

National sales meeting heralds opening of national offices

# A&M Canada - big on image

A&M Records capped its biggest sales-boom year with a September 13, 14 national sales meeting and appropriate fanfare at Lake Simcoe, Ontario, preceding the grand opening of their new Metro Toronto national headquarters.

A&M sales this year have risen by an estimated more than 50 per cent with, as A&M president Gerry Lacoursiere told his sales staff: "16 gold LPs, 10 of those not yet gold anywhere in the world but here; and three of those Canadian recordings."

A&M will release well over 100 LPs this year, up from 78 in 1975.

Sales growth through A&M branches outpaced the overall growth with branch sales up 58 per cent. A&M opened up a new Western branch in Calgary this year; their other branch, in Montreal, was awarded the label's branch-of-the-year prize.

Lacoursiere reported to his staff on A&M's future Canadian product. Two new French-Canadian groups have been signed: Cano and Offenbach. The latter is contracted to create 10 LPs in five years, some of them in English. The Hometown Band, who toured and recorded this year with A&M artist Valdy, now have their own A&M deal to produce eight LPs in five years. Dave Bradstreet, Lacoursiere reported is about to sign with the label.

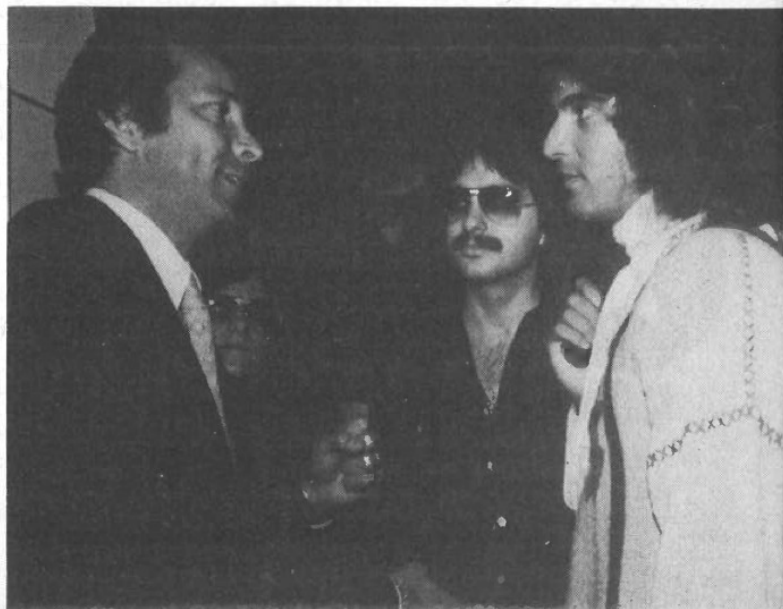
Lacoursiere presented national sales manager Joe Summers and national promotion manager Doug Chappell with special-recognition awards at a dinner highlighted with talks by numerous company and record industry personalities.



A proud A&M Canada president, Gerry Lacoursiere with equally beaming Joe Summers and Doug Chappell displaying treasures of the 1976 battle of the labels campaign.

A&M management, sales and promotion personnel

Herb Alpert at A&M opening with Joe and Gino Vannelli.





Enjoying A&M opening of Toronto headquarters are (l to r) Joe Summers, Bruce Wilson, Ann and Doug Chappell.



(L to r) Tim Nodder, Brenda and David Bradstreet were a part of the hundreds who dropped in to celebrate with A&M.



(L to r) Ross and Gino Vannelli with Jerry Moss and Gerry Corsiere, prior to the "sold out" Vannelli Massey Hall concert.