

# Surprise!



CHICAGO—Roy Hamilton and Etta Jones elicit surprise at the progress their respective records made on The Cash Box Top 100. Roy's latest for Epic is "You Can Have Her"; Etta's new Prestige disk is "Canadian Sunset." Both artists are in Chicago for p.a.'s.

**MGM Records**

**LeRoy Holmes**  
And His Orchestra

Play  
**"THE BILBAO SONG"**  
K-12992

Attention DJ's, Dealers, Op's.

Bob Heller  
Gene Canter

Record Dist. Co.  
665 N. Broad St.  
Phila., Pa.

"Our Flying Philly Dist."

PICK OF THE WEEK—MARCH 6TH  
**"MY LITTLE SUSIE"**  
by **Ronnie Keith**  
El Monte #1

DJ's Write: EL MONTE RECORDS  
309 E. Montecito Dr. El Monte, Calif.

A SMASH!  
**"BYE BYE BABY"**  
**Mary Wells**  
Motown 1003

TAMLA/MOTOWN RECORDS  
2648 W. Grand Blvd.  
Detroit 8, Mich.

Mills  
**HIT REMINDERS**

**CORRINA, CORRINA**  
Ray Peterson—Dunes

**MOOD INDIGO**  
Floyd Cramer—RCA Victor

**GIRL OF MY DREAMS**  
Marty De Rose—MGM

MILLS MUSIC, INC. 1619 Bway N.Y.

## Roulette Issues Hot English Side By Dankworth

NEW YORK—In a twist on the usual manner in which a U.S. diskery state-side rights to a foreign disk, Roulette Records has released here a reportedly hot English import by English bandleader Johnny Dankworth, who is expected exclusively to Roulette.

The single, "African Waltz," was first released in England on the Columbia label through EMI, and based on reports that it was headed for a hit there, Roulette had tapes of the session rushed to the U.S. and rush-released the side last week. Deck is Dankworth's first single on Roulette.

Dankworth has cut two LP's for Roulette, the latest being "Collaboration," which features the Dankworth crew with the London Philharmonic Orchestra.

## Warwick Acquires Fireballs

NEW YORK—Warwick Records has acquired the popular teen instrumentalists, The Fireballs, from the Top Rank label, which recently ended its U.S. operations. Two albums and a single, "Rik-A-Tik," were included in the deal. In addition to the group, Warwick acquired Don Bach and his single "Cheyenne" and a single by Ted Taylor, "Someday." Warwick recently picked-up the Andy Stewart waxing of "Scottish Soldier" from Top Rank.

## Lectern Begins Nat'l Distrib Setup

HOLLYWOOD — Lectern Records, producers of educational spoken-word LP's here, has begun setting-up its national distribution. Named last week were Melody Record Suppliers in New York; A&L Distributing in Philadelphia; Lester Distributing in Baltimore; Golden Hit in San Francisco; Buckeye Distributing in Los Angeles. Lectern has also shifted distributors in Chicago from Record Distributors to K. O. Asher, Inc.

Gene Landy, prexy of the Lectern and Eureka labels, was in New York last week during a cross-country trip setting up distributorships for his firms and concurrently promoting the Eureka LP, "Cosmo Alley Presents Bob Grossman." Following his road trip, Landy will return to his Hollywood headquarters to cut an LP on the subject of Life Science by Dr. John Moore, Columbia University Zoologist, whom he had recently signed. The album will be added shortly to the growing Lectern catalog of educational LP's.

## Roulette Offers Dealers 33% Discount, 100% Exchange On All LP Products

NEW YORK—Roulette Records is offering dealers a 33 1/3 percent discount on all Roulette, Roost and Tico albums. In addition, the program initiates a change in the label's overall album sales policy to a 100 percent exchange privilege basis.

The discount plan—which begins immediately and is in effect until April 10—supercedes any Roulette

sales programs distribs have offered their accounts.

Roulette is working the discount by giving thirty-three albums free for every 100 LP's purchased. The label just released original-cast "Sho Girl," which was released on an 100% guarantee return, is included in the discount plan.

Label veep Joe Kolsky said the plan was initiated "in order to give the Roulette distributors and dealers the leverage needed to be competitive in today's market and to do the volume of business that should be done." He noted that the label had, during the label's 5th Anniversary Bonus sale in Jan. (extended to Feb. 15), offered dealers a buy-one-get-one-at-half-price sales plan on the entire catalog.

## Pye's Benjamin Feted Here By Dave Miller, Who Gets Gold Disk For English Sales

NEW YORK—Dave Miller, head of Somerset Records, welcomed Louis Benjamin, an exec of England's Pye Records, on his first trip to the U.S. at a swank luncheon last week (8) at the private Carriage Club here.

Benjamin will spend three weeks visiting New York and California to study latest marketing methods and to renew contacts established by Pye's general manager, T. R. B. Threlfall, during his visit to the U.S. last fall.

A highlight of the luncheon was Benjamin's presentation to Miller of a gold record, representing the sale of a million records—over a fifteen month period—of Somerset LP's in England, which Pye distributes there under the Golden Guinea tag.

The Pye take-over of the Somerset line England followed the re-organization of Pye's stockholders in May of 1959, which led to Pye's new sales program of selling direct to dealers and such promotion devices as TV commercials and outdoor advertising for the selling of its product.

When first approached about the possibility of being represented by Pye in England, Miller was not too enthusiastic. After several meetings with Pye execs, however, Miller was told that his Somerset line would get a "major" push from Pye, including a \$150,000 budget for TV commercials.

In August of 1959, Somerset became the first low-priced label to be handled by Pye. One minute TV commercials were used to appeal directly to families. They were little spectacles in themselves, involving elaborate sets displaying the locale of various countries represented musically in Somerset LP's. In addition, outdoor displays gave an added push to the line.

Pye's direct-to-the-dealer approach involves a salesforce of forty, including trucks which carry Pye product and from which the dealer can order LP's and receive them at the same time.

Pye also has warehouses in cities to handle drop shipments. Such outlets are located in Manchester, Leeds, Newcastle and Birmingham.

## New Fla. Distrib Lists Labels

NEW YORK—Tempo Distributing, a newly-formed distributorship at 418 S.E. 11th, Hialeah, Fla., is now handling the Madison, Apollo, Envoy, Musitron, Concert-Disc labels for the state of Florida, it was announced last week.

Tempo is solely owned by Lewis Merritt. Merritt was formerly associated with Apollo Records and Nola Recording Studios.

## King To Handle Kem Labels

NEW YORK — Syd Nathan, King Records topper, and Bill Richard, who heads Kem Records, have jointly announced the signing of an exclusive manufacturing and distribution agreement whereby the Kem line will be distributed on a world-wide basis by King. This is the second label in the past several months that has been signed to such a deal, the first being Les Cahan's Beltone diskery of New York. King's complete manufacturing and distrib facilities will be offered to other "select labels," it is understood.

## Danny Davis Returns To MGM in A&R Post

NEW YORK—Danny Davis, vet artist-arranger-conductor, has returned to the MGM label as an A&R staffer. Label topper Arnold Maxim announced last week. Davis, who joins MGM after a two A&R tenure with Jo Records, will work in close association with Jimmy Vienneau.

Davis was the first trumpet player on such years-back MGM successes as "Four Leaf Clover," "Cruisin' Down The River," "You Were Only Foolin'" and "Crazy Heart."

Davis handled indie production for the Liberty and Epic labels, and one had his own label, Thunder Records. He was also recording director for Cabot Records.

## Atlantic Issues First Diahann Carroll LP

NEW YORK—Atlantic Records has announced its first LP by thrus Diahann Carroll. Tagged "Fun Life," the bill consists of a collection of "saucy & sexy" showtunes, backed by full ork directed by Peter Matz.

Miss Carroll recently returned from Paris where she made two motion pictures. In "Paris Blues," she co-stars with Paul Newman, Joann Woodward and Sidney Poitier. The film also features the Louis Armstrong and Duke Ellington bands. In "Goodbye Again," she co-stars with Ingri Bergman, Yves Montand and Tom Perkins.

On March 13, Miss Carroll opens a variety show in Toronto which she will headline with Andy Williams as co-star.