



Robox Records  
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ROBOX RECORDS (who's logo is a little man holding a record that is a combination robot and juke box), is the pop label of the Equity Recording Company, Inc. Equity, also owns TANGLEWOOD RECORDS which is their country oriented label.

Beginning as a publishing company in 1975, Equity has developed into a record manufacturing and merchandising company, with national distribution.

The primary focus of the Company is the breaking of unknown artists and comeback artists. Three regional releases and the early stages of its first national release seem to indicate substantial success, and have served to refine techniques. Charnissa was aired on 107 stations in the Southeast. Johnny Carver's single, "Fingertips", reached #90 on the national charts. Dobie Gray's Christmas single "Decorate The Night", was played on over 200 stations, charting on over several major ones.

Zigurat, their most ambitious project to date was picked as a hit product by Cashbox and Record World, the Gavin Report and the Album Network. National promotion on the L.P. began on January 2. Over 2,000 Zigurat albums were sold during the pre-release stages.

Cable Television exposure has been used extensively on Zigurat. It has proven to be a valuable tool for the introduction of unknown artists. The same techniques will be utilized on all of Equity's artists.

The purchase of Quadrafonic Sound Studios in December, 1979, has contributed measurably to the commercial appeal of Equity's products.

Equity is wholly owned by Kirby L. Kinman, and is primarily funded by Seashell, Inc., of which Mr. Kinman is the Executive Vice President.

Seashell, Inc. is a company engaged in the raising of risk capital for recorded music and is owned by Mr. David R. Vaughan, one of the Southeast's leading financial planners, and is connected with a network of over 100 financial planners and securities brokers.

Funds have been raised over the past two years in the sum of \$703,500. In addition, Equity holds notes payable over the next twenty months in the amount of \$900,000.

Additional funding programs for 1981, and successive years are already in the planning stages.

With studio, artists, distribution, staff and funding, Robox Records is poised to become a significant factor in the U.S. and world markets.

EXECUTIVES AT ROBOX

KIRBY KINMAN - Founder and President - Although Kirby's father was an amateur musician and he liked playing and singing music as a hobby his career in the record industry came in an unusually round about way. With a B.S. Degree in Social Science and English for Campbellsville College in Kentucky he then worked from 1962 to '71 as a pastor of two churches; Webbs Crossroads Baptist in Russell County, Kentucky and the North Avenue Baptist - Northlake, Illinois. He founded North Avenue Baptist in 1964 with 13 people and in six years average attendance grew to over 500.

In Nov. of 1969 he became Secretary-Treasurer and President of United Shelter Systems Inc., an R&D company in the field of mechanized construction. The company developed and fabricated machinery and prototype housing units. By 1972 Kirby had turned the company around, paying off \$80,000 in debt before negotiating a lease and license arrangement with a Chicago based corporation.

In May of 1972, Kirby began working as an independent contractor, franchising business opportunities such as vending machines and home tape manufacturing units. It was at this point of his life, Kinman became interested in the music business.

In Jan. of 1973 he took the position of Director of Promotion and Sales for the Great World of Sound Recording Corp., a custom recording and independent record promotion company. A little more than a year later Kirby decided to get a feel for the music business around the country, as an owner/operator truck driver. For the next 2 1/2 years he traveled to California, New York, New Orleans, etc., to establish music industry contacts and local talent while working for the Overland and Lockridge Trucking Companies. During that time he set up the Equity Recording Company, which was initially a publishing operation, which he ran in his spare time until Jan. 1978 when it became a full time commitment.

## WHO'S WHO IN A&R AT ROBOX RECORDS

GEORGE "BUD" RENEAU - Producer and Writer - Co-owner of Quadrafonic Studios - George "Bud" Reneau is a well known songwriter and producer in Nashville who has received numerous songwriting awards. In 1969 he won a pop award from BMI for "Days Of Sand and Shovels" recorded by Bobby Vinton and in 1970 a country award for the same song recorded by Waylon Jennings. In 1974 he received an ASCAP Award for "Somewhere Between Love and Tomorrow" recorded by Roy Clark. In '77 he won two ASCAP awards; one for "May I Spend Every New Year With You" recorded by T.G. Shepherd and another for "Down At The Pool" recorded by Dr. Hook and Johnny Carver. In 1978 Roy Clark recorded "We Can't Build A Fire In The Rain" for which Bud received another ASCAP award. The next year Reneau won ASCAP awards for two more songs; "I'd Rather Go On Hurtin'" recorded by Joe Sun and "Sweet Summer Lovin" recorded by Dolly Parton. George's songs have also been recorded by such well known artist as Roy Orbison, Ray Price, Charlie Rich, Ray Stevens, O.C. Smith, Johnny Rodriguez, Gladys Knight, Brenda Lee, and numerous others. Reneau has also produced acts for such labels as Columbia, Jamie, GRT, Cotillion, Elektra and others.

MARK A. COOPER - Director of National Promotion

DICK FITZSIMMONS - V.P. OF Marketing

CALISTA KYM LAUGHTER - National Merchandising Co-ordinator

TASKA FLOYD - Phone Tracking, Promotion Assistant, Merchandising Co-ordinator

### ROBOX ARTIST ROSTER

GRINDER SWITCH - In its seven-year history, Grinder Switch has earned a reputation for hard driving, straight forward music that never fails to entertain. With five albums under it's collective belt, Grinder Switch has built a steady following of loyal fans around the country through a relentless touring schedule with only brief stopovers for recording. From its inception, Grinders Switch's music has always had a foundation in blues and rhythm and blues. Originally a four piece, guitar-oriented band, Grinder Switch's early material on its first two LP's for Capricorn Records, were dominated by the southern boogie drive of guitarist Dru Lombar, Bassist Joe Dan Petty, and Drummer Rick Burnett. With the arrival of Stephen Miller, an excellent keyboard player/blues shouter, the group's sound achieved a fuller, bouncier quality through its next three albums. The most recent addition to Grinder Switch is Guitarist Austin Pettit, who like most members of the band, originally hails from Florida. Pettit joined in mid-1980 after stints in several bands.

DENNIS YOST - Between 1968 and 1975, Dennis Yost and his group, "The Classics Four" released twelve singles. Every one charted! Three went into the top five. "Traces of Love" peaked out #2 and sold over one million units. The "Traces" album was also a best seller, staying in the top 50 on the album charts for twenty weeks. Three other albums charted with substantial sales. Some of the songs that have made his voice instantly recognizable by the burgeoning MOR generation of U.S. record buyer include: "Spooky", "Stormy", "Traces of Love", "Everyday with you Girl", "The Funniest Thing", and "Change of Heart". Adding to Dennis Yost's market value is broad exposure on national television. He has appeared five times on The Johnny Carson Show. Additional T.V. credits include The Mike Douglas Show, The David Frost Show, and Dick Clark's American Bandstand. He has recorded for MGM and United Artists. Producers Bud Reneau and Steve Clark, have selected a range of songs and styles that present Dennis in ways that have strong appeal in the current market. The main thrust is Adult Contemporary, but individual songs should have appeal to both the pop and country markets.

ZIGGURAT - A new group for which Robox budgeted \$50,000 in promotion. The first album we picked in Cashbox, Record World, the Gavin Report, with Album Network. The group appeared on the Video Concert Hall for four consecutive months alongside major label acts and established artists. The promotional campaign included trade ads, photos and news releases, T-shirts, radio interviews, in-store appearances, give-away contests etc. All the ground work has thus been laid for their next album.

BUTCH CARR - Pop/rock style. All original material. Style that has elements of Nick Gilder and the "Knack" at the same time.

ROBIN BLAKENEY - Widely used for radio and T.V. commercials (most recently, "Keds" Athletic Shoes). Vocal performance reminds of Dan Fogelberg. All Originals. Super live performer.

CHARNISSA - Pop-soul-R&B. Two years as backup for Aretha Franklin, including European and South American Tours. Featured vocalist for U.S. Navy Band and Jazz ensemble, including a world tour. Much session work, including Aretha.

TOMMY JOHNSON - Pop/rock. Sings daily on local television in Nashville, Tennessee. Enjoyed high degree of local success in home area of Huntsville, Alabama, prior to the Nashville move. All original. Reminiscent of Gilbert O'Sullivan.

DOBIE GRAY - Released three weeks before Christmas 1980, the single "Decorate The Night" was programmed on over 200 stations. The entire album of Christmas songs, mostly original material, will be ready for the 1981 market.