

Polydor Inc. Sales In '72 Climbed 70%; Co.'s Top Yet

NEW YORK — Polydor Inc. sales in 1972, its best ever, surged ahead 70%, according to Jerry Schoenbaum, president. The company, established four years ago as the U.S. arm of the Polydor international operation, showed gains at many levels, with particular emphasis on new acts signed to the label.

Schoenbaum predicted an even bigger growth factor for the label during 1973.

The exec made the following statement in reporting the company's gains in 1972:

"Roy Buchanan's first album was an unqualified success and Ellen Mellwaine's sold extremely well for a debut disk. There was also favorable reaction to Randy Burns' album as attested by the fact that Burns is currently in the studio readying his second Polydor album for release in the near future.

"Another element has been the success of extensive coast to coast tours of Polydor artists and groups, thereby providing the necessary exposure

to promote their albums. Touring artists included Lily Tomlin, Slade, Rory Gallagher, Manfred Mann and most recently John Mayall. There has also been an extended interest in R & B products. Sales for James Brown, Lyn Collins and the J.B.'s, as well as Polydor-distributed Spring artists Joe Simon and Millie Jackson have been exceptionally rewarding. Year's end has also shown a strong growth in Polydor tape product in general, with many tape versions of chart albums and R & B discs selling well over industry averages of their corresponding record sale volumes. Acquiring rights to the Robert Stigwood product has also helped spur business ahead, with sales on Jack Bruce and Ginger Baker adding to the already increased volume, and double packet sets of Cream and Eric Clapton hitting the charts.

"The past year has also been a good one for singles. We've had more titles riding the charts than in previous years, including recent and current hits by Slade, James Brown and Lyn Collins, Joe Simon, Eric Clapton, James Brown, Lyn Collins, Millie Jackson and Hank Ballard. It's also been a year for gold records and we've received one each for two Joe Simon singles, 'Drowning in the Sea of Love' and 'Power of Love,' as well as one for James Brown's 'Good Foot' another for The Chakachas' 'Jungle Fever.'

Classical Increase

"The cultural explosion of three or four years ago seems finally to be catching up with the classical record-buying public, as sales on Polydor's yellow label Deutsche Grammophon have also shown a substantial increase over last year's figures. This is attributed partially to a more aware record buying public, willing to expand their interests and curiosities, as well as to a more aggressively sales oriented repertoire and artist roster. The latter has resulted in several highly successful albums, all recorded in the United States, and including Deutsche Grammophon's all-time

(Cont'd on p. 30)

FRONT COVER:



Carly Simon certainly started the New Year off right. Her single, "You're So Vain" and her LP "No Secrets" simultaneously held the #1 spots on the Cash Box Top 100 Singles and Top 100 Albums charts. Last year, she won the coveted "Best New Artist Of The Year" Grammy award, and she's certainly made good on her creative promise.

The Elektra artist is now in the vanguard of the female singer/composer movement. Her following began with her first single "That's The Way I've Always Heard It Should Be" and her debut LP. Her second album, "Anticipation" was even more widely acclaimed and begat the hit single of the same name. She recently married singer/songwriter James Taylor.

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Mums The Word For Label Sporting Solid 1st Year

HOLLYWOOD — Columbia custom label Mums Records has had a vintage first year, scoring with its first gold record in Albert Hammond's "It Never Rains in Southern California" and announcing the signing of The Association. Columbia prexy Clive Davis and Pat Colecchio, manager of the Association, finalized the negotiations with Mums, a division of Landers-Roberts, Inc. The Association's first single, to be released shortly, will be "Names, Tags, Numbers and Labels."

Dunhill patriarch Bobby Roberts, who founded Mums, says of his new label, "There is an early Dunhill comparison in that we will keep our release schedule small to properly develop artists." This philosophy was one that enabled Roberts to sell Dunhill five years ago for a little over three million dollars.

Roberts' attitude on the release schedule is shared by Mums vice presidents Barry Gross and Marty Kupps: "It's the only way to afford an artist ultimate attention." They both worked the Albert Hammond record, each visiting 13 cities, a city a day. They reported that Chicago and Boston were the first cities to break the record.

Other Acts

Other artists signed to Mums are Charlie Starr, Lyle (who is being produced by Jackie Mills), P. F. Sloan, and Tommy McReynolds. Landers and Roberts also recently purchased Prophecy Records from Don Altfeild and Mickey Shapiro. The Prophecy Label will now also be distributed by Columbia Records. Remaining on the Prophecy roster are the Jackson Sisters and Brenton Wood.

Joel Sill is the professional manager of the Landers and Roberts publishing entities, Hot Rock music, which is BMI, and Landers/Roberts, the ASCAP firm. "It Never Rains in Southern California" has already become a major copyright covered by Percy Faith, Johnny Mathis, Ray

Conniff, and Steve Lawrance and Edie Gorme.

Sight and Sound concert promoters is another recent L & R acquisition. This division of the entertainment conglomerate is headed by Lou Robin, Allen Tinkly, and Tom Robin. Roberts pointed out that this part of the company could be very advantageous to acts signed to his labels.

What more could a record act want? How about a movie? Well L & R are into that as well. Roberts reminds us that he and Hal Landers, a former literary agent, actually started in films. The production arm of the organization is about to begin a sequel to the movie "Hot Rock." Albert Hammond and his songwriting partner Mike Hazelwood will pen the title tune.

Roberts also told Cashbox that his company is developing a music show for television.

WB Music Shows 25% Net Profit Increase For '72

NEW YORK — Warner Brothers Music has reported that 1972 was the company's biggest grossing year ever with an increase of 25% in net profits. A further breakdown of the revenue shows that mechanical income was up over 80% from two years ago, sheet music income up 53% over the past two years, and the company's contemporary performance income rose approximately 80%.

Much of the company's success was attributed to "Theme From Summer Of '42," and "The Wedding Song" which ranked as two of the greatest earners for the year. To date, there have been more than 50 cover versions of "Summer," in addition to 35 for the Bee Gees' "How Can You Mend A Broken Heart," and more than 20 for "Run To Me."

Also instrumental in contributing to the profit increase were the company's foreign offices in England, France, Australia and Germany. The English office alone showed 500% more activity than in any previous year.

Lennon, Others Counterclaim Vs. Northern, Maclen

NEW YORK — A counterclaim in a law suit by Northern Music and Maclen Music against John Lennon, Yoko Ono, Allen Klein and Ono Music has been filed by the defendants in Supreme Court of NY.

Through their attorney, Alan Kahn, the defendants have denied the allegations in the law suit, including a breach of contract contention in that Klein induced Lennon to compose songs with his wife, Yoko Ono.

In their claims against Northern and Maclen, is seeking royalties from mechanicals and performances in the amount of \$6,250,000 and \$2,500,000, respectively. The counterclaim alleges that Northern "entered into a conspiracy and scheme to conceal and defraud Lennon of the royalties to which he was entitled under the Songwriters Agreement." The counterclaim alleges these acts in the collection of U.S. royalties and through various foreign agreements on Lennon songs.

Another counterclaim calls for the appointment of a receiver of the property rights and assets of Northern and Maclen to marshal, collect and retain during the action all of their assets presently within the jurisdiction of the Court.

April/Blackwood Sets Ties With Gamble, Huff, Bell

NEW YORK — Columbia Records' label ties with Kenny Gamble and Leon Huff (Philadelphia International) plus its upcoming label association with Thom Bell (Thunder) are being extended to Columbia's music publishing affiliate, April/Blackwood Music.

According to Charles Koppelman, vp and general manager of April/Blackwood, a long-term publishing agreement has been worked out with the trio. The new pact allows the company to represent the writing talents of Gamble, Huff and Bell, as well as any past and future tunes associated with Assorted Music and Bellboy Music.

Gamble and Huff, with writing and producing skills, scored in the last quarter of 1972 with three smash songs released as singles: "Back Stabbers", "If You Don't Know Me By Now," and "Me and Mrs. Jones." Recorded by the O'Jays, Harold Melvin and the Bluenotes and Billy Paul, these Gamble-Huff tunes sold five million in singles and sparked over one million album sales. Gamble and Huff have recently penned and released "Love Train" recorded by the O'Jays, and are currently pushing for another million seller.

Producer Thom Bell is best known as the man responsible for the distinctive sound of such groups as Little Anthony and the Imperials, the Delphonics, Stylistics and the Spinners. Writing since the age of 15 and producing for the last five years, Bell has

turned out such smash singles as "Betcha By Golly Wow," "La La Means I Love You," "Stone In Love With You," "You Are My Everything," and "Stop, Look and Listen."

Currently affiliated with Columbia and as a producer of Columbia artists, through his new Thunder label Bell is now working on recording sessions with Ronnie Dyson and Triborough Exchange.

The addition of Gamble, Huff and Bell to the April/Blackwood family of writers boosts the number of current April/Blackwood chartmakers to ten. Included on the list are Billy Paul's "Me and Mrs. Jones," Albert Hammond's "It Never Rains in Southern California," James Taylor's "Don't Let Me Be Lonely Tonight," the Spinners' "Could It Be I'm Falling In Love," Harry Nilsson's "Remember," Harold Melvin and the Bluenotes' "If You Don't Know Me By Now," Joe Simon's "Trouble In My Home," Johnny Williams' "Slow Motion," Glen Campbell's "One Last Time," and the O'Jays' "Love Train."

Commenting on the addition of the trio to the April/Blackwood legion, Koppelman stated: "We are more than pleased to welcome Kenny Gamble, Leon Huff and Thom Bell to April/Blackwood. Their contributions to the music industry over the years have been limitless. We feel that this agreement is yet another major step in April/Blackwood Music's continued efforts to expand its musical horizons."