

Cash Box International



SUPERTRAMP GETS GOLD — Following their recent concert tour of Holland, A&M recording group Supertramp received double gold records for their current LP, "Even In The Quietest Moments." Pictured at the Rotterdam presentation are (standing, l-r): John Helliwell, Supertramp; Maggy Smolders, head of promotion, CBS Grammofoonplaten B.V.; Bob Benberg, Rick Davies, Dougie Thomson and Roger Hodgson of Supertramp; Russel Pope, concert sound engineer and member of Supertramp; and Charlie Prevost, Supertramp tour manager. In the front row (l-r) are: Ron Heijmans, press officer for Ariola Benelux B.V.; Marcus Bicknell, managing director A&M Records, Europe; Cathy Oudemans, promotion co-ordinator A&M, Europe; and Paul Tesselaar, director of marketing and development CBS Grammofoonplaten B.V.

2 UA Execs Form Company

LONDON — Martin Davis, former managing director of United Artists Records U.K., and Andrew Lauder, former head of A&R for UA Records U.K., have announced the formation of a new record company trading under the title of Radar Records.

It becomes directly associated with WEA on a partnership basis, and the agreement with that organization involves the development of Radar's acts around the world. Davis will be managing director and Lauder director of A&R.

Radar will be headquartered in London's Covent Garden district at an address to be announced shortly. It will have its own staff responsible for the control of all A&R, marketing, sales and promotion policies, but it will be utilizing all of WEA's services and departments.

"Our aim is to concentrate on developing new artists, although we will obviously be interested in established acts," commented Davis. "We hope gradually to build a separate, identifiable record company far beyond anyone's previous expectations."

Argentinian News

BUENOS AIRES — A new publishing house has been formed by Surco Industrias Musicales, the record company headed by Enrique Iriberry and Eduardo Di Bella. The organization already has the amount of published songs required by law and it is expected that it will be recognized by SADAIC soon.

Microfon has renewed contract with group **Los Del Suquia**, who hit the charts years ago with "Cancion Para Una Mentira" and started a new emergence of melodic-folk songs. The group is now recording another LP for the label and plans to tour several provinces shortly.

The Chamber of Music Publishers offered a cocktail party at the English Club, celebrating the recognition of its juridical status by the government. There was strong attendance among newsmen, artists and representatives from the record companies.

Korn Publishers feted pop chanter and composer **Cacho Castana**, who records for Polydor, upon the release of the first sheet music album of his songs. The pubbery will start distributing sheet music through a network of newsstands.

Jorge Cesar Esperon of Carmusic reports that his diskery has started representing several U.S. labels, among them Cream Records. Esperon traveled twice to the States in the past two months, and has written a contract form, in cooperation with lawyers from the U.S., to be used in the future. The new contract keeps an eye on the problems of the Latin American companies representing labels from abroad.

"My working relationship with John Fruin goes back to the late '50s, and I know that his ambition is for WEA to become the most successful record company in the world. I have equally ambitious plans, but on a smaller scale."

Belgian News

BELGIUM — The Polydor Belgium catalog has added several new labels: Parisfal, Oldie Blues, Indigo, Kicking Mule, Leader-Trailer, Sonet, Speciality, Storyville, Topic, Transatlantic and X-Tra. Meanwhile, the company reports good sales for the new Eric Clapton album "Slowhand" and Long Tall Ernie's "Do You Remember." In Holland, Long Tall Ernie was awarded a gold single and LP. Alan Price has recorded an album with Holland's boogie woogie pianist Rob Hoeke. "Two Of A Kind" was released on Polydor. Barclay reports that "Brel," the new Jacques Brel LP, is their biggest seller. Only a few days after release, 100,000 copies were sold in Belgium.

THP Signs U.S. Deals

TORONTO — The Toronto-based production firm Three Hats Productions has announced the signing of a number of U.S. agreements for product release and/or artist representation of its roster in the United States.

The T.H.P. Orchestra, Juno Music Award winners as Best New Canadian Group this year, have signed with Butterfly Records, with an album slated for late November release. Vocalist Wayne St. John, a former member of the T.H.P. Orchestra, will have his new single, "Something's Up," released on Salsoul Records in the U.S.

Three Hats' newest signing, RCA recording artists Thor, have been signed to a multi-album, long-term contract with Midson Records in the States.

As well, Three Hats Productions itself has signed with New York-based T.W.H. Management Services for business and career representation outside of Canada.

Ellison Single Issued

TORONTO — GRT Canada has announced the release of a third single from John Ellison And The Soul Brothers Six, called "I Think I'm Falling In Love," which will be released simultaneously in Australia through M7 Records.

As a follow-up single to his cover version of "Dazz" (which did well in Canadian, Japanese and Brazilian markets), Ellison took the original tape recorded at Toronto's Sound Interchange Studios, and brought it to Sigma Sound Studio in Philadelphia. The resultant disc, released with an up-tempo disco version of the flip side, will be released internationally.

New Concert Promoter Enters Unexploited British Columbia

VANCOUVER — Norman Perry, president of Perryscope Concert Productions, a Vancouver-based promotion firm, has announced gross revenues for the company in excess of \$200,000 for the first active month of business.

The concern produced 15 concerts during the month of October, including a Rod Stewart date in Edmonton, and an extensive tour by the Stampede on the final leg of their cross-Canada tour.

The Stampede's dates took place in the British Columbia interior, a previously-unproven market. With the success of the Stampede tour there, further bookings are planned. The tour was a success for several reasons, among them co-ordination by the group's manager Mel Shaw and their two record companies — Tee Vee and Quality Records — in promoting the two separate releases. The tour compiled five advance sellouts, and extra performances were added in Port Alberni and Prince George, British Columbia. Among the promotional manoeuvres utilized were heavy print campaigns, the airing of the Stampede's television special in key markets prior to the tour, and strong

radio advertising by the record companies, which led to high advanced sales in a traditionally door-sale province.

Future projects for the promotion firm include tours of British Columbia by national and regional acts during the winter months, the only Canadian appearance by Levon Helm And The RCO All-Stars, and a tour of the film documentary, "A History Of The Beatles," which recently played to large crowds in parts of eastern Canada.

Co-ordinated Tours

Perryscope was formed in late August by Norman Perry, who spent over three and a half years in Great Britain with the promotion company responsible for coordinating tours by the Who, The Rolling Stones, Yes, ELP, Nazareth, and management of Genesis, among others. Perry was recently involved in the management of WEA recording artist Peter Gabriel's tour, and he also advanced the Pink Floyd '77 Tour.

Production work is handled by Riley O'Connor who, like Perry, hails originally from Montreal, and has worked with ELP, Elton John, Queen, and most recently was stage manager for Abba on their sellout Australian and European tour.

Augustin Named FOP's New European Director

LOS ANGELES — Far Out Productions' Jerry Goldstein and Steve Gold announced recently that Gerhard Augustin has been appointed managing director of Far Out's European operations. Based in Germany, Augustin will represent the company's roster of artists abroad, including War (MCA), Ronnie Laws (Blue Note), Redbone (RCA), and Tanya Tucker (MCA). Augustin, who has his own production company, Gammarock Music, was formerly United Artists' director of creative services in Germany and manager of Ike and Tina Turner.



Pictured at Far Out's L.A. office (l-r) are: Gold; Augustin; and Goldstein.

Phonogram Ups Prices

LONDON — Phonogram increased certain of their prices as of Dec. 1. Singles go from 75 pence to 80 pence; mid-price albums from 2.35 pounds to 2.45 pounds; standard pop from 3.25 pounds to 3.50 pounds; deluxe from 3.50 to 3.99 pounds and double albums from 4.99 to 5.50 pounds. Super deluxe pop and classical remain priced at 3.99 pounds and classical boxset prices are unchanged. Tape prices follow this pattern.

MAC Book Horseshoe

TORONTO — Music Arts Company, the publicity and promotional firm, reports that they have reached an agreement with Toronto's Horseshoe Tavern, to provide direct talent coordination and publicity for the club.

The tavern has long been regarded as the city's foremost country and bluegrass nightspot. Both partners in Music Arts Company, Richard Flohill and Ellen Davidson, will direct publicity efforts for the club. Davidson will coordinate the talent, which will involve deciding on and buying talent for the nightclub.

Where In The World . . .

Jose Feliciano has been set to play his annual Eastern Canadian tour in early December. The singer will appear at the Place des Arts in Montreal on Dec. 4, Hamilton Place in Hamilton on Dec. 5, The Grand Theatre in Quebec on Dec. 7 and the National Arts Center in Ottawa, Dec. 8.

Three Artists Chosen For 'Elvis' Musical

LONDON — Three artists have been signed to portray the late Elvis Presley during various stages of his career in the forthcoming stage musical "Elvis" due to be premiered at the West End's Astoria Theater on November 28. They are 16-year-old Timothy Whitnall, from Bury St. Edmunds, Suffolk; rock 'n' roll singer Shakin' Stevens, 26; and veteran Texas-born singer P.J. Proby, 40.

Another West End musical has been announced entitled "The Bricusse & Newley Traveling Music Show" for a March premiere, followed later by a Broadway season. It will star singer-entertainer Bruce Forsyth, whose BBC TV show "The Generation Game" regularly tops the U.K. viewing ratings.

The show will feature over 30 songs written by Leslie Bricusse and Anthony Newley.



JANIS IAN AWARDED — Following an extensive Japanese tour, a reception was held for Janis Ian at Maxim's in Tokyo. Norio Ohga (l), president of CBS/Sony, presented Ian (r) with two awards, Artist of the Year and Brightest Hope of the Year. Concluding the tour, CBS/Sony in Japan released a "Best Of . . ." LP, entitled "Janis Ian."