



"BOB NEWHART FACES BOB NEWHART"—Warner Bros. 1517

Bob Newhart scored a series of chart triumphs with his first several Warner Bros. albums and makes a strong bid for similar status with this new comedy outing. The laffman's flair for getting to the heart of comic situations and people is much in evidence here as he humorously talks about a "Nudist Camp Expose," "The Expectant Father" and "On Poodles And Planes." The humorist's new material and potent delivery could spark sales for the LP.

THE BRANDYWINE SINGERS



"THE BRANDYWINE SINGERS"—Joy JL 1000

Once in a great while a new pop-folk group comes on the scene which deserves special attention. The Brandywine Singers are such a group. The youthful artists display a keen understanding of folk material and moving sensitivity as they go through their paces with verve and polish. Best listening bets here are "Two Little Boys," "Saturday's Child" and "Two-Ten, Six-Eighteen."



"ADIEU, LITTLE SPARROW"—Edith Piaf—Philips PCC208

The late Edith Piaf's countless admirers throughout the world will surely want to own this collection of songs issued on Philips Connoisseur series. The bookfold jacket includes biographical notes on the life of the famed French singer. The songs here are laden with the emotional depth and tragedy that were Piaf's trademarks. Memorable tracks are "My Legionnaire," "On The Other Side Of The Street," "She Could Be Found On The Rue Pigalle" and "Broken Record." A potent entry.



"TRAIN TIME"—Erik Darling—Vanguard VRS 9131

Stepping out of his role as the leader of the Rooftop Singers, Erik Darling goes the solo route on this top-drawer Vanguard session of folk and blues items. While accompanying himself on the 6 and 12-string guitar and banjo, the chanter's rich, wild-range voice carries him in good stead as he turns in superb versions of "Hail John," "Train Time" and "I Love My Love." All of the artist's many fans should come out in force for the LP.



"ANNETTE ON CAMPUS"—Vista 3320

Annette, who made substantial chart inroads with her recent "Beach Party" issue makes the grand tour of the country's colleges and universities and introduces the Wellingtons and the All-American Chorus on the many college songs included here. The lark's vocal contributions are insignificant but the two chorals groups come through with exuberance. Bill of fare includes "On Brave Old Army Team," "Yale Boola," "On Wisconsin" and many others.



"BLUE MARTINI"—John Neel/Plas Johnson—Ava 24

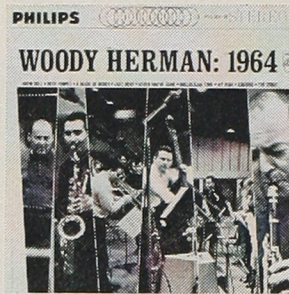
John Neel doubles as composer and conductor with Plas Johnson providing the tenor sax solos and arrangements on this pop session on Ava. The melodies are blues-oriented and the sounds lush with strings and reeds. The composer combines pop with a jazz flavor in a series of easy-paced tunes. Best bets here are "Blue Martini," "Once Upon A Blues" and "Only The Blues." Pleasant late-hours mood companion.



"HAP PEEBLES PRESENTS COUNTRY MUSIC U.S.A.—Various Artists—Starday SLP 263

For over thirty years the name Hap Peebles has been as closely tied to country music as ham to eggs. This top-flight Starday disk, cut live at a recent Peebles presentation in Kansas City, features such well-known c&w luminaries as Minnie Pearl, Dick Flood, The Plainsmen, Moon Mulligan, George Jones, delivering a bevy of popular tunes and comedy routines. Album should rack up healthy returns.

JAZZ PICK



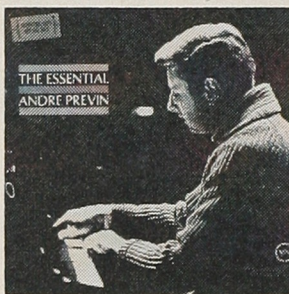
"WOODY HERMAN: 1964"—Philips PHS 600-118

The amazing thing about the Woody Herman band is their staying power. The group has been swingin' up a storm for over twenty-five years and shows no indication of letting up in intensity. On this new Philips set the gang renders a bevy of all-favorites and newer items all played in their distinctive, easy-going, relaxed style. Best listening bets here include "Deep Purple," "After You've Gone" and "My Wish."



"BOLA SETE AND FRIENDS"—Vince Guaraldi—Fantasy 3356

Here's a delightful musical marriage spotlighting the distinctive musical talents of the Bola Sete group with Vince Guaraldi. Neither artist changes his style or perspective for the other. Instead the two jazzmen compliment each other as they turn in superlative renditions of "Days Of Wine And Roses," "Star Song" and "Moon Rays." Loads of sales potential here.



"THE ESSENTIAL ANDRE PREVIN"—Verve V 8565

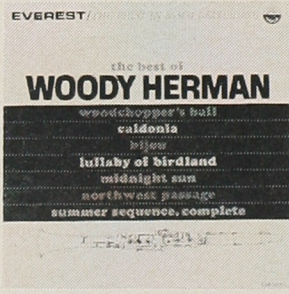
In the short span of a decade Andre Previn has earned the reputation as one of the most multi-talented musicians around. On this Verve disk the jazz side of the Previn coin is spotlighted in a compelling collection of self-penned instrumental favorites. Previn, who arranged the selections, is showcased on the 88 as he reads "Like Young," "Little Girl Blue" and "Young Man's Lament." Jazzophiles should really dig it.

JAZZ BEST BETS



"ONE STEP BEYOND"—Jackie McLean—Blue Note 4137

The tag of this new Jackie McLean set aptly describes the avant-garde musical expression on this lively disk. The alto saxist is backed by a fine group of jazzmen here including Grachan Moncur (trombone), Bobby Hutcherson (vibes) and Eddie Kahan (bass) as he goes through his swingin' inventive paces in his expected highly-personal fashion. Jackie and the boys really shine on "Saturday And Sunday," "Frankenstein" and "Ghost Town."



"THE BEST OF WOODY HERMAN"—Everest 5222

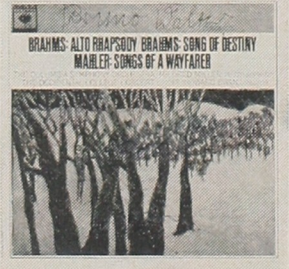
Woody Herman has fused his old big-band hits with a modern jazz flavor on this swinging session on Everest. When the clarinetist did these tunes the first time around they became swing classics and have since gone on to be jazz classics. "The Woodchopper's Ball," "Caldonia," "Lullaby Of Birdland" and "Midnight Sun" are included in the set. The fans will dig the disk.

CLASSICAL PICKS



MOZART: Jupiter Symphony, Eine Kleine Nachtmusik, Boston Symph. Orch/Leinsdorf—RCA Victor LM2694

The Boston Symphony Orchestra, with Erich Leinsdorf at the helm, brilliantly performs Mozart's final symphony, the Jupiter, and his liltingly melodic Eine Kleine Nachtmusik on this superb classical offering from RCA Victor. The maestro's interpretation is faultless and the orchestra supreme. The classical devotee will enjoy the breath-taking fourth movement as well as the immensely popular "Nachtmusik" serenade.



BRAHMS: Alto Rhapsody; Mildred Miller, mezzo-soprano; Bruno Walter conducting the Columbia Symphony—Columbia ML 5888

Here's a superb classical offering featuring the late Bruno Walter conducting the Columbia Symphony Orchestra and Mildred Miller (mezzo-soprano) in a beautiful program of Brahms and Mahler works. In addition to the ork, the disk boasts the Occidental College Concert Choir on some of the tracks. Walter's reading is extremely lyrical and underlines the basic romantic themes of the various selections. A standout achievement.

THE ROGER WILLIAMS STORY: THE SOLID GOLD KEYBOARD

Roger Williams: Cookies Made Him Practice For Those 10 Years of Stardom

Roger Williams was born Louis Weertz in Omaha, Nebraska. His father is the Reverend Dr. Frederick J. Weertz, a former Lutheran minister. Roger's mother formerly was a music teacher and director of the symphony orchestra of Emporia State College, Emporia, Kansas.

When he was a few months the family settled in Des Moines, Iowa, where his father became the Senior Pastor of St. John's Church and eventually established it as the largest United Lutheran Church in America.

Before Roger was three years old, he could play piano by ear and a year later he wrote his first original composition. By the time he was eight, he not only played the piano but had mastered 12 other instruments and developed a one-man act for church socials. He was fortunate to be born with perfect pitch.

Even with his great natural ability bent toward music, Roger, like most youngsters, wasn't naturally inclined to practice on the piano. He has described the sweet incentive that kept him doing his exercises, for a while at least:

"Having spent most of her life in music, (my mother) knew many of the tricks in getting young people to practice. Instead of hovering over me beating time with a ruler, she always had a pitcher waiting for me when I got home from school. As I was usually pretty hungry at that time, the sight of the milk and the cookies proved irresistible, and I'd make a beeline for the piano. In that way, I'd practice until the cookies ran out—then I'd run out! But at least she kept up my musical interest."

Roger, of course, also had more important influences than cookies to keep him at the keyboard. "Another thing that made music attractive to me," he says, "was listening to the great pianists whenever they per-

formed in my home town. . . ." "When Paderewski came to Des Moines and people stood up and shouted 'Bravo' at the end of his concert, I wondered if this could happen to me someday."

Being the son of a minister plus the fact that he was a musician was a problem for the youngster. He felt he might be labeled a sissy in the eyes of his friends, so he was determined that he would participate in sports—the tougher the better. When he entered North High School, he not only conducted the school orchestra and choir, but he played basketball and boxed. During summer vacations he worked as a lumberjack and guide in the lake regions of Minnesota.

When he was graduated in 1943, he immediately tried to enlist in the armed services. He was rejected by all the branches of the armed forces because of a severe case of hay fever. But here again his determination came to the fore. He heard that the California climate might offer relief for his condition and he also knew that Philip Tronitz, the noted music teacher, lived in Los Angeles. He moved to Los Angeles, studied with Tronitz, immunized his hay fever, and was accepted by the Navy.

His service tests revealed a high mechanical aptitude and Roger was sent to Idaho State College for naval courses in engineering. He was also frequently assigned to entertainment units and performed for the troops. During a course in gunnery the Williams musical career was almost ended. A big gun breach had crashed down on his hand during the loading. He was immediately rushed to the base hospital, where the Navy surgeon operated and saved the hand.

Williams worked hour after hour, day after day, and month after month to restore the flexibility in the hand and fingers necessary to resume practicing the piano. Again Roger's determination had won him a victory.

He was mustered out of the Navy, November 1945, and returned to Des Moines to continue his piano studies. During this period he was given his own radio show and accepted professional concert dates throughout the mid-west.

It was at one of these concerts, at Idaho State College, that he met his wife, Joy Dunsmoor. She was studying organ and music and had been selected college football queen.

Roger, by this time, had radio shows on almost every station in town and seemed content with the way his career was developing. However, the engineering courses he had taken while in the Navy had almost qualified him for a college degree and being a stickler for finishing something he starts, Roger decided to return to Idaho State College in 1949. He received his Bachelor of Science degree the following year and enrolled at

(Continued on page 39)

Kapp Distributors Meet In N.Y.; Hear of Huge Roger Williams 10th Anniversary Promo Campaign

NEW YORK—Kapp Records bowed its "Roger Williams 10th Anniversary" promotion and introduced a new line of albums and singles at a meeting last week (12) at the New York Hilton. (See separate Roger Williams itinerary story.)

Al Cahn, national sales manager for the label who served as emcee at the program, opened the meet by introducing diskery president Dave Kapp. Kapp, in a very brief address, told the distributors, press reps and diskery execs attending that 1964 should be the best record year in history. The exec said, "The seeds of common business sense were planted in 1963 and 1964 will be the year of fulfillment, the year we begin to reap the harvest." Kapp closed by thanking all the label personnel and distributors who worked so hard during the year to make it a banner year for Kapp Records.

Very brief remarks were also made by VP Mickey Kapp who recapitulated Roger Williams' growth as an artist and success with and for the label. In going over the history of the firm, Kapp emphasized that the right people were responsible for building a company—Roger Williams being a prize example. Williams, in ten years with the label, has achieved phenomenal success and gone on to

become the world's leading popular pianist, and along the way accumulated seven gold disks representing sales totaling more than 7 million albums.

The leaders and the experts involved in the Roger Williams 10th Anniversary promotion, in turn stepped to the front of the room to talk about their various areas of responsibility, projected plans, and expectations for the promotional effort. Norman Greer of the Rogers and Cowan publicity agency explained how to "merchandise the activities of an artist" by means of strong press relationships, personal interviews on radio and TV and careful planning in advance of a personal appearance tour.

Others who stepped up to discuss their plans were David Black, director of special events at Macy's Department Store, Wilma Freeman, independent promotion expert hired to work on the Williams campaign, Jerry Gordon, exec vice president of the agency handling the advertising, and Jerry Lieberman, merchandising and art director at Kapp. Gordon, while discussing advertising plans, drew a big laugh from the audience when he told them, "You can lead a horse to culture, but you can't make it think."

A frozen landing gear delayed (Continued on page 39)

Roger Plays In 3-LP Limited Edition Album



Kapp Records is pressing a limited number of this 3-LP program of recordings by Roger Williams which ties-in with the fact that the pianist is celebrating his 10th year with the label. The LP, called "10th Anniversary/Limited Edition," is available to Roger's fans at substantial savings in both the mono (\$5.98) and stereo versions (\$6.98). At these prices, the package could bring the sound of Roger Williams to new record libraries, too.



Roger Williams and his son in the artist's trophy room at home.

THE ROGER WILLIAMS STORY:

Silent Salesman For Roger's New LP



This silent salesman for Roger Williams' new LP, "The Solid Gold Steinway" is designed to speak for itself. It's part of the label's collection of in-store promo aids in behalf of its 10th anniversary program for product by the pianist.

Snow Keeps Kapp Distribbs In N.Y., So Sales Meet Goes On

NEW YORK—Kapp Records' one-day sales meet on Sun., Jan. 12 became a two-day gathering, thanks to the east coast snow storm. Distribbs who were set to depart for home on Sunday night were unable to leave the city because of the weather. It's reliably reported that Kapp execs got in a few extra words on the label's big new album push as their "captive audience" stayed over in New York.

Ops Finds Williams A Staple Attraction

NEW YORK—For the past 10 years, the sound of Roger Williams has been a staple on the nation's juke-boxes. Most any location features one or more dates by the artist. Kapp Records has taken note of this happy fact by including four of Roger's recordings in its recently-launched juke-box only series.

To date, Roger is represented in the series by "Autumn Leaves," his great initial triumph, and "Till"; "Yellow Bird" and "Almost Paradise"; "Temptation" and "Near You"; and "Theme From Ben Casey" and "Theme From Dr. Kildare."

ROGER WILLIAMS LP DISCOGRAPHY

The Boy Next Door (KL-1003).
It's A Big, Wide, Wonderful World (KL-1008).

Autumn Leaves (KL-1012).
Daydreams (KL-1031).

Roger Williams Plays The Wonderful Music Of The Masters (KL-1040).

Roger Williams Plays Waltzes (KL-1062; KS-3000).

Till (KL-1081; KS-1081).

Roger Williams Plays Gershwin: Rhapsody In Blue (KL-1088; KS-1088).

Near You (KL-1112; KS-1112).

More Sounds Of The Fabulous Fifties (KL-1130; KS-3013).

With These Hands (KL-1147; KS-3030).

Always (Melodies That Will Live Forever) (KL-1172; KS-3056).

Songs Of The Fabulous Forties (Part 1) (KL-1207; KS-3207).

Songs Of The Fabulous Forties (Part 2) (KL-1208; KS-3208).

Songs Of The Fabulous Fifties (Part 1) (KL-1209; KS-3209).

Songs Of The Fabulous Fifties (Part 2) (KL-1210; KS-3210).

Songs Of The Fabulous Century (Part 1) (KL-1211; KS-3211).

Songs Of The Fabulous Century (Part 2) (KL-1212; KS-3212).

Temptation (KL-1217; KS-3217).

Roger Williams Invites You To Dance (KL-1222; KS-3222).

Yellow Bird (KL-1244; KS-3244).

Songs Of The Soaring '60's (KL-1251; KS-3251).

Roger Williams Greatest Hits (KL-1260; KS-3260).

Maria (KL-1266; KS-3266).

Mr. Piano (KL-1290; KS-3290).

Country Style (KL-1305; KS-3305).

For You (KL-1136; KS-3336).

Christmas Time (KL-1164; KS-3048).

Songs Of The Fabulous Fifties (KGL-5000; KXS-5000).

Songs Of The Fabulous Forties (KXL-5003; KXS-5003).

Songs Of The Fabulous Century (KNL-5005; KXS-5005).

Tonight! Roger Williams At Town Hall (KXL; KXS-5008).

The Solid Gold Steinway (KL-1354; KS-3354).

10th Anniversary/Limited Edition (KLE-1; SKLE-1).

Kapp Names Hartford Dist.

HARTFORD—Kapp Records has renamed Eastern Record Distributors as its outlet in the Hartford area. Move came too late for the distrib to be listed among other Kapp distribbs in the label's ad in this week's issue. Eastern Record Dist. is located at 26 Clark St. It's headed by Dick Godlewski. Telephone number is (203) 289-1431.

Roger's First '64 Singles Release

NEW YORK—Roger Williams' singles scheduled for 1964 begins this month with the release of two sides from his new album, "The Solid Gold Steinway." The tracks are "Teakwood Nocturne" and "Felicia."

Itinerary of Roger Williams' 10th Anniversary Promo Tour

NEW YORK—Kapp Records' "Roger Williams 10th Anniversary Promotion" kicked-off last week (12) at a meeting held in the Regent Room of the New York Hilton. The pianist's ten years with the label were heralded with the release of three new Roger Williams albums and the presentation of a seventh gold LP to Williams by label head, Dave Kapp.

The new albums are "The Solid Gold Steinway," a Tenth Anniversary Limited Edition" three-disk set, and a special deejay edition of the "Solid Gold Steinway." Kapp traced the phenomenally successful pianist's career with the firm and declared him the world's outstanding pop pianist. The diskery had repeatedly emphasized the strength a talented artist lends to a record company.

Kapp's promotional plans for Williams' anniversary have exceeded anything ever attempted by the label since its inception, with some \$100,000 earmarked for various phases of the push. Months of careful planning by label executives and promotion experts have gone into the campaign which includes consumer and trade press advertising, radio and television personal appearances by Williams and a promotion tour by the pianist that began at Macy's in New York on Jan. 16 and will take Williams to five major cities.

The New York segment of Williams' tour included a busy round of activities with the pianist appearing on the Jim Lowe WNBC radio show, a lobby broadcast for Joe Franklin's Memory Lane Show, a rehearsal for the Today Show and an interview with Earl Wilson at Twenty-One, all on Jan. 13. The 13th and 14th were filled with appearances on the Today Show, a taping at Peacock Alley for WNEW, a taping of the Wayne Howell show on NBC, an early interview on the Big Wilson Show on WNBC, the Jimmy Wellington WCBS show, the Ed & Peegen Fitzgerald WOR radio show, the Fred Robbins show on WNEW, and an interview with Michele Wood of Cosmopolitan magazine. Highlight of the New York visit was a session tagged, "Macy's Riot," when Williams visited the department store (Jan. 16) for a two-hour autograph party. From 4 PM to 6 PM the Kapp artist autographed albums for the store customers during which time he was surrounded by twelve of the city's most popular deejays. Representing the city's radio & TV stations were Jack Spector, Joe O'Brien, Jim Lowe, Wayne Howell, Big Wilson, John Clarke, Lee Jordan, Ted Steele, Johnny Andrews, Joe Franklin, Jack Walker, and Peegen

Fitzgerald. The autograph session was followed by a cocktail party in the Executive Dining Room of Macy's with representatives of the trade and consumer press, radio, television and Kapp executives in attendance.

From New York Williams went to Boston where he spent three days (17-19) visiting the Jordan Marsh department stores, visits to local radio and TV stations and a cocktail party at the Sheraton Plaza for members of the press, radio and television.

Beginning this week, Roger Williams will be in Cleveland (19-21) for newspaper interviews and appearances on WGAR, KYW with Jim Stagg, WEWS TV with Bill Gordon and another cocktail party. In Detroit, the pianist will be met by Paul Starr and begin another round of radio and TV visits to include CKLW on the Joe Van and Bill Kennedy shows, WJR for the Jim Wood Show, WWJ and the Fran Harris show and the Todd Purse TV show. On Jan. 22, Williams will make a personal appearance at the J. L. Hudson Co. and attend a cocktail party at the Sheraton Cadillac for press, radio and TV personnel.

The last four days of Williams' 10th Anniversary promotion tour (24-27) will be spent in Chicago where he will be met by Barry Freeman and go on to a luncheon at the Hotel Continental for interviews with members of the press, radio and television. The balance of his stay will again be devoted to department store visits and appearances on the Irv Kupcinet TV Show and a visit to each of the radio and TV stations.

Throughout Roger Williams' tour, he will be accompanied by Norman Greer of the Rogers and Cowan Publicity Agency who will coordinate all his press activities, arrange for consumer advertising in the daily newspapers of each city visited, alert Kapp's distributors to have displays set up wherever necessary and to insure the availability of the pianist's LP's and to receive suggestions and news items from the distribbs.

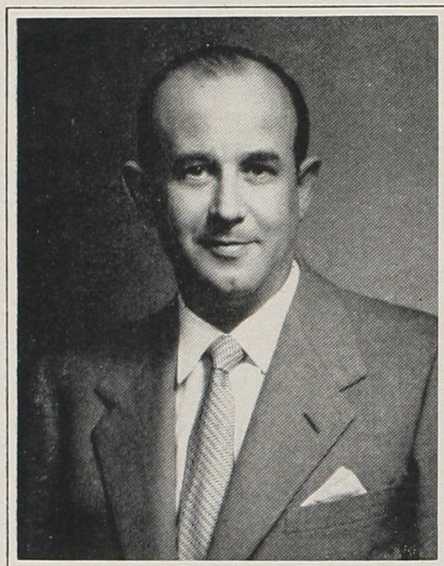
The label has made available a variety of promotional and advertising aids for Kapp distributors and retailers which includes browser racks and display streamers announcing Williams' "Solid Gold Steinway" package, a kit containing pictures of the pianist and a versatile do-it-yourself promo kit to be used in a variety of ways at the discretion of the distribbs and dealers.

Dave Kapp, president of Kapp Records, announced that the label has expended every effort to make this one of the most successful promotional campaigns in the history of the industry, at a cost of \$100,000.



All I did was play the piano.
(You did all the rest.)

It all began 10 years ago when Dave Kapp heard me play in a cocktail lounge.

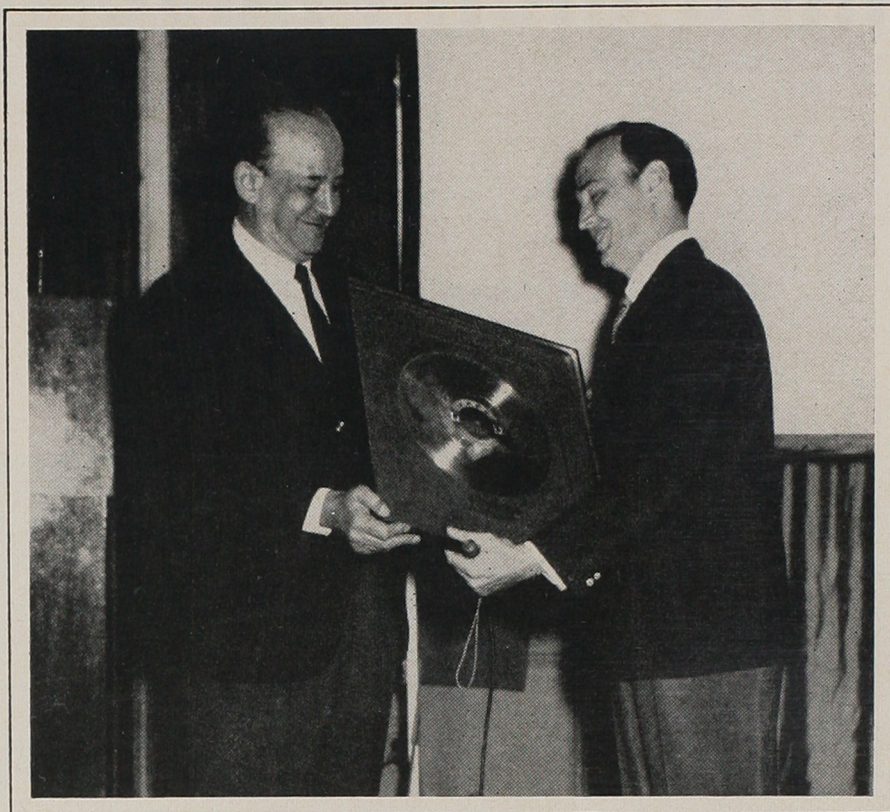


One day while I was playing piano at the Madison Hotel in New York City, Bobby Brenner of M.C.A. called to tell me that Dave Kapp was looking for a new, young pianist.

One day soon after Dave Kapp walked into the lounge—sat down and listened as I played for the customers.

Then came “Autumn Leaves.”





My first Gold Record, symbolizing the first million copies of "Autumn Leaves," is presented to me by Dave Kapp, president of Kapp Records.

**Over 2,000,000 copies were sold
with the help of a lot of
wonderful people...**

Disc Jockeys

Retailers

One Stops

Rack Jobbers

Distributors

Juke Box Operators

Sound Engineers

Musicians

Arrangers

Music Publishers

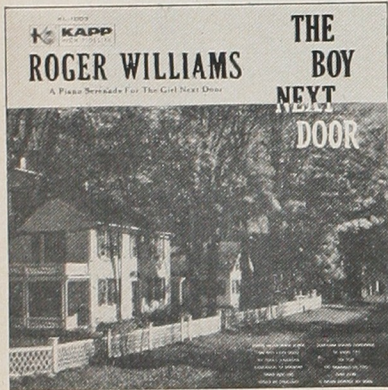
Copyists

Song Writers

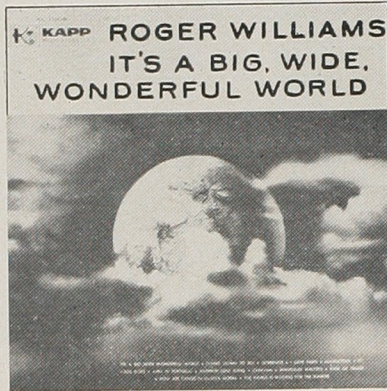
and the entire Kapp team!

My career was launched.

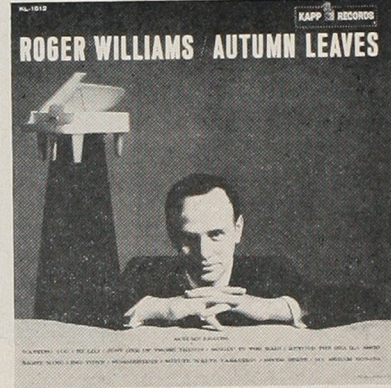
Since then I have received seven



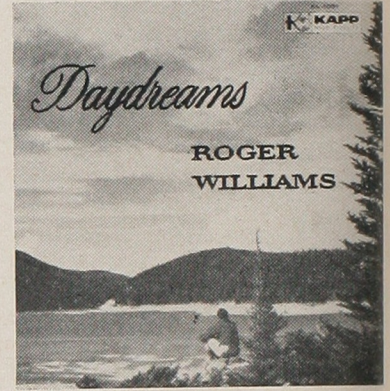
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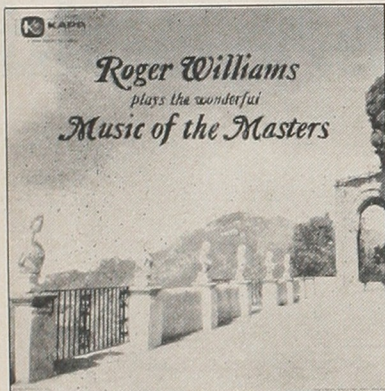
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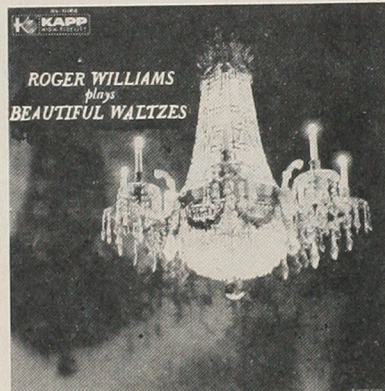
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KL-1031

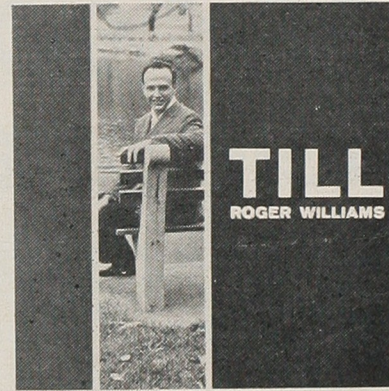


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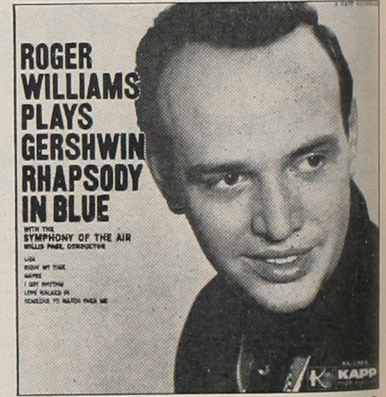
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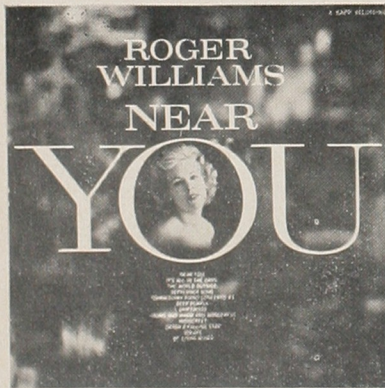
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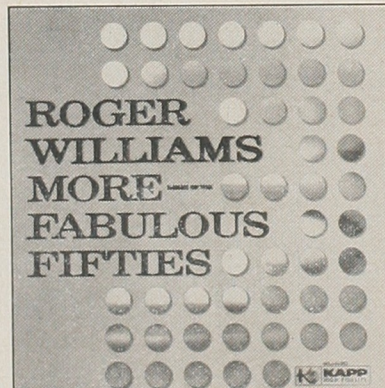
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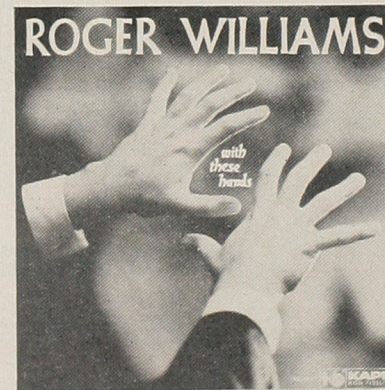
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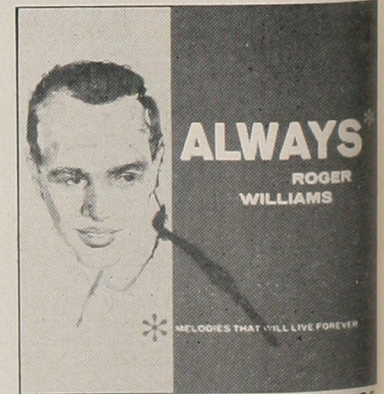
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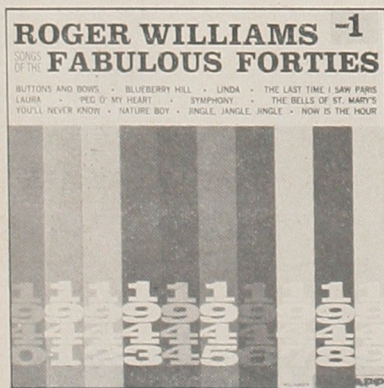
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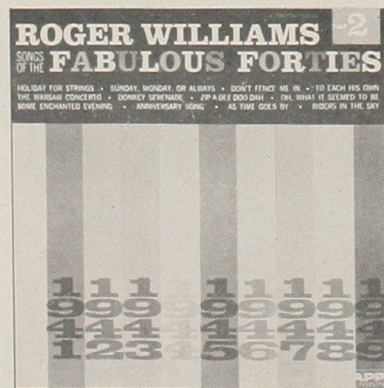
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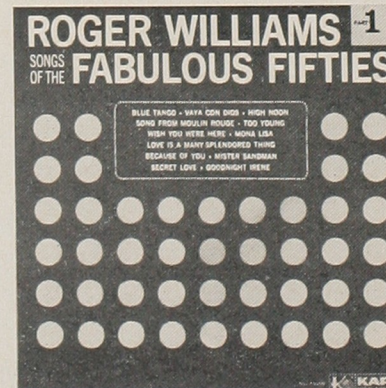
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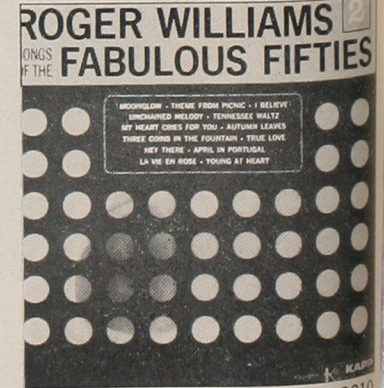
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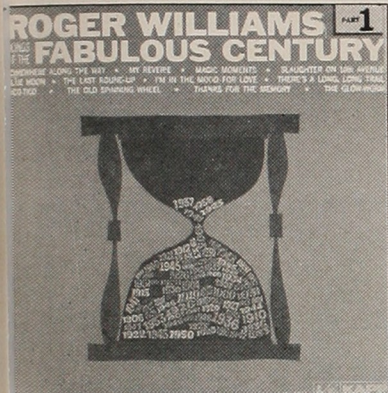
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KL-1210

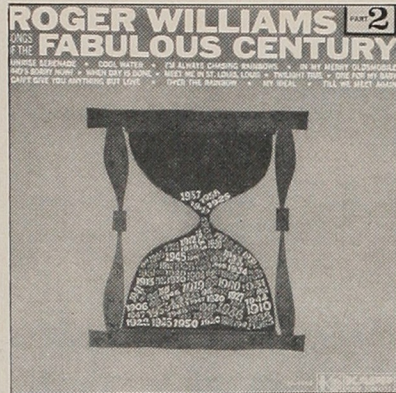
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gold records for these albums.



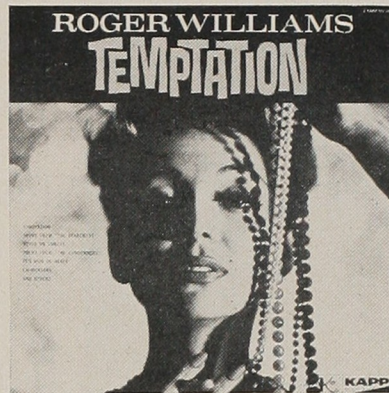
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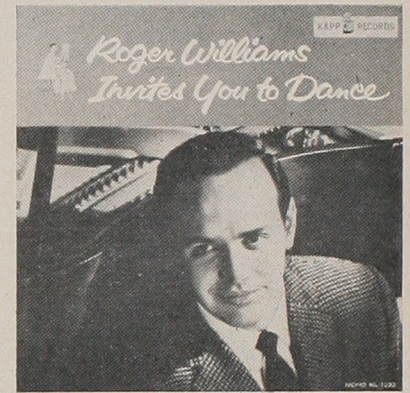
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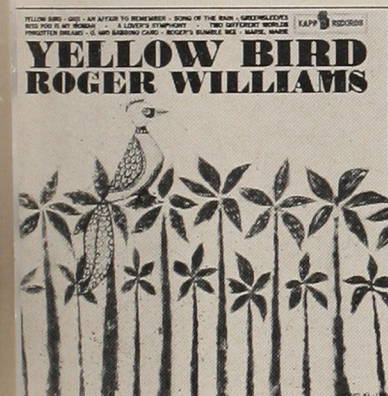
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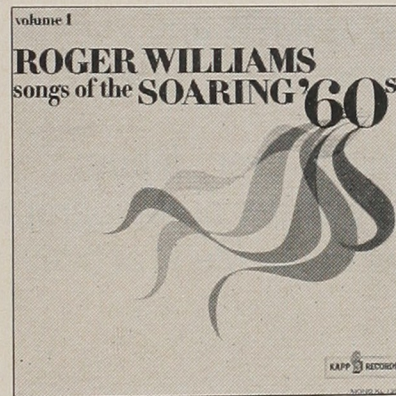
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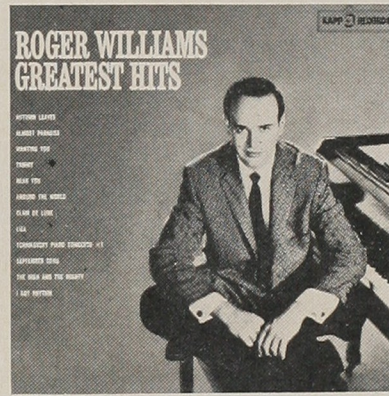
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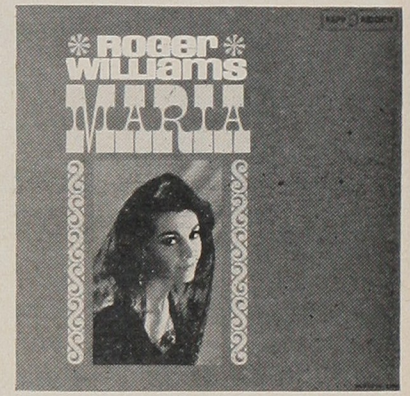
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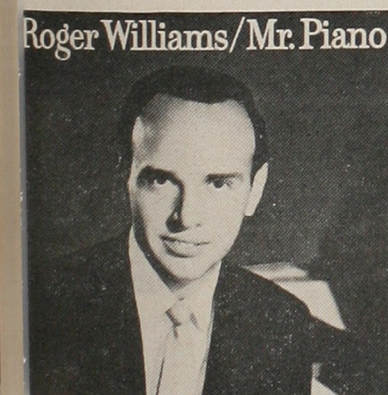
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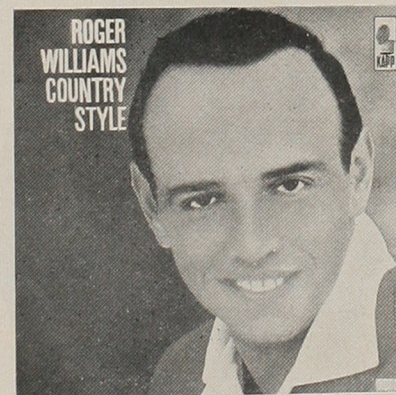
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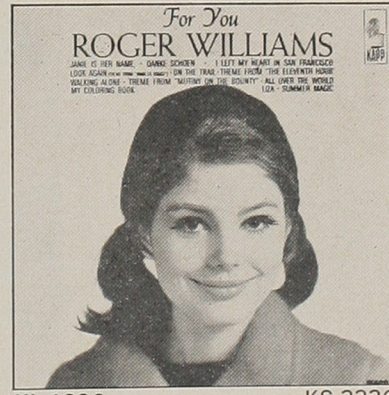
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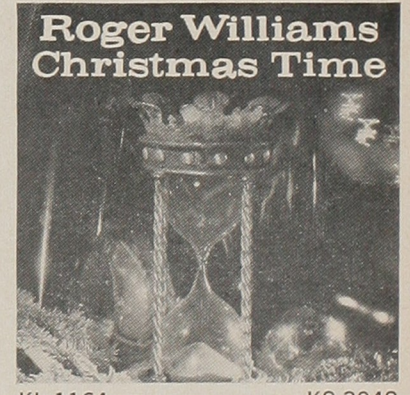
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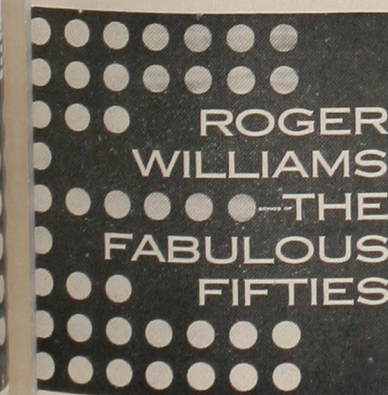
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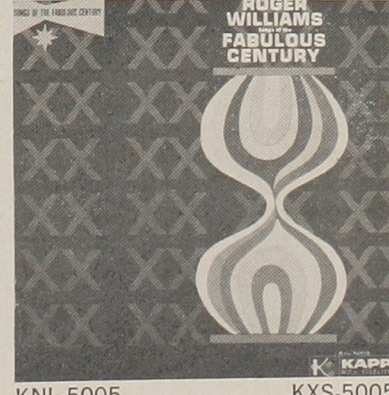
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KXS-5000



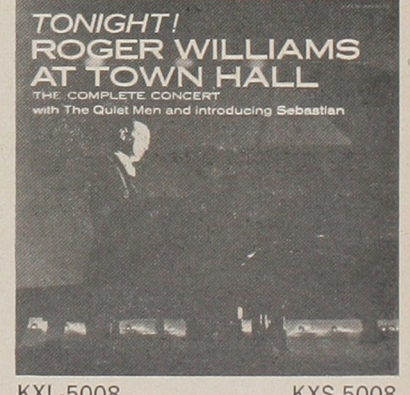
KXL-5003

KXS-5003



KNL-5005

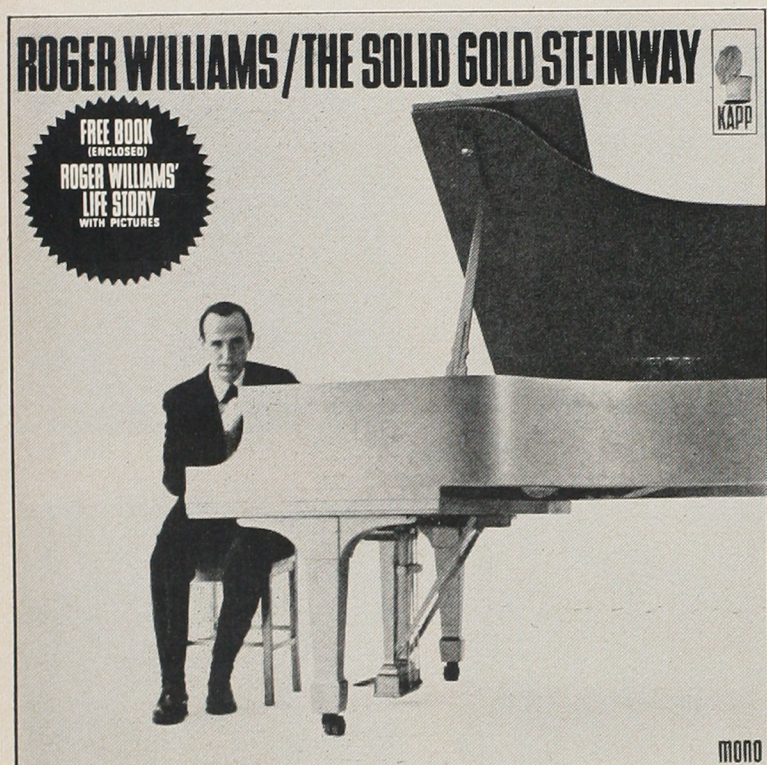
KXS-5005



KXL-5008

KXS-5008

To celebrate my Tenth Anniversary, Kapp Records is releasing these albums.



KL-1354 KS-3354

SIDE 1

Dominique
 Maria Elena
 Toccata
 Teakwood Nocturne
 Felicia
 Theme from "The Cardinal"

SIDE 2

Roger Williams' special salute to the pop pianists and composers of our times

Free! Inside every album is a copy of my autobiography—*Cookies Made Me Practice.*



KLE-1
 SKLE-1

Roger Williams
 10th Anniversary / Limited Edition

For my loyal fans or for the new collector;
 a special three record package.

It takes a lot of highly professional people to produce an album.

ROGER WILLIAMS



ADAMS PHOTOPRINT CO. INC.
New York City

ALLENTOWN RECORD CO. INC.
Allentown, Pa.

ASCO SOUND CORPORATION
New York City

BERKSHIRE PRESS
New York City

CARROLL MUSICAL INSTRUMENT SERVICE CORP.
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CENTRAL MUSICAL INSTRUMENT RENTALS
New York City

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Sales Offices:
New York, Detroit, Nashville, Chicago, Los Angeles
Plants:
Bridgeport, Conn.; Pittman, N.J.; Terre Haute, Ind.;
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FINE ART MOUNTING & FINISHING INC.
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FINE RECORDING INC.
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IVY HILL LITHOGRAPH CORP.
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College Point, N.Y.; Newark, N.J.;
Terre Haute, Ind.; Burbank, Cal.;
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Long Island City, New York

RCA—CUSTOM RECORD SALES
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Rockaway, N.J.; Indianapolis, Ind.;
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RAPID MAIL SERVICE INC.
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SONOCRAFT CORPORATION
New York City

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Hollywood, Cal.; Las Vegas, Nev.

This is a good time for me to for all they

Companies aren't successful—it's the people in the com-
thank you and salute you by name. From the oldest

Jake Friedman, John Towles

Dixie Records Distributing Co., 1235 Techwood Drive, N.W., Atlanta, Ga.

Harry Carter, Gordon Dinerstein

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Henry Droz

Arc Distributing Co., 13415 Lyndon, Detroit, Mich.

Bob Chatton, Vince Cosgrave

Chatton Distributing Co., 2517 San Pablo Ave., Oakland, Calif.

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Roberts Record Distributors, 1906 Washington Ave., St. Louis, Missouri

Jim Schwartz, Stu Schwartz

Schwartz Brothers, Inc., 2146 24th Place, N.E., Washington, D.C.

Bill Emerson

Big State Distributing, 1337 Chemical, Dallas, Texas

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Walter Slagle & Co., 725 S. Broadway, Denver, Colo.

Ken Kaizawa

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Herb Sandel, Bill Taylor

Sandel Co., Inc., 49 Glenwood Ave., Minneapolis, Minn.

Hutch Carlock

Music City Record Distributors Inc., 127 Lafayette Street, Nashville, Tenn.

Cliff Keaton, Bill Burton

B & K Distributing Co., 129 N.W. 23rd Street, Oklahoma City, Okla.

David Rosen, Harry Rosen, Irv Derfler

David Rosen, Inc., 835 N. Broad Street, Philadelphia, Pa.

thank the Kapp distributors have done.

panies who create the success stories, so I would like to
"old-timer" to the newest salesman—you're "tops"!

Steve Brodie, Lenny Silver

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Herb Weisman

Mangold Distributing Co., 2212 Morehead, Charlotte, N.C.

Jim Shipley, Jr., Ed Rosenblatt, Chuck Huesman

Main Line Cleveland, Inc., 1260 East 38th Street, Cleveland, Ohio

Stan Terry

Record Sales Corp., 1070 Union Ave., Memphis, Tenn.

Sidney, Sherman and Melvin Koenig; Frank Cama

All-State Distributors, Inc., 665 11th Ave., New York, N.Y.

Henry Hildebrand, Jr.

All South Dist. Corp., 630 Baronne, New Orleans, La.

Sidney, Sherman and Melvin Koenig; Irwin Fink

All-State New Jersey, Inc., 87 Stecher Street, Newark, N.J.

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Fenway Record Corp., 1601 Fifth Ave., Pittsburgh, Pa.

Charles Ford

R & M Distributing Co., 431 St. Johns Ave., Billings, Mont.

H.W. Daily, Bud Daily

H.W. Daily, Inc., P.O. Box 7473, Zone 8, Houston, Texas

Sid Talmadge, Bud Dolinger

Records Merchandising Co., 2567-78-80 W. Pico Blvd., Los Angeles, Calif.

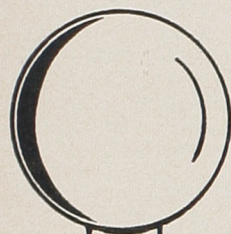
Henry Stone, Murray Jacobs

Bold Record Distributors, Inc., 418 Southeast Tenth Ct., Hialeah, Fla.

Wally Tolles

Fidelity Electric Co., 5301 Shilshole Ave., N.W., Seattle, Wash.

And a "Thank You" to the Foreign Distributors Who Sell My Records Around the World.



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Tonodisc SRL
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CANADA
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355 King St. West
Toronto, Canada

COLOMBIA
Alberto J. Verswyvel
Apartado Chacao 49-11
Bogota, Colombia

COSTA RICA
Indica
Industria de Discos Centroamericana Ltda.
Apartado 1645
San Jose, Costa Rica
C.A.

DENMARK
Morcks Musikforlag
247 Vesterport
Copenhagen V., Denmark

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The Hague, Holland

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Via Brisa 3
Milano, Italy

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Synphonia Ltd.
29 Benjehuda Rd.
Tel Aviv, Israel



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Toshiba Musical Industries Ltd.
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Yuraku-Cho, Chiyoda-Ku
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Gallo Africa Limited
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Johannesburg, South Africa

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Rosy Williams

THE ROGER WILLIAMS STORY:

Consumers Get
The Discount Story

LIMITED EDITION SPECIAL

3 RECORD SET—WHILE THEY LAST

7.94 VALUE NOW 5.98 MONO

12.94 VALUE NOW 6.98 STEREO

ROGER WILLIAMS
10TH ANNIVERSARY/LIMITED EDITION



This dealer display card tells the story of the big consumer discount on Roger Williams' new 3-LP package, "10th Anniversary/Limited Edition."

Major Pic Themes of '50's-'60's: Roger Cut Most Of Them

NEW YORK—Roger Williams has recorded a virtual catalog of theme songs from major motion pictures of the 1950's and early '60's.

It is almost a certainty that should a motion picture contain a worthy main-title, a recording of that tune will be made available in either a singles or LP outing by the pianist.

A round-up of such material covers all of the pianist's 10 year association with Kapp Records and then some.

The tunes include: "An Affair To Remember," "Anastasia," "The Cardinal," "Charade," "Gigi," "Hi-Lili, Hi-Lo," "The High & The Mighty," "High Noon," "Indiscreet," "Look Again (Theme From Irma La Douce)," "Love Is A Many-Splendored Thing," "Theme From A Summer Place," "Theme From Exodus," "Theme From Mutiny On The Bounty," "Theme From Picnic," "Theme From The Apartment," "Three Coins In The Fountain."

In addition, Williams has an eye on title songs stemming from various TV series. He's cut such items as "Theme From Ben Casey" and "Theme From Dr. Kildare" and "The Syncopated Clock," which is a familiar melody to viewers of CBS-TV's various early and late-hour feature film segments.

3 Roger Williams Sets In Kapp's 24 LP Jan. Release

NEW YORK—Kapp Records has announced that its album release for Jan. will spotlight three Roger Williams sets, ten new packages by untried artists, and 11 others for a total of twenty-four new LP's.

Released commensurately with the beginning of the Roger Williams 10th Anniversary Promotion were the "Solid Gold Steinway," a special deejay edition of this disk, and a "10th Anniversary Limited Edition" three-disk set especially priced for the promotion at \$5.98 in mono and \$6.98 in stereo.

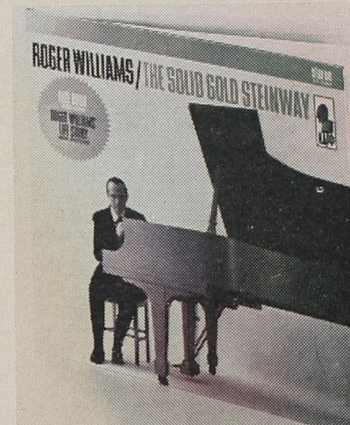
Other entries in the new issue are "Viva Vera Cruz" by Juan Davida, "Black Moonlight And Sunshine" by Monty Sunshine, "Midnight Hoot" by

various artists, "Moods And Music Of Larry Douglas," "The Simon Sisters, Lucy and Carly," "Doe Re Mi Kids Hootenanny," "I Live Alone" by Gordon Jenkins, and "Four Boys From Illinois" featuring the Lincolns.

On the label's Opera Without Words series, new releases include "Cavalleria Rusticana," "Aida," "Carmen," "Madame Butterfly," and "Tosca," all by the Rome Symphony Orchestra. Roger Voisin is also featured on a five-volume set called "Trumpet And Orchestra."

"Bravo" by Claudio Villa and "Lolita Sings In German" appear on the Four Corners Of The World Label. The final entry highlights "Joan Tolver" on the Red label.

A Fine Way To Treat A Steinway



Playing a part in Kapp's new program for Roger Williams is this new set, "The Solid Gold Steinway." Besides the music of the artist, the deluxe double-fold jacket has a 12-page booklet containing an autobiography by Williams and numerous photos. Set retails at \$3.98 mono, \$4. 8 stereo.

Roger Williams: Cookies Made Him Practice For Those Ten Years Of Stardom

(Continued from page 27)

Drake University in Des Moines for a Master of Arts degree in music. Subsequently he has received a Doctorate of Music and Doctorate of Humane Letters.

It was in 1952 that he finally took the big step and moved to New York. He became interested in contemporary music as well as the classics and enrolled as Juilliard. One of the classes he attended was conducted by Teddy Wilson, the jazz pianist. Wilson was impressed with Roger's ability and encouraged him to continue in the jazz medium. Roger took to it so readily that he pursued his studies after Juilliard with another fine jazz musician, Lennie Tristano.

As a result, he remained in New York and in a few months he was an Arthur Godfrey Talent Scout winner, and later won a \$1,000 prize on the "Chance Of A Lifetime" television show.

But piano players are abundant in New York and the competition is keen. Jobs and meals became few and far between and it reached the point where an occasional job in a cocktail lounge became a big event. He was playing such an engagement when Dave Kapp, the head of Kapp Records, heard him and invited him to record for his company. Roger's first album was titled "The Boy Next Door." The response was encouraging

but far from sensational. But, a quirk of fate which was destined to skyrocket Williams to fame happened shortly thereafter. Roger was present at a Kapp Records recording session for another artist. She completed her recording with a half hour to spare, so Kapp asked the young virtuoso if he wanted to rehearse any tunes for his forthcoming session. Kapp had suggested that Roger record "Autumn Leaves" and prepare an arrangement of the tune. By coincidence, Williams had the music with him at this time. He agreed to run through it. After 20 minutes, the rehearsal turned into a "take." Six weeks later "Autumn Leaves" was the number one record in America. Since then Williams has recorded albums and singles that have sold millions of copies.

During the past few years Williams has played in concert in well over 200 cities in the United States and Canada. He has come to be recognized as the top popular instrumental concert artist in the world.

The Williams family lives in a hill-top home above California's San Fernando Valley.

Roger's concerts typify his musical thinking. He blends popular and classical music in his program because he believes that people who genuinely enjoy good music will accept and appreciate the best in all forms.

Kapp Dists. Meet In N.Y.; Hear Of Williams Promo

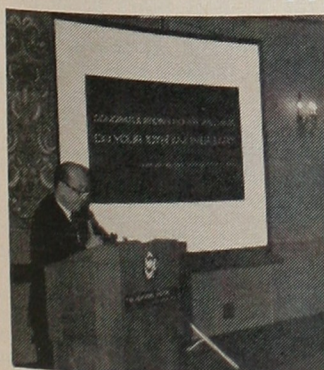
(Continued from page 27)

Roger Williams' arrival at the meeting, but he arrived just after Dave Kapp announced the release of three new Williams packages, "The Solid Gold Steinway," a special disk jockey version of this set, and a 10th Anniversary Limited Edition 3-disk package to be especially priced at \$5.98 mono and \$6.98 stereo.

Dave Kapp then presented Roger Williams with his seventh gold album and showed him the eighth which he was sure would be awarded within the first six months of 1964. Williams in turn presented Kapp with a Sony portable TV set. The awards ceremony continued with the presentation of gold disks to Bob Chatton of the Chatton Distributors in Oakland for "Outstanding performance on our Fall Program of 1963," and Milt Saltstone of the M.S. Distributor in Chicago "For Your Outstanding efforts on behalf of Hootenanny." Vince Cosgrave, Chatton sales manager and Vic Ferachi, M.S. sales manager, both received Sony portable TV sets.

The meeting was then turned over to Al Cahn who introduced and played new singles releases by Johnny Cymbal, Ruby and the Romantics, Louis Armstrong and a pair of tunes by Roger Williams taken from his "Solid Gold Steinway" LP. Slides were shown from the covers and tracks played from the new LP's being released this month, including 10 albums by untried artists. (See new release story.)

Kapp-ing The Sales-Promo Story On Roger's 10th Anniversary



NEW YORK—Kapp Records' executives told their distributor line-up about the label's big 10th anniversary push for Roger Williams and new LP

product, including three packages by the pianist, at a sales meet here on Sunday, January 12. The first three photos show prexy Dave Kapp, vp

Mickey Kapp and national sales manager Al Cahn giving the distributors the story. In the fourth photo, Kapp presents Roger Williams with

a gold LP, the seventh that the performer has received in recognition of sales of over one million in album product.

NEW YORK:

RCA Victor's **Ethel Ennis**, who made her debut with the label last week on a new LP tagged, "This Is Ethel Ennis," opened at the Village Gate recently (10) with the label playing host to guests that included trade press reps. The lark was a huge success with everyone in attendance delighted by her performance. . . . Epic Records hosted a reception for **Bobby Vinton** at the Regent Room of the New York Hilton last week (16). The chanter is garnering top sales honors for his "There I've Said It Again" single and LP. . . . NBC TV's **Merv Griffin** made his Cameo-Parkway wax debut last week with an album titled, "My Favorite Songs." The

with a premier deck on the Golden Crest label tagged, "Two Pairs Of Shoes." . . . **Bobby Bland's** New Year's Night appearance at the Paladium Ballroom in Houston reportedly broke all existing attendance records set at the hall. Bland filled the place and 2,000 were turned away at the door. With Bland on the revue were **Al "TNT" Braggs**, **Eloise Hester**, **Joe Scoot** and **Wayne Bennett**. . . . Orkster-saxist **King Curtis** holding forth at the Apollo for a week. . . . **Philles topper Phil Spector** on a European jaunt (see separate story). . . . **Fred DeMann**, national promo manager for **Amy-Mala**, dropped by last week with lark **Tracey Dey** who's currently clicking with her **Amy** disking of "Here Comes The Boy" Tracey was

chanter has a busy schedule that includes trips to Europe and South America and two major TV shows next month. . . . **Joe Cal Cagno** buzzed recently that he will be producing a series of shows at the Golden Slipper in Glen Cove, Long Island, the first four to be emceed by **Al D'Amico** of WGLI in Babylon. The shows will spotlight top wax artists. **Joe's** Cal-boy release by **Wendy & Joey**, "What-sa Matter Baby" is taking off in several areas.

Representatives of the trade and consumer press were treated to a delightful hour of entertainment last week (14) when young **Rita Pavone** was introduced to them at a press gathering at RCA Victor studios. The exuberant Italian singing star com-

Freelancer **Paul Gallis** will be doing Warner Bros.-Reprise promo chores, 'till Pete gets back on his feet, and is currently working on "Out Of Limits" by **The Marketts** (WB), "Abigail Beecher" by **Freddy Cannon** (WB), "This Is All I Ask" by **Jimmy Durante** (WB) and "Shelter Of Your Arms" by **Sammy Davis Jr.** (Reprise).

Harvey Goldstein (Liberty) had some good reports to spread about **Bobby Vee's** newest single "Stranger In Your Arms." Harv also alerted us on **Si Zentner's** 1/13 opening at the Celebrity Room of the Maryland Hotel and **Vicki Carr's** upcoming bow in the posh Camellia House. Thrush'll open there on 2/4. . . . Our condolences to **Phil Lind** (WAAF) on the death of



JACKIE DE SHANNON



MERV GRIFFIN



CAROL LAWRENCE



DANIEL & DIMITRI



ANGELA MARTIN



PHIL SPECTOR

popular TV personality has been absent from the disk biz for some time, but this new issue is a potent reminder of his many past successes. Merv scored million sellers with his "I've Got A Lovely Bunch Of Cocoanuts" and "Wilhelmina" singles a while back. . . . **Eddie White** sends along word from Japan that the **Ella Fitzgerald Shows** are an absolute smash with another five new shows in the works. . . . **Shaw Artists Corp.** has just announced the signing of **Freddie Scott**. . . . **Phil Jones** of the Tamla/Motown labels flew into town in the midst of the worst snow storm in recent years and reported in from his hotel looking for a sleigh to make the appointed rounds. . . . **Vaughn Meader** doing SRO business at the Blue Angel has been held over by owner **Max Gordon** for an additional two weeks. Vaughn's debut LP for Verve, "Have Some Nuts" is doing well at the market place. . . . **Allied Records of Canada** has purchased masters of the entire **Regina Records** catalog for distribution throughout Canada and British Columbia. . . . **Don Dell**, a New York City high school teacher has cut a first disk for **Roman Records** tagged, "I Want You, I Need You, I Love You" for immediate release. . . . While orkster **Sammy Kaye** was waxing his Decca platter, "Come Dance With Me, Vol. II," **Audrey Hepburn** visited the studio to hear his orchestration of "Charade," from her new flick with **Cary Grant**. . . . **Martin Walker** has cut his first LP on ABC-Paramount called "Scotch On The Pops."

Song writers **Danny Shapiro** and **Jerry Livingston** are readying a **Jackie Gleason** concert tour for the Fall. . . . **Sam Goldner**, general manager of **Sue Records** reports they're doing the impossible—clicking with no less than nine hits! . . . A popular song and luff duo these days are a pair of lads named **Daniel and Dimitri**. The folksters dispense mirth and melody in a dozen languages. Daniel's a Parisian and Dimitri's a native of Bulgaria. Their first disk on the **Algon** label is "Tour The World With The Dauphins." . . . **Louis Prima** and his **Missus (Gia Maione)** will make one of their rare appearances on **Johnny Carson's** "Tonight Show" Feb. 3. . . . **Comic Jerry Grayson** a holdover at the Sniffen Court Inn. . . . Vocalist-ventriloquist **Angela Martin** will share top billing with singer **Tony Daryll** at the Sniffen Court beginning this week (20). The luscious lark is out

in town to tape the **Clay Cole Show** which will be shown on the 25th. The thrush goes on to St. Paul for the annual "Winter Carnival" on Jan. 31. . . . **Danny Crystal** called to tell us **Pat Boone's** back on the Cafe trail—opening at the Cave in Vancouver on Jan. 23 and then into **Blinstrub's** in Boston Feb. 14. . . . Pat's new single tagged after his flick, "Never Put It In Writing," will be out this week. The chanter's LP, "The Touch Of Your Lips" is racking up sales according to **Danny**.

Earl Wrightson and **Lois Hunt** make a concert appearance at the Lyric Theater in Allentown, Pa. on Feb. 2. . . . **England's Caravelles** (Lois and Andrea) up to the CB offices last week with **Doug Moody** and **Mike Bece**. The gals are out with a pair of new sides on **Smash** dubbed, "Have You Ever Been Lonely" and "Don't Blow Your Cool." . . . **Kapp Records' lark Barbara Chandler**, a recent guest on the **Clay Cole TV'er**, comes to market soon with a new singles date; **Kapp** promo rep **Gene Armand** sez his sizzlers are "Sneaky Sue" by **Patty Lace** and the **Petticoats**, "Ooozi Ooozi Ooh" by the **Charmettes**, and "Love With A Proper Stranger" by **Jack Jones**. . . . **Ted Kakuk**, **WHBI's** Knight Of The Turntable, notes that his pick hit of the week is "I Had A Dream" by the **Jumpin-Tones** (Raven). Ted's had beaucoup calls asking for more by the **Jumpin-Tones**. . . . **Canadian-American's Steve Susskind** buzzes that **Santo & Johnny** who hit the hundred this week with "I'll Remember (In The Still Of The Night)," will make a Midwest promo jaunt the end of this month. Also doing very well for **Steve** are the new issues by **Sunny Gale** and the **Four Aces**. . . . **Warren Lanier** of **Fantasy Records** writes that **Little Johnny Taylor's** "Since I Found A New Love," is taking off and should be a monster. Looking up for **Warren** are "Why Me" by **Paul Bryant**, "You're All For Yourself," by **Leon Haywood**, "I Have Love" by **Jimmy Lewis**. . . . **Lark Damita Jo** off to Japan in March for a p.a. tour. . . . The **Steinway Luncheonette** in **Queens** is featuring a new sandwich dubbed the **Nero Hero** made of black olives on a bed of white cream cheese; the scale price is 88 cents and the **Nero Hero** will not be soft-pedaled. . . . **Bobby Rydell**, with more than a half a million sales racked up for "Forget Him," doing a two-week stand at the **Sheraton Hotel** in **San Juan, Puerto Rico**. The young

pletely captivated everyone with her charm, poise and talent—just as she has all of Europe during the past year. **Rita** was introduced to the group by **Dario Soria**, executive vice president of **RCA Victor International**. **Neil Sedaka** and **Peggy March** were on hand with label representatives to present **Rita** to those attending. The lark was in America to wax her first album in English for **Victor**, and also performed four of the tunes for the studio gathering. . . . **Carol Lawrence**, who has won wide acclaim for her appearances on **Broadway**, **TV** and in supper clubs during the past few years, makes her wax debut on **Cameo Records** this month with an album titled, "An Evening With Carol Lawrence." . . . **Liberty's Ed Silver** sez the action is picking up for **Jackie DeShannon's** current chart-rider, "When You Walk In The Room." . . . One of the busiest promo men about town these days is indie rep **Budd Hellawell** who's handling promotion for the **Beatles**. Sounds like a full-time job. . . . Speaking of **Beatlemania**, **Capitol's Roy Batachio** is busy for the same reason. **Roy** sez he can't keep up with the orders that are piling up for the group's label debut single, "I Want To Hold Your Hand," a chart topper in three weeks! . . . Patrons at the **Living Room** were enthusiastic in their approval of **Jack Jones' opening** last week (15). The **Kapp** chanter also appeared on the **Bell Telephone Hour** the night before his **Gotham** opening. **Kapp's Al Cahn** predicts a sure-fire three in a row for **Jack** with his newest "Love With A Proper Stranger" getting wide acceptance across the country. . . . **Frank LaRocca**, ass't branch manager for **London Records**, breathed a sigh of relief when the boys got back from the label's meeting in **London**. **Frank** was kept busy meeting the activity caused by some new hot singles, "Penetration" by the **Pyramids** (Best), "Tribute" by **Anthony Newley** (Acapella), "South Town U.S.A. (Sound Stage 7)" by the **Dixie Belles** and "Comin' On" by **Bill Black** (Hi).

CHICAGO:

Amos Heilicher (Soma) hosted a giant hoopla in **Minneapolis** last week (1/12) honoring **The Trashmen** and their current national click "Surfin' Bird." **Bash** was very well attended by record folks, deejays, press, etc. from in and around the area! . . . Sorry to hear about **Pete Cuchetto's** recent hospitalization. Get well quick, buddy.

his wife, **Rose**. . . . Local reaction to **Jubilee** outing "His Kiss" by **Betty Harris** has **Erwin Barg** jumpin' for joy. Item recently made the **CB** top 100 chart. . . . **Johnny Nash** made a one-day promo trip to **Chi** 1/14 and was escorted around deejay row by **RCA-Victor** promo man **Irv Brusso**. **Irv'll** conduct a similar tour 1/24 for label's **Ethel Ennis** who's due in to promote her current LP "This Is Ethel Ennis." Between tours, **Irv's** pluggin' away on newies "Good News" by **Sam Cooke**, "Competition Coupe" by **The Astronauts** and "Little Boxes" by **The Womenfolk**.

A number of this area's top disk jockeys took turns at the mike in **Carson Pirie Scott & Co.'s** window last week to help kick off the mammoth **Cerebral Palsy** drive. . . . **Fred Ellis** of **Midwest Mercury** spotlights singles "Bye Bye Barbara" by **Johnny Mathis**, "Going Going Gone" by **Brook Benton**, "Theme From Lord Of The Flies" by **Madara & White** and "Deep In The Heart Of Harlem" by **Clyde McPhatter**. . . . **Margaret Luckett**, owner of **Lucky's Inn**, hosted a get-together for friends and associates at the club's new southside location. . . . The **Grand Army of the Republic** presented an award to **Sig Sakowicz** (WGN-WTAQ) at their 1/18 meeting in the **Chicago Public Library**. . . . **Barney Fields** hit the local promo trail with **Dot** album "The Touch Of Your Lips" by **Pat Boone** and singles "Our Love Affair" by **Wink Martindale** and "Maybelline" by **Matt Lucas**.

We had a call from **Marion Lush** who's just come off a lengthy tour with his **Musical Stars** polka group. Seems their new single "Young Years Polka" (Dyno) is really catching on! . . . Among the hot ones to watch at **M. S. Dist.** are "She Loves You" by **The Beatles** (Swan), "Pink Dominoes" by **The Crescents** (Era). "Abigail Beecher" by **Freddy Cannon** (WB) and "Shimmy Shimmy" by **The Orions** (Cameo). . . . It was revealed at the **Playboy Club** t'other night that **WYNR** chief **Jay Schatz** was recently upped by **Gordon McLendon** to the national **McLendon** organization. **Ex-Chicagoan, Jack Fiedler**, came in from **Texas** to take over **WYNR's** top management post. . . . **Jim Scully** has quite a few potent items in the running, namely: "Dawn Go Away" by the **4 Seasons** (Philips), "Tous Les Chemins" by **The Singing Nun** (Philips), "Funny Little Clown" by **Bobby**

(Continued on page 42)



BOBBY GOLDSBORO

Singing

"SEE THE FUNNY LITTLE CLOWN"

UA 672

IS NOW

DEFINITELY

1964's

FIRST BIG BALLAD HIT



TRULY THE PROUDEST NAME

IN ENTERTAINMENT



RECORD RAMBLINGS

(Continued from page 40)

Goldsboro (UA), "He Really Loves Me" by **Debbie Rollins** (Ascot), "Woody Herman 1964" LP and "Dizzy Gillespie With The Double Six" LP (Philips).

A memorial tribute to "Butter Beans And Suzie" is planned for February 9 at the Trianon. Don Clay tells us many performers, including **Dorothy Donnegan**, **Dick Gregory**, **Roy Hamilton** and **Moms Mabley**, are being lined up for the event. . . . Initial play on newie "The Earthworm Part II" by **Maurice Dollison & The Turnkeys** (M-Pac) is keepin' 'em hopping at United Record Dist. Also in the fore are "You Were Wrong" by **Z. Z. Hill** (MH) and "Strange Things Happening" by **Little Junior Parker** (Duke). . . . Perky **Pat Suzuki** is the current attraction at the Camellia House of the Drake. . . . USA Records' **Jim Golden** points with pride to **The Rivieras'** red hot offering of "California Sun" (Riviera) which recently debuted on the national charts.

Capitol's **Mauri Lathowers** tells of a single and LP that have taken this town by storm! Efforts, performed by a group called **The Beatles**, are "I Want To Hold Your Hand" (single) and "Meet The Beatles" (LP)! (Think these kids'll make it, Mauri???)

Stacy topper **Jim Gaylord** has received some mighty encouraging reports from Cleveland and Miami on **Al Casey's** new effort "What Are We Gonna Do In '64." The diskery is also reporting action on Tip Top waxing "Oh Mom (Teach Me How To Uncle Willie)" by **The Daylighters**, which is distributed nationally by Stacy . . .

HOLLYWOOD:

Mercury Records and **Helen and John Noga** were hosts for deejays and press at **Johnny Mathis'** opening at the Coconut Grove Thursday night. A reception was held following the performance in the Venetian Room of the Ambassador. . . . **Ray Maxwell** of Moonglow Records reports that "Koko Joe" by **The Righteous Brothers** is getting top airplay in the Los Angeles and San Francisco areas. . . . Arranger-composer **Les Baxter** has been set to provide the scoring and original compositions for the new television series, "The Tycoon," starring **Walter Brennan**. . . . **Gil Bogos**, Hitsville Distributors got ten personal picks in Southern California on "Leaving Here" by **Eddie Holland** on Motown Records. . . . **Red Doff** has joined the John F. Dugan Enterprises office. . . . **Ruth Conte's** Chattahoochee Records, who hit it big with "Popsicles and Icicles," has another winner in the **Bobby Paris** waxing of "Who Needs You." . . . Mercury's **Leroy Van Dyke** currently on a six week concert tour of the South and Midwest. . . . **The Beach Boys** left this week for Australia where they are headlining a show that also includes **Roy Orbison**, **Paul and Paula**, and the **Surfaris**. . . . **Stan Bly** reporting a big hit for the Sue label in "So Far Away" by **Hank Jacobs**. . . . **Bob Bellows** flew out for

a 16 week booking at Cheslers in Palm Beach, Florida. . . . **The Olympics** coming on strong with their Tri-Disc effort, "So Goodbye." Tune was written by promotion man **Ernie Farrel** while he was in the hospital a few months back. . . . **KFWB's Rog Christian** the only deejay to win BMI's Top Ten Award, which he earned for "Honolulu Lulu." . . . **The Paris Sis-**

engagement in Pueblo, Colo. this week. . . . **The Surfaris**, gaining on Decca with "Scatter Shield," inked with **Joe Shribman's** management firm. . . . **Butch Turner**, one-time record promoter here, named p.d. at **KREO**, Indio, Calif. Disk name—**Bill Allen**. . . . New folk quartet, **The Villagers**, has just released a new album for **RCA Victor**, entitled "We



DON DELL



JOHNNY MATHIS



PAT BOONE

ters leaving for an Oriental Tour covering Tokyo, Hong Kong, Manila and Korea on the 28th of Jan. They will be in the Far East for six weeks. . . . **Sam Butera** making the rounds of radio stations in Las Vegas promoting his new album, "Thinking Man's Sax." . . . Epic's **Bobby Vinton** has been named "Favorite Vocalist of the Year" on poll taken in the Wally George Show's 108 syndicated radio markets and 61 newspaper outlets. . . . **Yvonne Mahlman** reports motion pics execs are bidding for the talents of Challenge diskier **Don Brandon**, who's clicking on wax with "It's Wonderful Being Young." . . . **The Chad Mitchell Trio** has been set for eleven January concerts in the western U.S. and Canada, starting with

Give A Hoot," recorded live at The Ice House, Pasadena. . . . **Dick Dale** was guest on NBC's "Hollywood and The Stars" TV show, January 13. . . . **Val Martinez** is doing big business nightly at Hollywood's popular nitery, P.J.'s. . . . Liberty recording star **Julie London** signed **The Casuals** as her regular singing-dancing group to backstop act which she unveils at the Flamingo Hotel, Las Vegas, Jan. 24. . . . United Artist has released the new "McLintock" album which features the score composed by **Frank De Vol & By Dunham** with the two featured vocals "Love in the Country" and "Just Right For Me," arranged by **Jimmy Haskell**. . . .



LEADS THE M



CLIFF RICHARD "IT'S ALL IN THE GAME"

5-9633

England's No. 1 Artist!
Now on All American Charts!





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.

- | | | | |
|---|--|--|--|
| 1 BYE BYE BARBARA
<i>Johnny Mathis (Mercury 72229)</i> | 13 MY HOME TOWN/A ROOM WITHOUT A WINDOW
<i>Steve Lawrence (Columbia 42952)</i> | 26 THE COW
<i>Bill Robinson (American 1023)</i> | 39 I'M WATCHING (EVERY LITTLE MOVE YOU MAKE)
<i>Little Peggy March (RCA Victor 8302)</i> |
| 2 SNEAKY SUE
<i>Patty Lane & Petticoats (Kapp 563)</i> | 14 I CAN'T STOP SINGING/THE FEELING IS GONE
<i>Bobby Bland (Duke 370)</i> | 27 I LOVE YOU MORE AND MORE EACH DAY
<i>Al Martino (Capitol 5108)</i> | 40 WHERE DID I GO WRONG
<i>Dee Dee Sharp (Cameo 296)</i> |
| 3 DO-WAH-DIDDY
<i>Exciters (United Artists 662)</i> | 15 DAWN (GO AWAY)
<i>Four Seasons (Philips 40166)</i> | 28 I SAW HER STANDING THERE
<i>Beatles (Capitol 5172)</i> | 41 LEAVING HERE
<i>Eddie Holland (Motown 1052)</i> |
| 4 HOW MUCH CAN A LONELY HEART STAND
<i>Skeeter Davis (RCA Victor 8288)</i> | 16 WHO'S BEEN SLEEPING IN MY BED
<i>Linda Scott (Congress 204)</i> | 29 STOP AND THINK IT OVER
<i>Dale And Grace (Montel 922)</i> | 42 GOOD NEWS
<i>Sam Cooke (RCA Victor 8299)</i> |
| 5 HERE COMES THE BOY
<i>Tracy Dey (Amy 894)</i> | 17 SNOW MAN
<i>Diane Ray (Mercury 72223)</i> | 30 STRANGER IN YOUR ARMS/1963
<i>Bobby Vee (Liberty 55654)</i> | 43 MILLER'S CAVE
<i>Bobby Bare (RCA Victor 8294)</i> |
| 6 HIGH ON A HILL
<i>Scott English (Spokane 4003)</i> | 18 DON'T CROSS OVER
<i>Linda Brannon (Epic 9640)</i> | 31 GOING BACK TO LOUISIANA
<i>Bruce Channel (LeCam 122)</i> | 44 PLEASE PLEASE ME
<i>Beatles (Vee Jay 581)</i> |
| 7 DO THE SLAUSON
<i>Round Robin (Domain 1400)</i> | 19 BLESS 'EM ALL
<i>Jane Morgan (Colpix 713)</i> | 32 ABIGAIL BEECHER
<i>Freddy Cannon (Warner Bros. 5409)</i> | 45 NEVER LEAVE ME
<i>Stratfords (O'Dell 100)</i> |
| 8 SO FAR AWAY
<i>Hank Jacobs (Sue 795)</i> | 20 THEME FROM THE CARDINAL
<i>Roger Williams (Kapp 560)</i> | 33 SCATTER SHIELD
<i>Surfaris (Decca 31581)</i> | 46 SOUL DANCE
<i>Tommy Leonetti (RCA Victor 8251)</i> |
| 9 STAY WITH ME
<i>Frank Sinatra (Reprise 20249)</i>
<i>Nick Noble (Chess 1879)</i> | 21 ON AND ON
<i>Jerry Vale (Columbia 42951)</i> | 34 LONG TALL TEXAN
<i>Murray Kellum (M.O.C. 653)</i> | 47 I DIDN'T KNOW WHAT TIME IT WAS
<i>Crampton Sisters (DCP 1001)</i> |
| 10 PINK DOMINOES
<i>Crescents (Era 3116)</i> | 22 TRUE LOVE GOES ON AND ON
<i>Burl Ives (Decca 31571)</i> | 35 I CAN'T WAIT TO SEE MY BABY/WHO'S GOING TO TAKE CARE OF ME
<i>Baby Washington (Sue 797)</i> | 48 RIP VAN WINKLE
<i>Devotions (Roulette 4541)</i> |
| 11 BIG TOWN BOY
<i>Shirley Matthews (Atlantic 2210)</i> | 23 HERE'S A HEART
<i>Diplomats (Arock 1004)</i> | 36 STRANGER ON EARTH
<i>Dinah Washington (Roulette 4534)</i> | 49 GORILLA
<i>Ideals (Cortland 110)</i> |
| 12 SLIPPIN' & SLIDIN'
<i>Jim & Monica (Betty 1027)</i> | 24 SAGINAW, MICHIGAN
<i>Lefty Frizell (Columbia 42924)</i> | 37 TOUS LES CHEMINS
<i>Soeur Sourire (Philips 40165)</i> | 50 PROMISES
<i>Ray Peterson (Dunes 2030)</i> |
| | 25 BABY WHAT YOU WANT ME TO DO
<i>Etta James (Argo 5459)</i> | 38 MIND YOUR OWN BUSINESS
<i>Jimmy Dean (Columbia 42934)</i> | |

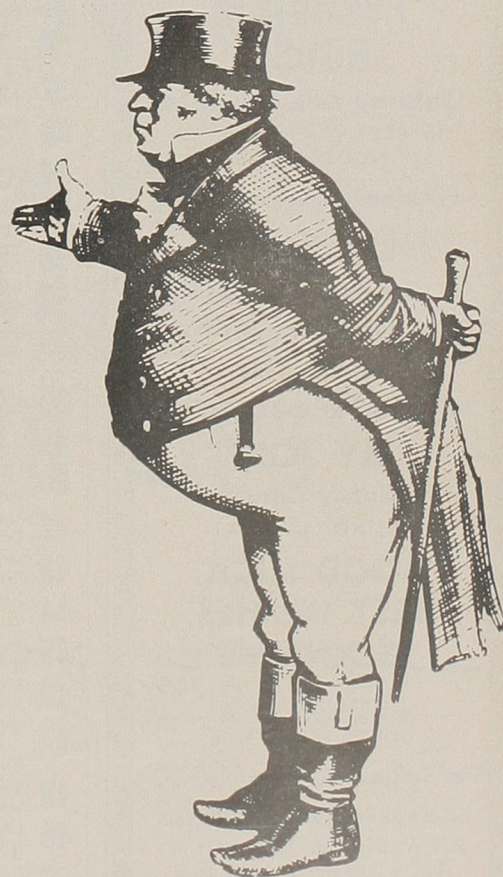
THE MUSICAL COMMON MARKET!



THE DAVE CLARK FIVE "GLAD ALL OVER"

5-9656

Now No. 1 in England!
Headed for the Top in America!



SIGMA SEVEN
IS IN ORBIT
WITH
THE HIT-MAKERS

"BUT BEAUTIFUL"

c/w
"YOU'VE BEEN AWAY TOO LONG"

The Four Embers
(Of Solitaire Fame)
SMASH-1846

"PARTY TIME"

The Corsells
HUDSON-8104

"THERE'S NO FORGETTING YOU"

c/w
"MY LOVER'S PRAYER"
Ivory Joe Hunter
(Of Since I Met You Baby Fame)
SMASH-1860

"WHY KEEP IT A SECRET"

b/w
"FRANKIE'S HOUSE"

Johnny Lee Daniels
(Nephew Of Jack Palance)
HUDSON-8106

"SO CLOSE

(You Never Saw Me)"
Dick Roman
SMASH-1859

"MY JOEY"

Nancy Carole
LUXOR-L-1028A

"GOOD LUCK, BEST WISHES, GOODBYE"

Tony Gerace
FLEETWOOD-7006

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DJ's Send For Free Copies



TOP 50
IN
R&B LOCATIONS

		Pos.	Last Week
1	LOUIE, LOUIE Kingsmen (Wand 143) Paul Revere & Raiders (Columbia 42814)		1
2	UM, UM, UM, UM, UM, UM Major Lance (Okeh 7187)		10
3	WHEN THE LOVE LIGHT STARTS SHINING THROUGH HIS EYES Supremes (Motown 1051)		2
4	HARLEM SHUFFLE Bob & Earl (Mall 104)		12
5	NEED TO BELONG Jerry Butler (Vee Jay 567)		3
6	BABY, I LOVE YOU Ronettes (Philles 118)		8
7	THE NITTY, GRITTY Shirley Ellis (Congress 202)		4
8	TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME Shirrelles (Scepter 1264)		14
9	THAT LUCKY OLD SUN Ray Charles (ABC-Paramount 10509)		5
10	IF SOMEBODY TOLD YOU Anna King (Smash 1858)		17
11	WHAT KIND OF FOOL (Do You Think I Am) Tams (ABC Paramount 10502)		22
12	ANYONE WHO HAD A HEART Dione Warwick (Scepter 1262)		6
13	TALKING ABOUT MY BABY Impressions (ABC Paramount 10511)		25
14	QUICKSAND Martha & The Vandellas (Gordy 7025)		7
15	LODDY LO Chubby Checker (Parkway 890)		9
16	GREASY SPOON Hank Marr (Federal 12508)		15
17	PAIN IN MY HEART Otis Redding (Volt 112)		13
18	IT'S ALL RIGHT Impressions (ABC Paramount 10487)		11
19	DEEP IN THE HEART OF HARLEM Clyde McPhatter (Mercury 72220)		29
20	AS LONG AS I KNOW HE'S MINE Marvelettes (Tamla 54088)		16
21	YOU'RE NO GOOD Betty Everett (Vee Jay 566) Dee Dee Warwick (Jubilee 5459)		18
22	SINCE I FOUND A NEW LOVE Little Johnny Taylor (Galaxy 725)		23
23	HIS KISS Betty Harris (Jubilee 5465)		34
24	SNAP YOUR FINGERS Barbara Lewis (Atlantic 2214)		21
25	I CAN'T STOP SINGING Bobby Bland (Duke 370)		19
26	FOR YOUR PRECIOUS LOVE Garnet Mimms & Enchanters (United Artists 658)		24
27	WHO CARES Fats Domino (ABC Paramount 10512)		36
28	GONNA SEND YOU BACK TO GEORGIA Timmy Shaw (Wand 146)		40
29	YOU'RE GOOD FOR ME Solomon Burke (Atlantic 2205)		27
30	THE SHELTER OF YOUR ARMS Sammy Davis Jr. (Reprise 20216)		31
31	LITTLE RED ROOSTER Sam Cooke (RCA Victor 8274)		26
32	WALKIN' THE DOG Rufus Thomas (Staxx 140)		28
33	CAN I GET A WITNESS Marvin Gaye (Tamla 54087)		44
34	HOOKA TOOKA Chubby Checker (Parkway 890)		30
35	ASK ME Inezz Foxx (Symbol 926)		41
36	YOU'LL NEVER WALK ALONE Patty LaBelle & Bluebells (Parkway 896)		32
37	WHO DO YOU LOVE Sapphires (Swan 4162)		43
38	BABY DON'T YOU WEEP Garnet Mimms & Enchanters (United Artists 658)		33
39	GOING GOING GONE Brook Benton (Mercury 72230)		—
40	I WISH YOU LOVE Gloria Lynne (Everest 2036)		45
41	DOWN THE AISLE Patti LaBelle & Bluebells (Newtown 5777)		35
42	VAYA CON DIOS Drifters (Atlantic 2216)		—
43	WATCH YOUR STEP Brooks O'Dell (Gold 214)		37
44	OH BABY DON'T YOU WEEP James Brown (King 5842)		—
45	PUPPY LOVE Barbara Lewis (Atlantic 2214)		47
46	LITTLE BOY Crystals (Philles 119)		—
47	WHAT'E EASY FOR TWO'S HARD FOR ONE Mary Wells (Motown 1048)		39
48	BILLIE BABY Lloyd Price (Double L 729)		38
49	LEAVING HERE Eddie Holland (Motown 1032)		—
50	BABY WHAT Etta James (Argo 5452)		42

ALBUM PLANS

Deals, discounts and programs being offered to
dealers and distributors by record manufacturers.

ABC-PARAMOUNT

12 1/2% discount on all albums, including ABC-Par and Impulse! Expires: March 31.

ATLANTIC

"Period of Adjustment:" 12 1/2% discount on all LP's. 30-60-90 billing. Expires: March 31.

BLUE NOTE

10% discount on all LP's. Expires: Jan. 31.

CARIB

Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 30-60-90 billing. No expiration date.

DECCA-CORAL-BRUNSWICK

"Up Front Counts More with Decca-Coral-Brunswick:" special incentive on LP product. See local distrib for details. Expires: Jan. 31.

LIBERTY-IMPERIAL-DOUBLE L

Discount program on all album product. See local distrib for details. Expires: Feb. 15.

LONDON

Complete catalog available at discounts, dated billing, ad allowances, etc. Contact local distrib for full details. Expires: Mar. 31.

MERCURY

"Parade of Stars"-10% discount on all albums (except "Storyteller"). Dating is available. Qualified dealers. Expires: Feb. 29.

MERCURY-WING

"Five Plus Four Plan:" Part 1: pop albums under normal pricing program; Part 2: classic LP's on the basis of one free with four. Expires: March 1.

NASHBORO

Buy-7-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND

LP catalog available on a buy-10-get-1-free basis. 100% exchangeable. No expiration date set.

PHILIPS

"Stage III:" 10% discount on entire catalog. Expires: Feb. 29.

PRESTIGE

15% discount on Prestige 7000 series; 10% discount on Prestige Folklore and Prestige 1600 series; Bluesville: buy-5-get-2-free. Expires: Jan. 31.

REQUEST

LP catalog available on a buy-10-get-2-free basis. Described as a limited-time offer.

ROULETTE

"Profit More in '64:" 15% discount on all albums. No termination date announced.

SIMS

15 new LP's on a buy-10-get-3-free basis. 100% exchange privilege. No expiration date announced.

SMASH

"1964—A Smash of a Leap Year:" 12 1/2% discount on all Smash and Fontana albums.

STARDAY

"The Wonderful World of Country Music Sales Plan:" 15% discount on all regular-price merchandise. 10% discount on Starday's economy line of seven LP's listing at \$1.98. 100% change privilege, dated billing and coop ads available from distributors. Described as a winter program.

TAMLA-MOTOWN-GORDY

All LP's available on a buy-6-get-1-free basis. Described as a permanent program.

VEE JAY

10% discount on LP's.

Atco Is Distributing Single On Amanda

NEW YORK—Atco Records has arranged with George Hudson, owner of Amanda Records, to handle the national distribution of the single, "I Have A Dream" by the Hudson Chorale. The disk will remain under the Amanda banner.

Jerry Wexler, Atco vice president, said that a share of the royalties from the disk would be turned over to Rev. Martin Luther King for his Southern Christian Leadership Conference.

The tune, inspired by King's famous "I Have A Dream" speech, was written by Hudson, a Newark deejay and an authority on gospel music.

Revenue Rise, 1st Period Profit, Reports MGM Pics

NEW YORK—Metro Goldwyn Mayer Inc., has reported a profit for the fiscal quarter ending Nov. 21, 1964, earning \$685,000 or 26 cents a share compared with a loss of \$2,366,000 a year earlier.

Robert H. O'Brien, president, revealed that revenue was increased most 10 million dollars over the same period last year, with much of the credit going to big box-office on "VIP's" "The Wheeler Dealers" "The Haunting." Films, television phonograph records showed substantial financial increases, he reported. The exec also said that short-term loans had been reduced as a result of a tax credit given for earlier losses.

HEADED FOR WEEKS IN THE CHARTS!

A WEEK IN THE COUNTRY

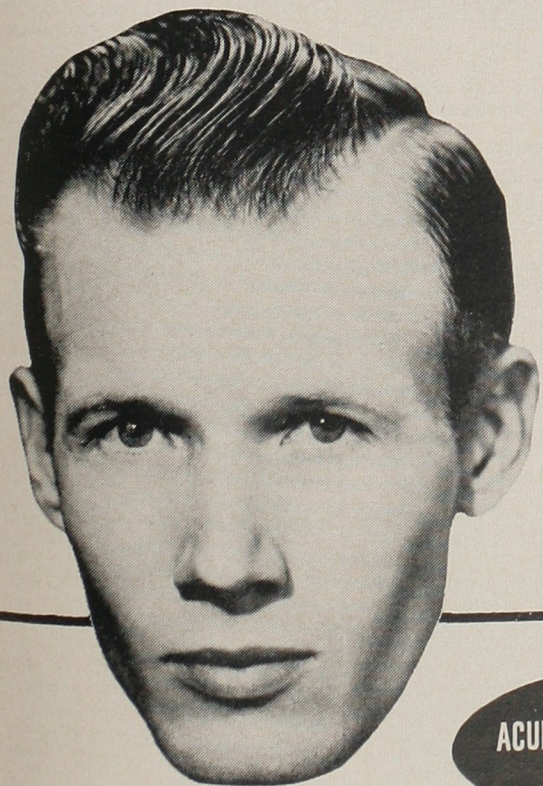
c/w

HEARTBREAK AVENUE

HICKORY 1237

SUNG BY

ERNEST ASHWORTH



WHO STARTED IT ALL WITH

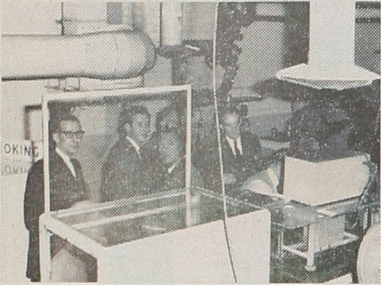
TALK BACK TREMBLING LIPS

Hickory

RECORDS, INC.
2510 Franklin Road
Nashville 4, Tennessee

Exclusive Management:
ACUFF-ROSE ARTISTS CORP.
Nashville 4, Tennessee
CYpress 7-5366

Pressing Plant Tour Awes London Dists.



LONDON—A fascinating segment of the London Records convention was the distrib tour of the Decca pressing plant. Above distributors ogle the many facilities used for quality control.

London Distributors Rave About "Sensational" Convention Held In Label's British Home

LONDON—"Never has there been a sales convention that can even come close to this absolutely sensational manufacturer-distributor meet staged by London Records." This was said time and time again by London Records American and Canadian Distributors who were invited by London Records last week to the home of its parent company, (British) Decca, Ltd., in England to hear and see the company's new product and sales program for London's first 1964 package release.

But the reactions to and the effect of the visit with Sir Edward Lewis, chairman of the board of Decca, and his huge record operation in England, were so overwhelming that everyone of the London label's American distributors returned home with a new found respect and admiration for the label they had been handling in the U.S. for as many as seventeen years.

The factors that contributed to making the convention so "outstanding" (as distributors called it) were many.

Bon Voyage

From the moment D. H. Toller-Bond, London's exec. v.p., welcomed his guests at the International Hotel in the J.F.K. Airport for a Bon Voyage Party, a feeling that "this convention is being handled with class" was expressed by distributors. But this was only the beginning of a convention replete with class, pomp, feast, goodwill and camaraderie the likes of which distributors who attended had never before seen.

The convention's program was much like a perfectly written script featuring surprises at every turn and built-in excitement and color with each new chapter.

After a magnificent flight across, detracted from only slightly by a

film-in-flight most distributors preferred to forget, the 707 jet zeroed in on the beautiful sight of London at night. And as though called for by a director, the famous pea soup fog of London rolled in as passengers were disembarking. The charming hotel accommodations added further to the warm atmosphere that prevailed throughout the convention.

On Tuesday, Jan. 7, the schedule of events began. Buses took distributors through London to Decca house to meet the Decca executive staff. This was followed by the first of a series of gourmet luncheons the likes of which we seldom see in our country. Catered by an artist, the food displays were awesome. At this meal champagne, wines and brandies began to flow and stopped only when distributors boarded the plane to return home.

Plant Visit

After lunch, the entire group toured Decca's huge New Malden, Surrey, pressing plant which drew raves from distributors. The plant has facilities to press 120,000 records a day. Guided by Norman Harper, plant manager, distributors saw the painstaking processes with which London presses its disks. The tour blanketed the process from the master to the finished pressing. The vast set-up for quality control amazed distributors more than any other single factor. All commented on the great number of people employed whose job it was to see that disks were of top sound quality, had no imperfections, no warpage, etc. Harper also pointed to some experimental dyes one of the presses was using, designed to erase completely any bubbling in records being pressed.

Distributors were also taken to the segment of the plant which still produces 10" shellac records for the South African market, a tour which brought back memories of the disk industry of a decade ago. All appeared to be convinced that better quality pressings than those shipped by Decca to the U.S. were nowhere to be found. There seemed to be great distributor pride in this huge, spotlessly clean mass of machinery.

That same evening, distributors were taken to the theatre, some seeing "No Strings" which Decca will release in Europe; others seeing "Oh What A Lovely War," a biting musical satire which is headed for N.Y. and which London will release in America.

The day ended at Edmundo Ros' night club with dinner and dancing into the wee hours. Distributors all complimented Herb Goldfarb, London's national sales manager, who, as sorority mother for the helpless travelers, kept a tight and dizzying schedule moving with minimal delays.

British Humor

Wednesday was the day the American distributors discovered the Englishman's wit and delightfully dry sense of humor.

At a morning session premiering new product, distributors heard from Arthur Haddy, inventor of London's famous "ffrr" recording technique. Terry McKuen introduced the new classical LP's to be issued on London. Leo Hoffberg followed with a preview of the ten new additions to London's "Musical Memories" LP series, and Joe Bott bowed the new pop LP's—all of which were strongly received. (See product story for details.)

But after another magnificent luncheon break, distributors heard a presentation of new "phase 4" LP's that brought the house down. A who's who of British Artists, including Edmundo Ros, Eric Rogers, Ted Heath, Ronnie Aldrich, Johnny Keating, Capt. Rodney Bashford of the Grenadier Guards, Mantovani, Stanley Black and Bob Sharpley graced the speaker's table and each introduced his new LP with a display of cleverness and witty humor (all ad-lib) that couldn't have been bettered if the script were written by top comedy writers. So humorous and brilliant were the artists' droll remarks, that Chicago

distributor Jimmy Martin suggested that a tape of the presentation be put on wax and supplied to each distributor. This is being prepared and distributors will use the presentation disk along with photos to introduce the new product at local cocktail parties for key dealers in their locales. (New releases in product story.) The artists all had repeated raves for "phase 4" A & R producer Tony D'Amato and Engineer Arthur Lilley.

Sell Product—Not Price

Marty Wargo, London's Merchandising Manager, advised distributors of dealer aids and Herb Goldfarb concluded the day's events by stating with strength and conviction, London's policies for 1964: "To sell product and not price." He pointed to a difficult 1963 for the industry and advised distributors to get hungry again. He said London's discount structure in 1964 would be adequate, "but the days of gimme, gimme, gimme are a thing of the past." He went on to say that London will have less product, but stronger product in 1964. "There is business out there," said Goldfarb, "let's get it. Let's get back into the stores that sell 2's and 3's."

A&R Dept. Presentation

On Thursday, after another huge luncheon held at Decca's publicity offices, distributors returned to the studios to hear Frank Lee, head of Decca A & R introduce new product.

Dick Rowe (singles A & R head) covered the up-coming pop singles produced in Britain. Marcel Stellman previewed new releases by artists from other European countries to be released by Decca.

Hugh Mendl discussed upcoming original cast LP's and pointed to the new Leslie Bricusse Musical and a new Lionel Bart "Maggie May" Musical, both scheduled for release in 1964. Bricusse is co-author with Anthony Newley of "Stop The World" and Bart is author of "Oliver." Both of their new shows will be handled by British Decca.

Arley Usill previewed the new London-Argo label of spoken word and music LP's which will debut in the U.S. this month. John Culshaw, classical A & R director, referred to 1963 highpoints in London's classical releases and described some of the many overwhelming orchestral and operatic ventures the label is scheduling for the new year.

The Banquet & Sir Edward

A gala banquet in the true British tradition completed the Thursday activities. Staged at the lovely Carlton Towers Hotel and hosted by Sir Edward and Lady Lewis, the affair was something the likes of which distributors believed took place only in films. All were taken aback when the master of ceremonies, in long red tails, introduced guests entering the ballroom with a brassy scream, "Your Lordship and Ladyship, Mr. & Mrs. So and So." It was an experience that made one feel he was a member of royalty. Another highpoint of the week-long meet was the address at the conclusion of the affair by Sir Edward, who was in top form and displayed some of the sharpest wit heard in London as he thanked distributors for coming. George Hartstone, speaking on behalf of the distributors, replied to Sir Edward's thank you in equally brilliant fashion. (See other story.) The evening concluded with a cabaret featuring many of Decca's new artists, topped by Kathy Kirby, an exciting new find, who hit big in England with "Secret Love."

Over Too Soon

Friday was a free day concluding with a cocktail party at Mantovani's house hosted by Mr. & Mrs. M, and a dinner for a handful of distributors hosted by Frank Chacksfield. A few distributors hopped over to Paris on Friday for the day.

The Saturday flight home was as beautiful as the entire week in London, a convention that will long be remembered by the distributors.

WHO The Rivieras

WHAT "California Sun"
Riviera 1401

WHEN Now

WHERE Nationally

LOOKING For The Smash?

YOU FOUND IT

Nationally Distributed by

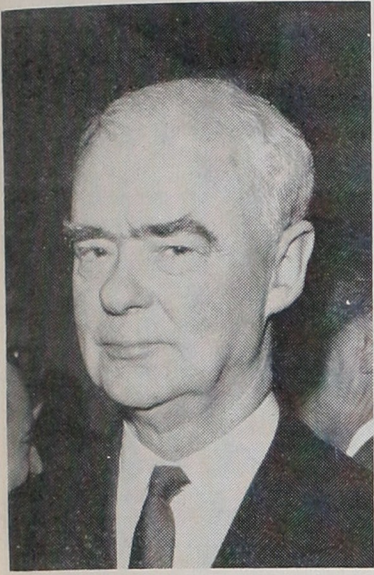
USA RECORD CO.

1448 S. Michigan Ave., Chicago 5, Ill.

TEL: Area Code #312-939-3698

Contact: JIM GOLDEN

Distributors Discover Sir Edward's Wit



SIR EDWARD LEWIS

LONDON—A high point of the London Convention in England, one distributor will long remember, was the British wit personified by Sir Edward Lewis, chairman of the board of Decca, Ltd., in his "thank you for joining us" address at the gala Carlton Towers banquet, Thursday, Jan. 9.

Although one can never reproduce in print the droll technique with which Sir Edward delivered his humorous, sometime biting sarcastic lines, a few of the comments follow:

In tracing the history of Decca, Ltd., he referred to the company's formation of American Decca in 1934 with Jack Kapp. He concluded this historic recollection with the line: "When it started to make money, we sold out."

It's a pleasure having you distributors here, he went on, even if it is at winter rates.

He broke up everyone when he referred to himself and his staff as "stupid asses for having turned down the Beatles." But he said he was very happy they were so successful, since they were contributing something to the record industry "whatever it is they're contributing to it."

He referred to the formation of London Record in New York's Gotham Hotel sixteen years ago and the label's first hit "Now Is The Hour." To which Sir Edward added, "It sold 850,000 copies and it cost us more than a million dollars to accomplish this."

He said that the pop business hasn't changed much in a decade. Ten years or so ago it was Bill Haley with "rock, rock, rock" and now the Beatles with "yeah, yeah, yeah."

He also won a round of applause when he said that people in America were stunned when they saw the first London Records, pressed in London and shipped to America. "They may not have sounded too good," he said, "but they were the first records in America which didn't break when you looked at them." And you could throw London Records around the room, he added.

After the hectic week Decca brass had preparing for and hosting their American guests, Sir Edward's line, in a delightfully sarcastic tone which read "We're sorry to see you go," drew cheers.

Not to be out-done, George Hartstone, a charter distrib member of the London clan, replied to Sir Edward's remarks with equally sharp wit. But in more serious tones he expressed beautifully the distributors' feelings. He thanked Sir Edward for the opportunity of being able to develop close friendships with people in England whom they had known only as acquaintances. "Never have distributors been received this way," Mr. Hartstone said. He concluded with, "I'm sure I speak for all the distributors, when I say that for the first time we feel as though we're part of the London family rather than just an American affiliate."

New London LP's

(Continued from page 6)

with the Moscow Philharmonic in Rachmaninov's Piano Concerto #2 in C Minor/3 Etudes Tableaux; David And Igor Oistrakh with Kondrashin and the Moscow Philharmonic in Mozart's Sinfonia Concertante in E Flat Major/Duo in G Major; Herbert von Karajan and the Vienna Philharmonic in Mozart's Symphony No. 41 in C Maj./Haydn: Symphony No. 103 in E Flat; and Tchaikovsky: Symphony No. 5 in E Minor with Lorin Maazel and the Vienna Philharmonic Orch.

London-Argo

With this release, London debuts its London-Argo label in America. The Argo catalog consists of two basic categories: music and spoken word and includes 52 initial releases. The musical repertoire for the most part is unduplicated on other labels, recordings to come will be of a similar nature. As part of the spoken word series, Argo has already announced a mammoth poetry project which will include the recording of more than 60 LP's to be known as "The English Poets—Chaucer To Yeats." One or more LP's will be devoted to each of the major poets within this period. Catalog price for Argo mono and stereo LP's is \$5.98. The label's product is aimed at specialty shops and the serious classical buyers as well as libraries. London will distribute all Argo LP's in the series in the U.S.

Man Of Many Talents



LONDON—Herb Goldfarb does a jig upon arrival at London Airport the night of Jan. 6th for the London Sales Meet. Although billed as the label's national sales manager, Goldfarb was much, much more than just a sales manager to distributors on the trip. At different times he was leader, announcement maker, friend, concierge, guide, Mr. Anthony, distrib order-taker, comedian and a very tired host. "He did a yeoman's job" said distributors.

Bon Voyage Portrait of TB's Family



NEW YORK—The sixty people who flew from America to London to take part in the London Sales Meet, pose for the camera at the Bon Voyage party prior to departure. Host D. H. Toller-Bond (TB) is in center of the front line of females.

Humor At Its Best in "phase 4" Presentation



Packaged and pressed in England, the disks will be stocked in New York on a year 'round basis.

Sales Prog.—Dealer Aids

London is offering substantial discount programs to dealers on all new releases. (See local distributors for details.) The discount program, which includes dated billing, is effective immediately and expires March 31.

A special four page brochure featuring London's basic LP's for rack jobbers will be mailed to jobbers shortly. Newspaper mats, display and promotional material, window display pieces on the "Kismet," pop concert albums and the Musical Memories sets are also being made available to distributors. Jacket kits, easels, radio promo LP's brochures, order forms and a new "Permanent" slick book in which distrib salesmen can present all new releases, is also being made available.

LONDON—A laugh-filled session and a high-point of the convention in London was the "phase 4" presentation. Seen above are (l. to r.) Ron Aldrich, Ted Heath, Capt. Bashford, Eric Rogers, Stanley Black, Johnny Keating and Bob Sharples. Mantovani was seated on the left, out of view in this photo. So clever was the humor dispensed during this session that even the artists broke up, as the photo displays.

London Story: Feast, Feast And More Feast



LONDON—A wonderful atmosphere of camaraderie prevailed throughout the London confab in England last week. In top photo Morris Rosengarten, Decca's Switzerland director; Sir Edward Lewis, chairman of the board of Decca, Ltd.; Marty Ostrow, editor in chief of Cash Box, and Neville Marten, Cash Box International director discuss the American market. In lower photo, renewing friendships are London A & R exec Dick Rowe; D. H. Toller-Bond, London exec. v.p.; Jimmy Martin, London's Chicago distrib; and Tony Hall, publicity director of Decca, Ltd.

LONDON—There probably wasn't an American distributor in London who didn't gain at least 10 pounds. Quantity-wise and quality-wise, the meals were fabulous. Top photo gives one an idea of the quantity. In second photo l. to r. A & R execs Frank Lee and John Culshaw listen to the conversation being dished out by Terry McKuen between swallows. Bottom photo shows Herb Weissman, Bill Emerson and Bud Daily downing the vittles.

Teenarama Picks The Hits



WASHINGTON, D.C.—Bob King, WOOK TV's host on Teenarama Dance Party (second from left) is pictured with the teen committee that just picked "Here's A Heart" by the Diplomats as its number one tune for the week. In 50 weeks only two Teenarama 'Pick Hits' have missed the charts.

RCA Pacts Stan Worth

NEW YORK—Stan Worth, singer-pianist-cleffer, has been signed to a wax contract by RCA Victor Records, according to an announcement made by Variety and Music, a personal management agency that will handle all of the artist's affairs.

V & M also announced that Worth had completed arrangements for a first LP to be released in April.

Kenton At NARAS Course: "Jazz Is Finished" As We Know It

NEW YORK—A statement out of left field by Stan Kenton that "jazz is finished" was a highlight of a recent NARAS-sponsored class at UCLA on "The Recording Arts."

Other participants in the Jan. 9 discussion, "The Sources of Recording Material: Jazz and Folk Music," seen as the most outspoken session yet, included vocalist Salli Terri, Kenton, bassist Lou Gottlieb of The Limelites and Benny Carter.

Taking his audience completely by surprise, Kenton said that he came to the conclusion that "jazz is finished" three years ago, but had not expressed until now. He feels that the jazz music we have known, from 1890 to the late 1950's, has spent itself and has become absorbed by American music in general.

"Jazz stars," the jazz-band maestro said, "will simply not rise as they have in the past. We have seen our last Ellington. There are no more contributions to make."

In a rebuttal from jazz guitarist Benny Carter, he felt that jazz is much too small a word for everything that is happening in music he knows today.

Del-Fi Promo To Help Put Over Swiss Teeners

HOLLYWOOD—With foreign artists leading the record charts early in 1964 (The Beatles, the Singing Nun, etc.) Bob Keene's Del-Fi label is leveling his heaviest promotion guns on two Swiss teenagers, Anne-Lyse and Pierre, who were international attractions in Geneva and Casablanca before moving to Hollywood recently.

Youngsters, who are 16 and 19 respectively, write much of their own material, but their first Del-Fi single is "Tourne-toi," a French version of the current Dick and Deedee hit "Turnaround." Flip side presents Anne-Lyse as a solo on "La Petite Souer," a "Singing Nun" follow-up.

Keene is sending the youngsters on a nation-wide deejay tour in Feb., following some Jan. dates in California starting with KJOY's annual Police Benefit in Stockton last week (18). Label will release a full album of tunes in several languages from Pierre and Anne-Lyse next month.

ABC-Par Issues 1st Single On Bigtop

NEW YORK—The first singles date under the new ABC-Paramount distrib deal with Bigtop Records is out. Titles are "Tug of War" and "I Wish It Were Summer" by The Chordials. Date was produced by Bill Giant and Bernie Baum, hot indie producers for Bigtop. ABC-Par now handles Bigtop in the U.S. only.

Barsky Joins Living Language



ED BARSKY

NEW YORK—Ed Barsky, a former distributor in the Philadelphia area, has joined Living Language Records as national sales and promotion manager for the parent and all affiliated labels. Barsky has just embarked on his first road tour for the label.

Court Denies Injunction On Squire's Baez Album

NEW YORK—A U.S. district judge has denied a motion by folk star Joan Baez to obtain an injunction and other relief against an LP, featuring the performer, on the Roulette Records-distributed Squire label.

Some months ago, the performer brought suit against Squire and others claiming that the album, "The Best of Joan Baez," recorded in 1959, was re-released under the Squire tag without her authorization and did not represent her artistry at its present level.

In denying an injunction, Judge Thomas F. Croake of the U.S. District Court noted that it is "essential for an injunction that there be a showing of a threat of irreparable injury." "In view of the failure of plaintiff to adduce evidence establishing the effect or potential effect of the Squire recordings and jackets," Judge Croake commented, "such showing clearly had not been made and, accordingly, preliminary injunction will not be granted . . ."

Judge Croake also denied a contention by the defendants that the plaintiff's entered into the suit with "unclean hands."

Squire Sues Baez, Others For \$1 Million

NEW YORK—A \$1 million law suit has been brought by Squire Records against Vanguard Records, Maynard Solomon, head of the label, Michael Standard, a lawyer, Joan Baez, the folk-singer and Manny Greenhill, the artist's manager.

The suit is an outgrowth of an action by Joan Baez against Squire and others over the release of a Squire LP, "The Best of Joan Baez," an LP featuring the artist along with two other folk performers (see separate story on denial of injunction on the album).

The Squire action claims that the label, which is distributed by Roulette Records, has "sustained great loss and damage by virtue of the abuse of process . . ."

In claiming a conspiracy by the defendants the suit charges that they ". . . wrongfully entered upon a course of conduct looking toward the injury and destruction of plaintiff's business and reputation in the phonograph record industry by inducing belief, creating the impression, circulating reports and sending letters to the effect that the production, sale and distribution of the Squire (LP) was unlawful and illegal."

In relation to the Baez suit against Squire and others, the complaint charges an attempt by members of Vanguard, the artist's current label affiliation, to "trial by press" in trade publications rather than "the orderly and routine method of trial before the Court."

T. Doug Youngblood Joins SESAC Field Staff

NEW YORK—T. Doug Youngblood, secretary-treasurer of the South Carolina Broadcaster's Association since 1951 and general manager of WFIG in Sumter, S.C., has joined the field staff of SESAC, Inc. Youngblood resigned his other posts effective Dec. 31, and began his new assignment on Jan. 6.

The vet broadcaster attended Oglethorpe University in Atlanta and entered the radio field in 1932, joining WFIG in 1939.

Rodgers Drops Twin-Bill Musical, Plans Show For '65

NEW YORK—Richard Rodgers has dropped plans to create a twin-bill musical. Some months ago, Rodgers announced that he and Leyland Hayward would produce the effort—involving "The Seven Year Litch" and "Forever," a short novel—for presentation in the 1964-65 Broadway season.

Rodgers indicated that he would make the same season with another project, details of which he would not disclose. He'll produce it with Hayward and Joe Layton will do the choreography.

Rodgers last Broadway show was "No Strings" in 1962. It was the composer's first complete Broadway score in which he also supplied the lyrics.

Nan Label Bows With LP's, Singles

NEW YORK—Nan Records, operating through Cappe Enterprises of Rosemont, Ill., has come on the disk scene with five releases.

The label is under the direction of vet tunesmith (e.g. "I'll Take Romance") Ben Oakland and will operate from headquarters in the Chicago area with offices in Los Angeles.

Album debuts include a collection of Rudolph Friml tunes played by the famed operetta composer himself; and "Baseball's Best," old-time tunes played on the Wurlitzer organ by Bob Mitchell.

Singles releases include a date by Tony Martin, "Winter Sun" and "Belissima," a Ben Oakland instrumental, "What's Your Hurry, Beatrice?"

In the kiddie record-book field, the label is offering the first in a series of "Sing-a-Song Story Books," the initial release being "Sing-a-Song Books Goes to the Zoo," with singer Buddy Charles.

More "More"

NEW YORK—"More," up for an Academy Award this year, continues to rack-up lots of disk readings. Its publisher, E. B. Marks Music, has added-up 55 versions so far, including four within the last several weeks. Latter dates include Frank Chacksfield (London), Doris Day (Columbia), Grady Martin (Decca) and Eddie Baxter (Dot). Tune is featured in the successful Italian flick, "Mondo Cane."

New Village Stompers Deck

NEW YORK—Epic Records is rushing the follow-up to The Village Stompers' hit in both singles and LP form, "Washington Square." Date is called "The La-Dee-Da Song" and was arranged and produced by Joe Sherman, who performed the same chores for the "Washington" single and LP. "Washington" was the team's debut disk, offering a sound that got to be known as folk-dixie.

Gilmer's Gold



HOLLYWOOD—Jimmy Gilmer (right) is shown in the above photo being presented a gold record for his recent chart-topping Dot recording of "Sugar Shack." Randy C. Wood, president of the label, made the presentation. The artist, who is presently riding the Top 100 with "Daisy Petal Pickin'," is on a promo tour of the U.S., after which he is planning to go to Europe for a trek.

OUR BIGGEST GOSPEL LP!
Nashboro 7016
"THE CONSOLERS"
Including their great rendition of
"WAITING FOR MY CHILD"
BIG NEW ALBUM!
**BROTHER JOE MAY'S
NEW GOSPEL ALBUM**
Nashboro 7017
1 with 7

R&B SALES SIZZLER!
DON'T MISTREAT ME BABY
LIGHTNIN' SLIM
Excello 2240

I'M GOING IN THE VALLEY
SILAS HOGAN
Excello 2241

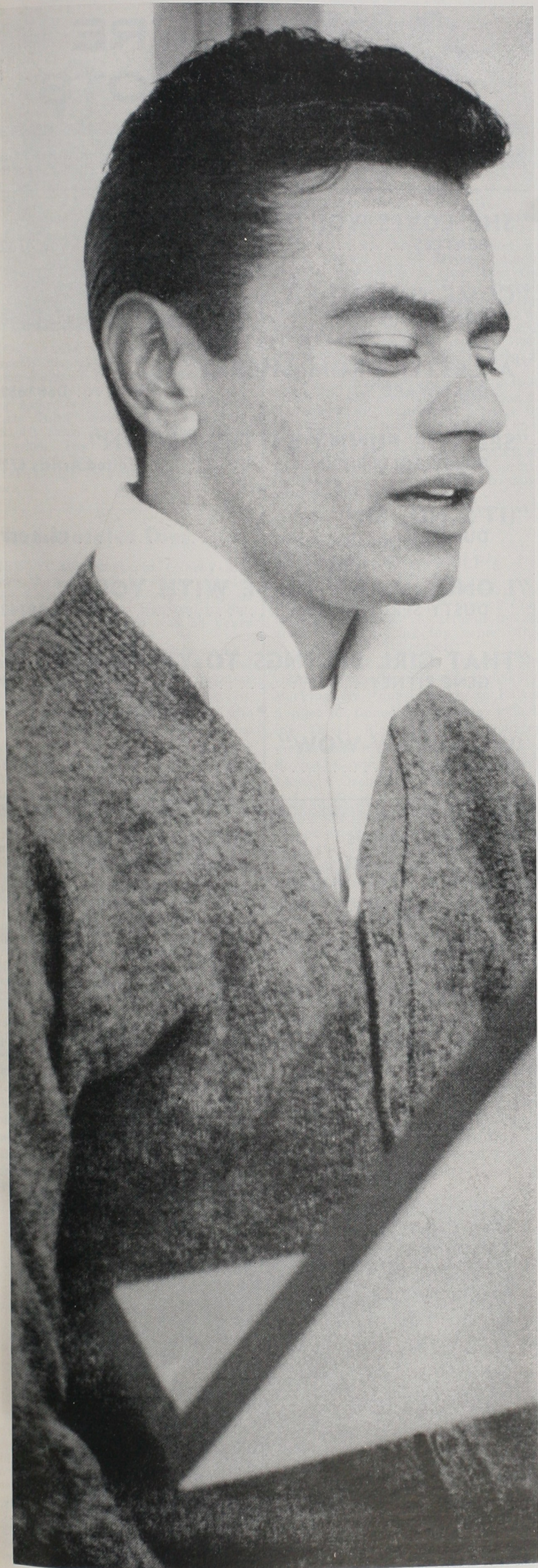
NASHBORO RECORDS
177 3rd Ave. No., Nashville, Tenn.

It's a Hit!
The Tams
What Kind Of Fool
(Do You Think I Am)
b/w
Laugh It Off
ABC-10502

ABC-PARAMOUNT
FULL COLOR FIDELITY

Heading for the charts!
The French Hit
SARA DARLING
(Elle Etat, Si Jolie)
GEORGE MAHARIS
(Epic)

The Italian Novelty
GRAZIE, PREGO, SCUSI
DEAN MARTIN
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B. F. WOOD MUSIC CO. INC.
1619 B'WAY, NEW YORK, N.Y.



**"ANOTHER
MUST FOR
MATHIS"**

(Quote from CASH BOX, Jan. 18 issue)

**JOHNNY
MATHIS**

SINGS OF

**"BYE BYE
BARBARA"**

72229



FOREMOST IN FINE RECORDING

Management: Noga Enterprises. Agency: G.A.C.



TOP 100 SINGLES (ALPHABETIZED)

* Denotes Red Bullet	
A Food Never Learns	*29
A Letter From Sherry	*61
Anyone Who Had A Heart	*10
Ask Me	81
As Long As I Know He's Mine	68
As Usual	14
Baby I Love You	26
Be True To Your School	38
California Sun	83
Can I Get A Witness	25
Charade	54
Come On	*56
Comin' On	91
Comin' In The Back Door	65
Daisy Petal Pickin'	16
Deep In The Heart of Harlem	73
Dominique	17
Drag City	19
Drip Drop	36
Dumb Head	62
For You	15
Forget Him	9
For Your Precious Love	46
442 Glenwood Avenue	80
Girls Grow Up Faster Than Boys	42
Going Going Gone	*71
Gonna Send You Back To Georgia	*64
Greasy Spoon	72
Harlem Shuffle	50
He Says The Same Things To Me	85
Hey Little Cobra	7
His Kiss	79
Hooka Tooka	*35
I Can't Stop Talking About You	67
If Somebody Told You	69
I Gotta Dance To Keep From Crying	49
I'll Remember (In The Still Of The Night)	98
I'm Leaving It Up To You	53
In The Summer Of His Years	31
I Only Want To Be With You	*94
It's All In The Game	*37
It's No Sin	*70
I Want To Hold Your Hand	*1
I Wish You Love	93
Java	*48
Kansas City	43
Little Boxes	87
Little Boy	100
Little Boy, The	55
Loddy Lo	45
Long Lonesome Blues	97
Louie, Louie	3
Marvelous Toy	60
Midnight Mary	20
My One And Only Jimmie Boy	77
Navy Blue	99
Need To Belong	28
Nitty Gritty	*13
Oh Baby Don't You Weep	94
Out Of Limits	*8
Pain In My Heart	47
Penetration	97
Popsicles & Icicles	4
Pretty Paper	39
Puppy Love	92
Quicksand	24
See The Funny Little Clown	*66
She Loves You	*51
Shelter Of Your Arms	63
Since I Fell For You	18
Since I Found A New Love	90
Snap Your Fingers	88
Somewhere	21
Southtown U.S.A.	*58
Surfin' Bird	5
Talking About My Baby	32
Talk Back Trembling Lips	22
That Girl Belongs To Yesterday	*75
That Lucky Old Sun	33
There I've Said It Again	2
Tonight You're Gonna Fall In Love	52
Tra La La La Suzy	41
Tribute	96
Turn Around	44
Um, Um, Um, Um, Um, Um	*12
Vaya Con Dios	89
Watch Your Step	78
What Kind Of Fool (Do You Think I Am)	34
What's Easy For Two	57
When The Love Light Starts Shining	23
In His Eyes	82
When You Walk In The Room	11
Whispering	84
Who Cares	86
Who Do You Love	27
Wives And Lovers	*76
Wow Wow Wee	30
You Don't Have To Be A Baby To Cry	*6
You Don't Own Me	*59
You'll Never Walk Alone	40
You're No Good	40



SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so.

- "SHE LOVES YOU"
BEATLES Swan 4152
- "COME ON"
TOMMY ROE ABC-Paramount 10515
- "A LETTER FROM SHERRY"
DALE WARD Dot 1652
- "SEE THE FUNNY LITTLE CLOWN"
BOBBY GOLDSBORO United Artists 672
- "(IT'S NO) SIN"
DUPREES Coed 587
- "I ONLY WANT TO BE WITH YOU"
DUSTY SPRINGFIELD Philips 40162
- "THAT GIRL BELONGS TO YESTERDAY"
GENE PITNEY Musicor 1036
- "WOW-WOW-WOW"
ANGELS Smash 1870

BETTY & DUPREE

GOT MY MOJO WORKING

c/w
BILLY ADAMS

SUN 389

PHILLIPS INT. RECORDS

639 Madison Memphis, Tenn.

A SWINGING SOLID ROCKIN' SIDE!

"WHERE DID I
GO WRONG"

C-296

DEE DEE SHARP

THE BIG ONES ARE ON CAMEO/PARKWAY

Chartbound!!!

MAXINE DAVIS

"I FOUND A LOVE"

GUYDEN #2099



Jamie/Guyden DISTRIBUTING CO.

Colpix' JFK Album Goes Into Global Marketing

NEW YORK—Colpix Records' JFK-tribute LP, "Four Days That Shocked The World," has now gone into worldwide distribution through 16 foreign outlets with more to follow.

The album, which was prepared from the exclusive tapes and photos in the files of United Press International, is a record of the actual events and voices as reported from the time the late President Kennedy arrived in Texas to his burial at Arlington National Cemetery. "Four Days That Shocked The World" was released in the United States earlier this month.

Countries in which the album is being sold include Australia, Canada, England, France, Germany, Greece, Holland, Italy, Israel, Japan, the Philippines, Mexico, Puerto Rico, New Zealand, South Africa and Venezuela.

Response from domestic distributors to the album has been reported "very strong" and foreign affiliates without exception are also expressing great interest in the LP, the label said. Several overseas companies have commented, the label also noted, that the LP offers descriptions and information that were not covered in detail by news media in their own countries.

Breaking Regionally

"EVERYONE KNOWS"

BOBBY CHARLES

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Shreveport, La.

E. H. (Buddy) Morris Acquires 1/3 Interest In Bregman, Vocco & Conn

NEW YORK—Publisher E. H. (Buddy) Morris has purchased a 1/3 interest in the longtime music firm of Bregman, Vocco and Conn, it was learned last week.

Morris made the deal through an acquisition of the shares of Mrs. Lorraine Curry, daughter of the late Rocco Conn, who organized the firm in 1938 along with Jack Bregman and Chester Conn, who form the remaining two-thirds ownership.

Morris, of course, heads E. H. Morris Music, another established ASCAP publishing house. Worth of BVC is reported to be about \$3 million, with an annual ASCAP income of \$300,000.

M. Loeb Ltd. Takes Over Allied Records In Canada

MONTREAL—M. Loeb, Limited, Canadian wholesale distributor of food and allied products, has expanded its operations by acquiring control of Allied Record Corporation, it was announced last week.

Allied, with disk inventories in Montreal and Toronto, and salesmen throughout Canada, will be headed by Loeb's Don Kerr who has moved from the Ottawa headquarters to take over responsibilities of vice-president of administration. Former sales manager Bill Fisher has been appointed vice-president of sales.

Loeb services hundreds of retail outlets in Canada and expects substantial growth in disk distribution.

Happy Hunting Grounds



HOUSTON—Don Robey (2nd from right), president of Duke-Peacock Records, and his hunting companions (left to right) Harold Harleough, Dr. A. W. Beal, Dr. A. J. Riddle, Dan Hunter and Slim Bernard (standing) are shown with the 13 deer gotten during a weekend of hunting on their 4,000 acre deer lease recently. Last year Robey shot his toe—this year he showed marked improvement.