

CBS Restructures; Davis Role Widened

NEW YORK—The upper echelons of CBS and its Columbia Records division have been restructured so that Clive Davis, as president of the newly formed CBS/Records Group, takes over responsibilities for both foreign and

domestic recording industry operations for CBS. Davis had been president of the CBS Records Division since 1967.

The move stems from the split of CBS/Columbia Group, headed by Goddard Lieberson who has been named CBS senior vice president, into CBS/Records Group and a reorganized CBS/Columbia Group. Harvey Schein moves over from president of CBS International to the CBS/Columbia group as president.

The CBS/Columbia Group will include Columbia House, which comprises the Columbia Record and Tape Clubs, the CBS Musical Instruments Division and Creative Playthings.

Stepping into Schein's vacated post of president of CBS International will be Walter R. Yetnikoff, who joined Columbia in 1961 as an attorney, will be responsible for the activities in all areas concerned with the 100 foreign countries presently included in the CBS International operations.

Executive Staff

And at Columbia Records, Davis has realigned his executive staff to help meet the demands of his

(Continued on page 8)

Guyden Back - Accents Rock

NEW YORK—Jamie Records is reactivating the Guyden label to specialize in contemporary rock product from overseas. The move is being made in conjunction with Inter-Rep, who will supply Guyden with all its product. The Inter-Rep organization, headed by Bonnie Leon, represents certain leading record companies, music publishers, and producers throughout the world.

Included in the first Guyden release are singles by Bulldog "Man of Constant Sorrow" and Bastos ("Loop di Love"). Also scheduled for release is an album, "Toronto," by folk-blues artist Jack Grunsky. The album is a joint project of Kuckuck Records (Germany) and Amadeo Records (Austria). It was produced by the legendary "father of British blues," Alexis Korner.

NARAS Trustee Posts Are Filled

NEW YORK—Phil Ramone has been elected and Father Norman O'Connor and Johnny Pate have been re-elected national trustees of the Record Academy (NARAS) by the board of governors of the New York chapter. The trio joins Manny Albam, Esmond Edwards and Jim Lyons, currently entering the second of their two-year terms.

Elected to serve as alternate trustees for the New York chapter were: Is Horowitz, Dick Hyman and Jimmy Owens.

G. Mills Mgt. Buys Anka Co.

NEW YORK—Gordon Mills' Management Agency and Music Ltd., London-based company, has acquired Paul Anka's Spanka Music and all of its associated companies in the U.S. and Great Britain. The sale price was not revealed.

The agreement also provides for a five-year contract for Anka to continue in an executive capacity and for all of Anka's compositions to be administered through AM.

Starday/King Undergoing Revamping; Personnel Pared

NASHVILLE — Starday/King, the Nashville-Cincinnati-based label which has been on the selling block for many months, is undergoing "internal restructuring" that has resulted in personnel cutbacks.

As announced in Billboard in February, Lin Broadcasting, its parent firm, has been trying to sell the property. The reason given was that Lin wanted to devote its full time to the broadcast industry, and wanted out of the record business.

Hal Neely, president of Starday/King, denied that the company was losing its doors. "There has been some restructuring needed for some time, and we are merely making the changes necessary for smoother operation," he said.

Jim Wilson, in charge of sales and marketing, said there would be new product releases in the near future.

Lately, Neely has spent time in New York, at the Lin offices, where he is a vice president. He maintains his home here, however. He again repeated that the recording company is for sale, but only "if the price is right."

"We have a valuable concern, and we're operating in the black," he said. "Our efforts at the moment are concentrated on the sale of the company so that Lin can concentrate on other fields."

The restructuring of the office here resulted in layoffs for seven people, it was learned.

MCA'S LOAD GOING WEST

NEW YORK—Mike Maitland, MCA Records president, was here last week to re-evaluate the firm's New York operation with a view to shifting the main load to the West Coast headquarters. Maitland said he'd make an announcement on the state of the New York office sometime this week.

Disks & Prerecorded Tape Sales 1.112 Bil

BALA CYNWYD, Pa.—Records and prerecorded tape accounted for \$1,112,400,000 or 92.7 percent of the gross dollar volume at retail level of music and music product sales during 1970, according to figures released by the National Association of Record Merchandisers (NARM).

Equipment accounted for just about 4.8 percent or \$57.6 million, with accessories netting 2.3 percent or \$27.6 million.

Department and discount stores still remain the favorite buying place of the consumer, accounting

MCA to Unveil Promo Campaign at Clinics

LOS ANGELES—A series of concert and promotion tours by various MCA Records artists as a major tool for exposing product will be unveiled at three sales meeting clinics the firm is scheduling for New York (28), Americana Hotel; Chicago, Monday (26), Water Tower Hyatt House, and

Universal City, Wednesday (28), Sheraton/Universal Hotel. New product will also be unveiled. Spearheading the meetings will be president J. K. (Mike) Maitland. Attending the meeting from the home office will be vice presidents Joe Sutton, Johnny Musso, and Russ Regan; Decca a&r manager Don Shain, national sales director Rick Frio, national promotion director Pat Pipolo, field sales and promotion manager Vince Cosgrave. Chic Doherty and Gene Kennedy, of the Nashville office, will make the tour.

Attending the New York meeting, among others, will be executive vice president Jack Loetz and his staff and the staff of the Gloversville, N.J., plant, plus district managers Sam Passamano and Carmen La Rosa and MCA personnel from Philadelphia, Baltimore, Boston, Hartford, Miami, Atlanta, and Charlotte. Attending the Chicago session will be district managers Bill Glaseman, Dave Wulfsohn, and Carmen La Rosa and key personnel from the Pickneyville, Ill., plant, plus personnel from Buffalo, Detroit, Cleveland, Pittsburgh, St. Louis, Kansas City, Memphis, Milwaukee, Minneapolis, Cincinnati, New Orleans, Dallas, Oklahoma City and Houston. Attending the Universal City meeting will be vice president Owen Bradley and his Nashville staff, the Los Angeles staff, district manager Tom Rodden, personnel from the tape duplicating plant and men from Los Angeles, San Francisco, Seattle, Denver and Hawaii.

Of the disk product, albums netted 83.1 percent of the total dollar volume with singles claiming the remaining 16.9 percent. Both rackjobbers and one-stop operators went on record as selling more album product than singles. Album sales by jobbers accounted for 87 percent of their total disk dollars, while the one stops' total dollar volume was 74.3 percent albums and 25.7 percent 45 rpms.

Tape products accounted for \$328.8 million of the total retail dollar volume with prerecorded 8-track product netting 79.2 percent of that figure. The prerecorded cassette lagged behind with a mere 15.2 percent followed by blank tape with 2.7 percent.

According to the survey, the record and automotive departments of discount and department stores were the biggest movers of tape products with 51.8 percent of overall sales.

Retail record, appliance and electronics stores accounted for the movement of another 16 percent, followed by tape centers with 11.2 percent and automotive outlets with 10.7 percent. Service PX's, subdistributors and one stops and other miscellaneous outlets accounted for the remaining 10.3 percent.

Five Artists of CTI Featured In 3 Concerts

LOS ANGELES—CTI Records featured five of its artists in a series of three major concerts on the West Coast. "CTI Summer Jazz" included Hubert Laws, Freddie Hubbard, Johnny Hammond, George Benson and Stanley Turrentine at the California Masonic Temple, San Francisco, Friday (16); The Los Angeles Palladium, Sunday (18) and South Gate Palace, Los Angeles, Monday (19). The Los Angeles date was recorded by Wally Heider.

In addition, the Palladium date was filmed as well as recorded. All of the artists performed together with Airtio Moriera, Ron Carter, Billy Cabbam and Benson acting as rhythm section. Each CTI artist took his place as leader of the group to perform an original work from his respective LP.

As soon as it can be determined whether the series was a success, CTI plans to take its artists to the East Coast to perform in the Washington-Baltimore area, Philadelphia, and possibly New York. An album of the concerts, perhaps a double record set at a special low price, will be out before the end of the year.

KMRC SALUTES MATHIS' ANNI

LOS ANGELES—KMRC, leading MOR station in the market, combined the Billboard special last week saluting Johnny Mathis and some personally-taped comments, into their own salute July 15 to celebrate Mathis' 15th anniversary in show business. Russ Barnet, program director of the station, said the audience reaction was very strong. Station played Mathis records throughout the day.

ITA Establishes Committee for Video Standards

NEW YORK—The International Tape Association (ITA) has established a committee on video, with William H. Enders, director, Business Development Operations, Magnavox Corp., as its head.

The committee was formed to help clarify technical and economic issues involved in all areas of the video tape and information storage medium field.

Commenting on the committee's formation, Enders said that it would be extremely difficult at this time for any association to establish a standard or standards for the Cartridge TV field by seeking agreement and compromise among competing companies.

He continued, "It seems reasonable, therefore, for the ITA to help clarify the technical and economic issues involved so that companies can independently make choices based on fact rather than emotion."

Among the ITA members invited to serve on the new committee are Akai America, Agfa-Gevaert, Arvin Systems, Atlantic Records, Audio Magnetics, BASF Systems, Audio-Video Communications, Bell & Howell, Cartridge Television Inc., Cassette Recording, Certron Corp., DuPont Co., Electrographics Corp., Elektra Records, JVC America, Magnetic Media Corp., Matsushita Corp. of America, Maxell Corp. of America, Memorex Corp. and Motorola Systems.

For More Late News
See Page 62