

Sloane Session



NEW YORK—Recreating her night club performance at Columbia Records' 30th Street studio here, Carol Sloane recently sparked an all-star combo for her second LP. The lark's audience consisted of deejays and press representatives. The diskery plans to release the album early next year. The top shot shows the songstress cutting one of her songs during the session. A much satisfied smile comes from Carol during the playback at the in-person session. The artist is pictured checking the score with her A&R director Mike Berniker and her manager, Bob Bonis in the bottom shot.

Hawkins Back On King In Country Build-Up

NEW YORK—Marking a build-up of its country music catalog, King Records prexy Syd Nathan has brought vet country performer Hawksaw Hawkins back onto the label's talent roster via an exclusive, long-term pact.

Hawkins' first single under the deal is "Silver Threads & Golden Needles," the current hit, and "Girl Without A Name."

Hawkins first achieved fame on King before making moves to the Victor and Columbia labels.

Nathan said that with the resurgence of country music, he plans to "add luster and stars" to the present country catalog of the label, which consists of over 100 country albums.

Jamie Buys Master

NEW YORK—Jamie Records has purchased and released, on its own tag, a master, "Hummingbird" and "Bring The Water, Sylvia" by The Timberland Four, originally appearing on the Frolic label, a Texas outfit. Jamie's Paul Fien says there were big initial sales in the south.

Harris Moves Into Capitol Singles Promo

HOLLYWOOD—Ray Harris, formerly a sales representative in Capitol's Atlanta branch, has been added to the label's single-record field promotion force, headquartering in Nashville.

In his new assignment, Harris will be responsible for singles promotion in the southeastern area of the country. He will report to national singles sales and promotion manager Vito Samela.

In announcing Harris's appointment, Samela stated that Capitol has doubled its promotional efforts in the south in recent months. "Now, with a full-time promotion man covering the area, we expect to make even more headway in that section."

In addition to full-time singles promotion men in the field, the label maintains local promotion managers in all major branches and distributor outlets.

Cadence To New Distrib In Pittsburgh

NEW YORK—Cadence Records has named Fenway Record Dist. in Pittsburgh as its new outlet in the area, according to Budd Dolinger, sales manager.

Label recently made the following distrib moves: to Essex Dist. in Newark, Mainline-Cleveland and Merit Music Dist. in Detroit.

Coral Folk Trio Back From Service

NEW YORK—Coral Records' Ivy League Trio has completed its army service obligation and will resume a full schedule of bookings this autumn.

Engagements between now and the end of the year have been set for the collegiate folk group at The Shadows, Washington, D.C.; The Outdoor Winter Sports Show in Chicago; The Bitter End in New York City; and a string of concerts at college campuses dotting the Eastern seaboard. Negotiations are also underway for TV guest shots.

The boys are currently represented by a Coral single, "Winken, Blinken & Nod" from their latest album, "Folk Songs-Rare and Well Done."

Music Playwriting Course Offered In N.Y.

NEW YORK—A course in playwriting for the musical theatre will be offered this fall by The Musical Theatre Academy.

Jay Gorney, writer-producer-director, and winner of a special 1962 Tony award, will conduct the course. Gorney has taught for the past ten years at The American Theatre Wing.

The course will treat in detail all the special problems of the writer for the musical stage—balancing of book and score, integration of production numbers, sketches, and choreography with music and lyrics, etc. It will be run as a workshop, with open discussion and criticism of scripts.

The class will meet one evening a week for three hours, and will run for 16 weeks. Admission will be on the basis of Gorney's evaluation of material submitted by the applicant. Application forms and further information from: Musical Theatre Academy, 245 East 23rd Street, New York 10, New York. Telephone: OR 9-2730.

NBC Ties-In "Marilyn" LP With Sat. Nite Pics

NEW YORK—20th Fox Records received a big promotional aid from NBC-TV on its "Marilyn" LP, featuring soundtrack vocals by the late Marilyn Monroe.

Tie-in was with the station's new season of "Saturday Night At The Movies," which was presented last Sat. (22) "Gentlemen Prefer Blondes," which starred the performer.

An NBC bulletin advised promotion managers to accord visual display of the album in addition to playing excerpts from "Blondes" on the LP. They were also advised to use the album as prizes on giveaway shows, etc., to stimulate advance viewer excitement for the movie.

NBC also noted to the stations that the album could also be used again for its Oct. 20 showing on the program of "River Of No Return," also featuring the actress.

A copy of the "Marilyn" LP has been sent to all NBC station promotion managers from coast-to-coast.

Hickory Acquires Palette's "Telstar"

NEW YORK—Palette Records' diskery of "(Please Help Me) Telstar" by The Gee Sisters has been leased to Hickory Records for immediate release on Hickory.

Shift Golf Dates Again

HOLLYWOOD—There has been another change in the dates for the Music Industry Golf Tournament in Palm Springs, Calif. Tournament will be held Oct. 26, 27 and 28 at the same place announced previously, Indian Wells Country Club.

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ARMADA MEMBERSHIP APPLICATION

The American Record Merchants and Distributors Association is a trade organization dedicated to protecting and improving the status of distributors—and in a broad sense the total record industry. A strong organization is particularly needed during the present period of changing marketing patterns and complex problems.

ITS GOALS

ARMADA's aims, specifically, are as follows:

1. Establish and maintain a workable standard of practice with the manufacturer;
2. Seek a livable plan of discount between distributor, rack jobber and one stop, whereby all can prosper;
3. Establish an educational and mutual assistance program to help keep the existing retail catalog dealer in business, and thereby perpetuate this industry;
4. Work out realistic quantity allocations of merchandise from manufacturer to distributor, thus minimizing the possibility of oversupply and unrealistic sales practices at the manufacturing and distribution levels;
5. Cooperate with the Federal Trade Commission to aid the distributor by bringing about fair trade practices;
6. Appoint a committee of ARMADA's officers, directors and members, who will be available to help solve and mediate problems in a member's selling area;
7. Establish a clearing house for general ideas with a bi-monthly bulletin to be sent to all members.

WHO IS ELIGIBLE

Distributors are eligible for full membership with, of course, voting rights. Record manufacturers, pressing plants, publishers, suppliers, etc., are eligible as associate members. They have a voice at conventions and sessions, but no voting rights. The membership and participation of all these groups is earnestly sought. All con odd to the solution of problems in today's record business.

American Record Merchants and Distributors Association
663 Fifth Avenue
New York, N.Y.

Please send me details on membership in ARMADA.

Name

Street Address

City State

Telephone