

# 'Bi-lingual'-Salsa Urged To Promote Music's Acceptance

NEW YORK — Radio stations "who are reluctant to play anything in a foreign language" are holding back the mass development of salsa music, the Latin hybrid of Cuban, jazz and rock music that has become identified as a particularly New York sound.

That is the opinion of Larry Harlow, for 10 years leader of Orchestra Harlow and closely identified with the growth of the salsa sound.

"Frankly I'm very skeptical of the music getting mass acceptance in its present form in this country," he stated. "I can sell 150,000 albums a year and so can several salsa bandleaders. We can see our product in the main department stores in the cities with a strong Spanish population but there is nothing on radio apart from a very few stations catering to Spanish speaking people.

"And yet the Latin-salsa sounds are being heard in the discos — every three

or four tunes is straight salsa in New York — and myself and other musicians are getting calls for record dates that would never have considered us years ago. Motown has picked up on the conga sound, Stevie Wonder uses a lot of salsa on his sessions. I played on Kenny Vance's album" (Harlow is a pianist and percussion player) "and will be doing a Janis Ian session."

But the main thrust of Harlow's campaign will be to attempt some kind of crossover sound, a single aimed at the program director as well as the public. "Maybe something along the lines of a bi-lingual lyric — one line Spanish, one line English. One word, even, but something to broaden the scope without compromising the music," he said.

Harlow has been an active campaigner in the salsa field for some time. As a former governor of NARAS he asked for three Grammys to be awarded to Latin

music. The academy offered one. "I was very happy about that," stated Harlow. "Now I just hope it doesn't go to Freddy Fender!" (the country singer who also sings in Spanish.)

Harlow, along with most New York salsa bandleaders finds plenty of work in the ethnic centers. He can work five days a week for nine months in New York, branch out to the west coast for a month and then spend another month in the Caribbean for carnival season. He will play three or four times a year in the Chicago area but claims that Miami, despite a large number of transplanted Cubans, is "the worst market in the states — the older people don't want to hear salsa and the kids are into rock."

Despite steady work in New York however, Harlow maintains that the pay scale for salsa musicians is very low, commenting that for most of his Manhattan dates he and his 12 piece band most-

ly break even. Most money comes from out of city gigs and records sales. Harlow records for Fania Records — he was the first artist signed to the Latin music complex although he is currently in litigation with them.

Claims Harlow: "The mid-west, Des Moines, Spokane, Bosie — that's a wasteland for salsa music simply because there is no airplay. Sales could be more than doubled if program directors would listen. Even in San Antonio, with its big Mexican population, salsa is unknown. A couple of New York bands went down there last month for a Latin coalition convention and found the Mexicans did not know the music."

Harlow gets critical of the Mexican record companies themselves claiming that "with millions of Spanish speaking people there" they do little to import or promote salsa.

## Anti-Piracy Action: Tapes Seized In N.Y., Ca. First Convictions In Tex.

NEW YORK — In three separate developments last week, pirated tapes were seized in New York and California, and guilty decisions were passed on three men in Texas under that state's anti-piracy law.

In what are believed to be the first convictions under the Texas anti-piracy law, three men were fined in County Criminal Court in Dallas after being found guilty by a jury of a misdemeanor of selling unauthorized duplications of sound recordings. Charles S. O'Quinn was fined \$2,000, the maximum for a first offense, and Milton E. Broyles and William A. Richardson were fined \$1,500 each. They were convicted of selling pirated versions of James Taylor's "Sweet Baby James" released by Warner Bros. Records. The three men were arrested last Feb. after selling tapes to undercover police officers. After the arrests, police seized more than 3,000 tapes. The tapes were made in Norman, Okla., and sold for \$2 each.

In another development, more than 17,000 pirated 8-track tapes valued at

## Chappell Buys Hill & Range Cat.

NEW YORK — Chappell and Co. has acquired all songs in the Hill and Range catalog, plus Anne-Rachel Music, Dolfi Music and Noma Music — a total of over 20,000 songs. Hill and Range is the publishing company started by Jean and Julian Aberbach.

Not included in the deal are Elvis Presley Music and Gladys Music. These however will be administered by Chappell.

## Steppenwolf Makes An Epic Move

HOLLYWOOD — Steppenwolf will embark upon a U.S. tour, beginning Aug. 16 at the Boston Gardens. Tour coincides with personnel reorganization and a new label.

Keyboard player Andy Chapin has joined members John Kay, George Biondo, Jerry Edmonton, Bobby Cochran and the group (having formerly recorded for CBS Custom Label Mums) has begun a new association with Epic Records. Epic is currently readying an lp titled "Hour Of The Wolf," produced by Steppenwolf and mixed by Roy Halee.

upwards of \$120,000 were seized by FBI agents in a basement storage area at 2775 Jerusalem Ave. in No. Bellmore, N.Y.

In Compton, Calif., police raided a distributorship and three retail outlets. The locations raided included: Woolford Products, Unlimited, at which more than 200 tapes were seized and Frederick Woolford was arrested; Soul Explosion, where police found close to 1600 tapes and arrested Charles Moore and Doris Edmonds; B&B Music House, at which more than 250 pirated tapes were taken and Brenda D. Williams was arrested; and Sights & Sounds, Unlimited, where 30 tapes were confiscated and Sandra Reed was arrested.

## RCA & CBS Set For Musexpo; U.S. Travel Packages Available

NEW YORK — RCA Records and CBS Records are among the major American firms that have finalized their plans to attend Musexpo '75 in Las Vegas this September. In addition, Musexpo president Roddy Shashoua has announced the availability of special travel arrangements for U.S. participants.

Through Cesia Travel Service (415 Lexington Ave., New York, N.Y. 10017; tel. (212) 697-5771), Musexpo has arranged three alternative packages at special rates. For those making individual plane reservations, there is a special round trip inclusive tour rate when booked in conjunction with pre-paid hotel reservations. Also available is an eight-day package, which includes round trip airfare, hotel accommodations, transfers, potorage and taxis. A similar five-day package is also available.

Recent additions to the list of those participating in Musexpo include: Acke Music (USA), Acoustic Records (USA), Air Music Scandinavia AB (Sweden), Chad Allan, Ltd. (Canada), Amphonic Music (U.K.), Arrowtabs, Ltd. (UK), asa Musik Vertrieb (Germany), Australian Dept. of The Media (Australia), Avco Embassy Music (USA), Berklay Air Services Corp. (USA), Bizet Music Group (Belgium), Louis Braille Foundation (USA), Rolf Budde Musikverlage (Germany), Harner Editorial S.A. (Spain), Irving/Almo Music (USA), Dick James Music (USA), Jupiter Records (Germany), King Coal Music, Inc. (USA), Editions Labrador (France), MCA Music

## Arista Success Running Counter To Industry — Davis

NEW YORK — With a 600 percent operating profit increase in the first financial year and "more than a \$3 million turnaround" Clive Davis is pleased with the way it is at Arista Records. Apart from the balance sheet he also takes pleasure in establishing Arista, of which he is president, as "a new company."

He commented: "We never viewed ourselves as an outgrowth of Bell. When Arista started I had the opportunity to take what I wanted from the Bell roster."

What Davis actually retained were only two artists, Melissa Manchester and Barry Manilow and about 10 percent of the label personnel.

Davis joined Arista with a \$10 million capital contribution from the parent company, Columbia Pictures, plus some

lucrative foreign and tape licensing deals worldwide. "It gave us a substantial financial base to work from," he commented. "And I take a lot of pride in the number of new artists that Arista has broken — particularly at a time when artists are notoriously weak in getting broken."

Davis views the Arista success as running counter to the industry, citing other labels laying off personnel, reporting domestic sales drops and closing offices in major centers. "Too many people though are interesting in sounding the death knell — I think Arista's success in this economic climate shows the positive side," he said.

As having the biggest sales impact for Arista Davis talks up Melissa Manchester ("her new product, Arista broke"), Barry Manilow ("his first album sold 15,000 at first, now he has his third top ten single out of that lp") Gil Scott-Heron and the "Funny Lady" soundtrack album.

"Scott-Heron is certainly emerging as a major spokesman for black people and his first Arista album has so far sold 250,000. In this field, the signing and finding extensions for an artist's career, Arista is going to be very strong. The

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## Ariola Signs Love Committee

HOLLYWOOD — Ariola America Records has announced the signing of the Love Committee, a new pop/r&b group from Philadelphia led by writer-singer-producer Ronald Tyson.



THE LOVE COMMITTEE convenes with Ariola America Records. Standing (from left to right) are Joe Freeman, Howard Stark, Larry Richardson, Norman Frazier, and Arleen Schesel, promotion person for Ariola America. Seated are Jay Lasker and Ronald Tyson.

## Leiber-Stoller-Beinstock Buys Melanie Titles

NEW YORK — The Leiber-Stoller-Beinstock Organization has acquired worldwide rights to sixty songs in the Amelanie Music catalog. The songs involved are all written and composed by Melanie. The copyrights have been assigned to Yellow Dog Music Inc. for the U.S. and Canada, to Carlin Music Corp. for the United Kingdom, and to the other various Leiber-Stoller-Beinstock foreign affiliates and licensees for the rest of the world.

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