

AF Sales Year Sets A Record

NEW YORK — Audio Fidelity Records has reported record sales for the year ended March 31, 1970.

Sales for the year ended March 31, 1970 amounted to \$1,208,588 and royalty revenues came to \$254,055 for total operating revenues of \$1,462,643. For the previous year, sales amounted to \$660,043 while royalty revenues were \$128,375 for the total operating revenues of \$788,418.

"As many economists have pointed out, the leisure-time field seems to be one which is recession-proof and, because of the continuing growth of the particular segment in which we participate, we are most optimistic and look toward the future with much enthusiasm," noted Herman D. Gimbel, president.

He also pointed out that the company's acquisition during the past year of Phil Shapiro, Inc., an organization which specializes in the production of festival and special shows throughout the world and which is also a leading artists' representative and management firm, has proven to be an "excellent diversification move," and that Audio Fidelity's expansion of its Tiger Tail line of children's albums has been "enthusiastically received" by the trade as has the company's new "Ambience" albums.

"Chart Records, a wholly-owned subsidiary, under the direction of Slim Williamson, continues to make outstanding strides in the signing of new artists, sales and profitability, and we expect the current year to show record sales for the entire Audio Fidelity complex," noted Gimbel.

Buddy Scott Opens Indie Firm In NY

NEW YORK — Buddy Scott has resigned as eastern regional manager of Starday-King Records to form Buddy Scott Enterprises in New York. Firm will function as an independent production, promotion, and marketing consultation firm.

Hal Neely, president of Starday-King, said Scott will retain production rights on Pat Lundy and the Manhattans, with an independent promotion contract included. Ray Charles Enterprises has also retained Buddy Scott Enterprises as its east coast rep for Tangerine Records.

Scott's career has encompassed songwriting activities which have resulted in recordings by Ray Charles, Lou Rawls, Nancy Wilson, Robert Goulet, Jackie Wilson, Pat Lundy, and many others. He also was a staff writer and producer for MGM Records and an independent producer affiliated with Columbia before joining Starday-King organization as national promo director.

Along with Scott goes Miss Mike Bernardo who has resigned her position as eastern regional marketing consultant. Miss Bernardo's credits include prior affiliations with Roulette Records, Adam Records Dist. Mercury, Kama Sutra, ITCC and NAL tapes. She will continue in her marketing endeavors within the scope of the new structure.

The new location for Buddy Scott Enterprises will be at 507 Fifth Avenue, Suite 1100.

Ted Black Dies

NEW YORK — Ted Black, vet music man, died of a heart attack at Lutheran Medical Center in Brooklyn on Friday, July 31. He was 70 years old. Black, who began his music career at the age of 14, and a leader of bands up to 1942, was director of the standard-education dept. of Southern Music from 1964 until his death. From 1952 to 1964, he was associated with Big 3 (Robbins-Feist-Miller). At the company, he formed Pine Ridge Music, the country music division of Big 3. He also held the post of professional manager at Big 3, and managed the firm's British branch, Francis, Day & Hunter, Ltd. From 1942 to 1951, he was professional manager of Witmark Music.

He is survived by his wife, Florence, and two sons, William and Philips. Private funeral services were held last Tuesday (4).

Singleton Corp. M'kts New LP's

NASHVILLE — August release of LP and single product by the Shelby Singleton Corporation will mark one of the most extensive monthly release schedules in the firm's history. The late Summer bow will include new releases on the Sun, Midnight

London Pre-Fab Album Release

NEW YORK — London Records, again highlighting the broad diversification of its catalog, has brought out a special mid-August album release, which leads off with the new Moody Blues LP on the Threshold label. Threshold, owned by the Moody Blues themselves, is distributed by London.

Also featured in the special Aug. grouping, which represents the last product to be issued by the company prior to its national sales convention in New York's Summit Hotel in mid-September, are eight new albums in the budget-priced (\$2.98) Stereo Treasury series and six new releases in the Richmond Opera Treasury series. Beyond this there are a half dozen LP's in the company famed international series, offering music from Ireland, Scotland, Germany and France.

The Moody Blues album, titled "A Question of Balance," is expected to contain several unique new packaging facets. Also, the group's current single hit, "Question," will be included. Release date has been set to allow full distribution and merchandising prior to the group's arrival in the U.S. for a 10-day, mid-September one-nighter tour, following their outstandingly successful jaunt here last spring.

Campbell President Of CBS Music Instr.

NEW YORK — Robert G. Campbell has been appointed president of the CBS Musical Instruments Division, according to Goddard Lieberman, president of the CBS/Columbia Group, Columbia Broadcasting System, Inc. Campbell succeeds William Glennon, who has resigned.

The CBS Musical Instruments division produces Fender Guitars and Amplifiers, Rogers Drums, and Leslie Speaker Systems at its manufacturing plants in Fullerton and Pasadena, California, and Battle Creek, Michigan.

Campbell has served as head of the division's Electro Music unit, which manufactures the Leslie Speaker Systems, since this business was acquired by CBS in Sept. 1965.

Lieberman noted the "outstanding performance" of Electro Music under Campbell.

Before joining Electro Music, Campbell was general sales manager for the Conn Organ Corporation of Elkhart, Indiana.

Certron Adds 3 To Top Posts

NASHVILLE — Certron Corporation Music division has appointed Bill O'Brien as national promo director, Ron Peek as national purchasing director, and Lee Davis as director of Certron's Regional Service Center here. Making the announcement was Aubrey Mayhew, head of Certron here.

O'Brien comes to Certron from Roger Miller's King of the Road Enterprises, an entertainment and hotel chain as vice president of public relations for three years. He resigned from them last August to write a soon-to-be-published book on the record business.

Peek started his industry career with Handleman Company in Jacksonville, Florida, working his way to managership of the Washington, D. C. branch before coming to Certron.

Lee Davis was also with Handleman as their LA branch manager and before that their general manager of rack sales in St. Louis. Davis, Certron's Nashville regional director, will oversee all regional rack operations, one-stops, and distribution for the southeast states.

Sun, Amazon, SSS International, Silver Fox, Blue Fox, Wet Soul, Plantation, and Minaret labels.

LP product being readied for release includes: Jeannie C. Riley, "Generation Gap", Linda Martell, "Color Me Country", Little Jimmy Dempsey, "Little Jimmy Dempsey Picks On Big Johnny Cash" on Plantation. Johnny Cash, "Rough Cut King Of Country Music", Johnny Cash and Jerry Lee Lewis "Sunday Down South", Jerry Lee Lewis "Old Tyme Country", and "Memphis Country" by various artists on Sun. T-Bone Walker, "Stormy Monday Blues", and Wilbert Harrison, "Anything You Want" on Wet Soul. Lazarus, "Lazarus" on Amazon. Rex Allen, Jr. "Today's Generation" on SSS International.

The Singleton Corporation also has new single releases by Debbie Lori Kaye, The Continentals, Carolyn Porter, and Cliff Jackson, as well as "Them Changes" by Big John Hamilton and Doris Allen on the Minaret label. All releases for August will be the focal point of a three-pronged promotional campaign in the areas of sales, marketing, and promotion by the SSS organization, according to Buddy Blake, senior vice president of the firm.



MONTGOMERY SCHOLARSHIPS — A&M Records in cooperation with NARM has announced the establishment of the Wes Montgomery Memorial Scholarship Fund. News was made public by Herb Alpert and John Montgomery (shown above) son of the late A&M jazz guitarist for which the fund is named. In March of 1971, James Schwartz, president of NARM, will choose a qualified, needy high school graduate as recipient of the Scholarship.

New Staff App'ts In A&M Promotion

HOLLYWOOD — Alan Mason, Steve Levine, and Leslee Beetham have been appointed promotion reps for A&M Records according to Dino Airali, label's national promo director. Mason comes to A&M from Janus Records where he was their LP promo rep. Levine was previously with Uni Records, and Beetham, who has worked for the label since early 1969, was promoted from the artist relations dept.

George Levy Is Goody Director

MASPETH, NEW YORK — Sam Goody, Inc. has announced the election of George Levy as a director of the company. Levy continues in his position as treasurer of the company, a post he has held since July, 1966.

Prior to joining Sam Goody, Inc. as comptroller in March, 1966, Levy, a certified public accountant, was comptroller of an eastern supermarket chain.

Sam Goody, Inc., presently operates a chain of eight retail audio and record stores. The company is also engaged in the distribution of records, tapes and accessories.

March, Keyes Open Production, Pub Co.

NEW YORK — Myrna March and writer, producer, arranger Bert Keyes have announced the opening of Make Productions and Make Music with offices at 60 West 57th St. in New York.

Initially, three acts have been signed and are preparing to record toward the end of this month. Make is presently negotiating with several labels for independent production deals and writing assignments.

Miss March, a singer, writer and producer, who formerly recorded with other labels, is currently under contract as a recording artist with Starday/King Records, where she is penning material both for her own sessions and for other label artists.

Recently, she completed her first recording date in Nashville under the personal supervision of Starday/King President, Hal Neely and the release of her first single is imminent. During the past year her writing credits have included discs by Brook Benton, Jackie DeShannon, Tommy James, Peter and Gordon, Billy Daniels and the current chart single by Oliver—his interpretation of her "I Can Remember" which was an R&B pop hit by James and Bobby Purify. At last count, "I Can Remember" has logged versions by over 130 different artists. She and her co-writer have penned the soon-to-be released new single by The Three Degrees as a follow-up to their current chart single, "Maybe." A prolific lyricist, she also frequently composes as well.

Keyes is presently represented on the charts as a writer and arranger of "Love On A Two Way Street" (by the Moments) and has many credits including the Marceles' "Blue Moon", "Any Day Now" by Chuck Jackson and others by Maxine Brown, Brook Benton, Inez and Charlie Foxx and numerous other artists.

In addition to coordinating the creative aspects of their production and publishing activities, Keyes and Miss March also stated that they plan actively assisting promotional efforts and merchandising of their productions.

Metromedia Names Two To Sales-Promo Posts

NEW YORK — Metromedia Records has promoted Dave Knight to the post of eastern sales and promotion manager and named John Hager as mid-western regional sales and promotion manager.

Knight has been mid western Promotion Manager at Metromedia Records since July 1969. Before joining the company he was promotion manager for Alpha Distributors and prior to that he was the New York promotion manager for Dot Records.

Hager will work with the mid western distributors and their sales and promotion personnel on the merchandising and promotion of Metromedia Records' product. He will coordinate his efforts with Mort Weiner, Metromedia's director of national sales. Prior to joining Metromedia Records, Hager was the mid western Promotion Manager for RCA.

Buzz Cason Forms Full Service Co.

NASHVILLE — Buzz Cason has formed Buzz Cason Enterprises which will be a full service company covering the fields of publishing, production, and promotion. Cason, one of Nashville's leading independent publishers, has established Buzz Cason Publications (ASCAP) and Tamrose Music (BMI) to handle publishing and Buzz Cason Productions to deal with record production agreements. Several new acts have been signed to production contracts.

Jimmy Buffett has been appointed director of promo and public relations for the firm and for the Creative Workshop which is a new eight track recording studio fully owned by Cason.

Cason is co-publisher of "Honey" and "Little Green Apples," two of the decade's best songs.