Young; "The Year That Clayton Delaney Died" by Tom T. Hall, and "White Lightning" by George Jones. Dealers will find this LP an automatic best seller.



CLASSICAL
EUGENE ORMANDY—
Brahms: The Four Symp.
Columbia D3M31636

Ormandy and the Philadelphia Orchestra team with brilliant contemporary sound reproduction in a luxurious three-record boxed set of the four Brahms symphonies. This is a Brahms reborn to brilliant drive and resounding climaxes. A cornerstone for any basic collection of the classics.



CLASSICAL
LORIN MAAZEL/ISRAELA MARGALIT/NEW PHILHARMONIA ORCH—
Mussorgsky-Ravel: Pictures at an Exhibition/Prokofiev: Piano Concerto
London Phase 4 SPS 21079

Lorin Maazel powerhouse the New Philharmonia through a crisply explosive interpretation of the familiar "Pictures at an Exhibition." The conductor's wife, keyboard virtuoso Israela Margalit, teams with Maazel for an exciting and clear-cut display of Prokofiev's "Piano Concerto No. 3."



CHRISTMAS
PHIL SPECTOR—
Christmas Album
Apple SW 3400

Phil Spector, one of the true geniuses of the record industry, cut this LP for the Christmas, 1963. Fans, who missed it, have been searching ever since. Featuring Spector's top groups of the time, such as the Ronettes, Crystals, Bob B. Soxx and the Blue Jeans and Darlene Love, traditional Christmas songs are done in the manner Spector has been associated with. Though this set was cut nine years ago it is as much a masterpiece now as then.

Peter O'Toole, Sophia Loren and James Coco

In an Arthur Hiller Film

"Man of La Mancha"

Composed by Mitch Leigh and Lyrics by Joe Darion



© MCMLXXII United Artists Corporation

**ORIGINAL MOTION PICTURE SOUNDTRACK
ON UNITED ARTISTS RECORDS & TAPES.**



LP: UAS-9906
8 Trk: U-3069
Cass: K-9069

The new MIKE DOUGLAS
His first single release
"OLE BUTTERMILK SKY"

K-14453



Important Notice From Scepter To All: Retailers, Racks, One Stops

Be advised that the following labels:

Scepter/Wand/Hob/Orbit and Mace

8-T and Cassette Tapes are only available through these distributors:

ABC—Seattle, Washington
ABC—Denver, Colorado
A&I—Cincinnati, Ohio
ALL SOUTH—New Orleans
ALPHA—New York
ALTA—Phoenix, Arizona
BEST—Buffalo, New York
BIG STATE—Dallas, Texas
COMMERCIAL—St. Louis, Missouri
WESTERN MERCH.—Amarillo, Texas

GENERAL—Baltimore, Md.
GODWIN—Atlanta, Ga.
HEILICHER—Minneapolis, Minn.
JAY KAY—Detroit, Mich.
LILLIAN—Charlotte, N.C.
ERIC MAINLAND—Emeryville, Cal.
MICROPHONE—Honolulu, Hawaii
MUSIC CITY—Nashville, Tenn.
RECORD MERCH.—Los Angeles, Cal.
MERIT MUSIC—Detroit, Mich.

RECORD SALES—Memphis, Tenn.
DAVID ROSEN—Philadelphia, Penna.
SEABOARD—E. Hartford, Conn.
STAN'S RECORD SHOP—Shreveport, La.
TAYLOR ELECTRIC—Milwaukee, Wisc.
TONE—Hialeah, Florida
TRI-CITY RECORDS—Pittsburgh, Pa.
UNITED—Houston, Texas
WENDY—Newark, N.J.

These companies have recently been authorized to offer for sale certain Scepter cutouts and promotional goods:—Promo Records and Apex Rendezvous.

Any unauthorized company or individual selling recorded products bearing labels of the Scepter Family of Products, whether new releases, catalogue, or cutouts, may be doing so illegally!

Such actions will be thoroughly investigated and, where necessary, dealt with as severely as possible.

Note!

An internationally recognized investigation firm has been retained full time by Scepter Records to police and prosecute any violations of distribution of its products.

WE ASK YOUR CO-OPERATION

If you are interested in maintaining the integrity of legitimate distribution, please take the extra few moments necessary to call Scepter collect (212-245-5515) to verify the identity of any individual or vendor selling Scepter products. Anyone doing so, other than a Scepter employee*, is doing so fraudulently! You will be helping yourself, Scepter, and the entire industry by this action. Thank you.

*AUTHORIZED SCEPTER PERSONNEL
Florence Greenberg, Sam Goff, Ed Kushins, Art Denish, & John Bowden.

SCEPTER RECORDS
254 WEST 54th STREET, N.Y., N.Y.
PHONE: (212) 245-5515

STAR PERFORMER—Records showing greatest increase in retail sales activity over the previous week, based on actual market reports.

Records Industry Association of America seal of certification as "million seller." (Seal indicated by bullet.)

For Week Ending December 16, 1972



Main Billboard chart table with columns for 'THIS WEEK', 'LAST WEEK', 'TITLE, Weeks On Chart', and 'Artist (Producer) Label, Number (Distributing Label)'. It lists 100 songs across three columns.

HOT 100 A-Z-(Publisher-Licensee)

Alive (R.S.O., AS&AP) 34
And You and I (Vessongs, ASCAP) 42
Angel (Arch, ASCAP) 40
Baby Sitter (Sherlyn, BMI) 61
Been to Canaan (Vogels, ASCAP) 31

Day and Night (Warner-Tamerlane/Happidaye, BMI) 25
Dialogue (Bik Elk, ASCAP) 25
Didn't We (Ja-Ma, ASCAP) 96
Do It Again (Wingate/Red Giant, ASCAP) 64
Don't Let Me Be Lonely Tonight (Country Road/Blackwood, BMI) 38

I Am Woman (Buggerlugs, BMI) 2
I Can See Clearly Now (Cayman, ASCAP) 96
I Can't Stand to See You Cry (Jobete, ASCAP) 89
I Didn't Know I Loved You (Till I Saw You Rock & Roll Leeds, ASCAP) 35
I Just Want to Make Love to You (Arc, BMI) 83
I Received a Letter (Amnesty/Walden, ASCAP) 90
I Wanna Be With You (C.A.M.-U.S.A., BMI) 32
I'd Love You to Want Me (Kaiser/Famous, ASCAP) 29
I'm Sorry (Champion, BMI) 95
I'm Stone in Love With You (Bellbay/Assorted, BMI) 80
In Heaven There Is No Beer (Beechwood, BMI) 52

If I Could Reach You (Hello There, ASCAP) 33
If You Don't Know Me by Now (Assorted, BMI) 3
I'll Be Around (Bellboy/Assorted, BMI) 30
I'll Be Your Shelter (In Time of Storm) (East/Memphis/Klondike, BMI) 78
It Never Rains in Southern California (April/Landers-Roberts, ASCAP) 5
Jambalaya (On the Bayou) (Acuff-Rose, BMI) 70
Jon Genie (Vaudeville, BMI) 74
Jesus Is Just Alright (York/Alexis, ASCAP) 97
Keeper of the Castle (Trousdale/Soldier, BMI) 17
Knock Knock Who's There (Peer Int'l, BMI) 94
Last Song (Eezyor, CAPAC) 98

Let It Rain (Delbon/Cotillion/Cassero, BMI) 58
Let Us Love (Interior, BMI) 76
Lies (Audigram, BMI) 55
Living in the Past (Crysalis, ASCAP) 20
Long Dark Road (Kanadu Xongs, ASCAP) 26
Looking Through the Eyes of Love (Screen Gems-Columbia, BMI) 82
Love Jones (Fox Fanfare/Sebon, ASCAP) 57
Mama Weer All Crazee Now (January, BMI) 87
Me and My Baby Got Our Own Thing Going (Dynamite/Belinda, BMI) 86
Me & Mrs. Jones (Assorted, BMI) 1
992 Arguments (Assorted, BMI) 50
No (Girrfarm, ASCAP) 57
Oh Babe What Would You Say (Chappell, ASCAP) 48

One Last Time (Blackwood/Addressi, BMI) 92
Special Someone (Home Grown/Heywoods, BMI) 88
Something's Wrong With Me (Pocketful of Tunes, BMI) 69
Summer Breeze (Dawn Breaker, BMI) 19
Sunny Days (C.A.M.-U.S.A., BMI) 36
Superfly (Curton, BMI) 15
Supersition (Stein & Van Stock/Black Bull, ASCAP) 27
Sweet Surrender (Screen Gems-Columbia, BMI) 16
Theme From "The Men" (East/Walden, ASCAP) 41
Trouble in My Home (Assorted, BMI) 56
Trouble Man (Jobete, ASCAP) 81
The World Is a Ghetto (Far Out, ASCAP) 62
Ventura Highway (WB, ASCAP) 8
Walk on Water (Prophet, ASCAP) 21

Smoke Gets in Your Eyes (T.B. Harms, ASCAP) 49
Special Someone (Home Grown/Heywoods, BMI) 88
Something's Wrong With Me (Pocketful of Tunes, BMI) 69
Summer Breeze (Dawn Breaker, BMI) 19
Sunny Days (C.A.M.-U.S.A., BMI) 36
Superfly (Curton, BMI) 15
Supersition (Stein & Van Stock/Black Bull, ASCAP) 27
Sweet Surrender (Screen Gems-Columbia, BMI) 16
Theme From "The Men" (East/Walden, ASCAP) 41
Trouble in My Home (Assorted, BMI) 56
Trouble Man (Jobete, ASCAP) 81
The World Is a Ghetto (Far Out, ASCAP) 62
Ventura Highway (WB, ASCAP) 8
Walk on Water (Prophet, ASCAP) 21

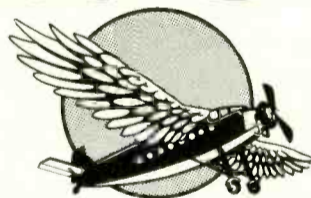
We Need Order (Julio-Brian, BMI/Hog, ASCAP) 68
What Am I Crying For (Lo-Sal, BMI) 39
What Would the Children Think (Porter/Binder, ASCAP) 73
Why Can't We Live Together (Sherlyn, BMI) 45
Woman to Woman (Essex, ASCAP) 71
Work to Do (Triple Three, BMI) 59
You Can Do Magic (Kama Sutra/Five Arts, BMI) 91
You Ought to Be With Me (Jec/Green, BMI) 4
You're a Lady (WB, ASCAP) 79
Peter Skellern (Quackenbush, ASCAP) 63
You're So Vain (Quackenbush, ASCAP) 37
Your Mama Don't Dance (Wingate/Jasperilla, ASCAP) 24
You Turn Me on, I'm a Radio (Mitchell, ASCAP) 51

Hi! Hi! Hi!



and

C. Moon



a new double 'A' side from

Paul

McCartney

and

Wings

1857



apple

'SQ' Invades German Mart

• Continued from page 1

its peak in stereo sales, orders are running four or five to one in favor of the quadrasonic version."

Dash said that what intrigued him was that the consumer today had many product forms—disk, cassette, 8-track cartridge and even reel-to-reel, "but what's fascinating is that he's going out of his way at the retail level to choose the quadrasonic disk." Part of the reason, he felt, was that two manufacturers already have SQ hardware units out with full logic applications; meaning, better definition of direction on sounds. And an integrated chip (IC) logic unit will begin filtering down to equipment manufacturers in January.

"I expect the Consumer Electronics Show in June to be swamped with SQ hardware from

various manufacturers," Dash said. The two firms that have already marketed matrix units with full logic SQ are Lafayette with its LR 1000 and Sony with its SQD 2000 and SQD 2020. Dash said that the LR 1000 is the most expensive unit Lafayette has at "around \$500" and "it's selling like hotcakes." The SQD 2000 is sold out at \$299 and Sony's SQD 2020 will be about \$250. "Based on production plans, I expect a dozen or more manufacturers will have full logic units on the market in 1973," Dash said.

The winter CBS 1972-73 record catalog features almost 200 titles on 16 international labels. Bourdain and Dash said that quadrasonic, including SQ disks and cartridges, has accounted for more than \$4 million in business for CBS in the U.S.

Newport Jazz, Tea Council To Seek Unknown Talent

NEW YORK — The Newport Jazz Festival has joined with the Tea Council of the U.S.A. to launch a nationwide talent hunt for a youthful jazz group, a rock or soul combo and a jazz vocalist to perform at special concerts at next year's 20th annual Newport Jazz Festival.

The search, designated "Young Discoveries in Tea & Jazz," will be centered in 21 major cities across the country, and will mark the first time in the festival's history that "unknowns" will be selected to play and sing side by side with jazz veterans.

George Wein, president of Festival Productions Inc., producers of the Newport Jazz Festival, said that the jazz talent hunt was something he had been thinking about for a long time. "Finally,

the Tea Council is helping us make it happen," he added.

Festival Productions will screen applicants through the submission of tapes. Regional winners in each category will be selected about May 1, 1973. These will be asked to re-submit new tapes. From the final submissions, national selections will be made, and the three winners will be brought to New York by the Tea Council and booked by Wein to perform at the festival.

Cities in which the search will be concentrated include Atlanta, Baltimore, Boston, Chicago, Cincinnati, Denver, Detroit, Hartford, Houston, Kansas City, Los Angeles, Memphis, Miami, New Orleans, New York, Pittsburgh, Providence, Rochester, San Francisco, St. Louis and the Tidewater area of Virginia.

The Tea Council has for the past seven years been involved in programs which have afforded young people to express their talents and be rewarded for it.

Chains to Get GSF Promotion

NEW YORK—GSF Records will launch a heavy advertising and promotion campaign to back the LP release "Free the Black Man's Chains," according to Len Sachs, vice president of sales and promotion at GSF.

Tabbed as the first black rock opera, "Free the Black Man's Chains" is performed by the Afro-American Ensemble, featuring L.C. Grier and Novella Edmonds.

ESP-Disk Billing

NEW YORK — ESP-Disk has centralized its warehousing operations as of this week. Studies are under way for commutation of all billing inventory, central and royalty accounting functions.



BELL RECORDS' president Larry Uttal congratulates TV star Marlo Thomas at a recent celebration marking the debut of her album, "Free to Be . . . You and Me." Produced by Emmy-winning writer of "Sesame Street," Carol Hart, and featuring a bevy of other noted entertainers and writers recruited by the actress, the record features songs, stories and poems designed to motivate children "to be who they are and who they want to be." Bell Records, in conjunction with the Ms. Foundation for Women, which is receiving a portion of the profits and will use the funds to underwrite projects for women and children, is preparing a massive merchandising and sales campaign for the album shipping now.

Chain Opens 3rd in Loop

CHICAGO — Downtown Records, Inc., opened a third loop store on Rush St. at the onset of the Christmas buying season, with a fourth outlet planned for March 1, also in the downtown area.

The new Rush St. store will vary its image from the precedent of soul and pop, to accommodate the tastes of the area, according to vice president Teached H. Scott. "Our theme for this store is 'The Modern Sound in Music,' and we will be gauging our customers' musical tastes in the first quarter," Scott said.

The \$150,000 inventory will include 24,000 albums, 180 single titles, and 5,200 tapes, as well as a complete line of Sony hardware to be installed the first of the year. Tapes will be displayed in London Records display cabinets, with a bubble front that allows customers to handle tapes without removing them from the case, and a conveyor belt to carry the tape selection directly to the cashier.

During December the top 20 albums will be discounted \$2. Regular prices are discounted \$1, and budget lines are offered at \$1 and \$1.99, including double sets, like Chess' "Father and Son" and GRT's "Rasters" at \$1.99.

Peters Suit Vs. Poolemar

NEW YORK — C.F. Peters Corp., a publishing firm, and Alan Hovhannes, composer of "Fra Angelico" and "The Holy City," have filed a copyright infringement complaint against Poolemar Productions, Marvin Schulman, producer of the film "Bijou," Wakefield Poole, director of the film, and the 55th Street Playhouse here.

The complaint alleges that the defendants have no title to the said compositions and that they are in infringement of the copyright law in that the works allegedly are used in the soundtrack of the film. The complaint calls for an injunction of the defendants in the alleged infringement and seeks punitive damages, not less than \$200,000. The complaint was filed in the U.S. District Court, Southern District of New York.

C.A.M. Busy On Pub Front

NEW YORK — Vittorio Benedetto and Jimmy Jenner of C.A.M. U.S.A. are currently in the midst of a heavy publishing and production schedule during November.

A new Lighthouse single and album, both produced by Jenner for Revolution Records, a second album and single from Capitol's Records' Raspberries and a new album from Bang, again on Capitol, are productions completed and in release, while, on the publishing front, principals report the acquisition of the score for the new Dustin Hoffman feature film "Alfredo, Alfredo." C.A.M. also publishes much of the material on the recent Epic album by the Paul Winter Consort.

Sales Increase

• Continued from page 3

the older and younger buyers," Vaughn said.

Vaughn has visited virtually every key record shop in the U.S. and many smaller shops. Glory is an active member of the James Cleveland Gospel Music Workshop of America and from this workshop the label will soon record some of the choir singers from different part of the country.

Mel Herman is president and treasurer of Glory; John Dan Daniels, vice president and producer.

Executive Turntable

• Continued from page 3

services of Allen Davies, currently the firm's vice president, merchandising and creative services, to EMI, Ltd., London, for a period of two years. Davies will be appointed director of EMI group international promotion. He will replace Gerry Oord, who has been appointed managing director of EMI Records, U.K. Davies will be responsible to EMI chief executive, John Reed, and will be a member of the label policy panel. Marketing managers at Capitol who have reported to Davies will now report to Brown Meggs, vice president, marketing. . . . Bernard Mitchell has been appointed president of U.S. Pioneer Electronics Corp. He was last at Concord Electronics, also a manufacturer of hi-fi tape recorders. . . . Wayne L. Bledsoe has been appointed to the new position of assistant director of manufacturing for services, consumer products division, Motorola, Inc. Also at Motorola, Bob Hatfield has been named regional sales manager for St. Louis, Des Moines, Peoria, and Moline, Ill. and Paducah, Ky. . . . James D. Kebodeaux has been named sales supervisor for 3M/Wollensak consumer products, and also announced was the promotion of Philip J. Wood to vice president and general manager of the H.R. Basford Co., a wholly owned subsidiary of Zenith. . . . Other Zenith promotions include Robert S. Bowen, as executive director of marketing, and George Schup, as vice president, video player and audio engineering.

. . . . Weldon Arthur McDougal, III, has been appointed to the newly created position of director of artist relations and special projects at Motown Records. He is a four-year sales promotion veteran for Motown. . . . Gertrude Lefker has joined C.A.M./U.S.A. as controller. . . . Dan Gallagher has been named national advertising manager for the consumer products division of Sony Corp. He will be responsible for all advertising embracing Sony consumer products. . . . Thomas J. Connole has been appointed regional sales manager for Cartridge Rental Network. He will be responsible for the Mid-West. . . . Raymond A. Jones has retired as executive secretary of AFTRA's Chicago local and as central regional director. . . . Ralph Goshorn has been named national payroll manager of WEA Distributing. A 23-year music industry veteran, he was last operating manager for WEA's Los Angeles branch.



HONORING ELTON JOHN and his group for sales in excess of one million units is Rick Frio, marketing director of MCA Records. From left, standing: Nigel Olsson, Elton John, Bernie Taupin, Davey Johnstone, and Dee Murray. Sitting are John Reid, left, president of the new Rocket Records label formed by John and others, and Frio. John received plaques on "Elton John," "Madman Across the Water," "Tumbleweed Connection," and "Honky Chateau."

Describe Best '72 Promotion

• Continued from page 51

TV's, cassette and 8-track playbacks, clock radios, phonographs, the works are cut-priced for these two days only."

Vicki Troy, Swift's Camera, Key West, Fla.: "When we advertise via WKIZ-AM and WKWF-AM that we have the lowest prices in Key West for tapes (\$6.25) and \$5.98 list LP's (\$4.69).

Anthony Sannicandro, Krey's Disc Shop, Natick, Mass.: "We used some 30-second spots on Channel 56 in Boston, showing a cute girl holding a bunch of LP's and pitching the fact that a wide variety of recorded music was available at our mall store."

June Herter, Music Center, Bay City, Mich.: "We used a large newspaper ad last summer to let the community know that we had the widest selection of records, especially classical. We cut prices to as low as \$4.98 for \$6.98 sellers."

Mrs. Rebecca Jean Conrad, the Owl and the Turtle, Bangor, Me.:

AFM YULE GIFT TO GI'S

NEW YORK—For the fifth consecutive year, the American Federation of Musicians will pick up the phone bill for Christmas phone calls made by overseas servicemen and women to their homes in the U.S. The musicians union will pay for phone calls which are made from abroad by U.S. servicemen and women during the three-day period from Dec. 24-26.

Double Gold Neil Diamond

I'm a Believer
Monday Monday
The Long Way Home
I'll Come Running
Red Red Wine

Solitary Man
New Orleans
Cherry, Cherry
Some Day Baby
Girl You'll Be a Woman Soon

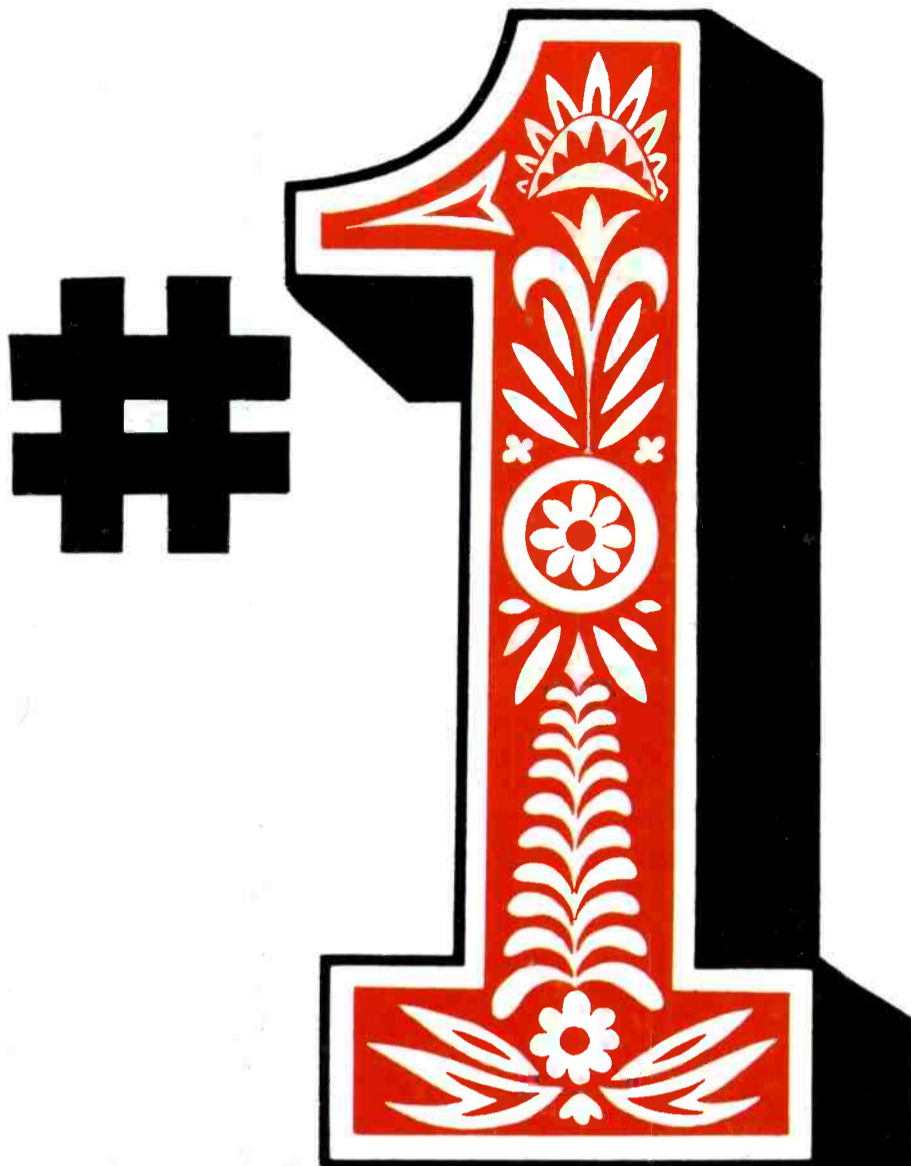
Oh No No (I Got the Feeling)
Love to Love
Thank the Lord for the Night Time

Shilo
Do It
Kentucky Woman
The Boat that I Row
You Got to Me
You'll Forget
Crooked Street
Shot Down



BSD2-227

Available next week on Bang Records



Number One In More Ways Than One

#1 Song In America—*I'd Love You To Want Me*—Lobo on Big Tree

#1 Highest Sales in Our 43 Year History

#1 Publisher in Sheet Music

Famous Music Publishing Companies

A DIVISION OF FAMOUS MUSIC CORP.



A GULF + WESTERN COMPANY

PUBLISHERS OF

MOON RIVER	ME AND YOU AND A DOG NAMED BOO	MAKE IT EASY ON YOURSELF
ROMEO & JULIET (A TIME FOR US)	BRAND NEW ME	WIVES AND LOVERS
LOVE STORY (WHERE DO I BEGIN)	SITTIN' ON THE DOCK OF THE BAY	CALL ME IRRESPONSIBLE
GODFATHER THEME (SPEAK SOFTLY LOVE)	BLUE ON BLUE	COME SATURDAY MORNING
ALFIE	HELP YOURSELF	HEY THERE, LONELY GIRL

Watch For These Super Scores From The Up-Coming Paramount Films:

THE LITTLE PRINCE—Lerner & Loewe's First Motion Picture Score Since Their Unforgettable "Gigi"

CHARLOTTE'S WEB—Composed by the Oscar Winning Robert & Richard Sherman
for the full length animated feature of the children's classic

BADGE 373—The Sequel to "The French Connection" (The Eddie Egan Story)

THE FRIENDS OF EDDIE COYLE—Starring Robert Mitchum and Peter Boyle

Famous Music Publishing Companies

MARVIN CANE/CHIEF OPERATING OFFICER
SIDNEY HERMAN/V.P. OF ADMINISTRATION
WILLIAM STINSON/V.P. OF M.P. & T.V. MUSIC

IN NEW YORK
BILLY MESHEL
DICK MILFRES

IN NASHVILLE
JIM FOGLESONG-VP.
MILTON BLACKFORD

IN HOLLYWOOD
JULIE CHESTER
LEON DANIELLE