

Cash Box

AUGUST 1, 1964



Seeburg placed further emphasis on the seven-inch 33 rpm Little LP last month when the juke box manufacturer introduced its Model LPConsole-480 with a Spotlighted Album Award feature offering patrons "spotlighted" albums for half-price, after each record selection is made. Coral's Pete Fountain, who assists in the debut ceremonies, is one of the favorites in the Little LP field as well as the standard LP field and singles market. He is currently producing swinging sounds on the boxes with "Licorice Stick," his latest single and the name of his new LP which debuts this week.

CHART HIT SINGLES CHECK LIST

Memo

- ✓ "Angelito" - Rene and Rene 4-43045
- ✓ "Invisible Tears" - Ray Conniff 4-43061
- ✓ "A Taste of Honey" - Tony Bennett 4-43073
- ✓ "Shrimp Boats" - Jerry Jackson 4-43056
- ✓ "Summer Means Fun" - Bruce and Terry 4-43055
- ✓ "I Want You to Meet My Baby"
Eydie Gorme 4-43082

They All Check Out
AS Columbia Records





FOUNDED BY BILL GERSH

Cash Box

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August 1, 1964

Cash Box

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THE FIRST HALF

The music industry has just completed its operations for the first six months of 1964, and in our view, it's been an incomparable period for the business.

With monumental, far-reaching irony, time is measured during this period by the Beatles. They, almost to the minute, opened 1964 under the Capitol banner, and proceeded to collect a quickie gold disk with "I Want To Hold Your Hand." From that time, the world of pop music set its eyes on England or, more precisely, the town of Liverpool, and thus began the historic rush of English names on the U.S. charts. Not content with one-at-a-time chart showings, groups like the Beatles, the Dave Clark Five, the Searchers were gaining chart runs with several releases, all of which were put to market by foregoing traditional follow-up release schedules. In many cases, product by the English crews was available under many label names, which had the business headquartering in various State and Federal Courts for awhile.

Now, after a slight layoff, the Beatles are starting things off in the second half of 1964 with not only new singles and LP releases, but with a feature film and a long U.S. tour to back them up.

What was the state of home-made U.S. product during the past six months? Groups like the Four Seasons and the Beach Boys were able to attain greater success while new arrivals such as the Dixie Cups and Johnny Rivers continued to capture the public's fancy.

But, whether in response to the English upsurge or not, there were some interesting developments on the U.S. scene. Outstanding among these was the first top show tune in almost a decade, "Hello, Dolly!"

Rich in melody and nostalgia, the song was performed with the natural ease of Louis Armstrong, with his rendition going to the top against those Kings of the Mountain. Show music continued to have chart success through the talents of Barbra Streisand, whose recordings of "People," from her show, "Funny Girl," took a leisurely, good-music climb to the Top 10. At one time, both "Dolly" and "People" were placed together in that charmed circle.

The sound of show music on original-cast LP's also enjoyed renewed vigor, including those of "Hello, Dolly!," "Funny Girl," "High Spirits" and "110 In The Shade."

Anything seemed to go when the Boston Pops, under elegant Arthur Fiedler, made singles sales hay with an adaptation of the Beatles, "I Want To Hold Your Hand." Never the twain shall meet for good-music and the Top 10 sound? The joke is on the fellows without a sense of humor or the creative sensibility to know that opposites attract!

The past six months have been historic ones for the business on other counts. Capitol Records attempted to take greater control of its product through its one-price-for-all "Stand for Stability" policy. Stability of another sort was sought under a set of trade practices rules sponsored by the Federal Trade Commission.

As the industry moves into the second half of 1964, we can safely predict that in years to come 1964 will be often referred to as the year the music business witnessed a number of fateful events—whether of its own choosing or despite them. The first six months have already taken care of that.



Cash Box TOP 100



	Position	7/25	7/18		Position	7/25	7/18		Position	7/25	7/18
1	A HARD DAY'S NIGHT (Unart, Maclen—BMI) ☆BEATLES-Capitol-5222	1	9	35	JUST BE TRUE (Curtom-Conrad—BMI) ☆GENE CHANDLER-Constellation-130	45	57	69	THE WORLD I USED TO KNOW (In—ASCAP) ☆JIMMIE RODGERS-Dot-16595	61	64
2	RAG DOLL (Saturday, Gavadima—ASCAP) ☆FOUR SEASONS-Philips-40211	2	1	36	DO I LOVE YOU (Mother Bertha, Hill & Range—BMI) ☆RONNETTES-Philles-121	38	51	70	A HOUSE IS NOT A HOME (Diplomat—ASCAP) ☆BROOK BENTON-Mercury-72303 *Dionne Warwick-Scepter-1282	79	—
3	I GET AROUND (Sea Of Tunes—BMI) ☆BEACH BOYS-Capitol-5174	3	2	37	I BELIEVE (Cromwell—ASCAP) ☆BACHELORS-London-9672	43	53	71	LITTLE LATIN LUPE LU (Ray, Maxwell, Conrad—BMI) ☆KINGSMEN-Wand-157	75	86
4	WISHIN' AND HOPIN' (Jonathan—ASCAP) ☆DUSTY SPRINGFIELD-Philips-40207	8	10	38	WALK DON'T RUN '64 (Forshay—BMI) ☆VENTURES-Dolton-96	52	63	72	OH! BABY (WE GOT A GOOD THING GOIN') (Nujac—BMI) ☆BARBARA LYNN-Jammie-1277	73	89
5	THE LITTLE OLD LADY (FROM PASADENA) (Trousdale—BMI) ☆JAN & DEAN-Liberty-55704	5	7	39	YOU'RE MY WORLD (Hill & Range—BMI) ☆CILLA BLACK-Capitol-5196	42	49	73	HEY GIRL DON'T BOTHER ME (Low-Twi—BMI) ☆TAMS-ABC-10573	88	95
6	EVERYBODY LOVES SOMEBODY (Sands—ASCAP) ☆DEAN MARTIN-Reprise-0281	10	18	40	SUCH A NIGHT (Raleigh—BMI) ☆ELVIS PRESLEY-RCA Victor-8400	76	—	74	A TEAR FELL (Progressive—BMI) ☆RAY CHARLES-ABC Paramount-10571	78	79
7	DANG ME (Tree—BMI) ☆ROGER MILLER-Smash-1881	7	8	41	ANGELITO (Gil-Epps—BMI) ☆RENE & RENE-Columbia-43054	49	61	75	I'VE GOT NO TIME TO LOSE (East—BMI) ☆CARLA THOMAS-Atlantic-2238	—	—
8	THE GIRL FROM IPANEMA (Duchess—BMI) ☆GETZ & GILBERTO-Verve-10322	6	5	42	NO PARTICULAR PLACE TO GO (Arc—BMI) ☆CHUCK BERRY-Chess-1898	25	24	76	IT'S ALL OVER NOW (Kag—BMI) ☆ROLLING STONES-London-9687 ☆VALENTINOS-Sar-152	96	100
9	WHERE DID OUR LOVE GO (Jobete—BMI) ☆SUPREMES-Motown-1060	15	38	43	ALONE (Selma—BMI) ☆FOUR SEASONS-Veejay-597	29	26	77	SELFISH ONE (Chevis—BMI) ☆JACKIE ROSS-Chess-1903	100	—
10	KEEP ON PUSHING (Curtom—BMI) ☆IMPRESSIONS-ABC-10554	11	12	44	TENNESSEE WALTZ (Acuff, Rose—BMI) ☆SAM COOKE-RCA-8368	39	40	78	AND I LOVE HER (Maclen, Unart—BMI) ☆GEORGE MARTIN-United Artists-745	85	—
11	UNDER THE BOARDWALK (T.M.—BMI) ☆DRIFTERS-Atlantic-2237	12	16	45	BAD TO ME (Metric—BMI) ☆BILLY J. KRAMER & DAKOTAS-Imperial-66027	28	21	79	IF I'M A FOOL FOR LOVING YOU (Drury Lane, Beckie—BMI) ☆BOBBY WOOD-Jay-285	80	85
12	NOBODY I KNOW (Maclen—BMI) ☆PETER & GORDON-Capitol-5211	13	14	46	HEY HARMONICA MAN (Jobete, Little Darlin'—BMI) ☆STEVIE WONDER-Tamla-54096	32	32	80	IN THE MISTY MOONLIGHT (4 Star Sales—BMI) ☆JERRY WALLACE-Challenge-59246	92	99
13	MEMPHIS (Arc—BMI) ☆JOHNNY RIVERS-Imperial-66032	4	3	47	A WORLD WITHOUT LOVE (Maclen—BMI) ☆PETER & GORDON-Capitol-5175	21	15	81	SWEET WILLIAM (Budd—ASCAP) ☆MILLIE SMALL-Smash-1920	—	—
14	CAN'T YOU SEE THAT SHE'S MINE (Beechwood—BMI) ☆DAVE CLARK FIVE-Epic-9692	9	4	48	I'LL CRY INSTEAD (Unart, Maclen—BMI) ☆BEATLES-Capitol-5234	74	—	82	SAILOR BOY (Screen Gems, Columbia—BMI) ☆CHIFFONS-Laurie-3262	77	80
15	STEAL AWAY (Fame—BMI) ☆JIMMY HUGHES-Fame-6401	23	30	49	I'M INTO SOMETHING GOOD (Screen Gems, Columbia—BMI) ☆EARL JEAN-Colpix-729	57	78	83	HAUNTED HOUSE (Venice B Flat—BMI) ☆GENE SIMMONS-Hi-2076	86	94
16	PEOPLE SAY (Trio—BMI) ☆DIXIE CUPS-Red Bird-10-006	48	70	50	LOOKING FOR LOVE (Merna—BMI) ☆CONNIE FRANCIS-MGM-13256	65	92	84	INVISIBLE TEARS (Central—BMI) ☆RAY CONNOR-Columbia-43061	97	84
17	I WANNA LOVE HIM SO BAD (Trio—BMI) ☆JELLY BEANS-Red Bird-10-003	18	23	51	I SHOULD HAVE KNOWN BETTER (Unart, Maclen—BMI) ☆BEATLES-Capitol-5222	72	89	85	THE GIRL'S ALRIGHT WITH ME (Jobete—BMI) ☆TEMPTATIONS-Gordy-7032	87	—
18	(YOU DON'T KNOW) HOW GLAD I AM (Roosevelt—BMI) ☆NANCY WILSON-Capitol-5198	26	41	52	WHAT HAVE I GOT OF MY OWN (Sawtell & Herring—ASCAP) ☆TRINI LOPEZ Reprise-0276	51	58	86	RINGO'S THEME (THIS BOY) (Unart, Maclen—BMI) ☆GEORGE MARTIN-United Artists-745	—	—
19	FARMER JOHN (Venice—BMI) ☆PREMIERS-Warner Bros.-5443	20	25	53	DON'T WORRY BABY (Sea Of Tunes—BMI) ☆BEACH BOYS-Capitol-5174	41	14	87	IT AIN'T NO USE (Curtom, Jalyne—BMI) ☆MAJOR LANCE-Okeh-7197	89	84
20	GOOD TIMES (Kags—BMI) ☆SAM COOKE-RCA-8368	17	17	54	MAYBE I KNOW (Trio—BMI) ☆LESLEY GORE-Mercury-72309	84	—	88	BABY COME HOME (Rosewood-Day, Bob Hilliard—ASCAP) ☆RUBY & ROMANTICS-Kapp-601	91	96
21	SUGAR LIPS (Tree—BMI) ☆AL HIRT-RCA-8391	27	50	55	LITTLE CHILDREN (Rumbalero—BMI) ☆BILLY J. KRAMER & DAKOTAS-Imperial-66207	36	27	89	IT'S A COTTON CANDY WORLD (Leo Feist—ASCAP) ☆JERRY WALLACE-Mercury-72292	90	93
22	HANDY MAN (Travis—BMI) ☆DEL SHANNON-Amy-905	33	48	56	CHAPEL OF LOVE (Trio—BMI) ☆DIXIE CUPS-Red Bird-10-001	31	19	90	SAY YOU (T. M.—BMI) ☆RONNIE DOVE-Diamond-167	100	—
23	TRY IT BABY (Jobete—BMI) ☆MARVIN GAYE-Tamla-54094	19	20	57	SHARE YOUR LOVE WITH ME (Don—BMI) ☆BOBBY BLAND-Duke-377	55	62	91	DARLING IT'S WONDERFUL (Travis—BMI) ☆DALE & GRACE-Montel-930	93	—
24	MY BOY LOLLIPOP (Nom—BMI) ☆MILLIE SMALL-Smash-1893	14	6	58	YOU'RE MY REMEDY (Jobete—BMI) ☆MARVELETTES-Tamla-54097	60	66	92	SUNNY (Screen Gems-Columbia—BMI) ☆NEIL SEDAKA-RCA-8382	—	97
25	C'MON AND SWIM (Tarcrest—BMI) ☆BOBBY FREEMAN-Autumn-2	34	71	59	WORRY (Ridge—BMI) ☆JOHNNY TILLOTSON-MGM-13255	67	77	93	G.T.O. (Buckhorn—BMI) ☆RONNIE & DAYTONAS-Mala-481	—	—
26	DON'T LET THE SUN CATCH YOU CRYING (Pacemaker—BMI) ☆GERRY & PACEMAKERS-Laurie-3251	16	11	60	NO ONE TO CRY TO (Hill & Range—BMI) ☆RAY CHARLES-ABC-10571	83	—	94	SOLE, SOLE, SOLE (MRC—BMI) ☆SIW MALMKVIST & UMBERTO MARCATO-Jubilee-5479	97	—
27	I LIKE IT LIKE THAT (Jobete—BMI) ☆MIRACLES-Tamla-54098	30	42	61	ANYONE WHO KNOWS WHAT LOVE IS (Metric—BMI) ☆IRMA THOMAS-Imperial-166041	66	73	95	IT HURTS TO BE IN LOVE (Screen Gems-Columbia—BMI) ☆GENE PITNEY-Musicor-1040	—	—
28	PEOPLE (Chappell—ASCAP) ☆BARBRA STREISAND-Columbia-42965	24	22	62	EVERYBODY NEEDS SOMEBODY TO LOVE (Keetch, Caesar & Dino—BMI) ☆SOLOMON BURKE-Atlantic-2241	68	74	96	THANK YOU BABY (The Girls—BMI) ☆SHIRELLES-Scepter-1278	—	—
29	DON'T THROW YOUR LOVE AWAY (Wyncote—ASCAP) ☆SEARCHERS-Kapp-593	22	13	63	LOVE IS ALL WE NEED (Travis—BMI) ☆VIC DANA-Dolton-95	64	85	97	MORE AND MORE OF YOUR AMOR (Comet—ASCAP) ☆NAT KING COLE-Capitol-5219	—	—
30	AIN'T SHE SWEET (Advance—ASCAP) ☆BEATLES-Atco-6308	59	81	64	SHE'S THE ONE (Liphilben-Chartbuster—BMI) ☆CHARTBUSTER-Mutual-502	69	75	98	MEXICAN SHUFFLE (Almo—ASCAP) ☆HERB ALPERT'S TIJUANA BRASS-A&M-742	—	—
31	MIXED-UP, SHOOK-UP GIRL (Merjoda—BMI) ☆PATTY & EMBLEMS-Herald-590	35	54	65	BECAUSE (Ivy—ASCAP) ☆DAVE CLARK FIVE-Epic-9704	—	—	99	A TASTE OF HONEY (Songfest—ASCAP) ☆TONY BENNETT-Columbia-43073	—	—
32	HOW DO YOU DO IT (Just—BMI) ☆GERRY & PACEMAKERS-Laurie-3261	53	72	66	I'LL KEEP YOU SATISFIED (Metric—BMI) ☆BILLY J. KRAMER & DAKOTAS-Imperial-66048	94	—	100	THE NEW "FRANKIE AND JOHNNY" SONG (Hollis—BMI) ☆GREENWOOD SINGERS-Kapp-591	—	—
33	AL DI LA (M. Witmark & Sons—ASCAP) ☆RAY CHARLES SINGERS-Command-4049	44	60	67	AND I LOVE HER (Unart-Maclen—BMI) ☆BEATLES-Capitol-5235	—	—	100	DOWN WHEN THE FOUR WINDS BLOW (CHILLY WINDS) (Serendipity—BMI) ☆SERENDIPITY SINGERS-Philips-40215	—	—
34	TELL ME (Southern—ASCAP) ☆ROLLING STONES-London-9682	37	56	68	REMEMBER ME (Gil—BMI) ☆RITA PAVONE-RCA-8365	54	37				

★ SHARP UPWARD MOVE
★ BEST SELLING RECORDS
★ OTHER VERSIONS STRONGLY REPORTED
★ ALPHABETIZED, TOP 100 IN EACH ISSUE

Summer Suggestion from **LONDON** RECORDS

HITS THAT TRAVEL

(up the charts)

NO. 3 IN ENGLAND

JUST RELEASED P. J. Proby

HOLD ME

#9688

NO. 1 IN ENGLAND

The Rolling Stones

IT'S ALL OVER NOW

#9687

TRAVELING UP U.S.A. CHARTS

The Rolling Stones

TELL ME

#9682

TRAVELING UP U.S.A. CHARTS

The Bachelors

I BELIEVE

#9672

BREAKING BIG!!

#9670
LONDON
RECORDS

Bern Elliot
NEW ORLEANS

Epic Sales Meets Unveils "Hot Line" Of Fall Product



Leonard S. Levy, general manager of Epic Records, is pictured above addressing the label's distributors and salesmen at the firm's sales confab held last week at the Eden Roc Hotel. Epic also had a sales session during the week at the Sahara Hotel in Las Vegas.

LAS VEGAS—The impression that the Epic label had come of age hung handsomely over the label's to regional sales meets in Miami Beach and Las Vegas last week, where the label's new "Hot Line" product (see separate story) was unveiled.

The meets were addressed by Len Levy, general manager of Epic and Victor Linn, Epic's merchandising and administrative manager.

In his speech, Levy reminded the distributors of the diversification and depth of the Epic catalog, which has succeeded in making the label "The Hot Line" of the record industry. This phrase was the slogan utilized throughout the Epic Convention to demonstrate "an exciting dimension in music and sound."

Levy called on distributors to seek reasonable profits and sell on merit, not price or face going out of business (see text of Levy speech below).

Entertainment for Epic distributors was provided during the evenings by such Epic artists as Adam Wade, The Village Stompers, Godfrey Cambridge, The Back Porch Majority, Linda Brannon, Buddy Morrow and Bobby Vinton.

Attending the annual meetings from Columbia Records, the parent company, were Goddard Lieberson, president, Norman Adler, executive vice president and Bill Gallagher, vice president of marketing.

In his speech, Levy stated: "In October, 1961, a new regime took over Epic Records and a long-burning fuse was ignited, a fuse that was designed to kindle a re-birth, generate a growth pattern and produce an unprecedented sales explosion. In July of 1964, it's a source of great personal satisfaction to tell you that we have totally accomplished one third of our goals and made tremendous strides toward the fruition of the other two. The re-birth of Epic and Okeh Records is an undeniable fact! (These two labels) are recognized by all facets of the industry and, more importantly, by the consumer. I'd like to think that together, all of us in the room this

morning have developed Epic into 'The Hot Line.'

"This slogan was chosen because it has a dual meaning. . . . In New York our business is conducted via the long distance telephone lines and the teletype. . . . this is one form of 'The Hot Line.' Secondly, 'The Hot Line' pertains to Epic as a line of merchandise—merchandise that's in public demand.

"One of the most over-worked and misinterpreted words in the record business vocabulary is the word 'line.' Distributors, in particular, will refer to a 'line' in connection with a manufacturer who has one single record or album, or to Columbia with its vast selection and catalog. When you speak of the Epic line, we want you to speak and think in terms of the depth and variety of product which Epic represents. Think in terms of the classics, the popular category, the international catalog, the jazz albums and the tapes. All of these elements combined have made Epic into 'The Hot Line.'

"In the final analysis, it will not be one artist, one single record or one album that will be directly responsible for Epic's performance in 1964—a performance that will show the biggest dollar volume and highest net profit in the 11-year history of the label. This will be a direct result of selling the line, taking full advantage of its scope, versatility and variety.

"Our industry has changed con-

(Continued on page 38)

Epic Offers 13 LP's For August

NEW YORK—Epic Records introduced 13 new "Hot Line" albums for Aug. issue at its regional sales meets in Miami Beach and Las Vegas last week.

Topping the newcomers is the label's third Dave Clark Five album, "American Tour, The Dave Clark Five."

The other dates include: "Around the World" by the Village Stompers, "Oh, Play That Thing!" by Morath and the Jordanaires, "New Voice from Nashville," David Houston, "Straight Ahead" by the Goldebrriers, "Outer West!" by the Honey Dreamers, "How to Keep Your Husband Happy. Look Slim! Keep Trim! Exercise Along With Debbie Drake," with original musical accompaniment by Frank Hunter, "The Guitar That Changed the World!" by Scotty Moore, guitarist on various Elvis Presley hits, "Tunes of Glory" by Andy Stewart, "Join Rolf Harris Singing the Court of King Caractacus & Other Fun Songs" and "Cliff Richard in Spain," with accompaniment by the Shadows and the Norrie Paramor Strings.

Vee Jay Sales Meet Displays 29 Aug.-Sept. LP's, New Goals

HOLLYWOOD—Vee-Jay Records, hosting more than 100 distrib reps and company field men at a convention at the Beverly-Hilton Hotel last Tuesday (21) launched the label's most ambitious release program (29 albums) and sales drive to date, highlighted by Vee-Jay's entry into several new facets of the record market.

President Randy Wood, welcoming the U.S. and Canadian distributors, emphasized the company's determination to capture an important share of the album market, which now accounts for 75 per cent of the record industry's sales, in the same kind of success pattern in singles that has seen Vee-Jay's growth and expansion since its management reorganization last September.

Crediting the new management team, which includes Jay Lasker, executive vice-president; Mark Sands, comp-

WB And Reprise Offer "Wonderful World Of Entertainment" In New Fall Push

LAS VEGAS—Warner Bros. Records unfurled "The Wonderful World of Entertainment" as the theme of the diskery's fall program last week at its 7th annual sales convention at The Sands Hotel in Las Vegas.

Attended by nearly 200 distributors, sales managers and sales personnel from each of the Warner Bros. and Reprise Records distributorships in

the U.S. and Canada, together with about 30 of the company's own personnel, the three-day conclave signaled the release of 24 albums by Warners and Reprise.

The meeting was highlighted by addresses by Warner Bros.' President Mike Maitland, Mo Ostin, general manager of Reprise, and guest speaker Bill Gallagher, vice president of Marketing of Columbia Records.

Maitland stressed to the convention the need for continued development of modern businesslike practices on the part of independent distributors, and also emphasized "the importance of the independent record distributor and Warner Bros.' pledge to remain with independent distribution."

Sighting Warner Bros.' accelerated automated accounting system, Maitland pointed out the developments in the record business will see the race for survival "going to the businessman who can compete not only in price but also in the adoption of modern inventory systems, IBM accounting programs, and aggressive sales, merchandising and promotion policies in any area of distribution."

Both Maitland and Ostin declared that the Warner Bros. and Reprise identities will be maintained separately as exemplified in the company's visual look, its advertising programs, as well as the maintenance of individual A&R staffs.

Participating in the three-day session were Warner Bros. director of merchandising, Joel Friedman; treasurer Ed West; national sales manager Bob Summers; chief of engineering Lowell Frank; artists & repertoire directors Jimmy Hilliard, Joe

(Continued on page 36)

20th-C-F Names Craft Creative Director, Lewis To Head Sales



MORTY CRAFT

NEW YORK—Trade rumors for the past several weeks became fact last week with the announcement from 20th Century-Fox Records that veteran music man Morty Craft had been named creative director of the label. He'll supervise all the creative aspects of the label's operations.

In addition, it was announced that Lenny Lewis has been named sales manager, replacing Irv Trencher, who has left the company.

Craft, who gives the label a topper after several months of speculation on who would replace Norm Weiser, now head of Kapp's 4 Corners label, has had extensive disk industry experience, including stints with the Mercury and MGM labels. He also headed the Warwick label and was associated with various indie enterprises, most recently in the Miami Beach area. He has also appeared as a maestro on a number of albums and singles.

In his first assignment, Lewis, formerly with the Capitol and ABC-Paramount labels and with Jet Distributing in New York, will personally visit all of the label's distributors within the next few weeks.

Record Turnout Due At NARM's Mid-Year Meet

PHILADELPHIA—A record attendance of rack jobbers will be meeting at the mid-year meeting and person to person sales conference of the National Association of Record Merchandisers (NARM), this Tuesday, (28) at the Sheraton-Chicago Hotel in Chicago.

Before the opening of the Person to Person Sales Conference sessions on Tuesday afternoon, the regular members (rack men) will hold a closed meeting, during which time the NARM legal counsel Albert A. Carretta, will bring the members up-to-date on the Capitol Record Distributing Corporation's action of several months ago in "cutting off" certain record Merchandisers from buying Capitol product direct from CRDS. Carretta has been in contact with the Bureau of Restraint of Trade of the Federal Trade Commission on the matter.

At the Person to Person Sales Conference sessions, which will begin following an opening luncheon for all regular members and associate members (labels) in attendance, will feature twenty-minute appointments between every rack jobber and record manufacturer at the meeting. Person to person confabs will continue all day Wed., July 29. By adding appointments to the Tues. and Wed. schedules, person to person sessions will be completed on Wed.

In addition, there are eleven applications for regular membership in NARM. These applications will be presented for approval to the NARM board of directors the day before the Mid Year meeting begins, and these new rack members will also be participating in the person to person appointment schedule.

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Key Exec Shifts At Capitol



BROWN MEGGS



STEVE STROHMAN

HOLLYWOOD—Key exec responsibilities have been re-aligned at Capitol Records, according to an announcement from Glenn E. Wallichs, chairman of the board and chief exec officer.

Effective Aug. 1, Dan Bonbright, Capitol's vice chairman of the board, will become chief financial officer for the company. In his new capacity, Bonbright will supervise all treasurer and comptroller activities, including property management, purchasing and data processing. Bonbright, who joined Capitol in 1946 and who has been general executive for Capitol's record-club activities since their inception in 1957, will continue as a member of Capitol's management committee, finance committee and board of directors.

Simultaneously, Alan W. Livingston, president of Capitol Records, will assume responsibility for all of Capitol's record-club operations. Livingston will thus have general executive responsibility for all Capitol activities relative to the production and distribution of Capitol and Angel-label records. Additionally reporting to Livingston under the reorganization will be vice president and general counsel Robert E. Carp and Grant H. Kenyon, newly-appointed administrator of management services.

Livingston, who joined Capitol in 1945 and was elected president in 1962, continues as a member of the Capitol board of directors and, with Wallichs and Bonbright, the Capitol management committee.

As a further result of the re-alignment, Edward Nash has been appointed director of marketing for the Capitol Record Club, Inc. Nash joins the Club after a post as vice president of Marketing Services for LaSalle Extension University; as director of advertising and sales promotion for the Crowell-Collier Publishing Company; and as an employee of the Schwab Beatty advertising agency.

Commenting on the re-alignment, Wallichs stated:

"We are confident that these changes will give Capitol an improved basis from which to meet the complex challenges of today's record business. We are most enthusiastic about the outlook for the coming year."

HOLLYWOOD—Brown Meggs will take over a new post at Capitol Records Distributing Corp. on Aug. 1. He'll be vp for merchandising, advertising and public relations, according to Stan Gortikov, CRDC president.

Meggs will step down as director of eastern operations of Capitol Records in New York, a post that will not be filled. Instead, John Coveney, Capitol's coordinator of eastern activities for Angel Records, will add the post of New York office manager to his present responsibilities and will function as Capitol's senior administrative exec in the east.

Meggs, in New York since 1962, will return to the Capitol Tower in Hollywood to join Gortikov and W. B. Tallant, Jr., CRDC's vp and sales manager, as a member of CRDC's senior management team.

In his new post, Meggs will handle all CRDC merchandising, advertising and publicity activities. Reporting to him will be Paul Russell, album merchandising manager. As a result of the move, the Capitol label's department of public relations has been discontinued and its functions transferred to CRDC's department of press and information services. Meggs ex-

(Continued on page 37)

Columbia Skeds 51 New LP's For Release In Aug.-Sept.

LAS VEGAS—Columbia Records will release 51 albums in Aug. and Sept. In Aug., the label will offer 14 pop albums, 11 Masterworks; in Sept. the label will market 15 pop LP's, 11 Masterworks. All of the upcoming product was unveiled at the label's sales convention in Las Vegas last week.

In addition, 15 of the new releases will be available in 4-track stereo tape versions.

Pop Aug. product includes dates by the New Christy Minstrels ("Land Of Giants"), Jerry Vale ("Be My Love"), Andre Kostelanetz ("I Wish You Love"), Trio Los Ponchos and Eydie Gorme ("Amor"), Robert Goulet ("Without You"), Steve Lawrence ("Everybody Knows"), Trio Los Ponchos ("By Special Request"), Percy Faith ("The Love Goddesses"), Miles Davis ("Miles Davis In Europe"), Thelouion Monk ("It's Monk Time"), Robert Horton ("The Very Thought Of You"), Marty Robbins ("R.F.D.") and Ray Price ("Love Life").

Sept. pop dates include: Barbara Streisand's "People," "Andy Williams Sings Songs From 'My Fair Lady,'" "Music From 'My Fair Lady'" by Percy Faith, "Another Side Of Bob Dylan," Dave Brubeck Quartet's "Jazz Impressions Of Japan," The Clancy Bros. and Tommy Makem's "Live & Lusty!," The Brothers Four's "More Big Folk Hits," The Jordanaires' "This Land," Ray Conniff's "Friendly Persuasion," "The Many Faces Of Lyn Roman," "Command Performance" by Les and Larry Elgart, "Square Dance Hootenanny" by Buddy Durham with Ben Smathers and the Stoney Mountain Cloggers.

Latin-American EX series albums include: "Muy Cerca De Ti-Near You" by Roberto Yanes, "Festival Of Overtures" by the Madrid Symphony Orchestras, Pablo Sorozabal, conductor, and "La Nueva Interprete De La Cancion Ranchera" by Irma Serrano.

The Masterworks product for Aug.-Sept. included 19 long-hair dates, two musical comedy re-creations and an LP, "Famous Scenes From Sir John Guildud's Production of William Shakespeare's 'Hamlet.'"

The musical comedy re-creations are two Rodgers and Hammerstein classics, "Oklahoma!," starring John Raitt, Florence Henderson, Phyllis Newman, Jack Elliot and Ara Berberian, with Franz Allers conducting, and "The King & I," with Barbra

(Continued on page 36)

COLUMBIA EXPANDS "AGE OF REASON"; OFFERS NEW DATED BILLING PROGRAM; AD ALLOWANCES 5% YEAR 'ROUND

LAS VEGAS—Columbia Records' first year of life in the "Age Of Reason" was an unqualified success. These were the words of Bill Gallagher, Columbia's VP of marketing, as he summarized the company's current position at a press conference held at the Sahara Hotel this city—site of the label's 1964 international sales convention.

Although he would not reveal specific sales and profit figures, he did say that the label's unit sales at retail from July of '63 to July '64 were up more than 11%. However, it was clearly indicated that the label's profit picture in its first year under the "Age Of Reason" was sensational.

Gallagher admitted that the transition into the "Age Of Reason" program of last year was a very difficult one, and that for a few months after the introduction of the new plan, things were "pretty tough." But after a declining third quarter in '63 sales, the picture turned bright and the 4th qtr of '63 more than made up for the months when Columbia was put to the test to see if it would back down from its then stability policy. "From then on," said Gallagher, "it was easy."

In re-dedicating and extending the "Age Of Reason" for the new sales year, Gallagher introduced the slogan, "Stability in Action," a phrase designed to suggest "year round" stability. The major feature of the new year's plan, as compared with last year's, is what Gallagher called "a more realistic" dated billing program. Although he would not reveal complete details of this program, it was referred to as a "new year-round credit program." Gallagher described this program as one designed to help the dealer. Under the new program the dealer would pay his Columbia bills after he sold the merchandise, rather than before consumers had come in to purchase this new product.

The first phase of what Gallagher referred to as a three phase program for the upcoming July to July record year will see Columbia distrib and their dealers paying for their Aug.-Sept. releases as follows: 1/4th in Oct.; 1/4th - Nov.; 1/2 - Dec.; and 1/2 in Jan. '65. Gallagher refused to be specific about phases two and three in this credit program. However, it was quite evident that the second phase would deal with special billing arrangements on Xmas product and the third would deal with the new Jan.-Feb. product.

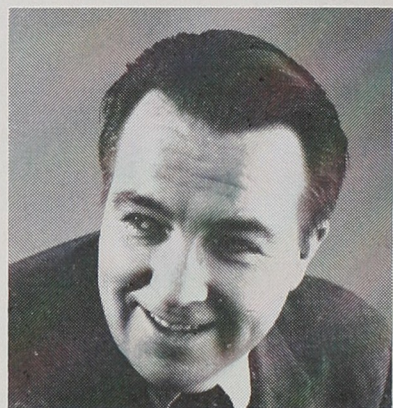
Other important factors of "Stability in Action" include continued consumer education through advertising the quality of Columbia product; more dealer aids; etc. Gallagher also pointed out that Columbia would assist RIAA and would work through its own promotion men in spearhead-



GODDARD LIEBERSON



NORMAN ADLER



BILL GALLAGHER

ing the education of radio stations as to the importance of recorded music to radio. A continued effort will be exerted on the part of Columbia to see that radio management understands the record industry and has a vested interest in its growth.

(Continued on page 38)

Eventful Col. Sales Confab: New Product, Policies & 2 Anns: Label's 75th, Lieberson's 25th

LAS VEGAS — Columbia Records, boasting Aug.-Sept. product and new merchandising concepts and two noteworthy anniversaries, moved into the Sahara Hotel last week (22-26) for its annual international sales convention.

Over 500 execs representing Columbia Records, Columbia Records Sales Corp. and Columbia Records Distributors throughout the U.S. gathered with execs of CBS' subs and licensees.

As for the anniversaries, Columbia is celebrating its 75th year, marking 1889 as the year the label's name

first appeared on an entertainment disk, and Goddard Lieberson, president of the diskery, observes his 25th year with Columbia in Sept. Special ceremonies at the convention took note of both occasions.

Among the overseas delegates were reps from Australia, Canada and Japan, as well as from European and Latin American countries.

Among the many Columbia artists on hand were Johnny Cash, Jimmy Dean, Robert Goulet, Robert Horton, Mitch Miller, Andre Previn, Jerry Vale and Andy Williams plus such newcomers to the label as Johnny Carson, Jim Nabors and Lyn Roman.

MORE FEATURE NEWS ON PAGE 12

ONCE AGAIN,
COLUMBIA PUTS THE
Emphasis
WHERE IT
BELONGS...

COLUMBIA RECORDS

A Division of Columbia Broadcasting System, Inc.

799 SEVENTH AVENUE, NEW YORK, NEW YORK 10019 • CIRCLE 5-7300

WILLIAM P. GALLAGHER

*Vice President
Marketing*

July 27, 1964

To All Columbia Record Customers:

Last year when I called for an "Age of Reason" in the Record Industry, my plea was for more than just price stability. I asked for an intelligent appraisal of the industry's needs and for steps to convert its shortcomings. I asked for sane programs, saleable product, exciting merchandising and advertising promotions. I asked that our industry sell through, not just to the retailer, and move forward from chaos into an unparalleled cycle of growth.

Now, one year later, the success of "Age of Reason" is a source of pride and esteem. Columbia rededicates itself to the goals of Reason and Profit, with emphasis on year-round prices, year-round strong releases and year-round merchandising and advertising. These essential elements will continue to create the sound foundation for our success.

Further, Columbia dedicates itself to the evolving pattern of "Stability in Action" -- the dynamic forward movement of ideas, plans and product to match the needs of the market and stimulate its profitable growth.

This year, a planned month by month program will coordinate the total National and Local effort for maximum consumer impact and motivation.

This year, our financial program is geared to the cash flow of the retail market to give added emphasis to proper inventory levels and stock turnover. This relates buying, selling and financing directly to the seasonal needs of your business.

Columbia Records urges you to combine your finest creative efforts and most vigorous sales endeavors with ours to move forward to exciting new levels of profit and performance for stability in action in an Age of Reason.

William P. Gallagher
William Gallagher

Emphasis

YEAR-ROUND STRONG RELEASES

New For August

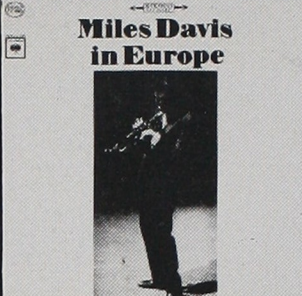


BE MY LOVE **JERRY VALE**



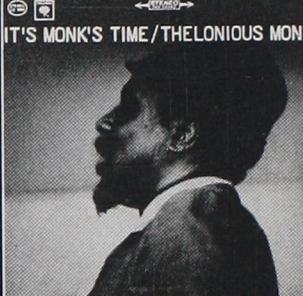
CL 2181/CS 8981*

Miles Davis
in Europe



CL 2183/CS 8983*

IT'S MONK'S TIME/THELONIOUS MONK



CL 2184/CS 8984*

I Wish You Love
Andre Kostelanetz
And His Orchestra



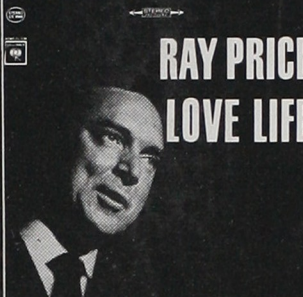
CL 2185/CS 8985*

THE NEW CHRISTY MINSTRELS
Under the Direction of Randy Sparks
LAND OF GIANTS



CL 2187/CS 8987*

RAY PRICE
LOVE LIFE



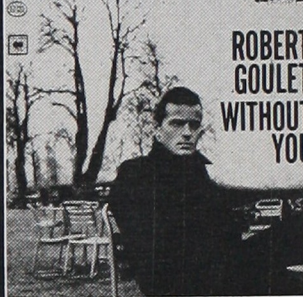
CL 2189/CS 8989*

BY SPECIAL REQUEST
THE TRIO LOS PANCHOS
SING GREAT LOVE SONGS IN ENGLISH



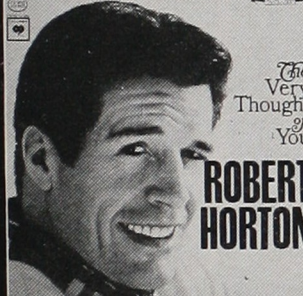
CL 2191/CS 8991*

ROBERT GOULET
WITHOUT YOU



CL 2200/CS 9000*

The Very Thought of You
ROBERT HORTON



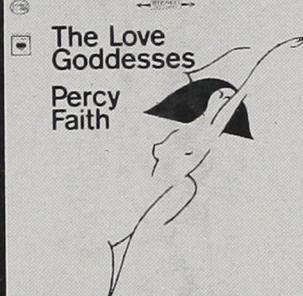
CL 2202/CS 9002*

EYDIE GORME & THE TRIO LOS PANCHOS
AMOR
GREAT LOVE SONGS IN SPANISH



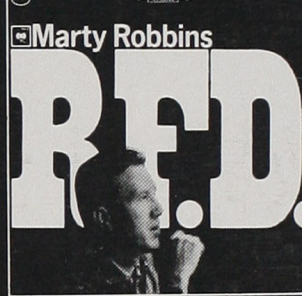
CL 2203/CS 9003*

The Love Goddesses
Percy Faith



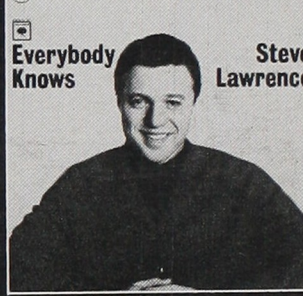
CL 2209/CS 9009*

Marty Robbins
R.F.D.



CL 2220/CS 9020*

Everybody Knows **Steve Lawrence**



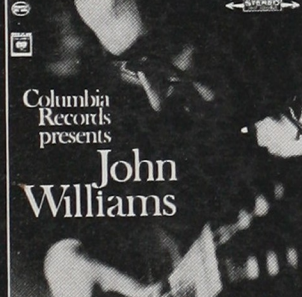
CL 2227/CS 9027*

Leonard Bernstein
New York Philharmonic
Berlioz: Symphonie Fantastique



ML 6007/MS 6607*

Columbia Records presents
John Williams




ML 6008/MS 6608*

Leonard Bernstein **New York Philharmonic**
Haydn
Symphony No. 82 "The Bear"
Symphony No. 83 "The Hen"



ML 6009/MS 6609*

Music of Jubilee
Bach Favorites for Organ and Orchestra
E. Power Biggs
The Columbia Chamber Symphony conducted by *Sollan Roggenyaas*



ML 6015/MS 6615*

SERKIN/BERNSTEIN
BEETHOVEN
THIRD PIANO CONCERTO
CHORAL FANTASY
NEW YORK PHILHARMONIC
THE WESTMINSTER CHOIR
WARREN MARTIN, DIRECTOR



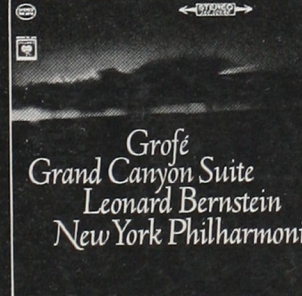
ML 6016/MS 6616*

Three French Violin Favorites
ZINO FRANCESCATTI Plays
Chausson: Ravel/Saint-Saens
LEONARD BERNSTEIN
NEW YORK PHILHARMONIC



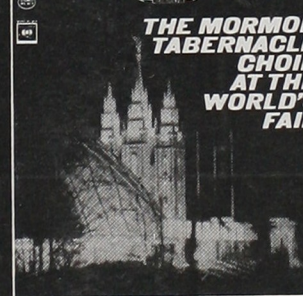
ML 6017/MS 6617*

Grofé
Grand Canyon Suite
Leonard Bernstein
New York Philharmonic



ML 6018/MS 6618*

THE MORMON TABERNACLE CHOIR
AT THE WORLD'S FAIR



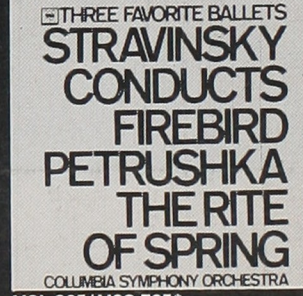
ML 6019/MS 6619*

Johannes Brahms
RUDOLF SERKIN
THE BUDAPEST STRING QUARTET
Piano Quintet in F Minor



ML 6031/MS 6631*

THREE FAVORITE BALLETS
STRAVINSKY
CONDUCTS
FIREBIRD
PETRUSHKA
THE RITE OF SPRING
COLUMBIA SYMPHONY ORCHESTRA



M3L 305/M3S 705*

OKLAHOMA
JOHN RAITT **FLORENCE HENDERSON**
Jack Elliott
Orchestrations by **Philip F. Lang**
under direction of **FRANZ ALLERS**
Phyllis Newman
Ado Annie



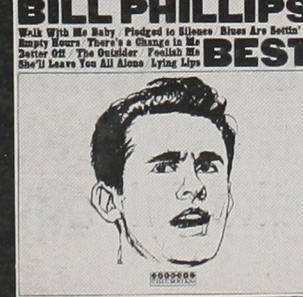
OL 8010/OS 2610*

BARBARA COOK **The King and I** **THEODORE BIKEL**
JEANETTE SCOVOTTI
Orchestra & Chorus under direction of **LEHMAN ENGEL**



OL 8040/OS 2640*

BILL PHILLIPS' BEST
Walk With Me Baby, Pledged to Silence, Blues Are Better in Empty Rooms, There's a Change in Me, Better Off, The Outsider, Foolish Me, She'll Leave You All Alone, Lying Lips



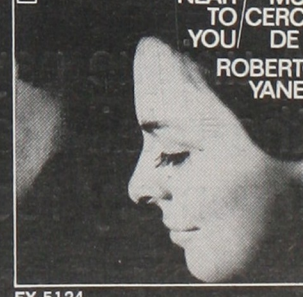
HL 7309

CARL SMITH'S BEST
That's the Kind of Love I'm Looking For, Washing My Dreams in Tears, Goodbye, Goodbye, The Little Girl in My Home Town, No, I Don't Believe I Will Just Walk Till I Get You Alone, He and My Broken Heart, Go, Boy, Go, There's Nothing as Sweet as My Baby, My Lonely Heart's Kissing Mine



HL 7310

NEAR TO CERCA YOU! **MUY DE TI**
ROBERTO YANES



EX 5124

Emphasis

YEAR-ROUND ADVERTISING

THE NEW YORKER *THE Atlantic*
high fidelity
Rock Times Magazine

EYDIE
TIMES EYDIE
PLUS EYDIE
EQUALS EYDIE

Pop singer, blues singer, country singer, singer's singer, swing singer. There's only one Eydie Gorme, but her talent runs the gamut of vocal interpretation. Have you ever heard her with a rock or beat in her hair? Listen to her on the *Rock Times*. This... on the emotional... and... with... and... with... And in her latest album, *Rock Times*, Eydie Gorme... refreshingly fresh new sound for a classic... favorite favorite.

EYDIE GORME
ON
COLUMBIA RECORDS

NATIONAL ADVERTISING

ROBERT GOULET
MARTY ROBB
ANDRE PERCY
ROBERT GOULET
JERRY VALE
CHRIS...
THE NEW CHRIS...
LAND OF...
BEMY...
ON COLUMBIA RE...
STORE
STORE NAME

Marty Robb favorites... a Picture... Now...
CL 2200 CS 9000 Stereo
CS 947 7cm

Without You... Robert Goulet sings "Sad Songs," "Au Loin L'Amour," "I'm a Fool to Want You," and 8 other sentimental ballads.
CL 2200 CS 9000 Stereo
CS 947 7cm

The New Christy Minstrels... under the direction of Randy Sparks, sing about "John Henry and the Steam Drill," "Paul Bunyan," "Cassidy Jones," "I'm Coming Right," and 9 other big folk ballads.
CL 2181 CS 8581 Stereo
CS 947 7cm

Jerry Vale croons "Benny of You," "Unchained Melody," "All the Way," "Love," and 8 other great romantic favorites.
CL 2181 CS 8581 Stereo
CS 947 7cm

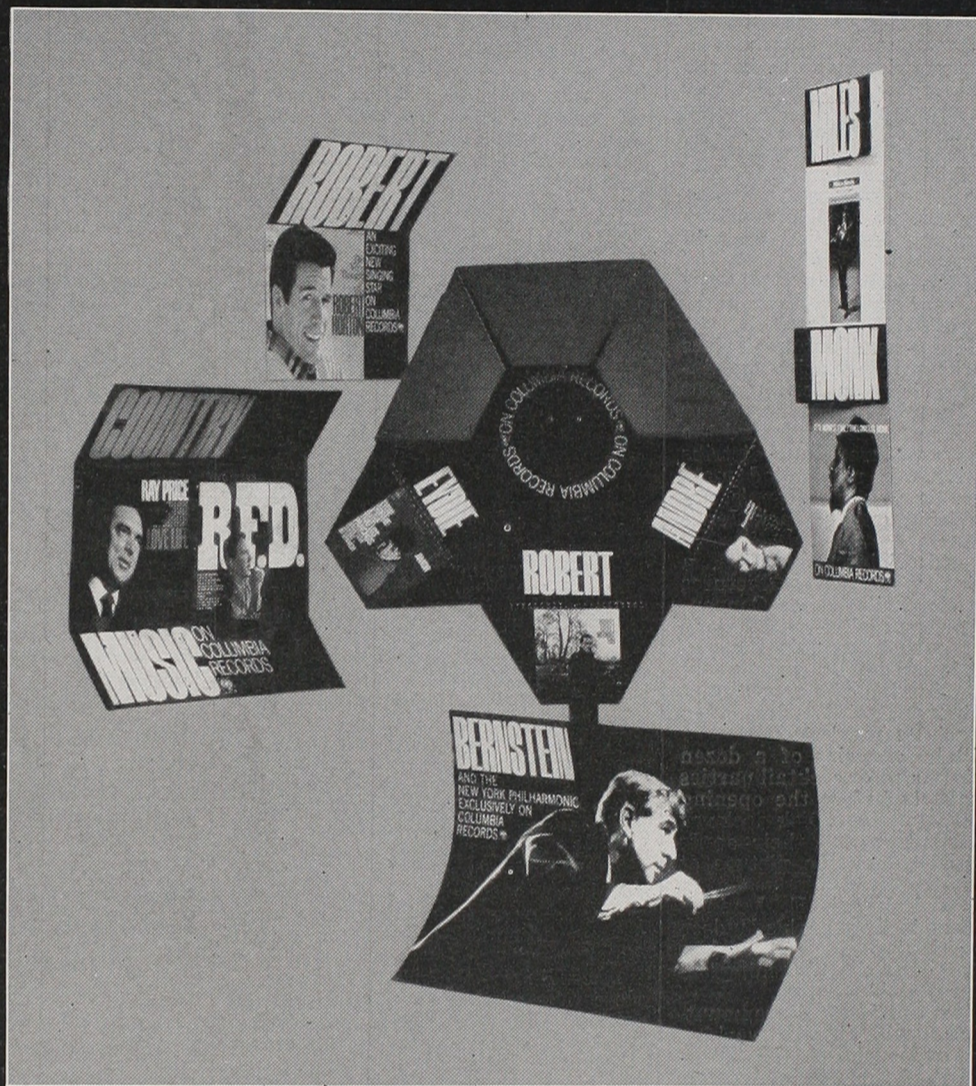
NEWSPAPER

Emphasis YEAR-ROUND

A unique payment plan realistically based on the actual cash flow of the retail market. This program will assist the dealer in planning his inventory requirements to take full advantage of the volume seasons.

COLUMBIA RECORDS  STABILITY

AND MERCHANDISING



ADVERTISING

IN-STORE SALES PROMOTION

SOUND FINANCING

and, at the same time, is designed so that the dealer will not be overburdened with financial commitments until his cash flow is at a maximum. See your Columbia representative for complete details.

TION ACTION IN AN AGE OF REASON

Kapp & Paramount Pics In Powerful Promo Tie-In On "Where Love Has Gone"

NEW YORK—Kapp Records and Paramount Pictures are embarking on a potent promo for the new Jack Jones single and album on Kapp titled "Where Love Has Gone," from the Joseph E. Levine film of the same name.

Paramount Pictures, distributor of the movie, has appropriated budget of \$250,000 to buy radio spots to plug the picture, using the Jones recording of the title song as background music for the commercials. Kapp is launching a king-sized national promotion and newspaper advertising campaign on both the new single and album.

"Where Love Has Gone," based on the Harold Robbins best-selling book, stars Susan Hayward, Bette Davis, Michael Connors and Joey Heatherton. It is set for a late Sept. opening in major markets throughout the country. The title song, which was written by many-time Academy Award winners Sammy Cahn and Jimmy Van Heusen, is sung twice by Jones on the movie soundtrack.

The Kapp promo on both the single and LP recording of "Where Love Has Gone," will touch all promotional bases. For dealers and racks, there will be special poster and display material that can be used in windows and on counters. Also available will be easels featuring blowups of the attractive four-color cover of the album, and every single will be packaged in a bright color sleeve.

Kapp will also send out to dealers and disk jockeys informative and in-depth biographical material about Jones and Joseph E. Levine, along with copies of both the single and the LP for radio exposure. Kapp distributes in all markets will receive ad mats furnished to tie in with Kapp's national advertising on the Jack Jones LP.

To start this joint promotion, a representative of Paramount Pictures appeared at the Lake Tahoe Convention of Kapp Records' executives and distributors last week to explain the picture promotion. Distributors present at the sales meeting had the opportunity to see the movie, as the first of a series of special screenings.

There will be a series of a dozen local screenings and/or cocktail parties in major markets before the opening of the picture in Sept. Disk jockeys, dealers, distributors and their staffs will be invited to see the picture at this time. Now being planned is a party on board Joseph E. Levine's luxurious yacht in New York's Hudson River for disk jockeys and dealers from Boston to the Washington-Baltimore area.

The entire staff of Paramount-Famous Music, will also be working on getting exposure of the Jones single and LP of the title song from the movie, both on radio and TV shows.

Wherever Jack Jones schedule permits, he will personally attend cocktail parties to meet with disk jockeys and dealers to help promote the main-title recording.

Szell & Cleve. Orch. Switch To Columbia

LAS VEGAS—George Szell and the Cleveland Orchestra, longtime attraction on the Epic label, have switched over to Epic's parent company, Columbia Records. Szell is represented on two new Aug.-Sept. releases from Columbia (see release story).

Move makes Columbia the only label cutting three major American symphony orchestras, the other two being the New York Philharmonic with Leonard Bernstein and The Philadelphia Orchestra with Eugene Ormandy.

It's understood that the switch was made to fill the void at Columbia left at the death of Bruno Walter.

Epic had been releasing Szell-Cleveland Orch. product for the past eight years. Previously, he did some dates for Columbia, but at the helm of orchestras other than the Cleveland.

Roulette Visiting Distributors To Relay Fall LP's, Plans

NEW YORK—Roulette Records is taking its Fall Program of new releases to each distributor for its initial presentation.

Bud Katzel, general sales manager for the label, stated that this year the diskery would dispense with the usual annual distributors meeting and instead, bring its new line of album releases and the entire Fall Sales program story direct to each distributor.

In each area, he continued, the company will conduct sales meetings with the distributor and their entire sales force. At the sales meeting, the label will unveil some 20 new album releases on Roulette, as well as Tico, Roost, Squire and Kenwood. At the same time, the diskery will explain the sales and merchandising aspects connected with the release of these albums.

Both Katzel and Roulette sales field rep Ron Roessler, have already begun their tour of the distributors. The week before last, Katzel covered Washington, Baltimore, Detroit, Cleveland and Cincinnati, while Roessler hit St. Louis, Houston, Dallas and Denver. Last week, Katzel covered Philadelphia, Boston and Hartford while Roessler, out on the west coast, completed San Francisco, Los Angeles and Seattle. This week, both will converge on Chicago to cover the distributor there, as well as to attend the NARM Convention.

Based on the tour, Katzel reported that acceptance to the new release and the program has been "excellent." Also, he reported that the mechanics of bringing the program story to the distributors has been a "boon" to both the diskery, the distributors and their salesmen. To begin with, Katzel explained, the distributor, who this year has been confronted with manufacturers meetings from one end of the country to the other, greatly welcome not having to go out of town to one more manufacturers meeting.

Also, because the Roulette program is strongly oriented for the salesmen as well as for the distributor and his inventory position with the label, it is much more advantageous to be in the distributor's place to make the sales presentation.

Finally, Katzel pointed out, the program can be presented to some of the distributors key accounts while being presented to the distributor. As Katzel added, "you can no longer just present the program to the distributor and sit back to await results. Today you have to sell the program at the same time to the important large volume accounts, as well as to the distributor."

According to the schedule, the complete tour of the distributors will be made at the end of the month in time for the shipping of the initial orders of the new releases in the program. In the meantime, sales on catalog merchandise is being racked up as part of the new program.

It was noted that all the new album releases for the Fall, as well as the details of the program will be announced to the trade following the completion of the tour. Katzel concluded "we are extremely pleased by the reception we have received by the distributors and their salesmen. Bringing our story directly to them has infused them with an added enthusiasm for the merchandise and the program that we believe somehow would have been missing had we made the usual presentation at a distributors meeting in some city."

ABC-Par's Parent Firm Ups '64 1st Half Income

NEW YORK—American Broadcasting-Paramount Theatres, parent company of ABC-Paramount Records, had a rise in six month earnings for the first half of 1964 and record income for the second quarter.

Six month net rose to \$5,433,000, equal to \$1.19 a share, from \$4,219,000 and 93¢ a year earlier.

Net for the second quarter was up 40% from last year's period, coming to \$2,568,000 from \$1,830,000, or 56¢ a share from 41¢.

Imperial Names DeCaro A&R Chief

HOLLYWOOD—Nick DeCaro has replaced Eddie Ray as A&R coordinator of Imperial Records, according to Bob Skaff, the label's vp and general manager. DeCaro was formerly a publishing rep for Metric Music, publishing affiliate of Liberty Records, parent firm of Imperial. Ray recently moved over to Capitol's new indie label, Tower.

Col. Dealer Aids To Help Create Era Of "Professional Salesmanship"

LAS VEGAS—Part of Columbia Records' "Stability in Action" program (see separate story) is the creation of an era of "professional salesmanship." To institute this concept, John Wiley, the label's director of market research, announced two items which will be introduced to dealers.

They are a Market Research Book, which outlines the record business in the last 10 years and the growing future market, and the Concept Book, which will present merchandising and ad ideas to dealers, with suggestions on how to use them.

Behind "professional salesmanship" are attempts to promote greater dealer co-operation and participation by providing the salesmen with new merchandising and ad tools and techniques; demonstrating to dealers the theory of "More"—emphasizing the constant, ever-increasing growth in all facets of the record market, and the resulting need for matching advances in ideas, plans and product.

Riverside Files For Bankruptcy

NEW YORK—Riverside Records moved for bankruptcy proceedings last week. Several weeks ago, it was learned that the label was in financial difficulty, with creditors calling for a settlement of debts. In filing for Chapter 11 in New York Federal Court, the firm listed \$3,056,000 in liabilities and \$1,300,000 in assets.

RCA Victor Releases Lincoln Center Production Of "King And I"

NEW YORK—The Music Theatre of Lincoln Center production of Rodgers and Hammerstein's "The King And I" will be released this week as the first album of RCA Victor's Music Theatre series. The disk features Rise Stevens as Anna and Darren McGavin as the King.

Unusual to the recording of the "classic" musical is the inclusion of "The Small House Of Uncle Thomas" which has a playing time of eight and a half minutes. A highlight of the original Broadway production and the current Lincoln Center presentation, the segment features Lee Verona as the narrator of the ballet in this version.

"The King And I" which opened July 6 is the Music Theatre's first production and will have a run for five weeks ending August 8. In spite of the fact that July is traditionally the worst month in which to open a show in New York, the play grossed \$84,000 opening week. The gross for the week of July was \$88,000, believed to be the second highest on record for a legitimate production in New York.

The label, under the terms of its contract with the Music Theater, will record selected productions to be staged over an eight-year period.

New Sales Head For Motown's Subsid Labels



MELVIN DAKROOB

DETROIT—Melvin DaKroob has been appointed director of sales for the Motown subsidiary labels Melody, Soul and V.I.P., according to an announcement made last week by the firm's vice president, Barney Ales.

DaKroob will report directly to Irv Biegel, national singles manager, and his duties will include calling upon racks and one stops to acquaint them with new product and insure servicing by local distributors.

The new sales head has had considerable experience in sales and promotion including two years with Aurora Distributors and the past three years with Arc Distributing in Detroit.

Darin Inks Melcher As Head Of TM's Indie Production

HOLLYWOOD—In a major expansion of his production dept., Bobby Darin has signed Terry Melcher as director of independent production for his T.M. Music, the performer's music publishing and record production firm.

Artists Melcher has produced include The Ripchords ("Here I Stand," "Gone," "Hey Little Cobra"—single & LP, "3 Window Coupe"—single & LP, "One Piece Topless Bathing Suit"), Doris Day ("Love Him" LP); Frankie Laine ("Don't Make My Baby Blue"), plus Bruce & Terry ("Custom Machine" & "Summer Means Fun").

Melcher will headquarter in T.M.'s west coast offices, effective immediately, and his first assignment will be to record the Osmond Brothers (of NBC-TV's "Andy Williams Show") for MGM Records. T.M. is currently negotiating with a number of major labels for additional production assignments, according to Darin and Melcher.

Signing of Melcher swells the T.M. staff to 19, with the young firm having opened its doors 15 months ago with an initial staff of 4.

New Ideas Support Col's Fall Product

LAS VEGAS—Supporting plans for the Aug. and Sept. product (see separate story) will include new ideas in merchandising display material.

In addition, there will be an "ad to profit" pattern which will provide the dealers with the necessary material for co-operative advertising.

Major illuminated and motion displays have been developed such as the future "My Fair Lady" display. One of the most important elements of the plan is the "Name Power Concept" theory which incorporates large imprints of the artists' names on displays in all national advertising.

There will be a motion display of Percy Faith, Eydie Gorme, Robert Goulet, Andre Kostelanetz, The New Christy Minstrels and Jerry Vale. Country & Western displays of Ray Price and Marty Robbins; Jazz displays of Miles Davis and Thelma Houston; individual displays on artists Robert Horton (making his Columbia debut) and Steve Lawrence, plus a special dimensional display of Leonard Bernstein conducting The New York Philharmonic thus commemorating Aug. as Bernstein Month. In addition, there will be pop streamers on all the above mentioned artists.

**A GREAT
NEW SONG!**

NAT "KING" COLE—CAPITOL

BIG "TINY" LITTLE—CORAL

**4 WONDERFUL
RECORDS!**

SAM "THE MAN" TAYLOR—DECCA

ROLAND SHAW—LONDON

"MARNIE"

**THEME FROM THE
ALFRED HITCHCOCK PICTURE "MARNIE"**

A UNIVERSAL RELEASE



RECORD REVIEWS

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

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

Pick of the Week

CLINGING VINE (2:27) [Peter Maurice-ASCAP—Shuman, Carr, Lane]
 IMAGINATION IS A MAGIC DREAM (3:10)
 [Bob Hilliard-ASCAP—Hilliard, Green]
 BOBBY VINTON (Epic 9705)

Bobby Vinton's winning streak is sure to be compounded with this new offering, "Clinging Vine," another in the "Tell Me Why" vein which just saw top ten action. The songster exhibits plenty of warmth and feeling on this schmaltzy but lyrical gem. The reverse, culled from his current LP, "Tell Me Why," should not be overlooked—it also has strong possibilities. Should go up the chart path in leaps and bounds.

WHEN YOU LOVED ME (2:14) HE'S SURE TO REMEMBER ME
 [Hill & Range, Ron Bre BMI— (2:35)
 Byers, Tubert] [Metric BMI—DeShannon]

BRENDA LEE (Decca 31654)

Brenda comes up with two superb new entries that can ride side-by-side up the hit lists. One half, the extremely pretty "When You Love Me," finds the lark in her familiar warm ballad pose. The other, a change-of-pace for her, is a captivating cha cha beat thumper-with strings labeled "He's Sure To Remember Me." Excellent choral-ork support on this powerful double-decker.

SOME DAY WE'RE GONNA LOVE AGAIN (1:57)
 [McLaughlin-BMI—McMahan]

NO ONE ELSE COULD LOVE ME (2:12) [Toby-Curtis]
 THE SEARCHERS (Kapp 609)

The Searchers, who zoomed to the upper levels of the Top 100 with their current click, "Don't Throw Your Love Away," should make a quick return to top ten territory with this uptempo Mersey-beat opus. The lads are in top form on this close harmony affair with a catchy tempo. The undercut is a hushed-vocal item sure to come in for a fair share of spins and sales.

YOU NEVER CAN TELL (2:42) [Arc-BMI—Berry]
 BRENDA LEE (2:13) [Arc-BMI—Berry]

CHUCK BERRY (Chess 1906)

Following hot on the heels of his runaway bestseller, "No Particular Place To Go," is this new self-penned effort from Chuck Berry tabbed, "You Never Can Tell," and it's already a sales mover. It's a rock-a-rhythmic South of the Border-flavored item the wailer dishes up in a beatful manner. The flip, "Brenda Lee," is an uptempo happy-blues affair the teens can dance to. Looks like another rapid chart-climber for Berry.

WHERE LOVE HAS GONE (2:28)
 [Paramount ASCAP—Cahn, Van Heusen]

THE LORELEI (3:13) [Evergreen BMI—Allen]
 JACK JONES (Kapp 608)

Jack Jones is a solid bet to continue his winning ways with his newest Kapp issue. It's another pic-title tune, from the forthcoming "Where Love Has Gone," and it's a heartfelt ballad beaut that the smooth-toned song stylist and the Pete King full ork backing puts across with telling effect. "The Lorelei" makes for a hauntingly lovely ballad companion piece. Both cuts are in the soon-due LP tagged after the flick.

A SUMMER SONG (2:38) [Unart, Noble, Stuart]

NO TEARS FOR JOHNNIE (2:18) [Unart Weart BMI—Springfield]
 CHAD STUART & JEREMY STUART (World Artists 1027)

Chad & Jeremy, the English song stylists who are still riding the charts in the U.S. with their debut hit, "Yesterday's Gone," can score an even bigger success with "A Summer Song." Tune's an ultra-lovely, soft beat cha cha with a folk flavor that the boys deliver in their enchanting hush-voiced manner. Backing's a heart rending, up tempo tale of a soldier gone to war.

WHAT KINDA LOVE? (2:14) [Dundee BMI—Davis]

WISHING (2:14) [Nor Va Jak BMI—Holly, Montgomery]
 JIMMY GILMER (Dot 16642)

Gilmer can take another trip to chartsville aboard his latest Dot outing. The newbie, tagged "What Kinda Love?" is another one of his enticing, up tempo thumpers from the "Sugar Shack" groove. Kids'll dig it. "Wishing" is a complete change of pace, soft beat lilter. Pretty coupler.

SQUEEZE HER—TEASE HER (1:56) [Merrimac BMI—Tucker, Wilson]

GIVE ME BACK MY HEART (2:40) [Merrimac BMI—Tucker, Wilson]
 JACKIE WILSON (Brunswick 55269)

Wilson's latest for Brunswick generates the excitement of his "Baby Workout" and it could very well develop into his biggest outing since that chart date. It's a hard-driving steady beat affair, tabbed "Squeeze Her—Tease Her," that Jackie and the Gil Askey-led ork-choral group rock out with infectious glee. The crying towel, beat-ballad pleader, on the other end, finds Jack at his emotional best. Both ends are in the artist's "Somethin' Else" LP.

Pick of the Week

NEW FANGLED, JINGLE JANGLE SWIMMING SUIT FROM PARIS
 (1:55) [Suto BMI—Oliver]

MY LOVE IS HERE TO STAY (2:36) [Duchess BMI—Ross, Crane]
 FRANKIE AVALON (United Artists 748)

Avalon's first for UA could be the first of the topless swimsuit tunes to make the grade. Titled "New Fangled, Jingle Jangle Swimming Suit From Paris," is a contagious rock-a-rhythmic novelty delight that sports a bright Garry Sherman vocal-instrumental showcase. The lovely ballad is warmly handled by the songster.

A PRESENT FROM EDDIE (2:36)
 [Saturday ASCAP—Crewe, Rambeau, Rehak]

IT'S IN YOUR TEARS (2:27) [Saturday ASCAP—Crewe, Calello]
 DIANE RENAY (20th-Century-Fox 533)

Miss Renay can regain her winning touch with this new 20th-Fox offering. It's an attractive beat-ballad romantic package, labeled "A Present From Eddie," that the chorus-backed canary waxes in a tailored-for-teen-tastes manner. However, don't overlook the tender shuffle-ballad underlid, "It's In Your Hands." Strong arrangements supplied by Calello on both portions.

LOVER'S PRAYER (2:30) [English BMI—Wallace]

LOVE ME LIKE I LOVE YOU (2:00) [English BMI—Daniels]
 WALLACE BROTHERS (Sims 189)

The Wallace Brothers, who clicked last time out in both the pop and r&b departments with "Precious Words," can go the whole-distance with potent follow-up stanza tagged "Lover's Prayer." The tune is a slow-shufflin' funky pledge of romantic devotion essayed in a soulful, feelingful manner by the boys. Eye it. The attractive undercut, "Love Me Like I Love You," is a lively, high-spirited happy blueser with an infectious teen-angled danceable beat.

Newcomer Picks

HOLD ME (2:47)

[Ross Jungnickel, Robbins, World ASCAP—Little, Oppenheim, Schuster]
 THE TIP OF MY FINGERS (2:17) [Tree, Champion BMI—Anderson]

P. J. PROBEY (London 9688)

P. J. Probey can make a solid impression on the wax map with this fantastic up dating of the oldie, "Hold Me." It's a pounding Beatles-like multi-track'er that's loaded with money-making potential, both vocally and instrumentally. Flipside is the recent Bill Anderson-penned, Roy Cark pop-country hit that P. J. renders with great feeling in a waltz-beat-ballad format.

I COULD CONQUER THE WORLD (2:10)
 [Unart BMI—Evans, Parnes]

HOW WOULD YOU LIKE ME TO LOVE YOU (2:23)
 [Leeds ASCAP—Weske]

THE CHEVELLES (World Artists 1025)

It's more than likely that another English group will be making the U.S. chart scene in the near future. This time it's the Chevelles and their steady, stomping beat rendition of the romantic-history tale, "I Could Conquer The World," could take the charts by storm. Potent Don Charles arrangement. Inviting cha cha-twist love affair on the flip.

A BOY LIKE YOU (2:14)

[Screen Gems-Columbia BMI—Wine, Kornfeld]

FUNNY LITTLE HEART (2:27)

[Screen Gems-Columbia BMI—Wine, Kornfeld]

TONI WINE (Colpix 742)

Chances are Toni Wine will be the next big star on the Colpix roster. The lark displays a winning teen approach as she multi-tracks a fetching rock-a-ska shuffle entry, tabbed "A Boy Like You." Toni, a co-cleffer of the tune, also arranged this chart contender. "Funny Little Heart," on the underlid, beats along at a pleasant cha cha pace.

DERN YA (1:55) [Tree BMI—Tubb, Miller]

SUCH A SILLY NOTION (2:09) [Acuff-Rose BMI—Boudleaux, Bryant]
 RUBY WRIGHT (Ric S126-64)

Ruby Wright has the 'right' answer to Roger Miller's current dual-market blockbuster, "Dang Me," with this humorous reply from Ric tagged, "Dern Ya." The lark's smooth, tongue-in-cheek handling of this pop-country novelty should guarantee plenty of activity at the marketplace. The lark shuffles through a potent straight country opus on the flip.



'CLINGING VINE'

5-9705



STICK WITH VINTON...HE'S IRRESISTIBLE. HIS GREAT NEW SINGLE WILL SELL LIKE WILD. WATCH IT CLIMB THE CHARTS.



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RECORD REVIEWS

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

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

Best Bets

THE FASHIONS (Cameo 331)

• **BABY THAT'S ME** (2:18) [Metric-BMI — DeShannon, Nitzsche] The Fashions could come from left field to score in the coin department with this lilting Jackie DeShannon-Jack Nitzsche-penned romancer. Smoothly arranged and delivered.

NICK AND JOE CALLIN' (2:02) [Kalmann-ASCAP—Appell] Pleasant instrumental.

ANITA HUMES (Roulette 4564)

• **WHEN SOMETHIN'S HARD TO GET** (3:00) [Frost-BMI—Venet] Anita Humes (femme lead with the Essex) should capture solo honors with this new effort for Roulette. It's a big-beat opus the teens and spinners will give plenty of attention.

(B+) **DON'T FIGHT IT BABY** [Blackwood—McCoy] More of the same. Could make it too.

THE MOJOS (Parrot 4500)

• **WHY NOT TONIGHT** (2:25) [Noma-BMI—O'Toole] The Mojoes come on strong with a hard rocking frug. The group has a good Liverpool sound. This finger snapper has what it takes to attract loads of attention.

(B+) **DON'T DO IT ANYMORE** (1:40) [Valley-BMI—James] More rock on this end.

TOMMY LEONETTI (RCA Victor 8404)

• **DON'T STAND UP IN A CANOE** (2:28) [APT ASCAP—Vance, Snyder] Tommy can make a big summer splash with his delightful version of this happy-go-lucky novelty. Platter spinners oughta have a ball with this Sid-Bass-arranged cutie.

(B+) **DOWN BY THE OCEAN** (1:57) [Fred ASCAP—Bross, Blagman] Another pleasant summertime offering. Easy-on-the-ears style.

THE JEWELS (Dimension 1034)

• **OPPORTUNITY** (2:27) [Screen Gems-Columbia BMI—Evans, Stewart] The group can have a break-wide-open Dimension bow in this engaging thump-a-rhythmic cha cha. Side's loaded with pop-r&b chart ingredients. Keep close tabs on it.

(B+) **GOTTA FIND A WAY** (2:36) [McAllister BMI—McAllister] Bright, teen-styled jumper.

FRANCK POURCELL (Capitol 5237)

• **THIS IS MY PRAYER** (2:20) [Chappell ASCAP—Carli, Nisa, Panzeri] The much-recorded prize import can make a big showing under the expert guidance of Pourcell and his string-filled ork. Most attractive sans lyric choral chants round out the lovely deck.

• **THE UMBRELLAS OF CHERBOURG** (2:12) [BIEM—Legrand] This haunting newcomer can also step way out. Beautiful melody surveyed in first class fashion by Pourcell's instrumentalists and wordless choral group.

SPIKE JONES (Liberty 55718)

• **PARADISE** (2:14) [Feist-ASCAP—Brown, Clifford] Paradise is all a matter of bumps and on this sparkling Spike Jones stripper-fashioned arrangement of a melodic oldie. It's a spirited fun-listening affair the deejays will surely follow.

(B+) **I'M IN THE MOOD FOR LOVE** (2:06) [Robbins ASCAP—McHugh, Fields] Another "burlesque" beauty from Spike and crew.

ED FORSYTH (Jewel 734)

• **HOW OLD DO YOU HAVE TO BE TO LOVE SOMEONE** (3:05) [Chevis BMI—Paterson] Here's a pulsating teen-beat ballad by Ed Forsyth that could catch on in short order with spinners and kids across the country. The chanter has a big warm voice, and uses it well. A talent to watch.

(B+) **GOT A LOT LONGER TO GO** (2:03) [Arc-BMI—Forsyth, Lewis] A medium-paced rhythm opus that also merits special attention.

BANJO BARONS (Columbia 43097)

• **GOOD TIME CHARLEY** (2:24) [Berdock-ASCAP—Canton, Belgin, Berger] The Banjo Barons shine brightly on this sing-along type charmer that couples a memorable melody with strong lyrics. Ops will like it.

(B+) **LET'S GET THE BANJO OUT OF THE ATTIC** (1:41) [Chesdal-BMI—Avayou] Another in the same happy vein.

AL CAIOLA (United Artists 747)

• **WHEELS WEST** (2:05) [Alpane ASCAP—Caiola, Romanis] Al Caiola, who struck gold with his "Magnificent 7" theme could repeat the success with this like-fashioned galloper that effectively showcases the guitarist's artistry. Top listening enjoyment.

(B+) **ON THE TRAIL** (2:13) [Robbins ASCAP—Grofe, Adamson] Pop treatment of "Grand Canyon Suite."

JERRY DAYTON (Epic 5-9703)

• **PLEASE DON'T HURT HER** (2:24) [Laddie BMI—Mandia, Gregory] Here's an unusual teen-oriented romancer from Jerry Dayton that could stir up plenty of sales and deejay excitement. Multi-track and strong beat are an added plus. Could happen.

(B+) **THREE LITTLE BOOKS** (1:53) [Bourne ASCAP—Deane, Thomas] Novelty romancer.

MARK DINNING (Cameo 313)

• **CALL HER YOUR SWEET-HEART** (2:10) [Fred Rose-BMI—Payne] Mark Dinning, who had a while back smash with "Teen Angel," could score a substantial noisemaker with this Cameo debut. It's an easy-go-in' romancer with saccharine lyrics, but melodic.

(B+) **SHOULD WE DO IT** (2:05) [Acuff-Rose BMI—Dees, Watson] Ballad with beat.

Best Bets

JIMMY RUFFIN (Soul 35002)

• **SINCE I'VE LOST YOU** (2:20) [Whitfield] Ruffin can have his big chart break with this bow on the Tamla subsid. It's an infectious, shuffle-rock blueser that the artist and his combo-choral support serve up in ear-appealing fashion. Watch it.

(B) **I WANT HER LOVE** (2:42) Strong shuffle-thump dual-mart'er here.

JOHNNY RIVERS (Coral 62425)

• **YOUR FIRST AND LAST LOVE** (2:20) [Dolores ASCAP—Jones] Rivers, who currently has an Imperial smash in "Memphis," can also cash in with this date that Coral has latched onto. It's an appealing ballad-with-a-beat romancer that the chorus-backed Rivers delivers with sincerity.

• **THAT'S MY BABE** (2:43) [Dolores ASCAP] Also keep a close watch on this shufflin' blueser. It, too, can make noise.

THE CASCADES (RCA Victor 8402)

• **I DARE YOU TO TRY** (2:09) [Honeysuckle BMI—Gummoe, Stevens, Snyder] The group can have another chart item on their hands in this hard-hitting, rock-beat blueser. Side has the sounds, vocally and instrumentally that hits are made of.

(B+) **AWAKE** (2:40) [Honeysuckle BMI—Jackson] Pretty, soft beat cha cha wistful.

THE YOUNG VOYAGERS (Rust 5083)

• **BLUE EYES** (2:35) [Joli BMI—Asher] The artists display a warm and appealing pop-folk style as they softly caress this ultra lovely lilter. Deejay exposure can send it on its way. Eye it closely.

(B) **THE ANGRY SEA** (2:02) [Joli BMI—Asher] More fine folk stylings on this up temp entry.

DU-ETTES (One-derful 4827)

• **PLEASE FORGIVE ME** (2:10) [Va-Pac BMI—Rice, Williams, Kelly] The crew pulls out all the stops on this quick-paced, hard-driving hand-clappin' blueser with an interesting rapidly-changing beat. Side's a natural for heavy airplay.

(B) **LONELY DAYS** (2:15) [Va-Pac BMI—Rice, Flourney] Slow-moving watusi dance item.

THE BREAKAWAYS (Melbourne 1805)

• **THE FLIPPER** (2:02) [Beam, Jaspar-BMI—Turnbull] The Breakaways dish up a tasty instrumental in the tradition of the years-back hit, "Wheels" by the String Alongs. It's a captivating opus that could come from left field to score.

(B+) **GRANADA** (2:12) [Southern-ASCAP—Lara, Dodd] Bouncy arrangement of evergreen.

ANNA KING (Smash 1904)

• **MAKE UP YOUR MIND** (2:46) [Try Me BMI—Wright] The lark has had hits in the past and she can score again with this extremely slow-moving organ-backed funky pop-r&b affair all about a gal who wants her guy to decide if he wants her or not.

(B+) **IF YOU DON'T THINK** (1:54) [Try Me BMI—Brown] Lively, high-powered contagious blues item.

ROY CLARK (Capitol 5233)

• **IT'S MY WAY** (2:35) Cedarwood BMI—Walker] Ray Clark can get back in his money-making ways with this lyrical, medium-paced bluesy full ork-backed ballad with a nostalgic while-backed sound. Plenty of potential here.

• **I'M FORGETTING NOW** (2:30) [Central Songs BMI—Taylor] Another first-rate side. This one's a slow-shufflin' country-flavored heartfelt tear-jerker sold with loads of poise and authority by Clark.

LOUISIANA RED (Glover 3002)

• **I'M TOO POOR TO DIE** (2:17) [Jon Ware & Frost BMI—Singleton, Wyche, Glover] Louisiana Red unleashes his potent, wide-range vocal talents full-blast on this swingin' low-down blues lament which boasts some clever, sure-fire lyrics. Deejays should really dig it.

(B) **SUGAR HIPS** (2:15) [Jon Ware & Frost BMI—Minter, Glover, Levy] Medium-paced, infectious instrumental stanza.

AL MARTINO (20th Century-Fox 530)

• **COME BACK TO ME** (2:30) [Porgie BMI—B.&A. Provenzano] This date, cut during the chanter's days with 20th-Fox, is a beautiful ballad lilter (done in part Italian) that could make its way to chartsville. Splendid all-around performance from Martino and the Aldo Provenzano ork.

(B+) **I CAN'T GET YOU OUT OF MY HEART** (2:28) [Southern ASCAP—di Minno, Crane] This is the lovely while-back hit for the songster. Can also make the grade again.

BOBBY MARCHAN (Dial 3022)

• **I'VE GOT A THING GOING** (2:23) [Tree BMI—Marchan, Riley] Bobby Marchan could well have a hit on his hands with slow-shufflin' chorus-backed happy blueser with a contagious 'Monkey' teen-angled danceable beat. Watch it closely.

(B+) **I GOTTA SIT DOWN AND CRY** (2:43) [Tree BMI—Marchan] Tender, soulful traditional r&b weeper.

MAXINE DAVIS (Guyden 2113)

• **I REALLY GOT IT BAD FOR MY BABY** (2:10) [Crazy Cajun BMI—Montalbano] Maxine Davis claims that she is really hung-up on her favorite guy on this easy-going pop-r&b chorus-backed tale of devotion. Deck could break rapidly.

(B+) **BEFORE I LEAVE YOU** (2:27) [Long Horn BMI—Stevens, Bilao] Pulsating-shufflin' blues weeper.

It's another "My Heart Skips A Beat" only—BIGGER!

BUCK OWENS

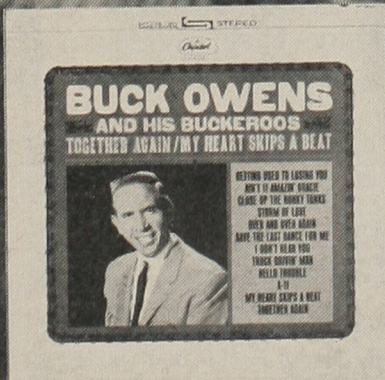
I DON'T CARE

(Just As Long As You Love Me)

b/w DON'T LET HER KNOW #5240



Hear Buck sing this brand-new hit
on the Jimmy Dean Show,
ABC-TV August 6th!



Personal Management: Jack McFadden Sacramento, California YU 8-1189



RECORD REVIEWS

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

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

B+ REVIEWS

DIANE PINE (Take 3909)
(B+) YOUR LOVE IS MINE (2:35) [Ripline, Doctor BMI—Bergen, Rick, Coburn] R&B ballad shouter.
(B) LUCKY GIRL (2:08) [Ripline, Doctor BMI—Bergen, Rick, Coburn] Tempo is speeded up on this side.

SUE THOMPSON (Hickory 1270)
(B+) BIG HEARTED ME (1:50) [Acuff-Rose BMI—Gibson] Pleasing up-dating of Don Gibson's country click.
(B) LOOKING FOR A GOOD BOY (2:20) [Acuff-Rose BMI—Boudeleaux, Bryant] Deck has a pop-rock beat.

THE FURYS (Liberty 55719)
(B+) IF I DIDN'T HAVE A DIME (2:20) [January BMI—Russel, Medley] Very strong pop-rock tune backed with excellent teen sound arrangements.
(B) DREAM (2:07) [Godsen ASCAP—Mercer] Fair revision job on the evergreen.

MARIAN MONTGOMERY (Capitol 5231)
(B+) SWEET TALK (1:55) [Notable ASCAP—Coleman, Huddieston] Good jazz-flavored sound.
(B+) THAT'S LIFE (2:36) [Four Star BMI—Kay, Gordon] Good pop programming material.

THE BOYS WITH THE BIG GUITARS (Ford 133)
(B+) THE BOYS WITH THE BIG GUITARS (2:27) [Merry-Go-Round BMI—Taylor, Darryl] Done in refreshing drag-sounding tempo.
(B) IF I COULD TELL HER (2:00) [Merry-Go-Round BMI—Taylor, Darryl] Coupler is a ballad via Everly Bros. sound.

JOE COSTA (RCA Victor 8403)
(B+) DON'T TRY TO CHANGE ME (2:12) [Hill & Range BMI—Pomus, Ponia, Andreoli] Songster ala Bobby Vinton's style with this presentation.
(B) TWO IS THE LONELIEST NUMBER (2:17) [Gil BMI—Perper] Sentimental tear jerker.

BARRY DARVELL (Providence 404)
(B+) IT'S RAININ', IT'S POURIN' (2:23) [Luristan ASCAP—Schatz] Top notch folk-rock ballad material.
(B) WHEN YOU'RE ALONE (2:25) [Davis BMI—Adessa] Hand-clap backing and rock beat give oldie a good up-to-date sound.

DAVIS & JONES & THE FENDERS (Derry 102)
(B+) BOSS WITH THE HOT SAUCE (2:00) [Lochmoor BMI—Davis, Jones] Powerful soul-twister.
(B) LOVE IS REAL (2:55) [Lochmoor BMI—Davis, Jones] Tempo is in lower gear but has the soul sound.

GERALD SIMS (Okeh 7199)
(B+) LITTLE ECHO (2:04) [Nicolet & Robert Carton BMI—Carton] High-powered pop-r&b lament.
(B+) MOTHER NATURE (2:45) [Shake BMI—Sims] Jazz-flavored twistable happy blueser.

SONNY BOY WILLIAMSON (Checker 1080)
(B+) I WANT YOU CLOSE TO ME (2:58) [Arc BMI—Dixon] Tender, after-hours bluesy tale of heartbreak.
(B) MY YOUNGER DAYS (3:08) [Arc BMI—Williamson] Shuffle-beat, earthy, funky lament.

EDDIE STAPLETON (Fortune 559)
(B+) WELL, I'M WEAK (2:15) [Trianon BMI—Stapleton] Pulsating, teen-angled pop-r&b twister.
(B) I WANT YOUR LOVE (2:45) [Trianon BMI—Stapleton] Medium-paced blues romancer.

DAVE HAMILTON (Fortune 861)
(B+) BEATLE WALK (2:40) [Trianon BMI—Hamilton] Swingin' low-key multi-danceable instrumental.
(B+) THE ARGENTINA (1:50) [Trianon BMI—Hamilton] Effective Latinish rhythmic item.

"BIG" TINY LITTLE (Coral 62424)
(B+) MARINE (2:35) [Hawaii BMI—Hermann, Jason, Shayne] Melodic, smooth reading of the flick theme.
(B+) I'LL REMEMBER APRIL (2:33) [Leeds ASCAP—Raye, Paul, Johnson] Pleasant, 'good music' affair.

THE SHERRYS (Mercury 72256)
(B+) NO NO BABY (2:22) [Merjoda BMI—Huff, Carl] Rocka-ballad vocal.
(B+) THAT GUY OF MINE (2:15) Another of the same, equally strong.

THE SCAVENGERS (Stars of Hollywood 1212)
(B+) DEVIL'S REEF (1:52) [Del-Pat ASCAP—Patton] Rocka-string with guitar lead instrum.
(B+) LITTLE ANNIE (1:50) [Signature BMI—Southard, Nelson] Similarly-styled opus.

MAMIE VAN DOREN/JUNE WILKINSON (Jubilee 5483)
(B+) BIKINI WITH NO TOP ON THE TOP (2:05) [Robin] Timely topic effort by the gals.
(B) SO WHAT ELSE IS NEW (2:07) [Jonie ASCAP—Robin] Novelty instrumental by combo.

ZACHERLY (Colpix 743)
(B+) HELLO DOLLY (2:09) [E.H. Morris ASCAP—Herman] The TV 'ghoul comic' hops on the bandwagon with a cute uptempo version of hit.
(B+) MONSTERS HAVE PROBLEMS TOO (1:54) [Screen Gems-Columbia BMI—Calcagno-Greco-Gore] A hard rocker with clever interjections by Zacherly.

WAYNE FONTANA & THE MIND BENDERS (Fontana 1917)
(B+) STOP, LOOK AND LISTEN (2:00) [Shapiro Bernstein ASCAP—Breedlove-Brown] A catchy rock-a-cha date.
(B) ROAD RUNNER (2:20) [Arc BMI—McDaniel] Infectious handclapper.

B+ REVIEWS

LONESOME SUNDOWN (Excello 2254)
(B+) YOU'RE PLAYIN' HOOKEY (2:08) [Excellorec BMI—Green] Raunchy, high-spirited happy blueser.
(B) PLEASE BE ON THAT "519" (3:02) [Excellorec BMI—Green] Traditional r&b weeper.

JOHNNY BURNETTE (Sahare 512)
(B+) WHAT A SUMMER DAY (2:15) [Sparrow BMI—Burnette] Fast-moving, danceable teen twister.
(B) FOUNTAIN OF LOVE (1:52) [Sparrow BMI—Burnette] Lyrical, slow-moving moody ballad.

ROAMERS (Appro 1890)
(B+) THE TIME OF MAN (3:45) [Brio BMI—Edmonson] Pretty, slow-moving pop-folk message-song.
(B) SHADY GROVE (2:30) [P.D.] Impressive feelingful reading of folk evergreen.

CHANTS (Interphon 703)
(B+) SHE'S MINE [Ardmore & Beechwood BMI—Schlaks, Weiss] Teen-angled rockin' blues-twister.
(B+) THEN I'LL BE HOME [Welbeck BMI—Amoo] Ditto.

LIGHTNIN' SLIM (Excello 2252)
(B+) SHE'S MY CRAZY LITTLE BABY (2:38) [Excellorec BMI—West] Low-down tradition-styled blues weeper.
(B) GREYHOUND BLUES (2:46) [Excellorec BMI] More of the same.

LES & LARRY ELGART (Columbia 43081)
(B+) BLUES IN THE NIGHT (2:45) [Remick ASCAP—Mercer, Arlen] Lush, big-band rendition of evergreen.
(B+) MY HEART BELONGS TO DADDY (1:55) [Chappell ASCAP—Porter] Ditto.

SANDY & SOPHOMORES (Columbia 43089)
(B+) WALK AWAY GIRL (2:21) [Tree BMI—Riley] Teen appealing jumper.
(B) I TRUST YOU TOMMY (2:02) [Famous ASCAP—Shuman, Stith] Pleasant rock-a-ballad.

PETE SHRAYDER (Ascot 2154)
(B+) THE MEMORY OF MARYLYN (2:48) [United Artists ASCAP—Tobias, Pockris] Taunting heart-breaker ballad.
(B) TEN TIMES BLUE (2:30) [Kingsley ASCAP—Kaye, Springer] A sad story teller ballad.

LORETTA KING (Columbia 43084)
(B+) THE GOOD LOVE, THE BAD LOVE (2:37) [Premier BMI—Carroll, Puzey] Rockin' danceable r&b affair.
(B+) TELL ME MY LOVE (2:22) [Premier BMI—Roberts, Carroll] Same as the top side.

BUTCH, PEGGY AND LITTLE JOHN (Old Town 1165)
(B+) IT MUST BE LOVE (2:50) [Nuca Maureen—Verroca] Inviting stomp beat rocker.
(B) TOMORROW NIGHT (2:19) [Nuca Maureen—Verroca] Good frug beat should attract dance bugs.

LIGHTNING HOPKINS (Prestige 326)
(B+) LET'S GO SIT ON THE LAWN (2:40) [Pres BMI—Hopkins] Low-down, funky, soulful blues tear-jerker.
(B) I LIKE TO BOOGIE (2:30) [Pres BMI—Hopkins] Pulsating, lively happy blueser.

KEN JENSEN (Ava 158)
(B+) BOX CARS (2:16) [Hullabaloo BMI—Jensen] Lush, hard-swingin' jazz instrumental.
(B) CHEAP BLUE (2:25) [Hullabaloo BMI—Jensen] Laconic, slow-moving midstream ballad.

WILLIE DIXON (Federal 12524)
(B+) UNCLE WILLIE'S GOT A THING GOING ON (3:02) [Sonlo BMI—Thompson] Pulsating, fast-moving blues rocker.
(B+) OUR KIND OF LOVE (3:00) [Sonlo BMI—Thompson, Warren] Nostalgic, pop-r&b lament.

AL CHANEY (Soundstage 7 451)
(B+) RETURN TO SANDRA (1:56) [Yonah-BMI—Chaney] Up tempo rocker from Presley's "Return To Sender" groove.
(B) THAT'S WHY I WANT YOU (2:12) [Yonah-BMI—Chaney] Soft pleasant ballad.

RELIGIOUS

GOSPEL KEYNOTES (Nashboro-824)
 In Glory Land/Show Me The Way
MIGHTY GOLDEN TONES (Nashboro-825)
 Lord! Care For Me/My Saviour Lifted Me

WILLIAMS SINGERS (Nashboro-826)
 Troubled Mind/We're Blessed
BRIGHT STARS (Nashboro-827)
 God's Comin' Again/If You Miss Me Singing

BRO. JOE MAY (Nashboro-828)
 What You've Done For Me/God Gave Me A Song

PILGRIM HARMONIZERS (Song Bird-1013)
 If I Pray/Words Of Elijah

THE VALLEY WONDERS (Song Bird-1011)
 The Twenty Third Psalm/The Lord's Prayer

THE HARDEMAN SINGERS (Peacock-3024)
 Living A New World/Remember Me

THE HIGHTOWER BROTHERS (Peacock-3020)
 Good Time In Heaven/Nobody's Fault But Mine

The Single's Here. #0281



The Album's Coming! #R 6130



**DINO'S GOT HIMSELF A BIG,
FAT, GRABBIN' WINNER!**



Set Re-Issue Of Kempff's Complete Beethoven Sonatas

NEW YORK—In honor of pianist Wilhelm Kempff's first U.S. recital, MGM Records has arranged with Deutsche Grammophon, whose records it distributes in this country, to re-issue in Oct. Kempff's vaunted recordings of the Beethoven Piano Sonatas. The Complete Beethoven Piano Sonatas will comprise ten disks as a boxed set (not available singly) to be released shortly before the pianist gives his American debut recitals at New York's Carnegie Hall on Oct. 13 and 15.

Each of the ten records has been re-mastered and newly pressed. The sonatas in Kempff's versions originally were released on American pressings starting in 1952 and totaled 15 records, compared to 10 in this new edition and to 13 in the recently re-issued Schnabel set on Angel.

Also in Oct., MGM will release four new DGG albums by Kempff, two devoted to Brahms' piano music (the intermezzi, rhapsodies and capriccios of Opp. 76, 79, 116, 117, 118, 119) and two new recordings of the last four Beethoven piano sonatas, which will comprise one of the pianist's Carnegie Hall Programs.

Kempff's presently available DGG recordings include the five Beethoven piano concertos, two albums of Mozart piano concertos (Nos. 8, 23, 24, 27), an album of Mozart sonatas and fantasias and a single disc of the Beethoven "Moonlight," "Pathetique" and "Appassionata" piano sonatas.

Kempff, who has appeared in Canada but never before in the U.S., was born in Juterborg on Nov. 25, 1895. His father was a piano teacher. Kempff, who was well known at the age of 20, succeeded Max Pauer as director of the Wurttemberg Academy of Music (Stuttgart) in 1924 but resigned in 1929 to devote himself to the piano and to his master classes.

Re-Tying The Knot



NEW YORK—Everyone was all smiles when Rita Pavone recently signed a new long-term contract with RCA Italiana. The lark whose first English-language single "Remember Me" and album made quite an impression on the charts, recently returned to her native Italy from a tour of South America. Currently recording her second RCA Victor English-language LP under the A&R supervision of Joe Rene, she will be back in the U.S. in October for a return engagement on the Ed Sullivan CBS-TV'er. Shown (left to right) with Rita are Teddy Reno, her manager, RCA Victor division vice president Dario Soria and Giuseppe Ornato, general manager of RCA Italiana.

World Artists Bows American Arts Subsid

PITTSBURGH—Lou Guarino, president of World Artists Records, has announced the formation of a new subsid label to be called American Arts.

Already pacted to the new label are lark Bobbie Smith who will debut with "Miss Stronghearted," and Britishers Alma Cogan and Andee Silver. Guarino also announced the distribution set-up for the affiliate would be the same as for World Artists.

ALBUM PLANS

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

ABC-PARAMOUNT, IMPULSE! & TANGERINE

12½% discount on all new and catalog product. Expires: Sept. 30.

ATLANTIC & ATCO

12½% discount on all new product and rest of catalogs. 30-60-90 day billing to qualifying accounts. Expires: Aug. 31.

AUDIO FIDELITY

LP deal: buy-8-get-1-free, plus one stereo spectacular demo at \$6 with the purchase of each two catalog records. No termination date announced.

BLUE NOTE

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

COLPIX

"The Red Carpet Is Out"—Buy-4-get-1-free on 13 new LP's; 30-60-90 billing; 100% exchange privilege.

FOLKWAYS

A fall incentive plan whereby eight pre-packaged units—10 albums each—are offered on a buy-5-get-1-free basis. Also, other LP's at additional 12½% discount.

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

10% discount on albums.

REQUEST

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

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.

WORLD ARTISTS

10% discount on LP's. No expiration date announced.

1

...OK..the Jackie Ross "Selfish - One" and Chuck's "You Never Can Tell" are definite hits. All agreed?

2

... What? 1903 and 1906...?? No question! Sales are fantastic! They'll both hit top five.

6

Let's wrap it up. We're here for a reason, not a season! .. Keep sluggin' on Jackie's "Selfish One" and Chuck's "You Never - Can Tell". Start runnin' with 1078 and 1083. They're sellin'. ..OK..back to work.

3

... We're wastin' time talkin' Jackie - Ross and Chuck Berry. We know they're hits! Let's talk 1078 and 1083. We're startin' to get big action on these

5

1078 is Little Milton's "What Kind Of Love Is This" ...1083 is Bo Diddley's "Jo-Ann". Gimme a match, Phil.

4

I don't know from numbers. I talk titles to jocks. What the hell is 1078 and 1083?

CHESS producing company

2120 S. Michigan Ave., Chicago 16, Ill.

...and now from



where the big news is coming from—

**A TRIO OF BLOCKBUSTERS
THAT ARE EXPLODING
NATIONALLY!!!**

**BOBBY
GOLDSBORO**



**ME
JAPANESE
BOY
I LOVE
YOU**

UA 742

**FRANKIE
AVALON**



**NEW FANGLED,
JINGLE JANGLE
SWIMMING
SUIT FROM
PARIS**

UA 748

**JOHNNY
RIVERS**



**OH
WHAT A
KISS**

UA 741

**NOW! FOR THE FIRST TIME
THE INCOMPARABLE VOICE OF
MALCOLM DODDS
ON RCA CAMDEN**

**CASH IN ON THIS TERRIFIC NEW TALENT
IN HIS EXCITING DEBUT ALBUM
"TRY A LITTLE TENDERNESS"**

CAL/CAS-813



RCA CAMDEN

AMERICA'S BIGGEST ENTERTAINMENT VALUE



**PLATTER
SPINNER
PATTER**

The world's first "sleepless sit-in" was recently conducted by WVON-Chicago. The outlet's deejays were locked in a mobile home parked in one of the city's largest shopping centers at six in the morning on July 6 and they started a marathon to raise funds for C. O. F. O. (The Council of Federated Organizations) which is coordinating the drive for voter registration in Mississippi this summer. The first spinner dropped off after 48 hours, another lasted 52, three more succumbed after 60 hours, and the two remaining "Good Guys" kept it up for 85 and 87 hours. The sleepless sit-in, billed as WVON's "Wide-Eyed Freedom Ride," received the support of the Windy City's Negro community to the tune of over \$17,000.

Most couples are married to the strains of music provided by a piano, organ or even a phonograph. But a Williamson, West Virginia couple recently took their vows to music played on their radio. The twosome found shortly before the home ceremony that someone had forgotten to obtain a piano. The bride's mother, however, had an idea. She phoned WBTH. After a hurried search of the station's library of records, Mark Webb located appropriate music and then played it on the air in a special broadcast dedicated to the marriage. Radios were tuned to WBTH during the ceremony and the couple was married on schedule. Bob Harvit, general manager of the outlet said: "The request threw me for a moment, but you get used to requests of every nature from a loyal radio audience."

Have you seen the WLOL-Minneapolis Button Girls? That's the question being asked all around the Twin Cities these days since WLOL started their "Button Girl" promotion. Three gals are driving around the Twin Cities in red convertibles stopping at various shopping centers and parking lots asking drivers if they have their car radios on 1330. If they do, the girls have gifts for them. If the driver does not have WLOL on the car radio, but will let the Button Girl set their car radio on 1330, they also receive a gift from the station.

It's now Christmas in July on CKY-Winnipeg. All over Manitoba, Diamond Santa Clauses are carrying certificates redeemable for perfect quality 1/4 carat unset diamonds. Listeners hear 24 clues daily to the identities of the Diamond Santa Clauses—then must go out and find them to claim their diamonds.

Johnny Canton, newly-named 3 to 6 PM personality on WHAM-Rochester, sends out an urgent s.o.s. for bet-for singles service. Outlet is a 50,000 watt, clear-channel setup and is presently in the process of modernizing their music policy.

Jim Runyon, KYW-Cleveland's midday (10AM-2PM) deejay, recently began a two-week run as the King (of Siam) in the Cain Park Summer Theater production of "The King And I."

The American Women in Radio and Television will use early broadcasting

techniques to highlight today's modern trends at their East Central Regional Conference to be held Oct. 2-4 at the Statler Hilton Hotel in Detroit.

The U.S. Foreign Service has issued a call for help. More communications clerks are needed quickly to staff embassies, consulates and legations around the world. To help fill this shortage, WLS-Chicago is currently broadcasting custom produced announcements for recruitment purposes. Produced by public affairs director, Don Stewart, the announcements are scheduled several times daily through August 8, or until the quota is satisfied.

With over 2,500 entries on tape, Regency Records, United Artists and KLAC-Los Angeles have closed the contest offering a recording contract to any KLAC listener who warbles the best version of the tag tune from UA's "For Those Who Think Young." Entrants were given free copies of the tune, then called and sang into the station's tape recorder banks. Regency executives will sift vocals for the best ten, followed by a live audition for those chosen before group of judges. Best one, of course, wins the Regency contract to cut the tune with full orchestra for national release and ballyhoo.

KNUZ-Houston has received for the sixth time the monthly Key Station Award from the Texas Associated Press Broadcasters Association. The award is presented monthly by the T.A.P.B.A. for the best coverage given a news story during the month by a Lone Star State outlet.

Lou Gillette, KVI-Seattle news director, has reached new heights of stardom most recently in the flick world. The new "movie king" just completed his first film for the United States Air Force called "Gun Mayhem." Gillette plays a lead role, that of a lieutenant colonel in the Air Force. The movie was made in Seattle and California and will be shown to all Air Force personnel in the U.S., Far East and Europe.

Some prominent guests recently appeared on KHJ-TV-Hollywood's "Million Dollar Matinee" program including Janet Blair, currently starring in "Sound Of Music" at the new Valley Music Theatre, outside Los Angeles. Others interviewed by host Wayne Thomas included Joannie Sommers and Kirby Grant. . . . Betty Breneman, KHJ librarian, is back at her desk after a two-week vacation. Ditto for deejay Paul Compton.

Congrats are in order for Mitzi Hirschboeck, WLS-St. Louis staffer, who was recently elected president of the St. Louis chapter of the American Woman in Radio and Television.

VITAL STATISTICS:

J. Patrick Tallman, formerly program director for the McLendon chain, named music director of KBAT-San Antonio. . . . Chuck Dunaway given the green light as operations manager of KAYC-Beaumont.

Herb Sheldon Dies

NEW YORK—Herb Sheldon, the radio and TV personality, died here last week (21) at the age of 51. During the 1950's, the onetime deejay was one of the most popular kiddie show emcees on TV. Born in Brooklyn, Sheldon started his radio career by doing a one-man show for free in 1941. He later packaged shows for actors and deejays, became a strong deejay and announcer in his own right. He's survived by his wife, two sons and two daughters and two brothers.

**Olympia Dist.
Handles Prima**

NEW YORK—Ervin Litkei's Olympia Distributing has been named the New York outlet for Louis Prima's Prima label. First release under the new arrangement is Prima's dinking of two tunes from the upcoming Walt Disney flick, "Mary Poppins." Sides are "Spoonful of Sugar" and "Stay Awake."



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.

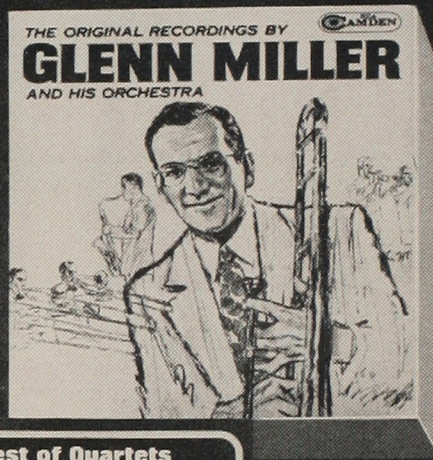
- BECAUSE**
DAVE CLARK FIVE Epic 9704
- I'LL KEEP YOU SATISFIED**
BILLY J. KRAMER Imperial 66048
- AND I LOVE HER**
BEATLES Capitol 5235
- HEY GIRL DON'T BOTHER ME**
TAMS ABC-Paramount 10573
- I'VE GOT NO TIME TO LOSE**
CARLA THOMAS Atlantic 2238
- IT'S ALL OVER NOW**
ROLLING STONES London 9687
VALENTINOS Sar 152
- SELFISH ONE**
JACKIE ROSS Chess 1903
- IN THE MISTY MOONLIGHT**
JERRY WALLACE Challenge 59246
- SWEET WILLIAM**
MILLIE SMALL Smash 1920



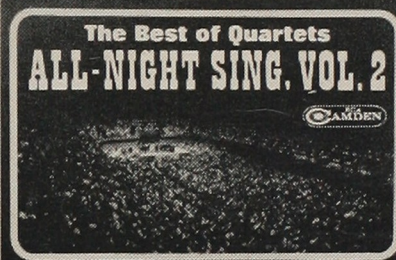
TOP 100 SINGLES (ALPHABETIZED)

* Denotes Red Bulet			
A Hard Day's Night	1	Just Be True	*35
A House Is Not A Home	70	Keep On Pushin'	10
A Taste Of Honey	99	Little Children	55
A Tear Fell	74	Little Latin Lupe Lu	71
A World Without Love	47	Little Old Lady (From Pasadena)	5
Ain't She Sweet	*30	Looking For Love	*50
Al Di La	*33	Love Is All We Need	63
Alone	43	Maybe I Know	*54
And I Love Her—Beatles	*67	Memphis	13
And I Love Her—Martin	78	Mexican Shuffle	98
Angelito	41	Mixed-Up Shook-Up Girl	31
Anyone Who Knows What Love Is	61	More & More Of Your Amore	97
Baby Come Home	88	My Boy Lollipop	24
Bad To Me	45	The New Frankie & Johnny Song	100
Because	*65	No One To Cry To	*60
Can't You See That She's Mine	14	No Particular Place To Go	42
Chapel Of Love	56	Nobody I Know	12
C'mon And Swim	*25	Oh! Baby (We Got A Good Thing Goin')	12
Dang Me	7	People	28
Darling It's Wonderful	91	People Say	*16
Do I Love You	36	Rag Doll	2
Don't Let The Sun Catch You Crying	26	Remember Me	68
Don't Throw Your Love Away	29	Ringo's Theme (This Boy)	85
Don't Worry Baby	53	Sailor Boy	82
Down Where The Four Winds Blow	100	Say You	*0
Everybody Loves Somebody	*6	Selfish One	*77
Everybody Needs Somebody To Love	62	Share Your Love With Me	57
Farmer John	19	She's The One	64
Girl From Ipanema	8	Sole Sole Sole	94
The Girl's Alright With Me	85	Steal Away	*15
Good Times	20	Such A Night	*40
G.T.O.	93	Sugar Lips	*21
Handy Man	*22	Sunny	92
Haunted House	83	Sweet William	*81
Hey Girl Don't Bother Me	*73	Tell Me	34
Hey Harmonica Man	46	Tennessee Waltz	*4
How Do You Do It	*32	Thank You Baby	96
I Believe	37	Try It Baby	23
I Get Around	3	Under The Boardwalk	11
I Like It Like That	27	Walk Don't Run '64	*38
I Should Have Known Better	*51	What Have I Got Of My Own	52
I Wanna Love Him So Bad	17	Where Did Our Love Go	*9
If I'm A Fool For Loving You	79	Wishin' & Hopin'	*4
I'll Keep You Satisfied	*66	World I Used To Know	69
I'll Cry Instead	*48	Worry	59
I'm Into Something Good	49	(You Don't Know) How Glad I Am	*18
In The Misty Moonlight	*80	You're My Remedy	58
Invisible Tears	84	You're My World	39
It Ain't No Use	87		
It Hurts To Be In Love	95		
It's A Cotton Candy World	89		
It's All Over Now	*76		
I've Got No Time To Lose	*75		

NEW RCA CAMDEN ALBUMS THAT STACK UP TO EXTRA AUGUST SALES



Collectors' items by the great bandsman: "Elmer's Tune," "To You," "Pagan Love Song," "My Reverie," others. CAL/CAS-829 (e)



THE HARMONEERS QUARTET WEATHERFORD QUARTET
THE BLACKWOOD BROTHERS QUARTET
STAMPS-BAXTER QUARTET THE STATESMEN QUARTET

Top singers in top performances for collectors. Includes: "Who Do You Think," (Statesmen) "I Get Happy" (Blackwood Bros.) 8 others. CAL/CAS-832 (e)



Some of these romantic and lush orchestrations include narration: "This Love of Mine," "Symphony of Love," "Melody of Love," others. CAL/CAS-830



Treasured performances by the country favorites include: "Sincerely," "Slow Poison," "Oh Baby Mine," others. CAL/CAS-822 (e)

RCA CAMDEN
AMERICA'S BIGGEST ENTERTAINMENT VALUE

JACKIE WILSON

The way his fans like him best!

SQUEEZE HER-
TEASE HER
(But Love Her)

c/w

GIVE ME BACK
MY HEART

55269



Just Released!
A Great New Album



by
Mr.
Excitement

BL-54117
BL-754117 (Stereo)

Now Available At All Decca Branches



RECORD RAMBLINGS

NEW YORK:

Command Records hosted a cocktail reception at the Hampshire House last week (20) to bow Carol Channing's debut single for the label. Label topper Enoch Light was on hand to introduce Miss Channing to guests and press reps. "Dolly's" initial entry into the singles field for Command is "Ain't Misbehavin'" coupled with "When You're Smilin'." . . . Our condolences to Command's Loren Becker whose mother died recently. . . . Conductor-composer-arranger Stan Applebaum writes he's recently done an album with Sergio Franchi for RCA Victor, and that he's also done a lot of work for the World's Fair. . . . Regina lark Sylvia DeSayles received a citation from Mayor Wagner last week for her recent participation in the Mayors conference. . . . Al Calder of 20th Fox dropped by the CB offices last week to tell us the label has two potential blockbusters with "What Now My Love" by Remo Capra, and "Mickey Mouse" by Dennis Proviso.

Broadway," and "Film Spectacular Vol. 2" by Stanley Black. . . . Bucky at Redisco in Baltimore buzzes that the little LP is the coming thing for ops. Columbia, Kapp and Command are already tailoring the sets for the ops. . . . Oscar Brand post cards from Edmonton, Canada, where he played to 4,000 at the Corral. His Canadian TV show for Procter and Gamble has been renewed.

Rosemary Prinz, who's Penny on the CBS daytime TV'er, "As The World Turns," has etched her first album to be released under the Pharos banner. She'll visit 10 cities to promo the set. . . . Joe Perdeck of Purdy Records is shouting Hit! for "Another Like You" by Ray Fleming, and "Don't You Feel It" by Bobby Adams. . . . Ember Records' Bill Darnell reports that sales are mounting for "Mixed Up, Shook Up Girl" by Patty & The Emblems, and "La Nuit" by Jimmy Lytell. . . . Fred Perri sez the most seasonal tune around is "New Fangled Jingle Jangle Swimming Suit From Paris." . . . Motown's Bobby



BILL COSBY



ED FORSYTH



EDDIE DE RAE

. . . In an era when performers rarely remain in one club long enough to get their billing straight, Tobi Reynolds is an exception to the rule. The lark has just been held over for her 4th month at Gotham's Cafe Au Go Go. . . . Bob Boulanger and Dick Heard, those clefters who clicked a while back with "Abigail Beecher," claim they will do like Top 100 business with their latest effort, Jean Mavs' Diamond deck of "Dew Drop Inn."

Arlene Biedenkopf, secretary to Liberty topper Alvin S. Bennett, has just been honored by the Institute for Certifying Secretaries, a department of the National Secretaries Association. She is now one of a select group of top-level secretaries who earned the rating and the right to use the initials CPS following her name. Only 280 were certified nationally this year. . . . Eddie DeRae, who appeared on Clay Cole's TV'er last week, makes his Decca debut with "Go Back To Him." . . . Ray (El Watusi) Barreto is the first to etch the evergreen "Nature Boy" with a Latin beat—the tune is included in Ray's upcoming LP on Tico. . . . Jack Bart, president of Universal Attractions, is on an 11-week South American tour with the American Beetles. Dolores Rosaler, former assistant to the administrative secretary of AGVA, has joined Universal's sales dept.

Talked to Roy Botachio at Capitol who's back at his desk and feeling better. Roy's taking a vacation the next two weeks, and during his absence, Merv Amols is making promo jaunts around town. . . . Bill Kaslin of Hull Records buzzed to tell us he's just picked up the option on Shep & The Limelights; the group has been with the label four years and will debut a new single before Sept. . . . Lou Guarino of World Artists Records sez the action of Joe Sherman's etching of "Seventh Dawn" has turned to the other side, "Time Alone Will Tell," penned by Joe and his partner Geo. D. Weiss. . . . London's Phil Wesen is all smiles over the sales figures on the new Bachelors LP and the group's new single, "I Believe," along with "Tell Me" and "It's All Over Now" by the Rolling Stones, and two new Phase 4 issues—"Werner Muller On

Green, currently out with a single dubbed, "You're Just Like You" heads for a 12-week cafe & concert tour of Australia next month. . . . Indie promo rep Morty Wax calls to our attention these moneymakers: "A Taste Of Honey" by Tony Bennett, "Silly Ole Summertime" by the New Christy Minstrels (both on Columbia) "Comin' Home Baby" LP by Jack LaForge on Regina, "You Don't Know Baby" by the Pacettes (Regina), "Once A Fool" by Lesley Miller (RCA Victor) and "Taste Of Honey" by the Beatles.

Bill Cosby signs in for the Tonight Show this week (28) and takes his comedy the following night to the Village's Bitter End for three weeks. . . . Jackie Kahane, the comic who recently scored a success on the Steve Allen Show, is waxing a first album several labels are interested in picking up. . . . Sol Winkler came by with a copy of "Blue Eyes" by the Young Voyagers (Rust), which he produced. The label has high hopes for the tune. . . . David Enos tells us that Jodie Sands has been booked into "The Orchard" in Atlantic City with Jackie Mason, and that she'll premiere a new deck shortly. . . . Trini Lopez opens a two-week engagement at Mr. Kelly's in Chicago this week before embarking on a European jaunt which will wind up at the famed Olympia Music Hall in Paris. . . . Scepter's Tommy Hunt to headline at the Peppermint Lounge for 2 weeks beginning Aug. 3. . . . Harriet Wasser, who manages King Williams, indicates the singer's first for MGM "Patience Baby" is sure to be a best-seller. Harriet also mentioned that Bob Crewe has cut the Orlons for Cameo-Parkway.

Tommy Glascoe of Stork Records buzzes that The Pin-ups, currently pinning their hopes on "Looking For Boys," have departed on a deejay and disk hop promo jaunt that will take them to Scranton, Pittsburgh, Greensburg, Latrobe, Erie, Akron, Youngstown and Cleveland. . . . Thelma Carpenter, touring this summer in "Showboat," opens at the Owens Auditorium in Charlotte on July 28. . . . Kenny Burrell skedded to do a set of melodic jazz tunes with specially prepared arrangements for Straight Ahead Rhythms, Inc.



RECORD RAMBLINGS

CHICAGO:

Seymour Schwartz's new label GMA is off to a flying start with The Allnighters' "You Talk Too Much." Deck, distributed nationally by Jim Golden's USA Records, is reportedly clicking in Detroit and starting up in some eastern markets. Seymour recently signed Jimmy Ford who's currently touring with the Dick Clark caravan. . . . Paul Hertel writes from South Bend that the recent bash at Stephan Center Notre Dame attracted 4,000 teens. Stars

at Shelly's Manne Hole, have been signed to sing their hit, "The Girl From Ipanema" in "The Hanged Man" TV Project 120 two hour telefilm. . . . The Clinger Sisters, just signed to a Vee-Jay Records contract, leave this Saturday for a series of fair appearances across the country. . . . Henry Mancini established all-time attendance records leading the Cleveland, Ohio, and Kalamazoo symphony orchestras in concerts. . . .

Vic Dana took over as a one week guest deejay for vacationing Bruce



KARL BOXER



JACKIE KAHANE



JOHN McDONALD

were Kenny Carlton & The Redcoats, Princeton Five, and The Phantom Five, with spinner Dick Biondi emceeding. . . . Alan Mink, nat'l. promo mgr. for Smash, arranged a six-city tour for Dickey Lee who has a possible biggie in "Only Trust In Me." . . . Here's a word from Bert Loob that RIC Records is hot with Florraine Darlin's "Johnny Loves Me" and pro footballer Roosevelt Grier's "In My Tenement." . . . The Beach Boys headlined at McCormick Place (7/24) along with Freddie Cannon, Jimmy Griffin, Lynn Easton and The Kingsmen. . . . Congrats to Earl Glicker who entered the freelance promo fold. Earl was formerly associated with Cortland Records. . . . Perez Prado makes a rare Chi appearance at the Aragon Ballroom 7/24-26. . . . Chuck Livingston's on the move with Mercury outings "A House Is Not A Home" by Brook Benton, "It's A Cotton Candy World" by Jerry Wallace and "Maybe I Know" by Lesley Gore.

The Oscar Peterson Trio followed Erroll Garner into the London House 7/21. . . . In the fore at United Record Dist. are singles "I'll Always Love You" by Brenda Holloway (Tamla), "A House Is Not A Home" by Dionne Warwick (Scepter) and "Please Forgive Me" by The Duettes (One-derful). . . . The new Chad & Jeremy side "A Summer Song" (World Artists), Leon Peels' "A Casual Kiss" (Whirlybird), "If You Were The Only Boy In The World" by The Crampton Sisters (DCP) and "Don't Stand Up In A Canoe" by Ronnie Dante (Music Voice) are among the sizzlers at Garmisa Dist. . . . Local group The Etons (USA) enjoyed a swingin' closing at The Mist in Joliet (7/19) when Al Hirt and Count Basie (who appeared at nearby D'Amico's) stopped by and joined them onstage for an impromptu session! . . . Bobby Bland, Dionne Warwick, and a host of disk artists headline at the Regal Theater starting 7/24. . . . Kent Beauchamp of Royal Disc Dist. boasts a winning pair in "Summertime Blues" by the Princeton Five (Princeton) and "The Dartell Stomp" by The Mustangs (Providence).

HOLLYWOOD:

Johnny Mathis and the Nogas held an opening night party at the start of Mathis' current engagement to the Greek Theatre. . . . Dale and Grace in town to appear on the Dick Clark show this Saturday. . . . Jerry Blaine, president of Cosnat Corp., here over the weekend for meetings with producer Maurice Duke anent release and press campaign for the release of their initial film production, "The Candidate." . . . Stan Getz and Astrud Gilberto, currently packing them in

Lee at WIND, Chicago. . . . Gil Friesen upped to regional sales manager for Kapp Records. Tony Lowe now handling promotion locally for the label. . . . Singer-songwriter, Bill Shaw signed by new Coast label, Regency Records to co-produce with A&R chief Judd Hamilton first release by the Nordic Trio. . . . Songwriter Jonny Baron and wife, vocalist Nanine proud parents of a son, Jon Carney Baron. . . . In addition to her tour of European Army bases, Reprise star Keely Smith has been set for TV and nightclub appearances in England, France, West Germany, and Italy. . . . Capitol Records producer, Jim Economides cut additional tracks for the Lettermen's new album during their stint at New York's Copa. . . . Dick Glasser, Dolton Records topper plans an early release for The Stannels initial album release, recorded live at P.J.'s. . . .

HERE AND THERE:

PHILADELPHIA—Ted Kelleam has a flock of moving singles this week on Columbia including "Invisible Tears" by Ray Conniff, "I Want You To Meet My Baby" by Eydie Gorme, "A Taste Of Honey" by Tony Bennett, "Wah Wahini" by the Rip Chords, "Toki's Theme" by Dave Brubeck, "Silly Ole Summer Time" by the New Christy Minstrels, and "Summer Place" by the J's with Jamie.

BALTIMORE—Dave Carrico at Marshall/Mangold sez the distrib is setting the pace in the Balto area with "GTO" by Ronny and the Daytonas (Amy-Mala), "You Don't Know Baby" by the Pacettes (Regina) and "Always Something There To Remind Me" by Lou Johnson (Big Hill).

DETROIT—The Marvin Gaye Revue, which broke a lot of attendance records at the Twenty Grand Lounge here, have moved into Freedomland with the Miracles and Martha and the Vandellas for four shows a day.

CHARLOTTE, N.C.—Jazz 88'er Karl Boxer paid a visit to Ernie's Record shop here to sign copies of his first LP, Jazz Impromptu. The traffic was heavy for Boxer's album and signature.

MERIDIAN, MISS.—John McDonald, Sleeper Records disk artist, dropped by the Music Center here to perform his current etching of "Sleep," an updating of an old tune from the 20's.

GOODLETTSVILLE, TENN. — The correct title of Joe Hinton's new deck on Back Beat is "Funny How Time Slips Away" by Willie Nelson.

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