

Appel: Diversity Key To Springsteen fr 7

something."

Management Deal Being Re-done

Springsteen and Appel are currently renegotiating their arrangement, focusing on the production and publishing aspects. "When an artist gets to a certain point in his career, he deserves a better deal." Asked the obvious question of whether Springsteen wants to control his own publishing (which is now controlled by Appel), he answered, "Of course, every artist wants to control their own publishing."

The recording deal with Columbia is also going to be renegotiated soon, according to Appel. The original deal, made in 1972, was for 10 albums over a five year period, with a budget of \$40,000 each. The album budget was subsequently raised to \$50,000, but judging by the cost of "Born To Run," which Appel said went well into the budget for the next album, he wants to up that figure again. "It's impractical to have such an album budget, and it's impractical to have ten albums to do. I know that, Columbia knows that, and they are very friendly and cooperative people over there."

LP Delay Caused Concern

Appel recalled the long wait for "Born To Run" to be completed. Columbia was becoming concerned and asked to hear

some progress on the record, owing to the delay and the cost of the sessions. Appel invited them to the studio and he reports that Bruce Lundvall, Stan Monteiro, Jack Craigo and others came down. When the tracks were played for them, they became very excited and nothing was said about the delay from then on. This, said Appel, was what started the excitement growing in the company, and he credits the press, which he said took it upon themselves to do everything they could for Springsteen, with generating the excitement that followed on the part of the public. Also the tour, which was his first national tour and grew as it went along, until it lasted for over six months, helped the record sales tremendously. "I knew if we were out playing around the country, we would sell records," said Appel.

Appel is now managing one other act, Sir Lord Baltimore, a group he was involved with as a producer-writer several years ago, and he is also producing a road version of "West Side Story," to run in legitimate theaters throughout the country. Asked what he felt was the most important thing about managing, he replied, "You have to love the act. If you love the act and know something about music, you will win out on enthusiasm."

Subcommittee Adjournment Affects Jukes fr 7

jukebox royalty pots the Copyright Register collects. It will arbitrate compulsory rates for public broadcasters and copyright owners every five years, if necessary.

Informal Tribunal

Under the Senate bill, an informal tribunal would have been called together on an ad hoc basis by the Copyright Register. The three person panel would have been drawn from members of the American Arbitration Association.

A major task of the new commission will be to determine the distribution of some \$8.5 million dollars cable TV royalties, and \$3.5 million dollars jukebox royalties, both new sources of income for songwriters and publishers. Although the subcommittee didn't foresee hassles with jukebox royalty distribution, Copyright Register Barbara Ringer warned "we can't assume ASCAP, BMI, and SESAC will agree on the rates."

1985 Review

The commission will also review all royalty rates in 1980. The next review will be 1985 and every five years for cable; 1987 and every ten years for mechanical royalties; and 1990 and every ten years for jukeboxes.

Some subcommittee members wondered if there would be enough work to

keep a fulltime commission busy. Ringer, whose office will maintain responsibility for collecting royalties, said there would be "plenty to do. . . The arguments against the tribunal are answered by this commission." Continuity, precedents, and copyright expertise will be maintained in a single fulltime office.

Additional Changes

Pattison also saw the need for a fulltime body. "There will be nothing but additional changes in the law," he felt. "Compulsory licensing is inevitable," he threatened, and the commission will have to negotiate and regulate that licensing.

The commission will be governed by the Administrative Procedures Act, and will conduct its business "on the record." Decisions can be appealed to the U.S. Court of Appeals. When it considers petitions to redistribute copyright kitty, the commission will be able to deduct its expenses off the top of the pot.

RR Dist. Becomes CRDI

LOS ANGELES — RR Record Distributors, located at 731 W. Wilson, Glendale, Calif., has changed its name to California Record Distributors, Inc.

NY Price War Escalates As Mays Slashes LPs To \$2.87 fr 7

specifically Thursday, as a battleground.

So far, the battle has remained exclusively in New York City, and essentially in Manhattan, Brooklyn, and the Bronx. An examination of 18 additional major

metropolitan areas revealed that the average sale price for \$6.98 list LPs has continued to hover at the \$4 level. The most widely advertised prices were, once again, \$3.64 and \$3.99.

LP Retail Selling Prices

Atlanta: At Musicland, 20th anniversary sale offering catalogs of 12 artists including the Beatles (Capitol), Neil Diamond and Chicago (both Columbia), Carpenters (A&M), and Elvis Presley (RCA) for \$3.99/\$5.99 tape. Full page A&M promotion advertising newest Carpenters LP at Brothers Music, Buckwheat Records, Clark's Music, Jim Salle's, two Record Bar locations, Radio Doctor, Cheap Thrills, and two Music Scene locations. At Franklin Music (three locations), four LPs by Frederick Fennell and the Eastman Wind Ensemble (Mercury) at \$3.99 per disc. (*Sunday Atlanta Journal and Constitution*)

Baltimore: At Recordmasters (three locations), six 2-LP sets from the Verve jazz collection for \$5.79 (album or tape); also, four recent releases from the CBS family for \$3.99/\$5.79 tape. At Record and Tape Collector (five locations), over two dozen current releases for \$3.94/\$5.24 tape with selected specials on Beatles catalog and Phillips, Columbia Classics, and Vox labels. At Musicland (four labels) 20th anniversary sale offering identical merchandise as in Atlanta for \$4.44/\$5.99 tape. At Korvettes (four locations), all LPs on ABC and affiliated labels for \$3.64/\$4.99 tape; however, in a Korvettes advertising supplement, all label sale for \$3.97/\$5.99 tape. At Drug Fair, selected cutouts priced at \$1.99 per disc (advertising supplement). (*Sunday Baltimore Sun*)

Boston: At Jordan Marsh, That's Entertainment, Part 2" (MGM) for \$4.88 per disc. At the Coop, original Broadway cast album of "Rex" (RCA) for \$4.59 (\$7.98 list). Half-page Asylum Records ad, with no tie-ins, of Eagles catalog promoting upcoming area concert appearance. (*Sunday Boston Globe*)

Chicago: At Musicland (seven locations) 20th anniversary sale offering identical merchandise as in Atlanta and Baltimore for \$4.67/\$5.99 tape. Full page A&M promotion advertising newest Carpenters release for \$3.64/\$4.99 tape at six locations. (*Sunday Chicago Tribune*)

Cleveland: At J.P. Snodgrass & Co. (12 locations), all label sale for \$3.99 per disc with features on the Aerosmith catalog (Columbia) and 2-LP sets by the Beatles (Capitol) \$6.99 for \$10.98 list). At Gold Circle (seven locations) 13 selected \$5.98 list LPs for \$2.79; six selected 8 track compilations for \$2.79. At Gaylords (seven locations), ten current releases from the CBS family for \$3.95/\$4.95 tape. At Recordland (five locations) five current releases from the CBS family (all but one different from Gaylords offering) for \$3.99/\$5.99 tape. At Warehouse Records, all 8 track tapes for \$4.99 with feature on current Fleetwood Mac and Gary Wright (both Warner Bros.), Eagles (Asylum), and Queen (Elektra); all LPs priced at \$4.36. Epic Records promotion advertising debut album by Wild Cherry with no tie-ins. (*Cleveland Plain Dealer, Weekend Magazine, June 25*)

Dallas: At Musicland (nine locations), 20th anniversary sale offering identical merchandise as in Atlanta, Baltimore, and Chicago for \$4.44/\$5.99 tape. At Sound Warehouse (four locations), full page Carpenters (A&M) ad offering newest release for \$3.99/\$4.99 tape. At Sanger Harris, "That's Entertainment, Part 2" (MGM) for \$6.99/\$7.99 tape; also features on "Dr. Zhivago" and "2001" soundtracks (both MGM) for \$5.99/\$6.99 tape and "Tommy" soundtrack (Polydor) for \$8.99/\$10.99 tape. At Gibson's Discount Center (eight locations) ten current releases (including newest Elton John, Wings, Rolling Stones, Led Zeppelin) for \$3.99/\$4.99 tape. (*Sunday Dallas Morning News and Sunday Times Herald*)

Denver: No ads in *Sunday Denver Post*.

Detroit: At Korvettes (five locations), all LPs on ABC and affiliated labels for \$3.64/\$4.99 tape. (*Sunday Detroit News*)

Los Angeles: At Licorice Pizza (18 locations), half page promotion of latest Steve Miller release (Capitol) for \$3.77/\$4.99 tape tied to upcoming area concert appearance. At Music Plus (11 locations), debut album by Natural Gas (Private Stock) for \$3.69 (all LPs are \$3.99). At the Warehouse (36 locations), full page Carpenters (A&M) ad offering newest release for \$3.88/\$4.88 tape; also, full page Columbia ad offering newest Chicago and newest Neil Diamond for \$3.88/\$4.88 tape with comparable reductions on Chicago catalog and two earlier Diamond recordings. At Musicland (12 locations), 20th anniversary sale offering identical merchandise as in Atlanta, Baltimore Chicago, and Dallas for \$3.99/\$5.99

tape. RCA promotion of soundtrack to "Laura" with no tie-ins. Blue Note/Impulse/Verve jazz sale at seven locations for \$2/\$3 tape, \$6.98/\$7.98 tape list. (*Sunday Los Angeles Times Calendar section*)

Miami: At Jefferson Department Stores (ten locations), newest releases by Aerosmith, Chicago, Neil Diamond, and Santana (all Columbia) for \$3.99/\$4.99 tape. At Spec's Music (seven locations), "Reggae Got Soul" campaign offering 15 titles on Island Records, including Bob Marley and Toots & The Maytals, with no prices listed. (*Sunday Miami Herald*)

Minneapolis: At Musicland (nine locations) and Zayre Shopper's City, 20th anniversary sale offering identical merchandise as in Atlanta, Baltimore, Chicago, Dallas, and Los Angeles for \$4.87/\$5.99 tape. Full page A&M promotion advertising newest Carpenters release at nine Musicland locations, J.C. Penny, Zayre Shopper's City, Montgomery Wards, Holiday Village, Labelles, Discount Records, and Aura Sound & Entertainment Co. tied to upcoming area concert appearance. At Discount Records (two locations), entire stock of DG LPs at three for \$15 or \$5.49 per disc (\$7.98 list). (*Sunday Minneapolis Tribune*)

New Orleans: No ads in *Sunday New Orleans Times Picayune*.

New York: At Sam Goody (27 locations), multi-artist sale, including John Denver (RCA), Elton John (MCA), The Who (MCA), Eagles (Asylum), and Frank Sinatra (Reprise) for \$3.99/\$5.99 tape; additional features include new classical releases on London Records, all Capitol and Angel discs, and "The Best of . . ." series on Buddah (2-LP sets) for \$3.79 each. At Korvettes (30 locations), all LPs on ABC and affiliated labels for \$3.64/\$4.99 tape. Also, full page A&M promotion advertising newest Carpenters LP for \$3.64/\$4.99 tape; additional features include "Electric Light Orchestra's Greatest Hits" (UA), Island Records' "Reggae Got Soul" campaign offering 15 titles (same as in Miami), Fantasy Records salute to the Newport Jazz Festival, and multi-label sale (including Columbia and A&M) all for \$3.64 per disc. Separate Korvettes advertising supplement featuring catalog sale on CBS family, A&M/Ode, and ABC/Sire labels for \$3.64 per disc. At Two Guys (17 locations), half page Columbia promotion advertising newest Neil Diamond plus two earlier releases for \$3.64/\$4.97 tape. At King Karol (six locations), debut LP by Tashi (RCA) for \$3.99 and latest release by Peter Serkin (RCA), a 3-LP set for \$11.97, both tied to upcoming area concert appearance. At Alexander's (nine locations), full page ad featuring many titles from CBS catalog for \$3.64 per disc (\$4.64 per disc for \$7.98 list); in addition, newest releases by Wings, Tavares, Steve Miller, Nancy Wilson, Natalie Cole, and the Beatles (all Capitol) for \$3.64 per LP (Beatles at \$4.99 for 2-LP set). (*Sunday New York Times, Sunday New York News, Daily News, June 25*)

Philadelphia: At Sam Goody, multi-artist sale (same as in New York) for \$3.99/\$5.99 tape. In addition, features on Capitol and Angel catalogs for \$3.79 per disc, and five current releases from the CBS family for \$3.99/\$5.99 tape with a highlight on newest Chicago LP for \$3.76. At Korvettes (five locations) all LPs on ABC and affiliated labels for \$3.64/\$4.99 tape. (*Sunday Philadelphia Inquirer*)

Pittsburgh: No ads in *Sunday Pittsburgh Press*

St. Louis: At Street Side Records, newest Jeff Beck and newest Ted Nugent releases (both Epic) for \$3.99/\$4.99 tape with mention of previous Beck LP on Epic. (*Sunday St. Louis Post-Dispatch*)

San Francisco: At the Warehouse (24 locations) full page A&M promotion advertising newest Carpenters release for \$3.88/\$4.88 tape. At Banana Records (seven locations), John Denver catalog (RCA) and debut LP by the Starland Vocal Band (Windsong) for \$3.66/\$4.66 tape. At Odyssey Records (five locations), Johnny Mathis catalog (Columbia) with feature on his latest release for \$3.77 per LP; in addition, assorted cutouts offered for \$1.99 per disc. At Discount Records (six locations), London Records classical catalog for \$3.99 per LP. (*Sunday San Francisco Examiner & Chronicle Date Book and This World*)

Seattle: No ads in *Sunday Seattle Times*

Washington: At Korvettes (four locations), all LPs on ABC and affiliated labels for \$3.64/\$4.99 tape; in addition, Elton John catalog (MCA) for \$3.64 per LP. At Harmony Hut (nine locations), full page A&M promotion advertising newest Carpenters LP for \$3.99/\$5.99 tape. At K mart, 16 current releases on various labels for \$4.97/\$5.97 tape; also, assorted cutouts for \$1.97/\$2.97 tape. (*Sunday Washington Post*)

Note: All information in the above chart gathered from June 27 editions unless otherwise indicated.