

ABC Records Signs Poco

LOS ANGELES — Jerold H. Rubinstein, chairman of ABC Records, has announced the label's signing of Poco to a long-term, worldwide recording contract. The group — Paul Cotton, George Grantham, Timothy Schmit and Rusty Young — began recording its first album for ABC last week. Tentatively scheduled for a June release, it is being co-produced with the four by Mark Harmon, who served as engineer on their most recent album, "Cantamos."

Since its inception in 1968, Poco has been one of the most well-known groups in the country-rock genre, both for its inventive musicianship and distinctive harmonies. In its current lineup, Cotton plays lead guitar, Grantham drums, Schmit bass and Young steel guitar, electric guitar, banjo and dobro. All four sing and provide material for the group.

In live performance as well as on record, Poco has been a consistently popular concert attraction. Current plans call for Poco to make a two-month national tour, in July and August, following completion of their album.

"Having been an admirer of Poco's music for many years, I am particularly pleased that the group has signed with ABC," said Rubinstein. "I am convinced, too, that this new association will mean renewed success for the group in every facet of its career."

Feigenbaum Joins Arista



NEW YORK — Clive Davis, president of Arista Records, announced this week that Joshua Feigenbaum had been named director of artists development for Arista. Feigenbaum will coordinate all merchandising and advertising for the label and will aid in the development of artists' careers. In this connection, he will work closely in planning the related areas of publicity, promotion and sales. Prior to joining Arista, Feigenbaum was associate publisher of *Crawdaddy Magazine*.

Lambert Upped To VP At Haven

HOLLYWOOD — Eddie Lambert, general manager of Haven Records, has been named vice-president of the label. In his new capacity, he will be totally in charge of all business aspects of the company, oversee public relations and promotional activities on Haven and its product, seek managers for new artists and act in the area of career guidance for artists without outside management.

Lambert will also continue to maintain day-by-day contact with Capitol Records, which distributes Haven product and will remain active in artist acquisition and maintaining liaison with indie producers.

Before assuming his position with Haven, Lambert was general manager of the ABC/Dunhill Music Publishing companies where he was responsible for the acquisition of many of their writers.

Prior to his ABD/Dunhill stint, Lambert spent five years in publishing with Don Costa's South Mountain Music, April Blackwood, Bobby Darin's TM Music, Beechwood Music and Capitol Records where he was staff producer.

Raintree Records Signs John LiVigni

LOS ANGELES — Raintree Records president Phil Jones has announced the signing of John LiVigni to a recording contract with the label. LiVigni, formerly the lead singer-drummer of the rock group Puzzle, will record for the label this week.

Jones said: "John LiVigni is a major singer-performer-songwriter-musician talent. He plays many instruments, sings and performs like a veteran talent and writes equally well. His first record is scheduled for mid-April release."

Bob Cullen, LiVigni's manager-producer, said at the signing that the artist would be leaving on a major European tour in May and will announce a heavy television schedule next week.



Jones, LiVigni, Cullen

Gusto Leases King & Starday Masters

NEW YORK — Gusto Records of Nashville, Tenn., headed by Moe Lytle and Tommy Hill, have leased the Starday-King catalog of masters with an option to buy them over a period of years. The masters leased include all of the pop, country and r&b, product from the Tennessee Recording and Publishing Company, the Freddie Bienstock, Lieber and Stoller Enterprise. The deal was negotiated by Tennessee Recording's exec. v.p. Johnny Bienstock. The lease is exclusive and runs for four years. Bethlehem Records, the jazz line, was not included in the agreement.

Among the artists on the King and Starday labels are Earl Bostic, Bill Doggett, Hawkshaw Hawkins, Hank Ballard and a host of others.

Ahern Named To Cap Promo Post

HOLLYWOOD — Paul Ahern has been named director, national FM promotion, Capitol Records, Inc., by Al Coury, senior vice president, a&r/promotion/artist development.

Ahern will operate from the Capitol Tower in Los Angeles and report directly to Coury. He will coordinate with Bob Edson, director, field promotion and artist relations, who is based in New York. Additionally, Ahern will work closely with CRI's field-promotion and sales staffs to support key appearance by Capitol artists.

Ahern began his career in the music industry at Capitol's Boston sales office. In 1968 he joined Atlantic Records promotion department and subsequently moved to Los Angeles, where he served as national promotion director for Asylum Records.



Ahern

Bauer Exits N.W. Releasing

SEATTLE — Jerry Lonn, president of Northwest Releasing Corp., Seattle-based concert promotion firm, has announced that John Bauer has resigned as vice president and head of the company's rock and pop division. A successor has yet to be named.

Lonn expressed regret over Bauer's departure. "The loss of John Bauer is a big one," he stated, "but frankly he's just too good to remain at this level."

Bauer's immediate plans are not known.

WB Music Names Wiperman GM

NASHVILLE — Mel Bly, executive vice president of Warner Bros. Music Publishing, has announced the appointment of Tim Wiperman as general manager of the firm's Nashville offices. Wiperman was previously assistant to Bob Bekham, president of Combine Music Corp., and earlier professional manager of Cedarwood Publishing.

Assisting Wiperman in all facets of the company's activities will be Becky Pritchett.

A&M Names Two To Promo Posts

HOLLYWOOD — Harold Childs, vice president of promotion for A&M Records has announced that Lenny Bronstein has been named the west coast regional special projects representative for the label (he was formerly the local promotion representative in San Francisco) and Rich Galliani has been named the local promotion representative for San Francisco (he was formerly associated with A&M's San Francisco distributor, Eric Mainland).

Both Bronstein and Galliani will be based at Eric Mainland.



DELIVERIN' — Pictured at ABC Records after signing contracts bringing Poco to the label are (from left) Harlan Goodman of Hartmann and Goodman, the group's management company; ABC chairman Jerold H. Rubinstein; Paul Cotton, George Grantham and Timothy Schmit of Poco; John Hartmann, and Rusty Young of Poco.



CHAPPELL'S PASSPORT — Print rights for Sire/Passport Records product have been obtained on an exclusive worldwide basis by Chappell Music Company. Artists on the roster include Nektar, Climax Blues Band, Renaissance and Stackridge. Chappell is rushing out a Nektar folio combining songs from Nektar's last LP "Remember The Future" and its current LP "Down To Earth," which is #35 in *CashBox* this week. Shown above with some of the Sire/Passport LPs are (from left): Tommy Mottola, Chappell contemporary manager, Seymour Stein, president of Sire/Passport and Norman Weister, president of Chappell Music.

Goody Income Rises In '74

NEW YORK — Sam Goody, Inc. reported last week that net income after taxes for the year ended Dec. 31, 1974 increased approximately 83.8 percent as against the prior period. Net income for 1974 was \$702,479 (\$1.04 per share), compared with \$382,209 (\$0.56 per share) for 1973. Total sales for the 1974 period were \$35,030,518, marking an increase of 14.6 percent. Sam Goody, president of the corporation, noted that because of increases in the prices of records and prerecorded tapes during 1974, which caused inventory sold to be replaced at substantially higher prices, the company changed its method of accounting for its regular record and prerecorded tape inventories from first-in, first-out to last-in, last-out. This change resulted in a reduction in net income of approximately \$319,000 (\$0.48 per share). Goody stated that the increase in net income was due to substantial operating economies and merchandising controls put into effect during the year to offset the pressures of the economy.