

Indie Picture Bright as "Near You" "Peg" and "That's My Desire" Hit Top Sales

NEW YORK—The independent recording companies have stolen the spotlight from the majors in view of three recent clicks that seem destined to cop all awards this year.

The indies, whose future seemed shaky at points during the past year have all come up with startling sales figures and look toward bigger things in the coming months. The recent example set by Vita-coustic Records and "Peg O' My Heart", which literally put them in business, have the major labels looking to their laurels. Vita's "Peg" has sold well over 1,000,000 copies and gave the publisher, Robbins Music, an unexpected boost.

Frankie Laine, an obscure figure in the music business, was put into the national limelight via his dinking of "That's My Desire". Reports have it that Laine's platter has sold close to 750,000 copies. These two tunes have been on top of the nation's juke boxes for the past several months and only recently

came into their own. It is well known in the disk biz that because of this sensational pair, The Harmonicats and Frankie Laine have been rolling up sensational grosses at guest appearances.

Latest disk on the record mart, threatening to smash all existing sales records is the Bullet label's entrant in the race for honors via Francis Craig's "Near You". Bullet reports that they have just leased their 18th pressing plant and have a backlog of over 300,000 records already. The New York distributor for Bullet, Major Dist. Co., reports that they are selling close to 5,000 disks per day. One North Carolina music operator had a tremendous call for the disk and had to fly to Charlotte to take care of the orders which were growing by leaps and bounds.

King Records Adds Three Branch Offices

CINCINNATI, O. — King Record Co., this city, announced the addition of three new branch offices this past week.

Opening offices in the heart of New York's coinrow, King appointed Mr. Barney Kantrowitz as manager of the New York office located at 762 Tenth Ave.

Other offices were opened at Chicago with Mr. Ron Pritikin as branch manager and in Charlotte, North Carolina headed by Johnny Meyhoefer. The addition of these new branches brings the total number of distributing offices to seven with complete nationwide coverage. The other four include Cincinnati, Oklahoma City, Los Angeles and Dallas, Texas.

Just Warmin' Up-



NEW YORK—Warming up before cutting a session we find Majestic artists Ray Dorey, pianist Johnny Guarnieri and bassist Sid Weiss. Ray recently clicked via "Mam'selle", while Johnny and Sid are famed jazz figures.

Apollo In Optimistic Report For Fall Season

NEW YORK—Irving Katz, New York sales manager for Apollo Records, Inc., this city, viewed the forthcoming fall season in the recording industry with much optimism in a statement released to the trade this past week.

"The record business will see its peak season this coming fall", said Mr. Katz. Those firms who have gone ahead promoting their artists, records, and distributors are not even thinking of entering into any retrenchment period. This past summer season saw Apollo come out with many hit recordings by closely following their artists and promoting them to the fullest extent."

Mr. Katz continued, "Apollo has added many new distributors recently and now have nation-wide coverage. We expect to have our biggest season this fall."

Katz was instrumental in the success of the "Joe and Paul" recordings and contributed heavily toward the fame of Lee Richardson, Arnett Cobb and the Cat Anderson orchestras.

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