

DECEMBER 26, 1970 • \$1.00
SEVENTY-SIXTH YEAR
UNIVERSITY OF MICHIGAN
DEC 25 1970
PERIODICAL READING ROOM

Billboard

NEWSPAPER

The International Music-Record-Tape Newsweekly

CARTRIDGE TV PAGE 19
HOT 100 PAGE 52
TOP LP's PAGES 58, 60

VIDCA Lines Up Speakers, Exhibits

NEW YORK — VIDCA has already locked in 30 companies who have registered as exhibitors and has taken options on 30 more companies who want to exhibit. In addition, the First International Cartridge TV, Video-Cassette and Video Disc Conference, which is jointly sponsored by VIDCA and Billboard Publications Inc., has set two-thirds of the speakers for the conference program which will run April 19-23 in Cannes, France.

A first for VIDCA will be the debut presentation of the cartridge TV system manufactured by Matsushita Electric Industries Co., Ltd. of Japan. J. Nagaoka will head the presentation team. Among the companies set as exhibitors are: The French Bank Credit Lyonnais, Diners Club, Edition de l'Eolienne, Encyclopaedia Britannica, November Book, Edicion Anaya, Telefrance, Massimo Saraceni Cine-
(Continued on page 10)

Schwartz Sees '71 as Boon Yr. for Retailers

By PAUL ACKERMAN

NEW YORK—The upcoming year of 1971 will be one of the greatest in the history of the retail record business, according to Jim Schwartz, record executive who heads up the Schwartz Brothers operation. Schwartz, a pioneer distributor, who is also president of the National Association of Record

Merchandisers, confirmed that his retail outlet in Wayne, N.J., has ended its first year with a sales volume of approximately \$1,700,000. Between 65 percent and 70 percent of this total was accounted for by records and tape. Tape itself, Schwartz added, accounted for 25 per-
(Continued on page 4)

AFM Uneasy Over NEC's Rider; Calls It Intolerable

By BOB GLASSENBERG

NEW YORK—The American Federation of Musicians is opposed to the present National Entertainment Conference Rider. It contains some 30 agreements on artists' appearances on campus. In a letter from L.D. (Larry) McDonell, assistant to the president of the AFM, member agencies were advised: "The NEC Rider (in its present form) is intolerable and unacceptable to the American

Federation of Musicians because it negates the terms and conditions of the AFM Form B contract—the only engagement agreement AFM members are permitted to execute . . . with extreme reluctance, this office must advise that, under no circumstances are AFM members to execute and perform under the NEC Rider nor under an AFM contract where any printed part of same
(Continued on page 20)

Scuttle-Piracy Bill Introduced By McClellan

By MILDRED HALL

WASHINGTON — Sen. John A. McClellan, chairman of the Senate Copyrights Subcommittee, introduced a separate bill Dec. 18 giving limited copyrights to sound recordings. The aim of the bill is to cut down current massive record piracy.

The bill would not give any performance rights to recordings, and would become effective three months after passage. It would not apply retroactively.

He told the Senate that the earliest feasible effective date for the implementation of the general copyright revision bill is Jan. 1, 1973. The senator felt that "the widespread unauthor-
(Continued on page 62)

Blank Tape Mfrs Buck Soft Mart

By BRUCE WEBER

LOS ANGELES—For many tape companies, 1970 was a year of shrinking sales and profits. Bucking the trend were the major blank tape manufacturers, which, despite the economic uncertainties, established another record year.

Trade sources reported that full-year volume exceeded 1969 levels by a large margin. And it also was reported that some leading tape producers chalked up sizable earnings gains for the year.

The blue chip report on blank cassette tape comes from Ampex, which investigated the market and released its results in a secret executive summary to top company management.

Although the report was labeled "conservative" by three of four leading blank tape pro-

ducers, all said it reflected the market very well.

According to Ampex, the U.S. blank cassette market totaled 47 million units in 1969. Projec-
(Continued on page 14)

Trendsetter Winners Set

NEW YORK — The Billboard 1971 Trendsetter Awards, based on achievement in 1970, have been announced and range from blues pioneer Muddy Waters to classical conductor Zuban Mehta.

The complete list (details will be found in the Talent in Action section) is:

Tim Rice, Andrew Lloyd
(Continued on page 62)



"Stranded," written and performed by two young Englishmen, Rod Edwards and Roger Hand, is a fascinating look at America as others see us. Produced and arranged by George Martin, it is his first project since the Beatles parted company. "Stranded," by Edwards & Hand. RCA LSP-4452, P8S-1651
(Advertisement)

Distrib Net Formed On Collector Labels

By ELIOT TIEGEL

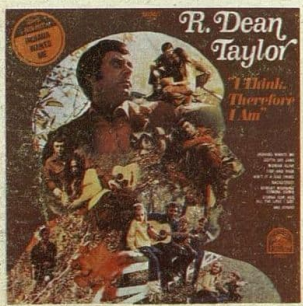
LOS ANGELES—Jazz and blues collector Ray Avery has opened a national distributing company which offers product from 13 collectors' labels.

Avery's new firm, Rare Record Distributors, is an outgrowth of his Rare Records retail shop in Glendale, which services collectors worldwide.

Avery got into the distribution business because he found it nearly impossible to get anyone to handle two labels he owns, Sounds and Jazz Treasury.

Avery's products run the gamut from Dixieland to modern jazz. He is joined by two other West Coast collectors' companies, Bill Bacin's Southland Distributors—emphasizing traditional Dixieland—and Norm Pierce's Jack's Record Seller in San Francisco, which handles a variety of old recordings.

Avery services some 100 domestic stores and a few importers like Harbor Export in New York, and two Japanese firms, Phenix Trading Co. in
(Continued on page 10)



R. Dean Taylor

THE GREAT NEW MALE ARTIST OF THE SEVENTIES.

Now Available, His First Album

"I Think, Therefore I Am"

Rare Earth (RS-522)

Includes The Hit Single:

"INDIANA WANTS ME"



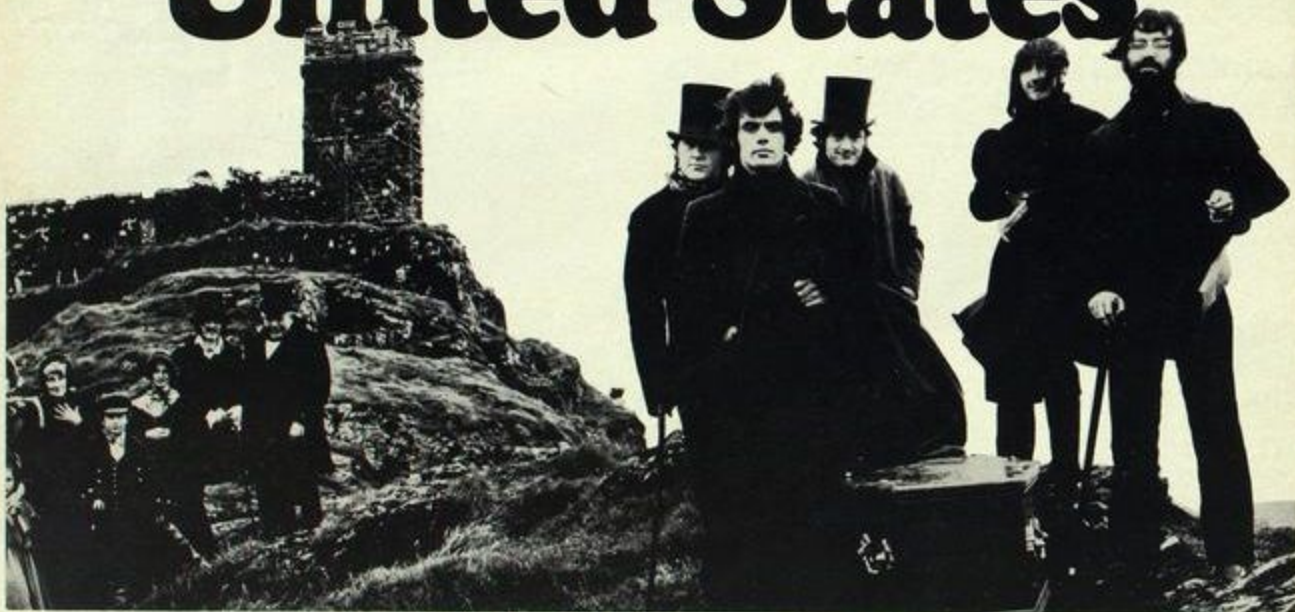
(Advertisement)

When I'm Dead And Gone McGuinness-Flint

#3014

From the Capitol album McGuinness-Flint SMAS-625

No. 1 in England Now A Smash in the United States



The Original...on Capitol



Lin Posts For Sale Sign on Starday-King; Asks \$5 Mil

By BILL WILLIAMS

NASHVILLE—Starday-King is for sale, according to an official of the firm.

"Lin Broadcasting, which owns Starday-King, is a basic broadcast firm, and is trying to divest itself of all outside interests," the spokesman said.

He said the asking price would be between \$4½ and \$5 million, "about what they paid

for the company in the first place."

Starday acquired King Records more than a year ago, and Hal Neely moved into the presidency of the combined firm. Since then the company has expanded its operation here and built a studio in Macon, Ga. Lin acquired the operation a few months ago.

Cotillion Mounts Drive on Two LP's

NEW YORK—A special drive, with Atlantic group promotion executives meeting with distributors all over the U.S., will be mounted to promote Cotillion debut albums by Emerson Lake and Palmer, and McDonald and Giles. "This will be an extremely heavy campaign to get these two U.K. groups off," said Bob Rolontz, Atlantic vice president. "Comparable to our efforts with the Bee Gees, Led Zeppelin, King

Crimson and Crosby, Stills, Nash & Young."

The two albums will be released Jan. 5 and the sales campaign started Dec. 15.

"It is the first time our promotion people have gone on the road to distributors with just two albums—in effect, saying, that this is the Cotillion line. Also there will be three or four weeks of solid trade and radio advertising—we haven't done this for anybody else," added Rolontz.

Emerson Lake and Palmer and McDonald and Giles are signed to Island Records in the U.K. but the deal for U.S. release was made with Cotillion before Island boss, Chris Blackwell moved his product to Capitol for the U.S. The ELP group is a merger between members of Nice, King Crimson and Atomic Rooster, while the second group comes from the ranks of King Crimson.

"With this in mind we are placing special emphasis on the college market," said Rolontz. "The burden is on us—neither group will be available for a U.S. visit before April next year."

Janus Expands To Country Field

NEW YORK—Janus Records, who has scored a string of pop hits under the direction of president Marvin Schlachter, is entering the country music field via a deal with Ambertone Records, located and operating basically in Alabama and Texas. A Linda Plowman single, "I'm So Lonesome I Could Cry," will be immediately released on the Janus label; it had been breaking in several markets on the Ambertone Records label. Another artist in the deal is Jerry Lane.

London Sets New Branch After Success of 2 Others

NEW YORK—The success of London Records' two new branches, London Records Midwest and London Records California, sparked the decision to launch still another branch, London Records Southeast. The new branch, which will be based in Atlanta, will open Feb. 1, 1971, with Cy House as branch manager, and Ed Jarman as sales manager.

According to Herb Goldfarb, London's national sales and distribution manager, the combination of better delivery, servicing and local promotion, and tighter control afforded by the branch concept, has produced business volume four times greater than the earlier in the Midwest and California areas where London's branches have been set up. London's Midwest

branch was set up in 1969 and the California branch was launched this past summer. London also operates its own branch in New York.

As in the other cases, the new Atlanta branch will also handle outside labels and tapes, but no other types of products. Goldfarb also noted that other branches beyond the four already established are being contemplated but there is no definite timetable on these.

The lines to be handled by the Atlanta branch beyond the London family of labels will be announced prior to the grand opening of the facility.

Craig's Daughter Launches a Label

NASHVILLE—Donna Craig Dickerson, daughter of songwriter Francis Craig who wrote "Near You," has launched a record label—Cinda Records. First release features Rob Chartier with "It's a Rainy World on Sunday" b/w "Gonna Get On," an easy listening disk. a spokesman for the label said that distributors were now being lined up.

Record Hunter Has Another N.Y. Store

NEW YORK—Record Hunter, retailer of records, radio and stereo equipment, has leased a store at 1024 Third Ave. The long-term lease calls for total aggregate rentals in excess of \$750,000.

Mansfield Head Of Verve; Keys Jazz & Pop

LOS ANGELES—MGM has assigned Ken Mansfield to head its Verve line. Mansfield's emphasis will be on jazz and pop material.

Mansfield was formerly involved with projects for the parent label. He is now Verve's vice president, general manager and directing the development of such new acts as Curt Newberry and Wigwam.

TV actor Michael Parks is Verve's top seller. Label president Mike Curb has George Martin producing Stan Getz in London and Jimmy Smith cutting Top 40 type songs.

"We are holding onto Verve," Curb said, "and we will really concentrate on finding new means of marketing our jazz catalog."

On another creative note, special projects director Mike Viner is creating a series of children's albums called the Young Directional Series.

Among the name acts doing the narrations are Lorne Greene (with music by Randy Sparks), Billy Graham, several of the Astronauts and actor Efrem Zimbalist.

MGM will repack many of its children's stories and use the new educational series as a leader for the whole kiddie program slated for mid-January release. There are around 40 titles in MGM's children's catalog.

Dimension, Diamond, Steinberg for NARM

PHILADELPHIA—The Fifth Dimension, Neil Diamond and David Steinberg will entertain at the 1971 NARM Annual Awards Banquet, scheduled for March 2, at the Century Plaza Hotel in Los Angeles.

Steinberg has also been selected as master of ceremonies for the evening, and the Les Brown orchestra will supply music for dancing.

According to Jules Malamud, executive director of NARM, the selection of key artists to entertain at the function highlights the emphasis on contemporary music and its importance to the industry, which will be made throughout the convention program.

Presentations at the banquet will be made in 19 categories to artists and record labels, for best-selling product in 1970. The awards are based on actual dollars spent across the counter by the consumer and a special NARM selection committee chooses the nominees.

Categories in which presentations will be made will include Hit Single Record; Hit Single Album; Movie Sound-track Album; Original Cast Show Album; Male Vocalist; Female Vocalist; Male C&W Artist; Female C&W Artist; Male R&B Artist; Female R&B Artist; Folk Artist; Vocal

Fox Agency Stages New Bootleg Attack

NEW YORK—In another frontal attack against what is regarded as the largest bootleg operation in the nation, 27 publisher principals of the Harry Fox Agency initiated an action last week against 20 record and tape retailers and wholesalers throughout Florida for tape piracy. The defendants are charged with the illegal sale of pirated 8-track cartridges bearing the label "Stereo 8." The action was brought in the United States District Court for the Middle District of Florida, Tampa Division; Judge Ben Krentzman directed all of the defendants

to show cause as to why they should not be enjoined from the sale of such cartridges. Pending a hearing, Krentzman

(Continued on page 10)



ON ONE of the new Stereo 8 bootleg tapes, the art was changed from the previous cut run in Billboard Nov. 28. Al Herman, managing director of the Harry Fox Agency, requests that anybody having information regarding the manufacture or sale of tape recordings with the above identifications, communicate with Robert Osterberg, of Aables and Clark, 745 Fifth Ave., New York, N.Y., 10022. Phone: (212) 755-1810.

A&M Makes Two Deals

LOS ANGELES—A&M has reached an agreement with Booker T. Jones' Share Productions and Dave Anderle's Willow Productions for production-distribution of projects.

Share's first project involves Jones and his wife Priscilla Coolidge, with the Memphis organist singing for the first time. The intention is for Anderle to help out where he can in the studios. He currently cut Scott McKenzie, Marc Benno and Rita Coolidge for the label.

Jones and Anderle will cut other acts for A&M release. Booker T. and the MG's are the act which Jones heads and has been released on Stax.

WB/Reprise in Acts' Tour Push

LOS ANGELES—Warner Bros./Reprise Records is sponsoring and coordinating its first national concert tour for two of its acts. Capt. Beefheart and His Magic Band and Ry Cooder.

The label's creative services department is coordinating all promotional activities for the dates, whose details were worked out by Carl Scott and Paul Smith. Merchandising director Hal Halverstadt has also been involved in the program which supports appearances in 14 locations including several colleges.

Chi Dealer Cites Distrib Snag on Country Product

By EARL PAIGE

CHICAGO—Unavailability of country record product in this large market is causing concern among dealers and among radio outlets that program the material. Arbi Gibson, the leading country record-tape dealer here, expressed his irritation over the unavailability of Dee Mullins' "Remember Bethlehem" on Plantation, and other singles. After four weeks of airplay on the record over WJJD here, the Gibson Music store owner said: "I don't want to become a distributor but I'm being forced into it."

WJJD program director Roy Stingley said: "It's a shame when an artist has something this good people can't buy it. I think the distributors are afraid they'll be stuck with a Christmas single."

Among stations tapped, WOYK music director Don Dee in Tampa, Fla., agreed Mullins' record was unavailable there.

"This happens all the time. Our switchboard lights up every time we play 'Here Come the Rattlesnakes' on Canaan, but dealers can't find that record either."

The problem of unavailable country product is prompting the Country Music Association (CMA) to make a special appeal to the U.S. record-tape rack jobbers at the National Association of Record Merchandisers (NARM) meeting March 1 in Los Angeles (Billboard, Dec. 5).

Pittsfield, Ill., country artist Ben Watson said: "We look for country-oriented distributors—you have to build a base." He is even taking his "Room 333" recording around to jukebox operator meetings.

On another point, he said: "Paul Glass told me that a recent No. 1 country record nationally sold only 3,000 copies here." Glass' firm, Tape Distributors of America, handles Plantation, which has the Mullins record.

CAP DEALS HOT HAND ON TOP LP'S CHART—26

NEW YORK—Capitol Records has scored its highest mark on Billboard's Top LP's chart with a representation this week of 26 LP's—17 on the Capitol label and 9 on the independent labels which it distributes. Capitol's previous high on the Top LP's chart was achieved about a year ago with 24 LP's.

Don England, Capitol's marketing vice president, credits the album activity to the effectiveness of the streamlined marketing network which he instituted about three months ago. At that time, Capitol had 24 albums on the Top LP's chart. In the streamlined marketing network, England has 19 men working on all album product as well as middle-of-the-road singles, and 12 men concentrating on the promotion of singles.

Certron Closes in Nashville—70 Ousted; Moves to Coast

NASHVILLE—The Certron Music Division closed and locked its doors here, dismissed some 70 employees, and moved five surviving officials to its home base in Anaheim.

Among those who resigned in the action were Aubrey Mayhew, head of the division, as reported in last week's Billboard, and Merv Shiner, head of the publishing operation. Jim O'Brien, who joined the corporation only a few weeks ago, was among those no longer with the firm.

"We have no intention in the world of going out of the music business," a spokesman said. "We are simply closing the operation here and moving it to the West Coast."

Ralph Cornuelle, vice president of marketing for Certron,

said the company "feels that by moving the music division into our facilities in California, we will better consolidate our corporate activities in the entertainment industry."

The parent firm manufactures audio blank tapes, reel-to-reel, cartridge, and cassette; computer plastics and tapes, as well as pre-recorded tape and record product.

The company in all of its locations here, was closed down suddenly Dec. 11.

Directing the move were Herb Dale, director of sales, and Gene Tilley, director of the rack operations.

Certron Music Division had been housed here in a building owned by Mayhew, and a former laundry building which the former Little Darlin Record president also purchased.

3 Gold Albums To Moody Blues

NEW YORK—Three gold albums were presented the Moody Blues by Sir Edward Lewis, chairman of the Decca Record Company of England, Ltd. and London Records, Inc., at a reception Dec. 15 at the Friars Club here.

The awards were for "In Search of the Lost Chord" on the Deram label and their first albums on their own Threshold label: "To Our Children's Children's Children" and "A Question of Balance." Earlier this year, the five-man group gained gold albums for their Deram LP's, "Threshold of a Dream" and "Days of Future Passed." The Moody Blues will return to the U.S. in April.

Merc Bows 28 Albums

CHICAGO—Mercury Records unveiled 28 albums in a series of 19 sales meetings last week, the most sales meetings in the history of the company. A total of 15 popular LP's and 13 classical albums were released, along with 19 8-track and Musicasset.

The pop LP's include works by Uriah Heep, Graham Bond, Spanky and Our Gang, Sir Lord Baltimore, two LP's by Jerry Lee Lewis, Jerry Butler, David Bowie, Melba Moore, Tom T. Hall, Dave Dudley, Bobby Bare, the Statler Brothers and Warren Marley on the Mercury-distributed A&P label.

Gem Group in U.S. Talks, Into Deals With Bell

NEW YORK—During his recent trip to the U.S. to establish American offices for his Gem Group of Companies, Laurence Myers, managing director of the British publishing, production, management complex, held several meetings with executives of Bell Records on the development of mutual projects.

Arrangements were made for the release of a new single by the Edison Lighthouse, their first since "Love Grows," a certified million seller. The new single is titled "It's Up to You Petula." Talks were also held on a possible U.S. personal appearance tour for the group.

Release of another single from the Gem Group, "(Blame It) on the Pony Express," by Johnny Johnson and His Bandwagon, also was set.

Happysad Sets Up Distributor Net

NEW YORK—Happysad Records, a new label headed by Ed Fox and Paul Levinson, has set up distribution agreements in New York, Baltimore, Los Angeles, San Francisco, Boston, Charlotte, N.C., Richmond, Va., St. Louis, Minneapolis-St. Paul, Cincinnati, Atlanta and Miami. Their first record, by Trousers, is being rushed to distributors.

Studio Track

By CLAUDE HALL

Fame Recording Studios, located in the Muscle Shoals area of Alabama—an area that one record executive once tagged as the "piny woods," is thinking about moving into 16-track, "but we're a little leery of messing up our sound," said engineer Jerry Masters, who doubles as an assistant producer to owner-producer Rick Hall. Masters is also a staff musician and, for example, played bass on the "Patches" hit by Clarence Carter on Atlantic Records. The sound of Fame Studios has become famous; it was here that Aretha Franklin's first major hit was produced. Masters said that the Osmonds were just in the studio for an album "that was kind of a challenge, because we're known more for pop and soul" and Willie Hightower just finished a session that included the tune "Backroad Into Town," which he thought was sort of like "Patches." The Hightower session took two weeks to mix "because Rick feels that mixing is just as important as producing. He had 167 mixes on 'Fancy' by Bobbie Montgomery."

The Fame studios, which now include both A and B in Muscle Shoals and Fame Memphis in Memphis, guided by Sonny Lamb, are busy day and night. In Muscle Shoals, the two studios are interconnected so that stereo transfers can be made from studio to studio. But one of the reasons why Fame may have to go to 16 tracks is that the music produced in the studios is becoming more complex. "We've had 95 instruments on some sessions and have run out of tracks from time to time... it's really getting to be a problem. Rick's getting string-crazy these days."

Rick is Rick Hall, the main producer. Mickey Backus also produces as well as operates the publishing wing of Fame Music, which has about 800 tunes. But Bobby Lee Trammell was in recently on an outside production job with the Sons of Bach from Florida and Kelso Herston recently produced Lee Tanner and Buddy Kileen just produced a very good session with Diana Trask.

The big thing about Fame is that it's literally a fountain of youth for many acts... "you wouldn't believe how many cool artists come here and get hits. Little Richard got his first hit in nine years here—'Freedom Blues.'"

Of course, not everything is peaches and cream in the record-

ing studio business. One of the big problems with some acts is E.G.O., said Masters. "They get so big that they think they can produce themselves; then it takes a guy like Rick to pull them out of the fire. Some people are cut out to be record producers and others to be artists. I felt I was an artist. Remember 'Let It All Hang Out' by the Hombres? We cut that as a joke in Huey Meaux's studio years ago in Houston. One take. I was an artist on that; but I'm happy now to be doing just what I'm doing."

The Blood, Sweat & Tears is recording a new album in the Columbia Records studio in San Francisco... Down in the Criteria Recording Studios in Miami, Sara Lane reports that vocalist Lisa Hall with 29 background musicians was in working on an album Dec. 14-18. Atlantic Records' Iron Butterfly was overdubbing Dec. 15-16 with Arif Mardin producing.

Jobete Music publishing companies will be represented in radio-TV commercials by the Charles H. Stern Agency located in Los Angeles; if you need a tune, call (213) 273-6890. The firms include Jobete, Stein and Van Stock Music. Several thousand tunes will be made available to national, regional and local advertisers.

Just talked with Rick Hall at Fame Recording Studios and you wouldn't believe the list of artists signed up to come to Fame. Jerry Lee Lewis was in there last week on a session, among others... At Audio Advertising Productions in Fort Lauderdale, Fla., last week was WRBD, a radio station, doing a jingles package. Other recent sessions include a Ford commercial for Powell Motors, and Sheila South recording a tune called "My America" for Cinematronics, Inc... Another good studio in Fort Lauderdale, Fla. is SRS Recording Studios; Bill Stith of Trip Universal Records was in recently doing a session with the Heroes of Cranberry Farm called "Children Save the World." It's on Lionel Records. Mike Birzon Enterprises cut a session with Maxima '70 for Sundi Records and Gary Dunne was cutting, produced by SRS Studio. Bob Richland was produced in another session by Bill Stith. The Bulldog was also in the 8-track studio on a session.

Schwartz Sees '71 as Boon Yr. for Retailers

• Continued from page 1

cent of the total record/tape volume. Audio and sheet music also sold heavily. Reel-to-reel tape has also sold well, and is now in the entire chain.

The store in Wayne, N.J., is the flagship of Schwartz' chain of Harmony Huts. Other outlets are in College Park, Md.; Falls Church, Va.; Prince Georges County, Maryland, and Manassas, Md.

Schwartz stated that the Wayne, N.J., store did a volume of \$500,000 in the first three months of operation, starting with November of 1969. In the same three months of this year the outlet did a volume of \$650,000. "We are aiming," said Schwartz, "at five turns of inventory per year. For the first 12 months we achieved four turns because we were studying the operation."

The sales record of the Harmony Hut flagship, Schwartz pointed out, "is an example of the resurgence of the retail field for good stores, that is, stores with deep inventory and with space of 2,000 square feet and up." The Wayne, N.J., store, he added, contains 12,400 square feet of space. He pointed out that such stores can do substantial volume without resorting to drastic price cutting.

Schwartz' remarks highlight what has been noticed by industry observers during the past year: the growth of full-line retail outlets which serve a new generation of buyers vitally interested not only in best-selling product but also in depth of catalog. Such outlets have been opening throughout the nation and many more are being planned for 1971.



JUDDY PHILLIPS and Dave Brubeck, lower row, listen to the playback of a new album by the New Heavenly Blue, back row, who includes one of Brubeck's sons, Chris, third from left. Another of Brubeck's sons, Darius, fourth from left, helped produce the RCA Records album along with Phillips.

In This Issue

CAMPUS	20
CLASSICAL	36
COIN MACHINE WORLD	41
COUNTRY	37
INTERNATIONAL	45
MARKET PLACE	35
RADIO	28
SOUL	26
TALENT	21
TAPE CARtridge	14

FEATURES	Hot Country Albums.....	39
Stock Market Quotations	Hot Country Singles.....	38
Vox Jox.....29	Hot 100.....	62
CHARTS	Tape CARtridge Charts.....	16
Best Bets for Christmas.....	Top 40 Easy Listening.....	34
Best-Selling Jazz LP's.....	Top LP's.....	58
Best-Selling Soul Albums.....		
Best-Selling Soul Singles.....		
Action Records.....		
Hits of the World.....		
RECORD REVIEWS	Album Reviews.....	32, 33
	Single Reviews.....	56

For More Late News
See Page 62

The coast to coast tour that hundreds of thousands of Americans are taking at the same time.

Pretty soon it should be a million.
It's a tour of the United States with an English
rock group called Christie.

The first stop was a place you've all heard about
if you read the charts called "Yellow River."

The second stop is coming up and should be no
surprise if you listen to the radio. It's Christie's new
single, "San Bernadino." S-10093

And by chance, if you look at the top LP charts,
you'll discover that a lot of people are taking the
complete tour with Christie's album "Yellow River."
Which includes songs about "Down the Mississippi
Line" and "New York City."

All in all it would seem that a lot of people have
discovered that the best way to go coast to coast is
to let Christie go 'round and 'round.



ON EPIC RECORDS AND TAPES

SET A WINNING COURSE IN 1971 WITH ROULETTE

BOBBY BLOOM
WHERE ARE WE GOING
7095

THE FUZZ
I LOVE YOU FOR ALL SEASONS
CALLA 174



THE THREE DEGREES
YOU'RE THE ONE
7097

TOMMY JAMES
CHURCH STREET SOUL REVIVAL
7093

THEY'RE ALL WINNERS!

JIM ED BROWN'S MORNING

B/W "HOW TO LOSE A GOOD WOMAN"
EXCLUSIVELY ON RCA RECORDS

RCA # 47-9909

PUBLISHED BY SHOW BIZ MUSIC

BOOKED BY TOP BILLING, INC.

*My warmest thanks for making Morning my best selling record
of all time in both pop and country. Jim E. Brown*

See Jim Ed Brown starring in his own weekly nationwide TV program 'The Country Place'

VIDCA Lines Up Speakers, Exhibitors on All-Star Scale

• Continued from page 1

matografia, MCA TV, Ltd., Warner Bros., CBS, Movieplay Discos, DGG, Philips, EMI, Imperial Chemical Industries, J.R. Greig, S.A., Time-Life, Hachette, Fiat, Axel Springer, Lufthansa, Sony Corp. and Publicis, France.

Speakers Set

Among the speakers set are: E.D. Probert, deputy head of Radio Electronic Section, Center London Council, on "How Big Are the Potential Markets for Education and Entertainment and What Are Their Needs?"; Jacques Ferrari, general sales manager of EVR Partnership, on "Evaluating the Characteristics and Plans of Principal Systems"; (Miss) Rene Sandra Cherow, assistant director of

General Learning Corp., on "How Big Are the Potential Markets for Education and Entertainment and What Are Their Needs?"; John Lollo, director of National Talent Service, on "Distribution Patterns"; David W. Boulough, general manager of Rank Aldis Division, on "Distribution Patterns"; Leo H. Hofberg, manager of special projects, London Records, on "How Creators of Video Disc and Cartridge TV Programs View Their Function?"; Charles H. Favrod, publisher, Les Editions, Rencontre, on "Key Considerations for Companies Entering the Cartridge TV Field"; Jose Bernhard, director, exportation, ORTF, on "Key Considerations for Companies Entering the Cartridge TV Field"; Chris Coburn, executive vice president

of GRT, on "Key Considerations for Companies Entering the Cartridge TV Field"; Robert O. Kaplan, of the law firm Kaplan, Livingston, Goodwin, on "Proprietary Rights, Residual Rights and Copyrights in Cartridge TV"; D. Neumayer, president of Videothek Programm GMBH, on "How Big Are the Potential Markets for Education and Entertainment and What Are Their Needs?"; and Jean-Loup Tournier, general manager SACEM, on "Proprietary Rights, Residual Rights and Copyrights in Cartridge TV."

Stanley Gortikov, president of Capitol Industries, Inc., has accepted a slot on the closing panel which will wrap up the values of the conference program.

Collector Label Network

• Continued from page 1

San Francisco and Musical Exchange in Torrance, Calif. He exports collectors disk to Japan, England, France, Sweden and Germany.

Among the labels which Avery handles are Tom, Valon, Sounds, Testament, Bandstand, Jazz Treasury, Spooky Sounds, Rare Fats Waller, GNP Dixie Jubilee, Revelation, Jansco, Blue Angel and Vault.

In most instances the owners are fans who have acquired musical performances and had them pressed in limited runs.

The one main exception is Vault, owned by National Tape Distributors, and operated by Jack Lewerke. Avery handles only Vault jazz product outside the Los Angeles area.

Price Listed

Avery's wholesale price to another distributor is \$2 for a

\$4.98 LP and \$2.40 for a \$5.98 title. Artists appearing on his Sounds and Jazz Treasury lines include Fats Waller, Bix Beiderbecke, Freddy Keppard-Don Cook-Erskine Tate, Jack Teagarden, James P. Johnson and some rare piano rolls of ragtime tunes.

Testament is owned by Pete Welding and features such blues names as Bill Jackson, Jimmy Walker and Erwin Helfer, several Chicago bluesmen, Peg Leg Howell, Big Joe Williams, Dr. Isaiah Ross (a one-man band from Mississippi), Fred McDowell, Sounds of the Delta and Muddy Waters, plus several compilation packages.

Revelation is a modern jazz line owned by Professor William Hardy. Its log features Clare Fischer, Dennis Budimir, Anthony Ortega, Gary Foster, Frank Strazzeri, Wayne Marsh. Jansco is owned by the widow

of Bob Scoby, and that line has three titles by Scoby and his Frisco Band. Bandstand, owned by Kirk DeGrazia, has one title by Will Bradley.

One of the larger catalogs belongs to Tom Records, owned by Glendale lawyer Max Abraham. Its roster includes Emmet Miller, Venuti-Lang, the GooFus Five, Ted Wallace, Duke Ellington, Phil Napoleon, the Dorsey Brothers, Ben Selvin plus several compilations. Rare Fats Waller is also owned by Abraham.

The most unusual label is the Blue Angel Jazz Club, owned by Dr. Bill MacPherson, who annually throws a party, charges the public and records the music. His LPs include Ralph Sutton, Ruby Braff, Milt Hinton, Mousley Alexander, Clancy Hayes, Dick Cary, George Van Eps, Abe Lincoln, Jack Sperting, Nappy Lamare, Jack Chaney and Joe Venuti.

Avery is the national distributor for three lines: Testament, Bandstand and Revelation. Spooky Sounds is part of his own setup.

Fox Agency New Attack

• Continued from page 3

restrained the defendants from the further sale of the product.

Al Berman, chief of the Fox Agency, stated, "The bootleg tapes which are the target of our Florida campaign are the same unmarked 'Stereo 8' product which was the subject of our successful action against retailers and distributors in the U.S. District Court in Connecticut in November (Billboard, November 28). The 'Stereo 8' operation is unquestionably the largest and most sophisticated bootleg venture in the United States. . . . These rascals now have a printed catalog which they make available to retailers. Recordings by every artist and group of any consequence are available. In fact, the catalog even has a Christmas supplement. Currently, there are over 320 different 8-track cartridges available."

Berman referred to the reproduction of a bootleg tape in Billboard; When we instituted our action, one of the trade papers (Billboard) reproduced the label with a request that anyone having information concerning the operation communicate with our

attorneys, Abeles and Clark. As a result, they have been inundated with reports from responsible dealers all over the country who are being hurt. . . . But the bootleggers promptly adopted a new label to obstruct our identification.

"My investigation shows that in some areas . . . the sale of the 'Stereo 8' product is accounting for at least one-half of all 8-track cartridge sales. Frequently, the bootleg cartridges are available before the legitimate recordings are available. For example, we purchased the Bob Dylan 'New Morning' album in a bootleg cartridge in Tampa, although the Columbia cartridge was not yet available.

"In certain areas bootleggers have opened stores dealing exclusively in bootleg products. One of the defendants in the Tampa action, Triangle Tape City, opened such a store in St. Petersburg right next to a music and record store in business over 18 years, Lefter's Music Co.

It is not known where Fox would next strike, but the attorneys are intensively combing areas of Pennsylvania, Maryland, Kansas, Texas, Colorado and Oklahoma.

Producer Pual to Diamond Jim

LOS ANGELES—Soul producer Clarence Pual has been signed to an exclusive contract by Diamond Jim Productions here, headed by Buddy Kaye and Jim Hilton. Pual previously produced Motown artists such as Stevie Wonder, the Four Tops, and the Temptations. Pual is currently producing David T. Walker for Uni Records and Kim Weston for People Records.

Leonard to Dallas

DALLAS — Leonard Productions has moved here from Gainesville, Tex., according to president Joe M. Leonard Jr. Leonard was the first publisher for such songwriters as Jerry Fuller, Ramona Redd, Buck Griffin and Paul Buskirk and recently signed D.W. Tanner. Tanner will have his first release "Sunday Morning," on Nuggitt Records in January. The Leonard publishing and independent record production firm is located here at 2243 Valwood Parkway.

Billboard Entertainment magazine is the message

From talent to tape cartridges, merchandising records to manufacturing hardware and software goods, BILLBOARD PUBLICATIONS specialize in covering all facets of the international entertainment industry. Each week, you get the full message, subscribe to the magazines of your specialty.

AMUSEMENT BUSINESS

1 year (51 issues)
\$15 U.S.A.
\$16 Canada
\$24 outside U.S. & Canada
The newsweekly for mass entertainment and facility managers. Covering fairs, funspots, arenas, auditoriums, circuses, carnivals. Reports on performing talent, grosses and bookings. Developments in entertainment facilities.

DISCOGRAFIA INTERNAZIONALE

1 year (24 issues)
\$15 U.S.A.
The Italian semi-monthly for merchandising and marketing in the music industry. Reporting the international record scene to the wide market throughout Italy.

MERCHANDISING WEEK

1 year (50 issues including Annual Statistical Report)
\$8.00 U.S.A.
The only newsweekly for the home electronics, housewares and major appliance industries. Serving manufacturers, distributors, wholesalers and retailers. Reporting in-depth on audio-visual equipment, tape hardware and software, statistics on shipments of key products, industry trends, merchandising techniques, sales training programs.

RECORD MIRROR

1 year (52 issues)
\$20.50 U.S.A. & Canada
The weekly color news magazine for England's pop/rock audience. Publishing exclusive photographs and interviews with recording artists, charts on top soul singles and albums, top country singles and albums, to UK albums, top U.S. singles and albums, radio news, reviews, and all significant happenings on the scene.

RECORD RETAILER

1 year (52 issues plus Year Book)
\$40 U.S.A. and Canada airmail
The United Kingdom's leading business paper serving the music-leisure industry. Each week, RECORD RETAILER issues the British Market Research Bureau Charts—Top 50's, Top LP's; dealer reports; talent coverage; publishing news; singles releases; reviews; studio happenings; and music industry reports from Ireland, Europe and the U.S. Latest trends and insights into the British recording industry.

Please check off the magazines which you would like to receive and mail coupon to:

Billboard Publications Inc.
2160 Patterson Street Cincinnati, Ohio 45214

Name _____
Address _____
City _____ State _____ Zip _____
Type of business _____ Title _____
Group subscription rates available upon request. 5040

**KAREN
WYMAN
SINGS THE
MARY
MAGDALENE
LOVE SONG
FROM
"JESUS CHRIST
SUPERSTAR"**



"I Don't Know How To Love Him" 32760
is the sensitive and moving ballad from the rock opera,
"Jesus Christ/Superstar."

Decca Records, A Division of MCA Inc.

Cap Making a New Packaging Concept

LOS ANGELES — Quietly and with little fanfare, Fred Rice, national merchandising development manager of Capitol Records, is developing a new tape packaging concept.

The new second generation tape package (remember the long box?) has been marketed on two special projects, the "Grand Funk Railroad Live Album," a 2-LP set, and George Harrison's "All Things Must Pass," a 3-LP set.

Rice has designed an 8-track package 4 x 5 1/2 x 1 3/4 and a cassette box 2 1/2 x 4 1/4 by 1 1/2 for Harrison and Grand Funk Railroad tapes. Capitol packaged the 3-LP set into two 8-track and two cassette tapes.

While the label has not pursued the new packaging concept on regular product, Rice sees some advantages to the idea and plans to experiment with regular one-album tape releases.

The package offers the same advantages as the long box (full 4-color graphics, better merchandising, etc.), but eliminates the disadvantages of the long box (wasted space and costs). Rice's new box costs about 2 1/2 cents per box, compared to 3 to 5 cents for the long box.

The deeper size permits better viewing of titles without losing merchandising effect. In short, the box is fatter, more compact, and still contains marketing/merchandising appeal.

Although the concept was designed for a double or triple LP package, Rice contends it can be revamped slightly for the one-album release. A spacer can be added to give the box posture (support) without wasting space. If desired, a catalog can be stuffed into the box.

In conjunction with the new package, Rice has developed a



NEW TAPE packaging concept for prerecorded product has the advantages of the long box but eliminates wasted space.



COUNTER browser displays a 3-LP set, 8-track cartridges and cassettes in one merchandiser.

merchandiser to hold disk, 8-track and cassette product all in one browser. Or it can hold just tapes, if desired. The counter browser comes in four colors.

Because the George Harrison poster could not be stuffed into the tape box (the LP set comes with a poster), Capitol is making the poster available to consumers (if they buy the tapes) with a postcard request.

Teletronics to Produce Max's Works on CTV

By RADCLIFFE JOE

NEW YORK — Peter Max, one of the nation's leading pop art artists, has joined forces with Teletronics, Inc., to produce cartridge TV interpretations of his work.

Max will lend his creative talents to the overall development of the audiovisual concept, with Teletronics supplying the electronic technology. Pilot films for the new project have already been produced.

This is the first step by Teletronics in a move designed to expand the firm's operations to include production of innovative CTV software.

Although Teletronics is cautious about revealing the full extent of its plans for the venture, it is understood that negotiations are under way with leading artists in music and other fields to lend their talents to the project.

A joint statement from the artists and Teletronics is expected to be made public early in the new year, following the

signing of agreements and the developments of the various ramifications of the venture.

Despite its move towards involvement in the software end of the cartridge TV industry, Teletronics insists that it has no immediate plans for a completely vertical approach to the business.

Instead, the company will concentrate on developing and producing product on both film and tape which it will in turn make available to both CTV manufacturers and programmers for adaptation to their individual systems.

The company also has the technological expertise to duplicate product for any programmer or manufacturer desiring the use of such facilities.

Another unique service offered by the Teletronics sprawling complex on the city's Eastside, is a computer bank which keeps track of all inventory, and allows the software catalog owner to re-duplicate over "dead" stock.

Major Blank Tape Mfrs Keep Solid in Soft Mart

Continued from page 1

tions say it will nearly quadruple from 1969 to 1972, and double again between 1972 and 1974, to reach a total consumption of 245 to 265 million cassettes by 1974.

(Industry sources said the U.S. blank cassette market totaled more than 60 million units in 1969, and estimated a one-billion world market, or 500 million U.S. market, by 1975.)

75 Percent
Four companies will account for more than 75 percent of the total blank cassettes manufactured in the U.S. in 1970, the report stated.

These manufacturers and their respective 1970 market shares are estimated as follows:

Audio Magnetics, which controls 28 percent of the U.S. market; Certron (18 percent); 3-M Co. (19 percent); and BASF (12 percent). The four majors are expected to continue accounting for 75 percent of the total blank cassette manufacturing in the U.S. through 1974.

Market projections were based on the following factors: Five-fold increase projected in cassette recorder population between 1969 and 1972; increased availability of low-priced cassettes; increasing music libraries on cassette format; increase in industrial/educational applications; automotive industry standardization on cassettes expected in 1972 models; affluent nature of U.S. society.

Sales of blank cassettes in 1969 were primarily in the C-60 and C-90 configurations. These two configurations (lengths) are projected to remain predominant through 1974, according to Ampex.

(Industry sources said that the C-60 accounted for 54 percent of blank sales in 1970, followed by the C-90 at 25 percent, and the C-120 at 15 percent, and the C-30 at 6 percent.)

Distribution of blank cassettes on the retail level is primarily through mass merchandisers (29 percent), chain electronics distributors (34 percent), and military exchanges (15 percent). This distribution pattern is not expected to change significantly during the 1970-74 period. (On the contrary, state many of the blank tape producers, distribution through mass merchandising outlets are expected to dominate by 1975.)

The report also stated that present and potential candidates

Cassettes, Units For Poland Set

WARSAW — Poland has bought the license from Thomson Brand of Paris to manufacture tape cassettes and players in Poland. The Warsaw factory of Kaspzrak will manufacture both the cassettes and hardware.

The same factory already produces Grundig tape recorders. The cassette deal is the first of its type in Poland. Up till now this type of tape system has not been available on the Polish market.

for private label of blank cassettes are mass merchandisers, chain electronics distributors, and record distributors. Private-labeled blank cassette product of these so-called mass distributors accounted for 42 percent of total consumer blank cassette purchase in 1969.

A price erosion is definitely under way in the blank cassette market. Prices quoted on the distributor level varied as much as 100 percent in 1969. The price erosion is not expected to subside until late in 1972.

(Again, many blank tape manufacturers disagree with the report, saying price erosion is subsiding now. They point out that many manufacturers are now abandoning price cutting.)

The report found that present manufacturing costs are found to vary as much as 75 percent

between blank cassette producers. The variance is primarily due to the difference in quality of cassette tape, labeling and packaging, and in-house capability of pre-labeled cassettes.

Due to the heavy influx of private-labeled blank cassette lines of mass merchandisers and chain electronics firms, a two-step distribution network will almost become a necessity for manufacturer-labeled product in order to remain competitive in price.

The competitive atmosphere in the blank cassette market during the 1970's is expected to be such that only the "fittest will survive," stated the report.

(Several blank tape producers predict two-step distribution will not be a necessity, but that rather the industry will continue in a one-step pattern.)

Capitol Service's Style Is Quality & Promotion

By EARL PAIGE

OAK FOREST, Ill. — Merchandising has a special meaning for tape retailers Jim McClelland and Bill Cauldwell. The 23-year-old partners in Capitol Service are building a tape location around merchandising, promotion and service.

McClelland believes that tape retailers should analyze the service end of the business. "That's where the profit is," he said.

"Selling prerecorded tape is a bummer," McClelland said. "We're paying \$4.11 for tape, and the way its price footballed a dealer can't turn tape and make any money."

More money can be made in hardware, "if I weren't such a fanatic on quality," he said. The store stocks Motorola, Belle Wood, Krasco and Gibbs.

"In this business," he said, "you can do two things—offer price or offer quality. The problem is finding a line that offers quality and features for the consumer and a profit margin for the dealer."

Both businessmen pore over catalogs and spec sheets and compare frequency response and features before stocking players and speakers.

Considering the poor profit

structure on prerecorded tape, and the problems of finding good equipment lines, the company banks on service and installation. "Our service brings in 75 percent of our overhead," he said.

Capitol Service, about 18 months old, has several merchandising gimmicks to stimulate sales, like:

A tape club offers every 13th tape free. Each month a tape is selected to be sold at \$4.11, its cost price. Special orders are processed within 24 to 36 hours. Tape catalogs are given away.

The store is building its tape inventory, too, with a one-year warranty given to consumers on every tape sold.

In terms of auto players, McClelland said he prefers to sell in the \$60 (installed) range, with the predominant configuration being stereo 8. His best seller is the mini-8-track.

Theft continues to be a major headache, and McClelland estimates that as much as 50 percent of his player sales result from a theft loss. To safeguard equipment, Capitol Service pushes on On Guard burglar

(Continued on page 62)

MGM WILL DISTRIBUTE ITS OWN TAPE PRODUCT

LOS ANGELES—MGM Records is distributing its own tape product after problems arose between the manufacturer and its custom duplicator, Ampex, over whether there is a valid new contract.

MGM's tape line is being sold through its network of independent distributors, according to president Mike Curb. Curb claims Ampex has not handled the MGM line for the past four months, or during the period in which Ampex claims it did not renew its pact with MGM. MGM, on the other hand, claims it has a legally signed renegotiated contract by Don Hall covering an 18-month period up through Dec. 31, 1971 (Billboard, Nov. 14).

MGM had been with Ampex three years. Its music is now being custom duplicated by Allison in New York and by GRT on the West Coast, according to Curb, who acknowledges talking to GRT about the account.

MGM closed out its company-owned Metro branches in Chicago, New York and locally during its second fiscal quarter.

Teegarden

& Van Winkle

SEZ



"everything is going to be alright."

B/W
"You Do"
W-171

***their smash follow up single to
"God, Love And Rock & Roll,"
is going to be alright.***



Incidentally friends
both of these chart singles
are included
in their new album.



Distributed Nationally by Janus Records, 1700 Broadway, New York, N.Y. 10019. An affiliate of GRT corp.

START YOUR OWN BUSINESS

WE FINANCE YOU

You can own your own TAPE FRANCHISE FREE. One of America's big-name artists labels offers you a unique opportunity to get into business for yourself. No traveling outside your present territory. Your total guaranteed inventory investment is \$500 and we, depending on the territory and we help to finance you with capital.

Earn \$2-35000 per month. Sell a nationally advertised cassette and cartridge line. We give your customers advertising money and free tape player.

Write for application giving details of your background and territory. No obligation. LIMITED TERRITORIES OPEN.

Call 212 246-9305 or write TAPEDOWN, 250 West 57 Street, New York, N.Y. 10019.

Audio Magnetics Widens Its Outlet Sales Base

LOS ANGELES — Audio Magnetics is broadening its retail sales base. The blank tape manufacturer has added five new sales representatives to its network and has given a sixth a broader responsibility in California.

"We are getting into more specialized areas," said Ray Allen, Audio's sales vice president. "With the tremendous acceptance of blank cassettes, we are

seeking more firms which can get us into areas which are not typical retail accounts, like stationary stores.

With the addition of five more sales-repping firms, Audio's blank tape line is now being sold by 100 salesmen representing 25 firms around the country. "We are probably the most specialized company in the tape industry because we have specialty reps for such special outlets like drug, military, audio visual, automotive and college bookstores."

Audio's new associates are John Carroll of Teaneck, N. J. (for national accounts like Kress); United States Sales (for college bookshops); Mid-South Associates of Birmingham, Ala. (for the Southeast); Grossman Sales Co. of Auburndale, Mass. (for New England); and Albertson-Morrison Co. of Hudson, Ohio (with a second office in Cincinnati), for Ohio.

The Herbert Kraus Co., which has been Audio's Southern California representative, has been assigned the Northern California market. "Kraus has enlarged his staff to become a statewide organization for us," Allen said. He is a specialist in the automotive trade.

Allen acknowledged that it is not an easy task to find a specialty rep firm, but that these markets continue to grow in importance as Audio's blank tape business steadily rises.

The company's educational products department feeds merchandise to its own clients through a separate distributor setup. Schools receive the educator series of specially timed blank cassettes through audio visual sales specialists; students buy their own regulation-timed blanks through bookstores on campus or at adjacent tape and disk shops.

Merc Discount

CHICAGO — Mercury Records has announced a 5 and 10 percent tape plan, which features a 10 percent discount on all 8-tracks and cassettes from the December releases and an additional 5 percent discount on the entire tape catalog. There are 19 tapes in Mercury's December release. The new plan was introduced at the company's 19 sales meetings the week.

GRT CUTS SEEN AS BIG \$ AID

SAN FRANCISCO—GRT's plans to slash operating overhead will go a long way toward putting the company in a profitable position during the second half of its fiscal year.

Payroll and other operating cuts will amount to more than \$1.1 million (about a 20 percent reduction) in the second half of its fiscal year ending next June 30.

GRT announced a first quarter net loss, ended Sept. 26, of \$219,756, compared with net income of \$357,414, or 12 cents a share, in the earlier period. Sales declined to \$6.4 million from \$7.4 million.

Part of the operating overhead slash came in staff personnel, with the company employing 650, down from 768 last June 30.

Billboard Tape Cartridges

(Based on Best Selling LP's)

This Week	Last Week	Title, Artist, Label (B-Tr. & Cassette Nos.) (Duplicate)
1	1	ABRAXAS Santana, Columbia (CA 30120; CT 30120)
2	5	ALL THINGS MUST PASS George Harrison, Apple (ASXW 639; 4XW 639)
3	2	GREATEST HITS Sly & the Family Stone, Epic (K0 30325; ET 30325)
4	4	STEPHEN STILLS Atlantic (Amex M-57202; Ampex M-57202)
5	7	LIVE Grand Funk Railroad, Capitol (EKWV 633; 4XWV 633)
6	6	CLOSE TO YOU Carpenters, A&M (BT 4271; CS 4271)
7	9	JESUS CHRIST, SUPERSTAR Various Artists, Decca (6-206; 73-206)
8	3	LED ZEPPELIN III Atlantic (TF 7201; CS 7201)
9	11	THE PARTRIDGE FAMILY ALBUM Bell (86050; 56050)
10	10	SWEET BABY JAMES James Taylor, Warner Bros. (BRM 1842; CWX 1842)
11	12	TO BE CONTINUED Issac Hayes, Enterprise (EMB 1014; ENC 1014)
12	8	THIRD ALBUM Jackson 5, Motown (308-1718; M 75718)
13	13	TAP ROOT MANUSCRIPT Neil Diamond, UNI (8-73092; 2-73092)
14	—	JOHN LENNON/PLASTIC ONO BAND Apple (ASXW 3372; 4XW 3372)
15	—	PENDULUM Creedence Clearwater Revival, Fantasy (88410; 58410)
16	18	NEW MORNING Bob Dylan, Columbia (CA 30290; CT 30290) (Ampex)
17	23	ELTON JOHN UNI (8-73090; 2-73090)
18	21	NATURALLY Three Dog Night, Dunhill (85088; 55088)
19	19	STEPHENWOLF 7 ABC/Dunhill (85090; 55090) (Ampex)
20	15	CHICAGO Columbia (18 80 0658; 1610 0658)
21	29	WORST OF Jefferson Airplane, RCA Victor (P85 1653; PK 1653)
22	14	COSMO'S FACTORY Creedence Clearwater Revival, Fantasy (88402; 58402) (Ampex)
23	24	BLACK SABBATH Warner Bros. (81871; 51871)
24	25	WOODSTOCK Soundtrack, Capitol (Ampex T85 N6; T55 N6)
25	37	THAT'S THE WAY IT IS Ervyn Freestyne, RCA Victor (P85 1652; PK 1652)
26	27	WHALES & NIGHTINGALES Judy Collins, Elektra (ET 8 5010; TC 8 5010)
27	16	LAYLA Cerek & the Dominos, Atco (Ampex M-82704; Ampex M-82704)
28	28	NO DICE Badfinger, Apple (BXT 2367; 4XT 2367)
29	—	DOORS—13 Elektra (ET 8-4079; TCS-4079)
30	36	WATT Ten Years After, Deram (M 77850; M 77850)
31	33	FOR THE GOOD TIMES Ray Price, Columbia (CA 30106; CT 30106)
32	32	TOMMY Who, Decca (66250; 7-2250)
33	22	GOLD Neil Diamond, UNI (8-73084; 73-084)
34	17	AFTER THE GOLD RUSH Neil Young, Reprise (BRM 6383; 56383)
35	—	BLOWS AGAINST THE EMPIRE Paul Kantner & the Jefferson Starship, RCA Victor (P85 1654; PK 1654)
36	—	PORTRAIT Fifth Dimension, Bell (86045; 56045)
37	31	GREATEST HITS, VOL. 2 Temptations, Gordy (68-1954; G7-5954)
38	41	A QUESTION OF BALANCE Moody Blues, Threshold (24803; 24603) (Ampex)
39	—	AMERICAN BEAUTY Grateful Dead, Warner Bros. (81892; 51892)
40	—	HIS BAND & THE STREET CHOIR Van Morrison, Warner Bros. (81884; 51884)
41	35	CLOSER TO HOME Grand Funk Railroad, Capitol (BXT 471; 4XT 471)
42	47	EVERYTHING IS EVERYTHING Diana Ross, Motown (M 81724; M 75224)
43	40	(UNTITLED) Bryki, Columbia (CT 30127; GA 30127)
44	45	JOHNNY CASH SHOW Columbia (CA 30100; CT 30100)
45	30	SHARE THE LAND Queen Who, RCA Victor (P85-1590; PK 1590)
46	26	CURTIS Curtis Mayfield, Curtom (188 8005; MS 8005)
47	—	EMITT RHODES Dunhill (85089; 55089) (Ampex & GRT)
48	34	DEA YU Crosby, Still, Nash & Young, Atlantic (TF 7200 & Ampex 87200; 37200)
49	39	MAD DOGS & ENGLISHMEN Joe Cocker, A&M (BT 6002; CS 6002)
50	43	WITH LOVE, BOBBY Bobby Sherman, Monogram (890-1032; 590-1032)

Billboard SPECIAL SURVEY For Week Ending 12/26/70

FROM PRECISION TAPES: THE NEW SHAPES OF SOUND

8-track stereo cartridges and mono/stereo compatible cassettes... In Britain it's a business that's getting bigger day by day and it's the business that we're equipped to cope with.



We handle, throughout the British isles, the marketing and distribution of cassettes and cartridges which we produce at our new Dagenham factory on the very latest GRT equipment for all these top labels...



INFORMATION ON OUR CUSTOM DUPLICATING SERVICE AND OUR MARKETING & DISTRIBUTION FACILITIES IS AVAILABLE FROM PRECISION TAPES LTD.

ATV House, 17 Great Cumberland Place,

London W1H 8AA, England, Telephone 01-262 5502.

Cables and Telegrams, Pyrec London - W1H 8AA

N.F.W.



we back up our hit singles



BELL RECORDS / A Division of Columbia Pictures Industries, Inc.



With a NAME Like FORBES it's GOT to be good!

Forbes makes fine magnetic recording tapes for cassette loaders and duplicators.

E Forbes Electronics, Inc.
Mills Industrial Park
Middletown, New York 10940
Tel. 914-692-4451

AUDIO MAGNETICS CORPORATION
14800 So. Broadway P.O. Box 140 - Gardena
Calif. 90247 - (714) 374-6841 - Telex: 47-4271

ATTENTION DEALERS!

THE MOST COMPLETE

TAPE & RECORD

ONE-STOP SERVICE IN THE WORLD!

INSTANT SERVICE!
ORDERS
PROCESSED DAY
RECEIVED

OUR PRICES ARE LOW
OUR SERVICE & FILL
IS HIGH—

TEST US!
BUY ITEMS YOU'VE HAD
TROUBLE GETTING AND
SEE IF WE DON'T
CONVINCE YOU!

WE HAVE EVERYTHING!

Especially items not found elsewhere!

8 TRACK • CASSETTES
LARGE OPEN REEL INVENTORY
LP'S AND POPS
COMPLETE CATALOG OF ALL LABELS ALWAYS AVAILABLE
YOU NAME IT—WE'LL GET IT FOR YOU!

DON'T LOSE SALES
WE CAN SUPPLY ANY ITEM—IMMEDIATELY!

WE SHIP ALL OVER THE WORLD!

QUEENS, LONG ISLAND, ETC.

Same fabulous service available at
40-46 Main Street, Flushing
Open for pickups 10 a.m. to 8 p.m.
everyday except Sunday.

FREE CATALOG AND PRICE LIST
SENT ON REQUEST

KING KAROL
Main Branch: 444 West 42nd St., N.Y.C. 10036



THERE IS ONLY 1 WAY TO MAKE TAPES BROWSABLE LONG BOXES!

Stock Design or Custom Printed



Browsability means SALES

For Best Service of Best Quality at Best Prices Call...
(212) 353-5701

MODERN/INNOVATIONS
119-01 22nd Ave.
College Point N.Y. 11365

when answering ads . . .

Say You Saw It in Billboard

EV R DEPT IN BLACK & RED

NEW YORK—It will be two years before CBS's Electronic Video Recording (EVR) division will be profitable, believes Robert M. Rice, vice president of finance for CBS.

In a statement to the Wall Street Journal Friday (11), Rice said he sees a loss of several million dollars this year in the electronic video recorder sector, an area that some analysts are quite bullish about as a prospective strong earnings producer within a few years.

He envisions another loss for the CBS EVR operation, although a smaller one, in 1971. "We should begin to turn a profit in it (EVR) in 1972," he said.

Natl Tape Seeks to Streamline 3 Areas

LOS ANGELES — National Tape Distributors has launched a program for more sophisticated inventory management, order processing and distribution methods.

Paul Freund, newly hired as operations vice president, is on his first swing through National Tape's subsidiary companies around the country to meet with vice presidents and discuss these topics.

Freund has thus far seen the company's Milwaukee warehouse and is at present spending time in the nearby Torrance area, where the firm has

its local National Tape and Records warehouse.

Freund plans to visit National Tape's other branches in Linden, N.J., Atlanta, Houston and San Francisco within the next three months.

"We want to do all we can to enhance our inventory management and expedite order processing to provide better service to our customers. We have to make certain that our inventory management is accurate and our data is current so as to decrease our out-product position. Our major thrust will be in inventory management, order processing and distribution methods."

Freund, who formerly worked for Abbott Laboratories in Chicago as a specialist in warehousing operations and order data processing, pointed to the "tremendous squeeze on profits" facing all companies, as the reason National Tape "cannot afford not to be aware of its inventory."

Freund will meet regularly with Jim Tiedjes, National Tape's president, and also hold discussions with the corporate executive committee.

He figures he will have to tailor programs to meet the individual characteristics of the companies which make up National Tape's network of subsidiaries.

In explaining Freund's corporate responsibility, Tiedjes noted that Freund will strive to promote operational efficiencies in the development, coordination and implementation of headquarters objectives and goals.

Orrox Into Continuous Magnetic Oxide Output

OPELIKA, Ala. — Magna-Tech's Orrox division has begun continuous production of magnetic oxides at its recently completed facilities.

The plant, with a 600,000 pound a month production capacity was designed expressly for continuous process operation in manufacturing commercial quantities of magnetic iron oxide for the tape industry.

According to William Orr, director of marketing for Orrox, the main benefit to be derived from the new facility is uniformity of product. He said, "It is axiomatic that magnetic tape can only be as good as the materials used in its manufacture, with the quality of the oxides used being of major importance."

He added, "One of the problems has been that batch processing of magnetic oxides has essentially hampered the industry in that all too often there has been a discontinuity in critical product parameters."

Two grades of magnetic oxides are in production at Orrox. The Orrox 250, is a small particle, low noise, high coercivity oxide designed primarily for the emerging video, audio cassette and digital tapes. For the larger markets of audio and computer

tapes the Orrox 500 is available.

Orr observed that with the technological resources available to his company, Orrox could easily involve itself in the production of magnetic tapes. "But," he said, "we want to serve the industry, not compete with it."

He added that Orrox, utilizing a team approach, will not only include a range of oxides from its new plant, but will also provide hardware and services focused on the industry's needs.

The company also hopes to supply the industry with certain standards of measurements, techniques for making those measurements, and equipment on which to make them.

Modern Album in Merger and Buys

NEW YORK — Modern Album, Inc., in a move designed to develop the company into a totally vertical packaging complex, has acquired controlling interests in at least eight related companies throughout the U. S. and Canada.

The mergers and acquisitions

consumed over a six-month period include Innovations, Inc., a package producing firm in Kansas City, Mo., the Princeton Case Co., of New Jersey; the Cesco Co. and Universal Tape Case.

The wide-ranging expansion program takes the 25-year-old company from a unidirectional manufacturer of record jackets, to an almost totally vertical producer of tape carry cases and storage albums, packaging, point-of-sale displays, and racks.

To effectively merchandise and market the new line of products, Modern Album recently opened a division in Toronto, Canada, and has revamped its warehousing and distribution facilities in Burbank, Calif., Terre Haute, Ind., and Flemington, N.J. Its corporate offices are located in College Point, N.Y.

According to Rollie J. Froehlig, vice president, sales, of the company, Modern is working towards offering both tape and record companies a complete service in all aspects of packaging. He added that his firm had also established an art and design division to facilitate those companies desiring such a service.

Commenting on the past year, and Modern's rise in the face of a depressed economy, Froehlig said, "The tight money situation has slowed our progress somewhat, but has not really affected us unduly."

AFTRA Seeks to Open Talks With CTV Trade

NEW YORK—The American Federation of Television and Radio Artists (AFTRA) is moving to negotiate agreements with the cartridge TV industry.

The decision to launch meaningful talks with principal innovators of the medium was taken at the organization's national convention held here recently.

Proposals to be raised at these talks, when they get off the ground, possibly in the spring of next year, will include protection of the performer and payment in perpetuity for the use of cartridges.

Meanwhile, AFTRA has sent letters to all its members and franchised agents reminding them that the organization's current contracts prohibit reproduction or showing of any performance on cartridges, or for any use other than free television.

The organization has also established a liaison with the Screen Actors Guild (SAG) with a view to developing "common objectives" when the Guild begins negotiating its film contracts next spring.

According to AFTRA's president, Bill Baldwin, the Federation has reconstituted its "New Electronics Devices Committee" as a wages and working conditions committee. The committee's 27 members have been instructed to prepare specific proposals for the National Board.

Baldwin also disclosed that AFTRA has already notified industry representatives of its intent to seek early negotiations. "We have received a favorable response," he said.

AFTRA represents more than 22,000 members of the radio, television and recording industries.

Cartridge TV

CTV Seen on Finnish Mart by End of 1971

HELSINKI—Cartridge TV is expected to come to the Finnish market by the end of 1971 when the first prerecorded video cassettes will be made available here. But, as yet, nobody knows what kind of programs will materialize — entertainment, language courses or documentaries. The programs will be made by American, Japanese, German or Finnish companies.

As always, Finland watches experiments from other parts of the world. Following the example of Sweden, where the state, together with some independent enterprises, has formed Swedish TV Cassette Inc., Finland is also engaged similar ideas for marketing and promoting cartridge TV.

This was made clear in a recent speech by Jaakko Itala, the First Cultural Minister, in which he suggested the formation of a sister company to Oy Yleisradio Ab, the parliamentary-controlled radio station monopoly which would take care of production and distribution of educational audio-visual material and product alike.

But Dr. Kaarle Nordenstreng,

of Oy Yleisradio Ab's research department, doubted if cartridge TV would appeal to a mass audience. "Cassette production will not harm our broadcasting. I think the circle of cartridge TV users—those who buy entertainment cassettes—will number less than 10,000. More important is the way we produce educational programs."

However the major publishing houses are apprehensive at the possibility that Oy Yleisradio Ab will get monopolistic rights for audiovisual production. But this is very unlikely, even though it is accepted that broadcasting companies all over the world will play the most important part in this field.

It is estimated that the first TV cassette playback equipment sold in Finland will retail at \$500 and pre-programmed cassettes at \$15-\$20. Preparations are already in progress. One indication of this has been the build-up at the Scandinavian firm Nord Cassette A.S., where Rautatiekirjakauppa—Finland's biggest newspaper and magazine distributor—owns one-

EVR of London, Mitsubishi Enter Mfg Agreement

NEW YORK—Less than a week following the announcement of its appointment of Hitachi of Tokyo as a manufacturer of EVR Teleplayers in Japan and elsewhere, the EVR Partnership of London has entered into a similar agreement with Mitsubishi Electric of Japan.

As in the case of the Hitachi agreement, the Mitsubishi pact was negotiated by a top-level EVR Partnership team from London, headed by John C. Lewis, managing director of the Partnership. Mr. S. Koizumi, managing director of Mitsubishi Electric, signed for his company.

The EVR-Mitsubishi agreement excludes the USA and Canada which is being serviced exclusively by Motorola Inc., under a separate agreement, until Dec. 31, 1971. The Mitsubishi Group is Japan's largest industrial organization.

third part of the stocks and has a direct link to another new company, Cassettes International S.A.

audio brings you the world's most popular tape winder,



for cassettes and 8-track.

THE ELECTRO SOUND 100-48C

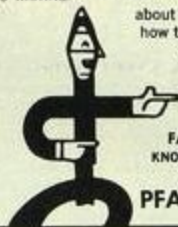
AUDIOMATIC CORPORATION 515 Westchester Ave., Bronx, N.Y. 10459 (212) 619-3500; Cable: AUDIOMATIC

when answering ads . . . Say You Saw It in the Billboard

COMPLETE INVENTORY IN STOCK! NO WAITING!

ASK THE MAN WHO KNOWS

about recording tape and cassettes . . . and how to merchandise from interior displays for maximum sales profits . . .



Pfanstiehl

FACTORY-TO-YOU SALES REPS.

KNOW and offer you the know how that goes with the profit line from Pfanstiehl.

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

QUALITY

PRICE

SERVICE

DELIVERY

AMERICAN SOUND has a combination of special ingredients to relieve headaches FAST!!!

When it comes to the headaches of duplication, American Sound has the remedy. Our duplication ingredients are second to none. Along with the new revolutionary "focus-gap" mastering and duplicating process, we have just added the "Dolby" system to our mastering. Yet we're competitively priced—and ready to help you whenever a headache strikes.

P.S. The latest fast-cycle injection molding equipment has just been added to our facility. We invite your inquiries on cassette parts as well as C-9 (Norelco Standard) and cassette and 8-Track blanks.

AMERICAN SOUND

CORPORATION

3319 E. Ten Mile Road

Warren, Michigan 48091

Phone (313) 539-2900

WE'RE NOT PERFECT

"It is invaluable as a guide to business agents and personal managers of current artists and groups . . . My only suggestion would be to issue the directory more frequently . . ."

University of Chicago

BUT WE TRY

"Your directory is an especially good one . . ."

University of Detroit

"Billboard's 'Campus Attractions' seems to be everything!"

University of Maine

"We feel that it is a 'must read' publication."

Manhattan College

"I find the film sections especially valuable in our programming for the coming year. Of course the issue in its entirety is also of value to us in the programming department."

University of Illinois

"I have referred to it on countless occasions for everything from finding an artist's booking agent or manager to just writing to sources listed for new programming ideas."

Southwest Missouri State College

CAMPUS ATTRACTIVE

Ad Deadline:

February 20, 1971

Issue Date:

March 20, 1971

Campus News

ACUCM Covers Fund-Raising, Production, Promotion for Arts

NEW YORK—The Association of College and University Concert Managers annual meeting at the New York Hilton, Dec. 13-17, dealt mainly with fund-raising, production and promotion for the arts. The keynote speaker, Dr. Granville Meader, director of programs for the Business Committee for the Arts, set the tone of the meeting by outlining the problems the arts are having and solutions for the concert managers.

"The arts are not thought about enough," said Meader. "Business has no idea of what the arts are or how the arts operate. We must turn to the sources of business for contributions. But money is not

enough. We can raise money easier than we can fill the auditoriums."

Meader outlined the general principles on which the entire four day sessions was based. He first mentioned that business must be made aware of the arts. "The arts are for the people and we must tell the businesses, the potential major donors to us, that this is so. Right now the business executive has trouble with his funds. Should he donate money to a dance troupe, or give it to a hospital which has beds for his employees?" queried Meader. "We must further realize that fund raising is a year around proposition and an arts group cannot wait until its checks begin to bounce before starting a fund drive."

Meader also touched on the aspects of promotion and publicity, a big topic throughout the conference. "We must meet business half way with this. We cannot expect them to knock on our doors and offer us money." To this end, Meader suggested that the arts committees offer potential donors a truthful budget and perspective. In the special interest sessions, methods were discussed on how to provide promotion for the various arts functions. One way considered to be helpful, is to get as much publicity as possible in local newspapers, including pre-performance publicity as well as review of the event. This would stimulate interest within the entire community.

Rock music was also discussed at length throughout the conference. In one session, the sociology of rock music was

(Continued on page 26)

What's Happening

By BOB GLASSENBERG

A&M Records' campus representative in Boston, Bob Ross, has set up The College Promotion Council of Boston with the help of Columbia Records' campus representative Ken May. They are beginning to schedule monthly meetings for promotion men and college students to get together and educate each other to the problems at campus radio stations and in the music business. This is what is known as cooperation and is totally unheard of in the record business. Perhaps it is a clue of things to come. Here's hoping that the meetings are run along the Cooper gathering lines; i.e., no hype and no free records. Friends often exchange ideas instead of gifts.

A new list of promotion people at record companies is being compiled. If you wish to be listed, please send me a letter with all pertinent information. I would like to see your offer in writing.

The State Education Department of New York invited John Hill, A&R Columbia Records, to join a group of academicians to discuss the various alternatives for projected Sensory-Perceptual Response Centers to be established by the University of the State of New York. Hill joined Michael Brill, an architect and specialist in inflatables and electronics; Vincent Giuliano, a library communication expert; Herbert Deutsch, a Moog synthesizer composer and teacher at Hofstra University; and Bernard Haake, assistant commissioner for instructional services; to discuss mechanical means and media devices to enhance areas of sensory input not currently exploited. The centers will be designed to promote sensory perception beyond the limits established as the result of the emphasis on literature and reading as the principal means of obtaining information, even though everyone already knows that television and sound have preempted literature. Brave New World, anyone?

Get well to Gary Olson, in the hospital with head injuries from an automobile accident.

Two new stations have officially joined the ranks of college radio. Campus News welcomes KPEP at Pepperdine College, 1121 West 79th Street, Los Angeles, Calif. and KAVC, Antelope Valley College, 3041 West Avenue K, Lancaster, Calif. The program director at KPEP is Jeff Kepley and station manager is Gregory S.

(Continued on page 26)

IMF Fest Finals

LEESBURG, Fla. — The Fifth Annual Intercollegiate Music Festival, to be sponsored by Old Spice, men's toiletries firm, will hold national finals in August on the Edwardsville Campus of Southern Illinois University. The regionals, held in March and April, will judge artists in the pop, rock and folk categories to compete in the finals. Audition tapes from vocalists, vocal groups and instrumental groups will be judged to select finalists for the regional meetings. Entries close Feb. 1, 1971 for all regional competitions. The national champions will represent the U.S. at the North American College Music Championships to be held in Montreal. All information and entry forms may be secured by writing IMF, Box 1275, Leesburg, Fla. 32748.

AFM Won't Ride With Any NEC Rider

• Continued from page 1

has been deleted or altered. . . . Disregard of the above "advice" would constitute a breach of the AFM Booking Agent-Manager Agreement."

A spokesman for the AFM office, Dick Moore, said that the NEC Rider "eliminates arbitration provisions; gives the purchaser the unilateral right to cancel the contract; and offers no stipulation for deposits or advances to guarantee the

musicians will be paid, among other things."

The letter from McDonell also stated that the president's office of the AFM "has made overtures to the officials of NEC several times in the past two years, suggesting a meeting to help resolve our differences. It was only recently," the letter reads, "that our invitation was accepted and an 'informal' discussion was held in our New York office between Dave W. Phillips, execu-

tive director of NEC, Mr. Shaw Smith, director, College Union of Davidson College and the AFM presidential assistants, Crothers and McDonell.

"Aside from an exchange of policy statements and a review and discussion of the 30 NEC Rider stipulations, there was no progress made toward the settlement of the existing problem. The AFM, however, felt confident that, as a result of that meeting, NEC officials would exert some effort toward negotiating a mutually agreeable solution but there has been no further communication to date."

At the recent Association of College and University Concert Managers Convention in New York, Shaw Smith stated that the AFM's bylaws were made for "fly-by-nights." "We sign away all our rights with these contracts," Smith commented. "We have to nitpick to get protection. As I understand it, if we have any difficulty with the standard contracts, this Rider (the NEC Rider) will supersede the other contract. All the items in the NEC Rider are negotiable. I want arbitration, and the rider helps. I want to get the best deal possible for my school and I think the rider will help. The purpose of the AFM letter is

(Continued on page 31)

Students Buy Broadcast Time

WASHINGTON — WHFS-FM has agreed to sell students from Howard University broadcast time on Thursday and Friday nights from 10 p.m.-midnight and Saturday nights from midnight-6 a.m. Norman Reid, head of the student cultural committee which is sponsoring the broadcast, will produce the shows. "The 360 Degree Experience."

The shows will be basically jazz-oriented but will encompass all music "which springs from the source," said Reid. "We are trying to present a total program and educate the audience to unknown musicians," he continued. "It is like an experiment in sound with emphasis on black artists."

According to Reid, no one at Howard listens to just one type of music, thus the need for such an opened format. The shows will be a prelude to the next school year, when Howard University will have its own FM station, WTOP-FM, donated to the school by the Washington Post.

The Head Count

The People's Nation is a group of stores in State College, Pa. In "the Mall," as the stores are affectionately called, is a leather shop, a record shop, a clothing store, assorted head items and an art shop. Clinton Burns is the manager of the record department and does a great deal of business with the students of Penn State. They are running a sale which has lasted about three months with no end in sight. Their 10 best selling LP's are:

1. "Blow Against the Empire," Jefferson Starship, RCA.
2. "Looking In," Savoy Brown, Parrot.
3. "Sweet Baby James," James Taylor, Warner Bros.
4. "Chunga's Revenge," Frank Zappa, Bizarre.
5. "After the Gold Rush," Neil Young, Reprise.
6. "Benefit," Jethro Tull, Reprise.
7. "American Beauty," Grateful Dead, Warner Bros.
8. "Turning Point," John Mayall, Polydor.
9. "All Things Must Pass," George Harrison, Apple.
10. "Hot Rats," The Mothers of Invention, Bizarre.

Talent in Action

**JIMMY WEBB,
ALIOTTA HAYNES**
Bitter End, New York

Jimmy Webb, one of today's leading pop songwriters, opened a one-week stand at Paul Colby's Bitter End, Dec. 16, and what an opening he had. From his first number "MacArthur Park," it was apparent that Webb's turn to performing was a good move for both artist and audience.

Webb, who records for Reprise, is a businesslike performer going from one number to the next without much banter. Although his voice is not noteworthy, his interpretations are effective. His version of "By the Time I Get to Phoenix," perhaps his best-known composition, was more deliberate than is usually heard, but really comes across.

His piano playing also was a plus, as Webb, supported by three fine musicians, hit jazz and other elements at the keyboard of his grand piano. The instrument was electrified for his tender "Somewhere My Brother," sung without other accompaniment. Among the line numbers from his Reprise album were a rousing "P. F. Sloan," a lilting "Sleepin' in the Daytime," and the tongue-in-cheek "Songseller" and "Jerusalem." He closed with Frank Zappa's "My Guitar Wants to Kill Your Mama," the only song in his opening set that wasn't his own composition.

Aliotta Haynes, the other act, seemed nervous at her opening, but the Ampex Records trio showed considerable promise. Folk in style, acoustic guitarist Skip Haynes, bass guitarist Mitch Aliotta and harmonica player Ted Aliotta all sang well, singly and in tandem.

Their "Brooklyn Love Song" was a comic gem. "Rockefeller's Blues," "Pitter Patter" and James Taylor's "Fire and Rain" were among the good numbers from their debut Ampex album. Aliotta Haynes should be heard from in the future. **FRED KIRBY**

BARBRA STREISAND

International, Las Vegas

In magnificent voice, Barbra Streisand opened with the same act she used to fulfill an old contract at the Riviera.

Wearing a long black dress she entered with "Come and Play With Me" from "Sesame Street," then into "I've Never Been a Woman Before" and "Don't Rain on My Parade." She interrupted her singing for a too long belabored comedy spot, when she poured tea and pretended to smoke a marijuana cigarette.

Utilizing her wide vocal range, which she controls to perfection, she ran the gamut of emotions and tempo. The audience expected her to sing "Some of These Days," "Second Hand Rose" and "On a Clear Day" which she did in a vibrant and up-tempo fashion.

Unfortunately, she again interrupted her singing to make another stab at a comedy monologue. This time her topic was "old things" leading her into the history of Las Vegas. Although well rehearsed, the comedy bit was tedious, spotty and not funny.

When singing, she had complete control over the packed audience. She appeared natural and friendly on stage, delighting the crowd with old standards and could do no wrong singing her latest Columbia records "Stoney End," "Didn't We" and received a standing ovation from the entire audience, rather than just the first two rows, when she went into her "Happy Days Medley." **LAURA DENI**

SEA TRAIN

Troubadour, Los Angeles

An exciting country rock sound of Sea Train, Capitol group, produced instant acceptance for this quintet, whose main assets are brilliant violinist Richard Green and the strong lead voices of Peter Rowan and Lloyd Baskin.

The band's music is more a sophisticated pop approach to country roots, with Green's solos the most outstanding instrumental work of the group. He is capable of playing down home country style (as on the roaring, rapid fire boedown, "Orange Blossom Special") and expanding his attack to involve all the fire and passion, the double string bowing required to create swizzles of clear sound.

Green's work drew the most reaction on Dec. 8 for his inspired solo work and accompaniment parts, his utilization of ampliphonics to express clarity of tone.

He more than any other player gives the band a distinctive edge over all the other country rock groups. Guitarist Peter Rowan and organist Lloyd Baskin have impressively powerful and emotion tinged voices which they work in tandem with. Bassist Andy Kulberg and drummer Larry Altamberg create constant foundations never straying into complex patterns. Rowan's dramatic offering on "The Story of Job" helped produce the band's most interesting work collectively. **ELIOT TIEGEL**

LOS INDIOS TABAJARAS

Alice Tully Hall, New York

The transition from the hinterlands of Brazil to the glitter of Broadway is, at best, a near-herculean feat for any artist to achieve. But when those artists are tribal Indians with only a self-taught knowledge of music, the accomplishment assumes the dimensions of an impossible dream come true.

This then is Los Indios Tabajaras, RCA Records, two brothers with an inimitable approach to the acoustic guitar, that has brought them respect and acclaim around the world.

In their Dec. 10 concert at the Alice Tully Hall, the brothers emphasized that their success has not been a quirk of chance. They have learned their songs well.

Their expertise and unique musicianship was evidenced in the first half of their program, which was devoted to guitar interpretations of the classical works of many of the top composers, in-
(Continued on page 23)

Total Sounds in Push on Jude, Love and Harvey

NEW YORK—Total Sounds Assn., firm based in Lewiston, Me., has prepared an extensive promotional campaign to be held during January in behalf of its three main groups: Jude, Love Inc., and Harvey.

The TSA promotion will cover New Hampshire, Vermont, Massachusetts and Maine, and will involve many universities, colleges, high schools and recreation centers, as well as other booking agencies. Copies of the records by Love Inc. and Jude as well as promotion tapes by Harvey will be distributed in the promotion pack.

Dave Biron, president of TSA, is mulling other campaigns to follow the January promotion.



MEMBERS OF the Guess Who, RCA Records group, receive a gold record for the album "Share the Land." Standing, left to right, are Greg Laskin and Kurt Winter; Gary Usher, RCA vice-president for rock music; Gary Peterson, Jim Kale and Burton Cummings. Don Hunter, seated, is the group's manager.

Italian Artists Future On U.S. Tour 'Shaky'

NEW YORK—The future of Italian artists on the U.S. in-person circuit is shaky. That's the opinion of Erberto Landi, concert promoter, who has been cutting his presentations here because of the growing number of obstacles involved in getting Italian artists lined up for U.S. concert tours.

Landi, who had brought over six or seven Italian artists a year for the past several years, has only two artists set for presentation here next year. They are Oretta Bertl and Claudio Villa.

One of the major factors mitigating against the Italian artists' tours here is the rash of "non-pros" getting into the promoting act. According to Landi,

"Young kids from the dress manufacturing business or other fields unrelated to concert promotion are wooing Italian artists here with large but unrealistic sums of money and then present them unprofessionally as an adjunct to dances."

Landi also blames the artists themselves for hurting their U.S. potential. "They are undisciplined," he said, "and they have no proper managerial direction." The record companies, too, are at fault, Landi added, because they don't give their artists any support when they come here.

Landi said that when Italian artists come here under his sponsorship, he's able to guarantee them concert engagements in about 10 key cities and about \$12,000 for six days work.

"It's become too difficult to buck the non-pros," he said, "and too distressing to cope with the undisciplined Italian performer."

Unsurpassed in Quality at any Price

GLOSSY PHOTOS

100—8x10	\$13.95
1000—8x10	\$95.00
1000 Postcards	\$55.00

COLOR PRINTS

100—8x10	\$89.90
----------	---------

1,000 8x10 COLOR \$175.00

3,000 Postcards \$120.00

Special Color Process

COPYART
Photographers

A Division of JAMES J. KRIEGSMANN
165 W. 46th St., N.Y. 36 PL 7-0233

Signings

Jackie DeShannon, formerly with Liberty/UA, signed with Capitol, who's cutting her in Memphis.

Blue Thumb's Arthur Lee & Love to Zeli Enterprises International for management representation in all fields.

Rouvan re-signed with RCA, where Jack Pleis will produce his next album.

Roy Brown to Mercury, who also acquired his "Love for Sale"

from the Friendship label. . . . Maxwell Romer of Nassau, Bahamas, and Bobby Blakney signed with Ford Records with "Giving Up" the first single for former and "Sweet Mary" the initial disk for Blakney.

Malcolm Roberts to Capitol through EMI Tony Lewis, his manager, is producing him in London.

Folk singer Bob Gibson also signed with Capitol as did Albatross, a British rock group.

Rickie Havens renewed with MGM for five years via his Stormy Forest label. . . . Bob Edgar to Rhea Records of Atascadero, Calif.

The Doobie Brothers, a San Jose, Calif. quartet, signed with Warner Bros. with Paul Curcio and Martin Cohn of Capt. America Productions producing their debut LP in conjunction with Lenny Waronker and Ted Templeman of Warner Bros.

PACA has signed Sons of Bach to Sounco, Inc. A January release is slated for their "Thoughts from a Mountain," recorded in Muscle Shoals, Ala.

Recently signed with Spice Productions have been Jean Wallace, Ark, and the Group.

January Tyme to Nicholas DeMartino Management. . . . Bob Braun joined Wrayco Records of Baltimore with "The Many Moods of Bob Braun" as his first disk.

Marilyn Michaels to Joe Scandore for personal management and Gurtman-Brown Associates for public relations. Also to Gurtman-Brown: Felix Caballero, who also signed with Susan Goldfarb for personal management.



MAY BLITZ, new British group on Paramount Records, enjoys a party given by Paramount during their recent Ungano's N.Y. engagement. From left are guitarist Jim Black, Dee Anthony, the group's U.S. representative; bass guitarist Reid Hudson, manager David Reay, drummer Tony Newman, Ralph Mace, assistant to the director of international operations of Famous Music's London office, and Bill Gallagher, president of Famous Music Corp., Paramount Records' parent company.

Gypsy

BAND 1*

TURNING THE
MUSIC WORLD
UPSIDE
DOWN



Billboard indicated the trend in the Gypsy ad two weeks ago. Starting bottoms-up, now it's going heads-up to the top of the charts.

*Band 1, Side 1, to be exact. Of the group's album by the same name.

The break-away band is "GYPSY QUEEN—PART I" MMS 202 B/W "DEAD AND GONE."

NEW YORK

Ken Roberts, who handles Frankie Valli & the Four Seasons, has set pop concerts for the group at the Miami Beach Auditorium on Jan. 8, the Sports Arena in Orlando, Fla., on Jan. 9, and the Curtis-Hixon Auditorium, Tampa, Fla., on Jan. 10. . . . **Julius La Rosa**, Metromedia artist, pencilled in at the Latin Casino, Cherry Hills, N.J., Jan. 18-24. . . . **Blood-rock**, Capitol Records group, will appear with Epic's Sly and the Family Stone in concert at Inglewood's Fabulous Forum Monday (28). . . . **Brian Ahern**, who produced Anne Murray's single, "Snowbird," will produce her second album release on Capitol. . . . Capitol's the Bugaloos taped an appearance on Dick Clark's "American Bandstand" on Dec. 19. . . . Singer **Marilyn Michaels** shares the bill with **Don Rickles** at the Sahara in Las Vegas beginning Tuesday 22. . . . Singer **Leon Ritchie** on a 30-city tour to promote his new single, **Gladys Shelley's** "Clown Town," on Riparia d'Oro.

Mercury's **Buddy Miles**, Columbia's **Big Brother & the Holding Company**, and Reprise's **Sweetwater** play **Bill Graham's Fillmore East** Jan. 8-9. . . . **United Artists' Pat Cooper** opens a two-week engagement at Mr. Kelly's, Chicago, Saturday (26). . . . **Bell's Julie Budd** appears on the "Tonight Show," Friday (25) and the "Barbara McNair Show," Sunday (27). . . . **The Vocal Minority** is being recorded by Al Ham in "Ah, Man, See What You've Done" for Dick Brown's ecology film. . . . **Woody Woodbury** opens his 14th consecutive winter season at the Bahama Hotel, Ft. Lauderdale, Fla., Tuesday (22) for a minimum six-month engagement.

Columbia's **Tom Rush** and Capitol's **Happy & Artie Tramm** play Carnegie Hall, Monday (28). Capitol's **Sea Train** is slated for the next night. The Wednesday (30) Carnegie Hall bill is **Ian & Sylvia** and **Monument's Kris Kristofferson**. . . . **Butterfield Music Corp.**, publishing company of lyricist **Norman Gimbel**, has come out with a new folio, "Brazilian Beauties." Gimbel wrote the English lyrics of 90 percent of the songs. . . . **Atlantic's Roberta Flack** has a Saturday (26) Carnegie Hall date. . . . The Song Factory, a new division of Martino Publishing Corp., writes songs upon request from its Greenwich Village offices.

Polydor's Ten Wheel Drive with **Genya Ravan** open a five-night stand at **Paul Colby's Bitter End**, Wednesday (23). . . . **Buddah's Biff Rose** and **Ampex's Allotta Haynes** starts a four-night run at the Main Point, Bryn Mawr, Pa., outside of Philadelphia, Thursday (24). **Ampex's American Dream** play the Main Point, Tuesday (29) and Wednesday (30). . . . **Mercury's Steve Leeds** to Pittsburgh to film a "Come Alive" show. . . . **Norman Bergen** is arranging a Jubilee session for **Bob Miranda**, a member of the **Happenings**. . . . **Loreno Park** will do a Jan. 8 "Joe Franklin Show" to plug his song, "This Black Cat Has Nine Lives," which also is the title of his upcoming book. **Louis Armstrong's** recording of the song has been aired on NBC's "Monitor." **FRED KIRBY**

MIAMI

A trio of promoters **Les Lesavoy** and **Mike Paskow** of Miami and **Steve Baker**, N.Y., of Tavestock Estates Productions, are bringing in Detroit's **Rare Earth** and **Ten Wheel Drive** to Miami Beach Convention Hall, Dec. 23 for a concert, which the promoters expect to be a sellout. This will be Ten

Talent

From The Music Capitals of the World

DOMESTIC

Wheel Drive's first appearance in the Miami area.

Miami is expected to get a Fillmore-type operation at one of its downtown theaters in the very near future, and will feature a variety of major rock groups and also will serve as a "showcase of the south" for the nation's southern groups.

The **Marco Polo's Hump** featuring 13 days of the **Iron Butterfly** and **Tommy Strand** and the **Upper Hand**, plus the **Peach**. The latter two are both local groups. Into the Bird Room at the Marco Polo are **Carl and Lisa**, singing guitarists, and the **Discovery 1** trio.

Fountainsbleau Hotel is presenting **Faul Anka** in La Ronde nightclub through Jan. 2. **Emilia Conde** opened a week's engagement in the Club Gigi.

Iron Butterfly into Criteria Recording Studios for an LP taping session on the Atco label being produced by **Arif Mardin**. The **Allman Brothers** also taped an album with **Tom Dowd** producing.

High Treason joins the **Four Bits** in the Musketeer Room at the Deauville Hotel.

SARA LANE

CHICAGO

AMS Productions is sponsoring a four-day indoor rock show from Dec. 31-Jan. 3, with the daily shows lasting around 12 hours each. Among the acts lined up are **Liberty's Canned Heat**, **Mercury's Buddy Miles**, **Columbia's Byrds**, **A&M's Lee Michaels**, **Liberty's Sugarloaf**, **Happy Tiger's Mason Proffit**, **Amarat's Crow**, and the **Siegel-Schwail Blues Band**, and several other groups. . . . **Siegel-Schwail** recently had its last LP on **Vanguard Records** released. The group currently is negotiating a new recording contract. . . . **Allan-tic's London Watright III** recently spent a week at the **Quiet Knight**. . . . **Warner Bros./Straight's Alice Cooper** was in town to cut material for its forthcoming LP at the **RCA Studios**. Producing is **Jack Richardson** of **Nimbus 9 Productions** and also producer for the **Guess Who**. . . . The **Melan-Forrest Stage Group** will play Mondays at the **Quiet Knight** starting this week (21).

GEORGE KNEMEYER

LOS ANGELES

A film short has been created based on the **Steppenwolf** song, "Snow Blind Friend" which is an anti-drug message founded on the group's first Donhill LP, "Steppenwolf." As sung by lead singer **John Kay**, the story talks of a cocaine user who is committed to

a sanitarium. The Film Factory is distributing the film to TV stations. The song was written by **Hoyt Axton**.

The **Charles Stern Agency** is handling **Jobete Music** and **Stenax** and **Van Stock Music**, both owned by **Motown**, for commercials. **Aura Productions' Dick Beck**, in association with **Nigram Productions** will produce a musical documentary in **Accra, Ghana**. A day long pop festival featuring **American soul acts** will perform. **Warner Bros.** is financing the film, which will have a soundtrack LP. **Odetta** will play a role and sing the title song in "Man and Boy." **Bill Cosby** film. . . . The **Johnny Cash Show** traveled to **Bakersfield** to tape portions of the **Buck Owens** toys for tots shows. . . . **Fanny's** first Reprise LP goes out Dec. 26. . . . **Shawn Phillips** first A&M single is "The Christmas Story," which was culled from his first A&M LP, "Contribution." . . . **Riz Ortolani** will compose the score for "The Hunting Party" for UA. . . . **Charles Gross** will score "The Old Man's Place" for **Cinarama** **Reliasing Corp.**

(Continued on page 24)

**TOP QUALITY
8X10
PRINTS**

LITHOGRAPHED ON HEAVY ARMOEDITE

BLACK & WHITE PRINTS
500 — \$20.75 1000 — \$31.75

COLOR PRINTS
1000 — \$20.00

Send for a sample 8X10 color print and black & white 8X10 plus prices for other sizes in black & white and full details on ordering.

ABC PICTURES
37 N. ROBERTSON
SPRINGFIELD, MO. 65806

RUSS EDEN

A new kind
of electricity

The voltage
begins January 14

**DREAMACHINE
RECORDS**

Coming on Cotillion

**Emerson, Lake
& Palmer**

January 1971

Cotillion



Talent In Action

• Continued from page 21.

cluding Chopin, Bach, Sibelius, Liszt and Rimsky-Korsakov.

The second half of the program was devoted to pop instrumentals, and folk songs of South America which represented the grassroots of that continent's culture.

RADCLIFFE JOE

MOODY BLUES TRAPEZE

Carnegie Hall, New York

The Moody Blues, one of the most inventive, original groups around, gave a high-caliber concert in the first of two Carnegie Hall concerts Dec. 14, a concert of the caliber that has become their trademark. They were preceded by a short, but heavy set by Trapeze, who also are on the Moody Blues' own Threshold label.

Mike Pinder on Mellotron, an organ-like instrument, Ray Thomas on flute, Justin Hayward on lead guitar and John Lodge on bass guitar, shared vocals, blending, harmonizing and as solos. At all times, the group injected subtle refinements not usually associated with rock acts. Graeme Edge also was exceptional on drums.

"Have You Heard" was a fine example of the melodic and rhythmic variety used by the Moody Blues within almost every number. "Question" and "Melancholy Man" were among the gems from their latest Threshold album, "A Question of Balance," while "Forever Afternoon (Tuesday?)" was a winner from "Days of Future Passed," the Deram album, also distributed by London, which established this former rock group on its more modern course. "Legend of the Mind" again was the solid closing number. Throughout instrumental work and vocal work both shone.

Trapeze, in its first U.S. tour, were perhaps too heavy for the hall, especially the overpowering lead guitar.

"Julie" and "Touch My Life," both from Trapeze's forthcoming second Threshold album, were among the best numbers. The group was effective with its current three members. Trapeze's first Threshold album featured five.

FRED KIRBY

B.B. KING, BOBBY BLUE BLAND, BIG MAMA THORTON, PATTERSON SINGERS

Apollo Theater, New York

ABC Records' B.B. King headlined the blues show at Harlem Apollo Theater that started Dec. 9, and with the support of Bobby Blue Bland, who records for Duke Records, Big Mama Thornton, and United Artists' Patterson Singers.

The Patterson Singers, an outstanding pop-gospel group, opened the show and sparked the audience into hand-clapping and toe-tapping, from "Come Sing Along" to Barbara White's soulful rendition of the Edwin Hawkins Singers' classic, "Oh Happy Day." The Pattersons, who recently were the hit of the International Blues Festival, displayed good stage presence and choreography.

Big Mama Thornton gave a clear indication of some hard blues of yesteryear with "Little Red Rooster" and "Nothing But a Hound Dog."

B.B. King's solid blues renditions closed the show.

BILL COLEMAN

GARY & RANDY SCRUGGS

Village Gaslight, New York

Gary & Randy Scruggs brought a breath of fresh air to the Village Gaslight, Dec. 16. Their blend of country and pop plus their youthful shy ease made for a joyous opening set. Gary, the

elder brother, sang with country style and played a fine bass guitar.

As for Randy, only 17, he's really something! Playing electric or acoustic guitar, especially the latter, the youth really has the touch. In "Earl's Breakdown," an instrumental written by their famed father Earl Scruggs, Randy picked banjo in fine style, while Gary's bass was exceptional. In "Both Sides Now," another instrumental, Randy shone on acoustic guitar.

From their opening "Shady Grove," which is on their debut album on Vanguard, in which they blend voices, to their closing "Louisiana Man," also on their LP, these two brothers showed they can perform. "If I Were a Carpenter" and "Road to Nowhere," also on the album, were among the other gems. They were ably supported by rhythm guitarist and drummer Gary & Randy Scruggs are quite a duo! The name is in fine hands.

FRED KIRBY

SAMMY DAVIS JR., MEL TORME

Sands, Las Vegas

In a new teaming effort, Mel Torme and Sammy Davis Jr. alternated their turns, then joined to offer solid entertainment.

Davis reminisced with the audience before cutting loose with "For Once in My Life" and "Didn't We."

He offered a Beatle medley featuring both familiar and obscure songs.

Torme entered to the strains of "Strike Up the Band." The high point of his solo stint was the powerful "Whose Garden Was This?"

Davis returned to the stage for his "As Long as She Needs Me," and a tongue in cheek "What Kind of Fool Am I?" along with several impressions.

The SRO audience constantly interrupted a Davis-Torme drum duet with applause. Although the show ran two hours, it was a rare evening of total entertainment.

PETE SEEGER

Carnegie Hall, New York

Peter Seeger's sold-out Carnegie Hall exhortation for hope, justice and peace, Dec. 11, was a fervent sing-along, and there could have been more of Seeger alone.

Flanked by an audience on-stage, Seeger accompanied himself on acoustic banjo and guitar, giving his new "Rainbow Race," "Last Train to Nuremberg," "Waist Deep in the Big Muddy" and "Where Have All the Flowers Gone," a full measure of social commitment and pertinence.

The Columbia artist introduced a savvy trio from his hometown of Beacon, N.Y., joining them on "Fixin' to Die Rag" and then letting Jimmy Collier take over with strong vocals on "It's Not Easy Being Green," with backup by Chris Whittingham on electric bass and Jeff McAvoy on drums.

ROBIN LOGGIE

GABOR SZABO QUARTET

Manne Hole, Los Angeles

Sensuous, hypnotic and inventively exciting, this group marries the best of jazz and pop influences.

During two sets on his opening night Dec. 15, the Blue Thumb Records act created a mood which built in brilliance and originality. This group's jazz communicates directly and simply, without distortions or unintelligible avant-garde excursions.

There is a cleanly defined union between Szabo, his marvelous Fender bassist Wolfgang Mel, the subtle swashbuckling vibist

(Continued on page 24)

THE MOVE IS TO ASCAP

Led Zeppelin, Neil Diamond,
Van Morrison, Tony Joe White,
Mountain, Cactus,
Jesse James Winchester,
Jerry Lieber and Mike Stoller
did it in 1970.

The next move is up to you!

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

Writers: Any composer or author of a copyrighted musical composition who shall have had at least one work of his composition or writing regularly published or commercially recorded.

Any composer or author of a copyrighted musical composition who is not found to be eligible to membership in the participating class may be elected as an associate member.

Publishers: Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale, and who assumes the financial risk involved in the normal publication of musical works.

STANLEY ADAMS, President



American Society of Composers, Authors & Publishers

575 Madison Avenue, New York, New York 10022
6430 Sunset Boulevard, Hollywood, California 90028
700 17th Avenue South, Nashville, Tennessee 37203

From The Music Capitals of the World

DOMESTIC

• Continued from page 22

Jose Feliciano goes to Japan Jan. 2-10 and then plays Sydney, Australia for three weeks. . . . **Sweet Pain** plays the Whisky Jan. 5 for six days on the bill with *Damnation of Adam Blessing*—both acts are on Liberty/UA. **Frank Slay** and **Dennis Gamin**'s *Chicory Productions* cut *Sweet Pain*. . . . **The Humblebums** will make their American tour debut early next year. . . . **Leon Russell's** new Shelter LP, "Accident," will be out in mid-January. . . . **The Guess Who** will make two Southern California appearances, Feb. 11 at Long Beach and Feb. 21 at San Diego.

ELIOT TIEGEL

LAS VEGAS

Sands artists **Deedy** and **Bill** will star in United American Pictures' "Fun City," to be shot entirely here. The film is produced by **John Harris**. . . . **The Treanors** who just closed at the Flamingo co-starred with the *Fifth Dimension* in a college concert at Brigham Young University. . . . **Kaye Ballard** and **Amy Russell** will reopen the Fremont's Fiesta Room for the New Year's weekend. . . . **Jimmy Hassell** and **Diane Wisdom**, supported by **Loadstone**, and conducted by **Jeff Struges**, did a one time only show in the Sands Celebrity Theater.

Ray Anthony and **Frank Sinatra Jr.** returned to the Frontier. . . . **Sammy Davis Jr.** and **Mel Torme** opened in the Sands Copa Room while **Louis Prima**, **Sam Butera** and **Co.** and **Johnny Tillotson** replaced **Frankie Avalon** and **Steve Rossi** and **Slappy White** in the Celebrity Theater. . . . **Cheryl McDonald**, daughter of Sahara-Nevada Corp. vice president **Herb McDonald**, made an appearance on the Johnny Carson TV show.

RCA Records put together another **Perry Como** album at the International. Unlike the album cut last summer at the hotel, this album was recorded in the afternoons without any audience. . . . **Wayne Newton** and **Jackie Kahane** are at the Frontier through Jan. 6. . . . A free concert was offered at the Frontier featuring the contemporary sounds of **Dennis Grillo** and his orchestra with **Pete Barbati** and the voices of **Lois Dunny** and the **Lyan Vega Singers**.

Singer Don Cherry became the father of a girl. . . . **Sonny King** hospitalized in St. Mary's Hospital in Long Beach and **Charlie Ventura** at St. Nev. Memorial Hospital. . . . **Pat Boone** appointed by President Nixon as director of the USO governing body. Next summer

Boone sours Vietnam with his wife and daughters. . . . **Aladdin** singing star **Kay Houston** appeared on the Johnny Carson TV show.

The **Doodletown Pipers** who appeared with **Perry Como** at the International included: **Mick Bell**, **Dean Chapman**, **Danny Neward**, **Tom McKenzie**, **Oren Waters**, **Tony Sands**, **Michelle Wilson**, **Janelle Ford**, **Lorna Wright**, **Merry Vernon**, **Paulette Carthen** and **Jeanne Clark**.

Songstress **Lainie Kazan** at the Desert Inn. . . . **Johnny Mann's** "So Proudly We Hail" musical revue returns to the Sahara early in 1971 and will be made into a 90-minute TV special on NBC in February.

The Celebration, with a Talent Associates release "Oh Sweet Sunday" has returned to the Sahara for four weeks. The group has been working on its first album between engagements here and at Disneyland. . . . **Sarah Vaughan** and **Dick Shawn** opened at the Cal-Neva Lodge.

The **Treanors** recorded a new Atarrack-MGM album live in the Flamingo's Casino Theater. . . . **Bobby Darin** has been set to headline at the Desert Inn for four weeks commencing Jan. 12 through Feb. 8. This engagement marks Darin's debut at the Desert Inn.

The **Chamber Singers** from the University of Nevada-Las Vegas have won an invitation to participate in the Jerusalem Festival of American College Chords Jan. 8-17 in Israel. The competition is sponsored jointly by the Juillard School of Music, the New York Philharmonic Orchestra, and the Israel-American Cultural Committee.

Suzie Arden opened a month long engagement at the Mint. . . . **Tony Martin** headlines the Flamingo's Casino Theater lineup which includes the **Treanors**, **Dave Barry** and the **Society of Seven**. The Society of Seven, formerly known as the **Fabulous Echoes**, have a new album on the Uni label.

LAURA DENI

SAN FRANCISCO

Chuck Berry and **Bo Scaggs** were at Pepperland Friday and Saturday (18 & 19). . . . **The Grateful Dead**, **Brotherhood** and **Howard Wales** were there Monday (21). . . . **Ravi Shankar** played the Fillmore Dec. 16. . . . **Delaney & Bonnie** and **The Voices of East Harlem** will be there Christmas weekend.

New Year's Eve brings The
(Continued on page 34)

Talent In Action

• Continued from page 23

Lynn Blessing and master time keeper John Dent.

Szabo has a pickup on his acoustic guitar and the sound is sharp, clean, warmly flowing and totally mind boggling. His solo notes and multiple note patterns fit perfectly with the two and three melodic approaches of Blessing, and with the aggressively beautiful structures which Melz creates. His instrument is not merely a bass. It works out as a second "guitar" playing melody runs and adding a third lyrical voice. He has also written some delightfully funky tunes like "Help Me Build a Lifetime" and "Rambler." The other tunes masterminded were "Michael From Mountains," "Pretty Girl Why," "My Foolish Heart," "Sombrero Sam," "Magical Connection" and "Theme From Spartacus."

ELIOT TIEGEL

FREDDIE HUBBARD

Village Vanguard, New York

Freddie Hubbard, CTI Records' trumpet player in residence, brought his quintet, including **Louis Hayes**, drums; **Mickey Bass**, bass; **Joe Bonner**, piano, and **Junior Cook**, tenor and soprano saxophones, to the Vanguard on Dec. 15 to let the world know that jazz was still jazz. Hubbard led his group through tunes with great finesse and wound up cooking in the evening away.

The first tune was the title number from Hubbard's soon to be released "Straight Line," LP on CTI. There were heavy emotions heard through his trumpet solos which ranged from high pressure playing to mellow contentment. Hubbard never stopped playing, adding percussion to Cook's tenor solo and then underling saxophone phrasing with his trumpet. The piano solo from Bonner was hard and fast with a good blend of chords and melody, the new standard of jazz pianists, interpreting Hubbard's and lead utilizing all 88 keys.

The group also played two tunes from Hubbard's last CTI release, "Red Clay," "The Intrepid Fox" and "Suite Sious," both different styles and both a study in jazz perfection. "Up Jumps Spring," is a Hubbard composition written during his stint with Art Blakey and the Jazz Messengers. The rhythm section functioned as if one musician played all the instruments and the solo from all the musicians was outstanding. The four tunes reflected the total spectrum of Hubbard's professional years as a jazz musician.

BOB GLASSENBERG

JANET LAWSON

Blue Whale, New York

If **Janet Lawson**, United Artists Records, is to make a success of the very challenging and demanding career she has chosen, she will have to rid herself of the many influences that are negating her individuality and coloring her approach to originality of expression.

Miss Lawson, who opened Dec. 15, at the Blue Whale, is neither a blues nor a jazz act. Her talents

Phoenix House for Ex-Drug Addicts

NEW YORK—In the recent review of **Jethro Tull's** Carnegie Hall concert for the benefit of Phoenix House, it was incorrectly reported that drug addicts are housed at Phoenix House. Phoenix House is a self help, therapeutic community for ex-drug addicts.

are better suited to a pop format. Fortunately for her, her recording company seems to recognize this—as evidenced in her two current singles, "Two Little Rooms," and the controversial, "Good Enough to Be Your Wife."

Miss Lawson is still young, untried, and unprofessional, but it is obvious that there is a gem here waiting to be cut and polished. With the right producer and arranger she could eventually emerge as a formidable force on the pop scene.

Musical accompaniment for the young singer's act was supplied by the **Kenny Asher Trio**. Sharing the stage was the comedy act of **Jim & Dorothy**.

RADCLIFFE JOE

JOHN MCCORMICK

Gauguin, Honolulu

Singer John McCormick displays a pleasant spontaneity and informality in his Hawaiian debut at Gauguin, a club in the International Market Place. He programs the best of the pops with a very personal feel and flair. He either sits atop a stool or stands, legs slightly apart in an intimately-lit setting.

He constantly chats with his listeners, so he quickly establishes rapport, breaking down that invisible curtain that too often separates performer from patron. He's big on medleys—creating a dandy sandwich with three Beatles tunes, "Yesterday," "Michelle" and "And I Love Her." His creativity brings freshness to some familiar, trusted material: "Raindrops Keep Fallin' on My Head," "Everybody's Talkin'," "Moon River."

WAYNE HARADA

'Tarot' Has Music That Could Make a Fortune

NEW YORK—"Tarot," a show based on utilizing dance and mime and one of the top pop rock scores, opened Dec. 11 at the Chelsea Theater Center of Brooklyn at the Brooklyn Academy of Music.

The show was conceived by an actor-playwright going by the name of **The Rubber Duck**, while the exceptional music was by **Tom Constanten**, formerly of the **Grateful Dead**, **Gary (Chicken) Hirsch**, formerly with **Country Joe & the Fish**, and **Jerry Garcia**, current leader of the **Grateful Dead**. What little vocals there are, are standouts as performed by **Yolande Bavan**.

"Tarot," a popular fortune-

Biggest Indoor Rock Show Set For Chicago

CHICAGO—What is believed to be the largest indoor rock show will be held from Thursday (31) through Sunday (3) at the International Amphitheatre here. It is being billed as the **Mod World Expo**, and shows will run approximately 12 hours each day. It is being sponsored by **AMS Productions** headed by **Howard Yancy**.

Some of the acts lined up for the show include **Canned Heat**, **Buddy Miles**, the **Byrds**, **Lee Michaels**, **Gypsy**, the **Illusion**, **Sugarloaf**, **Crow**, **Elephant's Memory**, **Siegal-Schwab Band**, **Mason Proffitt** and the **McLean-Forest Stage Group**. Other name acts are still in the negotiating stage, and will be announced later.

Most of the major acts will play for two days, with only **Lee Michaels** set for one date. There will be from 25 to 30 groups performing, with eight or nine acts scheduled to perform each day.

In addition to rock groups, there will also be various displays from shops in the area, including clothing, cards, candles and other items. There will be over 150 exhibits. Admission to the concerts is ticketed at \$6.50 for one day, \$10 for two, and \$15 for all four days.

telling device through special cards, is the loose basis for the musical, including its **Fool**, **Hanged Man**, **Sun**, **Moon**, **Stars**, **Frogs**, **Magicians**, etc. While sections may be a bit overdone, the music carries the day and probably could on record, too. The large cast of dancers and mime performers are effective despite minor technical flaws.

Many unusual devices also come off well. The musicians, including **Constanten** and **Hirsch**, are fine throughout, whether playing rock or more standard sounds. While "Tarot" is listed for a limited run, its effects will linger. The music deserves to!

FRED KIRBY

Coming on Cotillion
Emerson, Lake
& Palmer
January 1971

Cotillion



JACK LEMMON, second from left, and **Capitol's Bugaloos** prepare for a 10-city tour in behalf of the **Christmas Seals** and the battle against emphysema, tuberculosis and air pollution. The **Bugaloos**, serving at **National Teen Ambassadors for the 1970 Christmas Seal campaign** and its "Let's Stick Together Theme," are featured on their own NBC-TV series.

1st International Conference

sponsored by
BILLBOARD and VIDCA
April 19-23 1971—Cannes, France

Cartridge Television Videocassettes Video Discs

The International Conference is the first world-wide symposium concentrating specifically on the new audiovisual frontiers. Businessmen from all over the world will have the unique opportunity to meet, discuss, exchange views and prepare for developments in the field of audiovisual cartridges and records.

The Participants:

The conference enables hardware and software manufacturers, programmers and other professionals involved in all facets of cartridge television, recording and distribution to discuss trends, techniques and prospects on an international level.

The Program:

MONDAY, APRIL 19
9:00 a.m.-11:00 a.m.

Session 1

What Is the Unique Place of Cartridge TV in Entertainment and Education?

- Talk A. As seen from the U.S. Viewpoint
Talk B. As seen from the European Viewpoint
Talk C. As seen from the Japanese Viewpoint

Session 2

How Creators of Video Disc and Cartridge TV Programs View Their Function

- Talk A. The role of the film and TV company in entertainment programming
Talk B. The role of the Educational film producing company
Talk C. The stake of the Recording Organization
Talk D. The Place of the Book and Magazine Publishing Company

TUESDAY, APRIL 20

9:00 a.m.-11:00 a.m.

Session 3

Evaluating the Characteristics and Plans of Principal Systems

This session will detail the costs, operating characteristics, and marketing plans of major cartridge TV and video disc systems that have already been announced.

5:30 p.m.-7:30 p.m.

Session 4

How Big Are the Potential Markets for Education and Entertainment and What Are Their Needs?

- Talk A. Appraising the Market in Schools and Universities
Talk B. Looking at Cartridge TV Use for Industry, Training and Information
Talk C. Evaluating the Applications for Home Instruction
Talk D. The Home Entertainment Market

WEDNESDAY, APRIL 21

9:00 a.m.-11:00 a.m.

Session 5

Distribution Patterns

- Talk A. Direct sales to the Educational and Corporate Markets
Talk B. Problems and Profitability of Lease vs. Sale of Product
Talk C. A report on the Japanese Experience in Selling Cartridge TV
Talk D. What are the Most promising retail outlets for Product sale?

THURSDAY, APRIL 22

9:00 a.m.-11:00 a.m.

Session 6

Key Considerations for Companies Entering the Cartridge TV Field

- Talk A. How and why companies are setting up a separate Cartridge TV Department
Talk B. Principal factors in developing a saleable product line for Cartridge TV
Talk C. Deciding on the Duplicating Facility: where, how many, Company-Owned vs. Outside Facility?
Talk D. The alternatives of Industry Standardization vs. Competing Systems

5:30 p.m.-7:30 p.m.

Session 7

Avoiding Legal Pitfalls in Copyright, and Royalty Matters

- Talk A. In U.S. and Canada
Talk B. In Western Europe
Talk C. In Japan and the Far East
Due to the importance of the subject, this session will continue on Friday in a roundtable discussion with emphasis on royalties and related contractual arrangements.

FRIDAY, APRIL 23

9:00 a.m.-11:00 a.m.

Session 8

Creative Input for Successful Programming

This session will show production methods for audio-visual programs that each of the following creative forces believes should be produced for consumer sale with an explanation of why and to whom the product will be sold.

- Talk A. The Contribution of the Film Directors
Talk B. The Output of TV and Independent TV Producers
Talk C. The Creative Product Produced by the Record Companies

11:15 a.m.-1:00 p.m.

Session 9

A Blueprint for Industry Action.

A Panel Summation of the results of the conference



INTERNATIONAL MARKET FOR VIDEOCASSETTE AND VIDEO DISCS PROGRAMS AND EQUIPMENT
PALAIS DES FESTIVALS ET DES CONGRES

Cannes, April 19-23 1971

- TV and film producers • TV station heads
- Distributors and rental • Publishers
- Entertainment interests • Training officers
- Education authorities and teachers
- Representatives of medical and scientific industries
- Agricultural interests • Advertising Agencies
- Government agencies • Religious interests
- Military instructors, etc.

For further information:

VIDCA

42, avenue Sainte-Foy, 92-NEUILLY 5/SEINE, France
Phone: 722.36.12-624.22.08-624.25.68-624.42.31
Roger Watkins 26, Fairlawn Avenue/Bexleyheath Kent Tel: 01.303.8138 England
Dr. Graziano Motta Via Lario 8, 20159 Milano, Italia Tel: 68.86.195 Via Sestina 138.00187 Roma, Italia Tel: 46.02.04
New York, N.Y. 10019 Tel: (212) 489-1360 Telex: 23 T 309

For conference information, call or write:

VIDCA-BILLBOARD
Conference
Suite 900
300 Madison Avenue
New York, New York 10017
(212) 687-5523

French and English translation:

All sessions will have simultaneous translations into both French and English.

The No. 1 Opportunity:

This is a "first" presented in association with VIDCA, the International Market for Videocassette and Video Disc Programs and Equipment, and Billboard Publications, Inc. Take advantage of this prime opportunity and register now!

CONFERENCE REGISTRATION FORM

THE FIRST INTERNATIONAL CARTRIDGE TV, VIDEOCASSETTE, VIDEO DISC CONFERENCE, PALAIS DES FESTIVALS, CANNES, FRANCE, APRIL 19-23, 1971
Sponsored by BILLBOARD PUBLICATIONS and VIDCA

- Registration fees: Registration for the VIDCA Exhibition is required of all conference registrants.
1. To register for both the VIDCA Exhibition and the Conference: \$137 or 157 or FF750
2. If you have already registered for the VIDCA Exhibition as an individual and you want to register for the Conference: \$45 or 119 or FF250
3. If you have already been registered for VIDCA under a company registration and you want to register for the Conference: \$91 or 138 or FF500

Please register the following people to attend the VIDCA-BILLBOARD Conference. Check is enclosed for all registrants. Please PRINT THE FOLLOWING INFORMATION:

Name of each REGISTRANT TITLE ADDRESS CITY, STATE OR COUNTRY

1. _____

2. _____

3. _____

Company _____

Your Name and Title _____

Your full Address _____

City, State or Country _____

Fee includes attendance at all sessions, work materials. It does not include hotel accommodations; a check for the appropriate amount (review charges above) must accompany this registration.

Make your check payable to the VIDCA-BILLBOARD Conference.

If check is in dollars, send to: BILLBOARD-VIDCA Conference Ninth Floor 300 Madison Avenue New York, New York 10017 Phone (212) 687-5523

If check is in sterling or French Francs, send to: VIDCA-BILLBOARD Conference, 42, av. Ste Foy 92 NEUILLY 5/Seine FRANCE Phone 722 36 12

You will be contacted automatically by the VIDCA Office for Hotel Reservations. Reservations can only be obtained through the VIDCA Office.

Additional names can be sent in a separate letter.

Soul Sauce

BEST NEW RECORD
OF THE WEEK:"He Called Me
Baby"CANDI STATION
(Fame)

By ED OCHS

SOUL SLICES: Soul Sauce says—slow down, relax and have a musical Christmas. And look in next week when Soul Sauce predicts how our soul friends will keep us happy in '71. You'll be surprised as we were! . . . Meanwhile, the Notations, climbing everywhere with "I'm Still Here," have teamed with Willie Williams and the Soul Creators to form the Souled Out Revue, which is set for bookings at colleges in the Midwest by Ben Arden Associates. Good news for a soul deprived area. . . . Getting it up at the Apollo till Dec. 22: James Brown with Bobby Byrd, The J.B.'s, Vicky Anderson and The Lost Generation. . . . Thank you, Roker Family of labels, for your special salute to Soul Sauce in your December issue of "Musical Notes." We salute you, too, as Irma Thomas, with "These Four Walls," and Jimmy Reed, with "Crying Blind," are bound to bring in the new year with more than a whisper. Speaking of Whisper, they're hitting again with "I'm the One." . . . Skip Layne writes from Hollywood to clue us in on the rise of the Tiffany label and Allen Toussaint's "Sweet Touch of Love." We've noticed. . . . Bill Lasley, national promotion manager for Lionel Records, is getting ready to lay a new hit by the Satisfaction on us. Their "One Light, Two Lights," put the group smack on the soul map for '71. . . . Sly & the Family Stone bring their fireworks to the Los Angeles Forum, Dec. 28. . . . New James Brown: "Get Up, Get Into It." . . . Soul Sauce picks and plays: Vic Marcell, "A Sinner's Prayer," (RCA); Ernie Andrews, "Bridge Over Troubled Waters" (Phil-LA. of Soul); Billy Mack, "I Couldn't Sleep" (Miss Betty); C.C. Blast, "I'm in a Daze" (United); Carl Carlton, "I Can Feel It" (Back Beat); Jimmy Bee, "At Last" (Kent); Robert Parker, "Hiccup" (SSS); Silent Majority, "Frightened Girl" (Hot Wax); Billy Preston, "My Sweet Lord" (Apple); Laura Lee, "Wedlock Is Padlock" (Hot Wax); The Joneses, "Pretty Pretty" (VMC); Sampson & Delilah, "Move Over" (CTI); Continental Four, "I Don't Have You" (Jay Walking); Darrow Fletcher, "What Is This" (Uni). . . . Soul Sauce again thanks for their charts and energy: WTLN in Orlando, KALO in Little Rock, WLIB in New York, WBOOK in New Orleans, WYLD in New Orleans, WHAT in Philly, and WGRT in Chicago. Thank You! . . . Breaking for the top: Barbara & the Uniques, Candi Station, General Crook, Greater Day; Joe Simon and Don Elbert. . . . Clinton Moon, who's found life beautiful with King Floyd and Roetta Johnson, reads Soul Sauce. Do you?

ACUCM Covers Fund-Raising,
Production, Promotion for Arts

Continued from page 20

talked about. It was pointed out that rock was tied up with the technological advances in our society and that the students in the campus community at large considered it their music and supported it for this reason, much like the jazz age youth supported that genre of music. A complete explanation of rock was in order, for the managers seemed to know that

it had immense popularity but did not understand the reasons behind this phenomenon.

Other sessions dealt with the problems of safety during concerts, specifically, the problem of bomb threats. There were also workshops pertaining to contracts, equipment, packaged films, programming with a specific budget, dance programs and publicity and promotion.

The conference did much to educate the concert managers in the ways of the industry and new music. Over 100 exhibits were on view, covering every facet of the performing arts and rock music.

ZDK, Antigua
Station in Bow

ST. JOHN'S, Antigua—The new 10,000-watt radio station ZDK—featuring mostly pop music—has gone on the air here. Ivor Bird is general manager, Jody Owen is program director, Julian Rogers is assistant program director. Personalities include Arthur Bird, Mickey Matthew, and Toby Ganz.

BEST SELLING

Soul Singles

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

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	2	STONED LOVE Supremes, Motown 1172 (Jobete, BMI)	7	30	ONE LESS BELL TO ANSWER Fifth Dimension, Bell 940 (Blue Sea/Jac, ASCAP)	5	
2	3	GROOVE ME King Floyd, Chessville 435 (Nalaco/Rodriguez, BMI)	12	27	BIG LEG WOMAN (With the Short, Short Mini Skirt) Israel Tolibet, Warner 106 (Carnar, BMI)	10	
3	5	IF I WERE YOUR WOMAN Grady Knight & the Pips, Soul 35078 (Jobete, BMI)	5	28	18 CHAINS & THINGS (Pamco/Sounds of Lucille, BMI)	8	
4	4	PAY TO THE PIPER Chairman of the Board, Invicta 9081 (Gold Forever, BMI)	7	29	29 SIMPLY CALL IT LOVE Gene Chandler, Mercury 73121 (Cachard, BMI)	7	
5	1	THE YEARS OF A CLOWN Smoky Robinson & The Miracles, Tamla 54199 (Jobete, BMI)	10	35	I GOT TO TELL SOMEBODY Betty Everett, Fantasy 652 (Roker, BMI)	3	
6	10	BORDER SONG (Holy Moses)/ YOU AND ME Anita Franklin, Atlantic 2772 (James, BMI/Puoliti, BMI)	5	31	I CAN'T GET OVER LOSING YOU Dony Elbert, S&W Bullet 101 (Curton/Coxy, BMI)	8	
7	7	HEAVEN HELP US ALL Wesley Wonder, Tamla 54200 (Stein & Van Stock, ASCAP)	10	50	LOVE IS PLENTIFUL Staple Singers, Stax 0083 (East/Memphis, BMI)	2	
8	9	(Don't Worry) IF THERE'S A HELL BELOW WE'RE ALL GOING TO GO Curtis Mayfield, Curtom 1955 (Curton, BMI)	5	40	HELP ME FIND A WAY (To Say I Love You) Little Richard & the Imperials, United Artists 50720 (Asorted, BMI)	6	
9	14	ALL I HAVE Mometers, Stang 5017 (Gambi, BMI)	6	34	I'M STILL HERE Notations, Twilight 141 (Middie, BMI)	4	
10	15	(Do The) PUSH & PULL (Part I) Rufus Thomas, Stax 0079 (East/Memphis, BMI)	3	35	28 TO THE OTHER MAN Luther Ingram, Fania 2106 (Klondike, BMI)	10	
11	11	I CAN'T GET NEXT TO YOU Al Green, Hi 2182 (Jobete, BMI)	8	36	26 I DON'T WANNA CRY Bonnie Dwyer, Columbia 4-45240 (Bartelsh, BMI)	9	
12	21	ARE YOU MY WOMAN Chi-Lite, Brunswick 55442 (Julio-Brain, BMI)	6	43	I'M SO PROUD Main Ingredient, RCA 74-0401 (Curton, BMI)	2	
13	8	ENGINE #9 Wilson Pickett, Atlantic 2765 (Asorted, S. I.)	13	38	17 I AM SOMEBODY (Part II) Johnnie Taylor, Stax 0078 (Greenhouse, BMI)	11	
14	6	SUPER BA . . . & 1 & 2 James Brown, A & A 629 (Fitted, BMI)	12	45	A WU-JAN'S WAY Rappah Johnson, Clivtone 001 (Moon- song, BMI)	2	
15	12	5-10-15-20 (25-30 Years of Love) Presidents, Sonese 207 (McCoy/Interior, BMI)	14	40	DO IT FOR ME General Crook, Down to Earth 74 (Mars-Earl, BMI)	1	
16	25	SOMEBODY'S WATCHING YOU Little Sister, Stone Flower 9001 (Daly City, BMI)	5	41	FREEDOM Isley Brothers, T-Neck 927 (Triple Three, BMI)	1	
17	19	PRECIOUS PRECIOUS Jackie Stone, Atlantic 2681 (Collifton, BMI)	4	42	42 NOW I'M A WOMAN Nancy Wilson, Capitol 2924 (Asorted, BMI)	2	
18	13	AGE OF SPADES O.V. Wright, Back Beat 615 (Don, BMI)	12	43	44 STEALING MOMENTS FROM ANOTHER WOMAN'S LIFE Gras House, Invicta 9082 (Gold Forever, BMI)	7	
19	37	THERE IT GOES AGAIN Barbara & the Uniques, New Chicago Sound 4971 (Jalyne, BMI)	3	44	33 WRAP IT UP Anchie Bell & the Dells, Atlantic 2768 (East/Memphis/Philly, BMI)	5	
20	20	KEEP ON LOVING ME Bobby Bland, Duke 464 (Greenville, BMI)	6	45	46 BAD WATER Ravellite, TKC 5014 (Smart, BMI)	2	
21	27	RIVER DEEP MOUNTAIN HIGH Supremes & Four Tops, Motown 1172 (Wolter/Bertha-Tis, BMI)	3	46	THERE'S A LOVE FOR EVERYONE Whisper, Jams 140 (Raker-Talk 'N Tell/ Equant, BMI)	2	
22	38	THIS LOVE IS REAL Jackie Wilson, Brunswick 55443 (Julio-Brain/Jordan, BMI)	3	47	47 SWEET WOMAN LOVE Suey Swift, House of Orange 2401 (Nares of Gold, ASCAP)	2	
23	—	STOP THE WAR NOW Edwin Starr, Gordy 7104 (Jobete, BMI)	1	48	48 LET ME BE YOUR MAN Tyrone Ashby, Phil-LA. of Soul 542 (Dandelion, BMI)	4	
24	16	(H's) ALL IN YOUR MIND Clarence Carter, Atlantic 2774 (Fame, BMI)	6	49	49 LOVE VIBRATIONS David T. Walker, ZEA 500005 (Thone & Three/Take Advantage, BMI)	2	
25	32	YOUR TIME TO CRY Joe Simon, Spring 108 (Goucho, BMI)	3	50	— SHOES Brook Benton, with the Dixie Flyers, Capitol 4095 (Collifton/ Muscle Shoals, BMI)	1	



RUFUS THOMAS, left, demonstrates on B.B. King what the "Push and Pull" is all about. Rufus, poppa of the Stax roster, stopped by to kiss the King at a local Memphis club where the ABC artist was performing.

What's Happening

Continued from page 20

Padgett. At KAVC, the program director is Tony Soa. The advisor to the station is David Platten. Both these stations need record service. It would be a warm welcome for the campus broadcasters across the country to offer help, in any way possible.

A change of call letters for WOWL, Southern Connecticut State College, New Haven. As of Jan. 1, the station will be WSCB. Dave Ortoleva the program director has informed me.

While on the subject, the post office has changed the zip code of KTSC-FM at Southern Colorado State in Pueblo. It is now 81004.

One more time dept: KSLA, California State at Los Angeles is now KBLA. Steve Resnick is still the man to write to at the station.

The
charts
tell the story —
Billboard
has
THE CHARTS

Campus Programming Aids

Continued from page 30

WNFT, Slippery Rock State College, Slippery Rock, Pa., **Dan Hatfield** reporting: "Carolina On My Mind," James Taylor, Apple; "Does Anybody Really Know What Time It Is," Chicago, Columbia. . . WUTV, Virginia Polytechnic Institute, Blacksburg, Va., **Michael Devenney** reporting: "Love the One You're With," Stephen Stills, Atlantic; "Immigrant Song," Led Zeppelin, Atlantic; "Mead Miscreater," Grand Funk Railroad, Capitol; "We Gotta Get You a Woman," Runt, Ampex. . . WQMC, Queens College, Flushing, N.Y., **Ted Goldspell** reporting: "On the Road to Find Out," (LP, Tea for the Tillerman), Cat Stevens, A&M; "Go Back Home," (LP, Stephen Stills), Stephen Stills, Atlantic; "Hook and Ladder," (LP, Back Home Again), Norman Greenbaum, Reprise; "Domino," Van Morrison, Warner Bros.; "Layla," (LP), Derek and the Dominoes, Atco.

WHCB, Lehman College, Bronx, N.Y., **Terry Raskin** reporting: "Box of Rain," (LP, American Beauty), Grateful Dead, Reprise; "Alarm Clock," (LP), Richie Havens, Stormy Forest; "Blows Against the Empire," (LP), Jefferson Starship, RCA; "Tumbleweed Connection," (LP), Elton John, Uni; "My Sweet Lord," George Harrison, Apple. . . WLRN, Lehigh University, Bethlehem, Pa., **Scott Hopkins** reporting: "The Stealers," Free, A&M; "Stop the War Now," Edwin Starr, Motown; "Misty Roses," Youngbloods, Raccoon. . . KBLA, California State at Los Angeles, **Steve Resnick** reporting: "God Knows," Mike McDonald, RCA; "Amos Moses," Jerry Reed, RCA; "Keep on Shining," Love, Blue Thumb; "Dark Is the Night," Neon, Paramount. . . KUTE, University of Utah, Salt Lake City, **Steve Johnson** reporting: "D.O.A.," Bloodrock, Capitol; "Right On," Rascals, Atlantic; "God Bless Whoever Sent You," Originals, Soul; "Love the One You're With," Stephen Stills, Atlantic; "Blows Against the Empire," (LP), Jefferson Starship, RCA. . . KRC, Rockhurst College, Kansas City, Mo., **Pete Modica** reporting: "Ask the Lonely," Barbara Lewis, Enterprise; "God Bless Whoever Sent You," Originals, Soul; "Fresh as a Daisy," (LP, Emmitt Rhodes), Emmitt Rhodes, Dunhill; "Princess of a Fool," the Incredible Fog, Clark. . . WLUC, Loyola University and Mundelein College, Chicago, Ill., **Walter Paas** reporting: "They Can't Take Away Our Music," Eric Burden and War, MGM; "After the Feeling Is Gone," Five Flights Up, TA; "U," (LP), Incredible String Band, Elektra; "Dreams," (LP), Dreams, Columbia.

KPEP, Pepperdine College, Los Angeles, Calif., **Jeff Kopley** reporting: "Black Magic Woman," Santana, Columbia; "My Sweet Lord," George Harrison, Apple; "One Less Bell to Answer," Fifth Dimension, Bell; "Tears of a Clown," Smokey Robinson and the Miracles, Motown. . . WTCC, Springfield Technical Community College, Springfield, Mass., **Bill Caldwell** reporting: "Lonely Days," Bee Gees, Atco; "Rose Garden," Lynn Anderson, Columbia; "O.D.," Last Poets, Douglas; "Get Up, Get Into It, Get Involved," James Brown, King. . . WXPN, University of Pennsylvania, Pittsburgh, **David Swardhoff** reporting: "Games," Redeye, Pentagram; "Temptation Eyes," Grass Roots, Dunhill. . . KLCC-FM, University of Oregon, Eugene, **David Chance** reporting: "Jesus Christ, Superstar," (LP), various artists, Decca; "Watch What Happens," (LP), Lena Horne and Gabor Szabo, Buddah/Skye; "Sugar," (LP), Stanley Turrentine, CTI. . . KERS, Sacramento State College, Sacramento, Calif., **Bob Hess** reporting: "Loan Me a Dime," (LP), Boz Scaggs, Atlantic; "Atom Heart Mother," (LP), Pink Floyd, Harvest; "I," (LP), Exuma, Mercury; "East Bay Grease," (LP), Tower of Power, San Francisco.

WVOF, Fairfield University, Fairfield, Conn., **Bill O'Neal** reporting: "All Things Must Pass," (LP), George Harrison, Apple; "Blows Against the Empire," (LP), Jefferson Starship, RCA; "His Band and the Street Choir," (LP), Van Morrison, Warner Bros.; "In God We Trust," (LP), Don Nix, Shelter; "Back Home Again," (LP), Norman Greenbaum, Reprise. . . WXEL, De Veaux School, Niagara Falls, N.Y., **Jerry Ohe** reporting: "One Bad Apple," Osmond Bros., MGM; "Cathy Called," Eddie Holman, ABC; "Love the One You're With," Stephen Stills, Atlantic. . . WDCV, Dickinson College, Carlisle, Pa., **Hal German** reporting: "Lola Vs. Powerman," (LP), Kinks, Reprise; "J. Geils Band," (LP), J. Geils Band, Atlantic; "Jo Mama," (LP), Atlantic; "Twelve Dreams of Dr. Sardonicus," (LP), Spirit, Epic; "Because It's You," McKendree Spring, Decca. . . WUNH, University of New Hampshire, Durham, **Ralph Pope** reporting: "Born to Wander," Rare Earth, Rare Earth; "My Sweet Lord"/"Isn't It a Pity," George Harrison, Apple; "Truckin'," (LP, American Beauty), Grateful Dead, Warner Bros. . . WNIU, Northern Illinois University, De Kalb, **Curt Stalheim** reporting: "Right On," Rascals, Atlantic; "Shoes," Brook Benton, Cotillion; "If You Could Read My Mind," Gordon Lightfoot, Reprise; "When There's No Love Left," New Seekers, Elektra.

DECEMBER 26, 1970, BILLBOARD

BEST SELLING
Soul LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	2	TO BE CONTINUED Isaac Hayes, Enterprise ENS 1014	3	26	25	(If You Let Me Make Love to You) THEN WHY CAN'T I TOUCH YOU? Rannie Dyson, Columbia C 30223	16
2	1	SLY & THE FAMILY STONE'S GREATEST HITS Epic KI 30325	6	27	27	LIVE ALBUM Grand Funk Railroad, Capitol SWBB 633	3
3	4	CURTIS Curtis Mayfield, Curtom CRS 8005	12	28	34	JOHNNIE TAYLOR'S GREATEST HITS Stax STS 2032	4
4	3	THIRD ALBUM Jackson 5, Motown MS 718	13	29	31	I (Who Have Nothing) Tom Jones, Parrot PAS 71039	4
5	7	EVERYTHING IS EVERYTHING Diana Ross, Motown MS 724	5	30	24	WORKIN' TOGETHER Ike & Tina Turner, Liberty LST 7650	5
6	5	ABRAXAS Santana, Columbia KC 30130	11	31	28	WILSON PICKETT IN PHILADELPHIA Atlantic SD 8270	15
7	6	SEX MACHINE James Brown, King KS 7-1115	13	32	20	THE ISAAC HAYES MOVEMENT Enterprise ENS 1010	37
8	9	STILL WATERS RUN DEEP Four Tops, Motown MS 704	39	33	30	LED ZEPPELIN III Atlantic SD 7201	8
9	10	INDIANOLA MISSISSIPPI SEEDS Diana Ross, Motown MS 712	10	34	37	OLD SOCKS, NEW SHOES . . . NEW SOCKS, OLD SHOES Jazz Crusaders, Chiswick CS 804	8
10	8	CHAPTER TWO Roberta Flack, Atlantic SD 1569	17	35	38	COSMO'S FACTORY Credence Clearwater Revival, Fantasy 8402	19
11	29	VERY DIONNE Dionne Warwick, Scepter SPS 507	3	36	44	BLACK DROPS Charles Earlson, Prestige PR 7815	2
12	12	SPRINT IN THE DARK Aretha Franklin, Atlantic SD 8265	15	37	35	SUPER HITS Marvin Gaye, Tamla TS 300	9
13	13	TEMPTATIONS' GREATEST HITS, VOL. 2 Gordy GS 954	13	38	32	SHIRLEY BASSEY IS REALLY "SOMETHING" United Artists UAS 6765	4
14	14	WE GOT TO LIVE TOGETHER Buddy Miller, Mercury SR 61313	5	39	36	A MOMENT WITH THE MOMENTS Stang ST 1003	6
15	23	BURNING Esther Phillips, Atlantic SD 1563	7	40	43	DON'T I (Blow Your Mind This Time) Deltonica, Philly Groove PG 1153	21
16	16	IN SESSION Chairman of the Board, Invictus SKAO 7304	6	41	46	SOMEBODY'S BEEN SLEEPING 100 Proof Aged In Soul, Hot Wax HA 704	3
17	26	INTO A REAL THING David Porter, Enterprise ENS 1012	6	42	—	LOVE COUNTRY STYLE Ray Charles, ABC ABCS 707	1
18	19	NOW I'M A WOMAN Nancy Wilson, Capitol ST 541	2	43	39	ECOLOGY Rare Earth, Rare Earth RS 514	24
19	15	LAST POETS Douglas D	27	44	40	SIGNED, SEALED, DELIVERED Stevie Wonder, Tamla TS 304	17
20	18	NEW WAYS BUT LOVE STAYS Supremes, Motown MS 720	9	45	41	BAND OF GYPSYS Jim Hendrix, Buddy Miles & Billy Cox, Capitol STAO 472	32
21	21	I AM MY BROTHER'S KEEPER Jimmy & David Ruffin, Soul SS 728	11	46	47	BLACK TALK Charles Earlson, Prestige PR 7756	30
22	22	BOOKER T & THE MG'S GREATEST HITS Stax STS 2033	6	47	42	WHATEVER Friends of Distinction, RCA LSP 4408	5
23	33	THE MAGNIFICENT 7 Supremes/Four Tops, Motown MS 717	9	48	50	WHEN WE GET MARRIED Intruders, Gamble LPSS 5008	2
24	17	POCKETFUL OF MIRACLES Smokey Robinson & the Miracles, Tamla TS 306	9	49	49	STEP BY STEP BY STEP Five Stairsteps, Buddah B05 3068	3
25	11	FREE YOUR MIND Funkadelic, Westbound WB 2001	8	50	45	ONLY FOR THE LONELY Mavis Staples, Volt VOS 6010	9

The
charts
tell the story —
Billboard
has
THE CHARTS

Coming on Cotillion
McDonald & Giles
January 1971

Cotillion

Radio-TV programming

The Message Is Not the Buying Signal For Country, Asserts KCKN's Cramer

By CLAUDE HALL

KANSAS CITY—One of the biggest problems with country records right now, believes Ted Cramer, program director of KCKN, is that there's "too much emphasis on message songs. Music director Don Rhea and I both feel that country music has broadened to the point where record producers feel this is what they should be producing. . . but the public isn't buying it, and I don't think they will.

"The subject matter of many country music records has gotten out of hand."

KCKN keeps tabs on records in the market, and on the likes and dislikes of its listeners. This is illustrated by the July/Sept. Pulse which showed KCKN with 17 between 6-10 a.m., leading the market, a 14 behind WHB's 20 from 10 a.m.-3 p.m., a 13 to rank third behind WHB and KMBZ between

3-7 p.m., and a 5 at night, which Cramer attributes to the fact that most of KCKN's listeners like KMBZ's baseball during the summer, but "KCKN's numbers at night usually hit about 12 or 13 during the winter. I think our showing is quite good considering the fact we're a class IV. We have the longest local account list in Kansas City as well as garnering much national business. This has been true for some time."

So, when Cramer says that his listeners prefer the basic simple songs, he obviously knows what he's talking about. And KCKN also knows what it's doing when it purposely doesn't announce some records. For example, records by Al Martino and Creedence Clearwater Revival. "When it comes to country music, in this market anyway, the people are fairly conservative. . . creatures of habit. You have to examine each record individually, but we felt the 'Looking Out My Backdoor' by the Creedence and the recent Martino records were country records. And we feel obligated to play country music. So we didn't announce the artists of those records, believing that sometimes country music people have an aversion to the name of a group."

After these records charted high on the station's playlist, the KCKN air personalities began announcing the artist. "We never received one complaint," Cramer said.

Mod Country
KCKN was one of the first so-called modern country music stations in the nation, but Cramer admitted that it all

came about inadvertently. In 1959, the station was part of a chain and featured a rock format; it was fairly successful in ratings, but not in billings, so the whole chain switched to country music; KCKN retained its jocks, all of them with good voices, and its rock production methods. "So, we stumbled on to modern country in 1960 because of the Top 40 experience. And, at that time, I was dying for jingles. There weren't any country jingles. Then Pepper came out with 'Western Swing,' the first country jingle; we and KFOX in Long Beach were the first to buy them.

"We've always had a pretty good airstaff. We weren't barefoot country even back in 1957 when KCKN was formerly a country music station." But in 1960 the station began to really develop as a country operation.

"The funny thing is that six months ago I got out some old airchecks—I make some every year and file them away—made in 1961, 1962, 1963. Surprisingly enough, the basic sound of the station hasn't changed much. It's refined and a bit better, because of better production techniques and because KCKN has piloted two PAMS jingles sets—'Country One' and 'The Great Country.'"

50 Single List
KCKN uses a playlist of 50 singles, plus 20-30 new records that are given anywhere from two to three weeks of airplay. If the new records don't make the chart—KCKN tries to turn over 5-to-10 records a week—they're dropped from the list. KCKN air personalities have

(Continued on page 31)



ATLANTIC RECORDS artist Esther Phillips, right, chats with Atlantic Records promotion man Mike Dragas, left, and WNCN-FM disk jockey Lee Andrews at a performance party given recently by Atlantic at the Hollenden House in Cleveland.

CKLW 'Unaffected' By Format Rule

DETROIT — Although all Canadian radio stations will be going to a heavy slate of Canadian product in mid-January, CKLW program director Alden Diehl doesn't believe the sound of his 50,000-watt station will be affected. CKLW is actually located in Windsor, but the recent ARB, as usual, showed the station dominating the Detroit area; it also influences record sales in cities ranging from Toledo to Grand Rapids.

In spite of the government ruling, "we're going to smile and stay No. 1," Diehl said. "I don't think we'll have any record problem. If you look down the lists of radio stations ranging from San Francisco to Boston, you'll find that nearly all stations are playing what can be classified as Canadian

product today—Gordon Lightfoot, Neil Young, Steppenwolf, the Madrigal. . . a whole flock of artists that are reaching legitimate hit status with their records. So, we'll be playing the hits."

He said that CKLW will stay in the same format. Although no decision has been handed down officially, the ties with Bill Drake on consulting may be terminated; however, Diehl didn't expect to change the sound of the station in any way.

KFMJ-FM in Gospel Bow

TULSA — KFMJ-FM has gone on the air here with an 18-hour gospel music and religious format. The station, owned by George Kravis, was previously known as KRAV-FM and featured rock music. It went off the air Sept. 25 to move into the same building as the AM affiliate, KFMJ, which also features a religious format. KFMJ-FM will simulcast about 40 percent of the time with the AM station. It is broadcasting Christmas music through the first of the year. General manager is Paul Benton.

WSHP Switches to Easy Listening Play

SHIPPENSBURG, Pa. — WSHP has switched to an easy listening format and will be publishing a 20-album playlist weekly, according to program director Scott Smith. Personality has also been injected into the programming; staff includes Jack Nordine, Gary Bender, and Smith, with Mike Bell helping on weekends.

WSAC-FM in Test

FORT KNOX—WSAC-FM, an automated MOR station, will launch an 8-midnight progressive rock program Jan. 1 as an experiment with hope of going full time. Tad Murray, program director of WSAC, a Top 40 operation, is also in charge of the WSAC-FM.

CHEC-FM Into Hip Rock, '40'

LETHBRIDGE, Canada — CHEC-FM, a 245-watt ERP station, is now featuring a progressive rock and Top 40 format 20 hours a day under program manager Peter Sawchuk. President and general manager of CHEC and CHEC-FM is Harold W. Brown. Beginning at 8 p.m., the AM station simulcasts with the FM a progressive rock show called "Heavy Sound."

Staff on CHEC-FM includes John Henry Oliver, J.D. McAllister, Richard Gordon, Tom Mitchell, Chuck Tanner, with weekend men Bill Brown, John Charles, and Mike Shayne. The AM station features an MOR format except for the simulcasting with CHEC-FM.

WYDE Power Hike

BIRMINGHAM — WYDE, country music station owned by Basic Communications, has increased power to 50,000 watts. The station operates on 850 on the dial. Wynn Alby is general manager.

Charlotte Scene: Action, Change

By RUTH CASTLEBERRY

CHARLOTTE, N.C.—Speculation is the name of the game, although a "just-wait-and-see" attitude prevails in the Charlotte market as 1970 becomes 1971.

Responsible for the current situation are several major developments, all of which have occurred within the past nine months. Two stations have

changed formats, WRNA-FM to progressive rock and WKTC to contemporary-inspirational. Two operations managers, both considered heavyweights, have come to town, Tom McMurray to WBT and John Garry to WIST. And Jack Gale left WAYS a few months back.

Lesser factors contributing to the unusually active local scene include Jerry Grey's exiting of WIST, the year-old WAME country format proving so successful and the integration of progressive music with Top 40 programming.

The question that wants an answer: What are WIST, WBT and WAYS going to do?

A directionless WIST, influenced by WRNA-FM's success with progressive rock, had been incorporating progressive rock music into its Top 40 bubble gum/soul format. Jerry Grey was primarily responsible for the new format until he left two months ago. His programming leaned toward a heavy sound, utilizing album cuts when they were superior to the single versions.

WIST, with its Top 40/progressive format, was slowly but steadily gaining an audience

who preferred a heavy sound balanced by the soft.

John Garry, the new operations manager, who also serves as program director, has made changes. As of last week, WIST featured a light Top 40 playlist sound round the clock. The progressive rock album show from 1-5 a.m. had been dropped.

Over at WAYS, Sis Kaplan is pinch-hitting as program director with Jack Gale's position remaining unfilled. According to Mrs. Kaplan, Jimmy Kilgo, Long John Silver and herself program the station, relying on "various charts" and information culled from "various ways we personally research" what people want to hear.

At this point, WAYS, which did not play progressive rock music until recently, sounds heavier than WIST.

WAYS has long been the giant in the Queen City. And the station is still No. 1 with the mass audience. But the progress being made by other stations may be cutting into the WAYS audience.

Gradual Change

Although no announcement has been made since Tom Mc-

(Continued on page 30)



WCAU-FM IN PHILADELPHIA, presented the Four Seasons in a recent sellout concert at the Academy of Music. The group's album, "Edizione D'Oro," was awarded a gold disk on stage. Here, WCAU-FM sales manager John Kekalos poses with the group. From left, Bob Gaudio, Frankie Valli, Kekalos, Tom De Vito and Joe Long.

Vox Jox

* Continued from page 29

program director of KPAM in Portland. . . . **Anthony Newley's** Bell Records album "For You" has become a regular feature on the **Johnny Magnus** show on KMPC, Los Angeles. . . . Music director **Gary Green** at WAMS in Wilmington, Del., picks "Church St. Soul Revival" by **Tommy James** on Koutlet. . . . Program director **Jim Harper** at country-formatted WKMF in Flint, Mich., picks "The Last One to Touch Me" by **Porter Wagoner** on RCA Records. . . . **Mike Craft**, music director of Top 40-formatted WAIR in Winston-Salem, likes "Nobody Loves Me Like You Do" by **Georgia Proffitt** on Capricorn. . . . **Ted Cramer**, program director of KCKN in Kansas City, a country station, likes "The Call" by **Al**

Martino, Capitol Records. . . **Bill Ward**, station manager of KBBQ in Burbank, Calif., a country station, likes "Flesh and Blood" by **Johnny Cash**, Columbia Records.

Bill Anderson of WJIC, Salem, N.J., has left radio after 10 years at various New Jersey stations to take a position as music therapist at the Delaware State Hospital in New Castle, Del. And so another radio man finally makes good. . . . **Steven Berger** has been named general manager of KQV-FM in Pittsburgh, which is going to be WDV-FM; a former deputy, he'd been in sales at KQV, the AM affiliate.

A note from **Ted Atkins**, program director of KHJ in Los Angeles, with the Sept/Oct. Pulse and the comments: "Please note that we are now doubling and

(Continued on page 31)

Charlotte Scene: Action, Scene

* Continued from page 28

Murray joined WBT, a gradual change in the music has been discerned by listeners. The current playlist includes, for example, "Knock Three Times," "Stoned Love," "Indiana Wants Me," "Be My Baby," "Only Love Can Break a Heart," and some Chicago.

WSOC, considered WBT's chief competition, is definitely MOR and now appears to have an established audience to itself.

Specialization in radio formats has proven successful

here and four stations have each carved a nice sized niche for themselves. Modern country WAME, contemporary-inspirational WKTC, soul WGIV and progressive - formatted WRNA-FM have made substantial audience gains by directing their programming to a particular audience. While WGIV has been a leading station in Charlotte for some time (daytime WRPL is the city's other soul station), the other three have won listener increases within the past year.

One tangible indication of who is listening to what station are record sales.

Jerry Goodman, regional representative for Polydor Records, said, "WAYS is still a big impact on the market, but WIST is selling records and WBT is also starting to move product."

Polydor sold 23,000 of Joe Simon's new single out of Charlotte before WAYS began playing it last week, according to Goodman.

Another major label's regional representative said WAYS sells records but WIST is beginning to move product as well.

Richard Green, manager of the Record Bar, Charlotte's leading record shop, reports that his record sales are mostly based on WRNA-FM, WIST, WGIV and WAME playlists.

Yesteryear's Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

POP SINGLES—10 Years Ago

December 26, 1960

1. **Are You Lonesome Tonight?**—Elvis Presley (RCA)
2. **Wanderland By Night**—Bert Kaempfert (Decca)
3. **Last Date—Floyd Cramer** (RCA)
4. **A Thousand Stars—Kathy Young & the Innocents** (Inidigo)
5. **Exodus—Farzana & Teicher** (United Artists)
6. **North To Alaska—Johnny Horton** (Columbia)
7. **Many Tears Ago—Connie Francis** (MGM)
8. **You're Sixteen—Johnny Burnette** (Liberty)
9. **Sailor (Your Home Is the Sea)—Lolita** (Kapp)
10. **Corrina, Corrina—Ray Peterson** (Dunes)

POP SINGLES—5 Years Ago

December 25, 1965

1. **Over & Over—Dave Clark 5** (Epic)
2. **Turn Turn Turn—Byrds** (Columbia)
3. **I Got You (I Feel Good)—James Brown** (King)
4. **Let's Hang On—Four Seasons** (Philips)
5. **Sounds of Silence—Simon & Garfunkel** (Columbia)
6. **Make the World Go Away—Eddy Arnold** (RCA Victor)
7. **Fever—McCoys** (Bang)
8. **England Swings—Roger Miller** (Smash)
9. **Ebb Tide—Righteous Brothers** (Philly)
10. **I Can Never Go Home Any More—Shangri-Las** (Red Bird)

SOUL SINGLES—5 Years Ago

December 25, 1965

1. **I Got You (I Feel Good)—James Brown** (King)
2. **Ain't That Peculiar—Marvin Gaye** (Tamla)
3. **Rescue Me—Fontella Bass** (Checker)
4. **Don't Fight It—Wilson Pickett** (Atlantic)
5. **Hole in the Wall—Packers** (Pare Soul)
6. **Hang On Sloopy—Ramsay Lewis Trio** (Capitol)
7. **Rainbow '65—Gene Chandler** (Constellation)
8. **I Hear a Symphony—Supremes** (Motown)
9. **Something About You—Four Tops** (Motown)
10. **My Girl Has Gone—Miracles** (Tamla)

COUNTRY SINGLES—5 Years Ago

December 25, 1965

1. **Buckaroo—Buck Owens & His Buckaroos** (Capitol)
2. **Make the World Go Away—Eddy Arnold** (RCA)
3. **Giddyup Go—Red Sovine** (Starday)
4. **May the Bird of Happiness Fly Up Your Nose—"Little" Jimmy Dickens** (Columbia)
5. **It's Another World—Wilburn Brothers** (Decca)
6. **What We're Fighting For—Dave Dudley** (Mercury)
7. **Flowers On the Wall—Stallier Brothers** (Columbia)
8. **Sittin' On a Rock—Warner Mack** (Decca)
9. **If I Talk To Him—Connie Smith** (RCA)
10. **Watch Where You're Going—Don Gibson** (RCA)

Campus Programming Aids

Five Picks only Please

WMOT-FM, Middle Tennessee State University, Murfreesboro, Tenn., **Robert Mather** reporting: "Emit Rhodes," (LP), Emit Rhodes, Dunhill; "Be a Brother," Big Brother and the Holding Company, Columbia; "Tapestry," (LP), Don McLean, Mediarts; "Down Home," (LP), Seals and Crofts, TA; "Have You Seen the Light," (LP), Hello People, Mediarts. . . . WRUW-FM, Case Western Reserve University, Cleveland, Ohio, **Howard Sacks** reporting: "New Morning," (LP), Bob Dylan, Columbia; "All Things Must End," (LP), George Harrison, Apple; "Suite 16," (LP), Yusef Lateef, Atlantic; "Sugarcane," (LP), Sugarcane Harris, Epic; "Layla," (LP), Derek and the Dominoes, Atco. . . . WLVR-FM, Lehigh University, Bethlehem, Pa., **Jim Cameron** reporting: "His Band and the Street Choir," (LP), Van Morrison, Warner Bros.; "Alarm Clock," (LP), Richie Havens, Stormy Forest; "Twelve Dreams of Dr. Sardonicus," (LP), Spirit, Epic; "Emerson, Lake and Palmer," (LP), Emerson, Lake and Palmer, Island; "Blows Against the Empire," (LP), Jefferson Starship, RCA. . . . WREK-FM, Georgia Tech, Atlanta, Ga., **R. Geary Tanner** reporting: "Stephen Stills," (LP), Stephen Stills, Atlantic; "All Things Must Pass," (LP), George Harrison, Apple; "Whales and Nightingales," (LP), Judy Collins, Elektra; "Lotti Golden," (LP), Lotti Golden, GRT; "Magical Connection," (LP), Gaber Szabo, Blue Thumb. . . . WGSU-FM, State University of New York at Geneseo; "All Things Must Pass," (LP), George Harrison, Apple; "Lola vs. Powerman," (LP), Kinks, Reprise; "Loudon Wainwright III," (LP), Loudon Wainwright III, Atlantic.

WLSU, Louisiana State University, Baton Rouge, **Walter Runyon** reporting: "Ridin' Thumb," Seals and Crofts, TA; "Stop the War Now," Edwin Star, Gordy; "Ginger Baker's Air Force Two," (LP), Ginger Bakers Air Force, Atlantic; "Gospel Oak," (LP), Gospel Oak, Kapp; "Worst of the Jefferson Airplane," (LP), Jefferson Airplane, RCA; "Black Man's Burden," (LP), Eric Burdon and War, MGM. . . . WCSB, Graham Junior College, Boston, Mass., **Ted Hayward**, reporting: "Apeman," Kinks, Reprise; "Remember Me," Diana Ross, Motown; "While My Guitar Weeps," Punch, A&M; "Loaded," (LP), Velvet Underground, Cotillion; "Dorris Troy," (LP), Dorris Troy, Apple. . . . WLPI, Louisiana Tech, Ruston, **Randy Price** reporting: "Green Grass Starts to Grow," Dionne Warwick, Scepter; "Paranoid," Black Sabbath, Warner Bros.; "Somebody's Watching You," Little Sister, Atlantic; "Whales and Nightingales," (LP), Judy Collins, Elektra; "Elton John," (LP), Elton John, Uni. . . . WRVU, Vanderbilt University, Nashville, Tenn., **Mike Anzek** reporting: "Pay to the Piper," Chairmen of the Board, Invictus; "Only Love Can Break Your Heart," Neil Young, Reprise; "Temptation Eyes," Grassroots, Dunhill; "Merry Christmas Darling," Carpenters, A&M. . . . WPCF, Florida Prebyterian College, St. Petersburg, **Joe Burnham** reporting: "Happy and Artie Traum," (LP), Happy and Artie Traum, Capitol; "Whales and Nightingales," (LP), Judy Collins, Elektra; "Tarkio," (LP), Brewer and Shipley, Kama Sutra; "Bein' Free," Jerry Jeff Walker, Atco. . . . KUGR, Washington State University, Pullman, "Blame It on the Pony Express," Johnny Johnston Bandwagon, Bell; "Pilot," Blue Cheer, Philips; "Trapped in a Love," Barrino Brothers, Invictus; "Danny O'Keefe," (LP), Danny O'Keefe, Atlantic. . . . WOCR, State University of New York at Oswego, **J. Long** reporting: "My Sweet Lord," George Harrison, Apple; "One Less Bell to Answer," Fifth Dimension, Bell; "Does Anybody Know What Time It Is," Chicago, Columbia; "Tears of a Clown," Smokey Robinson and the Miracles, Motown. . . . WNTC, State University of New York at Potsdam and Clarkson College, **John Wolfert** reporting: "My Sweet Lord," George Harrison, Apple; "Satin Red and Black Velvet Woman," Dave Mason, Blue Thumb; "Lonely Days," Bee Gees, Atco; "Hold on John"/"Remember," John Lennon, Apple. . . . WWUH, University of Hartford, West Hartford, Conn., **Charlie Horowitz** reporting: "Lola vs. Powerman," (LP), Kinks, Reprise; "Siegal-Schwab 70," (LP), Siegal-Schwab Blues Band, Vanguard; "Tea for the Tillerman," (LP), Cat Stevens, A&M; "Peace Sing Along," (LP), Mitch Miller and the Gang, Atlantic; "Goose Creek," Charlie Tune, Capitol. . . . WSUA, State University of New York at Albany, **Eric Lonschein** reporting: "Pause in the Disaster," (LP), Conception Corporation, Cotillion; "American Beauty," (LP), Grateful Dead, Warner Bros.; "Blows Against the Empire," (LP), Jefferson Starship, RCA; "My Sweet Lord," Billy Preston, Apple; "Home Sweet Oklahoma," Leon Russell & the Shelter People, Shelter. . . . WRBB, Northeastern University, Boston, Mass., **Donna Halper** reporting: "Maypole," (LP), Maypole, Colossus; "Road," (LP), Winter Consort, A&M; "Jack Orion," (LP), Bert Jansch, Vanguard; "Reach for the Sky," (LP), Cowboy, Capricorn; "King of the Delta Blues Singers," (LP), Robert Johnson.

WCPR, Stevens Institute of Technology, Hoboken, N.J., **Ron Harris** reporting the Top Five of the Year: "Bridge Over Troubled Waters," Simon and Garfunkel, Columbia; "Let It Be," Beatles, Apple; "Close to You," Carpenters, A&M; "Raindrops," B.J. Thomas, Scepter; "I Want You Back," Jackson Five, Motown.

(Continued on page 27)

Coming on Cotillion
McDonald & Giles
 January 1971

Cotillion

WKNR-FM to Go Progressive MOR

DETROIT — WKNR-FM will switch to a progressive middle-of-the-road format Sunday (27), according to Frank Maruca, general manager of WKNR, a Top 40 operation, and WKNR-FM, which had been a progressive rock station. Station manager is John Smal.

With new stereo cartridge equipment and a set of 50 WAMS custom jingles, the station will "definitely not be MOR and not Top 40," said Maruca. "We'll play contemporary music, but the aura will be MOR."

The new format was unveiled here recently to local promotion men. All music will be clustered, but either announced or back announced. Personalities will include Dave Mitchell, Bob Bartlett, Gary Granger, Mark Parenteau, and

Bob Chenault. Until the format changeover, the station is playing only Christmas music.

Maruca said that the reason for the format switch is that the progressive rock format is too limited in both audience and sales potential with just a few exceptions. He spoke of once selling a client a series of spots only to discover that the spots wouldn't fit the old progressive rock format. "There were inherent problems with the progressive rock format both in the records played and the pressure groups that were attracted to the format," Maruca said. He pointed out several FM easy listening stations this year in markets such as Boston, Philadelphia, and San Francisco. The new WKNR-FM will be entirely competitive with AM format stations in town, he said.

Message Not the Buying Signal For Country, Asserts Cramer

Continued from page 28

A general set of rules that they use regarding record play, but they're free to run their own shows. Personalities include music director Uncle Don Rhea, 5-9 a.m., Harry Becker, who's been in Kansas City radio about 30 years, 9-noon; Bill Abbott, Ted Crane, Doug Dillon, 9-9 p.m.; Gary Brazaal 9-midnight, and Jim Beedle midnight to 5 a.m. On KCKN-FM, Dave Estes is the extra personality.

Playing the records isn't enough; in order to maintain a fresh sound on the air, KCKN is constantly innovating. For example, "15 Years Ago" was No. 1 record at KCKN, so the station asked Conway Twitty to cut a jingle using that melody that goes: "KCKN 15 years ago" for oldies in 1955. This is not run often, but it's a programming feature. "I try to keep current and do things with a different twist," Cramer said. He still has all of the production material the station has used over the years;

the station was cutting intros in 1958.

The oldies are programmed demographically to appeal to different groups at different times of the day; for example, KCKN won't play a truck-driving record in housewife time; all oldies are coded. Station plays from one-to-four an hour.

Cramer started in radio in 1953 on KIMO in Independence, Mo., a country station, the first in the Kansas City area; he said he was there "mostly on" and off for five years, then went to a MOR station in St. Joseph, Mo.—KFEQ. He spent a year at WTAP in Parkersburg, W. Va., where Connie Smith rose to fame on the TV affiliate.

He joined KCKN in 1959 and claims he got his programming know-how by a "do-it-yourself" method. "I've done just about everything — announcing, news, music, production. I was even on the street in sales for a little while." He became program director in 1961 and "what's happened is that I was finally able to sink my teeth into the work... the opportunity here was the kind not many people have in radio — the chance to take a station and mold it."

AFM Won't Ride With Any NEC Rider

Continued from page 20

to make someone bend to their desires." Shaw concluded.

Others at the ACUCM Conference felt that the purpose of the letter was to stimulate discussion between the Federation and the NEC. It was also pointed out that the rider will help stop "no-shows" by groups, a difficulty plaguing campuses. It is also hoped that the rider will stop last minute cancellations, loose morals and short concerts by the artists.

Don Horton of Ohio State University said that he has never used any NEC Rider and the clauses were nitpicking "but the AFM contract requires us to agree to unknown laws." This referred to the fact that many college concert managers, as well as many locals of the AFM do not fully understand or cannot obtain a copy of the Federation bylaws to which the managers are supposed to subscribe. "The bylaws are 244 pages long

and people in the field hardly understand them," was a comment from the concert managers. "It was written to protect the sidemen in the old big bands more than the band leaders," commented the concert managers and agents.

Assurances on settlement of the controversy came from Robert Willing of the International Famous Agency, Los Angeles. "You are the largest single entertainment market in the world and things will be resolved."

Much More Than
Just a Convenient
Source of Records
for Broadcasters



Is 26
Outstanding
Programming
Services

RSI is 26 programming services made up of the best of today's records—the right-now hits as well as the soon-to-be hits, as selected by the industry's most

potent programming combination; Billboard's own staff of reviewers and Billboard's chart research specialists.

And there are special services to fit just about any program format. Check the full line-up listed here, make your choices, then use the coupon for full details and prices. You and your listeners will be glad you did.

RSI (Record Source International)
165 W. 96th Street
New York, N.Y. 10036

I am interested in the RSI Programming Services checked below. Please return full details and prices.

Weekly Singles Services;
 Monthly Album Services;
 Catalog Album Packages;
 RSI Italian Services;
 RSI Latino Services;

Send me current 1970 RSI Catalog at once, and put me down to get a copy of the new 1971 catalog as soon as it is issued.

Please Print: My Name _____
Call Letters or Co. _____
Address _____
City _____ State _____ Zip _____

4 WEEKLY SINGLES SERVICES

... that bring you, automatically each week, 10 of the best and most promising records in each category.

Service	Records per Wk.	Records per Yr.
HOT 100 SINGLES SERVICE	10	520
EASY LISTENING SINGLES SERVICE	10	520
SOUL SINGLES SERVICE	10	520
COUNTRY SINGLES SERVICE	10	520

5 MONTHLY ALBUM SERVICES

... a studied selection of 5 or more albums in each category, chosen from among the average month's 200 new album releases. Your choice, each month, of RSI's recommendations or your own selections. From RSI's specially prepared monthly mailing of new releases.

Service	Albums per Mo.	Albums per Yr.
POPULAR ALBUM SERVICE	10	120
ROCK ALBUM SERVICE	10	120
CLASSICAL ALBUM SERVICE	10	120
JAZZ ALBUM SERVICE	5	60
COUNTRY ALBUM SERVICE	5	60

14 CATALOG ALBUM PACKAGES

... As many as 120 LPs per category package. Your choice of any total packages, or your own "picks" of 10 or more LPs. Top-grade basic programming material you'll be using week-in and week-out. Name artists... best-known songs...

Catalog Package	1970 Catalog LPs per Categ. Total Plays.	1971 Catalog LPs per Categ. Total Plays.
EASY LISTENING—Instrumental	105	106
EASY LISTENING—Vocal	63	64
SINGERS—All-Time Favorites	118	117
GOLDEN HITS	119	126
BROADWAY ORIGINAL CASTS	50	50
FILM SOUNDTRACKS	32	45
HOT POP FAVORITES	120	127
POP (Pop and Authentic)	39	38
BIG BAND FAVORITES—For Listening or Dancing	50	50
JAZZ	60	62
COUNTRY FAVORITES	104	105
CLASSICAL	52	64
COMEDY	29	25
SONGS OF FAITH	41	41

INTERNATIONAL SERVICES

RSI Italiano

Service	Aver. No. Records per Mo.	Aver. No. Records per Yr.
Full-Data Singles Service	10	120

All our selections moving fast on the Italian charts, or judged to have best sales potential. Full-data includes digest of lyric content, highlight biography of artist, names and addresses of artist management firms, record labels and music publishers. An ideal package of labels and publishers in other parts of the world to judge appeal and acceptance of material and negotiate for rights.

Records-Only Singles Service	10	120
------------------------------	----	-----

Same as above but with none of the detailed data. Excellent programming in Italian population centers throughout the world.

RSI Latino (In Preparation)

Service	Aver. No. Records per Mo.	Aver. No. Records per Yr.
Full-Data Singles Service	10	120

Selections moving fast in Mexico, Central and South America and Puerto Rico. Full data includes digest of lyric content, highlight biography of artist, names and addresses of artist management firms, record labels and music publishers. Ideal for labels and publishers in other parts of the world to judge and negotiate for rights.

Records-Only Singles Service	10	120
------------------------------	----	-----

Same as above but with none of the specific detailed data. Excellent programming in Latin population centers throughout the world.

Album Service	10	120
---------------	----	-----

A subscription service that delivers, automatically each month, the best rated new LP releases from Mexico, Central and South America and Puerto Rico. Great for programming to sell to label and publisher rights negotiations.

Vox Jox

Continued from page 30

riple KRLA in audience size." And here's how KHJ shapes up: 11 between 6-10 a.m., 10 from 10 a.m.-3 p.m., 12 from 3-7 p.m., and 9 7-midnight. KFJB leads in the morning with a 14, then drops to a 7, 8, and 2. KABC has 7, 9, 5, and 9. KMPC has 6, 3, 4, and 5. KLAC has not yet shown much against KBBQ and KFJO; all three are country stations; KFJO leads with 4, 4, 4, and 2. KRLA has 4, 5, 6, and 5. KMET-FM, with its progressive rock format, has 2, 3, 3, and 6. KHIS, where Lee Sherwood hangs his hat these days, has 2, 2, 2, and 2 (takes two to KISS, huh Lee?). Soul-formatted KGFI has 5, 5, 4, 5. It's interesting to note how FM totally fares — 6, 16, 16, and 26. Congratulations, Ted.



TRYING TO GET TO WIXY program director Bill Sherwood, left, is Buddha Records' local promotion man Louie Newman, Music director Marge Bush is at left. Newman climbed a ladder to the second floor window with a copy of Melanie's "Ruby Tuesday" single.

Billboard Album Reviews

DECEMBER 26, 1970



POP
CREEDENCE CLEARWATER REVIVAL
Fantasy B410 (3)

Creedence keeps on chugging! and a change of pace, as distinctive as their first album was exciting, gives the rocking foursome their most musical album to date. Ten new Fogerty originals feature Fogerty on keyboards, brother Tom emerging on guitar, while Eric Clapton's bass and Doug Clifford's steady drumwork sustain that Creedence sound on "Chameleon," "Hey Tonight" and "Malibu."



POP
JERRY BUTLER
Sings Assorted
Mercury SR 61320 (3)

Off the mark of late, crooner Jerry Butler digs a little deeper into the soul bag and comes up with a tougher style to complement his loopy soul ballads. "How Did We Lose It," "Going Back to My Baby's Love" and "What Is It" highlight Butler's latest bid, along with his "Social Memory" winner, and behind the arranging and producing of Gerald Sims.



POP
CANDI STATION
Stand By Your Man
Fame SF 4202 (3)

Candi Station made a whole lot of believers with her "Stand By Your Man" plant, and with hubby Clarence Carter, are the muscle in Muscle Shoals. Rick Hall is the man behind the sound, George Jackson is his ace songwriter, and Candi puts a top of soul into "The Called Me Baby." Her new single, plus "Freedom Is Just Beyond the Door," "Too Hurt to Cry" and recent hits like "I'm Just a Prisoner."



POP
BUTTERFIELD BLUES BAND
Live
Elektra EK 76-2001 (3)

The Butterfield Blues Band has stamina and drive, captured here on their first live album. The LP is filled with good vocals and instrumentals as the band runs through some of the tunes which made the Chicago Blues and the Butterfield Blues Band a favorite among aficionados of the Chicago Blues sound. Included here are "Born Under a Bad Sign," "Drifter" and "Drifter," and nine other tunes.



POP
VARIOUS ARTISTS
Colossus Gold
Colossus CGS 5001 (3)

Here is a collage of chart-rising tunes and artists that have helped popularize the Colossus label, included here are "Ma Belle Amie," "The Tee Set," "Venus," "Schickling Blues," "Goodnight My Love," "The Drip," "May I," Bill Deal, and others that have all been gold records in their time. Certainly a chart rider.



POP
TIN TIN
Auss 30 33 350 (3)

Steve Kipner and Steve Groves, known as Tin Tin, produce some of the prettiest rock this side of the Bee Gees, thanks to Maurice Gibb's producing savvy. Their current single, "East and Marmalade for Tea," is a highlight along with other lovely songs like "Lady in Blue," "Sweats on the Canal," and "Tuesday's Dreamer."



POP
STILLROCK
Enterprise ENS 1016 (3)

Stillrock's first LP for Enterprise features the performing and writing talents of Don Preston, with producer Don Mix also doubling as songwriter. The group displays a versatility with all kinds of rock which suggests a well of experience from the individual members. "Rolling in My Dreams," "Mighty Time," "So Hard to Say Goodbye," and "She Was a Love Time Ago," should be the most exposed cuts.



ORIGINAL CAST
DANNY KAYE
Two By Two
Columbia S 30338 (3)

The combination of Richard Rodgers music and Danny Kaye performing will drive this Original Broadway cast package into the winner's circle. Rodgers gifts a real assist from his new lyricist, Martin Charnin, but it's the Rodgers melody line ("I Do Not Know a Day I Did Not Love You," "Something Doesn't Happen" and "Two By Two") that is continually attractive.



SOUNDTRACK
SOUNDTRACK—Homer
Columbia SC 9037 (3)

The success of the film should be a major factor in the success of this LP, but it has more than enough merit and quality to stand on its own. There are a number of rock groups featured along with some of their big hits such as the Byrds' "Turk, Turb, Turb," the Lovin' Spoonful's "Nashville Cats," Led Zepplin with "How Many More Times" and Buffalo Springfield's "For What It's Worth." To chase and Cream and the Steve Miller Band, among others.



COUNTRY
HANK WILLIAMS JR. & THE MIKE CLUB CONGREGATION
All for the Love of Sunshine
MGM SE 4750 (3)

The title tune went right to the No. 1 spot on the singles chart, and now is included with the current chart ride "Rainin' in My Heart." This package will meet with the same sales and chart success as the hit singles. Also included are top treatments of "There Goes My Everything," "Your Cheatin' Heart," "I Go Wi, Wi, Wi," and "Wolverton Mountain."



COUNTRY
JERRY LEE LEWIS
In Loving Memories/Gospel
Album
Mercury SR 61318 (3)

Country singers are close to the Lord, as Jerry Lee Lewis proves with this album of gospel songs. "In Loving Memories," "The Old Rugged Cross," "I'll Fly Away" are topical. Jerry Lee's piano is present in these arrangements and he uses it with good taste. All country dealers should stock this one.



COUNTRY
BOBBY BARE—Where Have All the Seasons Gone
Mercury SR 61316 (3)

Bare's second for the label, is a hot commercial package of country rock, done Bare style. His readings of such hits as "For the Good Times," "Hello Darlin'" and "Mama Bake a Pie," are second to none. Other standouts include his treatment of Kristofferson's "Welp, Me Make It Through the Night," and his own "New About You," as well as the title tune.



COUNTRY
TOM T. HALL
100 Children
Mercury SR 61307 (3)

Tom T. Hall continues to grow in stature as a writer-artist. This album of his own songs is powerful. The tunes really say something, and they are performed with passion and style. "100 Children," "I Can't Dance" are among the titles.



COUNTRY
STATLER BROTHERS
Bed of Roses
Mercury SR 61317 (3)

The Statler Brothers make their LP debut with Merley with the basis for the album being their current singles hit "Bed of Roses," and it should carry them high on the country charts. Their appearances with Johnny Cash are sure to help sales, and the good material should win much favor with programmers. Come as "Neighborhood Girl," "Me and Bobby Moore," "The Last Goodbye" and "New York City."



COUNTRY
JOEY MILLER
Look at Mine
Epic E 30392 (3)

Five stylist made quite a chart comeback via her "Look at Mine," and this top package, with the hit included, has all the ingredients to bring her to a high spot on the LP chart. She turns in exceptional treatments of "Someday," "Stand By Your Man," and "The Lovin' Me All the Way." The pop hit, "Looking Out My Back Door," is another standout, done country style, in this commercial LP.



CLASSICAL
BETHOVEN: THE FIVE PIANO CONCERTOS—Rubinstein/
Boston Symphony (Teladef),
RCA Red Seal VCS 6417 (3)

Although some of these recordings have been released separately, they'll still get plenty of buying power because of the skills of the conductor and the pianist. In addition, a booklet gives some of the background behind the writing of the work. It's informative and interesting.



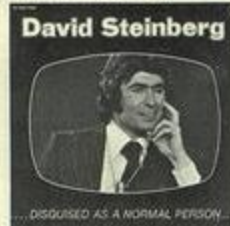
JAZZ
BILL EVANS
Montreux II,
CTI CTI 6004 (3)

Serenity is the best way to describe the interpretive jazz style of Bill Evans' piano. This album, recorded live at the 1970 Montreux Festival, reflects all the calmness and serenity that is Bill Evans and his sidemen Eddie Gomez, bass, and Marty Morell, drums. From the soft interpretation of "Aja," to the happy "How My Heart Sings," to "I Hear a Rhapsody."



JAZZ
STANLEY TURRENTINE
Super
CTI CTI 6005 (3)

From the high blues pressure of "Impressions," to the deep blues improvisations of the title cut, "Sugar," Stanley Turrentine, tenor saxophonist creates a web of music not heard in the recent past of flashy rock beats. Turrentine receives help from Freddie Hubbard, trumpet; George Benson, guitar; bassist Ron Carter; Butch Cornell on organ; Billy Kaye, drums, and electric pianist Lonnie Smith Jr.



COMEDY
DAVID STEINBERG
Disguised as a Normal Person
Elektra EK5 74065 (3)

David Steinberg's low-pressure comedy tactics get high-powered results in this live recording at Greenwich Village's Bitter End. The routines, whether their title or sex oriented, are easily conceived and delivered with sharp insight.



GOSSPEL
SINGING RAMBOES
Soul Classics
Heart Warnock HWS 3100 (3)

The Ramboes—Buck, Rabe and Dorrie—have cut another great album. The material is full of emotion and soul, and is fearlessly sung. The act is backed by an orchestra conducted by Jim Hall. Songs include "In the Valley," "He Reminded My Soul," "Cremory Will Be Long Enough" and "Mama Always Had a Song."

Klavier Issues 13-LP Pkg That's Right Buying Ticket

NEW YORK — Ignoring superstition, Klavier Records has issued a 13-LP release which can be called not only lucky for buyers, but is also a package that opens the doors to a rich musical past.

Featured here in recordings which for the most part maintain a good if not excellent

level on the technical side are LP's by Rachmaninoff, Lhevinne, Grainger, Bauer (both of the latter together in one album), Cortot, Igna Friedman, Moritz Rosenthal and Mischa Levitzky.

Leading this distinguished pack, but by no means in a runaway, are the two Rachmaninoff LP's, "Rachmaninoff Plays Rachmaninoff and Chopin" and "Concert I," in which the talented composer-conductor-pianist plays six works by a variety of composers. On these two albums Rachmaninoff shows the stuff he was really made of: Delightfully daring, boldly fashioning his unerring strokes with precision and taste. Cortot's performance, playing Chopin, is also deserving of more than mention. For he's a standout, too, turning out careful phrase after another in scintillating style. Lhevinne, represented on two LP's is brilliant, as is Grainger and Bauer.

The true mark of a "classical" classical LP recorded so long ago is its sound. This series retains it most proficiently indeed.

ROBERT SOBEL

Karajan Doing 'Meistersinger'

DRESDEN, East Germany—Herbert von Karajan at present is conducting a recording of the complete "Die Meistersinger," by Richard Wagner, with the Dresden State Orchestra and Chorus and the Leipzig Radio Chorus.

Principal soloists are Theo Adam as Hans Sachs, Geraint Evans as Beckmesser, Helen Donath as Eva, Rene Kollo as Walter von Stolzing and Peter Schreier as David. The recording is a joint collaboration between the State-owned DDR Schallplatten-Gesellschaft and the British EMI company.

TWO ALBUMS ON LONDON

NEW YORK—London Records is rushing two albums, one for Christmas business and the other in commemoration of the Beethoven bi-centennial, which runs to the end of the year.

The holiday pressing is Verdi's "Four Sacred Pieces" with Zubin Mehta conducting Yvonne Minton, Los Angeles Chorale, and his Los Angeles Philharmonic. The Beethoven set features soprano Pilar Lorengar with the Vienna Philharmonic under the late George Sell.

Scott Joplin Tunes on LP

NEW YORK — Nonesuch Records is hitting all areas with an album of piano rags by Scott Joplin, the first modern album featuring his music. Played by Joshua Rifkin, this set is reaching from classical to underground stations and outlets. The rags in the pressing were written from 1899-1914 by this black American composer.

Another first for Nonesuch is a program of chansons by Antoine Busnois, prominent renaissance composer. Nonesuch's Explorer series has an album of Persian santur music featuring Nasser Rastegar-Nejad.

Philips Set by Polish Writer

AMSTERDAM—Philips unveiled at its Phonogram building in Amsterdam last month a double album containing the latest operatic composition from Polish composer Krzysztof Penderecki, entitled "The Devil of London."

The release of the recording of the opera will be on a worldwide basis. "Devil of London" was written by Penderecki for the Hamburg State Opera and was performed for the first time on June 20, 1969.

The opera's theme—the same theme which has inspired the composer's earlier works such as the Luke Passion and the Auschwitz Oratorium—is one of intolerance.

Maazel Is Aide to Klemperer With Unit

BERLIN — Lorin Maazel, the general music director of the German Opera Company, Berlin, has been appointed associate chief conductor of the New Philharmonia Orchestra, London. He will be taking up his new appointment in January, thus joining Otto Klemperer, chief conductor. Maazel will still remain as chief conductor for the Berlin Radio Symphony.

Fortner Opera Bow

BERLIN — The Deutsche Opera will premiere Wolfgang Fortner's new opera, "Elisabeth Tudor"—based on a libretto of Matthias Braun—during the Berlin Festival Weeks, 1972.



AUGUST WENZINGER, center, and Hannele Mueller examine Wenzinger's latest Archive Records albums, with Thomas Mowery, Polydor Records' classical division director, at a recent luncheon at the Oak Room of New York's Plaza Hotel celebrating Wenzinger's 65th birthday and his long association with Deutsche Grammophon Records' Archive label. Wenzinger records as viola da gamba soloist and conductor.

Young Menuhin a Winner

NEW YORK—Jeremy Menuhin 19-year-old son of Yehudi Menuhin, captured much of the spotlight in his American debut with the American Symphony at Philharmonic Hall Dec. 7, with the elder Menuhin conducting.

The young pianist, working with the orchestra under the direction of his father, displayed much of the Menuhin talent and flair for music, in his tasteful, relaxed and highly individualistic approach to Beethoven's "Piano Concerto No. 3."

Through his unique key-

board techniques, the piece assumed a dimension of rhythm and grace not usually heard in orthodox interpretations of this work.

The rest of the concert, which included Schubert's "Italian Style Overture," and Bartok's "Concerto for Orchestra," were both smooth and scintillating under the elder Menuhin who records for the Angel label, taking the pieces expertly over and around those rough, overdramatized areas that often jar listeners to other performances of the compositions.

RADCLIFFE JOE

Reforms Set in France

PARIS — Announcing that sweeping reforms will be made on the French classical music scene, the French government has handed six months' notice to musicians at the State-run Opera & Comic Opera Theaters.

Musicians have for some time been demanding salary increases and improved conditions of work. But Ministry of Culture official, composer Marcel Landowski, replied that in-depth reorganization of the two theaters was necessary.

He claimed that talks with musicians' representatives had "broken down on essential matters" and also blamed them for "lack of cooperation."

Landowski said musicians had refused to play extra performances to replace those canceled during the official mourning for Gen. Charles DeGaulle. "A new dash and dynamism had to be found," he stated.

Planned reforms will shortly be announced at government level.



HERB GOLDFARB, center, London Records' national sales and distribution manager, assists in drawing winners in a contest sponsored by WGN, Chicago, in connection with London's new pressing of Tchaikovsky's "1812 Overture" by Zubin Mehta and the Los Angeles Philharmonic. Also drawing winners are, from left, Sam Cerami, Stan Meyers, Mel Kahn and Erwin Berg, all of London's Midwest branch in Chicago.

modern,
attractive
office space
to rent

4600 SQ. FT.—165 WEST 46TH ST.

CENTER OF THEATRE DISTRICT

15TH FLOOR

SOUTHERN AND WESTERN EXPOSURES

OVER TIMES SQUARE

CALL 757-8635

when answering ads . . .

Say You Saw It in Billboard

Injunctions Seen Routing Pirating in Nashville

NASHVILLE—The sale of pirated tape in this area has been virtually eliminated following the issuance of an injunction against an alleged counterfeit manufacturer.

Two more retail stores have voluntarily given up the tape sales, following the action filed in Chancery Court here by Columbia Records. Two weeks earlier, another retail store, Sergeant Pepper, agreed not to sell bootleg tapes after an injunction was obtained. In that case, Columbia had, in effect, joined with Muntz to file against retailer, Muntz charged restraint of trade and illegal trade practices, while Columbia asked only an injunction with a cease and desist order.

The action this week, aimed at a former Columbia re-ordering artist, brought about the voluntary action by two other retailers, Rayco Automotive Products and Tennessee Speed Sports.

The injunction was filed against Audrey Inman, long-time artist, writer and publisher, who in recent years has confined most of his activities to "party records."

Inman, and two employees of his firm, were enjoined by Judge Thomas Boyers. He also was ordered to come to court for an accounting of tapes and to be prepared to pay damages to CBS.

Inman's company is listed as Independent Distribution Co., International Tapes and Custom Tapes. Its location is in Hendersonville, a Nashville suburb in the heart of where most of the country music artists live.

Rayco and Speed Sports, in cooperation with Columbia,

turned over to the court numerous tapes of Columbia artists.

Tapes, according to J.D. Eatherly, owner of Rayco, were being sold to them by Inman for \$2.50, and sold retail for \$3.95. He said Inman has assured him that the artists, writers, etc., were being paid royalties from a special bank account. Attorney William Castleman, representing Columbia, said he knew of no such bank account.

Cecil Scaife, acting as agent

for Columbia and spearheading the anti-bootlegging drive in this region, said the tapes were of an inferior quality. He also said it is believed they were manufactured locally because of evidence of blank tape being brought in. The tapes confiscated show no label designation.

Castleman has sought a discovery deposition to determine exactly where the tapes are produced. Inman's employees, also enjoined in the suit, are Eddie Spry and Robert Fuller.

Mogull Giving Nashville Benefit of His Present and Future Thinking

NASHVILLE—After watching Nashville's music industry "like a hawk" for the past 10 years, New York music executive Ivan Mogull has decided to involve himself.

The domestic and international publisher moved here for six weeks, renting an apartment near the offices of associate Jack Clement.

"I've been amazed for a long time with what Nashville's music has accomplished here and all over the world," Mogull explained. "I became so impressed that I knew I had to really dig in, to actually work Nashville in detail for an extended period, on a daily basis."

Referring to the operation of Jack Clement as the "perfect grandstand seat," he said he tried to reciprocate by giving him (Clement) some specialized assistance.

A Clement-Mogull joint venture followed, a release on Avco-Embassy Records, titled "Louis (Country and Western) Armstrong." This week Mogull and Clement announced plans to record Eddie Heywood "country style" here, following the composer-pianist's week-long engagement at the King of the Road hotel, an appearance coordinated through Mogull.

Overseas Pub

Much of Mogull's work here involved overseas publishing. He and his international associates have long displayed a confidence in the worldwide potential for country music. Securing the foreign rights to the Jack Music, Inc., catalog during this visit, Mogull saw in this a unique opportunity to familiarize himself fully with the material he'll be representing overseas.

Other foreign representative deals recently executed by Mogull were with Harold Bradley's Forest Hills Music, Inc., and with Hubert Long, whose firm is publishing some of the leading chart material.

From his New York headquarters, Mogull guides his two parent publishing firms, Ivan Mogull (ASCAP) and Harvard (BMI). Another Mogull company, Cannes Music, Inc., handles film scores, and Mogull has another publishing company with Eddie Heywood. Domestically and internationally, Mogull represents Jobi Music, Inc., Jose Feliciano's

Opryland Plans 1st Release in February

NASHVILLE — Newly established Opryland Records will begin sessions within a few weeks, and will have its first releases on the market in February.

Glenn Keener, a director for the label, said he is signing the company's first artists, and establishing publishing ties. In addition to heading production, Keener also will handle the company's publishing through Opryland Music (BMI) and an as yet unnamed ASCAP firm.

Keener, hired by Capitol

Records to oversee the Opryland product, is a native of Texas who had done numerous sessions on the West Coast. He is working closely with "Grand Ole Opry" manager and WSM vice president Bud Wendell, and WSM president Irving

(Continued on page 62)

Los Angeles
Is Don More EXCITING and PICTURESQUE than you stay at the **BEL AIR SANDS**
One of America's outstanding RESORT MOTOR HOTELS on SUNSET BLVD and SAN DIEGO FREEWAY (Hwy 405) in the Neighborhood of Movie and TV Stars

Two Olympic-size Pools • Wedding Pool • Children's Play Area • Poolside Dining • Private Patios • Excellent Food • Cocktail Lounge

Rates from \$17.50 Single — \$21.50 Double
Write for Complete details and Color Brochure or make Reservations NOW!

Bel Air Sands
MOTOR HOTEL

11481 Sunset Blvd.
at San Diego Freeway (Hwy 405)
LOS ANGELES, CALIFORNIA 90048
Phone 213-476-1241
FREE GARAGE PARKING

Welcome to **RENO'S PONDEROSA!**
Reno's first new hotel in a decade. Lose yourself in the lavish luxury of early 19th Century Nevada. Elegantly furnished rooms with color TV. Reasonably priced for family budgets. Dancing nightly. Swimming. Free parking. Be prepared for a Many Splendored Thing!

PONDEROSA!
HOTEL & CASINO
FOR RESERVATIONS CALL
WED. 702-798-8800
315 S. Virginia, Reno, Nev.

Metropolitan Music Runs on Hot Level 13 Chart Records

NASHVILLE—Five months of operation have resulted in the production of 13 chart records already for the Metropolitan Music Co., one of the most successful of the new studios here.

The firm, managed by Tom Sparkman, opened last June. As of Dec. 1, the studio had done sessions with artists such as Patti Page, Michael Parks, Roger Miller, Jack Scott, Jerry Lee Lewis, Bobby Bare, Roy Drusky, Dave Dudley, Mac Curtis, Stan Hitchcock, Tom T. Hall, Statler Brothers, Hugh X. Lewis, Norro Wilson, John Wesley Ryles, Anthony Armstrong Jones, Bill Carlisle, Linda Gail Lewis, George Kent and others.

The studio, located in the Mercury Building, has full 16-track recording capabilities, with Ampex and Scully 16-track, 8-track, 4-track, 3-track, 2-track and monaural tape machines, and EMT echo chambers.

The second smaller overhead studio and remix room is now in the planning stages, and will follow the same professional high quality pattern that our

existing studio has set," Sparkman said. "We are not trying to keep up the pace of other Nashville studios," he added, "we are trying to set the pace for other studios."

The studio is a custom facility. Among the labels utilizing the studios have been Mercury, MGM, GRT, Paramount, Chart, Smoky, Lane, Amberstone, Stax, Royal American, Sound and Melark.

Nashville Scene

Lester Flatt will have his first single for RCA on the market Jan. 8. He's doing two more sessions right away. . . . Tommy Cash has made his second appearance on the "Grand Ole Opry," confessing that he was extremely nervous. . . . Sonny James, recovering from minor surgery, plans an unusual — for him — appearance in late December. Usually he and his band rest from early in the month to mid-January. . . . Faron Young, Buck Owens and Ray Price will perform at the inauguration of Governor Preston Smith of Texas. Faron works Panther Hall in Fort Worth on New Year's Eve. . . .

The Osborne Brothers will tape shows with Hugh X. Lewis, the Midwestern Hay Ride, and the Bill Anderson program on three consecutive days in February. . . . Earl Owens, of Music by Earl E. announced the signing of Carl Downing, Terry Nichols, Ron Collier. . . .

Winn Stewart has just finished a Capitol recording session. . . . Songwriter Phyllis Hiller is coming on strong with children's albums. She's getting strong support in the educational field. And one of her musical compositions will be in the next Arthur Prysock be in the next Arthur Prysock

(Continued on page 39)

ABC ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

THERE IS NOTHING MORE COUNTRY THAN A BARNYARD AND BARNYARD PRODUCTIONS BRINGS YOU MORE COUNTRY MUSIC, THAT IS

"RICHARD PRESENTS THE STAGEHANDS PLUS RICHARD"

ON THE BARNYARD LABEL

BARNYARD PRODUCTIONS, 5795 SARDINE CREEK ROAD, GOLD HILL, OREGON — PHONE: (503) 855-1278

Hot Country Singles

★ STAR Performer—Single's registering greatest proportional upward progress this week.

it's a big,
big record for Webb.

SHOWING
HIS DOLLAR
DECCA 32762

Webb
Pierce



This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	2	ROSE GARDEN Lynn Anderson, Columbia 4-45252 (Cowboy, BM)	8	48	43	RAININ' IN MY HEART Mark Williams Jr., MGM 14194 (Excelsior, BM)	2
2	1	COAL MINER'S DAUGHTER Loretta Lynn, Decca 32749 (Sure-Fire, BM)	9	47	39	GUESS WHO Slim Whitman, United Artists 50731 (Michelle, BM)	3
3	10	A GOOD YEAR FOR THE ROSES George Jones, Musicor 1425 (Chester, BM)	6	40	34	IT'S ONLY MAKE BELIEVE Glen Campbell, Capitol 2905 (Marble, BM)	15
4	6	MORNING Jim Ed Brown, RCA Victor 47-9099 (Show Biz, BM)	10	41	65	BIG RIVER Johnny Cash, Sun 1121 (Hi-Lo, BM)	4
5	4	ENDLESSLY Sonny James, Capitol 2914 (Vogue, BM)	11	42	52	SHE WAKES ME EVERY MORNING WITH A KISS Nat Stuckey, RCA Victor 47-9929 (Mill & Sanger/Blue Crest, BM)	3
6	5	15 YEARS AGO Carole King, Decca 32742 (Frost, SESAC)	12	43	42	NICE 'N' EASY Charlie Rich, Epic 5-10662 (Shaw, ASCAP)	10
7	18	THE WONDERS YOU PERFORM Tammy Wynette, Epic 5-10667 (Chester, BM)	5	44	36	SO SAD (To Watch Good Love Go Bad) Mark Williams Jr. & Lois Johnson, MGM 14164 (Acuff-Rose, BM)	13
8	8	COMMERCIAL AFFECTION Mer Tillis & The Stateliners, MGM 14176 (Cedarwood/Savoy, BM)	8	45	33	THANK GOD & GREYHOUND Roy Clark, Dot 17355 (Window, BM)	14
9	9	I WOULDN'T LIVE IN NEW YORK CITY (If They Gave Me the Whole Dang Town) Buck Owens and The Buckaroos, Capitol 2947 (Blue Book, BM)	8	46	45	I JUST CAN'T HELP BELIEVING David Frizzell, Columbia 4-45238 (Screen Gems-Columbia, BM)	9
10	3	I CAN'T BE MYSELF! SIDEWALKS OF CHICAGO Merle Haggard, Capitol 2891 (Blue Book, BM)/Tree, (BM)	12	47	55	FANCY SATIN PILLOWS Wanda Jackson, Capitol 2906 (Stark Jane, BM)	3
11	14	WILLY JONES Bobby Ray, Capitol 2950 (Blue Book, BM)	7	48	54	WHAT ABOUT THE HURT Bob Luman, Epic 5-10667 (Jack & Jill, BM)	5
12	12	ANOTHER LONELY NIGHT Jean Shepard, Capitol 2941 (Circle Lane/Twist, BM)	8	49	62	PROMISED LAND Freddie Warler, Columbia 4-45275 (Arc, BM)	3
13	13	WAITING FOR A TRAIN Jerry Lee Lewis, Sun 1119 (Peer International, BM)	6	50	64	HELP ME MAKE IT THROUGH THE NIGHT Sammy Smith, Mega 415-0015 (Combine, BM)	2
14	11	SHE GOES WALKING THROUGH MY MIND Billy Walker, MGM 14179 (Fornest Hills, BM)	10	51	43	I WAKE UP IN HEAVEN David Rogers, Columbia 4-45236 (Window, BM)	11
15	7	WHERE HAVE ALL OUR HEROES GONE Bill Anderson, Decca 32744 (Stark, BM)	10	52	57	WHEN HE TOUCHES ME Lois Johnson, MGM 14186 (Painted Desert, BM)	4
16	30	FLESH & BLOOD Johnny Cash, Columbia 4-45269 (House of Cash, BM)	2	53	69	THE SHERIFF OF BOONE COUNTY Kenny Price, RCA Victor 47-9932 (Harrack, BM)	2
17	15	SOMETHING UNSEEN/WHAT'S THE USE Jack Greene, Decca 32755 (Tree, BM)/Hall-Clement, (BM)	7	54	41	TOO LONELY TOO LONG Mer Tillis, Kapp 2103 (Gawgram, BM)	11
18	28	MARY'S VINEYARD Claude King, Columbia 4-45248 (Rose Bridge, BM)	8	55	44	MY JOY Johnny Bush, Shop 380 (Window, BM)	8
19	24	JOSHUA Dolly Parton, RCA Victor 47-9928 (Dewar, BM)	3	56	—	LISTEN BETTY Dave Dudley, Mercury 73138 (Newkays, BM)	1
20	19	COWBOY CONVENTION Buddy Allen/Don Rich, Capitol 2028 (Peer Int., BM)	8	57	67	SITTIN' BULL Charlie Louvin, Capitol 2972 (Sure-Fire, BM)	5
21	35	BED OF ROSE'S Stellar Brothers, Mercury 73141 (House of Cash, BM)	6	58	61	APRON STRINGS Peggy Sue, Decca 32754 (Coal Mines, BM)	3
22	17	I CAN'T BELIEVE YOU'VE STOPPED LOVING ME Charley Pride, RCA Victor 47-9902 (Blue Crest, BM)	14	59	59	YOU DON'T HAVE TO SAY YOU LOVE ME Elvis Presley, RCA Victor 47-9916 (Miller, ASCAP)	4
23	23	DAY DRINKIN' Dave Dudley & Tom T. Hall, Mercury 73129 (Newkays, BM)	7	60	58	SOMEWAY Don Gibson, Hickory 1579 (Acuff-Rose, BM)	12
24	20	SOMETHING TO BRAG ABOUT Charlie Louvin & Melba Montgomery, Capitol 2915 (Tree, BM)	10	61	63	FOR THE GOOD TIMES Ray Price, Columbia 4-45178 (Buckhorn, BM)	22
25	25	SUSPICIOUS MINDS Waylon Jennings & Jessi Colter, RCA Victor 47-9970 (Tree, BM)	7	62	—	100 CHILDREN Tom T. Hall, Mercury 73140 (Newkays, BM)	1
26	21	FOREVER YOUNG Dottie West, RCA Victor 47-9911 (Nucky, BM)	9	63	49	BEER DRINKIN' HONKY TONKIN' BLUES Billy Mize, United Artists 50717 (Acuff-Rose, BM)	7
27	27	LET ME GO Johnny Duncan, Columbia 4-45227 (Wilderness, BM)	9	64	—	JUDY Ray Sanders, United Artists 50732 (Evil Eye, BM)	1
28	26	I'M ALRIGHT Lynn Anderson, Chart 5098 (Stallion, BM)	9	65	—	TELL ME AGAIN Jeannie Seely, Decca 32757 (Champion, BM)	3
29	31	DRAG 'EM OFF THE INTERSTATE, SOCK IT TO 'EM, J.P. BLUES Dick Curless, Capitol 2949 (Country Sound, ASCAP)	6	66	40	SWEET CAROLINE Anthony Armstrong Jones, Chart 5100 (Stonebridge, BM)	6
30	46	I STAYED LONG ENOUGH Billie Jo Spears, Capitol 2964 (Gallop, BM)	5	67	53	OLD ENOUGH TO WANT TO (FOOL ENOUGH TO TRY) Nona Wilson, Mercury 73125 (Newkays, BM)	5
31	38	(Don't Let the Sun Shine on You) IN TULSA Waylon Jennings, RCA Victor 47-9925 (Barton, BM)	4	68	—	SWEET MISERY Fertin Husky, Capitol 2999 (Cedarwood, BM)	1
32	39	PADRE Marty Robbins, Columbia 4-45273 (Anne-Rachel, ASCAP)	2	69	70	IF YOU'RE LOOKING FOR A FOOL Tommy Overstreet, Dot 17357 (Crazy Cajun, BM)	3
33	22	AFTER CLOSING TIME David Houston & Barbara Mandrell, Epic 5-10656 (Algae, BM)	13	70	74	MAMA BAKE A PIE (Daddy Kill a Chicken) George East, Mercury 73127 (Newkays, BM)	4
34	16	AMOS MOSES/PREACHER & THE BEAR Jerry Reed, RCA Victor 47-9904 (Veeoh, BM)	10	71	72	I'M HOLDING YOUR MEMORY Jimmy Newman, Decca 32750 (4 Star, BM)	5
35	32	GOIN' STEADY Fertin Husky, Mercury 73112 (Central Songs, BM)	12	72	60	MY MAN/GENERATION GAP Jeannie C. Riley, Plantation 65 (Cedarwood, BM)/Shelby Singleton, (BM)	3
36	37	THE TEARS ON LINCOLN'S FACE Tommy Cash, Epic 5-10673 (Gallop, BM)	6	73	—	COME SUNDOWN Bobby Bare, Mercury 73148 (Combine, BM)	1
37	29	GONE GIRL Tommy & Glaser Brothers, MGM 14169 (Lack, BM)	10	74	—	SHOWING HIS DOLLAR Webb Pierce, Decca 32762 (Tuesday, BM)	1
				75	75	WHEN I'M NOT LOOKING Liz Anderson, RCA Victor 47-9924 (Greenback, BM)	2

Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 12/28/79

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	THE JOHNNY CASH SHOW Columbia KC 30100	7
2	2	FOR THE GOOD TIMES Ray Price, Columbia C 30160	17
3	3	THE FIRST LADY Tammy Wynette, Epic E 30213	10
4	8	A TRIBUTE TO THE BEST DAMN FIDDLE PLAYER IN THE WORLD (Or My Salute to Bob Wills) Merle Haggard, Capitol ST 638	3
5	5	15 YEARS AGO Conway Twitty, Decca DL 75248	4
6	6	#1 Sonny James, Capitol ST 629	5
7	7	GOODTIME ALBUM Glen Campbell, Capitol SR 492	13
8	9	SNOWBIRD Anna Murray, Capitol ST 579	13
9	4	FIGHTIN' SIDE OF ME Merle Haggard, Capitol ST 451	22
10	10	HELLO DARLIN' Conway Twitty, Decca DL 75209	27
11	13	CHARLEY PRIDE'S 10th ALBUM RCA Victor LSP 4307	23
12	16	I WOULDN'T LIVE IN NEW YORK CITY Buck Owens & His Buckaroos, Capitol ST 628	5
13	11	DOWN HOMERS Danny Davis & the Nashville Brass, RCA Victor LSP 4424	8
14	12	LIVE AT THE INTERNATIONAL, LAS VEGAS Jerry Lee Lewis, Mercury SR 61278	17
15	15	I NEVER PICKED COTTON Roy Clark, Dot DLP 25980	20
16	17	ME & JERRY Chet Atkins & Jerry Reed, RCA Victor LSP 4396	12
17	19	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	61
18	21	BEST OF DOLLY PARTON RCA Victor LSP 4449	4
19	24	BEST OF GEORGE JONES Musicor MS 3191	10
20	14	THE WORLD OF JOHNNY CASH Columbia GP 29	30
21	20	OKIE FROM MUSKOGEE Merle Haggard, Capitol ST 384	49
22	22	SKIDROW JOE—DOWN IN THE ALLEY Porter Wagoner, RCA Victor LSP 4386	5
23	26	BEST OF JERRY LEE LEWIS Smash SRS 67131	35
24	18	ONCE MORE Porter Wagoner & Dolly Parton, RCA Victor LSP 4388	17
25	23	SINGER OF SAD SONGS Waylon Jennings, RCA Victor LSP 4418	5
26	27	LORETTA LYNN WRITES 'EM AND SINGS 'EM Decca DL 75198	25
27	44	I WALK THE LINE Soundtrack/Johnny Cash, Columbia S 30297	2
28	25	TAMMY WYNETTE'S GREATEST HITS Epic BN 28486	69
29	29	THIS IS EDDY ARNOLD RCA Victor VSP-6032	8
30	—	THAT'S THE WAY IT IS Elvis Presley, RCA Victor LSP 4445	1
31	—	ROSE GARDEN Lynn Anderson, Columbia C 30411	1
32	30	A TRIP IN THE COUNTRY Roger Miller, Mercury SR 61297	11
33	31	ALL MY HARD TIMES Ray Drusky, Mercury SR 61206	5
34	37	GREAT WHITE HORSE Buck Owens & Susan Raye, Capitol ST 558	11
35	28	MY WOMAN, MY WOMAN, MY WIFE Merry Robbins, Columbia CS 9978	31
36	38	ON STAGE—FEBRUARY 1970 Elvis Presley, RCA Victor LSP 4367	26
37	34	LIFE TO LEGEND Hank Williams, MGM SE 480	3
38	36	JUST PLAIN CHARLEY Charley Pride, RCA Victor LSP 4290	45
39	41	GEORGIA SUNSHINE Jerry Reed, RCA Victor LSP 4381	14
40	42	THIS IS CHET ATKINS RCA Victor VPS-6030	3
41	35	BEAUCOUPS OF BLUES Kings Starr, Apple SNA5 3068	5
42	33	WONDERS OF THE WINE David Houston, Epic BN 30108	16
43	—	LOOK AT MINE Jody Miller, Epic E 30382	1
44	—	THIS IS FLOYD CRAMER RCA Victor VPS-6031	1
45	43	WORLD OF TAMMY WYNETTE Epic BN 303	29

Country Music

Nashville Scene

* Continued from page 37

album. . . . Bob Edgar has signed with Rhea Records of Atascadero, Calif., at a gathering in Salt Lake City. . . . Anne Christine, back in Miami Beach from a series of interviews in Nashville, has some strong potential and even stronger leads. . . . The "Johnny Cash Show" is moving around. The company has taped segments of the Grand Ole Opry, and part of the Buck Owens Toys for Tots Show at Bakersfield. . . . Hit writer Ben Peters has moved into a new location, Route No. 2, Brentwood, Tenn. . . . Johnny Western has completed a week at the Horseshoe, in Toronto, and opens in Las Vegas on Christmas Eve for the fourth consecutive year. He's the headline holiday attraction at the Golden Nugget. . . . Kelso Herston moved back into the Woodland Studios to produce a session for Len Tanner of MGM. Ernie Winfrey did the engineering. . . . Woodland also has been the scene of sessions for Neil Blunt, an artist for F & S, for Vick Akers, with Stop, with Gordon Lightfoot for Warner Bros., and Steve Singleton for the Opposite Sex. . . . Lee MacKenzie is the latest addition to the announcing staff at KRAK, Sacramento. . . . Freddy Carr of Jamboree USA Records in Wheeling is getting strong air play with his first record. . . . Sonny James, in his latest LP, has two of the old Peer-Southern standards, "You Are My Sunshine" and "Born to Lose."

Knoxville's Jerry Brock, of Sugarhill Records, will guest on the Jim Hensley TV show this weekend. . . . Newcomer Dave Hall has been signed by RCA Victor. Independent producer Russ Allison said the next release will be in January. . . . The LeGarde Twins of Doi have signed with Mutual of Omaha for TV commercial work, according to their personal manager, Jack Roberts. After Christmas in their native Australia, the twins fly back to this continent to open at the Winnipeg Inn in Manitoba Jan. 4. . . . Alan's new release, out of Bakersfield, is called "Looking Out My Back Door." . . . The Hagers, Jim and John, also have a new one, titled "Loony Caboose." . . . Bob Milsap, chief announcer at WENO Radio here, has instituted a series of public service announcements on the station to help limit the purchase of bootleg tape cartridges and cassettes. The announcements warn the consumer of the inferior quality of the tapes and the "no guarantee" policy of the bootleggers. . . . Dorothy Kuhlman of WHOO, Orlando, has been appointed to the Florida Symphony Committee of the local Ad Club.

David Rogers is negotiating the possibilities of co-hosting a TV show originating in Nashville. . . . Mega's Bobby Harden drove to Pittsburgh to join others in WEEP's celebration upon becoming a 50,000-watt country giant. . . . Here's an unusual combination. Country talent Crisly Lane appeared with Bob Crosby and His Bobcats, a 12-piece orchestra, at the National Guard Armory in Danville, Ill., and performed before a sellout crowd of more than 4,000. She is on the Brave label. . . . The Music City Singers, appearing with Danny Davis and the Nashville Brass, is a talented group. Two of them were recent vocalists on a Henry Mancini album. A third member, John Darvall, is a guitarist for the "Johnny Cash TV Show." The two girls sing regularly on film syndications, etc. . . . The Morris Brothers, recently signed by Key Talent, have cut their first session. . . . Tom T. Hall and Bobby Bare return to Canada in January for more CBS television.

Family Problems by Ira Allen is no problem it's a family success

capitol record no. 6074



Performers Management:
403 Chester Avenue
Bakersfield, California 93301
(805) 323-1101

Image International, 1970 ©

we've broken a record. again. again. again.

**We'll help you break records
in your market.
Take out a personal subscription to
Billboard, today!**

Billboard, I'm ready to break records.

- 1 year \$30 (52 issues)
 2 years \$50 (104 issues)
 3 years \$60 (156 issues)

Please enter my subscription for the term checked below.
 payment enclosed bill me later

NAME

ADDRESS

CITY

STATE

ZIP

NATURE OF BUSINESS

Billboard

2160 Patterson Street, Cincinnati, Ohio 45214

Again. Billboard is the leading paper of the international music-record industry. Paid circulation now totals 33,142², breaking last year's record for the same 3 months period by 2.631.

It figures.

When you're first to give members of the industry exclusive editorials and features, first-hand reports (and scoops), insights into trends—and foresights, authoritative charts, and analyses... when you're first to help members of the industry break records of their own,

then they help you break records, too!

© June 1970 Publisher's Statement as filed with ABC. Subject to audit.

Coin Machine World

1970's Big Stories

By EARL PAIGE & GEORGE KNEMEYER

More 2 for 25¢ Jukebox Play

Two for a quarter pricing made big inroads into the jukebox industry in 1970. Cities such as Chicago, Philadelphia, Minneapolis and Cleveland have at least half the jukeboxes on two for a quarter play, with the change coming rapidly. Smaller cities and places on the West Coast are slowly moving toward a higher price, with nearly everyone agreeing that it is just a matter of time before nearly all jukeboxes will be two for a quarter play.

Jukebox Assn Activity Grows

The past year saw much jukebox business organization activity on the state level with new indications that separate music and vending associations may work more closely or possibly merge. A merger of the music and vending groups in Florida was seriously considered. In Kansas, two associations worked on legislation. In Minnesota, the jukebox and vending groups utilize the same counsel. Entirely new jukebox organizations formed, too.

Giant MOA Despite Problems

The Music Operators of America (MOA) Show in October drew a record 2,355 people. This was an increase of over 300 from last year. The annual talent show did not run smoothly, and possible changes in format will be discussed at the March Nashville MOA Board meeting. Johnny Cash and Creedence Clearwater Revival were co-artists of the year, a first for MOA. "Raindrops Keep Falling on My Head," by B.J. Thomas received Record of the Year. The record company award was not given due to insufficient response. The possibility of a nominating committee for picking record of the year and an overhaul of the awards procedure will be discussed in March.

Widespread Probes and Bans

Jukebox operator organizations and the operation of gambling type games drew increased attention from legal authorities and lawmakers both in America and Europe. Early in 1970, a federal grand jury indicted the Kansas City Music Operators and Illinois filed an anti-trust suit against the Chicago organizations. The industry in Louisiana came under concentrated attack with the seizure of over 2,000 games in that state and Mississippi one of the results. New guidelines on gambling games caused controversy in England and Finland.

Weekly Checks Boost Disk \$

Jukebox operators are now buying an average of 285 records per visit to a one-stop. This figure represents a 40 percent increase over the previous year. Operators are also servicing about 50 percent of the locations every week instead of the usual every other week. The more frequent servicing results from an effort to cut down on sizable losses due to break-ins and the swing to pricing songs at two for a quarter play.

(Continued on page 44)



TAKING OVER the reins at Mammoth Amusement Co. in Montgomery, W. Va. is John Oliver, left, who intends to place emphasis on music programming. His father, E. M. "Mitch" Oliver, is steadily dissociating himself from day-to-day business operations in order to enjoy life a little more.

Young Jukebox Operators Push Better Programming

By RAY BRACK

MONTGOMERY, W. Va.—One safe generalization about the newest generation of jukebox operators is that it places greater emphasis on record programming.

While their fathers and grandfathers had their roots in the games side of the business, these

Jukebox Co.'s Plan Tourney

By BEN OLLMAN

LAKE GENEVA, Wis.—Jukebox operator Kenneth Seaver is confident that a pool tournament can be organized in the area "sometime in January." Purpose of the event is

(Continued on page 44)

Barmaids Big Help to Jukebox Programmers

By SARA LANE

MIAMI — "Barmaids are particularly influential in buying records for lounge jukeboxes, according to Fred Berk, program supervisor at Mar Tab Vending Company here. A jukebox programmer at Mar Tab for the past eight years, he said: "A barmaid can promote or kill a machine, and a really good one can double the take on the box."

He went on to explain that the barmaids are usually young and hip; totally aware of what's happening in today's music. "She influences her boss and the customers and can be a tremendous asset in making money for the box."

While each of the 12 collectors servicing 1,500 machines among them does listen to various radio stations in the area and also consults Billboard's trade charts, he is most influenced by the barmaids and the two one-stops the company utilizes — Florida Music and BUDISCO.

"One-stops do a lot of work for programmers," Berk said. "They have to listen to every new recording and make the decision whether or not to buy. They have to select a certain number of rock tunes, so many blues and so on. By the time our collector gets there, the one-stop has narrowed down the field and all he has to do is make his selection."

Mar Tab execs had thought (Continued on page 44)



FRED BERK, programmer at Mar Tab Vending, Miami.

New Equipment



Bally—Target Game

Target Zero, a new missile target game, gives the players an easier chance to hit the scoring target so they do not get discouraged and walk away. This helps increase the chances for continued play by the same person. The standout targets on the game are easy to spot and follow; the new Bally radar target tracker helps the player zero in on each upcoming target instead of shooting blindly in the general direction of a target; and the players stepping up to Target Zero get the feeling of a jet bomber, with the sensation of speeding motion across three-dimensional terrain, lit by black light. The players can guide missiles to strategic targets, actually changing the course in mid-flight.

MOA: 'Receipt Dip May Curb Long Singles'

CHICAGO — Music Operators of America (MOA), the national organization of jukebox operators, will take no official position on the subject of overly long singles until a careful study of all aspects is made.

(Continued on page 42)

SET GER. SHOW

BERLIN — The second International Coin Machine Exhibition IMA '71 will be held at the Kongresshalle here Sept. 7-9, next year with the second evening set aside as the German Coin Machine Day. An international trade seminar is also possible.

Public relations and advertising will be handled by ZOA, the operators' association, D 334 Wolfenbuttel, Herman Lons Weg 6.

Intl Jukebox Survey

By DAVID ELFICK

AUSTRALIA

SYDNEY, Australia—The jukebox, with a wide selection of music coupled with quality reproduction equipment, has become an integral part of the local hotel lounges, coffee shops and small restaurants as well as in the milk bars and hamburger stalls where they originated.

Three general categories of programs are used: Conservative and older style records, including many continental records catering to Australia's large migrant population; younger style music of the ballad type, i.e., Tom Jones and top 40 rock records.

The most common type of jukebox holds around 100 records. Seven or eight records are changed either weekly or every two weeks. Programming depends on the area and the category of the records, but each machine has a popularity meter which gives the best indication if a record should be retained.

The biggest programming problem is obtaining new stocks of ever popular singles. Most of these are put onto albums so that when the jukebox copies of the singles are worn out no new singles are available to replenish stocks. The problem is mostly overcome by importation of special jukebox stocks of these singles from America. A similar availability problem did exist with stocks of Continental Records but recently this situation has been eased by the local production of many Continental favorites.

Records are purchased through normal distribution channels. A license fee is payable to APRA (the Australian Performing Rights Association) by the location owner but for convenience the manufacturer pays it in a lump sum each year and includes the cost in the normal charges. The same system is used for monies payable to the recording companies for playing the recordings without giving the usual contra plays.

Playing costs vary depending on the location of the machine.

(Continued on page 44)

CHICAGO COIN'S NEW

GAYETY

6-PLAYER PUCK BOWLER
with Dazzling New
"FUTURISTIC CABINET"



15c PLAY—
2 for 25c
(Adjustable to 10c
and 35c Play)

- NEW WIDER FORMICA PLAYFIELD
- 6 WAYS TO PLAY
- FASTER PLAY

Also In Production: MOTORCYCLE

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.
1723 W. DUNSTON BLVD., CHICAGO, ILLINOIS 60640

MOA Studies Long Singles

• Continued from page 41

according to Fred Granger, executive vice-president. The current business slump, however, may spur label reactions, he indicated.

"The subject of long singles will definitely be brought up at our March board meeting in Nashville. We feel that this is a subject that must be thoroughly studied from several angles before MOA takes any position—if we take one at all," he said.

Granger would like to sound out record company producers and artists as well. "This is essentially a communication problem between creative people and business people. Naturally, from a strict business standpoint, some operators would like to see as many singles as possible near three-minutes in time length.

"I think it is good, however, that a dialog is commencing. The subject could develop into a controversial one that could make a very good seminar topic at our 1971 convention."

As for the effects of the business slump, Granger said receipts from jukebox collections "are definitely down—in many areas. I'm hearing complaints from members I would never expect to complain.

"If business continues to soften, the smaller labels that do cater to the jukebox singles market, may want to ensure that their product has every chance of selling—they may listen to the long singles complaint.

"Jukebox operators, even in a business slump, must continue to buy records. Locations expect new records each time a jukebox is serviced. With this point in mind, the record companies may take a harder look at the already substantial jukebox singles market."

Young Operators

• Continued from page 41

Oliver, who at 21 is steadily assuming more management chores in his father's highly successful firm, Mammoth Amusement Co.

Improved record programming, young Oliver said in a recent interview, is his paramount concern.

"I am taking over much of the programming myself," John said. "I believe in programming records to suit the public, not our location customers. That's one thing that really bugs me. A location will call in and say put on 10 hillbilly records. But it turns out that the only people who play the hillbilly songs are the waitresses—they've hired from up some hollow. This really switches the customers off—and they in effect switch the jukebox off.

"I'm checking these locations out—researching them—and trying to pick records myself to balance them out."

A large state college, West Virginia Tech, is located here. Much of Mammoth's jukebox clientele is college students. And Oliver points out that in the typical hip college stop the programming of hillbilly tunes frequently pulls in "straights" who pick fights with the college kids.

As it develops, skillful record programming could help the
(Continued on page 44)

What's Playing?

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

Arlington Heights, Ill.; Young Adult Location

Wayne Hesch,
programmer,
A.H.
Entertainers



Current releases:
"Candido," Down, Bell 908;
"I Think I Love You," Partridge Family, Bell 910;
"Montego Bay," Bobby Bloom, MCM 157.
Oldies:
"Misty," Johnny Mathis;
"Raindrops Keep Fallin' on My Head," B.J. Thomas.

Brooklyn; Adult Location

Al Denver,
operator;
Martin
Herbstam,
programmer;
Lincoln
Vending Corp.



Current releases:
"Knock Three Times," Down, Bell 938;
"I Think I Love You," Partridge Family, Bell 910;
"He Ain't Heavy, He's My Brother," Neil Diamond, Uni 55264.

Buckhannon, W. Va.; Country Location

M.L. Hayhurst,
operator;
Noel Harold,
programmer;
Central W. Va.
Vending



Current releases:
"All I Have to Offer You," Charley Pride, RCA Victor 447-0167;
"Hello Darlin'," Conway Twitty, Decca 32661;
"Good Year for Roses," George Jones, Musicor 1425.

Cadillac, Mich.; Country Location

Bill Bryan,
programmer,
Bryan Bros.
Music Co.



Current releases:
"Rose Garden," Lynn Anderson, Columbia 4-43252;
"Morning," Jim Ed Brown, RCA Victor 47-90999;
"Cool Miner's Daughter," Loretta Lynn, Decca 32749.

Chattanooga, Tenn.; Teen Location

Lloyd Smalley,
programmer,
Chattanooga
Coin
Machine Co.



Current releases:
"Knock Three Times," Down, Bell 938;
"My Sweet Lord," George Harrison, Apple 2995;
"Montego Bay," Bobby Bloom, MCM 157.

Haddonfield, N.J.; Soul Location

Diane Kent,
programmer,
Cannon Coin
Machine Co.



Current releases:
"Play to the Piper," Chairman of the Board, Invictus 5081;
"River Deep, Mountain High," Supremes and Four Tops, Motown 1173;
"Big Legged Woman," Inez Tibbert, Warren 106.

Jackson, Miss.; Soul Location

Windham
Caughman,
programmer,
Capitol Music



Current releases:
"Precious Precious," Jackie Moore, Atlantic 2581;
"Sweet Woman's Love," Geater David, House of Orange 2401;
"Tracks of My Tears," Gladys Knight and the Pips, Soul 3508.

Jefferson City, Mo.; Country Location

Lloyd Grice,
programmer,
United
Distributors



Current releases:
"Room 333," Ben Watson & Hard Times, Capert;
"Poodle," Marty Robbin, Columbia 4-45273;
"Raisin' in My Heart," Hank Williams Jr., MCM 14194.
Oldies:
"All I Have to Offer Is Me," Charley Pride;
"Cryin' Time," Buck Owens.

Milwaukee; Adult Location

Jim Martin,
programmer,
Mitchell
Novelty Co.



Current releases:
"It's Impossible," Perry Como, RCA Victor 74-0387;
"Rose Garden," Lynn Anderson, Columbia 4-45252;
"Stoney End," Barbara Streisand, Columbia 4-45236.

Milwaukee; Teen Location

Cliff Cotrell,
programmer,
Mitchell
Novelty Co.



Current releases:
"My Sweet Lord," George Harrison, Apple 2995;
"After Midnight," Eric Clapton, Atco 6784;
"Knock Three Times," Down, Bell 938.

BUY
Bally
SPACE FLIGHT
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

KING'S One Stop service for all BULK VENDING MACHINE OPERATORS

MERCHANDISE—Leaf ball gum, wrapped gum, charms, fending capsules, gamed candies, lusk & vacuum packed nuts, ball point pens, combs, 15 ml, 5c package gum, 5c & 10c vending pack candy bars.

SUPPLIES—Empty capsules V-Y1-V2, coin weighing scales, counters & wrappers, stamp folders, decals, route cards, padlocks, spray paints, machine cleaners & lubricants, paper tops for hot bud venders & hot beverages.

EQUIPMENT—All Northwestern bulk venders, cast iron stands, wall brackets, sanitary & stamp venders, new & reconditioned bulk venders of all kinds, parts for all bulk venders.



DEPENDABLE FAST SERVICE, LOWEST PRICES FROM LARGEST INVENTORY IN THE U.S.

Send for prices and illustrated literature.

Mail this coupon for details and prices on the Northwestern SCREW SIXTY illustrated. Vends gum, charms. Also ask for information on other Northwestern machines.

NAME _____ TITLE _____
COMPANY _____
ADDRESS _____
CITY _____ STATE _____ ZIP _____
Fill in coupon, clip and mail to:

T. J. KING & COMPANY INC.
2700 W. Lake St. Chicago, Ill. 60612
Phone: (312) 533-3303

Ets. RENE PIERRE Automatic Coin Games Mfr. B.P. 338, 71 Chalon-Sur-Saone, France

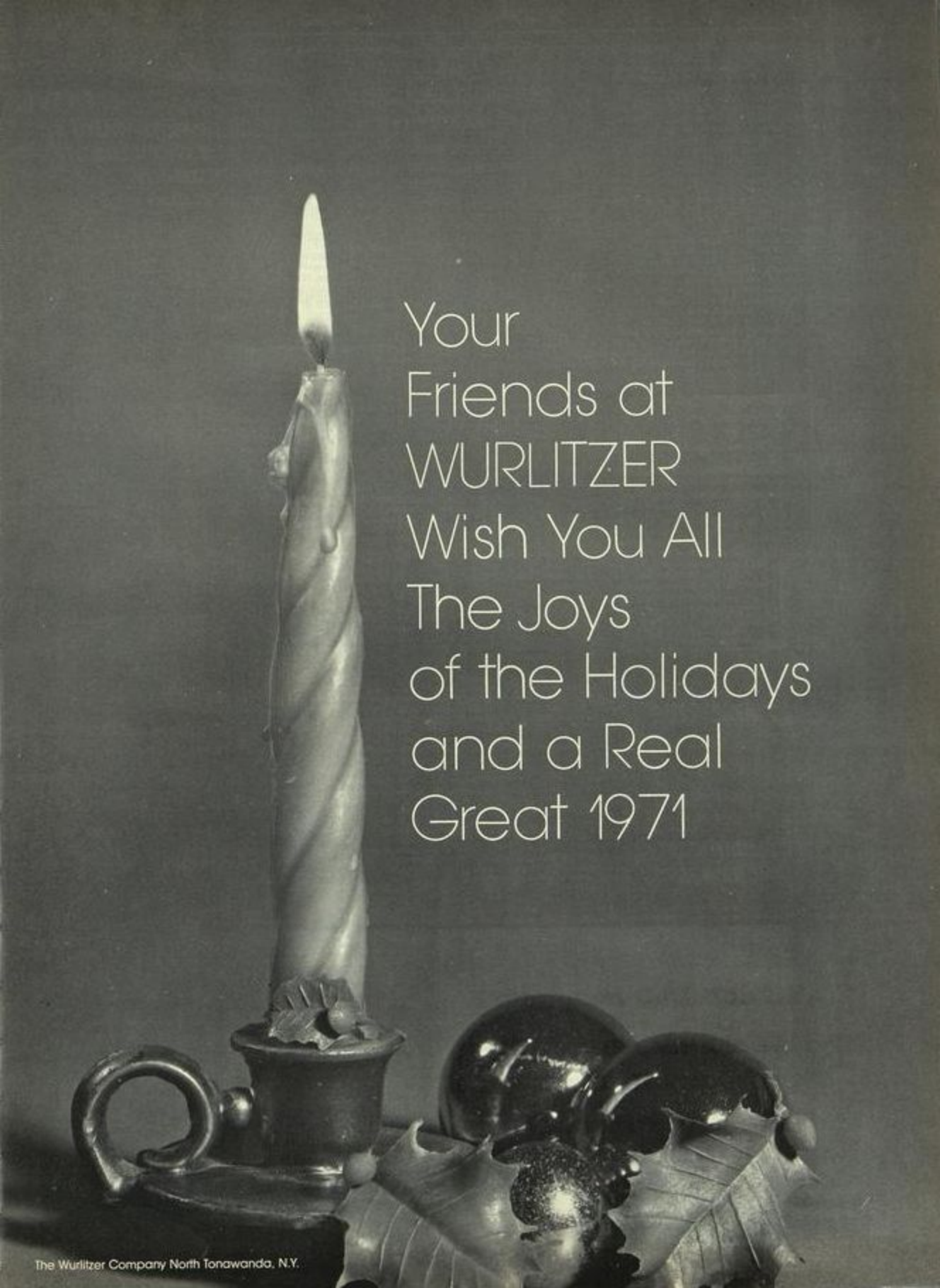


FOOT-BALL DERBY

Competition Non coin games also Lux Export available

CHARLES RAYMOND & CO., INC.
381 Park Ave. South
New York, N. Y. 10016

Exclusive representative for USA & Canada
Call: (212) MU 9-0547

A black and white photograph of a lit candle in a decorative holder, surrounded by Christmas ornaments and holly leaves. The candle is tall and twisted, with a bright flame at the top. The holder is ornate with a curved handle. In the foreground, there are several Christmas ornaments, including a large dark one and a smaller one with a star, along with holly leaves and berries.

Your
Friends at
WURLITZER
Wish You All
The Joys
of the Holidays
and a Real
Great 1971

Crowbar LP to Get Daffodil And Paramount Releases

TORONTO—The debut Crowbar album will be released in Canada by Daffodil and in the U.S. by Paramount on Jan. 15.

The LP, "Bad Manors (Crowbar's Golden Hits, Volume 1)," is titled after the century-old farmhouse located near Hamilton, Ont., where the group lives. After the Guess Who, Crowbar is Canada's top rock concert act.

Frank Davies, vice president of Daffodil, said that the album comprises mainly original material, which is to be published by Free-wheeled Music, affiliated with CAPAC.

Crowbar members include Kelly

Jay, the Ghetto, Rheel Lanthier, Sonnie Bernardi, Roly Greenway and Jozef Chirowski. Chirowski joined the group recently as an organ and piano player and singer.

Davies said that Capitol, which distributes Daffodil, is setting up a massive promotion push for the Crowbar album.

The group was also featured on a recent album by the veteran Canadian blues artist, the King Biscuit Boy. The LP is "Official Music."

3 Stations Join On Library LP

TORONTO—Three radio stations—CKOC Hamilton, CKCK Regina and CKRC Winnipeg, all operated by Armadale Communications Ltd.—have joined forces to produce an album for the Canadian Talent Library.

Entitled "The Way We Hear It," the album was cut at Century 21 Studios in Winnipeg and was produced by CKCK staff member, Howard Green.

The album features three vocalists—Jim Roberts, Pat Steel and Ken Fisher. Arrangements are by Vern Bell and Dave Shaw.

People Disk Back to MLS After Action

TORONTO—GRT's Everyday People single of "You Make Me Wonder" has been resubmitted to the Maple Leaf System following extensive regional action.

The single was rejected by the MLS a month ago, but chartings have been so numerous at other stations that the Chairman of the System agreed to re-review the single.

Everyday People are produced by Terry Brown and Doug Riley of Doctor Music. The company is negotiating U.S. rights for the group.

Canada Executive Turntable

Mervin Scharf has been appointed to the newly created post of advertising/promotion and public relations manager of the Record Club of Canada, a division of Records Unlimited Co. Ltd. Scharf was recently account supervisor with Goods, Goldberg, Soren Ltd., who handle the Record Club of Canada account. Completely Canadian owned and operated, the Record Club of Canada has been in the mail order business for five years, and has 225,000 members.

Gregorash Gets Big Polydor Push

MONTREAL—When Polydor believes in an act, they go all the way.

Latest artist to receive the Polydor red carpet treatment is Winnipeg's Joey Gregorash, who is making national chart noise with his second single, "Tomorrow Tomorrow."

Polydor promotion execs accompanied Gregorash on a recent cross-country promotion tour, and the trip is starting to bring results. The single has been picked up for U.S. release by MGM and Polydor is now preparing Gregorash's first album. The 20-year-old singer has a television show in Winnipeg.

Little David Distrib In Canada to GRT

TORONTO—GRT of Canada has obtained Canadian distribution rights to the Little David label.

First release is the Flip Wilson Show album, which also features David Frost as special guest.

The label also plans a single by singer Geraldine and plans another Flip Wilson album. GRT has put a special push on the Wilson album at rock stations.

Barabash Is Planning A Move to Toronto

EDMONTON—In four years, Don Barabash has built up a retail musical instruments—group management—booking—band promotion business that employs 70 people and one of his instrument stores in Edmonton alone grosses over \$1 million annually. He also has two other Edmonton stores and branches in Vancouver, Calgary and Winnipeg.

His company, Harmony Kids (named after a family band in which Barabash played drums; at the time, he was the youngest musician's Union member in North America), is the Canadian distributor of the Ampeg (amplifiers) and Accoustic (guitars) lines. Harmony Kids unrelated investments include a car dealership and a furniture company.

Now Barabash is setting his sights on the East. He is contemplating adding Toronto to his list of branches.

Barabash started out in the music business in 1967, when he opened the Harmony Kids instrument store in Winnipeg. It wasn't a particularly great success so he moved back to Edmonton late in the year.

He took over the company from his father when it was \$130,000 in the red. In the next year, a 400% increase in sales put the Harmony Kids back into black.

TORONTO

A huge uproar greeted news of the formation of CIRPA, the Canadian Independent Record Producers' Association, and its announced plans to fight radio station involvement in record production.

The CRIC is understood to have invited a CIRPA delegation to visit Ottawa for discussions on this controversial issue.

With local content legislation due to take effect in four weeks, there has not exactly been a rash of Canadian hit singles on the country's radio. . . . The last Canadian hit was the Bells' "Fly Little White Dove Fly," the B side of which was published by CHUM Ltd.

James Taylor and Carole King sold out at Massey Hall. . . . Mashmakhan in Toronto cutting new single. . . . CKLW reported to have added Gordon Lightfoot's "If You Could Read My Mind" single to its playlist. . . . The light-foot album "Sundown Young Stranger," has now sold in excess of 100,000 units in the U.S., according to Al Mair of Early Morning Productions.

Rolling Stone magazine this issue printed yet another account of the infamous Toronto Peace Festival. . . . Next Chilliwack single likely to be "Everyday" from the current album. . . . Newest tip sheet out of Montreal is Contempo '71, which features a French Canadian section. . . . The Canadian Forces Network station in Baden, West Germany, is to program material from the Canadian Talent Library.

Although the MLS rejected the Christmas single, "Don't Give It Away," the group's album, "Heritage" (which does not feature the single), is reported to be receiving heavy national exposure on both AM and FM rock outlets. . . . Strong initial reaction to the third Tuesday single, "Sally Bumper" by Houston. . . . The Cycle's "Walking Along" has been the subject of several European distribution offers. . . . Another new quality act is the McDonald-Carrier Freeway, named after the super highway linking Windsor-Detroit with Montreal. Group's first single is "We Can Make It Together."

Dianne Baillie of CBC's weekly rock show, Action Set, was injured slightly in a two-accident last week. . . . Ottawa's Meadow have a new single on Quality, "Fighting Today (Must Be a Better World)."

Shel Safran's second release on his new Freedom label is "Girl in Green" by Good Grief. . . . Polydor to release the second Bells album this week. The Bells' single moves into the CHUM Top 10 this week.

Ampeg John Dee Driscoll pushing a new Allan Nichols single, "Coming Apart." Nichols, who stars in the New York production of "Hair," is originally from Montreal. . . . London has released a Gene MacLellan composition, "Put Your Hand in the

AHED Deal With Framus

TORONTO—Phil Anderson, president of AHED Music Corp., has signed an exclusive agreement to distribute Framus guitars, one of Europe's leading instrument manufacturers.

Anderson also named Kenneth R. McKeown, controller of the AHED group. The label has also signed a new artist, John Lovesin, and Bay Music Co., an AHED subsidiary, is 50 percent publisher of Lucretia Mac Evil, the David Clayton-Thomas song on Blood, Sweat and Tears 3.

From The Music Capitals of the World

Hand" by Dana Vallery. Gene was the writer of the million-selling "Snow Bird." . . . Frank Davies reports immediate rock station acceptance of Daffodil's first contemporary classical album, "Sinfonias" by Waldo De Los Rios and orchestra. A single from the album, "Ode to Joy," has gained several playlists.

RITCHIE YORKE

JOHANNESBURG

German singer Udo Jurgens arrived here Dec. 2 for a month-long tour. Jurgens will be playing all the main centers. . . . A successful 50-hour non-stop entertainment scene was held over at the Out of Town Club, near here. EMI progressive groups Otis Waygood and Freedom's Children played to packed houses. . . . EMI artist Pino Mancini returned from a 45-day South American visit to promote his LP's via TV appearances and night club spots in Rio de Janeiro and Lima.

Local group RCA artists Four Jacks and a Jill who were successful in the U.S. through live appearances and a single "Master Jack" in 1968 returned from a short tour of Europe. Their show, "Melody Laugh-in," opened here Dec. 7 and in February the show leaves for Australia. The group will be appearing at the Perth and Adelaide Festivals and then they move on to New Zealand, the Philippines, Hong Kong and Tokyo.

PETER FELDMAN

HAMBURG

Juergen Marcus (Teldec) has been invited to star in a show with his band, for the TV station in Rome. . . . Teldec has been talking of a new Rock Boom since Elvis Presley's TV shows have been seen on German TV. To mark the occasion, Teldec had reissued the LPs "On Stage," "Portrait in Music," "Almost in love," "Christmas album" and "Let's Be Friends." For days retailers were completely sold out of Presley recordings. So far, discussions concerning a European tour by Presley next year have not been settled—particularly the question of venues and fee. . . . Paola returned from Rio with an invitation to do a 30-minute show for Brazilian TV which, according to Teldec, has been sold already to five South American countries.

Teldec told the press of the boycotting of Continental concerts by Fleetwood Mac and the Rolling Stones' Mick Jagger, because of juvenile rickys who won't pay entrance fees. . . . Teldec is giving big promotion to "Jesus Christ—Superstar." Two singles from the LP—"Heaven on their minds" and "Superstar"—have also been released. . . . Composer Ernst Krenek has been awarded the Spohr Prize, given by the city of

(Continued on page 48)

ONDA NUEVA 1st WORLD FESTIVAL
 *the new music from the new world

ADDRESS: RADIO CARACAS TELEVISION - CARACAS VENEZUELA



IF YOU WANT **A HIT** THIS IS WHERE IT'S AT



DEEP FEELING

VANITY FARE

MR. BLOE

ELTON JOHN

**BIRDS OF
A FEATHER**

TROGGS

JADE

**PHILLIP
GOODHAND-TAIT**

JAMES HOUSE
71-75
NEW OXFORD ST.
LONDON WC1A 1DP
ENGLAND
Telephone: 01-836 4864 (5 lines)
Cables: DEJAMUS LONDON WC1
Telex: 27135

**1971
ANOTHER
SUCCESS
YEAR FOR...**

THE WORLD WIDE
ORGANISATION OF
**DICK JAMES
MUSIC LIMITED**

REPRESENTATIVE FOR U.S.A., CANADA, MEXICO & THE PHILIPPINES
DAVID ROSNER, 1780 BROADWAY, SUITE 1201, N.Y.10019, NEW YORK



why so happy ?

the show business world
is waiting for him at :

MIDEM

THE ONLY WORLDWIDE MARKET FOR THE POP MUSIC INDUSTRY
CANNES - PALAIS DES FESTIVALS ET DES CONGRÈS
17/22 JANUARY 1971



international representatives : X. ROY - R. BENARROSH

42, av. Sainte-Foy, 92 - Neuilly - France - Tél. 624.10.61 13.98 22.08 25.68 42.31 722.36.12

R. WATKINS

26 Fairlawn Av. Berkeley Kent (Grande Bretagne) - Tél. 01.330.8130

Dr. G. MOTTA

via larve 8.20 15g - Milano - Italie - Tél. 68.86.199 via Sicilia 138.00.187 - Roma - Tél. 46.9204

Meet at the Midem

NEW YORK OFFICE : 250 W. 57th ST. SUITE 1103 - NEW YORK - N. Y. 10019 - TEL. (212) 4891360 TELEX 235 309

for information : MIDEM - 42, av. Sainte-Foy, 92 - Neuilly - France - Tél. : 624.10.61 13.98 22.08 25.68 42.31 / 722.36.12

SAVE RUNNING AROUND THE WORLD, DO ALL YOUR BUSINESS IN 6 DAYS IN SUNNY CANNES

Supremes & Four Tops "River Deep, Mountain High"

A magnificent single from the Magnificent 7 (M-1173)

The Magnificent 7 (MS-717)



Contains the single "River Deep, Mountain High"



take off from work and get down to business ...with pleasure

IMIC-3 MONTREUX, SWITZERLAND JUNE 6-12, 1971

announcing the Third International Music Industry Conference. The most significant opportunity for businessmen from all over the world, all phases of the industry, to meet, discuss, exchange views, learn, prepare for developments, help each other and enjoy.

In only two years, IMIC has established itself as the world-wide communication seminar for individuals involved in the international music business—records, publishing, personal management, law, performing arts, mechanical licensing and performing rights societies, radio, TV, audio-video technology. In 1969, 600 music men participated in the first international music industry conference on Paradise Island, Bahamas. The second conference in Palma, Mallorca drew 200 registrants. IMIC has become a vital element in the successful workings of the international music industry. Over 1,200 participants are expected to convene in Montreux, Switzerland for IMIC 3 in June. Register now.

THE BUSINESS

Program Format and Speech Translations. Sessions will be held every morning 0900-200, Monday through Friday. Speeches in the plenary sessions will be translated into English, French, German, Italian and Spanish.

Company and Association Meetings. IMIC affords organizations an excellent opportunity to hold special meetings with executives from principal countries, with licensees and sub-publishers, associations and other companies. After the stimulation of the morning conference sessions, the afternoons are a perfect time to hold company meetings and seminars. Complimentary rooms will be provided for any of these meetings. Secretarial help as well as audiovisual equipment is available. Write: Meeting Coordinator, IMIC 3, Suite 900, 300 Madison Avenue, N.Y., N.Y. 10017.

Registration Fees. Because of the growing attendance at IMIC conferences, participants should register early.

Special pre-registration fee: If you take advantage of this first announcement of the IMIC 3 conference and register NOW, the fee for the entire conference is \$210 per person. The fee includes attendance at all sessions, opening cocktail party, closing dinner dance and all work materials. (It does not include hotel rooms.) A check made out to the International Music Industry Conference should accompany registrations. Please use the coupon below or send the requested information on your letterhead. A check made out to the International Music Industry Conference should accompany registrations. Regular fee: \$235 per person. Effective after January 1.

THE PLEASURE

Hotels. Early registrants have their choice. IMIC 3 registrants will enjoy accommodations at the five leading hotels of Montreux: Eurotel, Excelsior, Swiss, National and Palace. A special rate has been arranged for

the Music Industry Week from Sunday night, June 6th, until Saturday, June 12th. A limited number of suites and singles rooms are available. Hotel and room choices will be allotted on a first-come basis. Meals can be included at your option. The IMIC 3 Conference Office in Montreux will write each registrant to determine individual needs.

Ladies Invited. Last year, 250 women attended. Different tours are available each morning. In addition, IMIC 3 will have an opening cocktail reception on Sunday evening and closing dinner dance on Friday night. Registration fee: \$30 per person. This registration fee does not include the women's attendance at the conference sessions.

Travel and Transfer Arrangements. SWISS-AIR will be jetting you to IMIC 3. Registrants traveling by plane will be contacted by Swissair and offered the services of their worldwide organization. Special schedules have been arranged for IMIC 3 registrants to facilitate travel. Buses from the Geneva Airport to Montreux have also been set up specifically for IMIC registrants.



ADVANCED REGISTRATION FORM. FOR BUSINESS AND PLEASURE

The Third Annual International Music Industry Conference.
Sponsored by Billboard, Record Retailer and Discografia Internazionale.
Advanced Registration Fee: \$210 (\$87—1s.) per person, \$235 (\$97—2s.) after January 1, 1971.

Fee includes attendance at all sessions, work materials. It does not include hotel accommodations. Please make your check payable to the International Music Industry Conference. Check must accompany your registration.

If check is in dollars, send to:
International Music Industry
Conference — Ninth Floor
300 Madison Avenue
New York, New York 10017

If check is in sterling, send to:
International Music Industry
Conference — Record Retailer
7 Carnaby Street
London, W.1, England

Please register the following people to attend the IMIC. Check is enclosed for all registrants. Additional names can be sent in a separate letter. PLEASE PRINT THE FOLLOWING INFORMATION.

Name of Each Registrant	Title	Address
_____	_____	_____
_____	_____	_____
_____	_____	_____
Your Name and Title	_____	_____
Full Address	_____	Company
Wife's name	_____	_____

Please enclose \$30. for each woman registered.

BEST BETS FOR CHRISTMAS

Below is a list of the best-selling LP's and best-selling singles to date. As the sales of Christmas product increases so too will the number of best-selling Christmas LP's and singles reported in this special chart—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. This chart has 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 ALBUM—Jackson 5, Motown MS 713
2. ELVIS' CHRISTMAS ALBUM—Elvis Presley, RCA Camden CAL 2428
3. GIVE ME YOUR LOVE FOR CHRISTMAS—Johnny Mathis, Columbia CS 9923
4. JIM NABORS' CHRISTMAS ALBUM—Columbia CS 9531
5. THE CHRISTMAS SONG—Nat King Cole, Capitol SW 1967
6. CHRISTMAS ALBUM—Bobby Sherman, Intromedia MD 1038
7. THE TEMPTATIONS' CHRISTMAS CARD—Gordy GS 951
8. HANDEL: MESSIAH—Mormon Tabernacle Choir (Condie)/Philadelphia Orch. (Ormandy), Columbia ML 5899 (M); MS 6058 (S)
9. CHRISTMAS ALBUM—Andy Williams, Columbia CS 8887
10. CHRISTMAS ALBUM—Perry Como, RCA Victor LSP 4016
11. MERRY CHRISTMAS—Bing Crosby, Decca DL 78128
12. HENRY MANCINI CHRISTMAS—Henry Mancini, RCA Victor LSP 3612
13. LITTLE DRUMMER BOY—Harry Simeone Chorale, 20th Century-Fox 3100
14. CHRISTMAS ALBUM—Dean Martin, Reprise RS 5222
15. A CHRISTMAS ALBUM—Barbra Streisand, Columbia CS 9557
16. CHRISTMAS IN MY HOME TOWN—Charley Pride, RCA Victor LSP 4406
17. CHARLES BROWN SINGS CHRISTMAS SONGS—King 775
18. SOUL CHRISTMAS—Various Artists, Atco SD 33-269
19. WE YUST GO NUTS AT CHRISTMAS—Stan & Doug Borgenson, Golden Crest Records
20. THE JOYS OF CHRISTMAS—Mormon Tabernacle Choir—New York Philharmonic Orch. (Bernstein), Columbia ML 5899 (M); MS 6499 (S)
21. ALL I WANT FOR CHRISTMAS—Jackie Gleason, Capitol STBB 346
22. CHRISTMAS ALBUM—Herb Alpert & the Tijuana Brass, A&M SP 4166

Compiled by the Billboard Music Popularity Chart Department for Issue Dated 12/26/70

23. THAT CHRISTMAS FEELING—Glen Campbell, Capitol ST 2978
24. A CHRISTMAS FESTIVAL—Arthur Fiedler & the Boston Pops, Polydor 24-5004
25. CHRISTMAS WITH DANNY DAVIS & THE NASHVILLE BRASS—RCA Victor LSP 4377
26. MERRY CHRISTMAS HO HO HO—Lou Rawls, Capitol ST 2790
27. PEACE ON EARTH—Various Artists, Capitol STBB 585
28. CHRISTMAS ALBUM—Paul Mauriat, Philips PHS 600-255
29. HERE WE COME A-CAROLING—Ray Conniff & the Singers, Columbia GP 3
30. CHRISTMAS WITH TAMMY—Tammy Wynette, Epic E 30343
31. MERRY CHRISTMAS—Andy Williams, Columbia CS 9220
32. CHRISTMAS SPIRIT—Johnny Cash, Columbia CS 8317
33. ORIGINAL TV CAST—The Littlest Angel, Mercury SRM 1-603
34. A MERRY "HEE HAW" CHRISTMAS—Buck Owens & His Buckaroos, Capitol STBB 486
35. THE SEASON FOR MIRACLES—Smokey Robinson & the Miracles, Tamla TS 307
36. FOR CHRISTMAS THIS YEAR—Lettermen, Capitol ST 2587
37. SOUNDTRACK: SCROOGE—Columbia S 30258
38. MERRY CHRISTMAS—Supremes, Motown MS 638

CHRISTMAS SINGLES

Pos. TITLE—Artist, Label & Number

1. MERRY CHRISTMAS DARLING—Carpenters, A&M 1236
2. SANTA CLAUS IS COMING TO TOWN/CHRISTMAS WON'T BE THE SAME THIS YEAR—Jackson 5, Motown 1174
3. LITTLE DRUMMER BOY—Harry Simeone Chorale, 20th Century-Fox 429
4. BLUE CHRISTMAS—Elvis Presley, RCA Victor 447-0647
5. WHITE CHRISTMAS—Bing Crosby, Decca 23778
6. PLEASE COME HOME FOR CHRISTMAS—Charles Brown, King 5405
7. CHRISTMAS GOOSE—Stan & Doug Borgenson, Golden Crest
8. SILVER BELLS—Earl Grant, Decca 25703
9. JINGLE BELL ROCK—Bobby Helms, Certron 10021/Decca 30513/Kapp 719
10. THE CHRISTMAS SONG—Nat King Cole, Capitol 3561
11. CHRISTMAS IN MY HOME TOWN—Charley Pride, RCA Victor 47-9933
12. RUDOLPH THE RED-NOSED REINDEER—Temptations, Gordy 7082

Phony Buyers Stage New 'Hit'—Move Attacks to New Areas

CHICAGO — Police here have apprehended at least two suspects who posed as regular customers at record-tape wholesale outlets. The current rash of phony buyers is described as the worst in several years and several wholesalers are convinced that the thieves either work within the industry or have access to Billboard's charts and information about wholesale procedures often detailed in routine stories.

The first series of incidents in early November resulted in losses at Summit Distributors and London Distributors when a total of 1,300 LP's were taken (Billboard, Nov. 7). Since then, the thieves have contacted Roberts Distributors in St. Louis, and, according to some distributors, may be expanding further.

It is understood that police know some of the retail outlets where stolen merchandise is being sold.

A person posing as someone at Gallego Distributors here,

used the name of this firm on at least three occasions—at United Distributors and MS Distributors here and at Roberts. "I can't understand why they use our name, except that they must know we normally order large quantities," John Gallego said.

Ernest Leaner, United president, said police grabbed a man at his firm, picking up 1,200 copies of "Woodstock." Leaner has been notified to appear in court Jan. 3.

Leaner said: "I'm amazed that no one told me of the earlier incidents—we should be communicating."

Seymour Greenspan said: "I'll take blame for not calling Ernest, we did call all the distributors in this area."

Police staked out Capitol Distributors after being alerted and apprehending another man leaving with 800 LP's, according to Jerry Hughes. This time, the order was given in the name of Polk Bros.

Gold Awards

Jim Nabors has achieved a gold record for his holiday LP, "Jim Nabors Christmas Album," on the Columbia label.

Columbia Records' "Super Session" album has been certified for a gold record award. The LP features Mike Bloomfield, Stephen Stills and Al Kooper.

King Anti-Drug Single Issued

NASHVILLE—King Records is shipping a public service disk on James Brown's war against drugs. One side of the single is titled PSA-1 and features a 35-second message from James Brown; the other side features a 28-second message from Bobby Byrd.

Janus Promo On 4 New LP's

NEW YORK—An extensive promotion campaign has been launched by Janus Records to back its four new albums by artists Harvey Mandel, Potliquo, Teegarden and Van Winkle and Andy Robinson.

Janus has made several direct mailings to air personalities, rack jobbers, one stops

and to all sales and promotion men in the field. Full-page advertisements have been run in consumer publications and have been reprinted and included in the mailings. Selected advertising, in conjunction with personal appearances of the artists where possible, is being placed on FM stations and local music publications.



JOHN LENNON, left, Yoko Ono, and Pete Bennett, director of promotion for Apple Records and Abkco Industries, display the new Lennon and Ono LP's to be released this week by Apple.



Fantasy Junket Bows Creedence's 'Pendulum'

BERKELEY, Calif. — Fantasy Records and Creedence Clearwater Revival introduced their new album, "Pendulum" via a \$60,000 weekend junket for over 200 press people and guests from all over the U.S. Also shown was a television special, "In Concert: Creedence Clearwater Revival," shot by National General TV.

The affair was the first major exploitation program for Fantasy Records, who move into new executive offices and studio complex at 10th Street and Parker. The label has been operating in Oakland for the past three years, since president Saul Zaentz and several distributors took over control of the company from its first owners, the Weiss Brothers.

Zaentz announced that in two and a half years of existence, Creedence Clearwater Revival had sold \$81 million in singles, albums and tapes.

McClellan Bill Against Pirates

• Continued from page 1

ized duplication of recordings is causing irreparable injury to the record industry, performers, and the public.

"It may, therefore, be desirable for the Congress to act on this issue independently of the general revision bill."

The Senator said, "The bill which I am introducing today, seeks to combat record piracy by establishing a limited copyright in sound recordings. Alternative remedies such as a criminal statute, may also have merit. The subcommittee can review this matter further in the 92d Congress."

"In the meantime any individual having views on this subject should address their comments to the subcommittee."

The original Senate revision bill S. 543 included a provision giving limited copyright to sound recordings by banning unauthorized duplication. The senator made no mention in his statements of the later proposal to give performing rights to recordings.

Opryland Release

• Continued from page 37

Waugh in setting up the organization.

Under the terms of the agreement, Capitol will produce and distribute the product. Keener has offices in the Capitol building here.

"I plan to study the sounds of the different studios," he said, "and determine what sounds best to me. Then we'll make a decision as to where we'll record." Capitol does not have studio facilities here, but utilizes several of the custom houses.

Keener said he would gradually build a roster to about 10 in the first year. "They probably will be equally divided between male and female singers," he said, "but a great deal will depend upon the talent available."

Keener also will sign writers for the publishing companies.

He said that the initial advance orders on the "Pendulum" album were over one million units, which qualified it as an RIAA platinum album. RIAA accountants were completing a one-shot audit of Creedence product, he said, and a promotion budget of \$250,000 had been set aside for the album.

Showing the TV film, filmed at an Oakland concert, at the California Theater, with an invited 1,000-strong young audience, Mal Klein of National General revealed that the film had not yet been sold for TV screening.

He said the company had been trying for a sponsor since January. Creedence, producer, composer and lead singer John Fogerty said: "People in the television industry are afraid of the film. That's the feedback I've gotten. Sponsors are afraid of such things as kids waving the peace sign at us and Pepsi bottles being swept off the floor."

Object of the Creedence Clearwater weekend was to give the group a "clear image" with young people, said Fogerty.

Bantam Books will publish a full length biography of the group, "Inside Creedence" by John Hollowell on Jan. 22, it was announced. First printing will be 400,000 copies.

ITA Meets With Nixon Aide on Trade Problems

WASHINGTON—In a continuing effort to establish meaningful standards, reduce piracy and generally raise the level of consumer confidence in the tape industry, key executives of the International Tape Association (ITA) met in closed door sessions here (Dec. 14) with Mrs. Virginia Knauer of the President's Office of Consumer Affairs, and her assistant Mrs. Elizabeth Hansforth.

Although details of the meeting were not disclosed, Larry Finley, the Association's executive director, said a lot of important ground was covered, and the way has been paved for further meaningful talks on the industry's problem areas. Sitting in with Finley on the discussion was M. Warren Troob, the ITA's legal counsel.

In an earlier meeting called by the ITA in New York, top executives of a number of record companies with tape product, met at the offices of Elektra Records to explore the problems of copyright infringements and ways and means of controlling the situation.

The attending traders included Bob Kornheiser, Atlantic Records; Lou Dennis, Warner Bros./Reprise; Mel Posner, Elektra; Jimmy Tyrell, Buddha Records; Enoch Light, Project 3, and Hans Langfelder, Requet Records. Decisions on the problems raised were deferred until discussions with the office of Consumer Affairs were concluded.

Meanwhile, the ITA's membership has been pushed to 79 with the admission of three additional tape companies. New

FRIESEN LETTER ON BURDON

LOS ANGELES—Gil Friesen, A&M Records vice president, has issued the following statement regarding Eric Burdon, as requested by the artist's attorneys:

"Pursuant to a request by Eric Burdon through his attorney, I hereby retract the statement made by me and quoted in the Nov. 14 issue of Billboard that 'witness . . . Eric Burdon . . . has been known to openly advocate taking drugs . . . and I apologize for any concern said statement may have caused Mr. Burdon.'"

Lang, Grafton Form Label

NEW YORK—Michael Lang and Marvin Grafton have formed Just Sunshine Records, which will be operated in conjunction with the marketing group of Paramount under an agreement between Famous Music Corp., parent company of Paramount Records, and Lang and Grafton.

Lang, a producer of the Woodstock Festival, and Grafton, prominent in the publishing and distribution of underground publications, have centered Just Sunshine in Woodstock, N.Y.

Just Sunshine's grounds have house rehearsal halls, living quarters, and facilities for building a studio complex.

Trendsetter Winners Set

• Continued from page 1

Webber (writers of "Jesus Christ, Superstar"), B.B. King, the Band, FCC Commissioner Nicholas Johnson, U.K. singer Cliff Richard, country singer Merle Haggard, the Carpenters, Muddy Waters, James Taylor,

Zuban Mehta, Guess Who, the NET television program "Same Street."

Air personality Tom Campbell, radio station executive James Gabbert, Italian singer-publisher Lucio Battisti, RCA, Irwin Tarr and Oscar Kusisto of Motorola.



GUESS WHO



ZUBAN MEHTA



NICHOLAS JOHNSON

(Photo: World Wide)



RAY DOLBY



JAMES TAYLOR

Pub Named ATV Kirshner -Heath to Head U.K. Division

NEW YORK — The new music publishing operation set up by the Associated Television Corp. and the Kirshner Entertainment Corp. will be known as ATV Kirshner Music. Geoffrey Heath has been appointed managing director of ATV Kirshner Music Ltd., the U.K. end of the company. Len Beadle will remain as general manager of the U.K. operation. The company's worldwide publishing activities will begin immediately.

The new company will include Welbeck Music, Ltd., Beckwell Music, Don Kirshner Music, Inc., Kcc Music, Inc., and the management of Maclen Music. Maclen Music owns the publishing rights to the John Lennon and Paul McCartney copyrights in the U.S. and Canada. Included in the Maclen catalog are such Beatles hits as "Yesterday," "Michelle," "Let It Be" and over 200 other Lennon-McCartney songs.

ATV controls ATV Network

Limited, England's commercial TV network, owns the London Palladium and 20 other theatres and also owns Pye Records which was responsible for over 10 percent of all the record production in Great Britain last year.

Quality & Promotion

• Continued from page 14

alarm and urges customers to install speakers either in glove compartments or under seats.

The partners also push rear deck speaker installations. "We like two speakers under the dashboard and two in the rear deck," McClelland said. "Those that insist on door installations forget that the speaker takes beating in that position."

Rather than install inexpensive speakers (list for \$1.95) Capitol Service offers a 4 1/2 inch round speaker at \$3.95 instead of a piece of junk," McClelland said.

Chairmen Of The Board. In Session

A New Album
Featuring the Hit Single
"Pay to the Piper".

Holland/Dozier/Holland Prod., Inc.
Available from Capitol Records

chairmen of the board in session

SKAO-7304

Pay to the Piper
Everything's Tuesday
Patches
I Can't Find Myself

Chairmen Of The Board
Pay To The Piper
Bless You

9081

Invictus Is Dynamic



The Creative Corporation



HAPPY XMAS