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sources.

Rules Committee chairman Ray
Madden (D-Ind.) abruptly cancelled the Thursday hearing when
only three out of the 15 members
showed up to act on a collection of
five bills, including the Kastenmeier
subcommittee's revision of the
Senate-passed revision bill \$.22.

General belief is that the Rules General belief is that the Rules Committee membership's virtual boycott of the Thursday hearing was directed not at the copyright bill, but at other controversial legislation on the agenda. The copyright bill is po-litically noncontroversial.

Inteally noncontroversial.

The powerful and unpredictable Rules Committee decides on whether or not a bill will go on to a House vote, and sets ground rules for floor debate.

Once past the Rules hearing, the copyright bill is expected to make it swiftly through the House vote, through a Committee of Conference to reconcile the House and Senate to reconcile the House and Senate. passed versions, and a final vote be-fore Congress leaves—probably around Oct. 9, rather than Oct. 2, the original target date for adjournment

MCA Sales Plan Allows \$ Break On Top Sellers

LOS ANGELES-MCA Records

LOS ANGELES—MCA Records is initiating a fall marketing campaign with special price incentives on its top 21 selling catalog titles.

The program, named "21 + 7 = \$." will be in effect Sept. 13.70ct. 15 and allows for a 7% cash discount to all accounts on orders of 100 or more of the same title. In addition, invoices will have a January billing period.

The 21 specially priced titles include three albums by Neil Diamond, "Hot August Night," "12 Greatest Hits" and "Neil Diamond Gold" plus "Jesus Christ Superstar," Elton John's "Goodbey Yellow Brick Road," "Here And There" and "Greatest Hits," plus "When The Tingle Becomes A Chill." by Loretta (Continued on page 73)

Goal Of ABC: Be No. 1

Meetings Reflect Label's New Marketing Thrust

By JEAN WILLIAMS

LOS ANGELES—Leonard Goldenson, board chairman of ABC, Inc., vowed last week at ABC Records' first in a series of three regional branch meetings to finan-cially and morally support the la-bel until it becomes number one in the market.

His statement came on the heels of major internal problems experi-enc a by the label over the past

erry Rubinstein, chairman of the board of ABC Records, noted at the launching here Wednesday (8) that the series of meetings themed "At ABC The Name Of The Game B Music," marked the end of the label's reorganization.

end of the label's reorganization.

Revitalized sales efforts were stressed in Los Angeles, Chicago on Thursday (9) and New York Friday (10).

Speakers emphasized the importance of the label's new sales tools in particular a new monthly record

the local meet to initiate new cata-log campaigns. He pointed out that catalog product is a healthy chunk of the label's overall business. ABC's total entry into the cus-tom label business via Shelter and Sirc/Passport was stressed by Ru-binstein.

product presentations, the meeting also served as a platform to officially introduce Shelter and its product to the staff. There will be 12 re-released packages from Shelter.

Rubinstein further advised that

Rubinstein further advised that in addition to personnel restructuring, the artist roster was also being revamped.

"We have dropped a lot of artists, we have signed a lot of artists," he said.

Among the new acts signed since Rubinstein's entry are Poco, Denise LaSalle, Crosby/Nash, Mark (Continued on page 61)

Music Studies Being Mulled By ALAN PENCHANSKY OAKBROOK, III.—More than 75

OARBROOK, III.—More than 15 college educators and administra-tors gathered here, Wednesday through Friday (8-10) to lay ground-work for establishing college degree accreditation standards in the fields of music merchandising and arts ad-

of music merchandising and arts administration.

The conference, sponsored jointly by the National Assn. of Schools of Music and the American Assembly of Collegiate Schools of Business, confirms the rapid expansion of college level curricula in administration and management of music related businesses and organizations.

In their quest to define standards for these newly developing programs, the educators were joined at the Drake Oakbrook Hotel here by professional arts administrators, but by few representatives of broadcasting, manufacturing or publishing.

ing.
"The focus so far is towards arts management almost exclusively," said David Baskerville, who heads a music merchandising program at the Univ. of Colorado.

Univ. of Colorado.

Presentations from Robert Sour, consultant to the American Guild of Authors/Composers and former president of BMI, and Lucien Wulsin, chairman of the board of the Baldwin Piano and Organ Co., virtually exhausted representation from outside the non-profit sphere.

(Continued on page 73)

4 Firms Dismissed In Retailer's Suit

By JOHN SIPPEL

Jerry Rubinstein: revitalizing the staff and roster.

catalog/newsletter and weekly in-formation sheet. Don England, vice president of

sales and distribution, urged the body of approximately 150 sales, promotion, a&r, marketing and artist relations representatives at

NEW ORLEANS—CBS, Capitol and RCA Records and MCA Distributing Co. have been dismissed with prejudice at the plaintiffs' cost, leaving ABC Records, Warner/Elektra/Atlantic and Phonodisc as remaining defendants in a suit brought by retailer Irvin S. Smith in the Eastern District of Louisiana Federal Court here.

Smith who owns two record stores, one in nearby Metairie and the other here, amended his original complaint filed Dec. 3, 1975. On complaint filed Dec. 3, 1973. On March 3, 1976, he deleted Together Distributing. the Motown-A&M Record Distributing branch as a de-fendant. They were included in his original complaint.

Long Dark, N.Y. Academy Blossoming As Palladium

NEW YORK—Ron Delsener hopes to win back public and professional approval of the 3.400-seat Academy of Music through a series of well-planned moves.

Besides totally overhauling the theatre-closed for the past two years—which was formerly under the trulelage of Howard Stein, Delsener has renamed the theatre the Pal-

the tutelage of Howard Stein, Delsener has renamed the theatre the Palladium and has devised a formal plan of action.

This includes the daily screening of youth-oriented films and the use of promotional trailers for upcoming shows at the Palladium, which will be supplied by record companies and shown at five United Artists first-run houses here, he says.

The theatre opens Saturday (18) with a two-night stint by the Band, with special guests the Chris Hillman Band. Delsener is fully aware that it will take almost a year to re-coup the economic investment of re-furbishing the theatre and re-establishing it as a "first-rate" concert facility.

"Because so many people were to-tally disillusioned about coming to the Academy and playing it, we decided to totally change its appearance and atmosphere," Delsener says.

Included in the renovation of the

In the amended complaint Nathan Gisclari Jr., Smith's attorney, spelled out in greater detail his client's charge that the defendants were guilty of antitrust violations. They were charged with providing lower prices to unnamed competing retailers who were characterized as subdistributors in the amended filing

In a later interrogatory filed with In a later interrogatory filed with the court, defendants were asked to provide specific sales information in dealing with the following New Or-leans area record/tape operations: Fat City Record Center, Bernard Record & Tape Sales, World of Mu-sic, Hel-Lo Record Co., Tape City USA, Ballard Distributing, All Of Metairie and Record Bar-New Or-leans

In his original filing Smith asked for \$2,150,000 in general damages and \$2 million punitive damages based on antitrust violations.

In his amendment complaint be-fore Judge J. O. Rubin he asks the court to determine damages seeking three times that amount under the treble damages provision of the anti-

It's understood that defendants who have been dismissed have worked out undisclosed financial agreements with the plaintiff.

NARM & Others In Suit Alleging Musexpo 'Theft'

NEW YORK—A multimillion-dollar antitrust suit, also alleging breach of contract and misappropriation of rights in the staging of a "Musexpo" trade show, has been filed against NARM, Richard Gersh and the latter's pr. firm, Richard Gersh Associates.

In the action filed in U.S. District Court, Southern District of New York, International RPM, Inc., a Philadelphia-based promotion firm, asserts that it conceived an idea back in 1974 for a multifaceted trade show for the record and music industry.

The complaint alleges that the Gersh firm was hired as public relations representative on Aug. 19, 1974, and that NARM was contacted at Gersh's suggestion, with meetings arranged "to implement and effectuate said trade show."

Crus of the suit is the further allegation that "NARM gave its support to the show ... in exchange for a share of the goins receipts." It was to be known as "The International Recorded Products Industry Trade Show" and set for Las Vegas in July 1976, according to the agreement for Gersh's services signed by RPM president Lee Hasin.

A breach of the agreement by NARM and Gersh is charged, with the allegation that they "formulated their own trade show entitled "Musexpo "75 in connect with a certain Roddy Shashoua."

The suit asks for damages in excess of \$2 million for past and future lost profits, together with interest, costs and attorneys' fees.

Suppliers Agree: Caution Vital In Disco Laser Usage

By RADCLIFFE JOE

NEW YORK—Laser light technology is still very much in its experimental stages, and if used in discotheques should be of low wattage, should be carefully and securely "locked" into position, and should not be manipulated by uneducated hands.

This is the consensus of suppliers of laser lights to the discotheque in-dustry. In a show of solidarity that augurs well for the future of the o industry, laser light suppliers have endorsed opinions voiced by Brian Puckey of Lights Fantastic in

By RADCLI
his warnings of the hazards of lasers
in discos (Billboard, Sept.11).
Tom Misiak of Illusion Lighting
admist hat Puckey's statements will
damage the sales of his firm's laser
lights, but adds, "I couldn't agree
with him more."
Confessing that Illusion's "lasers"
are really three dots of tight
light, Misiak stresses that the road to
the perfection of laser technology is
a long and hazardous one, and no
one can really become an overnight
expert.

expert.

Arguing that there is too much ripping-off of customers going on in

"Lasers that can be considered relatively safe are expensive. They can run anywhere from \$50,000 to \$100,000, and the only companies I feel are more or less qualified to handle them are Laserium and Dancerium."

Jack Ransom, Capitol Lighting, admits that his company is selling lasers to discotheques, but stresses that they are rarely above a single milliwatt, and in those rare cases where they are beamed into faceted prisms, so that the end result is a diluted beam under one milliwatt.

Admitting that he agrees with Puckey's warnings, Ransom assures that Capitol's lasers are securely locked into position, are focused high over the heads of disco audiences, and are inaccessible to anyone but qualified technicians from his company.

Ransom continues, "Used judi-ciously and under carefully guarded conditions, laser lights can have a dynamic effect in discos, but every-one should be warned that they cannot be cataloged and mail-ordered.
(Continued on page 36)

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