

EDITORIAL

The R.&B. Scene

Syd Nathan, King Records chief, urges that trade papers give more space to rhythm and blues. He also urges that an association be formed to advance the cause of r.&b.

These are interesting proposals and merit some comment. With regard to the first point—more space—it is to be noted that various publications give varying amounts of space to r.&b. Some have dropped their r.&b. charts. We can only speak for The Billboard, in which connection we point out the continued existence of the r.&b. chart. Too, in its editorial columns, The Billboard is constantly aware of r.&b.'s continuing contribution to the music world—both in its pure and pop-oriented forms. (See page 1 story, July 4.)

However, it is necessary that the r.&b. field clarify its own aims.

In relatively recent times, many r.&b. diskeries and artists resented being categorized as r.&b. Their common complaint: "I have news for you . . . it is all pop."

We now have an ironic reversal of viewpoint. To some degree, this reversal may be legitimate; there is some indication of a resurgence of activity in the pure specialty fields.

To some degree, too, this reversal reflects another condition; viz, that over-all single business is not too good; that the majors are again a great threat in the singles field; that perhaps it is wise for indies to retrace some steps and cultivate the old hard core of buyers in the specialty fields.

On the part of indies, some soul-searching is necessary, particularly in view of the fact that careless generalizations of the situation raise sociological implications.

The Billboard, meanwhile, will continue to cover all facets of the record business; and, as in the past, will continue to be mindful of the importance of one of the great sources of American culture: Rhythm and Blues.

Col. Meet to Intro New Line, New Look

NEW YORK — Columbia Records will introduce both a new record line and a new look at the firm's forthcoming international sales convention to be held in Miami starting July 19. The new line will be the firm's Latin-American product, the EX series, and the new look will include the firm's album covers, art, packaging and advertising. In addition, the company will also introduce hot new fall product by such luminaries as Mitch Miller, Johnny Mathis, Ray Conniff, et al.

The firm's EX series will consist of LP's by top Latin stars from Mexico, Venezuela and other South American countries. These will include Trio Los Panchos and Los Cinco Latinos. This line will be made available to all Columbia distributors at the convention and the first group of releases will be shown. Actually, the EX series is not new. It has been available to certain Columbia distributors since early this year, and Columbia's Miami distributor, for example, has been selling records of this series. Line was originally made

for CBS International for export.

The new look, or the smart look at Columbia will be unveiled when the firm's fall album line is shown. The new line will show off the firm's new look in art work and in special de luxe packaging of key albums. The new look in the firm's advertising was first exposed in the current (July) Harper's magazine. Idea behind the new art, packaging and advertising is to give the firm a unified appearance on its product and an appearance that will be modern and smart.

Columbia is quite excited about the product coming up for the fall, including both albums and singles. In addition to the LP product, firm will play new singles by top names at the convention as well.

Kapp Distributors In Miami Conclave

MIAMI BEACH, Fla. — Kapp Records distributors from across the country were gathered here at week's end for special meetings Saturday (9) and Sunday (10), to hear details of the Kapp fall program of product releases for both the primary label as well as the new Medallion label. Meetings were to take place at the Balmoral Hotel on the Collins Avenue beachfront.

According to sales chief, Jay Lasker, the meetings were called to introduce 21 new, long-playing albums on the Kapp label and four new sets on Medallion. The packages were to be made available in mono and stereo and in four-track tape as well as disk form. More than 35 U. S. distributors were due to be present in addition to those from Mexico, Canada, Puerto Rico, Venezuela and other countries throughout the world.

New Kapp LP releases to be announced included sets by Roger Williams, Jane Morgan, Eartha Kitt, the Hi-Lo's, the Pete King Chorale, Terry Gilkerson and Brian Hyland. New Medallion product based on the primary appeal of "sound," include "The Sound of

INDIE MFR.-DISTRIB OUTLOOK

New Factors Spark Less Dependence on Middlemen

By BOB ROLONTZ

NEW YORK—Many, and often severe, changes are currently taking place in business relationships between indie manufacturers and distributors. These changes are happening both under the new discipline imposed on manufacturers as a result of the payola probes and tighter profit margins, as well as by design. In the main, they add up to a policy of less dependence on the distributor by the indie manufacturer.

Many manufacturers, unhappy about distributors who won't pay bills or won't order a record until

it is a hit, have started to curtail their regular distributor list from the 30 odd that most have to a smaller group of say 15 or 20. Thinking here is that a record only has to break in a few key markets to get the impetus to happen nationally, and that once that happens 15 to 20 key markets handle 80 per cent of the business.

There have always been two kinds of distributors, those who pay and those who don't, and those who order and those who don't, according to these manufacturers. They claim that the healthy distributors, those who both pay and order, are located in markets large

enough in size to enable a distributor to make a profit. These manufacturers claim that the distributors in the fringe markets contribute little to starting records, often pay slowly and can be gotten anyway after a record is a hit. And they say that the freebie records that used to be given out to the
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Distributors Get Payola Charge

WASHINGTON — Payola complaint was issued against Columbia Record Sales Corporation, and Columbia Record Distributors, Inc., by the Federal Trade Commission last week (5). FTC said the Columbia companies were alleged to have made payoffs to radio and TV stations or their personnel, in addition to deejays.

Also cited was Triumph Records, and its president, Herbert C. Abramson, of New York City; James Higgins and Robert West, co-partners trading as B & H Distributing Company, and Betty Alexander, general manager, Detroit; ABC Distributing Company, and its officers, Henry Droz and
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Home-Grown Talent Tops British Charts

British Artists Take Win, Place & Show; Johnny Preston in 4th Slot

By DON WEDGE

LONDON — British artists, usually with locally written songs, took leading places in the charts during the first half of the year, according to a survey made by New Musical Express.

Topping the list by a clear margin with a 779 total was Adam Faith, who was virtually unknown a year ago; now there are talks of Hollywood roles for him. He records for EMI's Parlophone label.

The three disks, including two at the top of the hit parade, which brought him the top over-all placing, were all British.

Second with 713 was Cliff Richard (EMI-Columbia), and third with 609 points was Anthony Newley (Decca), party thru his successful recording of "Why?"

Top U. S. artist was Johnny Preston, thanks to his two big releases, "Running Bear" and "Cradle of Love." He was placed fourth. Fifth was another British talent

unknown a year ago — Fye's Emile Ford.

America supplied the best-selling vocal and instrumental groups—the Everly Brothers and Johnny and the Hurricanes at No. 7 and 9, respectively, and also the top
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King Launches Summer Pitch

CINCINNATI — A special summer stocking plan for dealers on the entire King, Bethlehem, Audio Lab and Rep lines has been announced by Syd Nathan, King president. The plan is applicable to both stereo and monaural product. Deal runs from July 11 thru 31 and is on a one-time order basis.

For every four LP's bought, the dealer gets one LP of his choice free. All back orders will be filled complete. No dating is offered, and mail orders will be accepted.

Nathan stated the summer special was intended to build enough volume to keep the 20 LP presses running at peak efficiency during the slow summer period, and to encourage dealers to stock King lines in depth in preparation for the fall season.

Goody Opens New Outlet

NEW YORK—Sam Goody, who still has a lease on the store which formerly housed his Annex, across the street from the main Goody emporium, has moved back in—this time with a new operation called Westside Record Warehouse. Goody frankly admits that this establishment will house one of the most complete selections of "schlocked" merchandise in this area.

Goody has been running a successful "bargain" counter in the main store. In this way, according to Goody, he'll be helping "my fellow dealers" and will at the same time be in a better competitive position with the many other discounters around town.

'Mr. Lee' Tune Keys Lawsuit

NEW YORK—An unusual situation—involving legal action—has developed wherein two versions of the same tune by the same artist have been released on two different labels. "I Shot Mr. Lee" by the Bobbettes on the Triple-X label is already on The Billboard "Hot 100" and last week Atlantic Records released its version of "I Shot Mr. Lee," recorded by the Bobbettes a couple of years ago. To further complicate the situation the tune is copyrighted by Progressive Music on the Atlantic label and by Alan K. Music on Triple-X. Meanwhile, Atlantic Records last week commenced an action in New York Supreme Court against
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Harris Bill Hearings Set

WASHINGTON — Hearing date for the Senate Commerce Subcommittee on Communications to take up the Harris house-passed broadcast reform bill has now been officially set for August 10, as reported earlier in The Billboard (4). Sen. John O. Pastore, chairman of the Subcommittee, has announced the hearings to be held on S. 1898, the Senate bill in which the anti-payola Harris measure was incorporated.

Pastore noted that emphasis will be placed on the provisions of the Harris bill calling for forfeiture and suspension of licenses. Non-controversial sections of the bill include its anti-payola and anti-quiz fraud penalties; setting up of simplified pre-grant procedure for licensees; and imposition of limits on payoffs between applicants for a broadcast license.

If the hearings are held to the promised brevity, the bill would
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UA Revamps Sales Set-Up

NEW YORK — United Artists has set up regional sales offices in the East, Midwest, and West, and named three regional sales managers.

Jerry Racker heads up the Eastern office. Norman Nelson, formerly with Decca Records, has joined UA as Midwest chief, and Harry Goldstein, heretofore in charge of West Coast sales, is Western regional sales head. All three execs report to Andy Miele, UA's national sales manager.

UA's new Veepee-General Manager Art Talmadge, who is dividing his time between here and Chicago, has set up an office in the latter city, and Nelson will headquarter there. Miss Roz Gewater, who formerly worked with Talmadge at Mercury, will also headquarter there as UA's newly named Midwest office manager.