

END OF THE DECADE HOLIDAY ISSUE

# NEWSLETTER



PUBLISHED BY KEYSTONE RECORD COLLECTORS, P.O. BOX 1516, LANCASTER PA 17604 - DECEMBER 1989



## VIEW FROM THE TOP!

As we near the end of our tenth anniversary and the decade, I feel proud of the accomplishments we've been able to make. My thanks to Roy Robbins, 10th anniversary chairman, and the rest of the elected and appointed officers who made 1989 a great year for the Keystone Record Collectors. A detailed listing of our accomplishments for the year will appear in the Tenth Anniversary Pull-out supplement to be included in *Recorder* magazine #7, scheduled to arrive in your mailbox before the end of the year. (How about by the end of the decade?!)

In order for the club to maintain the quality of materials you've grown accustomed to receiving, we've had to increase our dues slightly for 1990. The new rate is \$10 per person, which is not out of line with the going rate with other clubs and organizations. In 1989, every member received 27 pages of newsletter-type material (including the one in your hands), a Membership Directory and one magazine (8 pages) with a 12 page special edition to arrive shortly. It is expected that the new dues rate will be sufficient through the early to mid 1990's.

This is the final mailing for the 1989 KRC membership (*Recorder* magazine may arrive under separate cover). Please renew early and beat the holiday rush.

All of the officers are committed to providing you the most value for your KRC membership. It is our hope that EVERY member will make a New Year's resolution to become a more active, involved and enlightened KRC member. Best wishes for a happy and healthy holiday season!

Sincerely,

*Derek*

B. Derek Shaw,  
1989 KRC President  
717/843-3050



## OTHER OFFICER REPORTS

### JOHN ORLOUSKY, Vice President 717/921-2551

"I have been busy updating the letters that are sent to Advertising Account Executives and Public Service Directors at newspapers and radio stations, letting them know about our 1990 show dates. Also, I have contacted Record Research asking about prices, as we expect to offer their *Billboard* chart publications again."

### BOB ATWATER, Secretary 215/273-2965

"As the year draws to a close, club membership should reach or exceed the 300-member mark. As new people join this late in 1989, I send them all the mailings they are entitled to receive. I am now winding down my secretarial duties to pass on to whoever will be elected for 1990. Due to family involvement, I will not be able to seek re-election. However, I am committed to working with the new Secretary, insuring a smooth transition for the club with no lapse in operation."

### CHARLIE REINHART, Treasurer 717/299-4935

"Due to increased club operating costs (telephone, advertising, printing, etc.), we will have to raise dues a small amount to help offset these expenses. The 1990 membership fee for \$10 is still a phenomenal bargain, when you compare what other organizations charge (\$15-\$30), and what the KRC provides each member."

## AN EDITORIAL AT 45 RPM's

by B. Derek Shaw

I grew up with 45's - practically weaned on those seven-inch round pieces of vinyl and styrene. The collection began with The Beatles' "She Loves You" and Ricky Nelson's "The Very Thought Of You", and grew and grew and grew... It seemed in 1964 there were more different American owned record labels than models of cars. You couldn't beat the price, either: 59 cents or 3 for \$1.89. The Golden Age of Record Collecting for this collector, with Motown, British Invasion and Surf Music at my fingertips.

25 years later, things have become dismal and bleak at best. Credit the 1982 mass introduction of the compact disc and the 1990 premier of digital audio tape as the fatal stab to the heart of the vinyl format. I'm not against advances in the industry. Records have been around for 101 years. Maybe it's time for a change and maybe it's not. I've become incensed with the music industry appearing to be in collusion to eliminate the vinyl format for another more financially lucrative. During 1989 alone, Capitol, A&M and Motown have ceased production of singles, with no albums being released by A&M (now a German-owned operation) after December 31, 1989. WEA (Warner/Elektra/Atlantic) are planning to phase out singles by the end of this decade. Already Columbia, MCA and Polydor are limiting vinyl 7" releases, shifting to cassette singles ("cassingles") - the latest bogus invention since 8-track tapes and quadraphonic sound.

I like (note I said "like" not "love") CD's. I have hundreds of them. However, I realize that music by many local and regional artists will never be transferred to the CD format. Just walk into your favorite record store, er, music store and ask for the Magnificent Men or Root Boy Slim albums on CD. Or how about the "B" or flip sides of many of your favorite artist's singles that were never released on an album? Chances are these musical gems will get lost in the shuffle, as well as the garage bands trying to get that badly needed first exposure. Sounds like the American people could become mandated by what the label wants them to hear...

Ten years ago, the record industry was crying the blues. Sales were off, volume was dismal. Disco music was around, too. Now the picture has changed. Profits are better than they have been for quite some time. However, the industry has abandoned or completely neglected three important end product users: Vending companies, collectors, and mobile disc jockeys. I feel it's time for the record companies to show these specific consumer groups that they are caring for their needs.

Vending companies operate hundreds of jukeboxes in all types of locations. Many have sizable investments in their equipment and may find it financially unfeasible to re-invest in pricey CD jukeboxes to replace current installations. Facilities that own their own equipment may find it a hard nut to swallow as well. In the end, the industry ends up the loser. Let me explain: John Doe sees the latest video by XYZ group on MTV (they now make and break the hits, not radio). He visits his corner bar for a brew and conversation with friends. After putting a quarter in the jukebox, he learns his favorite tune is nowhere to be found. He hits the coin return button. Loss of revenue for the coin op vendor, loss of revenue to the record company and no royalties to the artist - a three way losing streak. A scene that is likely to be repeated over and over all across the country for lack of 7" vinyl product. *Record collectors* are a small but growing number of people in the country who collect artists and their music in vinyl format. Many have been storing away music for 40, 50 or even 60 years. Some even collect those vintage turn-of-the-century recordings. A good number of them keep up to date with the latest releases. However, if vinyl isn't available, many will refuse to purchase the release in an alternate format. Some serious collectors are stopping their collections at 1989 - The year vinyl started to die. Again, more loss of revenue, etc. Another vital end user group being brushed under the carpet are the *mobile disc jockeys* across the country that perform at a host of functions, including parties, wedding receptions, class reunions and other events. Due to the nature of their events and occasional tight schedule, many need to play a variety of music with each selection under five minutes. The extended play 12" singles are great for club use, and sometimes feature a radio edit or 7" mix (even though a 7" version may not exist, depending on the label). However, the 12" single takes up a lot more room, creating extra, unnecessary baggage. 7" vinyl unavailability creates a loss of revenue.

There is a market in the USA for 7" 45 and 12" LP vinyl product. I feel confident that a particular single or album that becomes a hit should be able to generate 20,000 units in sales. For my money that seems like a decent amount to warrant pressing and distribution in the vinyl format.

(continued on next page)

**EDITORIAL AT 45 RPM's continued from Page 1**

Now that I've presented the problem and the need, it's time to present viable possible solutions. A few come to mind, but most call upon the combined cooperation of record labels.

I would be willing, as I believe others would, to subscribe to a promotional singles and/or album service from major labels at a nominal fee. Better yet, a pool of the hottest material from each of the labels through one central clearing house would be the most efficient.

Another idea for the labels to consider (if they want to handle it themselves), is to lease vinyl rights of music that reaches the Top 20 to companies that may be willing to press it (Rhino, Collectibles, Charly, Eric, etc.). Another possibility is to have the labels form a combined label that exists for the sole purpose of distribution of their biggest material in vinyl format. These solutions are all viable if the record companies are willing to meet and master the challenge. The demand is there. Now it's time to manufacture the supply.

Most music chains encourage feedback from their customers on how they can improve their efforts. We need to write to their CEO's and let them know how we feel about the mass exodus of vinyl. Public outcry might do some good. It did for the "Cagney and Lacey" show. Perhaps it can work again. And while you're writing those letters, why not send some to the record labels that have already begun to dump vinyl. My letter is already in the mail.

B. Derek Shaw  
1989 President, Keystone Record Collectors

*(This Editorial is being circulated to trade publications, record collector magazines, record chain store headquarters, record labels and area newspapers. Express permission is given to reproduce this Editorial in whole or in part, as needed.)*

**NOW IT'S TIME FOR ACTION**

You've read my comments, now it's your turn to get your two cents worth. Below is a list of the biggest music retailers by volume. Most of the retailers are not servicing South Central Pennsylvania, however I'm sure they would all like to hear from you. A list of the biggest record labels appears on Page 4. Please write to as many as you feel you are able to. Please send a copy to me at the York address for club files. In most cases the person listed is the Chief Executive Officer (CEO). Remember, your input COULD make the difference. Without it, it makes no difference!

**TOP TEN RETAILERS**

**MUSICLAND GROUP** (Sam Goody's, etc.), CEO - Jack Eugster  
7500 Excelsior Blvd., Minneapolis MN 55426

**TOWER RECORDS**; Russ Soloman  
P.O. Box 919001, Bldg. C, 2500 Del Monte, W. Sacramento CA 95691

**TRANS-WORLD**, Bob Higgins  
38 Corp. Circle, Albany NY 12203

**CAMELOT ENTERPRISES**, Jim Bonk  
8000 Freedom Ave. NW, N. Canton OH 44720

**WAREHOUSE ENT.**, Scott Young  
19701 Hamilton Ave., Torrance CA 90502

**SOUND WAREHOUSE**, Terry Worrell  
10911 Petal St., Dallas TX 75238

**WESTERN MERCHANDISERS**, Bob Schneider  
P.O. Box 32270, Amarillo TX 79120

**CAMBRIDGE ONE-STOP** (Strawberries), Ivan Lipton  
205 Fortune Blvd., Granite Park in Milford MA 01757

**SHOW INDUSTRIES** (Music +), Lou Fogelman  
2551 S. Alameda St., Los Angeles CA 90058

**RECORD BAR**, Barrie Bergman  
333 Chapel Hill Blvd., P.O. Box 50500, Durham NC 27717

**ALSO LOCALLY...**

**WALL TO WALL**, Jerry Shulman  
200 S. Route 130, Cinnaminson NJ 08077

**WAX WORKS** (Disc Jockey), Terry Woodward  
325 E. Third, Owensboro KY 42301

**OTHER MUSIC EVENTS**

**SUNDAY, DECEMBER 17th:** ARC Record Show. Holiday Inn, 260 Goddard Blvd., King Of Prussia PA. 9 AM - 4:30 PM. Info: 317/646-5305.

**SUNDAY, DECEMBER 17th:** Record Show. Westchester County Center, Bronx River Parkway at Central Ave., White Plains NY. 10 AM - 7 PM. Info: John Godlewski 201/612-9222.

**SUNDAY, JANUARY 7th:** Record Show. Timonium Holiday Inn, Exit 16 off I-83, one mile north of I-695 (Baltimore Beltway). **Special admission discount with KRC membership card.** 10 AM - 6 PM. Info: Mike Sanford 301/636-5783.

**SUNDAY, JANUARY 7th:** Record Show. Ramada Inn, 100 Chestnut Ridge Rd., Montvale NJ. 10 AM - 5 PM. Info: John Godlewski 201/612-9222.

**SATURDAY, JANUARY 20th:** Record Fair. Hilton Inn West, 3180 West Market St., Akron OH. 10 AM - 5 PM. Info: Pat McArdle 412/371-4767.

**SUNDAY, JANUARY 21st:** Record Fair. Howard Johnson's Motor Inn, PA Turnpike Exit 6, off Route 48 south, Monroeville PA (Pittsburgh suburb). 10 AM - 5 PM. Info: Pat McArdle 412/371-4767.

**SUNDAY, JANUARY 28th:** ARC Record Show. Holiday Inn, 260 Goddard Blvd., King Of Prussia PA. 9 AM - 4:30 PM. Info: 317/646-5305.

**SUNDAY, FEBRUARY 4th:** Record Show. Ramada Inn, 100 Chestnut Ridge Rd., Montvale NJ. 10 AM - 5 PM. Info: John Godlewski 201/612-9222.

**SUNDAY, FEBRUARY 11th:** R.O.C.K. (Reading Original Collectors Klub) Record Show. Holiday Inn, 2545 N. 5th Street Highway, Reading PA (Routes 222 & 422). 9 AM - 5 PM. Info: Denny McConnell 215/376-3333.

**SUNDAY, FEBRUARY 18th:** ARC Record Show. Holiday Inn, 260 Goddard Blvd., King Of Prussia PA. 9 AM - 4:30 PM. Info: 317/646-5305.

**SUNDAY, FEBRUARY 25th:** Record Bash '90. Patapsco Knights Of Columbus, Exit 13 off I-695 (Baltimore Beltway), west 3/4 mile to 1010 Frederick Rd., Catonsville MD. 10 AM - 4:30 PM. Info: Ray Quigley 301/247-2589.

*The KRC Newsletter will gladly list other record shows and concerts of interest to our members, as long as they do not conflict with any KRC scheduled event. Send your items to: 39 N. West St., York PA 17404. This service is provided free of charge.*

**KRC NEWSLETTER #62**

EDITOR: B. Derek Shaw  
GRAPHICS/LAYOUT: Mark Wyatt  
CONTRIBUTORS THIS ISSUE: Doris Atwater and Ron Diehl (Photos), Jay Doudna, John Orlosky  
CHANGE OF ADDRESS: P.O. Box 1516, Lancaster PA 17604  
NEWS/PHOTOS/IDEAS: 39 N. West St., York PA 17404  
717/843-3050

**WARM HOLIDAY WISHES FROM  
THE KRC NEWSLETTER STAFF!**

## OFFICIAL CLUB NOTICE

Following the October KRC business meeting, it was deemed appropriate to advise all club members of the KRC policy concerning the sale of bootleg/counterfeit/unauthorized cassettes and/or video tapes at our Columbia shows.

It is the club's policy that the sale of the above type of merchandise at our shows is strictly forbidden. Those of you who attend our shows have undoubtedly noticed that a few dealers have been displaying this type of merchandise at recent shows. It is illegal, and a violation of federal law. Your officers have hoped that the dealers would police themselves as to the type of merchandise displayed, and for the most part, they have. This statement of club policy is necessary because some have not.

The KRC has been receiving a lot of very favorable publicity lately, both locally and nationally, as a well-run organization. Your officers do not want to run the risk of being charged with promoting the sale of illegal merchandise. We also do not feel that the boro of Columbia, from whom we rent the Market House, would want us to take that chance. By publicly advising all members of this policy, we hope to eliminate potential problems.

In the future, any dealer displaying illegal merchandise at one of our shows may be asked to leave the premises. Any space(s) rented by that dealer will be awarded to one of the dealers on our waiting list.

We hope all KRC members will take this matter seriously, and if you set up at Columbia that you will not display any illegal merchandise. If you see activities not in accordance with the above, please bring it to the attention of one of the officers. We value the participation of all of our dealers, and hope this is the last time we will have to devote space in the Newsletter to this subject.

## OFFICIAL PAGER

It was decided at the November meeting that **Dennis Emerick** (spaces #28 & #29) is the **one and only authorized paging system** at our shows. Anyone else using amplified equipment for announcing will have it confiscated until completion of the show. Members hearing anyone in violation are asked to report it to any KRC officer.

## A HELPING HAND

Earlier this year we instituted a program designed to keep the Columbia Police happier at our shows. The club now has three show helpers from 7-9 AM, who are paid to unload dealer's vehicles, especially those on the south side of the building where traffic snarls are common. Our helpers, **Dave Foxx**, **Carl Schwartzman** and **Eric Lanius** are paid by the club. However, you may tip them (cash or product) if you wish. Everyone agrees, this move has enabled things to run much smoother at our shows.

## THANKS AND A TIP OF THE TO...

All the media that provided coverage to the Keystone Record Collectors and our activities throughout 1989. They include: The York Daily Record, Lancaster New Era, Wilmington News Journal, Discoveries magazine, WNZT-AM, WWKL-FM, Columbia News, WHP-TV and the Lancaster Intelligencer Journal. THANKS for your support!  
Also: WSBA & Goldmine Mag.



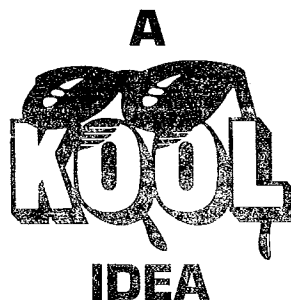
**BI-COASTAL:** Pausing for a moment during a recent KRC show are (l to r) **Bob Atwater** - Secretary, Marketmaster and Phone reservations; **Phil Schwartz** - Recorder magazine Editor; a visitor from Portland OR and **Don Mennie** - Dealer and Editor of Record Collector's Monthly.



Club president **B. Derek Shaw**, backstage recently at the Strand-Capitol Theater in York with **Shirley Alston-Reeves**, lead singer of *The Shirelles*. Other acts on the bill were **Brian Hyland** and **Lou Christie**.

## DON'T LEAVE HOME WITHOUT IT

Carrying your KRC membership card does have its rewards. In addition to substantial savings at our Merchandise Table (spaces #113 & #114) at the show, beginning in 1990 your card will gain you admission to other record shows at a special discount rate. Club member **Mike Sanford** has offered to discount his show admission to any KRC member with a current membership card (1989 cards are valid through February 28, 1990). Mike hosts three successful shows a year in Timonium MD (just north of Baltimore), as well as an equal number in Wilmington DE. His next show is January 7 in Timonium (see Other Music Events on Page 2 for details). The club thanks Mike for his generous gift to members.



There's a new radio station in the area playing exclusively oldies: **KOOL** (WWKL, 94.9 FM). **KOOL** Program Director **Dave St. John** (a frequent KRC show shopper) and KRC President **B. Derek Shaw** recently met to discuss possible ways the two organizations could work together. We're happy to announce that during the first three shows of 1990 (Jan. 14, Mar. 4 and Apr. 8), **KOOL** will be on hand broadcasting from our show for part of the day. In addition, listeners, KRC members and show

shoppers will have the opportunity to register at the show or area record chain (to be selected) to win a jukebox filled with oldies. The jukebox Grand Prize Winner will be drawn and announced at the conclusion of the April 8 show.

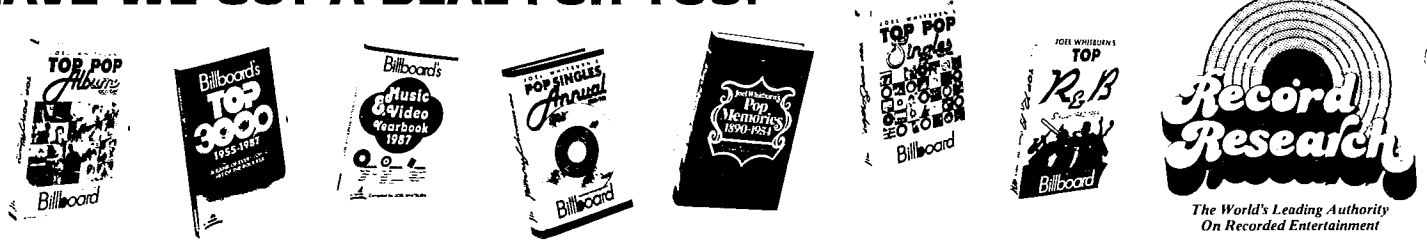
## YOUNG AND HIP

**Ralph Young**, a popular dealer at our shows, was involved in a car accident in mid-September. He shattered his hip and has been in traction at Jefferson Medical Hospital in Philadelphia for some time. The latest report is that **Ralph** is recovering nicely and just got out of the hospital November 11. He should be peddling vinyl at Columbia and other shows by the time you receive this newsletter (rodeos and handball are out of the question, however). Upon being notified of **Ralph's** mishap, Secretary **Bob Atwater** sent Get Well greetings on behalf of the club. Hurry back, **Ralph!**

## AN EARLY CHRISTMAS GIFT

In order to stimulate more active participation at KRC business meetings, the club has an exciting incentive plan to offer. Beginning with the January 1990 club business meeting (5 PM after EVERY show), \$2 will be credited for each dealer that attends any business meetings between January and November (9 total). Then, a rebate for the cumulative total (\$18 maximum) will be applied to payment for the December 1990 show. The more you attend, the cheaper it will cost to set up. If you pre-paid for the entire year, a credit in the amount due will be applied to 1991 dates. If you are a collector only, \$1 for each meeting attended (Jan.-Nov.) will be subtracted from your 1991 club dues. **PLAN NOW TO ATTEND!**

HAVE WE GOT A DEAL FOR YOU!



Due to popular demand, we are proud to offer once again the complete Joel Whitburn/Record Research book catalog to KRC members at the lowest prices ANYWHERE. All of the 20 available titles are being offered to KRC members at 40% off the cover price! To order: Select the title(s) you want. Enclose one check for the entire amount (include \$2.00 postage and handling for each book ordered) made payable to: Keystone Record Collectors. Orders must be received by December 31, 1989. Delivery is expected at the March 4 or April 8 shows. Those not getting theirs at the show will have it sent to their home. One copy of each title per member, please. These books are the most comprehensive ones available on chart information, including brief group/artist bios. The price listed is the actual discount price to KRC members. (Don't forget to add \$2 P & H for each book ordered.)

**BIGGEST RECORD LABELS**

(See Editorial Pages 1 & 2)

- ARISTA**, Clive Davis  
6 West 57th Street, New York NY 10019
- ATLANTIC**, Doug Morris  
75 Rockefeller Center, New York NY 10019
- CAPITOL/EMI**, Joe Smith  
1750 North Vine Street, Hollywood CA 90028
- CBS** (Columbia, Epic), Tommy Latolla  
51 West 52nd Street, New York NY 10019
- ELEKTRA**, Bob Krasnow  
75 Rockefeller Plaza, New York NY 10019
- GEFFEN**, Ed Rosenblat  
9130 Sunset Blvd., Los Angeles CA 90069
- MCA** (Motown), Al Teller  
70 Universal City Plaza, Universal City CA 91608
- POLYGRAM** (Polydor, A&M, Mercury, etc.), Dick Asher  
810 7th Avenue, New York NY 10019
- RCA**, Bob Busiak  
1133 Avenue of the Americas, New York NY 10036
- VIRGIN**, Jordon Harris, Jeff Ayeroff  
30 West 21st Street, 11th Floor, New York NY 10010
- WARNER BROTHERS/SIRE**, Moe Ostin  
3300 Warner Blvd., Burbank CA 91510

**THE RECORD RESEARCH COLLECTION**

- Top Country Singles 1944-1988 Hardcover..... \$36.00
- Top Country Singles 1944-1988 Softcover..... \$30.00
- Top R&B Singles 1942-1988 Hardcover..... \$36.00
- Top R&B Singles 1942-1988 Softcover..... \$30.00
- Billboard's Top 10 Charts Hardcover..... \$36.00
- Billboard's Top 10 Charts Softcover..... \$30.00
- Top Pop Singles 1955-1986 Hardcover..... \$36.00
- Top Pop Singles 1955-1986 Softcover..... \$30.00
- Pop Singles Annual 1955-1986 Hardcover..... \$36.00
- Pop Singles Annual 1955-1986 Softcover..... \$30.00
- Pop Memories 1890-1954 Hardcover..... \$36.00
- Pop Memories 1890-1954 Softcover..... \$30.00
- Top Pop Albums 1955-1985..... \$30.00
- Billboard's Top 3000+ 1955-1987..... \$18.00
- Bubbling Under The Hot 100 1959-1981..... \$18.00
- Music & Video Yearbook 1987..... \$18.00
- Music Yearbook 1986..... \$18.00
- Music Yearbook 1985..... \$18.00
- Music Yearbook 1984..... \$18.00
- Music Yearbook 1983..... \$18.00

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Total Order \$ \_\_\_\_\_

Copies of this form are acceptable. Mail entire form with payment to  
 KEYSTONE RECORD COLLECTORS, P.O. BOX 1516, LANCASTER PA 17604.



**KRC NEWSLETTER #62**  
 KEYSTONE RECORD COLLECTORS  
 P.O. Box 1516, Lancaster PA 17604

**1990 KRC SHOWS:**

- JAN 14      JULY 22
- MAR 4      SEPT 9
- APRIL 8    OCT 14
- MAY 6      NOV 11
- JUNE 10    DEC 9

FLYERS AVAILABLE  
 AT EACH SHOW...  
 SPREAD THE WORD!

Business meetings 5 PM after every  
 show, Bully's Restaurant, Union at  
 Route 462, Columbia PA

*"A non-profit organization dedicated to the promotion and advancement of the hobby of record collecting"*