

Dealers Give Tax Repeal Low Credit Rating

Law Playing Minor Note in Sales Increase

By CLAUDE HALL

NEW YORK — The Colony record store reported Thursday that any retail price cut on records was still up in the air. Sid Turk, a partner in the store, said, "we may go along with the cuts as we get them from the companies." But he said that some companies haven't cut prices.

"Right at the moment, any price cut would be pennies involved. We haven't made a decision as yet."

Business, he said, was not as active as last year, but this could be due to the World's Fair. "The hotels are not as crowded as they were last year . . . there are not as many people in town." This year's business is down, he said about 10-15 per cent.

Superior Distributors

Sam Weiss, president of Superior distributors here, said that business "looks like it's trying to break out . . . but it just doesn't happen." Business has been that way, he said, ever since the excise cut. The tax cut, he said, hurt business quite a bit.

As for any price cuts, Weiss said that a lot of manufacturers haven't cut prices — especially independents. "The \$3.79 is a fictitious price anyway."

The price cut by the "companies of stature" may have done more harm than good. "They reduced prices on the retail end, but no one reduced wholesale prices. So the squeeze is on the rack jobbers, distributors and one-stops. They have to reduce and they're getting hurt."

A-1 One-Stop

Eric Bernay, head of the A-1 One-Stop in New York, is holding firm on prices. The price

(Continued on page 10)

Multifaceted A&R Program Is Launched by ABC-Para.

NEW YORK — ABC-Paramount Records is initiating a four-pronged a&r program which involves placing several Impulse jazz artists in the pop market, opening the door wider to publishers and artists, strengthening ties with independent producers and typing the a&r and sales and tying the a&r and sales departments closer together for singles material.

Impulse, ABC's hard-driving jazz line for the past four years, believes such artists as organist Shirley Scott, drummer Chico Hamilton and multi-instrumentalist Yusef Lateef can all do material "acceptable to the pop

field," explained Bob Thiele, recently appointed ABC-Paramount a&r director by label President Larry Newton.

When transferring jazz artists into pop performers, guidance in selecting material is all-important, the executive said. Such names as John Coltrane—the leading Impulse seller despite being the most "far out" player on the label — Sonny Rollins, recently signed after two years with RCA and Archie Schepp, an avant-gardist, cannot be tampered with, Thiele believes because of their special styles.

As part of the new operating

plan, Thiele will hold weekly meetings with Howard Stark, singles sales manager, and Alan Parker, LP sales chief. The company is also planning a tighter release schedule with increased co-ordination between departments.

"We plan getting closer with independent producers for ABC-Paramount product," Thiele explained. For the pop market Thiele has cut Della Reese, Bill Haley and the Comets and a new teen-ager, Angelia Martin. He flies to Hollywood this week to cut Miss Reese July 26-27. In addition he continues to cut all the Impulse dates.

ABC's West Coast a&r man, Frank DeVol, has just cut a single with Debbie Reynolds, Thiele said. Other company producers are Pete DeAngelis in New York, George Clark in Los Angeles for the Apt subsidiary and Johnny Pate in Chicago.

To explain the company's activities, a "continuing" advertising campaign aimed expressly at the radio industry will begin within the next two to three weeks.

Mercury, Garmisa to Part Company Aug. 1

CHICAGO — Mercury Records and Garmisa Distributing Co., the label's long-time outlet here, are parting company as of Aug. 1, with the label expected to reveal new distribution plans shortly.

Garmisa is handling Mercury's own label as well as the Philips, Cumberland, Blue Rock and Wing lines. Mercury's Smash and Fontana labels are handled by Paul Glass' Allstate Distributing Co. A Mercury spokesman said there would be no change in the latter set-up.

Mercury had no comment on local speculation that it would be opening a branch-type operation here. The move was thought likely because of the label's moves toward depot-shipping in other parts of the country.

Latest occurred last November when Mercury's Milwaukee distributor John O'Brien was

converted into a brokerage house or factory representative-type operation for the label.

Previous depot arrangements had been made by Mercury in such areas as Texas, Massachusetts, California and Pennsylvania, but O'Brien was the first independent distributor to be so organized.

Carries No Inventory

Under the set-up, O'Brien functions simply as a sales representative, carrying no inventory. Shipments to Milwaukee are made daily by air from its Richmond, Ind., plant. Delivery is guaranteed within three days.

In some cities—notably San Francisco, Boston and Philadelphia—Mercury utilizes both direct shipping from its pressing plant and supplementary shipping from nearby distributors.

With Mercury's Richmond plant virtually a stone's throw from Chicago, such a dual set-up for the Windy City would be certainly feasible.

At the time Mercury made its Milwaukee move, it indicated it was highly pleased with the depot-shipping concept, but the big question at that time was whether an independent distributor such as O'Brien could function in a similar capacity. The answer since then has been affirmative.

Pamper Taps Smith; to Head R&B Drive

NASHVILLE — Hal Smith, president of Pamper Music Inc., publishers of pop and country songs, last week appointed production co-ordinator Ray Pennington to head a drive to build up a rhythm and blues catalog.

Ray Pennington immediately signed Otis Williams of Cincinnati as a composer. Pennington also placed Williams, who formerly recorded for King, as a recording artist with Epic.

Pennington, a composer himself, who will be concentrating on writing r&b tunes, is also negotiating with Willie Price of Cincinnati, r&b composer and promoter, to line up new writers and artists. Price will also be signed as a Pamper composer, Pennington said.

In addition to seeking r&b composers and artists, Pennington is also taking some of Pamper's country standards and giving them r&b arrangements. Two of the first he's done on demos, to interest a label in recording them, are "I Fall to Pieces," written by Hank Cochran, and "Crazy" by Willie Nelson.

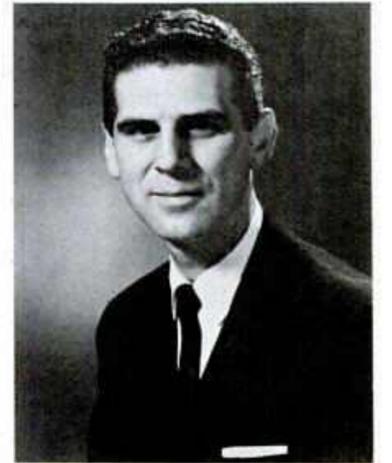
SOUTHARD'S SALES AWARD TO PEPPIN

MIAMI BEACH — Paul G. Peppin, the Columbia Coast-based sales executive who retires this year, was presented the Paul E. Southard Sales Achievement Award. Although the Southard Award was established several years ago, this marks the first time this coveted honor has been bestowed on anyone.

The inscription reads: "Presented to Paul Peppin by Columbia Records Sales Corp. for continued excellence in outstanding individual contribution to Columbia Records and our industry."

Peppin joined Columbia on Dec. 12, 1931.

D'Imperio Is Named by RCA



JOSEPH D'IMPERIO

NEW YORK—Joseph D'Imperio has been appointed newly created product and talent development vice-president at RCA Victor Records. He was formerly business affairs vice-president.

In his new post, D'Imperio assumes responsibility for the pop and Red Seal a&r departments, headed respectively by Steve Sholes and Roger Hall. A new business affairs executive will shortly be named.

D'Imperio has been with RCA since 1955, joining the record wing in 1957 as counsel. He was made a division vice-president in July 1963, reporting then as he does now to Norman Racusin, operations vice-president.

Buckhorn Inks Jerry Guthrie

NASHVILLE — Buckhorn Music Inc., owned by producer Bill Justis and composer Marijohn Wilkin, signed Jerry Guthrie, 25, last week as its first exclusive composer.

Guthrie, formerly a Capitol recording artist, recently signed with Decca and is in sessions recording original material.

Jerry's late father, Jack Guthrie, composed such hits as "Oklahoma Hills," "Oklahoma's Calling" and "Please, Oh, Please." Jerry's uncle, Woodie Guthrie, wrote the folk standard "This Land."

Mrs. Wilkin said the new publishing company will develop pop, country and folk catalogs. Both she and her son, Bucky Wilkin, compose for Buckhorn. His first, "GTO," hit big last year. He is a student at Peabody College here.

Among Mrs. Wilkin's top country hits are "Waterloo," "Long Black Veil," and "I Just Don't Understand."

Bud Powell III

NEW YORK — Jazz pianist Bud Powell was in critical condition in a Brooklyn hospital last week. Powell was taken to Cumberland Hospital two weeks ago, suffering from severe jaundice and pulmonary tuberculosis. The pianist had returned to the U. S. several months ago after residing in Paris for many years. Powell was among the first jazzmen performing in the "be-bop" style in the 1940's.

DEPARTMENTS & FEATURES

Hot 100 Chart . . . Page 18
Top LP's Chart . . . Page 30

→ Other Music Pop Charts
Breakout Singles 35
Breakout Albums 32
Hits of the World 26
Hot Country Singles 36
Hot Country Albums 36

→ Record Reviews
LP Reviews 56
Single Reviews 14

→ Music Record News
Country Music 36
Classical Music Chart 34
Int'l News Reports 20
New Album Releases 35
R&B Music 44
Talent 12
Top 40 Easy Listening 16

→ Departments
Audio-Video 45
Bulk Vending 47
Coin Machine Operating 49
Radio-TV Programming 40

Buyers & Sellers
Classified Mart 46