

## Dot's Fall Plan Allows Dealers 10% Discount For Early Purchases

HOLLYWOOD — Dot's 1958 Fall plan, announced last week by president Randy Wood, includes the allowance to dealers of a 10 percent discount on all packaged goods purchased between August 1 and September 15, both catalog and new releases, including all LP's and EP's plus the new stereo albums making their initial appearance in Dot's production program.

During the specified period of the plan, Dot will not allow the additional 10 percent to rack jobbers. Billing for all Fall plan purchases will be spread over three monthly installments, October, November and December. Dot's customary exchange privileges will continue in effect.

Dot's initial stereo-disks, consisting of 12 packages, will be released the end of August. Two of them are from the current August release, with the rest being catalog LP's previously released as monaurals. The August LP's are "Windjammer City Style," by Red Norvo, and "Love Scene," by Elmer Bernstein. Previous monaural releases to be issued in stereo include: "Pat

Boone Sings Irving Berlin," "Sail Along Silvery Moon," by Billy Vaughn, Johnny Maddox' "Ragtime Piano," Ken Nordine's "Son of Word Jazz," "MMM—the Mills Brothers," "High Upon A Mountain," by Eddie Albert, Al Bollington's "Organ Hues in Hi-Fi," Margaret Whiting's "Margaret," "Star Dust," by Pat Boone, and "Billy Vaughn Plays the Million Sellers."

Dot's August release of monaural LP's consists of eight regular albums and three jazz packages. In the pop category are listed Norvo's "Windjammer City Style," Bernstein's "Love Scene," Johnny Maddox' "Johnny Maddox Plays the Million Sellers," Tony Romano's "A Moonlight Affair," "When the Children Are Asleep," with Alice Babbs and Ulrick Neumann, Bill Page's "Page 14," Bash Kennett's "Songs of Ship and Shore," and Dr. Charles Kendall's "Chimes At Eventide." Jazz items are Manny Albam's "Jazz New York," "Down Beat Jazz Concert," and Paul Horn's "Plenty of Horn."

## Ross Named Manager of Melcher Music Firms

HOLLYWOOD — Adam Ross has been named professional manager of Artists Music and Daywin Music, by Martin Melcher, president of the music publishing firms. Ross is also musical director for Arwin Records, Melcher's recording company.

Joe Lubin, newly appointed vice-president of Arwin, still retains his position as label's a&r director and has just placed newcomer John Stewart under contract. Lubin, whose offices are located in Beverly Hills, also announced the rental of additional space in Santa Monica to house a larger shipping department for Arwin.

## King Signs More Talent

CINCINNATI — King A & R men continued to sign new talent for King and its affiliated labels it was announced by Syd Nathans recently, the firm's prexy.

Andy Gibson, A&R head of DeLuxe, recently recorded a Manhattan high school duo, Reggie and Jimmie, whose first record, "We're Not Greedy Guys" b/w "You're Leaving" will be released in two weeks. At the same time The Swinging Phillies, a Philadelphia quartet, will have their first release, "Frankenstein's Party" b/w "L-O-V-E."

And Ralph Bass, Chicago-based A&R man for Federal has signed nine-year-old Faith Taylor and Kenneth Tibbs, former gospel singer. The artists' first sides will be out by August 21st.

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