

Famous Music Finds Global Success Pattern For Labels

NEW YORK — Famous Music, with its family of nine labels, completed one of its most successful years in 1972 on both the domestic and international levels, according to Tony Martell, president of the company.

The labels are Paramount, Dot, Neighborhood, Tumbleweed, Green Bottle, Family, Blue Thumb, Just Sunshine and Sire.

Martell continued to say that artists such as Melanie, Commander Cody and Donna Fargo have had as much success outside the United States as at home. "Melanie," continued Martell, "has just completed an enormously successful tour of Japan. Her latest album *Stoneground Words* is doing extremely well in Europe, and she is currently one of the top selling vocalists in Germany. In 1972 alone, Melanie was the recipient of the *Cash Box* #1 Top Female Vocalist award, and Germany's *Musik Markt* named her #1 Female Foreign Vocalist. She was awarded the United Kingdom's Silver Disk Award, in Germany, an Otto named her Most Popular Female Singer, and *Schallplatte*, a German publication voted her #1 Top Female Foreign Vocalist. Melanie was also awarded a Gold Album for her UNICEF album which was recorded by artists who made the UNICEF tour with her."

Donna Fargo and Commander Cody have also received their share of recognition and honors in 1972. Donna was awarded the *Cash Box* #1 Most Promising Female Artist in both Country and Pop. Her hit "Happiest Girl in the Whole U.S.A." was awarded #1 Country Record of the Year.

"When talking about whopping sales figures abroad," continued Martell, "mention must be made of the soundtrack recording of *The Godfather*. This album is surpassing even the incredible sales figures of *Love Story*."

"Artists and products such as Melanie, Donna Fargo, Commander Cody and 'Godfather' are enjoying as much success outside the U.S. as they are at home, but in addition," explained

Jack Tessler, manager of Famous' International Operation, "other product makes a great mark internationally, for instance; the soundtrack of *Paint Your Wagon*, originally released in 1969, this year in England alone sold close to 100,000 albums. Though a moderate success here in the U.S., *Paint Your Wagon*, is one of the great sellers of all time outside of this country. Billy Vaughn is a superstar in Japan and in many European countries, and the Mills Brothers are giant sellers in Holland and Scandinavia. The Glen Miller Orchestra under the direction of Buddy De Franco is a favorite abroad. Also, there are artists not currently popular in the U.S. who continue to be enormous sellers in foreign countries."

Pat Boone remains one of the very top artists in Japan where his repertoire is constantly re-coupled and re-packaged to garner sales. This same phenomenon holds true in foreign countries for such artists as The Andrews Sisters, Jimmy Rodgers, Count Basie, and Liberace—all artists with past hits in the Famous catalogue. "Wipe Out," an early 60's single recorded by the Surfariis, the highly programmed single on the

(Cont'd on p. 28)

Bell's View Of Stax '73: More Moves For Diversity

NEW YORK — Following a landmark year of achievement for The Stax Organization, the company is entering 1973 anticipating the most significant strides in diversification, sales and community activity in the company's 12-year history, reports Al Bell, Stax chairman of the board.

Bell sees the Stax movement in all areas of entertainment, communications and public service as the beginning of a new era for the Memphis based organization.

"The entrance of our company into the Gospel Truth, the Broadway stage, comedy records and the development of the new Ardent label has put us heavier into the entertainment field than ever before," Bell says. He also stresses the company's current emergence into motion pictures, starting with the Academy Award winning score last year of "Shaft" and its success for composer-performer Isaac Hayes and now con-

WB 50% Sales Increase Gave Label Banner Year In 1972

HOLLYWOOD — Warner Bros. Records chiefs Mo Ostin and Joe Smith report 1972 as the most successful year in the history of the label, pointing to two major areas of growth during the year as indicators: the highest record sales in the history of the company and the resultant expansion in nearly all areas of the company.

The highlight of 1972's success story is an increase of 50% in the sales of Warner Bros. product over the previous year's figure. According to vice president Ed West the increase reflects a dramatic rise in domestic record and tape sales as well as a parallel increase in international sales by Warner Bros. companies in England, Australia, Germany and Canada, joint ventures in Japan and France, and independent licensees in Holland, Scandinavia, South Africa and New Zealand.

The sales figure is due in most part, the execs noted, to the 20 four gold records awarded to Warner Bros. artists by the RIAA during 1972, plus the substantial increase in sales by previously released artists in the Warners roster, soundtrack albums from outstanding motion pictures and the healthy performance of

new artists on the label. Leading the sales in 1972 were gold albums by Warner Bros. artists including the Faces featuring Rod Stewart, the Allman Bros. Band, Deep Purple, Grateful Dead, Seals & Crofts, Duane Allman, Black Sabbath, Jethro Tull, James Taylor, Alice Cooper, Jimi Hendrix and Neil Young whose "Harvest" LP was 1972's best seller. Artists whose sales "dramatically" increased over their previous releases included Randy Newman, Gordon Lightfoot, Arlo Guthrie, Van Morrison, Bonnie Raitt and the Doobie Bros., and original soundtrack recordings which boosted the sales figure included, "A Clockwork Orange," "\$" and "Performance". New artists whose initial efforts contributed heavily to the year of plenty were led by America whose two gold albums "America" and "Homecoming" were both released in 1972. New artists displaying initial success for the company also included Tower of Power, Todd Rundgren, Dionne Warwick, Malo, Foghat and Jesse Winchester.

Other Factors

Other elements also figured importantly in creating a banner year for Warner Bros.

In 1972, three formidable custom label distribution agreements were made by the record company. Joint ventures were entered into with Capricorn, Bearsville and Chrysalis Records, bringing many more artists of stature under the Warner's umbrella. Sales generated by the Allman Bros. Band for Capricorn Records, Todd Rundgren, Jesse Winchester and Foghat for Bearsville Records and

(Cont'd on p. 26)

Stones Set Nicaragua Benefit

HOLLYWOOD—The Rolling Stones, through their west coast publicist, Gibson & Stromberg, called a press conference last Friday, (12), to announce that they would play a benefit concert at the Inglewood Forum in California to aid the victims of the Nicaragua earthquake. The concert will be held on January 18, the Stones' only open date, and will be produced by Bill Graham.

According to Graham, "The validity of the cause is obvious, and the financial need of the people of Managua is acute." Tickets will be scaled from \$10 to \$25, and all are tax deductible contributions. The anticipated gross for the performance is estimated to be in excess of \$300,000, with all proceeds to be donated to the Nicaraguan government.

Mick Jagger and his wife, Bianca have just returned from Managua where they searched for and found Bianca's mother. During their stay both Mick and Bianca delivered much needed medical supplies to Nicaraguan authorities.

Two other acts, Santana and Cheech & Chong were being sought to share the billing with the Stones, and there was even some talk that Atlantic might record the entire event.

One of the major problems in arranging the concert date was that the Stones are scheduled to leave for Hawaii on Jan. 20 to begin a tour of the Pacific which includes dates in Australia and Japan, and the only available open date remaining is Jan. 18.

tinued with the association of Stax Films and David L. Wolper on the production of the motion picture, "Wattstax."

"Wattstax", on which Bell and Wolper are co-executive producers, with Stax's Larry Shaw and Wolper's Mel Stuart as producers and Stax's Forest Hamilton as associate producer, has been set as the opening film attraction at the Cannes Film Festival on May 10, marking one of the most important entrances into the motion picture field of any music company in the industry.

'Wattstax' Recordings

Out of the "Wattstax" film, which began with the Stax-sponsored "Wattstax" seven-hour concert last Aug. in the Los Angeles Coliseum, will emerge at least four major record albums, featuring such artists as

(Cont'd on p. 28)

ABC/Dunhill's New Shape: Branches, Product, Graphics

HOLLYWOOD — In a series of promo and sales meetings, ABC/Dunhill Records president Jay Lasker introduced a new logo and outlined a new program of company expansion through the creation of new branches, new creative offices, tentative acquisitions and new product.

In his presentations, Lasker stressed company growth and unity through internal development and acquisition, as well as through improved communications with other ABC companies. Lasker unveiled new product in the ABC, Dunhill, Bluesway, Westminster Gold and Impulse catalogues, much of which is scheduled for release this month.

The new logo, designed by art director Ruhy Mazur, consists of a set of blocks spelling out the company name. It will appear on all new product.

Lasker cited improved efficiency of distribution and the potential for increased profits as the reasons for the establishment of new company operated branches in Boston and Atlanta. The Boston center is already in operation. The Atlanta facility is under construction and will be operational by the end of the month. The

movement away from independent distributors in these areas follows the recent announcements of the creation of creative offices in Atlanta and Nashville.

New artists recently signed to ABC/Dunhill whose first albums for the company will be released in January include country artists Ferlin Husky and Billy "Crash" Craddock, and pop singer Dusty Springfield.

New releases on the ABC label fall into three general categories—pop, country and western and a new "Twofer" series.

The pop product includes "Life and Times," a second album by singer/songwriter Jim Croce. Other pop albums scheduled for release in Jan. include "The Best of B. B. King" and "The Best of The James Gang."

C&W First

ABC/Dunhill's first release of country and western albums, in conjunction with the creation of a Nashville office and the acquisition of Nashville-based Cartwheel Records, includes three Billy "Crash" Craddock albums and "True True Lovin'."

(Cont'd on p. 18)

Kirshner Named 'Consultant' To TV's 'In Concert'

NEW YORK — Don Kirshner, president of Kirshner Entertainment Corp., has been named "creative consultant" for the ABC Television network's "In Concert" late night musical specials, according to Michael D. Eisner, vice-president of program development, ABC Entertainment.

The appointment of Kirshner to oversee the creative aspects of the "In Concert" specials is an additional responsibility beyond his personal involvement as the executive producer or producer of individual "In Concert" specials for the network.

Kirshner directly supervised the production of the first four of the "In Concert" 90-minute rock musical specials. The first two, taped at Hofstra University, have already aired. They starred such talent as Alice Cooper, the Allman Brothers, Bo Diddley, Chuck Berry, Curtis Mayfield and others.

The next two programs in the regular bi-weekly series star Grand Funk Railroad and Freddie King, airing Jan. 19, and Jim Croce, WAR, the Edgar Winter Group and the Doobie Brothers, airing Feb. 7. Both shows were taped at Madison Square Garden.

Kirshner is scheduled to executive produce two more 90-minute "In Concert" shows in mid-Feb. with taping at a yet to be selected site.

Kirshner said that besides top name contemporary acts, he will utilize the "In Concert" shows to expose new talent in all areas of the music world.

"The success of the 'In Concert' shows is indeed gratifying," Kirshner said. "We have received excellent cooperation from the managers and/or agents of the talent involved, as well as from many record companies."

"We anticipate an increase in audience," he added, "as the viewing habit pattern of 'In Concert' becomes established."