

Nathan Finds American Music Creates European Goodwill



SYDNEY NATHAN

CINCINNATI, OHIO — Syd Nathan, president of King Records, who just returned from a six weeks tour of Europe, reported that American music is doing as much goodwillwise as all other aid we may be sending to the continent. Nathan based this opinion on talking to hundreds of people in England, France, Belgium, Holland, Denmark and Sweden.

While in Europe, Nathan set up a deal with BMI for world-wide distribution of his King and Federal catalogue and also arranged with the Peter Maurice firm of England to distribute all his published works in England and its territories. In the Benelux countries, Edicon Tropical will handle the publishing end.

Nathan reported that as a result of his trip, his record and music catalogues now have complete world wide distribution.

MILLER RIDES AGAIN!

Buys "Oh Happy Day" Master From 17 Year Old Boy

PHILADELPHIA—Dave Miller has done it again.

This time he has acquired a master which is causing a sensation wherever it has been exposed to the public. And although Miller says he can't understand why, he nevertheless expects to sell several hundred thousand copies of the disk.

The record is "Oh Happy Day" record by Don Howard on the Triple A label. Miller is releasing it on his Essex label.

Don Howard is a seventeen-year-old Cleveland boy, who also wrote "Oh Happy Day," a sort of campfire spiritual melody. With his savings of \$8 he went to a local studio and recorded it with a guitar. Then at one of Phil McClain's Teen Age Parties at Station WERE, he asked the disk jockey to play it and he did. The response was immediate and overwhelming. A friend of Howard's then sent a dub to Bob Clayton in Boston and he, too, played it and received the same reaction.

It's reported that Bregman, Vocco and Conn have just completed a deal to acquire the song.

This disk makes another bullseye for Miller who in recent months has acquired several outstanding masters which he developed into nationwide hits, such disks as "Sin" by the Four Aces and "Here In My Heart" by Al Martino.

Walker Visits Distributions

NEW YORK—Frank Walker, general manager of MGM Records, left last Thursday on a two week trip to visit distributors in the South and Southwest. MGM is currently hot with several hits including Joni James' "Why Don't You Believe Me," which seems headed for the top of the lists.

CHICAGO MUSIC OPS CALL FOR MORE 45s FROM INDIES

Rate Most Majors At 80% But State Will Drop Indies Entirely Unless They Press More 45s. Ops Report Waiting 3 Weeks To Get Some Indie 45s. Forced To Pull Phonos To Placate Store Keepers

Mercury Starts New Promotion Plan

CHICAGO—Mercury Records has just instituted a new public relations plan using newly appointed men in key cities. The entire program is being set up and supervised by Arnold Silverman.

The promotion men will aid the distributor in his relations with coin machine operators, one-stops, dealers and jockies—and they will act strictly as promotion men, not as salesmen. It will be their job to see that the foregoing groups are promptly advised of the newest Mercury releases and aid them in every possible way with promotional material.

It is Mercury's contention that with the record business as competitive as it is today, it is impossible for salesmen to take sufficient time from their selling to engage in this type of activity. Therefore the diskery has taken this step which it believes will benefit not only its own firm, but the record business in general.

The plan is being started on a small scale with the intention of expanding it throughout Mercury's entire distributorship. At present public relations men have been appointed in Boston, Pittsburgh, Cleveland and Detroit with other key cities scheduled shortly.

CHICAGO—Music operators throughout this area, led by Robert E. Gnarro of A.B.C. Music Service Corp., are complaining that the independent record manufacturers are causing them to lose locations, forcing them to pull machines from good spots, and generally creating one headache after another for the operators because the indies are not pressing 45rpm disks as they should be doing.

Gnarro, and the operators who are associated with him in this complaint, claim that the average major record manufacturer is about 80% up to par as far as 45s are concerned.

"But," Gnarro states, "that doesn't mean any loss to us. The average major record manufacturer has been supplying us with 45rpm records at about an 80% clip.

"We do have some trouble with Columbia which we rate at about 70%. With Capitol Records we have the problem of clearing out the center, which isn't a very easy job, considering that we buy in lots of 50 or 60 records at a time.

"But, regardless of this, Capitol at least supplies us with what we need, as far as 45rpm disks are concerned.

"Our big problem everywhere here in town is to get the indies, especially those who suddenly develop a hit record, to press 45s. Here we have our hands full."

Gnarro and the others associated with him in A. B. C. Music Service Corp. stated this past week:

"Unless we can get better cooperation from the independent record manufacturers we are going to cut them out entirely.

"We are prepared to send letters to all of our locations advising them that we shall discontinue to feature any indie labels because of the fact that they cannot and will not, in most instances, press 45rpm records.

"We just won't sit back and wait three to four weeks to get a record, and find that after that period of time, the record is absolutely dead as far as the public is concerned.

"Why should we lose spots if these indies won't cooperate with us?"

Bill Hill Named Manager Of Buffalo Record Biz

BUFFALO, N. Y. — Bill Hill, former regional manager of Capitol Records, has just been appointed manager of the record division of Bernie Simon's Music House in this city.

The firm runs five retail shops in the area plus a one-stop service and Hill will be in charge of all personnel dealing with records, buying, etc.

Next week Bernie Simon will hold a luncheon meeting of all distributors in Buffalo to introduce Hill.

s-s-s-H! Listen To
"I Don't Care
IF YOU GO A
LITTLE FURTHER"

Records by
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ARAGON 204

On The Way!
THIRTY-TWO FEET
and
EIGHT LITTLE TAILS



MILLER MUSIC CORPORATION

Wings



NEW YORK—MGM recording artist Tony Alamo is pictured here autographing his latest release for American Airlines stewardesses Betty Buie and Elaine Richards. Disk is titled, appropriately enough, "If I Had Wings."