

Roulette's Levy And Grover Buy Half-Interest In United Music; Gayles To Head Pubbery As GPM

NEW YORK—Morris Levy, president of Roulette Records and the Planetary-Nom Music group, in conjunction with Henry Glover, A&R head of Roulette, has purchased 50% of United Music Corp. Step is a major part of the overall expansion of Planetary-Nom.

The agreement called for the purchase of Jack Gale's half interest in the firm while Juggy Gayles retains his half interest in the company.

A vet of 30 years in the music business, Juggy Gayles will, effective immediately, move the United Music Corp. operation over to the Roulette building and will function as general professional manager for the firm. Gayles was previously connected with Joy Records as sales and promotion chief and prior to this he served in the same capacity at Carlton Records.

In line with the United Music purchase, Levy also revealed that he had acquired four copyright renewals from famed cleffer Jimmy Van Heusen. The songs are: "I Could Have Told You," "Funny Thing," "My Dream Sonata" and "How Can I Replace You." A fifth renewal, "Somewhere Along The Way" has been ac-

quired through Kurt Adams.

United Music was founded in 1946 by Juggy Gayles and Jack Gales with their first copyright hit "Mabel, Mabel" recorded by Woody Herman. The firm boasts such other songs as "The Hucklebuck," "I Won't Cry Anymore," "Congratulations To Someone," "I Wish I Wuz" and many others. Besides Jimmy Van Heusen, such writers as Sammy Gallop, Al Frisch and Abner Silver have written for United Music.

As explained by Morris Levy, the acquisition of United Music is part of an overall expansion program for the entire Planetary-Nom Music group. Just recently, a similar purchase as the United Music deal was made with Figure Music and its owner, Jack Hooke. Levy purchased an interest in Figure Music and Jack Hooke moved his operation into the Roulette building to act as general professional manager of Figure Music. Figure Music is a six year old firm that has such copyrights as "Angel Baby," "Something's Got A Hold On Me," "Sorry I Ran All The Way Home," "All In My Mind" and many others.

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Cameo-Parkway Previews 14 New Fall Albums

NEW YORK—Cameo-Parkway bowed 14 new album releases at its recent national distributors meeting in Chicago (Aug. 2).

Included in the fall release are: "All The Stars Biggest Hits" with Dee Dee Sharp, Bobby Rydell, Chubby Checker, The Tymes, The Dovells, and The Orlons; "The Stars Biggest Hits Vol. 2" with Bobby Rydell, Chubby Checker, Dee Dee Sharp, The Orlons, The Dovells and The Hippies; "Golden Hits" with the Dovells; "Golden Hits" with Bobby Rydell and Chubby Checker; "Everybody's Goin' Surfin'" with Chubby Checker, Bobby Rydell, The Dovells, The Orlons and The Tymes; "Twelve Greatest Golden Oldies In The Whole World Ever!" with The Superiors, The Bluenotes, Frankie Lymon, The Fabulaires, The Highcaps, The Desires, The Metallics, The Universals, The Bostones, Jimmy Rivers and The Carnations; "Biggest Hits" with The Orlons.

Also scheduled are "Clint Eastwood Sings Cowboy Favorites," "Greetings From The Hofbrauhaus" with the Isarspatzen Ensemble, "Twelve Shades Of Bluegrass" with Bob Johnson and the Lonesome Travelers; and "Organ Favorites Forever and Ever" by William Whitehead; "Biggest Hits" with

Dee Dee Sharp; "Broadway Hall Of Fame" with the Dave Stephens Orchestra, and "Chubby Records Live" with Chubby Checker.

At the meet, Bernie Lowe, president of Cameo-Parkway, presented awards and cash prizes to Ed Rosenblatt of Mainline Distributors in Cleveland, Bob Schwartz of Arc Distributors in Detroit, and Paul Maged of Music Supplier of Boston for their efforts for the label's products.

Victor Gets "Jennie" Rights

NEW YORK—RCA Victor Records will release the original-cast LP of "Jennie," the upcoming Mary Martin-starred musical. The label has set the cast session for Oct. 27, which is 10 days after the show debuts on Broadway.

Show, with lyrics & music by vet tunesmiths Howard Dietz & Arthur Schwartz, is a fictionalized version of seven months in the life of the late actress Laurette Taylor at the time she was queen of the melodramas at the turn of the century. Also starred are Dennis O'Keefe and Robin Bailey.

After its current five-week run in Boston, the production moves to Detroit for a 4½ week run prior to its opening at the Majestic in New York on Oct. 17.

Victor Bows Presley In "Best Buy" Push Adds Vol 3. Of "Golden Hits"

NEW YORK—The potent sales appeal of Elvis Presley has been added to RCA Victor Records' annual Best Buy program for the first time.

Special push centers around vol. 3 of "Elvis' Golden Records," which contains such big Presley items as "It's Now or Never," "Stuck on You," "Good Luck Charm," "Surrender" and others. Volumes 1 & 2, like all Presley product, singles or otherwise, rank as all-time best-sellers.

As Bob Yorke, the label's veep, who introduced new pop Best Buy product at Victor's recent sales meet. puts it: "Elvis, by himself, has produced an annual volume during the last eight years that exceeds the total annual volume of all but a handful of our competitors."

A major ad and promo campaign,

covering national television, national magazines, newspapers, trade publications and point-of-sale has been especially created to support the Presley package.

Highlighting the point-of-sale plans is a spectacular consumer brochure—a 16-page, 4-color folio featuring dozens of photos of Elvis, cuts of all his albums and listings of his many Gold Record singles. Included in the brochure is a special 4-color pin-up pull out section similar to those in fan magazines. The photos of Elvis are printed on glossy stock and include many pictures of him that have never before been released. A substantial amount of these brochures will be provided to distributors who will make them available to dealers as giveaways with purchase of Elvis' album.

CB's Directory Issue Was Largest Industry Effort

NEW YORK—Once again, as it has for every year in the past, Cash Box has produced a Directory issue bigger than the one of the previous year.

The 1963 edition totals 436 pages on which 649 world-wide advertisers carry their messages on a total of 274 advertising pages.

In addition to advertising support, which attests to the Directory's importance to the music trade around the world, the New York offices of Cash Box were flooded with telephone calls, wires and letters from every part of the world commending Cash Box on its editorial features, which includes list of record manufacturers and music publishers in over 90 markets in all parts of the world.

Abner's Dart Sales Expanding Operations; Form Int'l Division

CHICAGO—Ewart G. Abner Jr., who recently exited VeeJay Records as prexy, is now concentrating his efforts as head of the expanding Dart Record Sales Corp., which is the national distrib of a number of diskeries. First off, the firm has moved to new quarters in Chicago at 1421 So. Michigan Ave.

Dart International, Inc. has been formed under the supervision of Art Sheridan, who is also secretary of Dart Record Sales Corp. This division will handle all Dart product as well as the acquisition of new foreign material.

Dart is the sole national & international distrib of the following labels: Johnny Vincent's Ace Records; Tony Aiello's Avanti Records; Peter Cameron, Monte Kay & Alan Douglas' FM Records; Dave Hubert & Mike Maloney's Horizon Records; Mark Taylor's Martay Records; I. Spice & J. Goldfine's Mohawk Records; Ray Maxwell's Moonglow Records; Jay Lasker's Oldie "45" Records; Bob McGinnis' Santo Records; Richard Simpson's Simpson Records; and Howard Schwartz' TV Gospel Time Records.

Dart's fall plan, as presented at the recent ARMADA convention, will consist of nine FM LP's and 18 Horizon packages.

Several new singles will be released immediately under the direction of Bill "Bunky" Sheppard, veep of Dart.

Additional members of the sales & promo staff will be announced shortly.

Motown Offers Permanent LP Discount Program

DETROIT—Motown Sales Corp. has bowed a permanent program on its LP catalog. From now on, all LP releases on the Tamla, Motown & Gordy labels will be available on a buy-6-get-1 free basis.

Columbia Names Wynshaw Director Of Artists Relations



DAVID WYNSHAW

NEW YORK—David Wynshaw has been named director of artists relations at Columbia Record Sales Corp., is was announced last week by Bill Gallagher, marketing veep.

Wynshaw, previously branch manager of Columbia Record Distributors in N.Y., will be responsible for coordinating all artists' appearances & tours, and will maintain a liaison with national TV & radio show producers in regard to Columbia artists. His activities will encompass the entire range of Columbia performers—pop, jazz & Masterwork. He reports to Ken Glancy, veep of Columbia Sales Corp.

Wynshaw joined Columbia Records in 1960 as operations manager at the Los Angeles branch of Columbia Record Distributors, later getting a promotion to manager of the branch. He was transferred and appointed branch manager in New York last year. Donald England has taken over at the distrib's helm (see last week's story). One of Wynshaw's major upcoming assignments will be the first cross-country in-person concert tour of Columbia's best-selling LP artist, Mitch Miller. Wynshaw will accompany Miller and his sing-along crew throughout the country in a 12-city tour beginning Sept. 7. Wynshaw will coordinate national & local promotion.

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