

International News Reports

EMI Maintains Its Lead as Top U.K. Co.

LONDON—Despite manufacturing problems brought about by the transfer of production to a new factory in June and allied distribution hold-ups which necessitated the cancellation of the November and December album supplements, EMI has maintained its market leadership in the British Market Research Bureau's 1972 sales survey.

In the full-price albums category EMI achieved an 18.1 percent share of market and as a company was ahead of CBS, with 11.8 percent, and Decca, with 10.6 percent. BMRB's survey covered total sales recorded by a panel of 300 dealers in the U.K., but in 1971 on an analysis of chart entries only, EMI accounted for a 24.9 percent share, followed by CBS (13.4 percent) and Polydor (12.2 percent).

The survey of singles sales also puts EMI as the leading company with a 17 percent share (30.6 percent on 1971's survey of chart action), with Decca in second place with 16.3 percent—compared with a 10.4 percent and third place in 1971—and Polydor third with 14.6 percent, against 8 percent and fourth place in 1971.

An interesting development within the full-price album sector is that K-Tel, which only started trading in May, has sold enough of its TV-promoted albums to rate eighth place among the leading companies with a 5.4 percent share of market.

CBS retained its traditional position as the best-selling full-price albums label with 10.9 percent (13.3 percent in 1971). RCA took second place with 5.9 percent (5.8 percent), and Polydor was third with 5.7 percent (4.1 percent).

There was no change at the top in the section for best-selling singles label. RCA, in 1971 rating a 9.8 percent share, scored 9.3 percent, with Polydor jumping from sixth place to second with 7.6 percent (4.3 percent) and CBS, previously in seventh place, moving into third position with 7.2 percent (4.1 percent).

Mid Price Decca

Number one mid-price album company was Decca with a massive 39.7 percent share, ahead of RCA's 17.2 percent and EMI's 11.4 percent. Positions in relation to the companies were the same in the label's section—World Of (23.4 percent), RCA International (12.6 percent) and Regal Starline (6.9 percent).

In the survey of chart performance, MAM's Gilbert O'Sullivan emerged as the top male artist (singles), top writer and also took third place as the top male artist (albums). O'Sullivan's producer, Gordon Mills, head of MAM, also led the producers' section (singles).

FRENCH KEEP 'HIT PARADE'

PARIS—The term Hit Parade will remain in French usage despite a ruling by the Academie Francaise, in its battle against Anglicized French, that it should be changed to Palmares.

Jacques Masson-Forestier, head of the French record industry organization, CIDD, which prepares the national charts, said he had no intention of changing the name. He also commented that Palmares really means prize-giving or prize list, which was not quite the same as Hit Parade.

King, Polydor Renew Pact

NEW YORK—King Records of Nashville and Polydor, Intl., of Hamburg, Germany, have renewed their distribution agreement. The deal includes world distribution by Polydor of the King group of labels, which are King, Bethlehem, Federal, Agape, Good Medicine, Tri-Us and Bridges.

King will continue its distribution in the U.S. and Canada via independent distributors. New marketing concepts and promotional plans were worked out between Hal Neely and Freddy Bienstock of Starday-King, and Mike Von Winterfeld, Roland Kommerel, Gunter Flad, Horst Hohenboeken, Hans Bonneval and Dr. Ecke Schnabel for Polydor, Intl.

Top female artists were Phonogram's Vicky Leandros (singles) and Ode's Carole King (albums). Leading groups were Simon and Garfunkel (albums) and T Rex (singles).

Tony Visconti was the top albums producer and Carlin took first place as leading publisher (singles).

BMRB's computation of best-sellers put in first place K-Tel's "20 Dynamic Hits" (full-price albums), RCA International's "Farewell To The Grays" by the Royal Scots Dragon Guards (mid-price albums) and "Amazing Grace," also by the Royal Scots Dragons Guards (singles).



CBS FRANCE presented gold disks to a number of artists at the Whisky a Gogo in Cannes during MIDEM. After the presentation, left to right, are (back row): Mike Brant, Manitas de Plata, CBS France president Jacques Souplet, Caravelli, Gilbert Montagne, Charles Trenet, Marcel Amont, Gerard Lenorman, Michel Fugain, Joe Dassin and MIDEM chief Bernard Chevry. Front row: the Italian group I Pooh and Italian singer Gianna Nazzaro.

Melodiya to Strike New Policy Note; 78's Out by '75

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growth of stereo products would be "particularly impressive—12.5 million by 1975 compared with 452,000 units in 1970."

He added that manufacture of 78 rpm disks which are still produced by Melodiya for rural areas in Russia, would completely stop by 1975.

Karpov stated that the time had come for Melodiya to embark upon a more active recording policy—signing acts with repertoire specially prepared for recording by the company. Until recently Melodiya depended "almost completely" upon offers from artists and orchestras, said Karpov. Melodiya pays only moderate fees and uses artists only when they were not involved in concerts and tours.)

In the classical field, according to Karpov, Melodiya plans to record "fundamental oratorio works and symphonic works" by Bach, Handel, Beethoven, Tancev, Mahler, plus vintage Russian work. In a few years Melodiya will develop a collection covering the entire history of music culture, with the help of Russian national conservatories and music schools.

Karpov added that the company is considerably expanding its annual stereo disk pressing capacity but the lack of portable stereo phonographs on the market is "still a great problem."

There are other problems, said Karpov. Melodiya is only a manufacturer, and all wholesale and retail outlets are run by the Ministry of Trade. Melodiya does distribute some product through rec-

ord houses, the company's distribution centers, but has no direct contacts with buyers and, therefore, cannot provide effective promotion and advertising campaigns, said Karpov.

Common Market Rule Hurting PRS

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be that the major societies like SACEM in France and GEMA will canvass writers in other countries offering them better terms than they can get in their own countries. This could result in two, or perhaps three with PRS, giant societies representing Europe—rather like ASCAP and BMI in the U.S."

The problem of competition between societies is directly connected with the trans-shipment of records from one country to another. "When records are exported from France to Germany, SACEM and GEMA are sometimes in conflict over the royalties. All societies pride themselves on having low costs and the larger the amount of royalty income, the smaller, in proportion, are the costs. So they are all seeking as much royalty income as possible," said Stewart.

Problem Acute

The problems involved with trans-shipment are acute. According to Stewart, Deutsche Grammophon was the first European company to attempt to stop the export

From The Music Capitals of the World

TOKYO

David Bowie (RCA Victor) is due to arrive here April 5 for his first tour of Japan, says Daniel Nenishkis, general manager of Toa Attractions, Inc. He will play Kobe, Osaka and Nagoya besides giving a series of "two-a-day" performances in Tokyo April 8, 10, 11 and 20, according to the Japanese booking agency. . . . The Lettermen (Capitol) are back here again. The vocal trio performed in Tokyo Feb. 9, 10. . . . Uriah Heep has been booked by Universal Orient Promotions for March 16 at Tokyo's 11,000-seat Nippon Budokan. . . . Chuck Berry has been booked by the same Japanese agency for two performances April 18-19 in Tokyo, also the Jeff Beck Group, May 14, and Dionne Warwick, June 4-9 in Tokyo, Nagoya and Osaka. . . .

A joint jazz vocal concert is scheduled for March 3 in Tokyo by Ann Barton and Japan's own Kumiko Kasai. . . . Quincy Jones and His Orchestra will give their first Japan performances in April according to the Kambara music office. . . . Art Blakey and His Jazz Messengers will be back here again for Tokyo performances Feb. 28 and March 17, says World Planning Promotion.

Lindisfarne, from the U.K., gave its first Japan performances Feb. 10 and Feb. 14 in Tokyo. . . . Ike Cole arrived in Tokyo Jan. 27 for a month's performance tour of Japan, his third, to promote the theme song from "The Valachi Papers."

Peter Rudge, manager of the Rolling Stones, left here Feb. 2 after a six-day visit and talks with Udo Artists, Inc. with the hope that Mick Jagger would eventually be permitted to enter this country with his rock group. . . . Dick van Amstel, executive vice president of Polygram GmbH, the Siemens-Philips management/holding concern, visited Tokyo last week for a technical survey of the three standard quadrasonic recording systems now in use here, i.e., CD-4, SQ, and RM (including Sansui's QS regular matrix and Nippon Columbia's QX dual triphonic). Nippon Phonogram, the Philips-Matsushita/JVC venture, has opted for CD-4 but Polydor K.K. has

suspended production of its discrete quadradisks. . . . Effective Feb. 21, CBS/Sony will raise the retail price of popular singles to 500 yen from 400 yen, also Nippon Phonogram to 500 yen from 450 yen. Other Japanese phonograph record manufacturers and producers increased their prices of singles to 500 yen from 400 yen beginning May 1972. CBS/Sony pop singles released prior to Feb. 21 will retain their original retail price, but all Nippon Phonogram's will be tagged at 500 yen from April 20, 1973. . . . Toho Records, a division of the Toho entertainment enterprise, is expected to sign a mechanical licensing agreement for the Hansa catalog. The Japanese company has already released some singles of tunes from the West German publishing house in Japan under its own Tam label. . . . Some 1,300,000 SQ quadrasonic records and 400,000 SQ 4-channel stereo sets have been sold in Japan as of January 1973, according to CBS/Sony Records.

—HIDEO EGUCHI

MOSCOW

Among international artists presented by Gosconcert agency in Russia during January and February were pianists Bernard Rein-gessein, France; Lerkol Pleslich-Belinsky, Yugoslavia; Maciej Szymanski, Poland; violinist Kristian Funke, East Germany. . . . Melodiya has released an album featuring Moscow Operetta's artist Alexei Feon. Sofia Rotaru, a young Ukrainian talent, enjoying strong popularity nationally and her Tcher-vona Ruta rock-oriented group has an album on release. . . . Rumania's "Musica Nova" chamber ensemble and France's Parenain Quartet are now in Russia, giving concerts in several cities. La Scala's vocalist Lilliana Cozzi and Bulgarian tenor Nikola Nikolov were featured in operatic productions in several opera theaters in this country.

Five Star Production, of Chicago, Ill., is shooting film about the Russian artistic and concert scene. Among other artists Russia's top pop singer Edita Piaekha and Druzhba vocal ensemble will be featured in the film. The com-

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of records from one EEC country to another.

"The company tried to stop the export of Metro records (which it exclusively distributed in Germany) from France because they were selling at a lower price and restricting sales of the Germany produced Metro records. This was perfectly reasonable under German law—but it was in direct conflict with the provisions of Article 86 of the Treaty of Rome.

"The question was, which should prevail—the copyright law or the Treaty of Rome?"

"The Common Market anti-trust office said the EEC rules must prevail. DGG, although advised not to, decided to litigate and they lost the case which has become a cause celebre," explained Stewart.

"From then on my task has been to persuade our members and inform them they must not try to restrain exports from low price countries into high price countries.

"The long-term result of this problem must be some sort of equalization of prices. But how long that will take I can't say. What is certain however, is that the IFFI companies in the Com-

mon Market cannot meet to decide as price adjustments as this is completely flying in the face of the antitrust legislation incorporated in the Treaty of Rome."

Mathieu, Petula Change Labels

PARIS—Two of France's leading female vocalists, Mireille Mathieu and English-born Petula Clark, have both just changed recording companies after long-standing previous contracts.

Miss Mathieu, who since her recording debut has been with Barclay, has signed a five-year deal with Phonogram-France. The contract also covers Belgium, Switzerland and the former French colonies. A new album and single will be released in the near future.

Petula Clark, who has been with Vogue since she settled in France, has joined the independent company Disc'AZ. Her first single with the new company is "Bleu, Blanc, Rouge," written by AZ executive Paul de Senneville. Extensive British and American tours by the artist are presently in the final planning stages.