

Starday/King 1st 1/4 Net Hits \$250,000

ASHVILLE — The Starday/King complex, which includes record and publishing divisions, has reported new earnings over the \$250,000 mark for the first quarter of 1969, continuing the trend started in the last quarter of 1968 when the firm was acquired by Lin Broadcasting. Sales of James Brown singles and album was responsible for major part of the bright financial picture.

Alignment of the Starday/King executive staff has been completed. Don Pierce and Hal Neely are functioning as presidents of the firm, with Pierce heading the Nashville office, the Starday label and all publishing interests, both domestic and foreign, and Neely heading the Cincinnati office, King Records, and the manufacturing plant and studios in both Cincinnati and Nashville.

Col. Jim Wilson and Henry Glover have been designated vice presidents of the firm. Wilson, assisted by Lynn Raults and Tina Drake, handles marketing for Starday/King. Glover, in charge of the firm's New York office, is active in A&R, sales, promotion and publishing.

Bob Harris has been named comptroller, handling accounting functions out of the Cincinnati office. Buddy Scott, in New York, is national R&B promotion director, while Charlie Dick, in Nashville, is national C&W promotion director. Louie Innis has been named general manager of the firm's publishing operation, now headquartered in Nashville.



COWSILLS WEAR GOLDEN 'HAIR': MGM recording group, the Cowsills, accept their RIAA-certified gold record award for their million-selling single, "Hair," from MGM Pictures president Louis Polk. Shown at the golden occasion are (l. to r.): Lenny Scheer, director of marketing; Benjamin Melniker, executive vice president of MGM; Tom White, director of business affairs for MGM Records; the Cowsill family; and Sy Lesser, president of MGM Records.

Reynolds Solos

DALLAS — Evan Reynolds, most recently national promo manager with Brook Records, has opened his own indie promotion office. Working out of Dallas, Reynolds will be covering the southwest (Houston, Dallas, Oklahoma City & Tulsa). Reynolds, who also handled C&W national promo for Mercury, will locate at 13811 Brookreen.

Senator Javits

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critical social issues of our day. We hear cries of protest, expressions of disillusionment, and a call for new values with deeper and more lasting commitments to our nation's disadvantaged and dispossessed. Today's music and lyrics are keeping faith with the social commentary of earlier folk music, but in the idiom of our new generation—'like it is' and 'where it is'—a new universal language.

There are also tremendous possibilities open to the record industry to help find talent and form entertainment groups among those who have been denied privileges and opportunities in our slums. A massive talent hunt in the ghetto would be a new venue for healthy competition among record producers, and giving these newly discovered performers the opportunity to reach their own community and the nation at large would have great social impact on the less fortunate members of our society. I consider the potential benefits to be so vast that I urge the record industry to begin an organized effort to provide these new incentives to slum and ghetto dwellers while the overall battle continues against unemployment, bad housing, inferior education and malnutrition.

In his prepared text, Senator Javits also noted that RIAA had served as the industry's representative on the President's Council on Youth Opportunity Summer Program; that it had recruited artists to inform the underprivileged youth of the country about summer job opportunities and recreational programs; that it had scheduled performers for personal appearances in connection with the Youth Opportunity Program, booked entertainers and executives associated with the performing arts for workshops and seminars, and secured free admissions for underprivileged youth to concerts, movies and plays. This, he said, was outstanding record of public service.

Douglas MacAgy, Acting Chairman of the National Council on the Arts and the National Endowment for the Arts, wrote to RIAA in behalf of the President, applauding the Association's notice of Senator Javits as the first recipient of its Cultural Award. "Without the distinguished leadership of men like him in Congress, the arts in the United States would indeed suffer. It is with great pleasure that we join you in expressing appreciation to Senator Javits for his dedication to our cause."

DOOR TO SUCCESS

Shelby Singleton came up with one of the most inventive promo stunts in recent memory when, on behalf of the single, "Green Door," by the Jerms on the Honor Brigade label, which the Singleton Corp. distributes, he mailed 100 actual, life-size green doors to stations and deejays across the country. In the photo above, one of the green doors is being presented to WMAK in Nashville. From left to right are: Allen Dennis of WMAK, Joe Sullivan, program director of the station; Buddy Black, vice president and national promotion manager for Shelby Singleton Productions; and Bob Alou.

Buddah Promo

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Herb Rosen (New York State). "Buddah has grown geometrically in the last year," said Thau, "with the addition of our many distributed labels owned and operated by the industry's top producers — Curtis Mayfield, Eddie Holland, The Isley Brothers, Dick Heard, Jerry Kasenetz and Jeffrey Katz among others. As more and more of the outstanding producers bring us their cream product, our responsibility to them is increased and our services to them must be increased."

Thau's Intense Competition

"Competition in the singles market is at an all-time high of intensity," Thau emphasized. More than 300 single records are released each week. Our policy is to release only those singles that we feel are hits. We have no speculative product. Our average during our two years of operation has been one hit out of every two records released. In order to maintain this fantastic average we must have even more effective promotional facilities. Through the restructuring of our promotional thrust and the new personnel we will be adding we will continue to maintain our standards of energy, quality and success.

Thau also noted that the expansion and restructuring "is necessary because of our diversified product: bubblegum, easy listening, rhythm & blues, underground, contemporary pop and gospel.

Buddah is hot on the charts with seven singles: the million-selling "It's Your Thing" (Isley Brothers), the remarkable gospel single "Oh Happy Day" (Edwin Hawkins Singers), "Mercy" (Ohio Express), "Special Delivery" (1910 Fruitgum Company), "Welcome Me Love" (Brooklyn Bridge), "Seven Years" (The Impressions) and Van Trevor's "A Man Away From Home" on Royal American. Buddah is also cooking on the LP charts with six entries: "The Brooklyn Bridge," "The Isley Brothers," "Let Us Go Into The House Of The Lord" (Edwin Hawkins Singers), "Bubblegum Music Is The Naked Truth," "Indian Giver" (1910 Fruitgum Company) and "The Elephant's Memory."

Century Sound Plans \$Half-Mil Expansion

NEW YORK — Brooks Arthur, head of Century Sound, has disclosed plans for a \$500,000 expansion project to be undertaken by the Commonwealth United Music division. Plans call for the construction of a new studio site on New York's West Side beginning June 1. Completion date for the new quarters is set at September 1.

In the new facilities, Century Sound will house two recording studios, a mix room, an editing room and film facilities for commercial and full length feature films. The present Century Sound will continue in operation during the building of CS's annex. "The expansion," according to Arthur, "will triple our dollar capacity. Presently we produce and record albums and singles directed to the pop and rock markets. The expansion will mean a venture into movies, commercials and other creative projects."

WB/7 Has Mercy

LOS ANGELES — Warner Bros. Records has signed Mercy, currently hot with the Top Ten "Love (Can Make You Happy)." A Mercy album featuring the single is being rushed into release this week. Group was discovered by WB/7 Florida distributor Henry Stone, who negotiated the group's signing with WB/7 vice president and general manager Joe Smith.

Chess And Pye Release Alcock & Brown Special

CHICAGO — Chess Records has acquired distribution rights in America of Pye's "Alcock & Brown" release by the Balloon Busters. The product was rush-released last week on both sides of the Atlantic to tie-in with this year's special 50th anniversary race commemorating the 1919 flight across the ocean. The flight began May 4 with the Transatlantic Air Race Bureau offering \$144,000 in prize money to anyone who can get from the top of the Post Office Tower in London to the top of the Empire State Building in New York (or vice versa).

Capitalizing on the race, the Balloon Busters' release was marketed last week featuring material by Barry Mason ("The Last Waltz," "Delilah," etc.), Ken Howard & Alan Blaikley ("Zabadak") and others.

Blind Faith (Con't from Page 7)

tour is set for the Summer, kicking off July 11 at a "Blind Faith Festival" at Newport, Rhode Island. The eight week tour will consist of 24 dates, including Madison Square Garden, Aug. 2, Oakland Coliseum, Aug. 10 and Los Angeles Forum, Aug. 15.

TEC Appoints Lorber President

NEW YORK — Alfred Lorber has been appointed president of Transcontinental Music Corp.

TMC's chairman of the board, Howard Weingrow, who served as president of TMC since its formation is also executive vice president of the parent company, Transcontinental Investing Corp. Lorber is the parent company's senior vice president.

Prior to joining Transcontinental in January, Lorber was vice president of business affairs and administration of Creative Management Associates, Ltd., and a member of the Board of its parent company, General Artists. Before those two companies merged, he held similar positions with General Artists.

From 1953 to 1961 he was with Columbia Records, joining the company as general attorney and then rising to vice president of business affairs and chairman of the finance committee.

In addition to Lorber's appointment, Weingrow also named Frank Dillenback, vice president of finance and Harold Richman, vice president of sales.

Transcontinental recently reported announced record earnings and sales for 1968. Gross income reached \$100,100,000 as compared to \$86,500,000 in 1967. Earnings per common share were 83 cents in 1968 as compared to 47 cents in 1967.

Atlantic Sets Miami Distrib Promo Men Meet

NEW YORK — On the weekend of May 23-25, Atlantic Records and its subsidiary labels, Atco and Cotillion, will hold a meeting with distributor promotion men at the Hilton Inn Hotel in Miami.

The move marks the first time the label has gathered both the home office and field promo men for a joint meeting. Keynoting the meetings will be discussions regarding new product, promotional procedures and future promotional plans.

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