

COLUMBIA RECORDS ENTER LOW PRICE DISK FIELD VIA 49c HARMONY LABEL

Eli Oberstein To Handle Disk Distribution

NEW YORK—Columbia Records Inc., entered the low price phonograph record field this past week with the announcement of the debut of their Harmony label. The new entry in the cheaper platter field will list for 49c, tax inclusive.

It was also announced that Eli Oberstein, well known trade figure, would handle the distribution of the Harmony label. Details of the plans were learned to have been worked on for several weeks between Oberstein and Columbia executives. It was reported that Oberstein plans on reducing the price of his own Varsity platters to market for 35c including tax. In the event he does reduce his price to 35c, Oberstein's Varsity disks would be the cheapest "low-price" platters out. Decca's Vocalion records sell at 49c, while Hi-Tone and Spotlite records sell for 35c, plus tax.

The new Harmony label will feature material in the old Okeh and Columbia catalog, in addition to new popular song hits.

U.S.-British Decca In Disk Deal. London To Cut & Press Here

NEW YORK—U.S. and British Decca this past week concluded agreements which according to executives for both firms would materially benefit their respective organizations.

Deal concluded reduces record traffic to England to a one-way deal insofar as U. S. Decca is concerned. British Decca, thru its London Record subsidiary, will henceforth press and record all of the latter's disks in the United States, and will also take over the distribution in this country of the Decca FFRR (full frequency range recording) platters. In return, the British Decca firm will guarantee greater distribution of U. S. Decca artists and recordings in England. Still to be settled is the matter of dollar values, which the Bank Of England is at present mulling over. It was reported that British Decca has guaranteed the U. S. Decca firm at least \$225,000 from sales of disks abroad. Decca has never, it is said, taken that much coin out of England.

London Records, by recording and pressing its own artists in the U. S. figures on increasing its marginal rate of profit per disk. Altho musician and recording scales are higher in this country, London will bypass the freight and import duty charges it had been paying.

Lubinsky Takes Over Regent Records As Mendelsohn Leaves

NEWARK, N. J.—Herman Lubinsky, president of Savoy Records Inc., this city, this past week was named to a similar post in Regent Records.

Fred Mendelsohn, who originally formed the Regent disk firm and came up with several big hits, was reported to have taken a cash settlement in return for his ownership in the Regent firm. Among the many hits that Mendelsohn had were, "Sabre Dance", "Brush Those Tears From Your Eyes", "You Call Everybody Darlin'" and more recently, "It's A Cruel, Cruel World."

Altho no plans were disclosed by Mendelsohn, it was learned that he will take a lengthy vacation before mulling over several record offers which have been made to him by top disk firms.

Lubinsky disclosed that he will continue the operation of the Regent label, and will also institute race records into the latter's catalog. Regent had heretofore only delved in pop and hillbilly recordings.

King Records Hypo Folk Festival In Virginia

BLACKSTONE, VA.—King Records Inc., this past week disclosed their whole-hearted support of a huge folk festival scheduled to take place in this city on Saturday, June 18th.

Syd Nathan, president of the firm, and John S. Kelley, Jr., vice-president and general manager, were learned to be planning on attending in addition to many King recording artists. King artists Grandpa Jones, Clyde Moody and Jimmy Osborne are scheduled to appear. Tony Wren, King Records', Richmond, Va. salesman has been appointed festival program director by Ed Silverman of station WKLW.

Mr. Nathan has especially written a song in honor of the city, and will officially present the original copy to the City Fathers at the festival.



1 DON'T ROB ANOTHER MAN'S CASTLE
Eddy Arnold
(RCA Victor 21-0002)

2 CANDY KISSES
Cowboy Copas
(King 777)
George Morgan
(Columbia 20547)

3 I'M BITIN' MY FINGERNAILS AND THINKIN' OF YOU
Ernest Tubb-Andrews Sis.
(Decca 24592)

4 LOVE SICK BLUES
Hank Williams
(MGM 10352)

5 TENNESSEE SATURDAY NIGHT
Red Foley
(Decca 46136)

ADDITIONAL TUNES LISTED BELOW IN ORDER OF POPULARITY

TENNESSEE BORDER
Red Foley
(Decca 46151)

PLEASE DON'T LET ME LOVE YOU
George Morgan
(Columbia 20547)

TAKE AN OLD COLD 'TATER
Jimmie Dickens
(Columbia 20548)

I WISH I HAD A NICKEL
Jimmy Wakely
(Capitol 57-40153)

TILL THE END OF THE WORLD
Jimmy Wakely
(Capitol 15368)

OPERATORS . . . DON'T SNUB

SNUB MOSLEY

With 2 Hits Back to Back

"I'M A FOOL ABOUT MAMA" and
"CLAIRE" PENGUIN RECORD 0858

Contact Your Nearest Distributor or

PENGUIN RECORDING CORP. 123 WILLIAM ST. NEW YORK, N. Y.



GOES ON THE PRESSES

THURSDAY—JUNE 16

WIRE—PHONE YOUR AD NOW!

THE CASH BOX

EMPIRE STATE BLDG., NEW YORK 1, N. Y. (PHONE LO 4-5321)

BUY NATIONAL HITS

THE RAVENS "RICKY'S BLUES"
9073 "THE HOUSE I LIVE IN"

T. J. FOWLER "RED HOT BLUES"
9072 "HARMONY GRITS"

Watch For Our Next Release

NATIONAL DISC SALES INC.
1841 Broadway—New York 23, N. Y.

Latest Hits on MANOR

Savannah's Great with—
"SAVANNAH SINGS THE BLUES"

by SAVANNAH CHURCHILL

and The Four Tunes

backed by "DON'T TRY TO EXPLAIN"

Manor # 1180

Currently Appearing
Apollo Theatre, N. Y. C.

MANOR RECORDS

313 WEST 57th STREET N.Y.C.