

Famous Music Catalog Thrust: Putting 'Diamonds' In New Settings

NEW YORK — The Famous Music Publishing division of Famous Music Corp., has just completed a catalog-oriented first national planning conference at its New York headquarters. The meeting was called by Famous Music Publishing vice president and chief operating officer Marvin Cane. In attendance were the Famous professional staff from throughout the United States as well as the company's numerous staff writers and Famous Music Corp. president Bill Gallagher.

The meeting served a two-fold purpose in that the publishing executives and staff had an opportunity for mutual in depth discussions of the contemporary expansion plans of the company as well as the chance to launch a new program which is designed to build upon the company's tradition as a publisher of great standards.

Famous Music over the years has published many of the hits in musical history, and these songs comprise a catalog which has long enabled Famous to stay among the leaders in the publishing industry. It was determined at this conference that the value of these songs has not been exhausted by their use in the repertoire of artists over the years and that they are in fact the base upon which Famous is now building its contemporary catalog.

Diamonds In New Setting

Cane and Gallagher, in addressing the meeting, pointed out the current value of the standards catalog with the observation that within the last two years a list of some nearly threescore songs from it have enjoyed a contemporary renaissance. Among the examples were Mama Cass' "Dream A Little Dream Of Me" and Tiny Tim's "Tip Toe Through The Tulips".

Gallagher credited these current successes with older tunes to the fact that the songs were placed in contemporary setting by the artists who made use of them. "A song that has appealed to the public is like a diamond" Gallagher stated. "Occasionally it may need a new setting but it always maintains its lustre."

Incentive Program

In line with this Cane announced first for the publishing industry in the form of an incentive program designed around the Famous standards catalog. Under the program a man will be rewarded for activity

Don Pierce Exits Starday-King

NASHVILLE — Don Pierce, who founded Starday Records with Pappy Daily in 1952, is leaving Starday-King. Pierce developed a highly successful C&W operation moving from Los Angeles to Nashville in 1957.

Pierce reports no plans at present except to take an extended vacation and continue to help the Starday-King operation with his knowledge of country music packaging, publishing, and licensing.

Starday acquired King Records in 1968 after the death of Don's friend Syd Nathan. Both Starday and King were sold to LIN Broadcasting in 1968 and Hal G. Neely, a former vice president of King, who had become vice president and general manager of Starday, assumed the presidency of the combined Starday-King operation which includes eight active labels and over twenty publishing catalogs.

Prior to forming Starday, Pierce had been a motivating force in the 4-Star Music and Record catalogs, on the west coast, that was later sold to Gene Autry and Joe Johnson.

Pierce is a founding director for the Country Music Association, a founding director in the Nashville Chapter of NARAS and is now a vice president of the Citizens Bank of Hendersonville, Tennessee.

generated with these songs. The increase in exploitation will come about, in the estimation of Cane, through the coordination between the professional and writing staffs of Famous in resetting these tunes in the style necessary for today's artists. "It is not in giving rates and selling short the value of a standard that activity is generated," noted Cane. "The test for a standard lies in its presentation in the light of today's market."

The activity of Famous in all other areas of the contemporary music business was the other major topic of the conference. Famous will be engaged across the full spectrum of the business Cane pointed out, in the freedom that it enjoys not only in developing new writers and material but in producing masters in line with this development and in offering those masters to labels throughout the industry.

Gallagher strongly made the point to the assembled executives and writers that they are not tied to any other division of the corporation, especially the firm's record labels. They must therefore make the best deal for product which they generate. He noted that Marvin Cane has long been associated with some of the finest publisher-initiated recording deals in the industry. "We must set our sights and cast off traditional encumbrances to assure a continuance in that tradition" noted Gallagher.

In closing the conference Gallagher made the final point that "the music publishing business has, in my estimation, sat wistfully by and witnessed a new music era develop and has lamented the fact that they were not part of it. The direction at Famous, however, is marketing oriented. As we continue to develop our contemporary writers and catalog we will also continually re-emphasize our great standards, repackaged to meet today's need and tastes."

Kinney's 9 Mos. Sets A Record

NEW YORK — Record earnings are reported by Kinney National Service, Inc. for the nine-month period ended June 30, 1970. The company owns Warner Bros. Pictures and the Atlantic and Elektra labels.

Earnings per share of Common Stock and Common Stock equivalents for the nine months increased to \$1.48 from \$1.26 a year earlier, an 18% increase. Fully diluted earnings per share were \$1.35, up from \$1.15 a year ago.

Net income for the nine-month period ended June 30, 1970, increased 21%, to \$26,113,000 from \$21,626,000 a year before. Revenues for the nine months were \$371,189,000, as compared with \$365,407,000 in the similar prior year period.

For the third quarter ended June 30, 1970, compared to the same period last year, earnings per share of Common Stock and Common Stock equivalents increased to \$.46 from \$.37 (a 24% increase); net income was \$8,138,000, up from \$6,526,000, and revenues reached \$123,804,000, compared with \$115,972,000 for the similar prior year period.

Kinney, which operates on a world-wide basis, specializes in leisure time services, building services, and financial services.

Driscoll To TMC

NEW YORK — Alfred Driscoll has been promoted to branch manager of Transcontinental Music Corporation's Chicago operations. Driscoll had been sales manager for TMC in Chicago, a position he held for over a year. Prior to that he held a similar position in Wichita, when the company had facilities there.

French LP Spurs UA Music's Global Drive On Copyrights

NEW YORK — United Artists Music Group has embarked on a concentrated drive to establish copyrights by foreign composers on a world-wide basis.

The idea was sparked by the success of a top selling album in Europe called "The Best of France," conceived by Eddie Adamis, manager of United Artists Music France. Album contains 13 new compositions by 14 of composers in France, namely Jack Arel, Joss Baselli, Michel Bernhole, Georges Blanness, Armand Canfora,

Ahmet Ertegun; UJA Fete Salute

NEW YORK — Ahmet Ertegun, president of Atlantic Records, and exec vp of Warner Bros. Music, will be honored by the music industry division of the United Jewish Appeal at a dinner dance on Sunday evening, Nov. 1, at the New York Hilton Hotel.

The announcement was made by chairman Bernie Block of Dome Distributors. Al Levine of Music Man Corp. is serving as co-chairman.

The 1970 New York UJA drive is part of a dual effort that is nationwide in scope.

One aim is to raise a record-breaking Israel Emergency Fund to aid hundreds of thousands of immigrants in Israel, as well as 60,000 newcomers expected this year, whose welfare needs are a traditional humanitarian responsibility of the American Jewish community.

The other aim is to provide through the general UJA campaign the increased financing required this year for programs of relief, rehabilitation, education and migration, assistance serving needy and endangered Jews in 25 countries overseas, as well as refugees resettled in Israel, the United States and other havens.

The New York UJA campaign also supports religious, morale and welfare programs for Jews in the United States armed forces and veterans hospitals, as well as services to Jewish community centers and YM-YWHAs across the country.

The United Jewish Appeal of Greater New York is the sole fundraising agency in the metropolitan area for the United Israel Appeal, Joint Distribution Committee (including ORT), New York Association for New Americans, United Hias Service and National Jewish Welfare Board.

Series Of LP's By NFL Players

HOLLYWOOD — An exclusive agreement with the National Football League Player's Association has been reached by Mike Tatich & Partners, Inc., to produce a series of Holiday albums featuring players from all NFL teams. Each of the 26 teams in the NFL will record its own album at separate recording sessions to take place this summer.

The albums, titled "Holiday Halftime", will feature a variety of light seasonal songs ranging from "Winter Wonderland", and "All I Want For Christmas Is My Two Front Teeth" to an original tune. Jacques Urbont, composer and conductor for "Mission Impossible" and "Mannix", has written half-time like arrangements with full use of effects and band sounds. The players, many of whom will be singing for the first time, will be recorded at the various training camps under the direction of Urbont. The first recording session is slated for the middle of August with the Giants and Jets.

The albums will be released on the "Manlius" label and distributors are now being selected in a number of markets.

A major publicity-promotion campaign will be launched in each NFL city prior to the album's release in Sept.

Caravelli, Daniel Faure, Christian Gaubert, Francis Lai, Jean-Pierre Lang, Guy Mardel, Paul Mauriat, Franck Pourcel and Emil Stern.

The popularity of these songs abroad, coupled with the contemporary sound of the music convinced United Artists Music Group to select the best American lyricists available to write English lyrics to these tunes, four of which have already been completed. They are "I Want You, I Need You, Go Away" by Jack Arel, lyrics by Carolyn Leigh; "Sum-Walter Marks"; "Wouldn't That Be Something Now" by Michel Bernhole, lyrics by Carl Sigman; and "Pretty People" by Christian Gaubert, lyrics by Stanley Jay Gelber.

By establishing a one-world concept, United Artists Music Group believes this is one of the best ways in which to create future standard copyrights on tunes written by foreign composers affording them a broader acceptance internationally. There will be a number of recordings of these songs by major acts that will be released shortly on all major labels. United Artists Records has scheduled "The Best of France" album for release in the U. S. this fall.

Chart Enters Tape Field

NASHVILLE — Chart Records is entering into the tape market by making available its entire catalog. Slim Williamson, president of the label, said. Chart distributors now offer stereo eight track and cassette tapes on all of its product. Distributors specializing in the tape market will be named in the near future.

The expansion is in keeping with what is taking place throughout the music industry, especially Nashville, according to Williamson, and "keeping an eye on the future" is one of the reasons for the label's successful growth since its beginning in 1964.

Joe Gibson, national sales director, announced the appointment of Jesse Copeland as assistant sales director. Copeland will work directly in the field with the Chart record and tape distributors.

Ross & Associates, Inc. of Atlanta, Georgia, will be the exclusive sales representatives for the southeast, while General Recorded Tape will be responsible for the tape manufacturing, and all product will be shipped from the GRT plants on both the east and west coasts.

The four artists comprising the nucleus of young artists category are Anthony Armstrong Jones, who at 19, has had chart hits with "Proud Mary" and "Take a Letter Maria." His current release is "Sugar In The Flowers"; Connie Eaton, who is 18, and has a single to her credit, "Angel In The Morning"; LaWanda Lindsey, who has had eight consecutive chart records with "We'll Sing In The Sunshine" making a total of nine; and Dave Peel, who is 21, with hit records of "Wax Museum" with a current release of "Sad Man's Song".

The most recent artist to sign with Chart Records is Lorene Mann, who was previously signed to RCA. Her first release on Chart is "The Apron Tree".

August and September album releases include Lynn Anderson, Anthony Armstrong Jones, Connie Eaton and Dave Peel, and LaWanda Lindsey.

Zachary To Elektra

NEW YORK — Robert Zachary has joined the East Coast A&R department of Elektra Records. Zachary first became associated with the label three years ago as manager of the group, Earth Opera. He then became assistant to the national publicity director. In December of 1969, Zachary was placed in charge of all artist relations, and has now moved into the areas of engineering and scouting for new acts.