

Talent In Action

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well beyond Los Angeles, New York, Nashville and Memphis. And cities like Boston, often associated with a limited number of idioms in the past, are nurturing their own talent.

Swallow, a formidable electric band highlighted by a sturdy rhythm section and a four-piece horn section, joins J. Geils in exploding the Boston Folkie Myth. And while Boston's solo performers continue to develop, the presence of another electric band is definitely character building.

No, Swallow does not move along the now familiar rails of electrified brass bands. It's a different ride, recalling Butterfield's interim bands in its use of brass accents that are closer to Memphis than just about anything else.

The band's frontman is George Leh, a blind vocalist with a startling rasp in his throat that bristles with tension and gives further credence to the band's blues orientation. Leh's vocals are contrasted against the more conventionally rock-derived vocal work of Parker Wheeler, himself a more than able student of the mouth harp.

The band itself is largely centered on the energy of leader and bassist Vern Miller Jr., who bobs and dips convincingly while lacing his lines through the bottom of the arrangements. Miller has been working on developing this band for quite some time, and the progress they've made since recording their first Warner Bros. album is apparent.

There are still rough edges to this band, and Leh's vocals sometimes lean dangerously close to self-indulgence. But the over-all promise is decidedly there, particularly in view of their choice of style.

SAM SUTHERLAND

Arthur Fulmer

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Edmundson pointed out that with the exception of the low end models, a 12 month warranty covers parts and labor.

Home Line

In home equipment, new units include the 871 at \$119.95 with 8-track and AM/FM stereo receiver rated 3 watts and a similar model 881 at \$139.95 with a rating of 10-watts. The 874 is still another 8-track unit without radio at \$79.95 and a deck (model 780) is offered at \$44.95. Soon to be introduced is a 4-channel home unit at \$139.95.

Two new 8-track portables are being offered too. The 767 with AM/FM stereo lists at \$119.95 and the companion without radio (model 763) lists at \$69.95. Edmundson noted the relatively higher price of the 767 as indicating the emphasis that is being put on quality in portables. He said he realized dealers have pointed out that portables result in a disproportionate number of service problems. "We are also offering a 6-month warranty on parts and labor, which I feel is probably unusual with portables. The usual warranty is 90 days."

The company still has a monaural 8-track portable in the line, model 750 at \$29.95, which Edmundson claims is a "fantastic seller." Model 750 and Model 753 (an 8-track with AM only at \$39.95) will both be re-styled soon.

Arthur Fulmer is also expanding its line of automotive speakers and will offer nine models, still another reflection of the company's broadening products line.

JULY 29, 1972, BILLBOARD

Album Reviews

ACTION Records

NATIONAL BREAKOUTS

SINGLES

THE GUITAR MAN . . . Bread, Elektra 45803 (Screen Gems-Columbia, BMI)

ALBUMS

CHICAGO . . . Chicago V, Columbia KC 31102
EMERSON LAKE & PALMER . . . Trilogy, Cotillion SD 9903
CHER . . . Foxy Lady, Kapp KRS 5514 (MCA)
THREE DOG NIGHT . . . Seven Separate Fools, Dunhill DSD 50118

REGIONAL BREAKOUTS

SINGLES

SUMMER SUN . . . Jamestown Massacre, Warner Bros. 7603 (Nine Mile, BMI) (CHICAGO)

ALBUMS

There Are No Regional Breakouts This Week.

Bubbling Under The HOT 100

101. BREAKING UP IS HARD TO DO Heaven Bound with Tony Scotti, MGM 14412
102. MY MAN IS A SWEET MAN . . . Millie Jackson, Spring 127 (Polydor)
103. SLIPPIN' INTO DARKNESS . . . Ramsey Lewis Trio, Columbia 4-45634
104. (They Long To Be) CLOSE TO YOU . . . Jerry Butler Featuring Brenda Lee Eager, Mercury 73301
105. SATURDAY IN THE PARK . . . Chicago, Columbia 4-45657
106. I AM WOMAN . . . Helen Reddy, Capitol 3350
107. A SUNDAY KIND OF LOVE . . . Lenny Welch, Atco 6894
108. CIRCUS . . . Mike Quatro, Evolution 1062 (Stereo Dimension)
109. BIG HURT . . . Vikki Carr, Columbia 4-45622
110. MARCELLA . . . Beach Boys, Reprise 1101
111. WHAT A WONDERFUL THING WE HAVE . . . Fabulous Rhinestones, Just Sunshine 500 (Famous)
112. I'M UP AND LEAVING . . . Manfred Mann, Polydor 14130
113. JESEBEL . . . English Congregation, Signpost 70004 (Atlantic)
114. GERONIMO'S CADILLAC . . . Michael Murphy, A&M 4358

Bubbling Under The TOP LPs

201. MOONGLOWS . . . Return Of The Moonglows, RCA LSP 4722
202. LAURA LEE . . . Two Sides of, Hot Wax HA 714 (Buddah)
203. GROUNDHOGS . . . Who Will Save The World?, United Artists UAS 5570
204. SMALL FACES . . . Early Faces, Pride PRD 0001 (MGM)

Spotlight on Tape

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stock other units ranging in price up to \$120. In components, Musicland has its own line of speakers, cabinets and turntables but also handles Voice of Music, Peerless, Masterworks, Sony and Symphonica.

"Again in components, we try to gird for all types of customers," the Kansas City district manager points out. "We stock two lines of automotive cassette players and this is a category that we're noting is slowly picking up steam. In 4-channel, we now stock on the Craig line. For the present we don't install automotive units, simply suggesting to buyers names of several firms who perform this detail."

A typical selection on the "electronic wall" covers a choice of twelve different types of speakers priced, in progressive order, from \$18.88 to \$64.88.

Ad Policy

The advertising budget six months ago favored newspaper advertising by about 90 to 10. It is

now running about 50-50 radio and newspaper. In the Kansas City market regular spots appear on WHB, KUDL and KBey-FM. Announcements kick off with a catchy jingle which intones "Come to the Land of Music, Come to Musicland." Most spots contain mention of several new items to project the idea that the stores are first with the new stuff. For example, a recent announcement featured a new Carpenter and a new Alice Cooper release.

The stores function under a manager, assistant manager and second assistant manager. Most staffers have musical backgrounds. Royce Nies is himself a onetime professional musician. Most stores have a maximum of five employees.

Supplier for the three Musicland stores in Kansas City and others in the Missouri-Kansas, and Nebraska area is J. L. Marsh, in Kansas City. Other Marsh warehouses are located in Des Moines, Denver, Dallas, St. Louis, Atlanta and Miami.

SPECIAL MERIT PICKS

POPULAR

STEVE YOUNG—Seven Bridges Road. Reprise MS 2081

Superb LP from Steve Young. With very much of a country flavor, this album and the songs therein should bring much attention and praise to Young. Highlights include "Come Sit By My Side," "Many Rivers," and "I Begin to See Design." "Long Way to Hollywood" (written by Young) is a very strong cut. Top production work by Paul Tannen.

PETER THOM—United Artists UAS 5587

Thom's debut LP finds him an accomplished country-blues-folk guitarist and a prolific writer. Long a name figure in Canada, the singer weaves his way through the country "Letter to Jacksonville," the instrumental "Melvin the Elephant's Blues" and the love ballad, "Lullaby," with equal skill. There are lots of singer-song writers around, but one like Thom is always welcome.

4 STAR

ORIGINAL CAST ★★★★★

ORIGINAL CAST—Don't Bother Me, I Can't Cope. Polydor PD 6013

POPULAR ★★★★★

ROD MCKUEN—McKuen Conducts McKuen. Stanyan 9010

MATTHEW ELLIS—Warner Bros. BS 2610

DINAH WASHINGTON—Echoes of an Era/The Queen of the Blues. Roulette RE 117

COUNT BASIE—Echoes of an Era/The Best Of. Roulette RE 118

PAULETTE GALLON—A Tribute to Chevalier. Belier 100

BLUES ★★★★★

ARBEE STIDHAM—A Time for Blues. Mainstream MRL 360

CLASSICAL ★★★★★

COPLAND: PIANO SONATA/CAT & MOUSE/PASSACAGLIA/4 BLUES—Robert Silverman. Orion ORS 7280

JAZZ ★★★★★

DON SHIRLEY—Point of View. Atlantic SD 1605

CARMEN McRAE—In Person. Mainstream MRL 352

LEE KONITZ—Spirits. Milestone MSP 9038 (Audiofidelity)

MAYNARD FERGUSON—Dues. Mainstream MRL 359

DIZZY GILLESPIE—CHARLIE PARKER—JOHN COLTRANE—Echoes of an Era/The Best Of. Roulette RE 120

MAYNARD FERGUSON & HIS ORCHESTRA—Echoes of an Era/A Message from Newport/Newport Suite. Roulette RE 116

RELIGIOUS ★★★★★

HERITAGE SINGERS—Happy Side of Life. Chapel S 5205

HENRY AND HAZEL SLAUGHTER LIVE—Heart Warming R 3179

GOSPEL ★★★★★

HOWARD LEMON SINGERS—Message for Today. Gospel Truth GTS 2707 (Stax/Volt)

ALBUM REVIEWS

BB SPOTLIGHT



Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

SPECIAL MERIT

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

FOUR STARS

★ ★ ★ ★ Albums with sales potential within their category of music and possible chart items.



Dear FIND Dealers:

Since there has been some questions from our dealers regarding FIND's policy on returned product, please be advised that FIND does not offer any exchange privilege on items returned to FIND unless FIND has shipped an incorrect item or if the product has been damaged. You may, naturally, return these items to FIND and we will exchange same for correct and undamaged product. We do not credit any returned product to a dealer's account. Thus, when you return damaged or incorrect LP or tape to FIND, we will immediately ship back the correct or undamaged items to you.

Since FIND is a special order record and tape service, we consider all items ordered from us to be "sold" product and thus returned product for credit would not be in order as the customer has already purchased the LP or tape through you.

The new FIND supplements listing new product in FIND will be included in the Billboard coming out in the first issue of each month. These supplements will be cumulative each month until the new catalogs come out (in September, January and May) so that you will have a complete up-to-date new release information each month. Thus August will contain all of the new releases available thru FIND for the months of June and July and August.

The September issue of the new FIND Catalog has an added feature which should prove to be very helpful to all FIND Dealers. The catalog will contain a pocket in the back of the book in which you may keep your FIND Customer Order forms and new release supplements. This will enable you to keep all of the FIND material together for ordering purposes and also make the catalog easier to use for your customer.

The orders are building up heavier each week and FIND is still able to offer one day shipping service upon receipt of order to its dealers!

Bill Wanslow

FIND Service International
P.O. Box 775
Terre Haute, Indiana 47808
AC (812) 466-1282

and
FIND Service International
9000 Sunset, Suite 415
Los Angeles, California 90069
AC (213) 273-7040
Candy Tusken

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