



CashBox Great Britain

Profits for EMI for the half year to 31st December 1972 show an increase over the comparable six months of 1971. Sales in the United Kingdom were increased by £10,084,000 from £57,052,000 to £67,136,000. In North America sales increased from £27,146,000 to £28,531,000 and in Europe and other overseas territories from £42,533,000 to £52,135,000. EMI report that the profit improvement in Capitol Industries' results has been due to improved contributions from each of their divisions and, in particular, the strengthening of the company's artist roster. The current half year figures include the group's share of pre-tax profits less losses of associated companies £113,000 (£154,000 last year) and post acquisition profits of Affiliated Music Publishers and the Golden Egg Group.

Profits of the Robert Stigwood Group rose from £535,000 in 1971 to £1,250,000 in the year ended 30th September 1972—an increase of 133 per cent. Chairman Robert Stigwood reports that profits in the current year to end January are in excess of those earned in the corresponding period of the year under review. Stigwood added: "The figures reflect very encouraging growth within all divisions of the Group. Included in these figures are the earnings from the group's rights in the property 'Jesus Christ Superstar' which accounted for twenty nine per cent of company profits and earnings from this source will contribute to group income for several years". He went on: "Whilst it is too early to give any accurate forecast of profits for the current year, profits for the four months to 31st January 1973 were in excess of those for the corresponding period a year ago and the Board is confident of continued growth in the future".

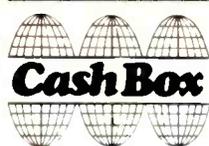
Miki Dallon's Youngblood have set a deal with Wes Farrell's Chelsea label for Don Fardon's "Delta Queen"

having terminated their recent contract with RCA. They have also signed Ian Campbell to Mega with "Do I Still Figure" now on release. These U.S. deals were negotiated at MIDEM and other international deals which have now reached fruition include deals made with Fania Records of Argentina, Orfeon of Mexico, RPM of South Africa and Fonografica of Spain who will be launching the Youngblood label in that territory.

CBS to launch new series tagged "Hall of Fame Hits". Series will consist of double A sides from various bands retailing at the normal single price. Artists concerned are Fleetwood Mac, Santana, Bob Dylan, Byrds, Sly and the Family Stone, Chicago, Soft Machine and Doris Day.

Phil Wainman currently in America to negotiate deal for the release of product on his Maple Annie label in the U.S. and Canada. He is also securing a publishing outlet. Wainman originally discovered The Sweet and has produced all their hits to date including of course, their No. 1 smash "Blockbuster" on RCA.

Many executive changes this week. John Mair, former sales manager at Phonogram has joined A & M Records in the same capacity and A & M's managing director Derek Green told Cash Box that Mair will handle all facets of the sales side of the company, particularly liaison with their distributors Pye Records. David Rozallon has left RCA to join Phonogram as Planning Co-ordinator in the marketing department. Don Dive formerly assistant to Decca's promotion manager Don Wardell (now with U.K. Records in the States) is leaving the company to join Chappell Music as promotion and public relations officer. Dive was with Decca for two years. Derek Allen, formerly with EMI as financial manager, licensed repertoire and marketing has left to settle in Los Angeles.



CashBox Canada

Polydor's Artists Relation rep, Lori Bruner, has had a busy few weeks with major artists into Toronto. Topping the list were the Bee Gees who pulled capacity houses for their two shows at Toronto's O'Keefe Centre. They followed this up with a full house at the 8000 seat Forum Concert Hall. Ms Bruner, chaperoned the famous brother act from when they deplaned at Toronto's International Airport, through to their well attended press conference, their both shows and finally back to the airport. She is currently working their new album, "Life In A Tin Can" which is receiving heavy play throughout Canada. Also on hand for a promotion trip were the Irish Rovers, currently making a strong play for the adult contemporary market with their "Morningtown Ride" deck on their newly bowed Potato label. Patti Paige was also in town for an engagement at the Royal York's Imperial Room.

RCA's Ontario promo department is putting its best forward with the Hook and Ladder Room (Seaway Beverly-Toronto) appearance of the Everly Brothers. The Everlys are between hits which makes this engagement a toughie for John Murphy and Neill Dixon who have combined forces in an attempt to at least push the name and pick up sales on their last album release.

GRT with a Juno Award feather in their cap for Lighthouse (Vocal Instrumental Group of the Year) have declared March as Lighthouse Month. Larry Green, marketing director, has already put muscle into the campaign which includes a three minute-long sixteen millimetre film for use over cable TV, college television, commercial stations etc. Lighthouse are currently making fast gains up the charts with "You Girl" and are still heavy on sales with their Canadian gold album, "Sunny Days."

Columbia received a bit of a jolt with one of their big hopefuls going

through a name change, just as they had been established through an album and single. Atkinson, Danko & Ford with Brockie & Hilton (which leaves much to be desired as a group name anyway) have shortened their act to Bearfoot. Their former manager Milt Brodey, who left the group last year to work with the Victoria-based Haida Records, returned and apparently after meetings with Columbia, the change of name was announced, with the approval of the label who agreed the group required a new image to launch itself in the U.S. A mid-March release is expected. There is also a personnel change with Mal Turner replacing Hilton who moves over to Capitol's Skylark group. Bearfoot made their Toronto debut at the Riverboat.

Fludd, who release on the Daffodil label distributed by Capitol, are off to the UK and a recording session at Manor Studio. New member is Peter Rochon, well-known keyboard man from Ottawa.

A&M have a Haida by the tail with Valdy's latest release, "A Good Song" grabbing berths on the adult contemporary and contemporary charts. Valdy was awarded outstanding performance of the year award in the recent Juno voting. He is currently touring Canada which has given A&M an excellent vehicle with which to work a promotion campaign. Also high on A&M's list of strong potentials is Chilliwack, who have shown on again off again sales and chart action with their "Groundhog" deck. Their tour of Canada gains them extra sales and plays in each market in which they appear. Their album, "All Over You," on the other hand, has shown excellent sustaining power on the charts.

One of Canada best known promotion men, Barry Ryman, who recently bowed his own independent promotion firm, has been appointed British Columbia and Alberta promotion rep for MCA Canada. Scott Richards, who recently completed a trip to the West Coast, made the announcement.



CashBox Italy

Rod Stewart arrived here for TV appearances and a short concert tour in Rome, Novara and Bologna. Gli Alunni Del Sole, led by Paolo Morelli who is also the writer for all musics and lyrics, is getting strong sales of its latest album entitled "Dov'era lei a quell'ora."

Serge Reggiani, the well known Italian-born French actor, was recently in Rome to introduce its latest LP entitled "Serge Reggiani, il francese." The Italian versions of the songs were written by Bruno Lauzi

and Giorgio Calabrese. Reggiani, who is now looking for Italian songs that may be introduced to the French audience (in a French version of course) was very busy with TV appearances and radio interviews.

Eddie Barclay has just released in France, with the voices of Dalida and Alain Delon, the French version of "Parole, Parole" that was one of the biggest local hits of 1972, thanks to the interpretation given by Mina and Alberto Lupo.

d'Arc Intersong General Manager

PARIS — Harry d'Arc Auerhaan has been appointed general manager of Intersong-Belinda Inc. in place of Nick Firth, who has been named in London to head of Chappell Int'l.

Harry d'Arc had been assistant to the general manager of Inter song Tutti in France, in charge of the international department.

Among other plans, d'Arc plans to promote French songs in the States.

As of April 3rd, he will be based in New York, 609 Fifth Avenue; tel. (212) 752-4300.



d'Arc

Ember/Ampex Deal

LONDON — Ember Records Ltd. has entered into a non-exclusive agreement with Ampex that gives the latter rights to a selection of material from Ember's extensive catalog of background music.

Ampex will release on its own labels, Ampex or Elk, a combination of 40 different cassettes and 8-track cartridges each year, in specified European territories.

Music from the Ember Background Library will be principally Sparta Florida Music Group titles, according to Ember president Jeffrey S. Kruger, who made the announcement.

Polydor Japan: Good Showing

TOKYO — Polydor Co., (Japan) held a conference of its executives and all branch managers on Mar. 1, 2, 3 at its head office in Tokyo to confirm the sales results of its 40th term (Oct. 1, 1972 to Mar. 31, 1973), and at the same time, to examine the business policy of its 41st term (Apr. 1, to Sep. 30, 1973).

The sales result of the 40th term: Its expected to show 3,300,000,000 yen (\$12,700,000), 8.2% more than the target, while 26.3% more than the previous term, and 21.8% more than the same term of the previous year.

The company pointed out that this good sales result was due to the "prosperous conditions of the market at the end and beginning of the year."

The sales target of the 41st term: It has been settled at 3,200,000,000 yen (\$11,800,000).

Gladys To U.K.

LONDON — Gladys Knight and the Pips have been signed for a return tour of England by Ember Concert Attractions, with six weeks of concert and television appearances scheduled to begin Thursday, May 10. The itinerary includes two performances at the London Palladium, as well as a series of shows at major niteries in the London area.

The group, now recording for Bud-dah Records, headlined a series of British dates in November for the Ember organization.

Arrangements for this return tour were concluded between Sidney Seith Pips, and Ember president Jeffrey denberg of the SAS management firm, representing Gladys Knight and S. Kruger.



Steve Davis, a writer for Al Gallico Music has signed an exclusive five year recording contract with Barkclay Records whose offices are in Nevilly, France. Al Gallico, right, finalized the deal while attending MIDEM in France.

Davis, who previously recorded for RCA and Apple Records, plans to record an album for Barkclay under the production of Phillippe Rault with recording set for Muscle Shoals and Memphis with remixing in London.