

'NOSTALGIA' TOUGH RIVAL

Original Vs. Remake
Tricky Biz to Rodgers

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cause of a wave of interest in the songs. "My Funny Valentine," which wasn't a success in either the Broadway or Hollywood versions, became a hit, Rodgers thinks, strictly thru the nitery circuit years later.

Hal Neely
New King G. M.

NEW YORK—Hal Neely, vice-president of American Sound and Urania Records, Allied Records subsidiaries, moves over to King Records on May 15 as general manager. The announcement about the Neely appointment was made this week by Syd Nathan, president of the King Records label. Neely's home base will be in Cincinnati, where the recording studios, pressing plant and main offices of the King, Deluxe and Federal labels are located.

According to Neely is the first step in the "new look" program for King. Neely will team with King Records execs, Jack Kelly, Howard Kessel, Al Miller and Jack Pearl, "in a concentrated drive to attain major status for the label in the next two years."

The program involves a great expansion of the current artist roster, the building of a king-size pop LP line and the revamping of the Deluxe and Federal labels. The stress will be on pop hits of all types and strong selling LP's.

Neely has been with Allied Records, and its subsidiaries, Urania Records and American Sound Corporation for the past nine years. He was national sales manager for Allied in addition to his veepee status with Urania and American Sound. Prior to his Allied Records affiliation, before World War II, Neely was a popular society band leader, batoning an ork that played the Statler and Hilton chains on the West Coast.

Victor Makes
Folsom Award

NEW YORK—The Frank M. Folsom awards were presented to top winners in RCA Victor's "Double Your EP Rate in '58" contest last week at Cavanaugh's Restaurant here. The contest was started in February, 1957, by RCA Board Chairman Frank M. Folsom, with the object of increasing EP sales and impressing consumers with EP's economic and practical advantages.

More than 400 distributor execs, record managers and salesmen competed for the \$25,000 in prizes. In addition to the Folsom Awards, designed as a replica of an EP and inscribed to the winner, there were two grand prizes for distributor record managers.

First prize, a 21-day all-expense paid vacation for two to any port in the world, was won by A. W. Smith of McClung Appliances in Knoxville, Tennessee. Second prize a 1958 Ford Thunderbird, was won by Don Main of Associated Distributors, Indianapolis, Indiana.

AUDITION
a new selling force
...for dealers
...for manufacturers
IN FULL COLOR EVERY MONTH
IN THE BILLBOARD

At the same time he wages the battle against nostalgia, Rodgers decries the "strictly business" thinkers who don't get a kick out of entertainment. "I still read the Billboard charts, I still want a No. 1 song, I still hope for kind words from drama critics, I still seek new approval of new work. And when a radio platter comes spinning out of the darkness as I drive my car, I'm proud as hell."

M-G-M Prices
Go Up; Issue
First Cub Disks

NEW YORK—M-G-M Records has announced price increases on singles and classical LP's, a new Golden Circle singles series, and initial releases of its new Cub subsidiary.

Classical LP suggested list prices go to \$4.98 from \$3.98, while all singles, on M-G-M and Cub, become 98 cents from 89 cents. The Golden Circle singles series will place previous million sellers back to back on one disk. Artists to be thus represented include Joni James, Billy Eckstine, Art Mooney, Hank Williams, Art Lund, Blue Barron, Dick Hyman, David Rose, George Shearing, Ziggy Elman, Ivory Joe Hunter and Lennie Hayton's "Slaughter on 10th Avenue." The release will be backed by special golden browsers and streamers, etc.

Initial Cub release consists of sides by the Velours, Jimmy Williams, the Wanderers and Shawn Downey. Label now has 30 distributors set to go.

Bauer Named VP
Of Columbia Labs

NEW YORK—CBS Laboratories appointed Benjamin B. Bauer as veepee last week. Appointment was made by Dr. Peter Goldmark, director of Research and President of CBS Laboratories. Bauer will be in charge of the acoustics and magnetics department of the Laboratories. This department is concerned with advanced research and development in the area of sound recording and reproduction. Bauer is a Fellow of the IRE.

BRITISH AWAIT STEREO
DISKS; 'PACIFIC' BIG

NEW YORK—The British record market will have stereo disks soon after the middle of year or even by that time, according to Frank Lee, artists manager of Decca Records, Ltd., who was here last week for business huddles. Stereo is expected to prove a shot in the arm, as hi fi did.

Lee, who is one of the few a.&r. men who records both classical and pop repertoire, states that the new RCA Victor "South Pacific" package is having a big impact overseas. It is the first time, according to the exec, that a one-record album has been issued in England with such lavish packaging, including a 12-page insert. Lee noted that the gramophone industry in England had its biggest hit ever with Belafont's "Mary's Boy Child," and stated that RCA was rarely out of the first 10.

There are about 30 live labels

WHAT WE MEANT
TO SAY: M-G-M

Recently a story appeared in these columns concerning price changes of M-G-M single and classical LP disks, as well as news of the new M-G-M subsidiary label, Cub Records.

The story incorrectly carried a head referring to Mercury Records. This piece is being re-run in this issue with a head which refers to the correct label, M-G-M.

Don Bell, Top
Midwest Jock,
Loses to '40'

CHICAGO—Don Bell, one of the top disk jockeys in the Midwest, is the newest in a series of deejay casualties before the "Top 40" steamroller.

KIOA, Des Moines, failed to renew Bell's contract which expired May 1. J. C. Dowell, station manager, conceded to The Billboard that he figured there was no sense in paying for a high-priced personality when audiences are won over simply by formula programming. It was learned that Bell was earning more than \$30,000 a year from the station, plus additional income as an avid sponsor of "teen hops," an average of six per week. He recently ventured into a new field, "adult hops."

An additional issue causing the separation was that Bell's previous contract allowed him to program his own shows. The station wanted him to surrender this prerogative, which Bell was reticent to do. The station programs for all other deejays.

For the time being, Bell is staying in Des Moines, sponsoring hops, but he has been doing extensive contacting around the country with station managements, it was learned.

Robeson Cuts Two
Vanguard Albums

NEW YORK—Paul Robeson is back on both the record and the concert circuit. He has just cut two albums for Vanguard Records which will be released in the fall. They are folk, spiritual and classical material—nothing with political overtones.

The singer has just finished a series of concerts on the West Coast and is skedded for two at Carnegie Hall here. They are set for May 9 and May 23, with Art D'Lugoff presenting both shows.

DISTRIBUTOR NEWS

By HOWARD COOK

J. J. Schneider of the Perry Schankle Company, RCA Victor distributor in San Antonio, lists "Torero" by Julius La Rosa and "Kewpie Doll" by Perry Como as his hottest platters. The company is launching a "Boppin' in the Sack Contest" to promote the recording of the song by the Lane Brothers. The gimmick is to write a squib about "Why I Like the Sack." The winner will be given a gift certificate to purchase a sack at a local fashion center. John Sobieski has been added to the firm as a salesman. He will cover Shankle's northern Texas dealers. Claude Dodson has also joined Shankle and will handle the company's southern Texas dealers. Strongest LP for the organization is "Elvis' Golden Records." The company presented a library of RCA Victor records and a record player to Presley's army company.

Jim Lee, Southern Bearing & Parts Company, Columbia Distributor in Charlotte, N. C., reports that John Loudermilk's "At Susie's House" heads the sales list of new Columbia records. "Sweet Sugar Lips" by Jill Corey and "I May Never Pass This Way Again" by Jo Stafford are also going well. "All the Time" by Johnny Mathis and "Endlessly" by Johnnie Ray are perking. Strongest LP's are "South Pacific" by the original cast, "Johnny's Greatest Hits" by Johnny Mathis, "Good-Night, Dear Lord" also by Mathis and "The Hymnal" by the Norman Luboff Choir. At last report the company was No. 3 in Columbia's "March Sweepstakes" contest.

Tom Thorn of Major Distributors, Inc., in Milwaukee states that "Pretty Baby" by Gino and Gina on Mercury is blazing. Other strong items are "Lonesome Boy" by Ron Harvey on Window and "Leroy" by Jack Scott on Carlton. "The High Sign" by the Diamonds is moving strongly. "The Livin' End" by Scott Engel on Orbit is strong. Fastest-moving LP's are "The Flying Platters Around the World" by the Platters on Mercury and "George Wright Plays South Pacific" on Hi Fi Records. The company is about to begin a heavy promotional campaign on "Your Graduation Means Goodbye" by the Cardigans on Mercury. Judith Sellung recently became Thorn's new secretary.

At a Music Suppliers of New England, Inc., Boston, Gordon Dinerstein lists "La La" by the Coeds on Cameo among his top records. "Who's Gonna Take You to the Prom?" by George Hamilton on ABC-Paramount is one of the strongest new platters for the company. "You Need Hands" by Eydie Gorme on ABC-Paramount has been getting a favorable reaction. "I'm Sorry I Made You Cry" by Connie Francis on M-G-M is a sure winner. Strongest album is the sound track of "Gigi" on M-G-M. "Ella Fitzgerald Sings the Duke Ellington Songbook" on Verve is also selling well.

NEW YORK SCENE: Al Levine, Ideal Record Products, Inc., has several strong disks. No. 1 is "I'm Sorry I Made You Cry" by Connie Francis on M-G-M. The firm already has gone thru 25,000 since the record has been in release, and sales are still strong. "Who's Sorry Now" by the same artist is still going well. "Long Legged Ladies of Labrador" by Morty Craft on M-G-M is moving. Toni Carroll's waxing of "Dreamsville" on M-G-M is selling well. Other hot items include "El Rancho Rock" by the Champs on Challenge, "How Will I Know My Love?" by Anette on Disneyland, "Satellite Love" by Madame Queen on Chock, and "Non Dimenticar" by Joni James on M-G-M. Strongest albums are the M-G-M sound tracks of "Gigi" and "Hansel and Gretel."

NOTES IN THE MAIL: Ted Kellum of Marnel Distributing Company in Philadelphia writes that Epic has two strong releases in Sal Mineo's "A Couple of Crazy Kids" b-w "Seven Steps of Love" and Jimmy Breedlove's "This, Too, Shall Pass Away." He adds that "Sick and Tired" by Fats Domino is strong. "Apache" by the Chiefs on Greenwich is collecting strong sales. He thinks that Gene Bua, Safari's new artist, is a terrific new talent who could have a hit platter with his recording of "Golly Gee." "Mister Juke Box" by the Temptations on Savoy is being played heavily in the Philadelphia area, according to Kellum. . . Don Prince, who operates Hollywood Sales Company in Madison, Tenn., writes that his company has acquired world-wide distribution rights to "Family Rules" by Guitar Jr., on Goldband. . . The RCA Victor Distributing Corporation has appointed a distributor for RCA and RCA Victor consumer products in the Atlanta area. The Atlanta branch will be helmed by Gordon H. Bahl, former vice-president of the firm's Wichita, Kan., branch.

DISTRIBUTOR DOINGS: Word from Joe Rogers of Coral and Decca Distributing Corporation in Salt Lake City is that their hottest album is "The Kid From Salt Lake City" by Deno Kanes on Coral. He's a home town lad and is currently appearing at a local nitery. . . Westminster Records has added two new distributors. The line will be handled by Seaboard Distributing Company in Albany, N. Y. and by Stanley Distributing Company in Seattle. The firm now has 37 distributors.

TERRITORIAL TIPS: Strongest records this week is "Big Man" by the Four Preps on Capitol. It's reaping heavy sales in Iowa, North Carolina, Oklahoma, California, Pennsylvania, New York, Arkansas, South Dakota, Colorado, Ohio, Tennessee, Maine, Maryland, Missouri, Utah, Wisconsin and Virginia. "Secretly" by Jimmie Rodgers is blazing in California, New York, Pennsylvania, Tennessee, Maine, Ohio, Oregon, Illinois, Wisconsin, Colorado and Iowa. "No, No" backed with "Sick and Tired" by Fats Domino is strongest in Texas, Illinois, Pennsylvania, Tennessee, Maryland and New Mexico.

CORRECTION: The label for the new release by Dion and the Belmonts was incorrectly listed in last week's column. The group recorded "I Wonder Why" backed with "Teen Angel" on Laurie.