

Executives On The Move *fr 12*

Ferrango Named WCI Exec. Assist. — Carmen Ferrango has been named executive assistant to Steven J. Ross, chairman of the board of Warner Communications Inc., effective immediately. For the past seven years, Ms. Ferrango has been Ross' executive secretary.

Barry Resnick Leaves Curtom — Barry Resnick, vice president of promotion for Curtom-Gemigo Records, is no longer affiliated with the Chicago-based operation. He held the position at Curtom for one and one-half years. Resnick is now forming an independent promotion and merchandising firm on the east coast. He can be reached at (212) 759-3405.

Hardy Retires From Capitol Records — M.S. Hardy, Capitol's director of corporate properties and office services, has retired after thirty years of service to the company, announced Barry E. Kimmelman, vice president, administration, Capitol Industries-EMI, Inc.

Lamb, Froelsch To Capitol — Jerry Lamb has been named office and building services manager for Capitol Records, announced Barry E. Kimmelman, vice president, administration and business development, Capitol Industries-EMI, Inc. Simultaneously, Kimmelman announced the appointment of Andrea Froelsch to the position of auto and properties administrator. Kimmelman also announced that Robert Franz, personnel-industrial relations director, will assume responsibility for corporate security matters. Bill Robertson, management & information systems director, will assume responsibility for the systems and hardware for all telecommunications.

Post Christmas Retail Syndrome *fr 8*

are forced to work on uneven release schedules that there seem to be no solutions to.

Valid Complaints

It would appear, then, that there is some validity to the retailer complaints. They argue that in the November to December period, record buyers become conditioned to shop their record stores every couple of weeks, because they know there will be new releases for them to choose from. And if they don't come on their own, newspaper advertisements featuring the latest releases draw them in. But in the few

weeks after the new year — for the first two months at least — that steady flow of new product is nonexistent, along with the new or renewed motivation to go record shopping.

The manufacturers, however, have a different viewpoint. Jules Abramson, senior vice president, marketing, for Phonogram/Mercury, explained that "most manufacturers do not come out with product in mid-December. We came with a release of seven albums in mid-December, so that we could get the product out on the street by the first of the year and be out there promoting and merchandising in January while everyone else is just announcing their January releases." Abramson pointed to the latest Bachman-Turner Overdrive as an album that came out late in December (17), which the label will be working on throughout January. Abramson also noted Phonogram's year-ago success with Kraftwerk's initial album. "There's no doubt about it. We came out with that album when there seems to be a lull in new releases, and as a result, picked up a lot of airplay." He concluded by stating he does not believe labels hold back on their releases.

Sunset Sound Refurbishing

LOS ANGELES — In a constant attempt to update his trio of studios, Tutti Camarata has recently completed a new control room and monitor system, thus completing a renovation of Sunset Sound Studio's number one room.

Camarata, one of the few owner/operators in the independent studio business who is active in the daily management of the studio, runs a technical team which has designed and developed the new equipment.

In addition to the refurbishing, Tutti has added Audio Rents, an affiliate of Sunset Sound which provides recording equipment on a rental basis to those using the facilities.

Since 1961, when the studio began as a service to Disney Studios, producing and developing product for that company, Sunset Sound, under the direction of Camarata, has serviced numerous recording stars, including Herb Alpert, The Doors, The Rolling Stones, Buffalo Springfield, Kris Kristofferson, Cher, Tom Jones and others.

Camarata, a composer, arranger and conductor in his own right, realizes the meaning of a creative, efficient atmosphere and has been consistent in his efforts to provide the "best in recording technology." In the coming year he looks forward to "an upswing in the industry, with an ever-increasing awareness of the cost of doing business on the part of the manufacturer."

Entertainment Co. Formed In Richmond

NEW YORK — Joe Caster, as president and Tom Cephas, vice president, have formed Dynamic Entertainment Complex, based in Richmond, Virginia. Carter and Cephas are managers of Poison currently recording for Roulette and another black group Starfire.

Bottom Line: Theory + Practice *fr 8*

maintained.

Do ticket prices vary with the cost of talent?

Snadowsky: "No, in an effort to maintain continuity, tickets are always \$4.50 weekdays, \$5.50 for weekends and "An Evening With..." concerts, which feature one act only per show.

How do you handle security?

Pepper explained that the best security, to him, would always be non-uniformed. He and Snadowsky always make a special effort to keep themselves visible at performances, ripping tickets at the door and staying close to the audience through the shows. Headwaiters and ushers seat each party individually, and every effort is made to keep table service efficient, thereby keeping the audience comfortable and relaxed. There is only one real "bouncer."

Pepper began by giving a small history of his association with Snadowsky and Jazz Interactions Incorporated, which they formed, consequently sponsoring Sunday afternoon jams in New York City. They continued with AI-Stan Productions, Inc., receiving a federal grant to bring black jazz musicians to black and white schoolchildren for educational lecture demonstrations. "We got to know musicians," said Pepper, "and originally wanted a jazz club." When the chance arose to purchase the old Red Carter club in Greenwich Village, the two men jumped at the opportunity.

"We knew the most important thing was sound, that we were selling sound in a sense," said Pepper. Putting together the Bottom Line's facilities, sound system plus, took nine months time of the best experts the owners had met over their years producing concerts. Pepper made special mention of three concert promoters, Art D'Lugoff and Steve Paul, with whom they had worked in the past, and Bill Graham, whose style they greatly admired. From D'Lugoff, who has run the Village Gate for years, they learned what Pepper called "creative booking, where one plus one could equal three." The Bottom Line tries to feature double bills that "make

sense," meaning that the right programming combinations total a more rewarding listening experience. D'Lugoff had also mastered, in their opinion, the proper approach toward artists and managers; privileges and limitations as "guests" of the club they played. From Graham they learned the importance of "production values, that is sound and lighting" to the concert experience. Steve Paul introduced them to a concept of booking which distinguishes the Bottom Line, not planning strictly by weeks and times, but getting desirable acts at the times they were available, for the number days they could accommodate in the New York market. Asked how the number of days an act would play was finally decided upon, Pepper answered, "This is something we argue about all the time. It's a street feeling, a rhythm you have to get into."

Deep Purple In U.S. This Week

NEW YORK — The U.S. segment of Deep Purple's world tour opens this Wed. (14) in Fayetteville, N. Carolina, and will cover 25 cities between now and the end of February. The first leg of the tour began in Hawaii on Nov. 8 and included dates in New Zealand, Australia, Indonesia, Hong Kong and Japan. The U.S. portion will be followed by engagements in Europe and Britain through the spring.

The Deep Purple tour marks the debut of new guitarist Tommy Bolin, who appears on the band's current Warners album, "Come Taste The Band."

Atlantic Catalog Deletions Outlined

NEW YORK — Atlantic Records last week denied rumors that the company had deleted all of their 1950s product to make room for new releases. According to a label spokesman, certain packages of '50s and later material have been eliminated, as well as the Southern Folk Heritage series and the History of R&B records. However, the "heavy jazz" project is still in existence as it is "one of the mainstays of Atlantic's catalog." The label may also be deleting Charisma and Virgin items as well.

Wisc. Tape Firm Gets Piracy Fine

LOS ANGELES — E-C Tapes and its president, David Heilman, have been ordered to pay \$80,000 in compensatory damages and another \$50,000 in punitive damages to A&M Records, for having pirated A&M's recordings. The awards, made by superior court judge here, came after a summary judgment and a permanent injunction against E-C for pirating A&M tape product. E-C was also ordered to pay A&M's court costs.

In an additional action, Lowell B. Greenwood of Prospect, Ky., pleaded guilty in federal court to 22 counts of copyright infringement. He was fined \$2500 and placed on two years probation.

RCA Rush Releases Waylon Jennings LP

NEW YORK — RCA Records is rush releasing an LP featuring Waylon Jennings, his wife Jessi Colter, Willie Nelson and Tompall Glaser. All artists will be featured solo and together, according to Jerry Bradley, division vice president, Nashville operations, RCA.



FLEETWOOD FAMILY — It was a family affair when Fleetwood Mac dropped by **Cash Box's** Los Angeles offices to present publisher George Albert with a copy of the group's latest album for Reprise, "Fleetwood Mac," containing the hit single "Over My Head." The album has been certified gold by the RIAA. From left: vocalist Stevie Nicks; lead guitarist Lindsey Buckingham; **Cash Box** publisher George Albert; drummer Mick Fleetwood; Amy Fleetwood; Christine McVie, keyboards and vocals; Lucy Fleetwood, and John McVie, bass guitar.