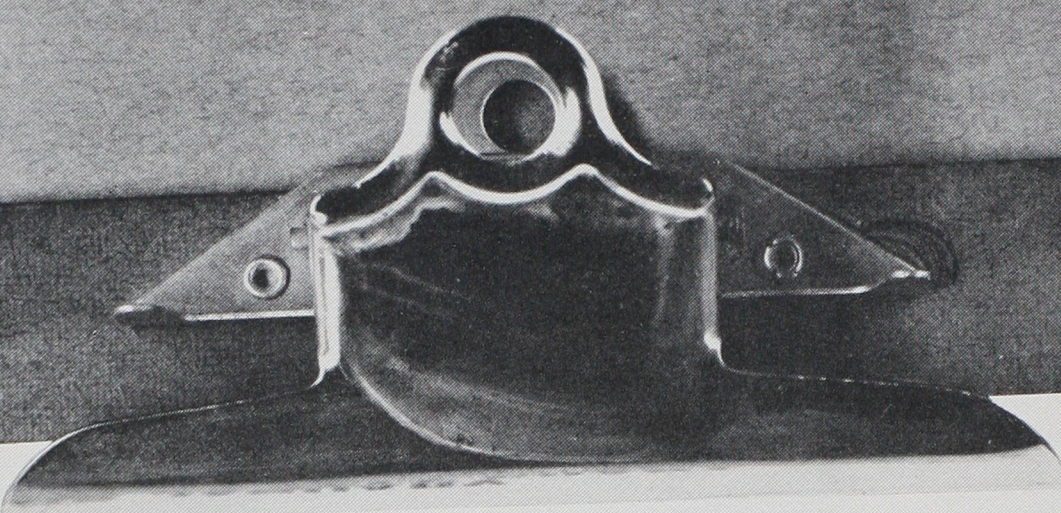


Cash Box

JANUARY 11, 1964



1963 was a big year for boy-girl duets on pop disks. This was especially true for the Montel label's big twosome, Dale & Grace. Unknowns only a few months ago, today they are the proud owners of a disk which hit the number one spot, "I'm Leaving It Up To You." Their LP, bearing the same title is also enjoying solid sales. The team's next single, "Stop And Think It Over," hits the market this week. Dale & Grace disks are distributed nationally by the Jamie-Guyden label. D & G have just completed a stint with N.Y. d.j. 'Murray the K' at the Brooklyn Fox and head to Canada for ten days of bookings. They are currently negotiating for a European tour.



YOUR JANUARY SINGLES SELL CHART

☒ **A Fool Never Learns / Andy Williams**
4-42950

☒ **Hey Little Cobra / The Rip Chords**
4-42921

☒ **I Can't Stop Talking About You / Steve and Eydie**
4-42932

☒ **The Little Boy / Tony Bennett**
4-42931

☒ **Saginaw, Michigan / Lefty Frizzell**
4-42924

☒ **Little Boxes / Pete Seeger**
4-42940

☒ **Hootenanny Saturday Night / The Brothers Four**
4-42927

☒ **That Boy Is Messin' Up My Mind / The Orchids**
4-42913

☒ **The Grasshopper (El Cigarron) / Amadeo and His Indian Harps**
4-42918

☒ **I'll Search My Heart / Johnny Mathis**
4-42916

COLUMBIA SINGLES SELL 



FOUNDED BY BILL GERSH

Cash Box

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January 11, 1964

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ON TO 1964

Whether 1963 is a year you pre-
fer to forget, or one you wish to
long remember, the year is now
history.

Since resting-on-one's-laurels
never worked out too well in the
record industry, everyone is now
brushing off the holiday tinsel and
planning the best course of action
for the new year.

For most industries whose prod-
uct falls into the luxury category,
the up-coming post-Christmas pe-
riod is a dormant one—a time to re-
gear and develop new ideas de-
signed for the next year-end
months.

But the record industry is
unique in that the post-Christmas
season, or the first quarter of the
new year, is one of the industry's
hottest.

It starts right off with a blast
called New Year's Eve—a party time
that calls for the purchase of new
records. Immediately following are
the cold weather months which
tend to keep people indoors, party-
ing some more, which means a
need for more new records.

The first quarter is also a season
for new phonograph owners. It's
during this period that the many
recipients of new phonos as gifts,
begin to build their record collec-
tions.

Perfectly timed with this heavy

purchasing season are the long
awaited new releases. Since the
September-October release when
the last big LP issue hit the market,
new LP's have been minimal. Ab-
breviated releases and Christmas
merchandise rounded out the
year's LP's. But many of the top
stars haven't been heard from since
early Fall.

Now the big guns are set to roll.
And during the next month or so
all labels will be debuting their
strongest albums. A few healthy
hits in this area will keep both old
and new phono owners visiting
disk shops.

Rounding out the picture is the
all important singles field. Radio,
which had been somewhat dull dur-
ing the past three or four weeks be-
cause of the dearth of important
new singles during the confusing
holiday period, gets back into the
swing again. Stations will be on the
lookout for hot new sides, and,
with a little bit of luck, a new craze,
fad, sound or dance step that could
sweep the nation may be hidden
among the millions of new grooves.

If the industry puts all of its
unique advantages to use and adds
to it the many important lessons it
has learned during a difficult 1963,
then 1964 very well could be the
biggest year for the industry in
both gross sales and net profits.



Cash Box TOP 100

PIN-UP
SHEET

JANUARY 11, 1964

	1/4	12/28		1/4	12/28		1/4	12/28
1	LOUIE, LOUIE		35	KANSAS CITY		68	THE GREASY SPOON	
	(Limax—BMI)	3 2		(Lois—BMI)	28 26		(Avenue—BMI)	77 85
	☆KINGSMEN-Wand-143			☆TRINI LOPEZ-Reprise-20236			☆HANK MARR-Federal-12508	
2	THERE! I'VE SAID IT AGAIN		36	LODDY LO		69	LITTLE RED ROOSTER	
	(Valiant—ASCAP)	1 1		(Kalmann—ASCAP)	33 31		(Arc—BMI)	39 35
	☆BOBBY VINTON-Epic-9638			☆CHUBBY CHECKER-Parkway-890			☆SAM COOKE-RCA-8247	
3	POPSICLES AND ICICLES		37	HAVE YOU HEARD		70	TALKING ABOUT MY BABY	
	(Dragonwick—BMI)	5 7		(Brandon—ASCAP)	29 20		(Curton—BMI)	— —
	☆MURMAIDS-Chattanooga-628			☆DUPREES-Coed-585			☆IMPRESSIONS-ABC-10511	
4	DOMINIQUE		38	TRA LA LA LA SUZY		71	I CAN'T STOP TALKING ABOUT YOU	
	(General Music—ASCAP)	2 1		(Just—BMI)	44 45		(Screen Gems, Columbia—BMI)	74 87
	☆SINGING NUN (SOEUR SOURIRE)-Philips-40163			☆DEAN/JEAN-Rust-5067			☆STEVE & EYDIE-Columbia-42932	
5	FORGET HIM		39	THE BOY NEXT DOOR		72	WATCH YOUR STEP	
	(Leeds—ASCAP)	6 9		(Merioda—BMI)	35 28		(Ludix—BMI)	71 76
	☆BOBBY RYDELL-Cameo-280			☆SECRETS-Philips-40146			☆BROOKS O'DELL-Gold-214	
6	SINCE I FELL FOR YOU		40	BABY, I LOVE YOU		73	DUMB HEAD	
	(Advance—ASCAP)	4 4		(Mother Bertha, Trio—BMI)	50 68		(Maurice—ASCAP)	76 84
	☆LENNY WELCH-Cadence-1439			☆RONETTES-Philly-118			☆GINNY ARNELL-MGM-13177	
7	SURFIN' BIRD		41	FOR YOUR PRECIOUS LOVE		74	TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME	
	(Long—BMI)	13 19		(Gladstone—ASCAP)	46 42		(Screen Gems, Columbia—BMI)	86 —
	☆TRASHMEN-Garrett-4002			☆GARNET MIMMS/ENCHANTERS-United Artists-658			☆SHIRELLES-Septer-1264	
8	TALK BACK TREMBLING LIPS		42	WONDERFUL SUMMER		75	WE BELONG TOGETHER	
	(Acuff-Rose—BMI)	7 8		(Rock—BMI)	36 32		(NOM—BMI)	78 86
	☆JOHNNY TILLOTSON-MGM-13181			☆ROBIN WARD-Dot-16530			☆JIMMY VELVET-ABC-10488	
9	THE NITTY GRITTY		43	WALKING THE DOG		76	COMIN' IN THE BACK DOOR	
	(Gallico—BMI)	11 16		(East—BMI)	37 33		(Irving—BMI)	84 —
	☆SHIRLEY ELLIS-Congress-202			☆RUFUS THOMAS-Stax-140			☆BAJA MARIMBA BAND-Almo-201	
10	MIDNIGHT MARY		44	IN THE SUMMER OF HIS YEARS		77	THE SHELTER OF YOUR ARMS	
	(Jimskip—BMI)	10 13		(Leeds—ASCAP)	57 80		(Print—ASCAP)	82 95
	☆JOEY POWERS-Army-892			☆CONNIE FRANCIS-MGM-13203			☆SAMMY DAVIS JR.-Reprise-20216	
11	AS USUAL		45	I HAVE A BOYFRIEND		78	IF SOMEBODY TOLD YOU	
	(Samos Island—BMI)	14 17		(Trio—BMI)	47 44		(Jim Jam—BMI)	88 90
	☆BRENDA LEE-Decca-31570			☆CHIFFONS-Laurie-3212			☆ANNA KING-Smash-1858	
12	DRAG CITY		46	BON-DOO-WAH		79	HIS KISS	
	(Screen Gems, Columbia—BMI)	17 22		(Kalmann—BMI)	43 57		(Mellin—BMI)	— —
	☆JAN & DEAN-Liberty-55641			☆ORLONS-Cameo-287			☆BETTY HARRIS-Jubilee-5465	
13	WIVES AND LOVERS		47	I GOTTA DANCE TO KEEP FROM CRYING		80	I WANT TO HOLD YOUR HAND	
	(Famous—ASCAP)	12 12		(Jobete—BMI)	48 49		(Duchess—BMI)	— —
	☆JACK JONES-Kapp-551			☆MIRACLES-Tamla-54089			☆BEATLES-Capitol-5112	
14	QUICKSAND		48	THE MARVELOUS TOY		81	TODAY'S TEARDROPS	
	(Jobete—BMI)	15 15		(Teena—ASCAP)	52 58		(Sealark—BMI)	65 67
	☆MARTHA & VANDELLAS-Gordy-7025			☆CHAD MITCHELL TRIO-Mercury-72197			☆RICK NELSON-Imperial-66004	
15	WHISPERING		49	GIRLS GROW UP FASTER THAN BOYS		82	MY ONE AND ONLY JIMMY BOY	
	(Miller, Fisher—ASCAP)	23 38		(Screen Gems, Columbia—BMI)	53 56		(Screen Gems, Columbia—BMI)	90 —
	☆TEMPO & STEVENS-Atco-6281			☆COOKIES-Dimension-1020			☆GIRLFRIENDS-Colpix-712	
16	SOMEWHERE		50	IN MY ROOM		83	WHEN YOU WALK IN THE ROOM	
	(Wyncote—ASCAP)	20 23		(Sea Of Tunes—BMI)	45 46		(Metric—BMI)	93 —
	☆TYMES-Parkway-891			☆BEACH BOYS-Capitol-5069			☆JACKIE DE SHANNON-Liberty-55645	
17	OUT OF LIMITS		51	LONG TALL TEXAN		84	BABY'S GONE	
	(Wrist—BMI)	26 36		(Adams-Ethridge—BMI)	51 54		(Acuff-Rose—BMI)	89 99
	☆MARKETTS-Warner Bros-5391			☆MURRAY KELLUM-M.O.C.-653			☆GENE THOMAS-United Artist-640	
18	HEY LITTLE COBRA		52	STEWBALL		85	WHO CARES	
	(Vadim, Daywin—BMI)	30 41		(Papamar—ASCAP)	38 44		(Acuff-Rose—BMI)	— —
	☆RIP CHORDS-Columbia-42921			☆PETER, PAUL & MARY-Warner Bros-5399			☆FATS FAMINO-ABC-10512	
19	YOU DON'T HAVE TO BE A BABY TO CRY		53	AS LONG AS I KNOW HE'S MINE		86	DEEP IN THE HEART OF HARLEM	
	(R.F.D.—ASCAP)	8 6		(Jobete—BMI)	59 48		(January—BMI)	— —
	☆CARAVELLES-Smash-1852			☆MARVELETTS-Tamla-54088			☆CLYDE MCPHATTER-Mercury-72220	
20	THAT LUCKY OLD SUN		54	THE LITTLE BOY		87	THAT BOY JOHN	
	(Robbins—ASCAP)	21 25		(Morris—ASCAP)	62 82		(Trio—BMI)	91 89
	☆RAY CHARLES-ABC-10509			☆TONY BENNETT-Columbia-42932			☆RAINDROPS-Jubilee-5456	
21	FOR YOU		55	WHAT'S EASY FOR TWO		88	YOU'LL NEVER WALK ALONE	
	(M. Witmark & Sons—ASCAP)	41 21		(Jobete—BMI)	64 72		(Williamson—ASCAP)	— —
	☆RICK NELSON-Decca-31574			☆MARY WELLS-Motown-1048			☆PATTIE LABELLE & BLUE BELLES-Parkway-896	
22	WHEN THE LOVELIGHT STARTS SHINING THROUGH HIS EYES		56	SHE'S A FOOL		89	PLEASE	
	(Jobete—BMI)	25 27		(Helios MRC—BMI)	32 24		(Famous—ASCAP)	73 73
	☆SUPREMES-Motown-1051			☆LESLEY GORE-Mercury-72180			☆FRANK IFIELD-Capitol-5089	
23	DRIP DROP		57	IT'S ALL RIGHT		90	SON OF REBEL ROUSER	
	(Progressive Quintet—BMI)	9 5		(Curton—BMI)	42 34		(Linduane—BMI)	100 —
	☆DION DIMUCI-Columbia-42917			☆IMPRESSIONS-ABC-10487			☆DUANE EDDY-RCA-8276	
24	PRETTY PAPER		58	YOU'RE NO GOOD		91	TRUE LOVE GOES ON AND ON	
	(Pamper—BMI)	16 21		(E. H. Morris—ASCAP)	63 70		(Frank—ASCAP)	96 —
	☆ROY ORBISON-Monument-830			☆BETTY EVERETT-Veejay-566			☆BURL IVES-Decca-31571	
25	DAISY PETAL PICKIN'		59	IT'S ALL IN THE GAME		92	JAVA	
	(Dundee—BMI)	34 60		(Remick—ASCAP)	68 78		☆AL HIRT-RCA Victor-8280	
	☆JIMMY GILMER & FIREBALLS-Dot-16539			☆CLIFF RICHARD-Epic-9633				
26	CAN I GET A WITNESS		60	PAIN IN MY HEART		93	ASK ME	
	(Jobete—BMI)	24 18		(Jorb—BMI)	70 74		(Saturn—BMI)	— —
	☆MARVIN GAYE-Tamla-54087			☆OTIS-REDDING-Volt-112			☆INEZ FOXX-Symbol-926	
27	ANYONE WHO HAD A HEART		61	CHARADE		94	SOUTHTOWN, U.S.A.	
	(U. S. Songs—ASCAP)	40 50		(Southdale & Northern—ASCAP)	69 77		(Gallico—BMI)	— —
	☆DIONNE WARWICK-Scepter-1262			☆HENRY MANCINI-RCA-8256			☆DIXIEBELLES-Sound Stage-7-2517	
28	YOU DON'T OWN ME		62	BAD GIRL		95	COME DANCE WITH ME	
	(Merioda—BMI)	54 98		(Screen Gems, Columbia—BMI)	49 51		(Trio—BMI)	87 88
	☆LESLEY GORE-Mercury-72206			☆NEIL SEDAKA-RCA-8254			☆JAY & AMERICANS-United Artists-669	
29	BE TRUE TO YOUR SCHOOL		63	WHAT KIND OF FOOL (DO YOU THINK I AM)		96	SINCE I FOUND A NEW LOVE	
	(Sea Of Tunes—BMI)	18 11		(Low-Twi—BMI)	72 94		(Circovolcan—BMI)	— —
	☆BEACH BOYS-Capitol-5069			☆TAMS-ABC-10502			☆LITTLE JOHNNY TAYLOR-Galaxy-725	
30	NEED TO BELONG		64	HOOKEA TOOKA		97	SNAP YOUR FINGERS	
	(Curton—Conrad—BMI)	31 29		(Evanston, Woodcrest—BMI)	75 83		(McLaughlin—BMI)	— —
	☆JERRY BUTLER-Veejay-567			☆CHUBBY CHECKER-Parkway-890			☆BARBARA LEWIS-Atlantic-2214	
31	I'M LEAVING IT UP TO YOU		65	BABY DON'T YOU WEEP		98	442 GLENWOOD AVENUE	
	(Venice—BMI)	19 10		(Ritenhouse, Mein—BMI)	56 40		(Merioda—BMI)	— —
	☆DALE & GRACE-Montel-921			☆GARNET MIMMS/ENCHANTERS-United Artists-658			☆PIXIES THREE-Mercury-72208	
32	TURN AROUND		66	HARLEM SHUFFLE		99	PENETRATION	
	(Clara—ASCAP)	22 30		(Marc Jean, Keyman—BMI)	80 91		(Dorothy—ASCAP)	— —
	☆DICK & DEEDEE-Warner Bros-5396			☆BOB & EARL-Marc-104			☆PYRAMIDS-Best-13002	
33	EVERYBODY		67	A FOOL NEVER LEARNS		100	HE SAYS THE SAME THINGS TO M	
	(Low-Twi—BMI)	27 14		(Cricket—BMI)	92 —		(Geld-Udell—ASCAP)	— —
	☆TOMMY ROE-ABC-10478			☆ANDY WILLIAMS-Columbia-42950			☆SKEETER DAVIS-RCA-8288	
34	UM, UM, UM, UM, UM, UM							
	(Curton, Jolynne—BMI)	66 92						
	☆MAJOR LANCE-Okeh-7187							

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Columbia Records Begins '64 With 24-Album January Release

NEW YORK — Columbia Records highlights its initial '64 album release with 24 LP's including nine Bruno Walter sets, 12 pop LP's, two Latin-American packages, and the original cast waxing of Noel Coward's "The Girl Who Came To Supper."

Bruno Walter's nine issues are the Mozart Symphonies 35 thru 41, a 3-disk set; with the maestro conducting the Columbia Symphony Orchestra; two of the 3 disks are being released as single LP's, "Symphony No. 36" and "Symphony No. 38;" Bruckner's "Symphony No. 7;" Haydn's "Symphonies No. 88 in G Major" and "No. 100 in G Major;" Brahms' "Alto Rhapsody," and Mahler's "Songs Of A Wayfarer;" Wagner's "Prelude to Lohengrin," "Siegfried Idyll" and the "Tannhauser Overture;" Beethoven's "Fifth Symphony" and Schubert's "Unfinished Symphony;" Beethoven's

"Lenore Overture" and "Coriolan Overture" with Brahms' "Academic Festival Overture" and Wagner's Overture to "Die Meister-singer."

The label's 12-LP pop release includes "The Wonderful World Of Andy Williams," "Love Him" by Doris Day, "Gorme Country Style," "Academy Award Losers?" with Steve Lawrence, "Quiet Nights" by Miles Davis; "A Voice In The Wind" by Orriell Smith; "This Is Gene Stridel," "You Make Me Feel So Young" by Ray Conniff, "Great Folk Themes" by Percy Faith, "Gershwin Wonderland" with Andre Kostelanetz, "Tender Lovin' Care" by George Morgan, and "Great Smash Hits" by Bobby Martin.

The two Latin-American sets are the Trio Los Panchos in a collection of Pedro Flores compositions and "Mariachi! The Sound Of Mexico."

UA Distribs Get Low-Down On Label's "Winter Wonderland" Promo, 36 New Albums From UA & Subsids

NEW YORK—United Artists Records presented its line-up of distribts with its new LP program—"Winter Wonderland Sales Magic"—at a 2-day sales meet in sun-drenched Miami Beach last week. Some 36 new LP's from UA and its various subsid labels were unveiled to the gathering.

Part of the new product displayed was a series of five LP's under the tag of "Fifty Fabulous Favorites," which will feature the label's top artists in a run-through of 50 tunes on each LP. The five albums feature Ferrante & Teicher, Al Caiola, Tito Rodriguez, Ralph Marterie and The Greenhill Singers. The latter line will benefit from an all-out ad, promo, merchandising and publicity push by UA with consumer ads, trade ads, streamers and display material and point-of-sale aids. In addition, special racks and pre-packs will be available for all 5 sets.

UA's new program emphasizes the label's growth in various areas of music—pop, jazz, country, folk and kiddie.

In addition to the three dozen new albums spotlighted at the meet, UA's entire catalog and that of his subsid labels, Garex, Contempo, Park Ave., Ascot and Musicor, were reviewed at the gathering, including ad-promo-publicity-sales campaigns on their behalf.

New UA albums include: three jazz sets: "Town Hall Concert," George Barnes and Carl Kress; "Way, Way Out" by Ken McIntyre and "Jazz Greats of Modern Times," with such artists as Duke Ellington, Gerry Mulligan, Art Blakey, Charlie Mingus and others.

In the folk area, the label is offering "Folk & Jazz Wingding," an anthology, and sets by The Highwaymen and The Briarwood Singers.

Country music is represented in four albums by George Jones, Melba Montgomery and Judy Lynn plus "Golden Country Hits."

Pop product includes dates by Tito Rodriguez, The Four Lads, Gus Vali and sets tagged "The Sounds of the Hit Groups" and "Stand Up and Sing." The kiddie-market entries in-

(Continued on page 28)

Bon Voyage Fete For London Records' Sales Trek To England

NEW YORK—On the eve of the big sales jaunt to London, London Records was scheduled to host a gala Bon Voyage party at John F. Kennedy International Airport last Sunday (5). The affair, a cocktail party-dinner, was hosted by D. H. Toller-Bond, the label's exec veep, and other execs of the label.

The flight from Kennedy Airport was set to take place early Monday morning. In London, the group of some 60 guests will get the low-down on new Jan. product from London, tour parent company British Decca's vast disk set-up.

Following is a complete list of London distrib personnel who will make the trip: F. Jamieson, A. Koury, K. Ashdown and Gilles Aubin of London Records of Canada, Montreal; J. Sinsheimer, Allen Dist., Richmond, Va.; L. J. Sebok, All Decca Dist., Cleveland, Cohoes, N. Y., Cincinnati, Atlanta, New Orleans; S. Brookmire, Florida Music, Miami, Fla.; H. Sandler, Lieberman Music, Minn.; D. Seidman and P. Knowles, Raymond Rosen, Phila.; F. J. Holland and I. Goldstein, Mutual Dist., Boston; I. Fink, All State of New Jersey, Newark; B. Emerson, Big State Record Dist., Dallas.

R. Bernstein and J. H. Martin, James H. Martin, Chicago; R. Bright and A. Kay, Radio Television, Honolulu; S. Jaffe and N. Larson, Stanley Dist., Seattle; H. Weissman, Mangold Dist., Charlotte, N. C.; R. Hausfater, Roberts Record Co., St. Louis; H. Silverman, Jos. M. Zamoiski, Balt.; G. MacDuff, Radio Dist., Detroit; N. Goodwin, Hart Dist., Los Angeles; H. W. Daily, Jr., Houston; G. Harstone, Hart Dist. and Stone Dist., San Francisco; and S. W. Davis, Davis Sales, Denver.

Marty Ostrow, editor in chief of Cash Box Magazine, will represent CB at the sales meet.

Mercury Program: "Parade Of Stars;" 15 New Pop & Classical Packages

CHICAGO—Mercury Records kicked off its new Jan. product and sales plan with fanfare of a pre-bowl game parade at the label's sales meet on Dec. 30.

A discount plan offers a 10% discount on all new releases (except "Storyteller") and all Mercury catalog product. Dating is available to qualified dealers. It runs until Feb. 29.

Kenny S. Myers, vice-president in charge of sales, conducted the meeting from a speaker's platform constructed like an actual parade float. Walls of the meeting room were decorated with giant drawings of artists in the release depicted as drum majorettes, parade band members, and football players.

Included in the afternoon session were Irving B. Green, president, who touched on the highlights of the expansion of Mercury's artists roster; Harold Lawrence, artistic director, and Bernard Braddon, administrative director, both of the classical division;

George Balos, merchandising manager; Morris Diamond, promotion manager; Dick Bruce, sales manager; Harry Kelly, Wing sales manager; and Shelby Singleton, A & R director.

Guest speaker was Ed Gourfain, president of Mercury's advertising agency, Gourfain, Loeff & Adler.

Fifteen pop albums were introduced, with the parade led by entries from four top-selling stars: "Tender is the Night" by Johnny Mathis; "Reflecting" by The Chad Mitchell Trio; "Born to Sing The Blues" by Brook Benton; and "Vaughn With Voices" by Sarah Vaughn and the Danish Choir. In "Moms Mabley Out On A Limb," the comedienne makes her debut on the Mercury label.

On the instrumental side, Mercury's "Three C's"—Clebanoff, Cugat, and Carroll—each have a starring entry: "A Clebanoff Film Concert;" "Cugat Caricatures;" and "Happy Feet" by David Carroll.

(Continued on page 28)

In Its 3rd Year: Philips Starts "Stage III" Drive, Markets 12 New Packages

CHICAGO—Philips Records, starting its third year Feb. 1, introduced its new Jan. product and sales plan to distribts at a national sales meeting

Brian Hyland To Philips

CHICAGO—Brian Hyland, the strong teen-market talent, has joined the artist roster of Philips Records.

Announcement of the pact was made jointly last week by Irving B. Green, president of Mercury Records, Hyland and Geld-Udell Productions, which produces Hyland's sessions (see separate story for details on a new Geld-Udell indie producer's deal with Mercury). Pact negotiations were handled by Shelby Singleton of Mercury with Sam Gordon of Udell-Geld and the indie team itself.

Hyland first got disk recognition in 1960 with the smash novelty, on the Kapp label, "Itsy Bitsy Yellow Polka Dot Bikini." At ABC-Paramount, his last disk affiliation, he came-up with a string of hit sides, including "Let Me Belong to You," "Ginny Come Lately," "Sealed with a Kiss" and "Warmed All Over."

He has made treks to Europe and the far east, and in both areas he has made chart news. A South American tour is planned for Feb.

here last week (30) under "Philips Stage III."

The label's national sales manager, Lou Simon, conducted the meeting in a room set up as a replica of a theater complete with a stage and wings, lighted side marquees, and a "box office."

The Philips Stage III sales plan offers a 10 per cent discount on all new January releases, a collection of 12 albums, and the entire LP catalog. The plan will be in effect from January 1 through February 29, and will also cover any additional albums released by the label during that period.

In addressing his distribts, who occupied "Producer" chairs as "Producers for Philips," Simon said: "The Philips Stage III—January Program" has tremendous significance. Not only has the year 1963 been good for all of us associated with Philips Records, but your success and ours in the product area has broken down all barriers in distribution, dealer co-operation and consumer recognition. With careful planning and a continuous

(Continued on page 24)

Smash Leaps Into Leap Year

CHICAGO—Taking its cue from the fact that 1964 is a Leap Year, Smash Records offered a colorful presentation of its initial '64 program and product at its distrib meet here on Sunday, Dec. 29.

Cartoon characters Lil Abner and Daisy Mae inspired the theme of the meet in room decor and product film presentation of the new Smash and Fontana product, which falls under a program—featuring a 12½% discount on new and catalog albums—called "1964—A Smash of a Leap Year."

The slogan of the meet itself was "Sadie Hawkins Day Race for Record Sales."

In addition to Smash and Mercury execs, the meet was also attended by Smash performers Jerry Lee Lewis, The Angels and Lurlean Hunter, recently inked by the label.

Addresses to the group by Charlie Fach, label chief, Irwin Steinberg, exec veep of Mercury, and Doug Moody, A&R director, forecast the greatest year in Smash's history.

Reviewing the label's history, Fach noted that 1963 was the label's best sales year yet and outlined plans for expansion and operating policies for 1964, including a larger LP catalog through "name" acquisitions and development of an R&B line via a new

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RCA Victor Launches New Year With 16 Pop, 4 Victrola LP's

NEW YORK—RCA Victor Records launched its new year last week by unveiling sixteen new pop albums and four Victrola packages in its Jan. LP release.

The new pop entries are: "This Is Ethel Ennis;" "Beauty and the Beard" with Al Hirt and Ann-Margret; "Sunday In New York" by Peter Nero who also composed the score; "Guitar Country" by Chet Atkins; "Together Again" by the Benny Goodman Quartet; "The New Tommy Dorsey Orchestra"; "It's A Mighty World" by Odetta; "On The Country Side" with the Norman Luboff Choir; "For Sound's Sake" by Marty Gold; "Grand Ole Opry Favorites" with the Browns; "Everything Is A-OK" by the Astronauts; "Deuces, T's, Roadsters and Drums" with Hal Blaine and

the Young Cougars; "Campus Hootenanny" with various artists; "Hovie Lester Sings With His Famous Statesmen Quartet"; and "A Gospel Jubilee" with 12 gospel artists.

The four sets on Victrola for Jan. are "Ballet Favorites" with Ernest Ansermet conducting the Royal Opera House Covent Garden Orchestra; Wagner's "Overture & Venusberg Music from Tannhouser, Magic Fire Music of Die Walkure, Siegfried's Rhine Journey" with Charles Munch conducting the Boston Symphony; Lalo's "Symphonie Espagnole" with Henryk Szeryng and the Chicago Symphony conducted by Walter Hendl; and Rachmaninoff's "Piano Concerto No. 3" played by Byron Janis with the Boston Symphony and Charles Munch.

DECCA OPENS '64 WITH RE-STOCKING PROGRAM; 25 NEW PACKAGES ISSUED

NEW YORK—Decca Records' big theme for '64 is "Up Front Counts More with Decca-Coral-Brunswick," which gets underway with a Jan. restocking program release of 25 pop & classical albums.

Both new and catalog product will be offered under an incentive plan—available at local distributors—during the month.

Announcement of the new sales program came at the label's recent sales meets in New York and Los Angeles.

The new Decca pop albums include: "All Time Hootenanny Folk Favorites," Vol. 2, featuring such folk names as The Weavers, Josh White, Oscar Brand and The Gateway Singers; "The American Blues Festival," Memphis Slim, Sonny Terry, Brownie McGhee, T-Bone Walker and John Lee Hooker in "live" performances in Hamburg, Germany; "Hit City 62," The Surfaris; Eddy Duchin Remembered; Carmen Cavallaro; "Themes to Remember," pianist Stanley Wilson; "Gershwin—From Broadway to Hollywood," George Bassman Orch.; "Songs Everybody Knows," Grady Martin; "Golden March Favorites," by The Goldman Band under the direction of Edwin and Richard Franko Goldman; "All Hail the Power,"

Easter Hymns by the Harry Simeone Chorale.

Other pop dates are: "Behind Those Swingin' Doors," Edie Adams; "Murray Arnold & Trio at The Las Vegas Desert Inn"; "The Exciting Sound of Acquaviva and His Orchestra"; "Stairway to the Stars," re-issues by Ella Fitzgerald, and "Lover," re-issues by Peggy Lee; and "The Dream World of Dion McGregor (He Talks in His Sleep)."

Decca's Gold Label issues include: Handel's "Israel in Egypt," Musica Aeterna under the direction of Frederic Waldman with soloists; works by Ludwig Senfl with Noah Greenberg and The New York Pro Musica; "The Organ Concertos" by Handel, volumes 1 and 2 with the Orchestre de Chambre Jean-Francois Paillard with Marie-Claire Alain at the organ.

Coral Records has four new pop LP's: "Honky Tonk Hootenanny," "Big" Tiny Little; "Songs Everybody Knows," Lawrence Welk; "McGuire Sisters Showcase"; "Everybody Dance the Ay Bo Le," Pierre Noles Orch.

Brunswick is represented with two albums: "My Golden Favorites," Vol. 2, Jackie Wilson; and "Swingin' Friends," Al Cohn, Zoot Sims, Clark Terry and others.

Starday's Winter Plan Underway; Label Bows New Albums, "Golden Country Standards" Singles

NEW YORK—Starday Records, continuing its policy of two national sales plans per year, has announced a winter program, "The Wonderful World of Country Music Sales Plan."

Under terms of the plan, dealers will be given a 15% discount on all Starday regular-priced merchandise. A 10% discount will apply on Starday's economy line consisting of seven albums retailing at \$1.98. 100% exchange privilege, dated billing and co-op ads are available by arrangement between the dealer and Starday distributors.

An array of 12 new country and sacred albums will be part of the plan (see below).

A mailing direct to 6,000 record dealers will announce details of the plan. Also part of the program is a new "Country Corner" all-metal display rack, which will hold 150 Starday albums and is available to dealers from Starday distributors.

Starday is also inaugurating the "Golden Country Standards" series of singles, which couples 30 juke-box hits on 45's. This series will be merchandised in a special prepack box which comes with a colorful sign and back-drop plus title strips. Idea stems from Steve Brookmire, who distributes Starday in the Miami area, and is based on repeated requests for more of the older country hits to be available for juke box locations.

Starday now has 175 country, western, bluegrass, sacred and old time albums in color jackets with four to six new album releases projected each month during 1964. Starday claims the largest Country Music album catalog in the world and an ever increasing.

(Continued on page 29)



Starday's Country Corner Display Rack Holds 150 LP's

Epic Bows Initial Albums For 1964

NEW YORK—Epic Records, beginning its recently-announced stabilization move, "The Era of Profit," is releasing 10 albums for Jan.

They include four pop, one international and five classics. In addition, there are three 4-track stereo tapes featuring one pop and two classics.

Topping the pop entries is Bobby Vinton's "There! I've Said It Again," named after his smash single date. Other entries are: "Make Love To Me," George Maharis with Marty Manning's orchestrations; "Bobby Hackett Plays the Music of Bert Kaempfert," a follow-up to his Henry Mancini LP; the debut of the folk team of The Jubilee Four—"The Jubilee Four on TV-Favorite Songs from the Jimmy Dean Show"; "Dance With Us" with George Stratis and his orchestra doing Greek rhythms (this is the international date.)

The classics include: George Szell and The Cleveland Orchestra's "Pictures at an Exhibition" and Liadov's "Enchanted Lake"; the same attraction in the first stereo version of Mozart's Divertimento No. 2 in D Major, as well as Mozart's Symphony No. 33; pianist Leon Fleisher with Schubert's Fantasy in C Major ("Wanderer") and the Piano Sonata in A Major; Louis Lane conducting first-chair violinist and concert master Rafael Druian and the Cleveland Orchestra in "Romances and Serenades"; and Bach Cantatas Nos. 43 and 182 with Fritz Werner conducting soloists, the Heinrich Schutz Chorale and Pforzheim Chamber Orchestra.

The 4-track tape releases are: the Hackett-Kaempfert date; "Bohemian Carnival" with George Szell and The Cleveland Orchestra; and Leon Fleisher and the Juilliard String Quartet doing Brahms' Quintet in F Minor for Piano and Strings.

Ling Joins Kapp As V.P. & Gen. Mgr.



WARREN LING

NEW YORK—Warren Ling, for the past 3½ year veep of Belafonte Enterprises, Inc., has joined Kapp Records as veep and general manager, according to Mickey Kapp, the label's exec veep.

Ling, a vet of 17 years in the disk and publishing areas, will, Kapp stated, "further solidify the Kapp management team and be a major force in the operation of the company."

Following his discharge from the Navy in 1946, Ling joined RCA Victor Records, rising to the post of manager of A&R copyright contracts.

At Belafonte Ent., he formed an indie disk company to handle the production of finished albums by Harry Belafonte and also put the performer's pubberies on an international basis.

In a statement following Ling's departure to join Kapp, Belafonte stated that he accepted Ling's resignation with "great regret," but noted that both will be working together on other projects in the future.

JERRY SHIFRIN NAMED CASH BOX NATIONAL DIR. OF MUSIC ADVERTISING



JERRY SHIFRIN

NEW YORK—Jerry Shifrin, a ten year veteran of the record and music industries, has been named National Director of the Cash Box Music Advertising Department, it was announced last week by Norman Orleck, Vice President and Managing Director of Cash Box. Shifrin has been named to the post following the resignation of Bob Austin (see story below.)

Shifrin entered the record business when he joined Archie Bleyer's Cadence label in 1953. In 1957 he joined Cash Box for a short stint. In 1958 he stepped into the field of record manufacturing, serving as National Sales Manager of Roulette Records, General Manager of Seeco Records and for a while as an A & R man and Sales Director for the Herald-Ember labels.

In 1960 he re-joined Cash Box as an Advertising Account Exec for the music division and held that position until his promotion last week.

In his new post Shifrin will coordinate the domestic advertising department of the publication which includes: Jack Devaney, the magazine's Hollywood Mgr.; Lee Brooks, the Chicago Mgr.; and the New York sales staff.

Shifrin has a broad background in all phases of record sales, promotion, merchandising, A & R and production. During his teenage years he had his own band and while working for his degree at the University of Bridgeport, in Connecticut, he worked part-time in a record shop.

Bob Austin Resigns From Cash Box

NEW YORK—Bob Austin has resigned from Cash Box as the Music Division's National Director of Advertising, effective January 1.

He leaves after a seventeen year association with the publication, having joined the magazine in 1946, shortly after Cash Box added a music department to its coin machine coverage. He was named National Ad Director in 1961 and served in that post until his resignation.

Austin made no announcement as to his future plans, but said that in the next few weeks he would be examining various opportunities within the record industry.

Dot RECORDS

THE HOT DOTS

1963's BEST-SELLING SINGLE CERTIFIED BY RIAA

16487 SUGAR SHACK

JIMMY GILMER & THE FIREBALLS

SINGLES

16539 Daisy Petal Pickin'/When My Tears Have Dried

JIMMY GILMER & THE FIREBALLS

16520 Letter From Sherry

DALE WARD

16555 Our Love Affair/The First Kiss

WINK MARTINDALE

16530 Wonderful Summer

ROBIN WARD

16561 Mama Was A Cotton Picker/Together

JIMMIE RODGERS

16559 Some Enchanted Evening/That's Me

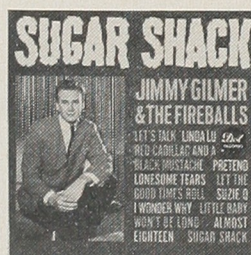
PAT BOONE

16564 Maybellene

MATT LUCAS

1963 BEST-SELLING
SINGLE IS NOW
A HIT LP

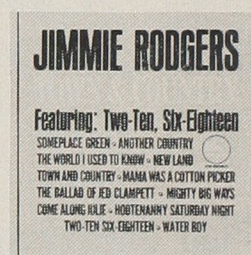
NEW ALBUM RELEASES



3545 Sugar Shack
Jimmy Gilmer



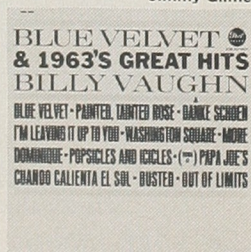
3555 Wonderful Summer
Robin Ward



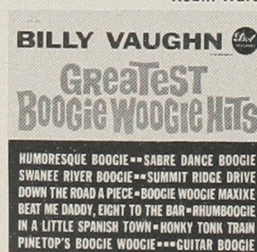
3556 Town & Country
Jimmie Rodgers



3546 The Touch Of Your Lips
Pat Boone



3559 Blue Velvet &
1963's Great Hits
Billy Vaughn



3558 Greatest Boogie Woogie
Hits
Billy Vaughn



3544 A Tribute To The
All-Time Greats
Lawrence Welk



3557 Dominique & Other
Great Folk Songs
Lennon Sisters & Cousins

BEST SELLING ALBUMS

3552 Wonderful! Wonderful!

Lawrence Welk

3547 Mr. Showmanship!

Liberace

3541 Golden Organ Hits

Jerry Burke

3540 Number 1 Hits, Vol. 1

Billy Vaughn

3538 More

Steve Allen

3536 Myron Floren Polkas

The Surfaris

3535 Wipe Out

The Chantays

3516 Pipeline

Steve Allen

3515 Gravy Waltz & 11 Current Hits

Lawrence Welk

3510 1963's Early Hits

Billy Vaughn

3497 1962's Greatest Hits

Jerry Burke

3450 Greatest Organ Hits

3412 Moon River

3359 Calcutta

3250 Best Loved Catholic Hymns

3249 Ragtime Piano Gal

3165 Blue Hawaii

3119 The Million Sellers

3118 Star Dust

3100 Sail Along Silv'ry Moon

3071 Pat's Great Hits

3068 Hymns We Love

3016 The Golden Instrumentals

Lawrence Welk

Lawrence Welk

Lennon Sisters

Jo Ann Castle

Billy Vaughn

Billy Vaughn

Pat Boone

Billy Vaughn

Pat Boone

Pat Boone

Billy Vaughn

PROUDLY PRESENTS

THE
GREATEST

TALENT

ON
RECORD

3551 Fantastic Sounds
3525 Honeycomb
3504 Days of Wine and Roses
3475 I Love You Truly
3474 Wonderful To Be Young
3453 No One Will Ever Know
3447 The Wright Touch
3438 Hits of the 60's
3437 So Rare
3433 12 Great Hits in Ragtime
3431 Vaughn Monroe — His Greatest Hits
3406 The Andrews Sisters' Greatest Hits
3389 Yellow Bird
3371 Pink Shoelaces
3366 Orange Blossom Special & Wheels
3360 His Greatest Hits
3358 Polkas, Greatest Hits
3355 Polynesian Percussion
3352 Wonderland By Night
3351 The Original Chinese Waiter
3350 Last Date
3321 Maddox: The World's Greatest Piano Rolls
3319 The Ultimate in Percussion
3315 Accordion Concert
3309 Dutchman's Gold
3300 Gene Austin's Great Hits
3295 Am I That Easy To Forget
3292 The Lennon Sisters Sing 12 Great Hits
3289 Crazy Otto Piano

Eddie Baxter
Jimmie Rodgers
Pat Boone
Pat & Shirley Boone
Cliff Richard
Jimmie Rodgers
George Wright
The Four Lads
Jimmy Dorsey
Jo Ann Castle

Lawrence Welk
Dodie Stevens
Billy Vaughn
Tony Martin
Six Fat Dutchmen
George Cates
Louis Prima
Buddy Hackett
Lawrence Welk

Milt Rogers
Myron Floren
Walter Brennan

Debbie Reynolds

Johnny Maddox

3278 Bob Crosby's Great Hits
3245 Deck of Cards
3243 Jack Fina Plays Boogie Woogie
3241 Be My Love
3213 Great Folk Ballads
3210 Louis and Keely
3208 Greatest Barber Shop Hits
3183 Young Love
3181 The Great Millions
3170 Petite Fleur
3151 Whispering Hope
3138 Gospel Concert
3133 Happy Days!
3122 Johnny Maddox Plays The Million Sellers
3110 Organ Hues In Hi-Fi
3103 MMMM...The Mills Brothers
3101 Cathedral Chimes
3098 Gale's Great Hits
3086 Music For The Golden Hours
3085 Square Dance Tonight
3084 'Tis Sweet To Be Remembered
3075 Word Jazz
3058 Helen Traubel
3057 Lure Of The Islands
3054-D "The Ten Commandments"
3049 Great Hits On Dot
3003 The Hilltoppers Present Tops in Pops
110 The Man With The Banjo

Wink Martindale

Keely Smith
Mac Wiseman
Louis Prima & Keely Smith
Mills Brothers
Single Record Hits

Bob Crosby
Bonnie Guitar
Clara Ward
The Mulcays

Al Bollington

Dr. Charles Kendall
Gale Storm
Billy Vaughn
Tommy Jackson
Mac Wiseman
Nordine & Katz (Jazz Horizons)

Hal Aloma
Original Sound Track

Eddie Peabody



THE NATION'S BEST SELLING RECORDS



RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"WHO NEEDS IT" (2:04)
[Pitfield BMI—Beadle, Conrad]
"THAT GIRL BELONGS TO YESTERDAY" (2:51)
[Pitfield BMI—Richards, Jagger]
GENE PITNEY (Musicor 1036)

Pitney, whose long string of chart credits now includes "Twenty Four Hours From Tulsa," can soon add another big duo to the list via his new Musicor release—which he recorded in England. One half's a contagious, bouncy-twist romancer, tabbed "Who Needs It," that Gene multi-tracks in sparkling style. The other's an emotional, thump-a-rhythm cha cha lover's lament, titled "That Girl Belongs To Yesterday," that the songster puts across with telling, multi-voiced effect. Excellent choral-ork support on both ends.

"(IT'S NO) SIN" (2:36) [Algonquin BMI—Shull, Hoven]
"THE SAND AND THE SEA" (2:42) [Paxwin ASCAP—Hester, Parker]
THE DUPREES (Coed 587)

The Duprees are a cinch to keep their reviving-the-oldies click string (last one was "Have You Heard") intact with this new Coed stint. Tune is "(It's No) Sin," that the fellas carve out with their coin-catching teen beat ballad authority. Also eye the teen refitting while-back ballad, "The Sand And The Sea," on the potent flipdeck.

"YOU'LL NEVER WALK ALONE" (2:45)
[Williamson ASCAP—Rodgers, Hammerstein]
"DECATUR" (2:05) [Sixty-Six ASCAP—Levinson]
PATTI LABELLE & BLUE BELLES (Parkway 896)

Patti & Co. are in top chart form once again as they debut under the Parkway banner with a powerful follow-up to their long-running click, "Down The Aisle." This time it's the Rodgers & Hammerstein classic, "You'll Never Walk Alone," that the femmes deck out in pulsating beat-ballad fashion. Throbbing arrangement supplied by Richard Rome. Happy, hop-time mashed potatoes entry on the dandy Bobby Martin-arranged undercut.

"OOZI-OOZI-OOH" (2:11) [T.M., Highwood BMI—Young]
"HE'S A WISE GUY" (2:47) [T.M., Highwood BMI—Young]
THE CHARMETTES (Kapp 570)

The Charmettes, who made a solid chart impression with "Please Don't Kiss Me Again," can do even bigger things with their new Kapp session. It's a thumping, romantic novelty delighter, labeled "Ooozi-Ooozi-Ooh," that the femmes pound out with coin-catching glee. Terrific, big-sounding vocal and instrumental entry. Watch it soar. Backing's a fetching rock-a-rhythmic affair that can also score.

"COMIN' ON" (2:07) [Jec BMI—Mitchell]
"SOFT WINDS" (2:30) [Regent BMI—Goodman]
BILL BLACK'S COMBO (Hi 2072)

The Bill Black Combo's back with another Hi performance that's sure to attract loads of loot—especially on the op-juke level. This one's tagged "Comin' On," and it's a steady drivin' beat dandy that has that money-in-the-bank for all concerned sound. Coupler's an inviting, shuffle-rock up-dating of Benny Goodman's "Soft Winds."

Best Bets

GEORGE MAHARIS (Epic 9653)

• "IT'S A SIN TO TELL A LIE" (1:52) [Bregman, Vocco & Conn ASCAP—Mayhew] The grand oldie is back in charming teen-market form, with the popular warbler doing his affable vocal against a snappy Latinish combo-femme chorus offering. Could catch-on.

• "SARA DARLING" (2:29) [B. F. Wood ASCAP—Beach, Barriere] A lovely romantic, by way of France, is tenderly rendered by the artist, whose backdrop has the soft touch of a classical piece. Also to be eyed.

AL CASEY (Stacy 971)

• "WHAT ARE WE GONNA DO IN '64" (2:00) [Guitar & Renda BMI—Hazlewood] This is an infectious rock stint from the Casey combo-chorus. It reviews the past dance fads among teenagers, and wonders what will take the teeners' fancy in the New Year. Casey could start year off with a click side here.

(B) "COOKIN'" (2:12) [Renda BMI—Casey, Bauder, Taylor] Shuffle-beat blueser with a well-defined beat.

THE DRIFTERS (Atlantic 2216)

• "VAYA CON DIOS" (2:51) [Ardmore ASCAP—Russell, James, Pepper] The enduring vocal team comes-up with an interesting, almost spiritual-like reading of the old hit. Lead warbler is soft against a number of effective sound gimmicks by both other team members and the ork. Could make it.

(B) "IN THE LAND OF MAKE BELIEVE" (2:32) [U.S. Songs ASCAP—Bacharach, David] Tune is intriguing, and the team's front songster gets every ounce of drama out of it.

FREDDY CANNON (Swan 4168)

• "SWEET GEORGIA BROWN" (2:03) [Remick ASCAP—Casey, Bernie, Pinkard] The rockster, now on the Warner Bros. label, heads-up a fine romp sound on the old favorite. His musicians support with a happy, hint-of-the-20's rock attack. Could happen.

(B) "WHAT A PARTY" (2:18) [Halseon BMI—Kaplin] Everyone had a rockin' good-time at this South Street gathering.

SHEP & THE LIMELIGHTS
(Hull 761)

(B+) "EASY TO REMEMBER (When You Want To Forget)" (2:22) [Shane BMI—Sheppard] Leader songster helps give the deck an air of an Ink Spots ballad dinking. Combo sound is easy on the teen-beat. The whole affair makes for inviting listening from the vet team.

(B) "WHY, WHY, WON'T YOU BELIEVE ME" (2:56) [Keel BMI—Sheppard] This is another softie sound from the crew.

THE FOUR EMBERS (Smash 1846)

(B+) "BUT BEAUTIFUL" (2:14) [Burke & Van Heusen ASCAP—Burke, Van Heusen] Teeners get an attractive reading of the first-rate evergreen. A sincere lead reading is accompanied by softie rock goings-on from his teammates. This entry could develop into something.

(B) "YOU'VE BEEN AWAY TOO LONG" (2:05) [Sigma Seven Production BMI—Zorbert, Salmirs] Snappy teen-area doings.

GARY & THE WOMBATS
(Regina 297)

(B+) "SO TOUGH" (2:25) [Lion BMI—Mears] The old teen hit comes back with good belt authority from the rocksters. Pro upbeat portion from the New York-based diskery.

(B) "WINTER DREAM" (1:45) [La Forge ASCAP—Thomson] A warm statement on a pleasing sentimental.

PAUL EVANS (Kapp 567)

(B+) "I'M GONNA BUILD A GIRL" (2:10) [Hollyjo-Port ASCAP—Evans, Tobias] Evans offers a humorous German-professor narrative about a scientist who built a beauty, only to see her go off to Hollywood without him. Cute gimmick bits from the rockin' combo.

(B) "TWO DIFFERENT THINGS" (2:25) [Hollyjo-Port—Rosewood ASCAP—Evans, Tobias] The performer warbles in wistful teen fashion.

JACKIE & THE STARLITES
(Hull 760)

(B+) "I CRIED MY HEART OUT" (2:16) [Keel BMI—Rue] Team's lead voice is expressive on the good lost-love theme. Fellow warblers offer warm chant bits. Nice sound with an oldies-but-goodies feel.

(B) "I STILL REMEMBER" (2:19) [Keel BMI—Rue] Tune with a good, if familiar teen melody is handled with a nice middle-beat Latinish-rock approach.

FRANK FONTAINE
(ABC-Paramount 10517)

(B+) "ALOUETTE, PRETTY AL-OUETTE (I Will Get You Yet)" (2:53) [Pamco BMI—Ward, Feller] The comic, whose sentimental warbling came through on the Jackie Gleason TV'er and on LP's, employs his Crazy Guggenheim voice in this happy re-write of the French favorite. A sunny sing-along sound.

(B) "R.S.V.P." (2:27) [Grayson ASCAP—Andrews, Kramer, Marks] The straight Fontaine voice on the pretty waltzer.

THE AVALANCHES
(Warner Bros. 5407)

(B+) "BABY, IT'S COLD OUTSIDE" (2:32) [Frank ASCAP—Loesser] The old Frank Loesser item is done for teen consumption by the instrumental crew. Format is bright and funny, with guitar comments making the standout rock statements. Could move.

(B) "A VALANCE" (2:35) [Music Productions ASCAP—Shanklin] Effective rock drama from the musicians.

GERRY & THE PACEMAKERS
(Laurie 3218)

(B+) "YOU'LL NEVER WALK ALONE" (2:39) [T.B. Harms ASCAP—Rodgers & Hammerstein] This success from England is a sincere expression of the beautiful R&H inspirational by the team's lead voice. The hint-of-the-beat backdrop is lush and attractively in keeping with the number. There's also a reading by Patty Labelle & The Bluebelles on Cameo.

(B) "IT'S ALL RIGHT" (1:59) [—Marsden] A rhythmic date typical of the current crop of English teen sounds.

DAVID KING (Teia 1000)

(B) "WALKIN' WITH DAVID" (2:07) [Ace BMI—Hanson] King leads a combo in a swingin' rock-blueser. Kids will like this belt portion as a dance vehicle. Label is based in Jackson, Miss.

(B) "JUST RIFFIN'" (1:53) [Ace BMI—Hanson] Hot Jazz-heritage stuff.

THE LA RAYS (Arlen 517)

(B) "YESTERDAY & YOU" (2:21) [Goins BMI—Owens] Overall sound resembles the way of Ruby & The Romantics, but the songsters at hand are deeper into the teen field. Worth airtime. Diskery headquarters in Los Angeles.

(B) "A WOMAN LIKE YOU" (2:08) [Goins BMI—Rose] Rhythmic blueser from the duo.

THE NUTTY SQUIRRELS
(RCA Victor 8287)

(B) "BLUESETTE" (2:35) [Leeds ASCAP—Thielmans] The hip novelty sound is back again with a breezy, scat-sounding outing. Organ & rhythm section round-out the modern-jazz backing. Tune is also cut by its creator, Toots Thielmans, on ABC-Paramount. It won second prize at a music festival in Poland.

(B) "HELLO AGAIN" (2:25) [Dougal BMI—Burland] The Sascha Burland and Don Elliot creations offer a more relaxed stint for moderns.

OBREY WILSON (Epic 9652)

(B) "A LITTLE BIT OF HEARTACHE" (2:04) [Cedarwood BMI—Walker, Schroeder] Singer Wilson and his ork-chorus make a good impression in this big-sounding affair. Tune has touches of a recent hit, "A Little Bit Of Soap" by The Jarmels (Laurie). This end deserves teen-market airtime.

(B) "DON'T JUMP TO CONCLUSIONS" (2:24) [Cedarwood BMI—Wilson] A medium-beat stint with busy rock comments.

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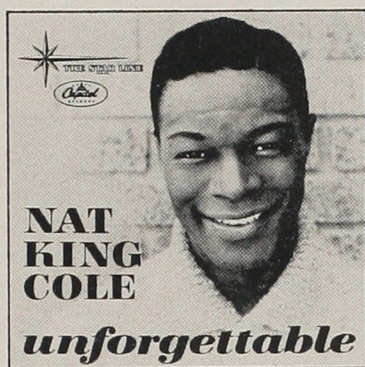
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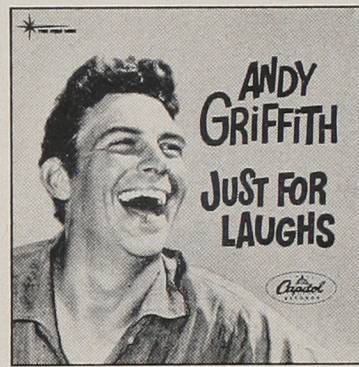
(S)T-1705



T-357



(D)T-768



T-962



(D)T-1461



T-1380



(D)T-1878



(S)T-1999

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- ☐ The Best Of Guy Lombardo (D)T-1461
- ☐ Sixteen Tons—Ernie Ford T-1380
- ☐ The Hits Of Les & Mary—Paul & Ford (D)T-1476
- ☐ This Is Dean Martin (D)T-1047
- ☐ The Best Of Hank Thompson (D)T-1878
- ☐ The All-Time Hits Of Faron Young (D)T-1876
- ☐ Gone—Ferlin Husky T-1383
- ☐ The Hits Of Harry James (D)T-1515
- ☐ Baxter's Best—Les Baxter (D)T-1388
- ☐ Faron Young Sings The Best Of Faron Young T-1450
- ☐ The Hits Of Judy Garland (S)T-1999
- ☐ The Best Of Nelson Riddle (D)T-1990
- ☐ The Hits Of Jo Stafford (S)T-1921

- ☐ The Hits Of Ferlin Husky (D)T-1991
- ☐ Sugar Blues—Clyde McCoy T-311
- ☐ Tonight We Love—Freddy Martin (S)T-2018
- ☐ Bewitching-Lee—Peggy Lee T-1743
- ☐ The Hits Of Benny Goodman (D)T-1514
- ☐ The Best Of The Four Freshmen (S)T-1640
- ☐ The Best Of Roy Acuff (D)T-1870
- ☐ The Best Of Stan Freberg T-2020
- ☐ Comedy Hits—Various Artists (D)T-1854
- ☐ T-Bone Walker T-1958
- ☐ The Best Of Stan Freberg T-2020
- ☐ The Voices Of Walter Schumann (D)T-297
- ☐ All Aglow Again!—Peggy Lee T-1366
- ☐ The Hits Of Louis & Keely T-1531
- ☐ Walkin' The Strings—Merle Travis T-1391
- ☐ The Hits Of Joe "Fingers" Carr (D)T-2019
- ☐ The Hits Of Ray Anthony T-1477
- ☐ The Hits Of Freddy Martin (S)T-1582
- ☐ Sounds Of The Great Casa Loma Band—Glen Gray (D)T-1588

- ☐ The Best Of Duke Ellington (D)T-1602
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- ☐ Hit Me Again!—Jonah Jones T-1375
- ☐ One More Time—Kay Starr T-1358
- ☐ My Baby's Gone—The Louvin Bros. T-1385
- ☐ All Starr Hits!—Kay Starr T-1468
- ☐ Rockin' With Wanda—Wanda Jackson T-1384
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- ☐ The Hits Of Mickey Katz T-298
- ☐ The Hits Of The Andrews Sisters (D)T-1924

- ☐ The Best Of Jean Shepard (D)T-1922
- ☐ Pow!—Billy May T-1377
- ☐ The Great Jimmie Lunceford (S)T-1581
- ☐ The Hits Of Bob Crosby's Bobcats (D)T-1556
- ☐ The Hits Of Ella Mae Morse And Freddy Slack (S)T-1802
- ☐ The Gold Record—Various Records (D)T-830

Available in February

- ☐ The Great Hits Of Frank Sinatra (D)T-2036
- ☐ Julia Lee (And Her Boyfriends) T-2038

*At Your Option, Mr. Dealer.





RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

RON WINTERS (Dimension 1022)

● "SNOW GIRL" (1:50) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer, Winters] Lots of colorful rock sound are relayed in this confectionary cut. Backed by a belting combo with the "Bo Diddley" sound, Winters delivers the big-beat goods with effective multi-tracking. Can break-through.

(B) "IN THE MIDDLE OF THE MORNING" (2:04) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer, Winters] A plaintive with a strong country feel.

THE BOYFRIENDS (Kapp 569)

● "LET'S FALL IN LOVE" (1:50) [Bourne ASCAP—Koehler, Arlen] The great sturdy is a vehicle for a strictly teen-minded entry, and it's a sound that can catch-on. Boys' off-the-tune gimmick is accompanied by a choice busy-beat combo bit. Should be watched closely.

(B) "OH LANA" (2:13) [Signet-Highwood BMI—Barsalona] Team comes-up with interesting middle-beat pose.

HOAGY LANDS (Atlantic 2217)

● "BABY COME ON HOME" (2:51) [Ketch, Caesar & Dino-BMI-Russell] Hoagy Lands wails this r&b romancer feelingfully and gets a potent vocal assist from a gospel-oriented choral group. The side is sure to score heavily in the r&b markets and could go pop with an airplay assist.

(B+) "BABY LET ME HOLD YOUR HAND" (2:36) [Picturetone/Mellin-BMI-Russell, Farrell] A spritely and melodic affair on this end with more first-rate vocalizing by the songster. Could happen too.

LITTLE JR. PARKER (Duke 371)

● "I'M GONNA STOP" (2:47) [Don BMI-Malone] The vet blues chanter unleashes his potent, wide-range vocal talents full-blast on this lively, uptempo tradition-styled lament with a hand-clapping beat. Watch it.

(B+) "STRANGE THINGS HAPPENING" (2:48) [Mayfield] On this end the songster offers a plaintive, low-moving, low-down blueser. Deejays should dig it.

LARRY TRIDER (Coral 62391)

● "CARBON COPY" (1:55) [Dundee - BMI - McCormack, Jordan] Larry Trider could strike paydirt with this inventively arranged rhythm tune sparked by a potent rock-a-string flavor. The chanter's handling of the lyric is effortless and effective. Jocks should like it too.

(B+) "HOUSE OF THE BLUES" (3:24) [Dundee-BMI-Trider] Straightforward rhythm and blues affair on this slice. Lush strings and easy-listening vocal combine for good listening.

DANNY WILLIAMS

(United Artists 685)

● "WHITE ON WHITE" (2:15) [Painted Desert BMI-Crane, Ross] Although the date carries a plaintive storyline—a guy isn't walking down the aisle with his love—it's presented with a right, catchy teen-beat format. English songster could break through the U.S. charts with this outing.

(B) "THE COMEDY IS ENDED" (3:09) [Newell, Cassen, Fischer] Straight moody crooning by the talented artist.

JIMMY SMITH (Blue Note 1905)

● "CAN HEAT" (3:00) [Edmy BMI-Smith] The vet organist has had hits in the past and he can do it again with this crackling, rhythmic, fast-moving jazz affair cut during his days with Blue Note. Tune boasts some interesting rapid-fire melodic shifts. Loads of potential.

(B+) "MATILDA, MATILDA" (2:55) [Duchess BMI-Thomas] This time out Smith dishes-up an appealing rendition of the while-back Harry Belafonte hit.

DIANE CASTLE (Decca 31583)

● "ALL FOR THE LOVE OF MIKE" (2:27) [Claridge ASCAP-Gluck, Roberts] Thrush could do solid teen-market business with this very active upbeat piece of teen drama. Pro rock sounds from the combo-femme chorus accompany the performer's hard-hitting stand.

(B) "SOMEBODY ELSE'S BABY" (2:13) [Chicory BMI-Nader, Gluck, Darrow] Less excitement on this end.

NORM WEST (Hi 2073)

● "DAY DREAMIN'" (2:35) [Met-BMI-Claunch, Cantrell, Deckleman] Norm West comes up with an impressive debut disk on Hi that could easily go the hitsville route. The warm and husky-voiced singer displays plenty of style and polish on this smooth ballad romancer. Eye it for early action.

(B) "ANGEL OF MY DREAM" (2:25) [Jec-BMI-ARNOLD, Young, Mitchell] Usual hymn-to-her charms opus sans sales excitement.

TONY & JEFF (Cookin' 606)

● "IS IT LOVE THAT I FEEL" (2:32) [Azzie BMI-Baxter, Ross, Allen] Tony and Jeff could have fast click with this pulsating, slow-moving low-down blues lament. Side has some first-rate teen-angled lyrics and an infectious, repeating melodic riff.

(B+) "BE WITH ME PRETTY BABY" (2:02) [Azzie BMI-Baxter, Rose, Stackhouse] Fast-moving, lively rhythmic pop-blues twister read with authority by the duo.

JANIE MARDEN (Rust 5074)

(B+) "MAKE THE NIGHT A LITTLE LONGER" (2:05) [Screen Gems-Columbia BMI—Goffin, King] This import for England is marked by solid-sounding made-in-America rock rhythm. Lark's pose is backed by bright rock-a-string arrangement. Tune is catchy, too. Deserves teen exposure.

(B) "WALKING ALONE" (2:45) [Chappell ASCAP—Missir, Holt] Thrush gives out ala Connie Francis in this reading of a pretty, folksy number.

OHTA-SAN (Surfside 1001)

(B) "SUSHI (Suzu kake no michi)" (1:52) [—Haida] The ukulele artist tops a Bossa Nova-like reading of a pretty tune. The Hawaii-based label has a sound that many radio-stations on the mainland could pick-up.

(B) "BONSAI (Mori no komichi)" (1:39) [—Haida] A little of a rock nature to this swinger.

BOBBY BYRD (Smash 1868)

(B+) "I'M JUST A NOBODY"—Part 1 (3:10) [Try Me BMI—Byrd, Brown] The blues artist has a sad tale to tell, the guy in the plot not having somebody to love. Byrd reading is meaningful, the combo stand is a steady, easy-beat affair, including worthy organ bits.

(B+) "I'M JUST A NOBODY"—Part 2 (2:46) [Try Me BMI—Byrd, Brown] A continuation of the plaintive proceedings.

SAMMY BROWN (Bee Bee 701)

(B) "I'M IN LOVE" (3:36) [Welshah BMI—Brown] Brown's declaration will please both the R&B and teen areas. A good sound results from a multi-tracking idea and chanting of a male song crew. Diskery hails from Newark, N.J.

(B) "LET'S LEAVE IT LIKE IT IS" (2:10) [Welshah BMI—Brown, White] Upbeat blues grooving by the songster.

JERICHO BROWN

(Warner Bros. 5408)

(B) "HE'S TAKEN MY BABY" (2:39) [Hensman BMI—Brown] An unhappy situation is conveyed with a bright, big-sounding teen-market format. Brown's delivery is strong, and the rhythm from the ork-chorus contains effective percussion comments.

(B) "I'LL BE GONE" (2:23) [Hensman BMI—Brown] Another colorful stand.

GIL & RAY (Cam 5252)

(B+) "MALAGUENA (SALE-ROSA)" (2:25) [Tucson-BMI-Quesada] Gil & Ray have a strong Latin entry with this original on Cam. It's a pulsating opus geared for top-drawer dancing and listening pleasure and could score heavily with ops and jocks. Side has plenty of sales potential.

(B+) "MARTY, THE LIFE OF THE PARTY" (1:45) Tucson-BMI-Quesada Rock and roll novelty is the theme on this end. A happy handclapper.

DETROIT JR. & DELAYS (C. J. 636)

(B) "ZIG ZAG" (2:40) [C. J.-BMI-Williams] Detroit Jr. and the Delays sing about a dance called the zig zag. A good danceable item but too run of the mill to make any real noise. The combo backdrop is effective on both ends.

(C+) "I'LL FIND ME ANOTHER GIRL" (1:50) [C. J.-BMI-Williams] More of the same on the under-cut.

BARRY ENNIS (Crescent 636)

(B+) "MOUNTAINS OF ICE" (1:35) [Honeysuckle - BMI-Martino] Barry Ennis gets a wild and hard-drivin' ork assist on this tune about a gal who's a mountain of ice. The chanter gives it a rhythmic and polished reading while the funky guitars set the pace. A natural for top 40 spinners.

(B+) "SCHOOL DAYS" (2:16) [Arc-BMI-Berry] The wailer steps out with a bright, hand-clapping treatment of this Chuck Berry oldie. This side could also get some action.

HARRY & THE KEYAVAS (IPG 1011)

(B+) "IS THIS IS GOODBYE" (2:01) [D'Ann & We Three & I.P.G. BMI-Jackson, Brown] Sound has the bearing of one of those dramatic rock-a-string offerings by The Drifters. Lead voice Harry can deliver a potent vocal. He's backed by big-sounding doings from the ork and fellow vocalists.

(B) "TEARS" (1:55) [D'Ann & We Three & I.P.G. BMI-Jackson] Here, Harry offers a soothing Sam Cooke style.

SHIRLEY BASSEY (United Artists 681)

(B+) "MY SPECIAL DREAM" (2:57) [Screen-Gems Columbia BMI-Douglas, Kaplan, Greenfield] Tune is the top sentimental theme of "The Victors" flick, a natural vehicle for the big-ballad sound of the popular English Thrush. Tony Osborne directs a lush ork with some triplets bits. Fine good-music stand.

(B) "HOW CAN YOU TELL?" (2:40) [Galahad & Chappell-Cook] Soft & sweet is the phrase that applies to this romantic track.

MARK ALAMO (Dundee 1932)

(C+) "TEMPTATION" (1:55) [Robbins ASCAP - Brown, Freed] This is a fast-moving stint on the oldie, with Alamo's so-so belt stint getting some teen-directed excitement from the ork-chorus.

(C) "ONLY AN IMAGE OF YOU" (2:05) [Hidle BMI-Ray, Farr] A milder, Latinish wistful.

BUDDY ACE (Duke 373)

(B+) "IT MAKES YOU WANT TO CRY" (2:45) [Don BMI-Malone] Buddy Ace might have an r&b noisemaker on his hands with this tradition-styled shufflin' item about a guy who claims he has a right to sing the blues.

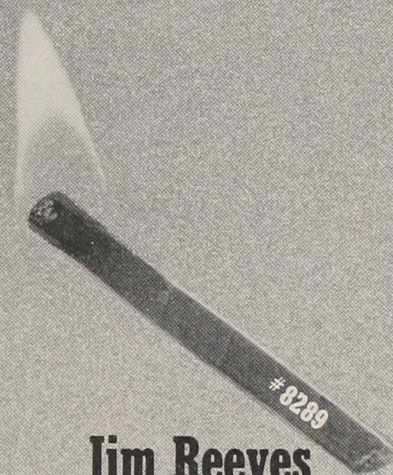
(B+) "YOU'VE GOT MY LOVE" (2:47) [Don BMI-Malone] This time out the songster offers an appealing full ork-backed sentimental, easy-going ballad.

**MATCHING
HOT NUMBERS
FROM
NASHVILLE '64**



Skeeter Davis

"HE SAYS THE SAME THING TO ME"
c/w "HOW MUCH CAN A LONELY HEART STAND"



Jim Reeves

"WELCOME TO MY WORLD"
c/w "WHERE DOES A BROKEN HEART GO"

RCA VICTOR
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LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

"Little JOHNNY TAYLOR"

FOLLOWS UP "PART TIME
LOVE" WITH A TWO-SIDED
SMASH

"SINCE I FOUND A NEW LOVE"

coupled with

"MY HEART IS FILLED WITH PAIN"

GALAXY 725

MORE ACTION RECORDS FROM THE FANTASY/GALAXY GROUP

- "I HAVE LOVE (For You)" — JIMMY LEWIS — 4 J 512
"YOU'RE ALL FOR YOURSELF — LEON HAYWOOD — Fantasy 570
"WHY ME?" — PAUL BRYANT — Fantasy 576
"TREAT STREET" — VINCE GUARALDI — Fantasy 571
"DON'T LAUGH TOO LOUD" — JOHNNY & JEFF — Fantasy 572
"I KNOW, I'M SURE" — JAMES CONWELL — 4 J 511

FANTASY ♦ GALAXY

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SAN FRANCISCO 10, CALIF.

- 1 NEVER LOVE A ROBIN
Bobby Vee (Liberty 55636)
- 2 BILLIE BABY
Lloyd Price (Double L 729)
- 3 BABY WHAT
Etta James (Argo 5452)
- 4 I WISH YOU LOVE
Gloria Lynne (Everest 2036)
- 5 TRIBUTE
Anthony Newley (Acappella 778)
- 6 COLD COLD WINTER
Pixies Three (Mercury 72208)
- 7 PUPPY LOVE
Barbara Lewis (Atlantic 2214)
- 8 WHO DO YOU LOVE
Sapphires (Swan 4162)
- 9 DO THE SLAUSON
Round Robin (Domain 1400)
- 10 HIGH ON A HILL
Scott English (Spokane 4003)
- 11 I'LL SEARCH MY HEART
Johnny Mathis (Columbia 42916)
- 12 SEE THE FUNNY LITTLE
CLOWN
Bobby Goldsboro (United Artists 672)
- 13 SNEAKY SUE
Patty Lane & Petticoats (Kapp 563)
- 14 HERE COMES THE BOY
Tracy Dey (Amy 894)
- 15 DO-WAH-DIDDY
Exciters (United Artists 662)
- 16 I CAN'T STOP SINGING
Bobby Bland (Duke 370)
- 17 COMIN' IN THE BACK DOOR
Wynton Kelly (Verve 10310)
- 18 HERE'S A HEART
Diplomats (Arock 1004)
- 19 I GOTTA MOVE
Freddie Houston (Old Town 1153)
- 20 I'VE GOT TO CHANGE
James Brown (King 5829)
- 21 FOR YOUR SWEET LOVE
Cascades (RCA Victor 8268)
- 22 THE WEDGE
Dick Dale (Capitol 5098)
- 23 THEME FROM THE CARDINAL
Roger Williams (Kapp 560)
- 24 LITTLE BOXES
Pete Seeger (Columbia 42940)
- 25 MY HOME TOWN
Steve Lawrence (Columbia 42952)
- 26 SLIPPIN' & SLIDIN'
Jim & Monica (Betty 1027)
- 27 PINK DOMINOES
Crescents (Era 3116)
- 28 SOUL DANCE
Tommy Leonetti (RCA Victor 8251)
- 29 DID YOU HAVE A HAPPY
BIRTHDAY
Paul Anka (RCA Victor 8272)
- 30 HOOTENANNY SATURDAY
NIGHT
Brothers Four (Columbia 42927)
- 31 BEGGING TO YOU
Marty Robbins (Columbia 42831)
- 32 SO FAR AWAY
Hank Jacobs (Sue 795)
- 33 THROUGH THE EYES OF A
FOOL/SWEET VIOLETS
Roy Clark (Capitol 5099)
- 34 HOW MUCH CAN A LONELY
HEART STAND
Skeeter Davis (RCA Victor 8288)
- 35 COME ON
Tommy Roe (ABC 10515)
- 36 SNOW MAN
Diane Ray (Mercury 72223)
- 37 THAT GIRL BELONGS TO
YESTERDAY
Gene Pitney (Musicor 1036)
- 38 DON'T CROSS OVER
Linda Brannon (Epic 9640)
- 39 I ONLY WANT TO BE WITH
YOU
Dusty Springfield (Philips 40162)
- 40 ROCK CANDY
Jack McDuff (Prestige 273)
- 41 TOGETHER
Jimmy Rodgers (Dot 16561)
- 42 LAST DAY IN THE MINES
Dave Dudley (Mercury 72212)
- 43 CALIFORNIA SUN
Rivieras (Riviera 1401)
- 44 SAGINAW, MICHIGAN
Lefty Frizzell (Columbia 42924)
- 45 IT'S NO SIN
Duprees (Coed 587)
- 46 CHICKEN POT PIE
Ken Jones (Almont 305)
- 47 BIG TOWN BOY
Shirley Matthews (Atlantic 2210)
- 48 GONNA SEND YOU BACK
TO GEORGIA
Timmy Shaw (Wand 146)
- 49 NEAR TO YOU
Wilbert Harrison (Sea-Horn 502)
- 50 JUDY LOVES ME
Johnny Crawford (Del-Fi 4231)

BIOS FOR DEEJAYS

Murmaids



The Murmaids, who sky-rocketed to the top of the charts with their first record, "Popsicles And Icicles," on Chattahoochee Records, are three young girls from Los Angeles. Two are the Fischer sisters, Carol, 15, a student at Ulysses S. Grant High School, and Terry, 17, a student at L. A. Valley College—both daughters of the late Carl Fischer, who was an arranger and musical director for Frankie Laine. The other member is Sally Gordon, 17, a freshman at Lewis and Clark College, Portland, Ore.

The Fischer girls are both majoring in music and their hobby is modern dance. Terry has a serious ambition to become a jazz singer. Sally is also majoring in music and likes to paint as a hobby. When Mrs. Fischer first brought her daughters to Ruth Conte, president Chattahoochee Records, she noticed the label's Indian trade-mark and commented that Carol and Terry were half-Indian since their Dad was a full-blooded Indian; all agreed a good omen was ahead. The omen proved correct because the initial record the group cut was their current chart-rider, "Popsicles And Icicles."

Gary Buck



Gary Buck who jumped from obscurity to national popularity with his big country click of "Happy To Be Unhappy" on Petal, was born March 21st, 1940 in Thessalon, Ontario. The chanter, voted one of Best Country Newcomers in the Cash Box year-end issue, is currently riding the c&w charts with "As Close As We'll Ever Be."

Gary started singing while still in high school. After graduation from school he formed his own band and played dates in Canada as well as regular shots on Ray Koivisto's popular CKCY-Sault Ste. Marie "Country Caravan." When Koivisto died in Aug. of 1962 Gary took over his deejay stanza for a while. At the present time Gary is appearing every Saturday night on CJIC-TV-Sault Ste. Marie on a program called "Down Yonder Ranch."

Gary is married and has one son, who was born last summer.

ANOTHER **EPIC** FIRST!

BUDDY GRECO

"CIUMACHELLA" [TENDER FLOWER]

5-9657



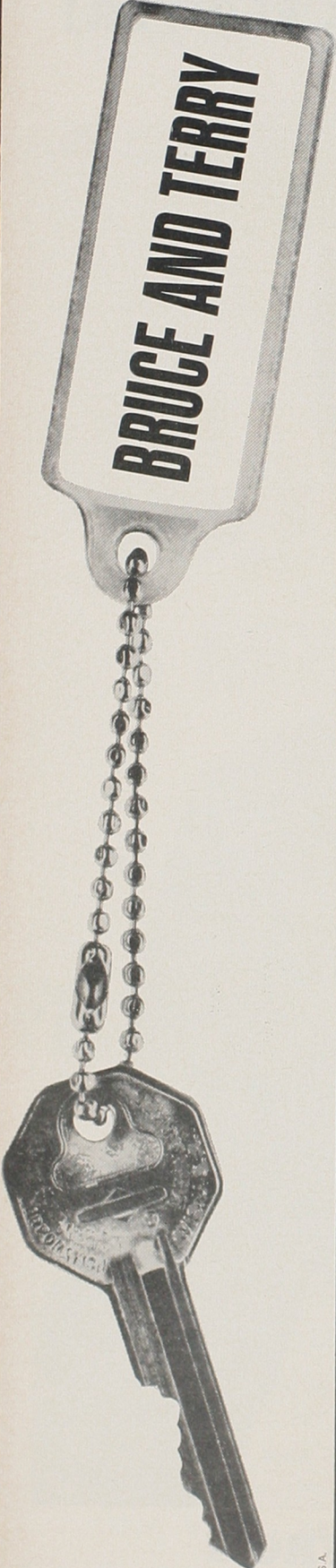
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"RUGANTINO"**

**THE ALL-ITALIAN MUSICAL COMEDY
SOON TO OPEN ON BROADWAY!**

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CUSTOM MACHINE

4-42956



COLUMBIA RECORDS

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RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JAN. 2ND)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
44 %	Talking About My Baby—	Impressions—	ABC Paramount	44 %
30 %	For You—	Rick Nelson—	Decca	75 %
26 %	Tonight You're Gonna Fall In Love With Me—	Shirelles—	Scepter	59 %
20 %	A Fool Never Learns—	Andy Williams—	Columbia	44 %
19 %	You Don't Own Me—	Lesley Gore—	Mercury	56 %
16 %	I Want To Hold Your Hand—	Beatles—	Capitol	16 %
14 %	Um, Um, Um, Um, Um, Um—	Major Lance—	Okeh	59 %
14 %	Southtown, U.S.A.—	Dixiebelles—	Soundstage 7	14 %
13 %	Little Boy—	Tony Bennett—	Columbia	61 %
12 %	What Kind Of Fool (Do You Think I Am)—	Tams—	ABC Paramount	12 %
12 %	His Kiss—	Betty Harris—	Jubilee	46 %
12 %	It's All In The Game—	Cliff Richard—	Epic	61 %
11 %	Come On—	Tommy Roe—	ABC Paramount	11 %
11 %	Ask Me—	Inez Foxx—	Sue	11 %
11 %	It's No Sin—	Duprees—	Coed	11 %
10 %	Snowman—	Diane Ray—	Mercury	29 %
10 %	He Says The Same Things To Me—	Skeeter Davis—	RCA Victor	10 %
10 %	Whispering—	Nino Tempo & April Stevens—	Atco	91 %

LESS THAN 10% BUT MORE THAN 5%

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Roberta		Comin' In The Back Door		Who Do You Love	
Barry & The Tamerlanes (Valiant)	9 %	Baja Marimba Band (Almo)	83 %	Sapphires (Swan)	15 %
Harlem Shuffle		The Shelter Of Your Arms		Billie Baby	
Bob & Earl (Marc)	16 %	Sammy Davis, Jr. (Keprise)	7 %	Lloyd Price (Double L)	69 %
Penetration		Baby I Love You		Surfin' Bird	
Pyramids (Best)	8 %	Ronettes (Philles)	94 %	Trashmen (Garrett)	98 %

WANTED

KEY INDEPENDENT ALBUM AND SINGLES LABEL SEEKS EXPERIENCED FIELD MAN FOR REPRESENTATION IN SOUTHERN MARKET.

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WRITE: BOX #604
CASH BOX, 1780 BROADWAY, NEW YORK 19, N. Y.

First Time Out



NEW YORK—Danny Meehan, the widely-acclaimed young night club performer, who stars with Barbra Streisand and Sydney Chaplin, in the forthcoming Broadway show, "Funny Girl," is pictured above cutting his initial platter session for United Artists Records. The deck will be released in the near future.

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RECORD

RAMBLINGS

NEW YORK:

Michael Allen, who just finished a very successful two weeks at the Living Room here, proved himself a crowd-delighter at every performance. The talented young chanter left the audiences applauding for more nite after nite. Mike will announce a new wax affiliation in the very near future. . . . Enzo Stuarti has opened to rave reviews at the swank Shoreham Hotel in Washington, D.C. The tenor's Carnegie Hall concert in November, which was a complete sellout, has been released as a two-disk set on Jubilee. It is Enzo's finest album to date and is destined to be a click seller in short order. . . . Pianist Lee Evans made his debut on Command a few weeks ago with an LP tagged, "Lee Evans . . . In Concert," which is sure to get brisk sales activity. Lee's one of the finest 88's on the scene today. . . . Glad-Hamp's Bill Titone buzzed to tell us

plenty of spins and orders. Joe's also had several offers from major labels for the song and the artists. . . . Matty "The Humdinger" Singer foned to mention that Tommy Roe's "Come On" should be a chart click in two weeks—along with "Talking About My Baby" by the Impressions, both on ABC-Paramount. . . . David Greenman of Joy Records infos that "Cut The Meatballs (In Half)" by the Matys Brothers (Select) kicked off in Buffalo last week, the exact same spot "Who Stole The Keeshka" broke exactly a year ago. . . . Ed Montgomery, conductor-arranger has announced that he has formed Initial Records with offices at 200 W. 57th St. Ed's first release will be an LP the end of this month tagged "The Sounds of Ed Montgomery" featuring a 32-piece orchestra and 16 voices. . . . John Gary's initial LP for Victor, "Catch A Rising Star" hit the top 20 recently eleven weeks after its issue. . . . Al Martino

bird 1/10 and head for New York's Peppermint Lounge. . . . Norm Ladd of Summit Dist. is set for a heap of action with new outings "Southtown USA" by The Dixiebelles (Sound Stage Seven) and "Turn, Turn, Turn" by Judy Collins (Elektra). Latter tune was penned by Pete Seeger. . . . Singer Ray Lowell of the Walton Walk Key Club guested on Jack Eigen's show last week. . . . The Mark V, who drew raves at last year's MOA banquet show, have moved into an alternating spot at the Downstage Room. . . . Erwin Barg tells us Frank Sinatra's new single "Talk To Me, Baby" (Reprise), written by Johnny Mercer for the Broadway show "Foxy," has caught on but big in this area! . . . Gene Autry's Sahara Inn hosted a press party (1/2) honoring Allan Jones who opened in the motel's posh Gigi Club. . . . Irv Brusso is starting the new year with a red hot trio from RCA-Victor—and here they are:

Latter item has reportedly started to click here. . . . Josh White and the Village Stompers are headlining at the Gate Of Horn through 1/5.

HOLLYWOOD:

Liberty Records singing star Bobby Vee has been set for a 4-week concert tour of Europe, beginning Feb. 28. While abroad, Vee will also make several TV appearances, and negotiations are under way for him to guest-star in a British motion picture. . . . Wally Messmore reporting "You Were Wrong" by Z. Z. Hill, breaking wide open in the Bay area. . . . Jack Jones in New York for six days of rehearsal for the "Bell Telephone Hour" which he tapes for airing on Jan. 14. . . . Vocalist Val Martinez, clicking in Coast circles with "Pay Day" on RCA, opened a three-week date Dec. 22 at P.J.'s in Hollywood.



ENZO STUARTI



KERRI DOWNS



ANDY WILLIAMS



MIYOKO HOSHINO



MATT & GINNY DENNIS



JOE SILVER

that Lionel Hampton and Miyoko Hoshino open at the Wagon Wheel at Lake Tahoe on Jan. 10 until the 22nd. Lionel and Miyoko will also introduce their newest LP, "East Meets West" on the Clay Cole Show of Jan. 4. It will also be the lark's first American TV appearance. . . . Elektra's Theo Bikel coming to the city to finish his latest LP for the label. . . . Gene Malis notes from Canadian-American that Santo & Johnny may have their biggest smash to date with new waxing of "In The Still Of The Night," with initial orders reaching national break-out proportions. . . . Roy Batachio buzzed from Capitol to spread a bit of Beatlemania—the Beatles debut disk on Capitol, "I Want To Hold Your Hand," was released on a Friday (27) and by Mon. A.M. the orders were pouring in. Promo reps are wearing Beatle wigs in the course of their activities and sporting "Be A Beatle Booster" buttons. Stickers declaring, "The Beatles Are Coming" are appearing all over town. The group's first LP for the label will also premier this month. . . . Roy also told us that "Turn Her Around" by Tony Roma (A CB Best Bet last week) could be a big side for the warm-voiced chanter. Roma has been tapped for a forthcoming Clay Cole Show. . . . London's Milt Friedman sez "Penetration" by the Pyramids on the Best label looms as the hottest instrumental to come out of the diskery since "Telstar"—and could soar higher. . . . Heard from Gunter Hauer at the Jamie/Guyden bailiwick in Philly that Maxine Davis' "I Found A Love" is getting superior sales and airwave activity in Baltimore, Pittsburgh, Chicago, Buffalo, Cincinnati and Philly. . . . A charity affair was given recently at the Garden City Casino for retarded children by Garden City Music Staffers Vic Mendolia, Pete Swenton and Bill Meyer.

Also from the city of brotherly love, Rhett Schwartz predicts hit status for "You'll Never Walk Alone" by Patty LaBelle and her Blue Bells, recently added to the Cameo-Parkway talent roster. Clicking for Rhett in a big way are "Somewhere" by the Tymes, "Bon Doo Wah" by the Orleans and "I Love You Conrad" by Little Cheryl. . . . Joe Calcagno buzzed from Cal-Boy Records to tell us that "Drifting From Me" by Wendy & Joey is getting

playing his first engagement at the Latin Casino in Cherry Hill, New Jersey thru Jan. 9. . . . Damito Jo has been inked to tour Japan during March and April. . . . Ray Dobard, enterprising owner of Music City Record Shop in Berkeley, Calif., reports fantastic reaction to a new Capitol release, "Tell Him" by the Drew-Vels. . . . The ever-popular Matt & Ginny Dennis open this week (6) at the Most for a three-week stint. . . . Danny Crystal dropped by the CB offices with Pat Boone's latest Dot LP release, "The Touch Of Your Lips," which Danny predicts will be one of his biggest. . . . Actor-comic Joe Silver, who participated in Vaughn Meader's new Verve LP, "Have Some Nuts," has been signed to do four comedy acting roles on the Sid Caesar ABC-TV series. . . . Columbia's Andy Williams will make his screen debut in Ross Hunter's "I'd Rather Be Rich" for Universal, and will also have a new LP tagged "Where Are You" to be released at the same time as the picture. . . . Epic's Kerr Downs to Hollywood for huddle with Universal film execs.

CHICAGO:

The Mercury-Smash-Philips organization held its national distrib meet last weekend (12/28-29) at the cozy Pheasant Run Lodge in St. Charles, Ill. Labels' luminaries, press, distrib, et al attended the conclave which culminated with a gala dinner and show. . . . 88'er Joe Burton postcards from the West Coast where he's promoting his current Joday album "St. Louis Blues." Burton's p.a. schedule out there included an appearance on Red Rowe's Panorama Pacific TV'er. . . . Our condolences to Near North News columnist Paul Hunter whose wife passed away last week. . . . Freelance announcer Jack Karey took off for New York to cut some TV commercials. . . . Ethel Ennis, who interrupted her career in favor of a full time wife and mother role, returned to the fold with her first album since signing with RCA-Victor. Title is "This Is Ethel Ennis" and label has planned a national p.a. tour to exploit the package. . . . Kal Fagan, manager of Robby & The Troubadors, stopped by to tell us the group will wrap up a 4-week engagement at The Thunder-

"My Heart Keeps Telling Me" by Little Peggy March, "That's Life" by John Gary and "I'm Leaving" by Johnny Nash (Groove). . . . Summit's Carl Proctor, who predicts '64 will be a "banner r&b year," was on the move last week exposing Epic outing "A Little Bit Of Heartache" by Obrey Wilson. . . . Freelancer Paul Gallis was up for a visit. Paul's working on singles "Let It Snow" by Bobby Christian (Mal), "Bless 'Em All" by Jane Morgan (Colpix), "Theme From The Victors" by Artie Kaplan (Colpix), "Jimmy Boy" by The Girlfriends (Colpix) and "Stay With Me" by Nick Noble (Chess). . . . Gary & The Knightlites, a local vocal-instrumental group, are fast coming to the fore with a single, waxed on the Nike label, tagged "How Can I Forget Her." Group's spokesman Louis Loizzo tells us the record has gained considerable ground as a result of the boys countless hop appearances in and around the Chi area. . . . Barney Fields has some Jubilee offerings he's pretty proud of. Sides are "His Kiss" by Betty Harris, "Beyond The Sea" by The Reveres and "That Boy John" by The Raindrops. . . . Center of excitement at Big Town, according to Jim Scully, are singles "See The Funny Little Clown" by Bobby Goldsboro (UA), "I Didn't Know What Time It Was" by the Crampton Sisters (DCP), "Baby's Gone" by Gene Thomas (UA) and "New York City" by Harvey & The Seven Sounds (Cuca). . . . The Regal Theater's holiday show spotlighted The Impressions, Roy Hamilton, Maxine Brown, Percy Mayfield, Betty Everett, The Ideals and Red Saunders' orchestra. Bobby Miller made a special appearance to perform his hot Constellation effort "Uncle Willie Time". . . . Xavier Cugat and Abby Lane began a 3-week engagement at the Empire Room of the Palmer House 12/13. . . . Nancy Wilson and the Cannonball Adderley Sextet did a one-nighter at McCormick Place's Arie Crown Theater 1/4. . . . Bobby Christian and ork have a full schedule of college dates cut out for them. Current single offering is "Let It Snow" on the Chi-based Mal label. . . . Liberty's Harvey Goldstein is mighty high on recent releases "Stand Tall" by The O-Jays (Imperial), "Billy Baby" by Lloyd Price (Double L) and "The Ventures In Space" LP on Dolton.

. . . Mr. & Mrs. Abe Diamond of Diamond Distributing, proud parents of a baby boy, David Samuel, born Dec. 19th. . . . Dot has acquired the local instrumental, "Little Linda," by The Rancheros, from Lonnie Records. . . . The Four Freshmen currently on a months tour of Japan. . . . Trini Lopez is finding that a United-Modern recording of his, "Sinner Not A Saint" is creating a stir in Northern California. It is the most requested record at KFIV, Modesto. . . . Milt Hoffman, producer of "The Steve Allen Show," has announced the signing of Broadway singing star Ron Husman to a contract calling for two appearances weekly for the next ten weeks. . . . Fabor Robison predicting a giant-hit for Med Miller's latest release on the Fabor label, "Big Love." . . . Della Reese returns to The Flamingo Hotel in Las Vegas January 9th for five weeks. . . . Jerry Wallace stopped by to say "hello" with "Auf Wieder Sehen." . . . Recording star Joanie Sommers was guest on KFWB's Ballance "Teen Topics." . . . Liberty Records recording artist Vikki Carr is currently headlining at the Magic Inn, Seattle, Washington. . . . Louise Scherman of Modern Distributing giving the all-out treatment to "Blues in the Night," by Skip and Johnny, on the Lotus label. . . . Singer Billy Daniels guests on TV Show "Social Security In Action," January 22nd. Billy tells how hit song "Old Black Magic" altered events in his career. . . . Bell Barth—doing SRO business as star of the Thunderbird lounge, Las Vegas, packed in many celebs during the week. . . . "Boy, You Ought To See Her Now" by Kevin and Greg is jumping on Top 40 charts all over the country. Duo are currently on P.A.'s covering Pacific Northwest and Canada. . . . Arthur Lyman hosted a special New Year's Eve telecast from the Marine Room at the Olympic Hotel in Seattle, Washington. . . . Current best-selling book, "Every Night Josephine," the daffy adventures of a French poodle, has inspired a disk of the same name by Ronnie Jackson on 20th Century-Fox. Ditty is published by—Poodle Music. . . . Lou Rawls of Cleveland for two weeks at "Lou's Casino" and guest spot on KYW TV Mike Douglas Show. Lou returns to Los Angeles mid-January for more recordings on the Capitol label.

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New For January

JIMMY SMITH CAN HEAT / MATILDA, MATILDA

BLUE NOTE 45X1905

From His New Album BLP 4141
"ROCKIN' THE BOAT"

HORACE SILVER SWEET SWEETIE DEE / THE DRAGON LADY

BLUE NOTE 45X1903

FROM HIS NEW ALBUM BLP 4131
"SILVER'S SERENADE"

Going Strong

"BIG" JOHN PATTON I'LL NEVER BE FREE / ALONG CAME JOHN

BLUE NOTE 45X1889

JOE HENDERSON BLUE BOSSA / RECORDA-ME

BLUE NOTE 45X1901

D.J.'s: Write for Free Samples

BLUE NOTE

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TOP 50 IN R&B LOCATIONS

		Pos.	Last Week
1	LOUIE, LOUIE Kingsmen (Wand 143) Paul Revere & Raiders (Columbia 42814)	1	
2	NEED TO BELONG Jerry Butler (Vee Jay 567)	3	
3	WHEN THE LOVE LIGHT STARTS SHINING THROUGH HIS EYES Supremes (Motown 1051)	4	
4	LODDY LO Chubby Checker (Parkway 890)	7	
5	IT'S ALL RIGHT Impressions (ABC Paramount 10487)	2	
6	THE NITTY GRITTY Shirley Ellis (Congress 202)	11	
7	QUICKSAND Martha & The Vandellas (Gordy 7025)	14	
8	THAT LUCKY OLD SUN Ray Charles (ABC-Paramount 10509)	10	
9	ANYONE WHO HAD A HEART Dione Warwick (Scepter 1262)	16	
10	YOU'RE GOOD FOR ME Solomon Burke (Atlantic 2205)	6	
11	PAIN IN MY HEART Otis Redding (Volt 112)	12	
12	BABY, I LOVE YOU Ronettes (Philly 118)	19	
13	YOU'RE NO GOOD Betty Everett (Vee Jay 566) Dee Dee Warwick (Jubilee 5459)	8	
14	AS LONG AS I KNOW HE'S MINE Marvelettes (Tamla 54088)	5	
15	I HAVE A BOY FRIEND Chiffons (Laurie 3212)	9	
16	UM, UM, UM, UM, UM, UM Major Lance (Okeh 7187)	35	
17	LITTLE RED ROOSTER Sam Cooke (RCA Victor 8274)	13	
18	HARLEM SHUFFLE Bob & Earl (Mall 104)	32	
19	FOR YOUR PRECIOUS LOVE Garnet Mimms & Enchanters (United Artists 658)	15	
20	GREASY SPOON Hank Marr (Federal 12508)	28	
21	BON-DOO-WAH Orlons (Cameo 287)	17	
22	TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME Shirley Ellis (Scepter 1264)	34	
23	WALKIN' THE DOG Rufus Thomas (Stax 140)	18	
24	IF SOMEBODY TOLD YOU Anna King (Smash 1858)	30	
25	HOOKE TOOKA Chubby Checker (Parkway 890)	20	
26	I CAN'T STOP SINGING Bobby Bland (Duke 370)	33	
27	BABY DON'T YOU WEEP Garnet Mimms & Enchanters (United Artists 658)	21	
28	SINCE I FOUND A NEW LOVE Little Johnny Taylor (Galaxy 725)	43	
29	DOWN THE AISLE Patti LaBelle & Bluebells (Newtown 5777)	22	
30	SNAP YOUR FINGERS Barbara Lewis (Atlantic 2214)	37	
31	WATCH YOUR STEP Brooks O'Dell (Gold 214)	23	
32	WHAT'S EASY FOR TWO'S HARD FOR ONE Mary Wells (Motown 1048)	25	
33	WHAT KIND OF FOOL (Do You Think I Am) Tams (ABC Paramount 10502)	40	
34	I'M A WITNESS Tommy Hunt (Scepter 1261)	24	
35	BABY WHAT Etta James (Argo 5452)	41	
36	NOW Lena Horne (20th Fox 449)	26	
37	"DEEP IN THE HEART OF HARLEM" Clyde McPhatter (Mercury 72220)	46	
38	TALKING ABOUT MY BABY Impressions (ABC Paramount 10511)	—	
39	CAN I GET A WITNESS Marvin Gaye (Tamla 54087)	29	
40	HIS KISS Betty Harris (Jubilee 5465)	—	
41	WHO CARES Fats Domino (ABC Paramount 10512)	—	
42	BILLIE BABY Lloyd Price (Double L 729)	45	
43	YOU'LL NEVER WALK ALONE Patti LaBelle & Bluebells (Parkway 896)	—	
44	I ADORE HIM Angels (Smash 1854)	27	
45	ASK ME Inez Foxx (Symbol 926)	—	
46	I GOTTA DANCE TO KEEP FROM CRYING Miracles (Tamla 54089)	31	
47	GIRLS GROW UP FASTER THAN BOYS Cookies (Dimension 1020)	38	
48	TALK TO ME Sunny & Sunglows (Tear Drop 3614)	36	
49	THE SHELTER OF YOUR ARMS Sammy Davis Jr. (Reprise 20216)	39	
50	STOP FOOLIN' Brook Benton & Damita Jo (Mercury 72207)	40	



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

COME ON Tommy Roe (ABC Paramount 10515)	OH BABY DON'T YOU WEEP James Brown (King 5842)
HERE'S A HEART Diplomats (Arock 1004)	NEVER LOVE A ROBIN Bobby Vee (Liberty 55636)
BIG-TOWN BOY Shirley Matthews (Atlantic 2210)	COLD COLD WINTER Pixies Three (Mercury 72208)
COME ON AND LOVE ME TOO Ran-Dells (Chairman 4407)	THAT GIRL BELONGS TO YESTERDAY Gene Pitney (Musicor 1036)
MY ONE AND ONLY JIMMY BOY Girlfriends (Colpix 712)	I ONLY WANT TO BE WITH YOU Dusty Springfield (Philips 40162)
MY HOME TOWN Steve Lawrence (Columbia 42952)	STAY WITH ME/TALK TO ME BABY Frank Sinatra (Reprise 20249)
THE PRISONER'S SONG Vic Dana (Dalton 87)	FOR YOUR SWEET LOVE Cascades (RCA Victor 8268)
BILLIE BABY Lloyd Price (Double L 729)	DID YOU HAVE A HAPPY BIRTHDAY Paul Anka (RCA Victor 8272)
THEME FROM 'CARDINAL' Roger Williams (Kapp 560)	CALIFORNIA SUN Rivieras (Riviera 1401)
NEVER LOVE A ROBIN Bobby Vee (Liberty 55636)	HIGH ON A HILL Scott English (Spokane 4003)

NEW ADDITIONS to TOP 100

70—TALKING ABOUT MY BABY Impressions (ABC 10511)	93—ASK ME Inez Foxx (Symbol 926)
79—HIS KISS Betty Harris (Jubilee 5465)	94—SOUTHTOWN, U.S.A. Dixiebelles (Sound Stage 7-2517)
80—I WANT TO HOLD YOUR HAND Beatles (Capitol 5112)	96—SINCE I FOUND A NEW LOVE Little Johnny Taylor (Galaxy 725)
85—WHO CARES Fats Domino (ABC 10512)	97—SNAP YOUR FINGERS Barbara Lewis (Atlantic 2214)
86—DEEP IN THE HEART OF HARLEM Clyde McPhatter (Mercury 72220)	98—442 GLENWOOD AVENUE Pixies Three (Mercury 72208)
88—YOU'LL NEVER WALK ALONE Patti LaBelle & Blue Belles (Parkway 896)	99—PENETRATION Pyramids (Best 13002)
92—JAVA Al Hirt (RCA Victor 8280)	100—HE SAYS THE SAME THINGS TO ME Skeeter Davis (RCA 8288)

Smash Holds Sales Meeting In Chicago



CHICAGO—Smash Records recently-concluded a national sales meeting in the Windy City which was attended by label executives, artists and distributors. In the top left photo Charlie Fach, head of the diskery, is shown welcoming his distributor family to the sales confab. Shown in the top right pic is Irwin Steinberg, executive veep of Mercury Records, with a broad smile for Smash distributors, who gave him a rousing round of applause after he gave them a graphic picture of the financial growth of the division. In the bottom left photo Doug Moody (center), Smash A&R director, presented the Angels a special gold award for achieving a national number one hit in 1963 for "My Best Friend's Back." Pictured in the bottom right pic is Henry Hildebrand (right) All South Distributors in New Orleans who was presented an award for being the "best single Smash distributor" by Charlie Fach.



PIN-UP SHEET

**TOP 50
STEREO**

MONORAIL

JANUARY 11, 1964

Pos. Last Week

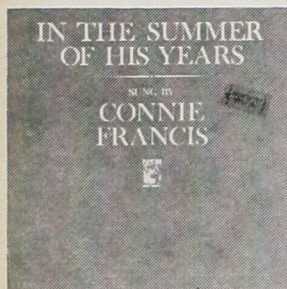
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COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS ● Indicates Strong Upward Move



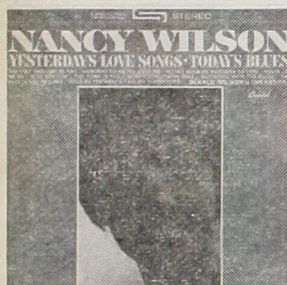
ALBUM REVIEWS

POP PICKS



"IN THE SUMMER OF HIS YEARS"—Connie Francis—MGM E4210

Connie Francis, a consistent sales stalwart for MGM, tags this new album effort after the controversial ballad "In The Summer Of His Years," dedicated to the late President Kennedy. Despite the limited airplay on the tune, the album should receive wide acceptance from the songstress' many admirers. Also included here are "Bells Of St. Mary," "Ave Maria" and "Danny Boy." LP has been recorded and released for the Benefit of the Kennedy Child Study Center.



"YESTERDAY'S LOVE SONGS—TODAY'S BLUES"—Nancy Wilson—Capitol ST2012

Nancy Wilson, who has been riding the charts for many months with her last two Capitol LP's (Broadway My Way and Hollywood My Way), is sure to go up the same hitsville path with this new offering of blues and romantic ballads. The lark's warm voice and sophisticated delivery is a natural complement to such top tunes as "The Song Is You," "Someone To Watch Over Me" and "The Best Is Yet To Come." Eye for rapid acceptance.



"BIG HOT ROD HITS"—Various Artists—Capitol ST2024

Eleven best-selling hot rod tunes have been collected for this Capitol album by some of the label's hottest vocal and instrumental groups. The teen dance crowd should really dig this set which boasts such biggies as "Custom Machine" (Beach Boys), "Night Rider" (Dick Dale), "Hot Rod Race" (Jimmy Dolan), and the oldie "Black Denim Trousers and Motorcycle Boots" (The Cheers). The set could be a winner.



"WITH A SONG IN MY HEART"—Stevie Wonder—Tamla 250

Stevie Wonder, who zoomed to the top of the singles charts a while back with his runaway best-seller, "Fingertips," makes his bid for album sales success with this package of warm ballads on Tamla. The young chanter gets big production backing via a lush ork and chorus as he reads his way through such evergreens as "With A Song In My Heart," "When You Wish Upon A Star" and "On The Sunny Side Of The Street." The songster's fans should come out in force for the set.



"BIG BAND SPIRITUALS"—Ted Heath—London SP 44036

The big band of Ted Heath comes up with some swingin' uptempo and easy treatments of a host of old spirituals on this new phase 4 offering from London. The orkster gets some top-flight support from Rita Williams Singers and Reg Quest at the organ here as he superbly reads "Deep River," "All God's Children Got Shoes" and "Sometimes I Feel Like A Motherless Child." Strong chart potential here.



"KIND OF LOVE"—Lettermen—Capitol ST 2013

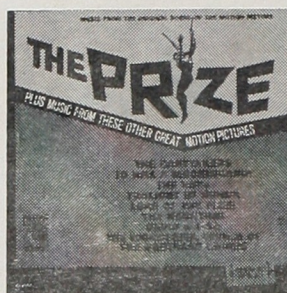
The Lettermen have earned many laurels in the past for their distinctive vocal stylings but this new Capitol disk of slow-moving full ork-backed romantic sturdies ranks as one of their best efforts in quite a while. The boys do not resort to vocal gimmicks but render the songs in a professional, polished manner. All of the boys' fans should dig their renditions of "Be My Girl," "Young Love" and "Where Or When."



"STUARTI ARRIVES AT CARNEGIE HALL"—Enzo Stuarti—Jubilee JGM2-5055

Enzo Stuarti's recent sell-out Carnegie Hall concert is offered in its entirety here on this two-pocket set from Jubilee. All of the excitement of a successful concert debut has been captured here as the tenor uses his power-packed voice superbly on thirty selections which include, "Yours Is My Heart Alone," "Once In A Lifetime" and a dynamic rendition of "Vesti La Giubba." The album looms as a potent seller for the big-voiced singer.

POP BEST BETS



"MUSIC FROM THE ORIGINAL SCORE OF THE PRIZE AND OTHER GREAT FILMS"—MGM E4192

Jerry Goldsmith conducts music from his own score for the new MGM flick, "The Prize" on four tracks here with the balance of the album devoted to themes from current and recent films. Other top-drawer items featured here are the themes from "Lord Of The Flies" (Elliot Lawrence), "To Kill A Mockingbird" (Elmer Bernstein) and "Haunting" (Lalo Schiffrin). A potent soundtrack offering from MGM.



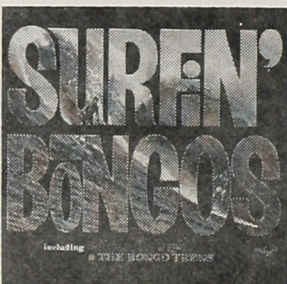
"HITS I FORGOT TO BUY"—Various Artists—Swan LP 512

Swan has gathered together a host of its best-selling artists performing a dozen of their biggest hits on this blockbuster LP geared for powerful teen acceptance. Freddy Cannon leads off with his coin-pulling "Palisades Park," and is followed by such successes as the Rockin' Rebels' "Wild Weekend," "Let's Stomp" by Bobby Comstock, "That's Life" by Gabriel and the Angels and many others. Lots of second-time-around sales to be garnered.



"COMMERCIALS TO CRINGE BY"—Jack Fox—MGM E4174

Television commercials have been the target of many nitery and TV comics in recent months and on this new issue from MGM, Jack Fox, who wrote, produced and directed this effort, hurls some well-aimed barbs at the many inane commercials in the current crop. A cast of 14 performers have combined their talents (with sound effects) to poke fun at the ad agencies. Lafftracks here are "Oooh," "Gusto Beer," "Marvelous Bread," "Spiffy," and "Ice Blue Sneaky."



"SURFIN' BONGOS"—Preston Epps/Bongo Teens—Original Sound LPM 5009

Here is a hard-driving and pulsating package of surf' tunes from Original Sound sparked by some slick bongo beating by the Bongo Teens and Preston Epps. The combined effect of bongos and funky guitars makes for exciting dancing and listening pleasure. Best bets here are "Bongo Rock," "Wipe Out," "Blue Skies" and "Surfin' U.S.A." Could score heavily in sales department.



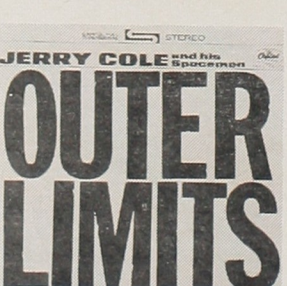
"HIS BIGGEST HITS"—Little Richard—Specialty SP 2111

The vet blues songster ranks as one of the earliest rock-style teen idols and this excellent package containing some of his biggest hits should garner some rapid sales response. The artist effectively blends gospel and swingin' r&b elements into a thoroughly distinctive style. Standout tracks here are "Jenny Jenny," "All Around The World" and "True Fine Mama."



"APRIL IN PARIS"—Liane—Vanguard VRS9129

For those who like their music loaded with lilt-ing melody and Gallic charm, here is a first-rate package of French-flavored tunes from songstress Liane with the Danziger Trio on Vanguard. For the most part the roots are French but tunes that have become familiar the world over. The lark is at her very best on such smooth ballads as "Fascination," "Petite Fleur" and "Non, Je Ne Regrette Rien." Top-notch programming fare.

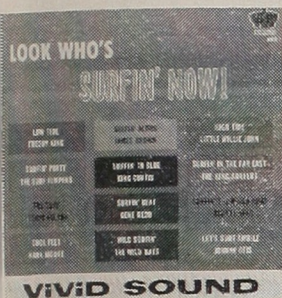


"OUTER LIMITS"—Jerry Cole & His Spacemen—Capitol ST 2044

Jerry Cole and his Spacemen could create a quick sales stir with this top-notch LP in which they dish-up a group of recent vintage and while-back hits in a potent, hard-drivin' danceable style. The crew is in fine form on "Wipeout," "Sukiyaki" and "Tequila." Deejays should find loads of programmable material on this swingin' set.

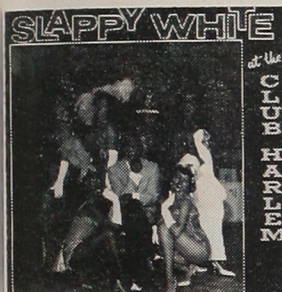


ALBUM REVIEWS



"LOOK WHO'S SURFIN' NOW"—Various Artists—King 882

Here's a lively, high-powered set featuring a host of name artists including James Brown, King Curtis and Freddy King reading a bevy of danceable surfin' tunes. The performers obviously have their eyes out for teen acceptance as the program consists of the rhythmic, strong-beat variety of the west coast-based music. Fine listening throughout.



"SLAPPY WHITE AT THE CLUB HARLEM"—Chess LP1481

Slappy White proves himself an easy-going and glib purveyor of humor on this "live" recording from the Club Harlem on Chess. The comic is primarily a storyteller and he draws from any and all facets of society for his material. He pokes harmless fun at integration, teenagers, sex, Castro and a diversity of other current topics. Plent of laffs to be had here.



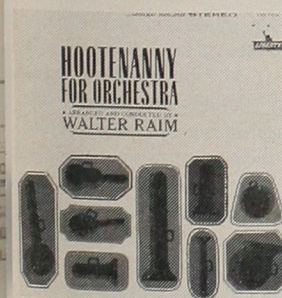
"HOT RODS-U.S.A."—Battle 6131

The latest rage sweeping the nation from the west coast is the hot craze. Although an entire body of music is associated with the trend, there is also interest in the racing itself. This interesting, off-beat Battle disk features the actual sounds of some of the top hot-rodders around today racing on various drag strips around the U.S. Everything from the sound of the crowds to the harsh noise of the engines is captured on the album.



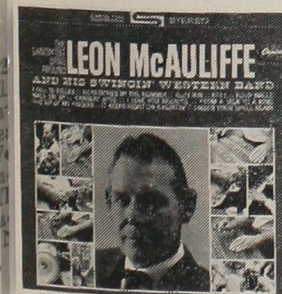
"JACK ELLIOTT SINGS THE SONGS OF WOODY GUTHRIE"—Prestige FL 14011

The countless folk songs composed by legendary Woody Guthrie make up a significant portion of the contemporary American folk tradition. Jack Elliott pays a musical tribute to Guthrie by offering a tasteful program of some of Guthrie's better-known tunes. Highlights of the disk include "Hard Travellin'," "New York Town" and "This Land Is Your Land." Superior listening throughout.



"HOOTENANNY FOR ORCHESTRA"—Walter Raim—Liberty LST 7332

Who sez folk music has to be played by small, often un-musical groups and performers? Certainly not Walter Raim who has arranged a bevy of popular folk items for full ork on this pleasant new offering from Liberty. The talented Raim doubles as a conductor as he leads the band in top-drawer readings of "All My Trails," "East Virginia" and "Over The Hills."



"THE DANCIN'EST BAND AROUND"—Leon McAuliffe—Capitol ST 2016

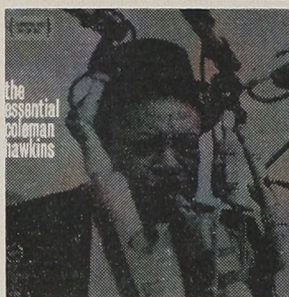
Leon McAuliffe and his Cimarron Boys kick off their Capitol careers with this delightful disk of country-western material. The program here ranges all the way from standards like "Four Walls" to recent chart clicks like "The Tips Of My Fingers." The orkster's own distinctive sound makes for top-notch dancing or listening pleasure.



"SING OUT AMERICA"—Tell Tale Singers—Aravel AB 1001

One of the by-products of the current folk music craze is the appearance of countless new groups and artists. This new Aravel set showcases the versatile vocal and instrumental talents of a new group called the Tell Tale Singers. The crew displays loads of poise and sensitive understanding of the folk idiom as they offer "Midnight Special," "I Never Will Marry" and "Banks Of The Ohio."

JAZZ PICK



"THE ESSENTIAL COLEMAN HAWKINS"—Verve V 8568

Coleman Hawkins easily ranks high in jazzdom's inner circle on the basis of his amazing staying power. For almost thirty years the saxist has excited new generations of jazz-lovers with his melodic, lyrical soulful approach to music. On this fine Verve date Hawkins really swings on "There's A Small Hotel," "Body And Soul" and "How Long Has This Been Going On."

JAZZ BEST BETS



"JUST JAZZ!"—Various Artists—Imperial LP 9246

Here's a delightful program spotlighting the diverse and distinctive talents of such fine jazz artists as Erroll Garner, Lester Young, Billie Holiday, John Coltrane and Paul Chambers. The set has something for everyone running the gamut from Garner's easy-going swing-style jazz, "White Rose Bounce," to Coltrane's highly-personal, new-wave musical representations, "Visitation." Disk should appeal to a wide variety of jazzophiles.



"DONALD BYRD AT THE HALF NOTE CAFE"—Blue Note—4061

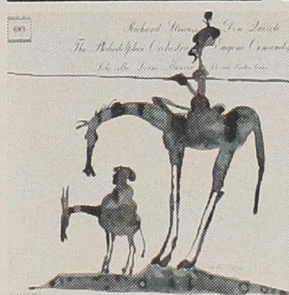
With each new Blue Note LP trumpeter Donald Byrd gets significantly better and this set cut live at New York's Blue Note Cafe is no exception to the rule. While backed by a fine crew of jazzmen including Pepper Davis (baritone sax), Dyke Pearson (piano), Laymon Jackson (bass) and Lex Humphries (drums), Byrd wails superbly in his own distinctive swingin' midstream style. Best listening bets here are "My Girl Shirl," "A Portrait Of Jennie" and "When Sonny Gets Blue."



"THE JOE DALEY TRIO AT NEWPORT '63"—RCA Victor LSP 2763

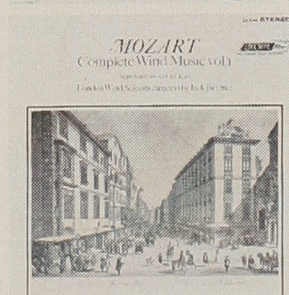
Although the annual Newport Jazz Festival is usually associated with jazzdom's big, somewhat conservative names, avanta-garde groups are also presented with equal fervor, The Joe Daley Trio, which scored a triumph at the last fete, is one such new-wave combo. On this premiere session the boys turn in some first-rate musically sophisticated performances on "Ballad," "One Note" and "Ramblin'."

CLASSICAL PICKS



STRAUSS: Don Quixote, Philadelphia Orch/Ormandy—Columbia ML 5915

The Philadelphia Orchestra, with Eugene Ormandy at the helm, performs Richard Strauss' tone poem, "Don Quixote" with viola solo by Carlton Cooley and cello solo by Lorne Munroe. The complex orchestral structure includes an introduction, a main theme with ten variations and a finale and is executed by the orchestra and conductor with brilliance and sensitivity. The opus is one of the composer's finest works and this performance is a worthy addition to the classical shelf.



MOZART: Complete Wind Music Vol. 1, London Wind Soloists/Brymer—London CS6346

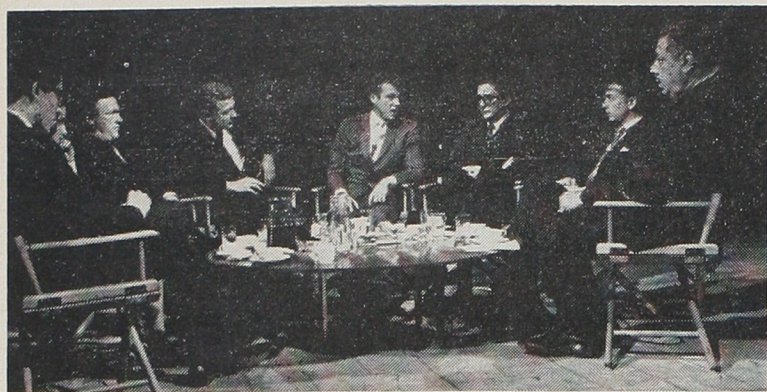
Jack Brymer conducts the London Wind Soloists, and also doubles as clarinetist, on a series of Mozart compositions for wind instruments. Included here are Largo, Menuetto, Adagio, Menuetto, (allegretto), Romanza, Tema con variazioni, and Rondo. These selections played by the 13-piece group reflect the quiet dignity of a chamber group without being bound by the same limitations. Top-notch classical fare.



VIVALDI: Four Concerti—Nathan Milstein, violinist—Angel S 36004

Nathan Milstein needs no introduction to classical record-buyers. The talented violinist has already earned countless critical kudos through the years for his first-rate performances. On this new Angel outing of four Vivaldi concerti, Milstein further elevates his reputation by rendering the intricate, complex strains of the various works with all of his expected poise and artistry. Classical fans should come out in droves for this one.

Speaking Of Music



NEW YORK—The world of rock 'n roll and its relationship to programming on radio stations was the subject of an often heated debate on David Susskind's mammoth discussion TV'er, "Open End," on New York's WPIX. Participants on the program, aired Sunday, Dec. 30, included (left to right): Jack Keller, Columbia Pictures' staff tunesmith; Lesley Gore, Mercury Records' teen star; Murray Kaufman, Top 40 spinner on radio station WINS; Susskind; Bobby Vinton, smash artist for Epic; William B. Williams, "good-music" deejay on WNEW; Phil Spector, head of Philles Records; and Goldie Goldmark, who handles the pubbery operations of Premiere Music.

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Elektra Makes More Foreign Deals, New Pact For Judy Collins

NEW YORK — Elektra Records has made foreign expansion deals. According to Jac Holzman, label topper, the folk-directed diskery has entered licensing agreements with Sonet of Sweden; Trutone of South Africa; and La Gloria (Viking) of New Zealand.

Elektra is currently handled on the continent by Vogue, in Great Britain by Pye, in Israel by Hed-Arzi, in Mexico by Doscos Importadora, and in Australia by Peter Mann.

In another label development, folk artist Judy Collins has inked a new long-term pact.

Silver Salary



LAS VEGAS—Frankie Laine and his wife, Nan are shown above searching through 1,587 pounds of silver dollars which represents \$25,000-a-week salary from the Dunes Hotel which they gave the Columbia artist during a recent engagement. The songster currently has a new Columbia out tagged "Take Her" b/w "I'm Gonna Be Strong."

Jim Denny Artist Bureau Now Known As Denny-Moeller

NASHVILLE—The board of directors of the Jim Denny Artist Bureau, Inc., last week voted unanimously to change the name of the giant talent agency to Denny-Moeller Talent, Inc. according to W. E. "Lucky" Moeller, newly elected president of the organization.

Moeller pointed out that the change of the name of the agency would in no way affect the operations of the firm, the personnel, or the firm's long established policies.

The late Jim Denny and Moeller combined their talent agencies into The Jim Denny Artist Bureau as equal partners in 1958. As exec vice-president and general manager, Moeller headed up the bureau allowing Denny to devote more time to the increased workload as president of his Cedarwood Publishing Company.

The two firms pioneered the growth of "Music Row," the area around Sixteenth Avenue South in Nashville known throughout the world as Music City, U.S.A. Both firms now occupy one of the most modern structures in the area at 815 Sixteenth Avenue South.

The Denny-Moeller firm is the largest country talent agency and handles exclusively a host of stars which include Webb Pierce, Kitty Wells, Johnny Wright & Tennessee Mountain Boys, Bill Phillips, Porter Wagoner & Wagonmasters, Norma Jean, Hank Snow & Rainbow Ranch Boys, Carl Smith, Minnie Pearl, Carl & Pearl Butler, Stonewall Jackson, Jimmy Dickens, Lefty Frizzell, Jean Shepard, Grandpa Jones, George Morgan, Red Sovine, Billy Walker, Claude Gray, Willis Brothers, Justin Tubbs, Archie Campbell, Martha Carson, Duke of Paducah, Connie Hall, Cousin Jody, Carl Perkins, Shirley Ray, Dottie West, Johnny Western, and Jan Moore.

Moeller said Denny-Moeller Talent, Inc. handled some 3000 bookings last year and that the outlook for the coming year "looks even brighter." Moeller based his prediction on an increase in bookings already set for the first quarter of 1964.

Moeller moved to Nashville in 1954 as personal manager of Webb Pierce, and Red Sovine. Pierce's rise to fame was the first of his successful management ventures in Nashville. In addition to Moeller's responsibilities in guiding the careers of some 140 performers, he also serves as secretary of the Country Music Association.

"In Jim Denny," Moeller said, "I enjoyed the greatest partner that anyone could hope for anywhere, and I feel fortunate that Jim's wife, Dottie, and two sons, Bill and John, are taking an active part in the business that he loved so much. I am sure that the same warm, friendly, and harmonious relationship will continue with the Denny family."

Bill Denny was elected to serve as executive vice-president of Denny-Moeller Talent, Inc., and also will continue to serve as president and general manager of Cedarwood Publishing Company. Denny said the two firms would continue to work together as they have in the past.

Other newly elected officers of the talent agency are Larry A. Moeller, vice-president and Mary Claire Rhodes, Secretary. Jack B. Andrews, associated with the agency as a booking agent, was elected to the board of directors.

Philips' "Stage III" Drive

(Continued from page 6)

strengthening in the product and artist area, Philips' image will continue to progress at a dizzying pace."

Other speakers on the Philips agenda included Irving B. Green, Mercury Record prexy, Erwin H. Steinberg, executive vice-president, Clair Van Ausdall, Philips classical A & R Division, Bill O'Brien, national promotion manager for Philips, Aaron D. Cushman, president of Aaron D. Cushman and Associates, the public relations agency for Philips Records.

In observation of its forthcoming anniversary, Philips inaugurated an award program in which a "Philip" statuette was presented as a "Meritorious Award for All-Product Sales Performance" to Mutual Distributors, Inc., Seaboard Distributors, Inc., and Big State Distributing Corp.

Philips 12 album January release includes three new jazz albums by the label's award-winning jazz stars: "Dizzy Gillespie and The Double Six," "Here's to the Losers" by the Georgie Auld Sextet, and "Woody Herman—1964," the third album for Philips by Herman and his hot big band.

On the pop side, Teresa Brewer presents "Moments To Remember," Louis Alberto Del Parana and his Trio Los Paraguayos return with "Latin American Encores," and The Royal Netherlands Marine Band plays "John Philip Sousa's Marches."

In a pop-folk approach, "The Serendipity Singers" introduces the young group in their first appearance on the label.

A new album in Philips' prestige Connoisseur Collection, in which "The Singing Nun" was introduced, is a beautifully designed album memorializing the late Parisian chanteuse, Edith Piaf. Entitled "Adieu, Little Sparrow," the album contains a rare collection of her earliest songs including "L'Etranger," the first song she ever recorded. A complete story of her life is given in a lavishly illustrated brochure, with full English translations of all her songs.

Rounding out the release is a group of four classical albums: "Duparc Twelve Songs" by baritone Gerard Souzay, Dalton Baldwin accompanying; "Beethoven Piano and Violin Sonatas 1, 3 and 6" by violinist David Oistrakh, Lev Oborin accompanying; "Mozart Symphonies No. 39 and No. 40" by the London Symphony Orchestra conducted by Colin Davis; and "800th Anniversary of The Cathedral of Notre Dame, Paris" featuring organist Pierre Cochereau, the choir and clergy of the cathedral, brasses and orchestral players of the Lamoureux Concerts Orchestra, with conductors Armand Birbaum and Canon Jehan Revert.

Merchandising aids supporting the program include a new concept in dimensional display developed for selected LPs from the new Jan. product. The colorful in-store displays feature album covers set in a theatrical stage motif, giving dramatic effect in space only slightly larger than the standard die-cut jacket. Regular die-cut jackets are also offered for every album in the new release.

For the Connoisseur Collection, Philips is providing a set of new Browse-Box Index Cards.

All product in the January release will be supported by a "carefully planned" promotion campaign with extensive product coverage to be carried out with reviewers and radio stations.

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Mercury Execs Predict: Happy New Sales Year

CHICAGO—1964 will be a year characterized by a strong, healthy economy, a vitally expanding record industry, and an "explosive growth" period for Mercury Records, 150 men representing distribs for the company's Mercury, Philips and Smash labels were told at the "Music Bowl" national sales meetings Dec. 29 and 30 at Pheasant Run Lodge in St. Charles, Illinois.

The combined corporate meeting Sunday morning carried a timely football bowl game theme throughout because, according to President Irving B. Green in his "kick-off" speech, "We feel that this year, the corporate team of Mercury, Philips and Smash have had such a successful winning season that we've established our own Music Bowl game!"

Setting the pace for the meetings, Green reviewed the company's product achievements for 1963, which have resulted in the best sales year in the company's history, and announced an increase in sales volume of 50 per cent over the past year.

Green also advanced the company's belief that "Although our industry is often accused of over producing, we believe the primary sales problem today is instead under demand... the failure to key the product closely enough to what the consumer wants."

Thus the company's goals for 1964, Green explained, will be to continue the already successful program of product designed specifically to meet the consumer demand; through the signing of top name talent; the development of fresh new artists that fit the known pattern of consumer desires; the development of additional unique material and presentations; an expanded program of market research; and to continue close attention to the problems of the distributor.

In a report on the country's overall economic condition, executive vice-president Irwin H. Steinberg pointed out that the economy is beginning its 34th month of expansion, and has achieved a 100 billion dollar rise in gross national product. "Economists can detect no evidence of significant deterioration in this non-inflationary growth, and believe that the business rise will establish a new precedent."

Steinberg termed the present economic force "expansionary," accompanied by an expansive monetary policy.

Additional signs for a highly profitable 1964 are, Steinberg said, found in "the expectation that as a group, consumers will spend virtually all of the additional purchasing power to come with lowering of personal income taxes; plus the 432 billion dollars in disposable personal income in 1964, which should represent a gain of more than seven per cent over 1963." He added that the economy will operate closer to full capacity in 1964 than at any time since the middle 1950's.

In looking at the economy of the recording industry itself, Steinberg pointed out nine consecutive years of growth, with this growth generally outpacing that of the country's gross national product.

As a leisure time industry, the recording world should share in the consumer's greater disposable income at a larger than average rate in 1964, Steinberg believes.

To take full advantage of the great opportunities inherent in the present economy, Steinberg told the distribs that they, too, "may have to go to market in terms of a changing distribution pattern which might eventually find them servicing the consumer directly."

Steinberg warned that to keep pace with the Mercury corporate growth, and to meet the challenges of the changing distribution, distributors must prepare to develop more adequate financial resources.

Kenny S. Myers, vice-president in charge of sales, outlined the changing patterns of consumer buying habits which have caused extreme change in retailing, wholesaling, and all of marketing in the years since the war.

"Today, the consumer looks for convenience," Myers said, "and doesn't care what type of store carries the wanted product, as long as it is conveniently located and easy to shop in. The consumer not only demands the type of product, but now dictates the entire marketing operation."

Myers reviewed the dramatic expansion of the wholesaling operation within the recording industry, since the early 1940's through the present.

With a graphic slide presentation, Myers showed how the simple two-step pre-war distribution system grew, after the war, with the addition of one-stops. In 1955, the pattern broadened still further with the birth of record clubs, at first the national and then the store level. In 1957, rack jobbers were added, completing today's complex system.

Although the record industry can expect to get a good share of the consumer's expanding disposable income, Myers cautioned that the record industry is indirectly competing with all other leisure-time industries (such as the entertainment world, and manufacturers of goods such as sporting equipment, boats, photographic goods, etc.) for the consumer dollar.

"To keep the consumer interested in our products, and our industry growing, we must present that product as a true value at a price competitive to the other leisure time industries."

With manufacturing costs constantly rising, Myers pointed out, the industry must decrease costs in the distribution area in order to maintain a consumer price favorably competitive with other leisure time products.

"The cost of the elaborate wholesaling structure is one of the greatest concerns of all industries today," Myers concluded, "and the distributor must prepare himself to get close to the consumer through consolidation."

Augmenting the speeches by the three company executives were two experts in related areas: Bill Gavin, publisher of "The Gavin Report" and radio programming consultant; and Fred W. Shewell, second vice-president of the Continental Illinois Bank & Trust Co., who told the distribs the position of a banker in relation to business loans.

On Sunday evening, distribs were entertained at a "Post-Game Rally" cocktail party featuring an all-star show arranged by Shelby Singleton.

Talent performing for the Mercury label included The Knob Lick Upper 10,000, Ray Stevens, and Stu Ramsay. Philips artists were Jimmy Clanton, and Brian Hyland, who was just signed to the label. For Smash, performing were The Angels, Jerry Lee Lewis, and Lurlean Hunter, a new acquisition.

Keely Smith Forms A Label: Mona Lisa

NEW YORK—Songstress Keely Smith has formed her own diskery, Mona Lisa Records, this city. She will be heard on the label's first offering, a singles release, due this week, which is being distributed nationally by Roulette Records. The date, "Let Me Call You Sweetheart," was cut by Teddy Reig, vet A&R man for Roulette. Tune was performed by the artist on last Sunday's (5) Ed Sullivan TV'er.

Mona Lisa was formed by Keely Smith with her business agent, Barbara Belle, and all future recordings are to be waxed under the artist's production firm, Keely Smith Enterprises. Negotiations are underway for new and name talent, an announcement said.

It was also noted that old masters from the Dot label of the lark alone and with Louis Prima will be re-packaged for sale on Mona Lisa.

Greenberg New Smash Midwest Reg. Mgr.

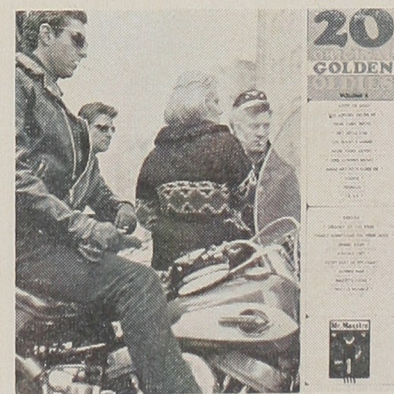
CHICAGO—Charlie Fach, Smash Records topper, has announced the appointment of Elliot Greenberg as midwest regional manager for the label. Greenberg replaces Alan Mink, who was recently promoted to national promo manager.

Greenberg, a graduate of Michigan State, started as a disk salesman for Coral Records, entered a retail operation in Detroit, served as Midwest promo manager for Columbia, and prior to his appointment with Smash did free-lance artists promotion in Detroit where he will make his headquarters.

New Distrib Set-Up Bows In Windy City

CHICAGO—Jim Golden, a vet on Chicago's disk scene, has formed USA Records Co., Inc., which will concentrate on national distribution, rack-jobbing, one-stop sales and record promo and general sales. Firm is headquartered at 1448 South Michigan Ave., in the heart of Chi's Record Row district.

Firm is currently representing "California Sun" by The Rivas on the Riviera label, a national breakout, according to Golden. USA is also shipping LP's on the Dyno label by Marion Lush and The Music Stars plus a singles date on the Age label, Ricky Allen's "Can I Come Back Home."



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GOIN' TO CHICAGO BLUES

45-291

JIMMY WITHERSPOON

top blues item — big airplay in Philadelphia

SOMEWHERE IN THE NIGHT

45-286

JACK McDUFF

newest single by America's hottest selling jazz organist — getting pop airplay

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