

Dual Inventory Furrows Brows

Who/Where/When

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- PERSUASIONS** (Capitol): Main Point, Bryn Mawr, Pa., May 17-20; Cellar Door, Washington, D.C., May 21-26.
- SHAWN PHILLIPS** (A&M): Civic Auditorium, Santa Monica, Calif., May 18.
- WILSON PICKETT** (RCA): Hilton Lounge, Las Vegas, May 30-June 12.
- POINTER SISTERS** (Blue Thumb): Troubador, Los Angeles, May 15-19; Great American Music Hall, San Francisco, May 23-27; Keystone, Berkeley, May 29-31; Orphanage, San Francisco, June 1-3.
- BILLY PRESTON** (A&M): Constitution Hall, Washington, D.C., May 21; Civic Center, Providence, R.I., May 23; Arena, Pittsburgh, Pa., May 31; Coliseum, New Haven, Conn., June 1.
- KENNY PRICE** (RCA): Port Palace #1, Raleigh, N.C., May 13; Avons Club, Cleveland, Ohio, May 19; Valley View Park, Hellam, Pa., May 27.
- PROCTOR/BERGMAN** (Columbia): Miami, Fla., May 19.
- JEANNE PRUETT** (MCA): Bob-A-Link Ballroom, Post Lake, Wisc., May 25-26.
- BILL QUATEMAN** (Columbia): Quiet Knight, Chicago, May 30-June 3.
- QUICKSILVER** (Capitol): Commack Arena, Commack, N.Y., May 13.
- DEL REEVES** (United Artists): Leaman Field, Pennington Gap, Va., May 26; Charlotte 500, Charlotte, N.C., May 27-28.
- JERRY REED** (RCA): Sons of S. Orange, Greenville, S.C., May 25.
- LOU REED** (RCA): Youngstown, Ohio, May 13; Princeton, N.J., May 14; Forum-Capitol Hill, Harrisburg, Pa., May 19; Academy of Music, Philadelphia, Pa., May 20.
- MARTHA REEVES** (Gordy): Municipal Auditorium, Sheboygan, Wisc., May 26.
- LEA ROBERTS** (United Artists): Shara-Tahoe, Lake Tahoe, Nevada, May 28-June 22.
- PAT ROBERTS** (Dot): Eugene, Oregon, May 24-26; Spokane, Wash., May 31-June 2.
- ROCK & ROLL REVIVAL**: International Amphitheatre, Chicago, May 26; Omni, Atlanta, Ga., May 27; Madison Square Garden, N.Y., June 1.
- JAMEY RYAN**: Leaman Field, Pennington Gap, Va., May 26.
- WILLIAM ST. JAMES**: Quiet Knight, Chicago, May 30-June 3.
- EARL SCRUGGS** (Columbia): Cowtown, Kansas City, Mo., May 26; Oak Hill Park, Eureka Springs, Ark., May 27.
- DOC SEVERINSON** (RCA): Grand Fork, N.D., May 13.
- RED SIMPSON** (Capitol): Nashville Nevada Club, Reno, Nevada, May 13-14; Redding, Calif., May 15; Fairbanks, Alaska, May 16-17; Anchorage, Alaska, May 18-19; Ft. St. John, B.C., May 21-June 2.
- NANCY SINATRA** (RCA): Sahara, Las Vegas, May 15-28.
- SKYLARK** (Capitol): Uncle Sam's, Winston-Salem, N.C., May 20; Hilton Hotel, Pittsburgh, Pa., May 22; Six Flags Over Georgia, Atlanta, Ga., May 24.
- SLADE** (Polydor): Spectrum, Philadelphia, May 26.
- CAL SMITH** (MCA): The Longbranch Club, Wichita, Kansas, May 24-26.
- CARL SMITH** (Columbia): Brewer Auditorium, Brewer, Maine, May 26.
- O.C. SMITH** (Columbia): Tour of North Florida Army Bases, May 29-June 3.
- HANK SNOW** (RCA): Wheeling, W. Va., May 19; McCormack Place, Chicago, May 27.
- SONNY & CHER** (MCA): H.I.C. Arena, Honolulu, Hawaii, May 26.
- SONS OF CHAMPLIN** (Columbia): Des Moines, Iowa, May 23.
- BRUCE SPRINGSTEEN** (Columbia): Sports Arena, Toledo, Ohio, May 26; Coliseum, Fayetteville, N.C., May 30; Coliseum, Richmond, Va., May 31.

Canadian LP

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calls for photographs and biographical data on all artists, as well as a possible, short history of Canadian music. "Professionalism" is being stressed throughout the package production.

The College Market

Vickery is promoting college radio via the package by emphasizing the size and scope of both Canadian and U.S. college outlets. That approach further underscores the growth of college radio there during recent years, as revealed in recent efforts to create an ongoing association of Canadian college stations.

Despite the current delays, Vickery remains confident that the needed funds—roughly \$10,000—will be secured. Given the detail of the proposals, the documentary concept itself (which provides coherent, conceptual programming rather than just music), and the timing, which focuses on the opening of school when students are most interested in their radio station's new programming, Vickery is now concerned primarily with overcoming delays caused by the chains of command involved in negotiations with programming sources and potential sponsors.

MAY 19, 1973, BILLBOARD

- etteville, N.C., May 30; Coliseum, Richmond, Va., May 31.
- JAMES LEE STANLEY** (RCA): Minneapolis, Minn., May 16; Indianapolis, Ind., May 17; Columbus, Ohio, May 18; Pittsburgh, Pa., May 22; Buffalo, N.Y., May 23.
- STATUS QUO** (A&M): Coliseum, Corpus Christi, Texas, May 25; Coliseum, Odessa, Texas, May 26; Coliseum, El Paso, Texas, May 27; Bronco Bull, Dallas, May 29; Masonic Temple, Davenport, Iowa, May 31.
- STEELY DAN** (ABC): Tampa Stadium, Tampa, Fla., May 26; Braves Stadium, Atlanta, Ga., May 27.
- B.W. STEVENSON** (RCA): Festival, Kerrville, Texas, May 27.
- DON STEWART**: Palumbo's, Philadelphia, May 31.
- JOHN STEWART** (RCA): The Stables, East Lansing, Mich., May 21-23; Raven Gallery, Detroit, Mich., May 24-27; Olivers, Boston, May 29-June 3.
- STONEMANS**: Beltsville, Md., May 13; Hagerstown, Md., May 26.
- STRAWBS** (A&M): Hammond Civic Center, Hammond, Ind., May 15; London Arena, London, Ont., Canada, May 16; Hamilton Forum, Hamilton, Ont., Canada, May 17; Massey Hall, Toronto, Canada, May 18; Arena, Sudbury, Ont., Canada, May 19; Civic Center, Ottawa, Canada, May 20; Palais Des Sports, Sherbrooke, Quebec City, May 21; Pavillon de la Jeunesse, Quebec City, May 22; Winterland, San Francisco, May 24; Convention Center, Anaheim, Calif., May 25; Civic Theatre, San Diego, Calif., May 26.
- NAT STUCKEY** (RCA): St. Mobile, Laurel, Miss., May 19; Coliseum, Jackson, Tenn., May 26; Downtowner Motel, Albany, Ga., May 31.
- TEMPTATIONS** (Motown): Civic Center, Roanoke, Va., May 26; Richmond Coliseum, Richmond, Va., May 27; Civic Center, Baltimore, Md., May 28.
- SONNY TERRY & BROWNIE MCGHEE** (A&M): Riverboat, Toronto, Canada, May 15-27; Tour of England, June 1-24.
- RUFUS THOMAS** (Stax): Imperial Civic Center, St. Louis, Mo., May 20; Fox Theatre, Timpson, Texas, May 26.
- TERI THORNTON**: The Paradise Room, Reno, Sweeney, May 8-19.
- MEL TILLIS** (MGM): Division Theatre, Fort Stewart, Ga., May 27.
- ERNEST TUBB** (MCA): McCormack Place, Chicago, May 27; Church St. Gym, New Castle, Ind., May 27.
- TUFANO & GIAMMARESE** (A&M): The Bitter End, N.Y., May 23-28.
- CONWAY TWITTY** (MCA): Good Ole Nashville Music, Nashville, Tenn., May 23; Civic Auditorium, Hot Springs, Ark., May 25; Coliseum, Jackson, Tenn., May 26; Branson, Mo., May 27.
- UPRISING** (Rainbow): Full Tilt Boogie Ballroom, Monroe, Mich., May 19.
- LEROY VAN DYKE** (MCA): Hugo, Minn., May 26.
- TOWNES VAN ZANDT** (Poppy): Kerrville Folk Festival, Austin, Texas, May 27.
- PORTER WAGONER** (RCA): Grand Ole Opry, Nashville, Tenn., May 19; Shoal Creek CM Park, Lavonia, Ga., May 20; Armory, Beekley, W. Va., May 25; Lancaster, Pa., May 26; Lonesome Pines Speedway, Coburn, Va., May 30.
- LOUDON WAINWRIGHT III** (Columbia): Westchester County Center, White Plains, N.Y., May 26; Queen Elizabeth Hall, London, May 28.
- BILLY WALKER** (MGM): Opryland, Nashville, Tenn., May 19; Shrine Mosque, Peoria, Ill., May 20; Charleston, W. Va., May 26; Hutchinson, Kansas, May 31; Wichita, Kansas, June 1.
- CHARLIE WALKER** (RCA): Norfolk, Va., May 12-13; Ill. Country Opry, Petersburg, Ill., May 19; Coldwater Lake Inn, Weidman, Mich., May 20; Hawaii, May 25-June 2.
- WAR** (United Artist): Hofheinz Pavilion, Houston, Texas, May 26; Buffalo Memorial Auditorium, Buffalo, N.Y., May 31.
- DOC WATSON** (United Artists): Ozark Mountain Folkfair, Eureka Springs, Ark., May 27.
- WEATHER REPORT** (Columbia): Exit Inn, Nashville, Tenn., May 16-17.
- FREDDY WELLS** (Columbia): Nashville Music, Nashville, Tenn., May 31.
- KITTY WELLS/JOHNNY WRIGHT** (MCA): Madera, Calif., May 24; Napa, Calif., May 26; San Francisco, May 27.
- DOTTIE WEST** (RCA): Columbia, Tenn., May 19; Birmingham, Ala., May 24; Laurel, Miss., May 25; Parkers Lake, Ky., May 27.
- WILBURN BROTHERS** (MCA): Atlanta, Ga., May 26; Opryland USA, Nashville, Tenn., May 27.
- HANK WILLIAMS JR.** (MGM): Panther Hall, Fort Worth, Texas, May 26.
- NANCY WILSON** (Capitol): England, May 30-June 30.
- JOHNNY WINTER** (Columbia): Winterland, San Francisco, May 26-27; Palladium, Los Angeles, May 28; Coliseum, Denver, Colo., May 30.
- MAC WISEMAN** (RCA): Pete Pike's Farm, Amelia, Va., May 26-27.
- WISHBONE ASH** (MCA): Seattle, Wash., May 26; Portland, Oregon, May 27.
- BOBBY WOMACK** (United Artist): Danville City Auditorium, Danville, Va., May 13; Milwaukee Auditorium, Milwaukee, Wisc., May 18; Memphis, Tenn., May 19; City Auditorium, Birmingham, Ala., May 20; Independence Hall, Baton Rouge, La., May 21; Blackman Coliseum, Lafayette, La., May 22; City Park Stadium, New Orleans, La., May 23; Kiel Auditorium, St. Louis, Mo., May 25; Stanley Hotel, Estes Park, Colo., May 26; Auditorium Theatre, Chicago, May 27.
- STEVIE WONDER** (Motown): Benefit-Hollywood Palladium, Calif., May 19; HIC Arena, Honolulu, Hawaii, May 20; Sports Arena, Toledo, Ohio, May 26.
- XIT** (Motown): Indian Center, Denver, Colo., May 19; Wind River Reservation, Wyo., May 20-21.
- LED ZEPPELIN** (Atlantic): Salt Lake City, Utah, May 26; Los Angeles, Calif., May 30-31; San Francisco, June 1-2.

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mention was the fact that the label, either on purpose or inadvertently, took no chances. The LP jacket carried the designation "VPSX-6089 STEREO" and on the outside of the shrink wrap was a sticker that read: "Certified compatible stereo/4-channel recording. Designed for high performance on any stereo or discrete quadraphonic system."

Many record labels look at the double inventory idea as a "mess" and hope it doesn't become a widespread reality. At least three record company executives said that their decision (still pending) on which system to go for quadrasonic—SQ matrix, QS matrix or CD-4 discrete—will be based on "avoiding the double inventory problem."

Stan Kaven, vice president for CBS Records which developed and marketed the SQ matrix system and charges a dollar extra for quadrasonic albums, said: "All of us look forward to the day when there will be only one record. But, because of the extra costs involved in quadrasonic, there must be a two-step process."

Bob Kornheiser, vice president of tape sales for Atlantic Records, said WEA would stick with their double inventory and dollar higher price for quadrasonic, even though, at the same time, Dave Glew, vice president of sales for the label, wishfully hoped that the label could "go a different direction in the future."

Felt RCA Erred

RCA made a mistake, Kornheiser felt, "when they didn't raise the price on their quadrasonic record. There's certainly more justification for a price increase between stereo and quadrasonic than there was between monaural and stereo, because of the vastly increased costs." He pointed to the costs of tooling up for the different compound necessary for quadrasonic albums, and the increased costs in mixing the records. "He said some albums were costing \$20,000 to \$50,000 additionally in mixdown charges alone. "Thus, to charge the same price for a quadrasonic album as a stereo album is ridiculous. I can only surmise that

Uphold Right To Format Hearing

Continued from page 3

all need for diversity in programming; 2. the needs and tastes of the community should be ascertained and satisfied, and 3. the availability of the types of programming in the area should be considered when a citizens' group protests the loss of a "unique" type. The court was not convinced that these guidelines are being universally applied.

On legal and technical grounds, the court added that when a "factual dispute" is involved in a case concerning the public interest in a format, a hearing by the FCC is mandatory. In the WGLN-FM case, the FCC agreed without hearing the evidence, that the new owner needed to make the change in format to avoid financial loss. But the Citizens' Committee charged that WGLN-FM was at the time making money on the progressive rock and had raised its card rates accordingly. (The station had previously lost money on golden oldies and country music formats.)

On availability, the 11,000 petitioners claimed there was no other progressive rock station in the area, while the FCC attempted to answer this by stating that some of the progressive type of music would show up in Top Forty area station airplay. To this, the court said, "We deal here with format, not occasional duplications of selections." Also, it held "the presence or absence of an alternative source is a material issue," in cases of basic format change.

RCA wanted to establish quadrasonic in the market place and figured to come out ahead in the long run. But that type of thinking would be impractical for us. So, how do we avoid double inventory? Can anybody answer that? There's no way out of it." But even Kornheiser hoped that the double inventory situation could be phased out at the point "when it pays to put everything out in quadrasonic."

The one great factor in the whole double inventory situation, Kornheiser said, is that "the CD-4 discrete record is really compatible."

Field Staff Teaching

RCA, meanwhile, is hoping to be able to avoid a double inventory situation by a vast educational campaign and even now its 40 field representatives are visiting dealers to alert them to marketing procedures for the Quadrasonic—specifically, that it should be racked along with regular stereo albums as well as in special quadrasonic displays.

At the same time, several other labels are "on the fence" regarding quadrasonic records. CTI Records stepped down from the fence last week with the release in SQ matrix of its "Deodato" album. But Gil Friesen, vice president of administration for A&M Records, said, "It's premature to say that we're close to making a decision on which system to become involved in... whether Sansui or discrete. But the retailer is very concerned about having to stock a double inventory. That will be a factor in any decision we make."

In light of the troubles RCA is having at the dealer level with the confusion about quadrasonic versus stereo, Friesen said: "A pity, since they have the system that would eliminate all double inventory problems."

A&M Holds back

A&M has been holding back on two albums, one by Quincy Jones and another by Rick Whitman, pending a decision on quadrasonic. Earlier, the company had distributed a Carole King album on Ode Records in Sansui matrix quadrasonic and quadrasonic sales were 12,000, a rather small figure in comparison to the sales in stereo of the same album. Her "Tapestry" album, which wasn't in quadrasonic, sold around four million units, for example.

Vanguard Records reports that its quadrasonic product is beginning to grab on very strong on a one-to-one basis in classical music "and it's also catching on in the pop field. The SQ matrix system does everything we want. There may be confusion now about which system will win, but in the end it's got to be SQ," said Herb Corsack, vice president of sales and promotion.

Marvin Schlachter, head of Chess/Janus Records, said he was thinking increasingly of quadrasonic and had "examined both systems but are still sitting on the fence. We haven't felt the market strong enough yet to put any records out." But, at the very moment contacted, he was sitting with producer John Schroeder talking about quadrasonic and said that the firm which put out his tapes wanted to put out quadrasonic tape cartridges of Chess/Janus product.

Glew wanted to impress upon the industry the great need to "try not to get too excited or crazy" about quadrasonic. "recall the days when everyone flooded the market with 8-track cartridges and over-supplied the demand?"

Winter Group Gold

NEW YORK—The Edgar Winter Group has struck gold with their Epic album, "They Only Come Out at Night." The RIAA-certified album contains the hit single, "Frankenstein."

Billboard SPECIAL SURVEY for Week Ending 5/19/73

Billboard Best Selling Jazz LP's		
This Week	TITLE—Artist, Label & Number (Distributing Label)	Last Week
1	SECOND CRUSADE Crusaders, Blue Thumb BTS 7000 (Famous)	22
2	MORNING STAR Hubert Laws, CTI 6022	23
3	BLACK BYRD Donald Byrd, Blue Note BN LA047.F (United Artists)	24
4	SKY DIVE Freddie Hubbard, CTI 6018	25
5	PRELUDE/DEODATO Eumir Deodato, CTI 6021	26
6	SUNFLOWER Milt Jackson, CTI 6024	27
7	FUNKY SERENITY Ramsey Lewis, Columbia KC 32030	28
8	LIGHT AS A FEATHER Chick Corea, Polydor PD 5525	29
9	1st LIGHT Freddie Hubbard, CTI 6013	30
10	RED, BLACK & GREEN Roy Ayers, Polydor PD 5045	31
11	HANGIN' OUT Funk, Inc., Prestige PRS 10059	32
12	INNER CITY BLUES George Washington, Jr., Kudu 03 (CTI)	33
13	TALK TO THE PEOPLE Les McCann, Atlantic SD 1619	34
14	WHITE RABBIT George Benson, CTI 6015	35
15	SONGS FOR MY LADY McCoy Tyner, Milestone 9044 (Fantasy)	36
16	HERBIE HANCOCK SEXTANT Columbia, KC 32212	37
17	MOON GERMS Joe Farrell, CTI 6023	38
18	INSIDE II Paul Horn, Epic KE-31600 (Columbia)	39
19	RAMSEY LEWIS Upendo Ni Pamoja, Columbia CQ 31096	40
20	UNDER FIRE Gato Barbieri, Flying Dutchman FD 10156	
21	M.F. HORN II (M.F. HORN) Waynard Ferguson, Columbia KC 31709	
22	STRANGE FRUIT Billie Holiday, Atlantic SD 1614	
23	BILLIE HOLIDAY The Original Recordings, Columbia 2-32060	
24	LIVE AT THE LIGHTHOUSE Charles Earland, Prestige 10050 (Fantasy)	
25	MIZRAB Gabor Szabo, CTI 6026	
26	ON THE CORNER Miles Davis, Columbia KC 31906	
27	HUSH 'N THUNDER Yusef Lateef, Atlantic SD 1635	
28	WE GOT A GOOD THING GOING Hank Crawford, Kudu 08 (CTI)	
29	DIG THIS Bobbie Humphrey, Blue Note BLN 84421 (U.A.)	
30	SOPHISTICATED LOU Lou Donaldson, Blue Note BAN-LA024.F (U.A.)	
31	OH GIRL Young-Holt Unlimited, Atco 1634	
32	3 PIECES FOR BLUES BAND Siegfried Schwall, DGG 2530-309	
33	NEXT ALBUM Sonny Rollins, Milestone 9042 (Fantasy)	
34	YOU GOT SAHARA McCoy Tyner, Milestone 9039 (Fantasy)	
35	HURTWOOD EDGE Tim Weisberg, A&M SP 4352	
36	ALL THE KING'S HORSES Grover Washington, Jr., Kudu KU-07 (CTI)	
37	THE BILLIE HOLIDAY STORY Billie Holiday, Decca DSX 7161 (MCA)	
38	EVOLUTION OF MANN Herbie Mann, Atlantic 2-300	
39	ALONE AGAIN (Naturally) Ester Phillips, Kudu KU-09 (CTI)	
40	CHERRY Shelley Turrentine with Milt Jackson, CTI 6017	

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