

# Cash Box

SEPTEMBER 19, 1964



**BABY, BABY . . . WHERE DID OUR LOVE GO:** These are the opening words of the song that put the Supremes right up at the very top. And if the photo above is any indication, the gals are enjoying their new-found success. Seen at the right in close-up, the Supremes get another boost up the success ladder when their Motown label bows the trio's "Where Did Our Love Go" LP, this week. A new single from the LP is scheduled to be released before the end of this month (titles not yet announced). The two young men on the right, Brian Holland (left) and Lamont Dozier are producers of the gals' smash single as well as a number of other Tamla-Motown hits including Marvin Gaye's "Baby, Don't You Do It," the Four Tops' "Baby, I Need Your Lovin'," and a number of other top sellers.



**FIRST IN AMERICA  
WITH ITALY'S NO. 1 SONG**



**Robert Goulet Sings  
"My Love, Forgive Me"**

4-43131

**ON COLUMBIA RECORDS** 

© COLUMBIA MARCAS REG. PRINTED IN U.S.A.

Ne  
OF  
FORMA  
GEORG  
MUSIC-  
MA  
IRA  
EV  
DIO  
BOE  
MIE  
JER  
MUSIC-  
JER  
NEI  
WIN M.  
MAF  
ED  
ART DIE  
GEO  
VICULA  
THE  
EUROPE  
NEV  
29  
(  
6290  
HOLLAND  
The Ha  
GERMANY  
28, Mur  
TALY: M  
Legioni  
SCANDINA  
holmsva  
Tel: 69-  
FRANCE: F  
Paris, F  
AUSTRALIA  
Healthm  
BELGIUM:  
Paul H  
7187.51  
MEXICO: E  
1870 Me  
ARGENTINA  
3978, Bu  
BRAZIL: LU  
gusta 2  
5138.13  
CANADA: J  
Montreal  
JAPAN: Adv  
Editorial  
466 Higa  
SPAIN: FEL  
Apartado  
SUBSCRIPT  
here in the  
postage  
Copyright ©  
Inc. All  
General Copy



# Cash Box

Vol. XXVI—Number 2

Sept. 19, 1964

FOUNDED BY BILL GERSH

## Cash Box

(Publication Office)

1780 Broadway  
New York 19, N. Y.—10019  
(Phone: JUDSON 6-2640)  
CABLE ADDRESS: CASHBOX, N. Y.

JOE ORLECK, President and Publisher  
NORMAN ORLECK, Vice President  
GEORGE ALBERT, Vice President

### MUSIC—Editorial

MARTY OSTROW, Editor-in-Chief  
IRA HOWARD, Editor  
IRV LICHTMAN, Editor  
DICK ZIMMERMAN, Editorial Assistant  
BOB ETTINGER, Editorial Assistant  
MIKE MARTUCCI, Editorial Assistant  
JERRY ORLECK, Editorial Assistant

### MUSIC—Advertising

JERRY SHIFRIN, Director  
NEIL BOGART

### COIN MACHINES and VENDING

MARTY TOOHEY, Director  
ED ADLUM

### ART DIRECTOR

GEORGE GOLDMAN

### CIRCULATION

THERESA TORTOSA, Mgr.

### EUROPEAN DIRECTOR

NEVILLE MARTEN

CHICAGO  
LEE BROOKS

29 E. Madison St., Chicago 2, Ill.  
(All Phones: FInancial 6-7272)

HOLLYWOOD  
JACK DEVANEY

6290 Sunset Blvd., Hollywood 28, Cal.  
(Phone HOLLYWOOD 5-2129)

ENGLAND

NEVILLE MARTEN

Dorris Land  
9a New Bond St.  
London, W1, Eng.  
Tel: Hyde Park 2868

HOLLAND: PAUL ACKET, Theresiastraat 81a,  
The Hague, Holland, Tel: 070-722546

GERMANY: MAL SONDOCK, Amalienstrasse  
28, Munich, Germany, Tel: 220197

ITALY: MARIO PANVINI ROSATI, Viale  
Legioni Romane 5 Milan, Tel: 4073963

SCANDINAVIA: SVEN G. WINQUIST, Kagge-  
holmavagen 48, Stockholm-Enskede, Sweden,  
Tel: 59-46 85

FRANCE: ROGER SELLAM, 36 rue de Moscou,  
Paris, France, Tel: Laborde 8523

AUSTRALIA: RON TUDOR, 8 Francis St.,  
Healthmont, Victoria, Tel: 87-5677

BELGIUM: FRANS ROMEYNS,  
Paul Hymanslaan, 8, Brussels 15, Tel:  
71.57.51

MEXICO: ENRIQUE ORTIZ, Insurgentes Sur  
1870 Mexico 20, D. F., Tel: 24-65-57

ARGENTINA: MIGUEL SMIRNOFF, Rafaela  
3978, Buenos Aires, Argentina, Tel: 69-1538

BRAZIL: LUIS DE M. C. GUEDES, Rua Au-  
gusta 2110, sobre-loja, Soa Paulo, Tel:  
61.38.13

CANADA: JOHN MURPHY, 1455 Drummond St.,  
Montreal 25, Que., Can., Tel: (514) 845 3201

JAPAN: Adv. Mgr.: SHOICHI KUSANO  
Editorial Mgr.: Morihiro Nagata

466 Higashi-Oizumi Nerimaku, Tokyo

SPAIN: FEDERICO HALPERN, Sagasta 23,  
Apartado 4025, Madrid, Spain

SUBSCRIPTION RATES \$15 per year any-  
where in the U. S. A. Published weekly. Second  
class postage paid at Bristol, Conn.

Copyright © 1964 by The Cash Box Publishing  
Co., Inc. All rights reserved. Copyright under  
Universal Copyright Convention.

## 1964 EDITION:

# RECORD BUYER'S AID for

# FALL & CHRISTMAS MERCHANDISING

Following the publication last year of our first Record Buyer's Aid for Fall and Christmas Merchandising supplement, we were shortly made aware that we had something going.

Response from a number of record company executives assured us that we would be back this year with the guide—and, undoubtedly, for years to come.

The success of the Buyer's Guide went beyond our expectations. You don't always get off on the right foot when you initiate something that has no precedent in the industry.

This time around, however, we do have precedent, and are even planning to outdo ourselves in content and style, making the 1964 Buyer's Guide into an even more valuable companion for the gift-buying season ahead.

The supplement, you will recall, is published as a separate issue from the regular weekly issue of *Cash Box*.

Carrying a publishing date of Oct. 10, it will remain a handy inventory and merchandising-idea compendium for the remainder of the year.

In catalog listing, it will contain a complete round-up of all albums released from July thru Oct.; all new 1964 Christmas product, and older Christmas-theme favorites still on release. Dealers will also be informed of all special deals that apply to various regular and Xmas merchandise.

Pictorially, the supplement will contain the major merchandising displays of the season. In addition, *Cash Box* will offer ideas for presenting new and catalog product to best advantage. Ads from leading companies themselves also will bring to light the new product and their merchandising counterparts.

In short, the Buyer's Guide will be a comprehensive compilation of the fall-winter product and program story from all labels, under one roof.

The Buyer's Guide's all-encompassing character is a natural boon to those who will bear the brunt (e.g. dealers) of the massive release schedules (and all the merchandising angles they entail) for the remainder of the year.

When the first Buyer's Guide was history, we knew we had something historic in an industry aid. Buyer's Guide number 2 will be further evidence of this conviction.



# Cash Box TOP 100



SEPTEMBER 19, 1964

	Position	9/12	9/5		Position	9/12	9/5		Position	9/12	9/5			
1	THE HOUSE OF THE RISING SUN	(Al Gallico—BMI)	1	1	36	SOMEDAY WE'RE GONNA LOVE AGAIN	(McLaughlin—BMI)	37	43	70	(YOU DON'T KNOW) HOW GLAD I AM	(Roosevelt—BMI)	42	2
2	OH, PRETTY WOMAN	☆ANIMALS—MGM-13264	8	21	37	YOU MUST BELIEVE ME	☆SEARCHERS—Kapp-609	55	93	71	LITTLE HONDA	☆NANCY WILSON—Capitol-5198	98	—
3	BREAD AND BUTTER	(Acuff-Rose—BMI)	4	8	38	JUST BE TRUE	(Curton—BMI)	35	22	72	I DON'T WANT TO SEE TOMORROW	(Sea Of Tunes—BMI)	—	—
4	WHERE DID OUR LOVE GO	☆ROY ORBISON—Monument 851	2	2	39	WISHIN' AND HOPIN'	☆THE IMPRESSIONS—ABC-Paramount-10581	31	12	73	HEY GIRL DON'T BOTHER ME	☆HONDELLS—Mercury-72324	64	47
5	G.T.O.	(Buckhorn—BMI)	7	19	40	A SUMMER SONG	(Unart—BMI)	51	63	74	RINGO'S THEME (THIS BOY)	(Unart, MacLen—BMI)	77	58
6	EVERYBODY LOVES SOMEBODY	(Sands—ASCAP)	3	3	41	ALWAYS TOGETHER	(Damian—ASCAP)	44	52	75	HOLD ME	(Ross, Jungnickel, Robbins, World—ASCAP)	82	85
7	A HARD DAY'S NIGHT	☆DEAN MARTIN—Reprise-0281	5	4	42	WHEN I GROW UP TO BE A MAN	(Sea Of Tunes—BMI)	78	—	76	ON THE STREET WHERE YOU LIVE	(Chappell—ASCAP)	93	—
8	REMEMBER (WALKIN' IN THE SAND)	(Tender Tune, Trio—BMI)	13	27	43	SLOW DOWN	(Venice—BMI)	52	75	77	THAT'S WHAT LOVE IS MADE OF	(Jobete—BMI)	—	—
9	DO WAH DIDDY DIDDY	☆SHANGRI-LAS—Red Bird-1008	26	77	44	HE'S IN TOWN	(Screen Gems, Columbia—BMI)	50	60	78	THE ANAHEIM, AZUSA, ETC.	(Screen Gems, Columbia—BMI)	—	—
10	SAVE IT FOR ME	(Saturday, Gavadima—ASCAP)	19	31	45	LAST KISS	(Boblo—BMI)	63	81	79	KNOCK! KNOCK! (WHO'S THERE)	(Saturday—ASCAP)	83	85
11	MAYBELLINE	(Arc—BMI)	12	18	46	LET IT BE ME	(Leeds—ASCAP)	67	—	80	COME A LITTLE BIT CLOSER	(Picturetone—BMI)	—	—
12	SELFISH ONE	(Chevis—BMI)	11	16	47	MICHAEL	(Unart—BMI)	58	66	81	DEATH OF AN ANGEL	(Limax—BMI)	—	—
13	HAUNTED HOUSE	(Venice B Flat—BMI)	17	25	48	CHUG A LUG	(Tree—BMI)	71	—	82	THE JAMES BOND THEME	(Unart—BMI)	90	86
14	IT HURTS TO BE IN LOVE	(Screen Gems—Columbia—BMI)	20	29	49	FROM A WINDOW	(Northern Ltd—ASCAP)	60	72	83	WHERE LOVE HAS GONE	(Paramount—ASCAP)	81	69
15	DANCING IN THE STREET	(Jobete—BMI)	22	35	50	THERE'S NOTHING I CAN SAY	(Chappell—ASCAP)	57	64	84	GONNA SEND YOU BACK TO WALKER	(Zann—BMI)	99	—
16	BECAUSE	(Ivy—ASCAP)	9	7	51	MERCY, MERCY	(Cotillion—BMI)	66	—	85	GOODNIGHT BABY	(Trio—BMI)	100	—
17	CLINGING VINE	(Peter Maurice—ASCAP)	14	17	52	(THERE'S) ALWAYS SOMETHING THERE TO REMIND ME	(Ross, Jungnickel—ASCAP)	59	67	86	PEARLY SHELLS	(Criterion—ASCAP)	—	89
18	MAYBE I KNOW	(Trio—BMI)	10	11	53	20-75	(Jec—BMI)	72	78	87	DO YOU WANT TO DANCE	(Clockus—BMI)	—	—
19	FUNNY	(Pamper—BMI)	24	37	54	WHEN YOU LOVED ME	(Hill & Range Ron Bre—BMI)	48	36	88	LA LA LA LA LA	(Jobete—BMI)	91	—
20	IN THE MISTY MOONLIGHT	(4 Star Sales—BMI)	23	28	55	SUCH A NIGHT	(Raleigh—BMI)	33	13	89	THE THINGS IN THIS HOUSE	(T.M.—BMI)	—	—
21	WE'LL SING IN THE SUNSHINE	(Lupercalia—ASCAP)	29	41	56	WHY YOU WANNA MAKE ME BLUE	(Jobete—BMI)	80	—	90	HAVE I THE RIGHT?	(Ivy—BMI)	97	—
22	UNDER THE BOARDWALK	(T.M.—BMI)	6	5	57	STEAL AWAY	(Fame—BMI)	46	44	91	HE WON'T ASK ME	(Taer—ASCAP)	—	—
23	MATCHBOX	(Knox—BMI)	38	68	58	I STAND ACCUSED	(Curton—BMI)	65	71	92	I DON'T CARE	(Bluebook—BMI)	86	90
24	BABY, I NEED YOUR LOVING	(Jobete—BMI)	28	39	59	SHE WANTS T' SWIM	(Kalmann, C.C.—ASCAP)	70	80	93	I WOULDN'T TRADE YOU FOR THE WORLD	(Le Bill—BMI)	—	—
25	I'M ON THE OUTSIDE (LOOKING IN)	(South Mountain—BMI)	32	49	60	TOBACCO ROAD	(Cedarwood—BMI)	84	87	94	CANDY TO ME	(Jobete—BMI)	88	95
26	OUT OF SIGHT	(Try Me—BMI)	30	40	61	WORRY	(Ridge—BMI)	49	48	95	SOFTLY AS I LEAVE YOU	(Miller—ASCAP)	—	—
27	WALK DON'T RUN '64	(Forshay—BMI)	9	9	62	BABY DON'T YOU DO IT	(Jobete—BMI)	—	—	96	SOCIETY GIRL	(Saturday—ASCAP)	96	98
28	C'MON AND SWIM	(Taracrest—BMI)	15	6	63	I'VE GOT NO TIME TO LOSE	(East—BMI)	53	59	97	SINCERELY	(Regent—BMI)	87	88
29	AND I LOVE HER	(Unart, MacLen—BMI)	27	14	64	IF I FELL	(Unart, MacLen—BMI)	73	97	98	THE CAT	(Hastings—BMI)	89	96
30	YOU'LL NEVER GET TO HEAVEN	(Jac, Blue Seas—ASCAP)	39	45	65	INVISIBLE TEARS	(Central—BMI)	56	51	99	A QUIET PLACE	(Rittenhouse—BMI)	94	92
31	SAY YOU	(T.M.—BMI)	36	38	66	JOHNNY B. GOODE	(Arc—BMI)	68	73	100	RIDE THE WILD SURF	(Screen Gems, Columbia—BMI)	—	—
32	RHYTHM	(Jalyne, Curton—BMI)	40	61	67	I'LL CRY INSTEAD	(Unart, MacLen—BMI)	47	33					
33	HOW DO YOU DO IT	(Just—BMI)	16	10	68	YET I KNOW	(Leeds—ASCAP)	69	70					
34	YOU NEVER CAN TELL	(Arc—BMI)	21	15	69	SOMEONE, SOMEONE	(L'—ASCAP)	75	74					
35	IT'S ALL OVER NOW	(Kag—BMI)	25	30										

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



***Greatest discovery of the year...***

**England's**

# **Marianne Faithfull**

# **AS TEARS GO BY**

**Another proven hit...  
high on English charts**

Produced by Andrew Loog Oldham 9697

**LONDON**  
RECORDS

## LEN LEVY NAMED VICE PRES. AT EPIC



NEW YORK—Len Levy, general manager of Epic Records, has also been made a vice-president of the label, according to Goddard Lieberman, president of Columbia Records, Epic's parent company.

A statement by Lieberman noted that Levy had made "significant contributions" to Epic's growth in recent years. He said that Levy would be directly responsible to him for the continued development of the label.

Levy, a 20 year disk business veteran, joined Epic in Oct., 1961 as national sales manager. In 1963, he was made general manager of the label by Bill Gallagher, Columbia's marketing vp. Prior to his Epic association, Levy held exec posts for several indie labels and was in distribution in and around Rochester, N.Y., his home town.

With Levy at its helm, Epic has become a strong indie label, with 1962 sales of 311% increase over 1961, the year Levy joined Epic. Last year, the label's 10th anniversary, sales were up more than 15%. Sales for the first seven months of 1964 are up 133%. Besides Epic, Levy also directs Okeh Records, a blues affiliate of Epic.

Epic's current hot artists include the Dave Clark Five, Cliff Richard, Buddy Greco, the Village Stompers, Rolf Harris. Over at Okeh, the big sales factors are Major Lance and Dr. Feelgood.

## Larry Taylor Exits Bourne

NEW YORK—Larry Taylor has resigned his post as general professional manager of Bourne Music and its affiliates, the exec informed Cash Box last week.

Taylor joined the Bourne organization three years ago, working with Bonnie Bourne, widow of Saul Bourne, in realigning the Bourne music holdings.

Under terms of an agreement reached when Taylor joined Bourne, the stock purchased by Mrs. Bourne in Larry Taylor Music (ASCAP) and Jimskip Music (BMI) will be reassigned to Taylor. Jimskip had a recent hit, "Midnight Mary."

Taylor said he is currently weighing a number of deals with publishing companies and labels.

## INDEX

Albums Plans .....	23
Album Reviews .....	26, 27
Bios for DJ's .....	12
Coin Machine Section .....	39-50
Country Music Section .....	32, 33
International Section .....	34-39
Juke Box Ops Record Guide .....	22
Looking Ahead (Singles) .....	15
Platter Spinner Patter .....	12
Radio Active Chart .....	10
R & B Top 50 .....	22
Record Ramblings .....	14
Single Reviews .....	16, 18, 20
Sure Shots .....	30
Top 100 Albums (Mono) .....	25
Top 50 Albums (Stereo) .....	25
Top 100 Labels .....	37
Top 100 Singles (Alphabetized) ..	31
Vending News .....	48

## Bob Iversen Dies

NEW YORK—Bob Iversen, exec vp and director of Peer International Corp. and Southern Music, died of a heart attack last week (6) while visiting his sister, Mrs. Monique Peer Morris, at Lake Tahoe, Calif. He was 52 years old. His sister is the wife of David Morris, president of Peer.

A funeral service was held last Fri. (11) at Forest Lawn Cemetery in Glendale, Calif.

Iversen had served as exec vp and director since 1947, the year he arrived in the U.S. from his native England. He was in charge of all domestic and foreign affiliated companies of the large publishing organization.

Ralph Peer, who founded the organization, died in 1960.

Iversen served in the British army during World War 2, serving in Africa and Italy. He was wounded in the latter country in the famed battleground of Salerno.

A resident of Bergen County in New York, he was active in defense work in the area.

Besides his sister, survivors include his widow, Winifred Ada Iversen, and a son, Robert S.

## Goldie Goldmark Heads ABC's Ampco-Pamco Pubs

NEW YORK—Goldie Goldmark, vet publishing-diskery exec, is taking over as head of two publishing affiliates of ABC-Paramount Records, Cash Box has learned.

Goldmark will direct the operations of Ampco Music (ASCAP) and Pamco Music (BMI). Two other ABC-Par pubberies, Apt (ASCAP) and Ampar (BMI) will continue under the direction of Paul Vance, general professional manager. Latter firms operate out of 150 W. 55th St., this city, while Ampco and Pamco are housed at the label's headquarters at 1501 Broadway.

Goldmark's most recent association was as chief of the publishing divisions of Premier Albums. Previously, he worked at the late Moe Gale's Sheldon Music, which has a goodly number of hit tunes, including Teresa Brewer's old success, "Ricochet." Goldmark also had a label, Goldie Records.

## Reprise Registers Top Monthly Sales In Aug.; Gold Disk For Dino

HOLLYWOOD—Aug. was the Reprise label's biggest sales month in its history, Mo Ostin, label general manager, reported last week.

Pointing up the diskery's hot summer is official word from the RIAA that Dean Martin's "Everybody Loves Somebody" has earned a gold disk for sales of a million copies in the U.S. Martin disks the gold deck and plaque on a Bob Hope TV'er, which is being filmed this week (15).

Ostin declared that Reprise racked up sales exceeding \$1 million in Aug. Besides the Martin single, Ostin named a number of LP's including four Trini Lopez albums, a Martin entry ("Dream With Dean"), the Sinatra-Basie effort ("It Might As Well Be Swing") and a soundtrack item ("Robin And The Seven Hoods"), as leaders in the sales parade. Singles activity was also noted for "You Really Got Me" by the Kinks, a British group. The Blendells' "La La La La," Frank Sinatra's "Softly As I Leave You" and Trini Lopez' "Michael."

## UCLA-NARAS "Workshop" Set

HOLLYWOOD—"Workshop in the Recording Industry," a series of 12 sessions at UCLA, in cooperation with NARAS, the disk awards society, will begin its Monday night rounds on Sept. 28. Sessions are divided into "Recording," "Manufacturing," "Marketing" and "Case Study of an Actual Album."

The opening session will be "The Industry, the Economic, Social and Cultural Influence of Recordings," with Mike Maitland, president of (Continued on page 28)

## Distributors Hear Of "Fall Clix From Colpix"

NEW YORK—Ray Lawrence, general manager for Colpix Records, has announced that Colpix has set a series of five regional, distrib meetings to introduce its new, fall album plan, "Fall Clix From Colpix."

Six LP's are included in the plan. These are "Art Blakey and the Jazz Messengers Play Selections from the New Musical, 'Golden Boy,'" "Roaring Down Broadway" by Sonny Stitt, "Couldn't You Just Die?" by Rip Taylor, "Dick Gregory Speaks," the sound track of "Lilith" and "The Long Ships" and "Other Great Movie Themes" by various artists.

The albums will be offered to distributors on a buy-seven-get-one-free

## Beach Boys Debut Capitol's "4-By" Singles

NEW YORK—Capitol Records is underway with a singles-concept EP called 4-By. The label's objective is to provide more product by its leading performers without competing with their current singles releases. In addition, the label sees the move as an opportunity to "cover" a hit tune and still keep a regular single free of competition.

First such release features the Beach Boys, the label's hot teen-market team. All four sessions were culled from an LP, "All Summer Long," and one of them is "Little Honda," starting a Top 100 climb via the Hondells (Mercury) and also cut by Pat Boone (Dot).

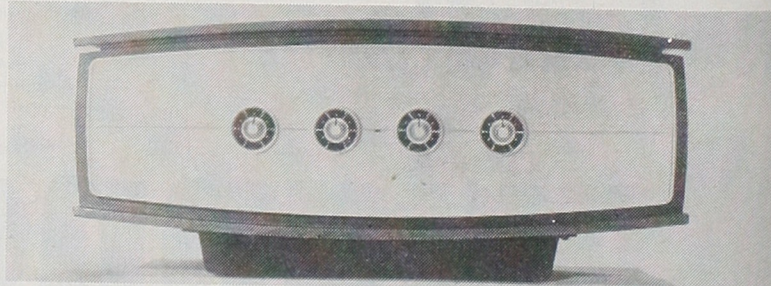
The line, housed in soft liner with a picture sleeve, carries a list price of \$1.29. However, it is being offered at a trade discount of 1 free with every 10 purchased. It can therefore be sold at 98¢, the regular singles list tag.

## Kent Names Lanier To Head Nat'l Promo

LOS ANGELES—Kent Records has named Warren Lanier as its national promo manager. He comes to the label following the operation of his own indie promo firm and as the west coast rep for "Open Mike," the R&B deejay newspaper. He's also been the personal manager of a number of artists, including Etta Jones, Wini Brown, Betty Roche and the Lou Blackburn Quintet, and has had national promo duties with the Everest and Fantasy-Galaxy labels. He's also done free-lance A&R work.

At Kent, he'll name distributors for the label and its affiliate, Modern, set p.a.'s and promo trips and contact deejays.

## Columbia Sets Big Push For 360 Stereo Phono



NEW YORK—Columbia Records last week (10) unveiled its "360 Stereo System" phono newly developed by Dr. Peter C. Goldmark and his colleagues at the CBS laboratories. The new player was shown at a press conference held at the New York Hilton Hotel.

The revolutionary stereo system, only 22 inches wide, is a small one-unit apparatus devised to eliminate additional audio components and engineered to provide maximum quality reproduction. The new player is the 1964 counterpart of the famed "360" developed by Goldmark in 1952 for high fidelity reproduction of mono disks.

Included in the "360 Stereo System" (Continued on page 29)

basis.

The sales conferences which will be held in the near future will be centered in New York, Nashville, Dallas, Chicago and Los Angeles. The New York meeting will include distributors and their promotion heads from New York, Albany, Baltimore, Boston, Buffalo, Hartford, Newark, Philadelphia, Richmond and Pittsburgh. Attending the Nashville meeting will be representatives from Nashville, Atlanta, Charlotte, Miami and Memphis.

Distributors and promotion staff for the Chicago meet will include those from Chicago, Cincinnati, Cleveland, Detroit, Milwaukee, Indianapolis, Minneapolis and St. Louis. The Dallas meeting will be attended by distributor and promotion personnel from Dallas, El Paso, Houston, New Orleans and Oklahoma City. The Los Angeles meeting will be held for distributor and promotion men from Los Angeles, San Francisco, Denver, Salt Lake City and Seattle.

In addition to introducing new product, Lawrence will present new display materials and selling aids, including a new, self-service order-form for dealers.

Lawrence will also visit distributors, one-stops and rack jobbers in several key markets. Purpose of the jaunt is to stimulate interest in the company's LP catalog, current singles and Torch Lite Series, a collection of in-demand singles for deejays, ops and consumers. Lawrence will offer new display and merchandising items in his conferences with distributors and their sales and promo staffs.

## VJ Skeds Promo For Jimmy Reed

HOLLYWOOD—Vee-Jay Records has slated the latter half of Sept. for a special promo for Jimmy Reed, the company's big-selling blues artist. His albums and singles have sold in the millions since he joined the firm's roster in 1953, the label claims.

Kicking off the sales drive is the release of Reed's new album, "Jimmy Reed At Soul City." Diskery has prepared an extensive litho book for its distributors, featuring all of Reed's previous 12 albums and 42 singles, and is mailing 1000 disk jockey kits to stimulate additional air play for the artist.

According to Jay Lasker, exec vice-president, Vee-Jay is also servicing directly all college radio stations with a complete library of Reed elpees.

During the Sept. promotion, company is also offering a special deal to distribute one free album for each four, one free single for each five.



# SAM COOKE



BELTS OUT ANOTHER CHART-STOPPER!

## 'COUSIN OF MINE'

c/w "THAT'S  
WHERE IT'S AT"  
#8426



**RCA VICTOR**

TM & ©  
The most trusted name in sound  

# HERE THEY JAN &

## RIDE THE WILD SURF

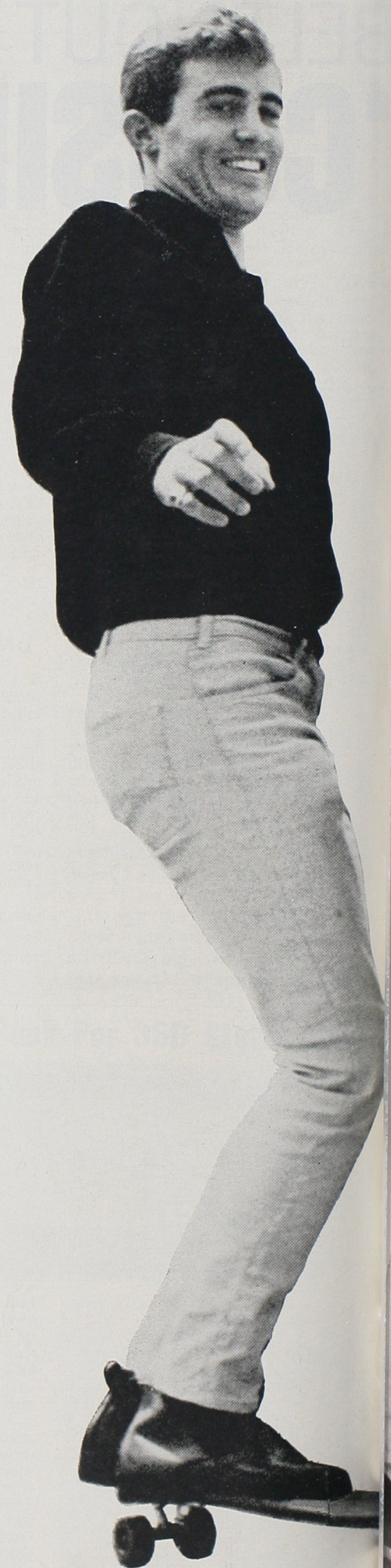
#55724

The original soundtrack recording of the title  
song from the Columbia Pictures release

From their brand new album  
**RIDE THE WILD SURF**  
LRP-3368/LST-7368

**JAN & DEAN** sing the original soundtrack recording of  
the title song from **RIDE THE WILD SURF**

SIDEWALK SURFIN' SKATEBOARDING (Part 1) TELL 'EM I'M SURFIN' WAIMEA BAY  
THE SUBMARINE RACES A SURFER'S DREAM SURFIN' WILD THE RESTLESS SURFER  
SHE'S MY SUMMER GIRL WALK ON THE WET SIDE DOWN AT MALIBU BEACH



PRODUCED BY JAN BERRY FOR SCREEN GEMS, INC.

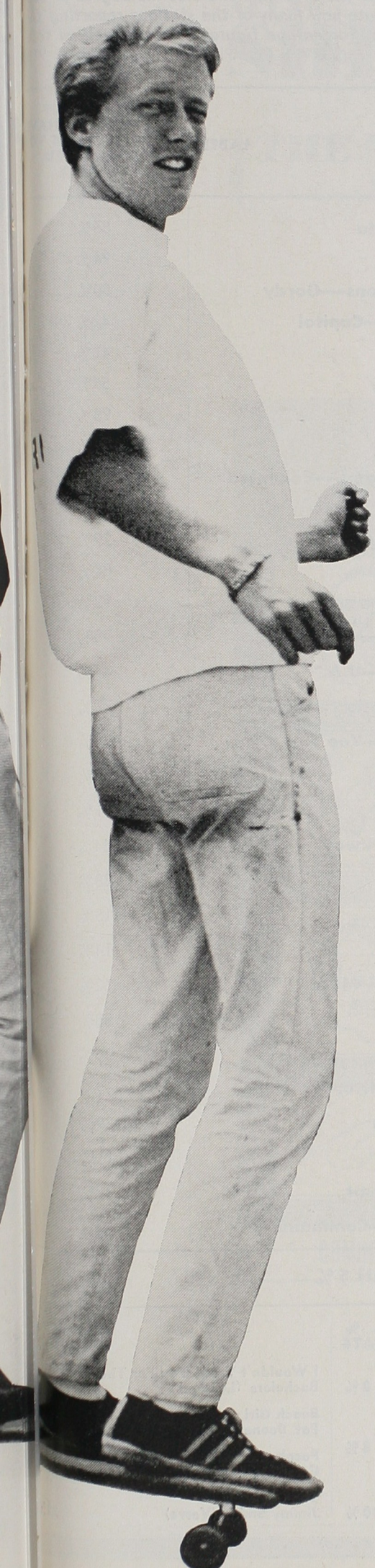
**LIBERTY ENTERTAINMENT IS FOR EVERYONE!**



© 1961 Liberty Entertainment, Inc.



# COME AGAIN! DEAN



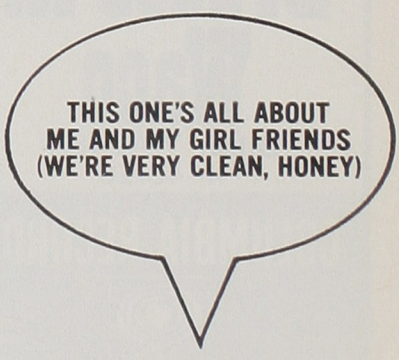
## THE ANAHEIM, AZUSA AND CUCAMONGA SEWING CIRCLE, BOOK REVIEW AND TIMING

#55724

From their other brand new album  
THE LITTLE OLD LADY FROM PASADENA  
LRP-3377/LST-7377



ASSOCIATION



YOU HEARD THE RUMOR ABOUT "SIDEWALK SURFIN"?



# OVER YOU

PAUL REVERE AND THE RAIDERS  
4-43114

# MR. HEARTACHE



FREDDIE SCOTT  
4-43112

# RUNNIN' OUT OF FOOLS

ARETHA FRANKLIN  
4-43113

# ON THE STREET WHERE YOU LIVE

ANDY WILLIAMS  
4-43128

# Cross The Brazos At Waco

BILLY WALKER  
4-43120

**COLUMBIA RECORDS**



© COLUMBIA MARCAS REG. PRINTED IN U.S.A.



# RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO SEPTEMBER 9TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
56%	Baby, Don't You Do It	Marvin Gaye	Tamla	56%
50%	Mercy, Mercy	Don Covay	Rosemart	94%
45%	Why You Wanna Make Me Blue	Temptations	Gordy	80%
42%	I Don't Want To See Tomorrow	Nat Cole	Capitol	42%
41%	That's What Love Is	Miracles	Tamla	41%
38%	Do You Want To Dance	Del Shannon	Amy	55%
36%	Chug-A-Lug	Roger Miller	Smash	93%
34%	The Anaheim, Azusa Etc.			34%
32%	On The Street Where You Live	Andy Williams	Columbia	57%
30%	Death Of An Angel	Kingsmen	Wand	30%
29%	The Things In This House	Bobby Darin	Capitol	29%
27%	Little Honda	Hondells	Mercury	84%
26%	You Must Believe Me	Impressions	ABC Paramount	92%
24%	When I Grow Up To Be A Man	Beach Boys	Capitol	98%
23%	Come A Little Bit Closer	Jay & Americans	U.A.	44%
22%	Last Kiss	J. Frank Wilson & Cavaliers	Josie	77%
21%	Let It Be Me	Betty Everett & Jerry Butler	Vee Jay	95%
19%	Slow Down	Beatles	Capitol	83%
18%	Rhythm	Major Lance	Okeh	91%
17%	She Wants To Swim	Chubby Checker	Parkway	64%
16%	Michael	Trini Lopez	Reprise	88%
15%	Funny Girl	Barbra Streisand	Columbia	15%
14%	All Cried Out	Dusty Springfield	Philips	14%
14%	Gonna Send You Back To Walker	Animals	MGM	62%
13%	Goodnight Baby	Butterflys	Red Bird	88%
12%	Tobacco Road	Nashville Teens	London	35%
12%	Soon I'll Wed My Love	John Gary	RCA Victor	12%
11%	I Trust You Baby	Ketty Lester	RCA Victor	39%
11%	He Won't Ask Me	Cilla Black	Capitol	11%
10%	I Don't Know	Steve Alaimo	ABC Paramount	47%
10%	Till The End Of Time	Ray Charles Singers	Command	34%

### LESS THAN 10% BUT MORE THAN 5%

TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE
Softly As I Leave You	47%	Ride The Wild Surf	8%	I Wouldn't Trade You For The World	7%
Frank Sinatra (Reprise)		Jan & Dean (Liberty)		Bachelors (London)	
Society Girl	75%	Have I The Right	8%	Beach Girl	7%
Rag Dolls (Parkway)		Honeycombs (Interphon)		Pat Boone (Dot)	
If	56%	Wait By The Water	80%	Pocahontas	29%
Timi Yuro (Mercury)		Bobby Darin (Capitol)		Camelots (Ember)	
Randy	26%			The Cat	22%
Earl Jean (Colpix)				Jimmy Smith (Verve)	

ALLAN  
**SHERMAN** | **ARTHUR**  
**FIEDLER**

|| **THE MASTERS OF MUSICAL SATIRE** ||  
**IN A LIVELY NEW SINGLE** ||

45 RPM

RCA VICTOR  
47-8412



ALLAN  
**SHERMAN**

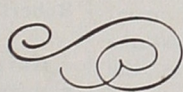


**BOSTON POPS**



Arthur  
**FIEDLER**

Conducting Allan Sherman's New Highly Hilarious Composition





*The End of a* **SYMPHONY**  
("Schubert Schwomped") ("Mozart Mangled")



COMING SOON! ALLAN SHERMAN / BOSTON POPS, ARTHUR FIEDLER L.P. ALBUM

#**8412**

**RCA VICTOR**

 The most trusted name in sound 

## Dusty On The Road



NEW YORK—The young lady above coyly holding the high voltage sign is Dusty Springfield who recently arrived in the U.S. from Blighty for a series of personal appearances. The philips lark, who is currently creating some electric sales sparks with "All Cried Out," a follow-up to her "Wishin' And Hopin'" smash, kicked off her American trek with a run at the Brooklyn Fox Theatre. Her itinerary also includes: Tulsa's Civic Center Arena (14); Oklahoma City's Municipal Auditorium (15); Madison's Capital Theatre (16) the Steve Allen TV'er (17); Sacramento's Memorial Auditorium (18); and Portland's Coliseum (19). On Sept. 20 she'll return to New York for press interviews and station promo work.

## BIOS FOR DEEJAYS

### Newbeats



The Newbeats, who are presently zooming up the Top 100 with "Bread And Butter" on the Hickory label, consist of three young men: Dean, 25; Mark, 22; and Larry, 23.

During their high school days Dean and Mark played in the school band. Their mother taught them to play the guitar as kids, and soon they had mastered all instruments. Upon completion of high school, they decided to launch their careers in show business.

Larry first met Dean and Mark when he stepped from the audience in Shreveport, La. to sing a number with Dean and Mark's Combo. This was his first attempt at singing although he came from a family where every member was musically inclined. The audience response was so great that Dean and Mark asked Larry to join their combo.

Early this year the threesome came to Hickory Records with a tape they had cut in Louisiana. Wesley Rose was impressed with the boys and immediately rushed them into a recording session. Their first release was "Bread And Butter."

### Four Tops



Although most tradesters are all too familiar with the freak overnight success who skyrockets from obscurity to national fame faster than a Jupiter rocket, the Four Tops, currently scoring heavily in the coin department with their Motown recording of "Baby, I Need Your Loving," are no such newcomers. The group, comprised of Abdul Fakir, Levi Stubbs, Renaldo Benson and Lawrence Payton, were organized a decade ago in their native Detroit.

Over the years the boys have formed a closely-knit organization in which there is an unusual amount of cohesion. This artistic teamwork coupled with a broad repertoire (they sing pop, c&w, r&b and rock 'n' roll) has paid off handsomely for the singers. During the past several years they have played some top night clubs in the nation including such key spots as the Thunderbird in Las Vegas, Los Angeles' Moulin Rouge and the Playboy circuit. They've also gained a reputation via appearances with the Billy Eckstine road show.



## PLATTER SPINNER PATTER

If KYW-Cleveland has anything to do with it, the Beatles will emerge from their Cleveland visit Sept. 15 with nary a hair on their amply-endowed heads touched. The station has thrown all the weight of its influence on the City's Beatle-fanatics into a "Beatle Safety Patrol" campaign which it hopes will at least subdue, if not completely dissipate, the frenzy of the Mop Tops' reception. To accomplish this, outlet has begun to encourage its listeners to take the lead in a no-pushing, no-grabbing, no-hotel-disturbance, no-jelly-bean-throwing drive which it hopes will result in a safe-and-sane Fifteenth for the Beatles. A supply of several thousand Beatle Safety Patrol arm bands has been printed by the station and is being distributed through the Royal Castle Restaurant chain free of charge in the hope that Beatle fans will display them in force during the Britishers' visit as a visual reminder that human Beatles are made to be seen and heard, not to be crushed and maimed. Attached to arm band is a pledge card listing several rules of behavior, and carrying the realistic closing condition that "shouting, screaming, and otherwise showing my appreciation in a manner which will not tend to injure them (the Beatles) or invade their privacy is permissible."

Drug stores throughout the Chicagoland listening area of WLS-Chicago are distributing a check-list that shows the counterdose for poisons and other household chemical products that might accidentally be ingested by children. The handy reference sheet, suitable for mounting inside a medicine cabinet door, is offered to interested drug outlets as a community service free of charge. Over 1,000 drug stores already are distributing the check-list and report an excellent reception from their customers.

KSFO-San Francisco has won a special citation in the agricultural broadcasting division of the California State Fair. The judges all acclaimed KSFO's original "dirt dauber" Carter B. Smith for his unique gardening tips aired every morning on the Sherwood show. The announcement describing the first special citation ever issued in the history of State Fair Broadcasting Awards for Agriculture says the Smith gardening tips "combine entertainment with factual information." . . . KSFO's evening personality Dave Niles will help the city of San Bruno celebrate its Golden Anniversary starting Saturday, Sept. 19. Dave will emcee a bread-growing contest on the opening day, assist in judging a costume fashion show and officiate at the ceremonies.

Bob Furry, night personality on KOY-Phoenix, recently decided to ask his listeners to dream up their idea of what Slithery Dee looks like. It's all part of a Mercury Records promotion for the Smothers Brothers, whose latest LP, "It Must Have Been Something I Said" contains a giggle-producing 25-second cut called "Slithery Dee." First prize is a trip for two via American Airlines to San Francisco for four days at the Fairmount Hotel this month, \$100 expense money, a tour of the city, and a ringside table for the Smothers Brothers' show in the Venetian Room of the Fairmount. Runners-up will win prizes too, varying from portable record players to albums.

"Airplane pilots get married on planes, and sailors on ships so why not a radio announcer on the air?" These were the words of Dale Williams, staff announcer on WJLE-Smithville, Tenn., as he took time out from one of his shows recently to be married on the air. Williams was married in the outlet's Studio A. However, he did not spend his honeymoon on the air.

Huntington Hartford, famed art collector and founder of the Gallery Modern Art, recently announced his intention to hang the winners of WABC-New York's Beatle Picture Contest in his gallery. Hartford, one of the judges of the contest which drew 50,000 entries, was so impressed with "the quality of this amateur art," that he made the announcement as he and the other judges completed their difficult task of choosing the winners. The winners, chosen from entrants who sent in a complete gamut of shapes, sizes, textures and approaches to their art, received prizes of pairs of tickets to the live Beatles concert at Forest Hills Stadium. Prizes were presented by Dan Ingram, WABC afternoon deejay. Sharing the honors were sixteen contestants whose entries were adjudged best in the following categories: largest, funniest, most original and most artistic.

For the second time in two months WIOD news director Les Smith was honored for his contributions to the Law Enforcement profession. Smith was commissioned an honorary member of the Metropolitan Dade County Lodge of the Fraternal Order of Police in "recognition of his outstanding service and cooperation to the Law Enforcement profession."

Illustrating the theme that "Advancement Is Our Most Important Progress" a movie short subject-produced, directed and starring KDKA-Pittsburgh's morning personality Rege Cordic—is sharing the bill with "Night Of The Iguana" at a local steel town theatre. In the next week, the short, entitled "Of Hats, Bottles and Yellow Pages" will open at five additional movie theatres in the Pittsburgh district.

Mitch Miller recently made a west coast TV appearance on KHJ-TV-Million Dollar Matinee, to promote a Hollywood Bowl shot. Other prominent guests on that same show were Si Zentner, Johnny Myhers of the road company of "Sound Of Music," Robert Horton to discuss his new night club singing career, Vic Dana and Robert Lynn and Freddie Bell.

Harvey Glascock, veep and general manager of WIP-Philadelphia, has been appointed Chairman of the Local Industry Advisory Committee of Philadelphia (LIAC), by Robert T. Bartley, Defense Commissioner of the FCC.

### VITAL STATISTICS:

Rick Knapp exits his music director spot on KOPR-Butte, to assume a similar niche on KTW-Seattle using the new air name of Dick Jones . . . KDAB-Denver has a slew of key administrative changes including: Jerry Rhoads, general manager; Marty Sullivan, operations manager; Don Fortune, program director; and Wendell Deaton, production manager. . . Arthur Selley given the nod to head up the Rounsaville's recently-purchased WDAE-Tampa.

SUCH A NIGHT	RCA VICTOR
ELVIS PRESLEY	Elvis Presley Music, Inc./Raleigh Music, Inc.
NEVER ENDING	RCA VICTOR
ELVIS PRESLEY	Gladys Music, Inc.
YOU'RE MY WORLD	CAPITOL
CILLA BLACK	Hill and Range Songs, Inc.
UNTIL YOU WERE GONE	VEE-JAY
BETTY EVERETT	Hill & Range Songs, Inc.
WHEN YOU LOVED ME	DECCA
BRENDA LEE	Hill & Range, Ron Bre
YOU BETTER BELIEVE IT BABY	PARKWAY
CHUBBY CHECKER	Hill & Range/Shelros Music Co.
A TEAR FELL	ABC PARAMOUNT
RAY CHARLES	Progressive Music, Inc.
NO ONE TO CRY TO	ABC PARAMOUNT
RAY CHARLES	Hill and Range Songs, Inc.
THE HURT	ABC-PARAMOUNT
B. B. KING	Hill & Range Songs, Inc.
HERE I GO AGAIN	IMPERIAL
THE HOLLIES	Rumbalero Music, Inc.
POUPEE BRISEE	RCA VICTOR
AL HIRT	Hill and Range Songs, Inc.
TALKIN' BOUT YOU	MGM
THE ANIMALS	ATLANTIC
RAY CHARLES	Progressive Music, Inc.
HE'S NO ORDINARY GUY	CAMEO
DEE DEE SHARP	Hill & Range/Shelros
WHAT AM I LIVING FOR	SMASH
MILLIE SMALL	Progressive Music, Inc.
HOLD ME	LONDON
P. J. PROBEY	Ross Jungnickel, Robbins
I JUST DON'T KNOW	
WHAT TO DO WITH MYSELF	SCEPTER
TOMMY HUNT	Belinda, Ltd.-U.S. Songs
(THERE'S) ALWAYS SOMETHING	
THERE TO REMIND ME	BIG HILL
LOU JOHNSON	Ross Jungnickel
DON'T DO WHAT I DID	
(DO WHAT I SAY)	MERCURY
BROOK BENTON	Bonnie Benjamin Music Inc./Dayben Music Corp.
THE ABERBACH GROUP	1619 Broadway, New York, N. Y.

LEIBER



STOLLER



GOLDNER

PRESENT

# THE BUTTERFLYS



# "GOODNIGHT BABY"

RED BIRD 10-009

**Broke 1st**

Pitts.—Nick Cenci  
Det.—Gene Silverman  
N.Y.—Johnny Halonka  
N.J.—Joe Cohen  
L.A.—Stan Bly

PRODUCED BY STEVE VENET & JEFF BARRY  
WRITTEN BY JEFF BARRY, ELLIE GREENWICH, STEVE VENET  
TRIO MUSIC CO., INC.

**RED BIRD**

1619 B'WAY  
NEW YORK, N.Y.  
212 LT 1-3420

## NEW YORK:

It was nice to meet and talk with Parisian lark **Jacqueline Danno** who came by the CB offices last week with **Earl Price** of Angel Records. Jacqueline bowed on her first American LP on Capitol of the World a few months ago, and is in this country for a round of promotional visits and TV and radio guest shots. Her first appearance was on the Bell Telephone Hour (Sept. 8). She has been signed by William Morris for bookings in the U.S. and may make a Gotham nitery debut in the near future. . . . Ventriloquist-songstress **Angela Martin** post cards from Cleveland where she's participating in a Lincoln-Mercury tour. . . . Lark **Bernadette Castro** is making a promo swing thru Nashville, Miami and Boston to plug her Colpix deck, "His Lips Get In The Way," which is reportedly beginning to break in those areas. On the 27th she'll guest on the



VIC DANA



THE HONEYCOMBS



JACQUELINE DANNO



DELANEY BRAMLETT



ANGELA MARTIN



RUDY LYNN

**Danny Thomas** Leukemia telethon in Cleveland and return to open at Ben Makkis' Town and Country with **Jackie Mason** on Oct. 2. . . . **Rip Taylor**, currently holding forth nitely at the Copa with **Jerry Vale**, set to appear on the **Vaughn Meader** ABC-TV special on Sept. 18. . . . RCA Victor has released **Paul Anka's** 7th LP on the label—this one tagged, "Excitement on Park Avenue," which was cut live during the chanter's month-long engagement at the Empire Room of the Waldorf last June.

**Art Laboe**, president of Original Sound Records, sez the public is going to be pleasantly surprised at **Jayne Mansfield's** soon-to-be-released etching on the label. . . . **James Brown** reportedly created a near-riot during his recent appearance in New Orleans with his **James Brown Show**. Thousands of fans jammed the entrance of the auditorium clamoring for tickets. The chanter's latest effort on Smash is "Out Of Sight." . . . **Charo de Bru** is the new songstress with the **Xavier Cugat** ork. Cugie discovered the lark in a Spanish flick and promptly signed the 18-year old lark to a long term pact. She'll make her wax debut with the band on a Mercury album dubbed, "Meet Charo and Melt." . . . Decca wax artist **Bobby Sherman** to make his TV debut on ABC's "Shindig," and has already been tapped for a return visit. . . . **Freddie Scott's** first etching for Columbia, "Mr. Heartache" backed with "One Heartache Too Many," is breaking top 40 in many cities according to label execs and the songster's manager **Carmine De Noia**. Freddie's prepping a new nitery act for early Gotham unveiling.

**Rudy Lynn**, former hair stylist for **Marilyn Monroe**, **Patti Page** and others, has turned chanter and makes his wax debut on the Tribute label with an item tagged, "Number One Guy." . . . Lark **Tobi Reynolds** opens at the Apartment Sept. 28 to headline for two weeks.

**Delaney Bramlett**, recently pacted to GNP Crescendo, makes his wax debut with "You Never Looked Sweeter" coupled with "Heartbreak Hotel." The deck was produced by the talented **Jackie De Shannon**. Bramlett has appeared at P.J.'s in Hollywood and is skedded for a series of TV appear-

ances on the ABC-TV'er "Shindig." . . . "Sluggo **Wilson**, a member of the new 20th Century Fox folk group, The City Folk, and son of columnist **Earl Wilson**, was recently interviewed by **Hugh Downs** on the "Great Moment For Young Americans" program syndicated to more than 1500 radio stations throughout the country.

## DISK DOINGS:

Liberty's jovial promo man about town, **Jim Brown**, buzzes that the "Chipmunks Sing The Beatles" is a veritable giant in every market in the country. Jim's choices for chartdom this week are "Garden In The Rain" by **Vic Dana** (Dolton), "Teen Beat 64" by **Sandy Nelson** (Imperial), "Softly As I Leave You" by **Matt Munro** (Liberty), and "Anaheim Etc." by **Jan & Dean** (Liberty). . . . Talked to Glad-Hamp general manager **Bill Titone** who infos that **Lionel Hampton's**

new single entry, "Jazzland," was kicked off in the Met area by **William B. Williams** on his Sunday afternoon show. Hamp also played for Macy's Annual Fashion Show on NBC this past weekend and introduced an original tune tabbed, "Fashion Frenetic," which he wrote with Macy exec **Morris Rosenbloom**. . . . **Amy-Mala's** **Fred DeMann** dropped by the CB offices last week with a copy of **Shirley Matthews'** deck, "He Makes Me Feel So Pretty." Fred sez this one has to be a blockbuster. . . . "Sitting Bill" **Darnel** claiming heap-big things for "Pocahontas" on Herald-Ember.

With a pair of hit singles and a best-selling LP already established, the **Ray Charles Singers** hope to repeat their success with their newest LP offering tagged after their current single, "Al Di La." . . . **Chet Gierlach**, exec director of the publishing-management firm Music Music Music Inc., has announced two new choral offerings tagged "Little Boy Stranger" and "Praise Ye The Lord." . . . **Sheryl Easley**, vocalist with the **Sal Salvador** ork is skedded for her second appearance at **Jackie Kannon's** Rat Fink Room. The lark is also featured on the band's new Roulette album. . . . 3-D lark **Maria Randall** to join **Bobby Rydell** and **WMCA Good Guys** at St. Gennaro Italian Feast on Mulberry Street on Sept. 19. . . . **Frank LaRocca** at the London Branch in Gotham looking pleased with the label's string of hits—"Oh Pretty Woman" by **Roy Orbison** (Monument), "Haunted House" by **Gene Simmons** (Hi), "It's All Over Now" by the **Rolling Stones**, and "Someone Someone" by **Brian Poole** and the **Tremeloes** (Monument). . . . **Benjamin Mayhams** of Collegiate Records sends along word that a gang of government officials are interested in "My Minnesota Girl" by **Walter Norris**.

## CHICAGO:

Congrats to **Jim "Dandy" Reese** on his appointment as program director of W-BEE, Chicago. . . . Smash is planning an all-out campaign on a new master purchase by the label from Houston TV personality **Larry Kane**. Title is "I See You" by **Cathy & Joe**. . . . Happy to hear that **Dave Dixon** (KATZ-St. Louis) is off the critical list. The NARA prexy was injured in an auto accident in St. Louis. . . . Jay Jay topper **Li'l Wally** video-taped 13

shows, featuring his group and various Jay Jay artists, for airing in polka markets across the country. . . . Tuesday (9/8) was **Andy Williams Day** in Cincinnati. The Columbia star visited his former residence and enjoyed a full day's civic ceremonies in his honor climaxed by a huge cocktail party which Columbia hosted. . . . The Regal Theater deviates from its usual rock format to present a Gospel Spectacular, headlined by the famous **Staple Singers**, for one week beginning 9/11. . . . Liberty's newly appointed mid-west promo mgr. **Gerry Lacoursiere** gave us a call last week to intro himself and the label's current hit lineup, topped by **Sandy Nelson's** "Teen Beat '65," **Matt Munro's** "Softly As I Leave You" and **Vic Dana's** "Garden In The Rain." Gerry'll be headquartered in Detroit. . . . Rene Records' exec **Bill Mitchell** is about to release initial outing "Say You'll Be Mine" by The

**Vows**, on subsid label Sta-Set. Local group **Gary & The Knight Lites** have been signed by Prima Records. Bow offering is "Will You Go Steady" b/w "I Can't Love You Anymore." . . . **Bill Casady** (WB-Repulse) is runnin' with **The Kinks'** "You Really Got Me" and a new one featuring L.A. spinner **Casey Kasem** reading "A Letter From Elaina" (WB), which is actually a letter from an 11 yr. old Beatle fan! . . . It's 17 years of wedded bliss for **Johnny and Millie Lewis**, of the popular **Johnny Lewis Quartet**. Congrats! . . . **Sig Sakowicz** (WGN-WTAQ) had the enviable task of refereeing the benefit football game at Soldiers Field (9/11) between the Playboy bunnies and the local deejays. . . . Decca has moved its entire local set-up to 425 N. Michigan Ave. . . . M. S. Dist.'s hot list spotlights **The Honeycombs'** "Have I The Right" (Interphon), "How Can I Tell Her" by **The Fourmost** (Atco) and "I Like It" by **Gerry & The Pacemakers** (Laurie). . . . Among the big singles at Garmisa Dist. are **Dusty Springfield's** "All Cried Out" (Philips), "Come A Little Bit Closer" by **Jay & The Americans** (UA) and "Come On Willie" by **Oscar Hamod** (Score). . . . Publicitor **Larry Leverett** has lined up some top names for Sahara Inn's nitery, including **Jackie Mason** (9/18), **Jerry Vale** (10/15) and **Enzo Stuarti** (11/15).

## HOLLYWOOD:

**Fred Benson** and **Nick Venet** have their first hit from their BenVen Productions in "Little Honda" by **The Hondells** released on the Mercury label. . . . Ava's **Jackie Mills** to New York to record singer **Kathy Barr**. . . . **Art LaBoe** has recorded actress **Jayne Mansfield** for his original Sound label. Sales manager **Art Newberger** has set release date for this week for **Jayne's** first effort in the singles field. . . . **H. B. Barnum** celebrating twenty years in the business with **Barnums Greatest Show on Earth** to be held at the International Hotel this Saturday night. Show will feature H. B. and a sixteen piece orchestra plus guest stars. . . . **Marilyn Burroughs** signed with the **Ashley-Famous Agency** for representation in all fields. . . . **Vee Jay Records** has the latest hot new group from England in **The Honeycombs** whose debut disk, "Have I The Right" is already climbing the charts.

. . . RCA-Victor has picked up its option on **Bobby Pickett** and has scheduled his second release on the label for next Monday.

**Lee Magid** to New York for confab with **William Morris Agency** and writers for new **Della Reese** situation comedy series. . . . Liberty artists **The Standells** who recently completed an engagement at the **Peppermint Tree** in San Francisco, currently on a tour of Central America and on their return open at P.J.'s Sept. 29. . . . **Priscilla Paris** of The Paris Sisters under doctors care suffering from 'whiplash' caused by recent automobile accident. . . . **Ann-Margaret** has completed recording of her new LP which features songs from Broadway shows produced by **David Merrick**. . . . **Johnny Rivers** Imperial waxing of "Maybelline" into its third pressing of 175,000 this week according to **Dunhill Productions** prexy, **Lou Adler**.

## HERE AND THERE:

**PHILADELPHIA**—Columbia promo manager **Ted Kellem** is jubilant over the initial sales and airplay activity for "On The Street Where You Live" by **Andy Williams**, "Funny Girl" by **Barbra Streisand**, which **Ted** predicts will be solid hits. Looking strong in **Ted's** area are "Runnin' Out Of Fools" by **Aretha Franklin** and "Mr. Heartache" by **Freddie Scott**. . . . Warner Bros.-Reprise promo rep **Ronnie Singer** at **David Rosen** sez the label's getting hotter every day with such potential monsters as "La, La, La, La" by the **Blendells**, "Softly As I Leave You" by **Frank Sinatra**, "Michael" by **Trini Lopez**, and "You Really Got Me" by the **Kinks**. . . . A&L's **Harry Fink** is shouting HIT! for "GTO" by **Ronnie & The Daytonas** (Mala), "Red MG" by **Ron Winters** (Dimension) and "Lovers Always Forgive" by **Gladys Knight & Pips** (Maxx). . . . **Sid Pastner's** Strand Records baseball team won the Overbrook League Athletic Championship for the second straight year here. The team of high-school lads is managed and sponsored by **Sid**. His son, **Mark**, plays left field on the Strand team and batted 360 for the season.

**CLEVELAND**—Liberty's promo man about town, **Eli Bird**, info's the label's got a bevy of hot prospects with "Mabelline" by **Johnny Rivers**, "You're No Good" by the **Swinging Blue Jeans**, "From A Window" by **Billy J. Kramer**, and "Softly As I Leave You" by **Matt Munro**. **BALTIMORE**—**Dave Carrico** at **Marshall/Mangold** sez the tune that heads all lists in his area this week is "Bread And Butter" by the **Newbeats** (Hickory). Breaking big for **Dave** is "Opportunity" by the **Jewels** (Dimension) and selling strong are "Lovers Always Forgive" by **Gladys Knight & The Pips** (Maxx) and "Always Something There To Remind Me Of You" by **Lou Johnson**. **NASHVILLE**—**Boyd Records'** topper **Bobby Boyd** is predicting big things for 15 year-old lark **Jill Lawhon** who returns to Oklahoma City to begin High School after a very successful appearance at the **Hollywood Palladium**. **Jill** has a recent single tagged "Just Like That, With A Snap Of The Finger" and a first album in the offing. . . . **Monument's** **John Sipple** sez **Roy Orbison** may have the biggest giant of his career with "Pretty Woman."

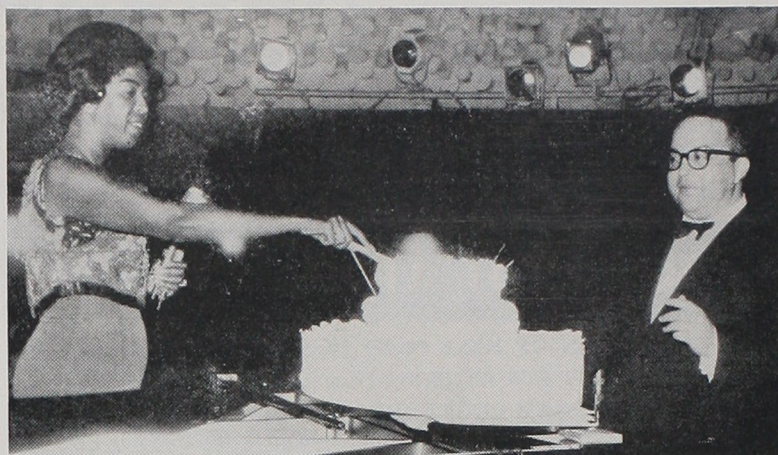


# LOOKING AHEAD

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

- 1 **THE LONG SHIPS**  
(Screen Gems, Columbia—BMI)  
Charles Albertine (Colpix 726)
- 2 **ME JAPANESE BOY I LOVE YOU**  
(Jac, Blue-Seas—ASCAP)  
Bobby Goldsboro (United Artists 742)
- 3 **POCAHONTAS**  
(Wemar—BMI)  
Camelots (Ember 1108)
- 4 **IF**  
(Shapiro, Bernstein—ASCAP)  
Timi Yuro (Mercury 72316)
- 5 **IT'S TIME FOR YOU**  
(Northern Songs—BMI)  
Cilla Black (Capitol 5258)
- 6 **GATOR TAILS AND MONKEY RIBS**  
(Bloor-Hoffman—BMI)  
Spats (ABC Paramount 10585)
- 7 **RINGO FOR PRESIDENT**  
(Jonathan ASCAP)  
Young World Singers (Decca 31660)
- 8 **THE DARTELL STOMP**  
(Gains—BMI)  
Mustangs (Providence 401)
- 9 **THE CLOCK**  
(Saturn, Mon Ami—BMI)  
Baby Washington (Sue 104)
- 10 **FUNNY GIRL**  
(Chappell—ASCAP)  
**ABSENT MINDED ME**  
(Chappell—ASCAP)  
Barbra Streisand (Columbia 43127)
- 11 **IT'S ALL OVER**  
(Ketch, Caesar—BMI)  
Ben E. King (Atco 6315)
- 12 **LITTLE LONELY SUMMER GIRL**  
(Tyco-Eastwick—BMI)  
David Box (Joed 116)
- 13 **DERN YA**  
(Tree—BMI)  
Ruby Wright (Ric 126)
- 14 **ALL CRIED OUT**  
(Kingsley—ASCAP)  
Dusty Springfield (Philips 40229)
- 15 **SOON I'LL WED MY LOVE**  
(Laurel—ASCAP)  
John Gary (RCA Victor 8413)
- 16 **LOVER'S PRAYER**  
(Saturday—ASCAP)  
Wallace Bros. (Sims 189)
- 17 **RUNNIN' OUT OF FOOLS**  
(Rosevelt—BMI)  
Aretha Franklin (Columbia 43113)
- 18 **LITTLE QUEENIE**  
(Arc—BMI)  
Bill Black Combo (Hi 2079)
- 19 **LE DE DA I LOVE YOU**  
(Saturn—BMI)  
Inez & Charlie Foxx (Symbol 201)
- 20 **I'LL FOLLOW THE RAINBOW**  
(Ironmarch—BMI)  
Terry Stafford (Crusader 109)
- 21 **FEVER**  
(Lois—BMI)  
Alvin Robinson (Red Bird 10-010)
- 22 **HEARTBREAK**  
(Panco—BMI)  
Dee Clark (Constellation 132)
- 23 **BABY LET ME TAKE YOU HOME**  
(Picturetone—BMI)  
Animals (MGM 13242)
- 24 **SCRATCHY**  
(Rolando—BMI)  
Travis Wammack (Atlantic 204)
- 25 **SOMEBODY NEW**  
(Ludix, Flamarlu—BMI)  
Chuck Jackson (Wand 161)
- 26 **BABY, BABY ALL THE TIME**  
Superbs (Dore 715)
- 27 **(SAY I LOVE YOU) DUM DEE DUM**  
(Seventh Avenue—BMI)  
Four Evers (Smash 1921)
- 28 **THAT'S HOW STRONG MY LOVE IS**  
(Rise—BMI)  
O. V. Wright (Gold Wax 106)
- 29 **HUMBUG**  
(Two-Beat—BMI)  
Pete Fountain (Coral 62427)
- 30 **YOU PULLED A FAST ONE**  
(Aberbach—BMI)  
VIP's (Big Top 518)
- 31 **I DON'T KNOW**  
(Benders—BMI)  
Steve Alaimo (ABC Paramount 10580)
- 32 **GONNA GET MY HANDS ON SOME LOVIN'**  
(Jobete—BMI)  
Artistics (Okeh 1193)
- 33 **I WANNA THANK YOU**  
(Rittenhouse—BMI)  
Enchanters (Warner Bros. 5460)
- 34 **GOIN' PLACES**  
(Saturday—ASCAP)  
Orlons (Cameo 332)
- 35 **BEACH GIRL**  
(T.M. Blackwood—BMI)  
Pat Boone (Dot 16658)
- 36 **SALLY WAS A GOOD OLD GIRL**  
(Pomper—BMI)  
Fats Domino (ABC Paramount 10548)
- 37 **GARDEN IN THE RAIN**  
(Campbell, Connelly Ltd.—ASCAP)  
Vic Dana (Dolton 99)
- 38 **IF YOU WANT THIS LOVE**  
(Har-Bock—BMI)  
Sonny Knight (Aura 403)
- 39 **LA LA**  
(Styletone—BMI)  
Cobras (Swan 4176)
- 40 **I COULD CONQUER THE WORLD**  
(Youvan—ASCAP)  
Shevelles (World Artists 1025)
- 41 **GUITARS & BONGOS**  
(Weslo—BMI)  
Lou Christie (Colpix 735)
- 42 **THE INVASION**  
(Novel—BMI)  
Buchanan & Greenfield (Novel 711)
- 43 **A WHOLE LOTTA SHAKIN' GOIN' ON**  
(Cherio, Valley—BMI)  
Little Richard (VeeJay 312)
- 44 **CAR HOP**  
(Sono—BMI)  
Exports (King 5917)
- 45 **SHAGGY DOG**  
(Survey—BMI)  
Mickey Lee Lane (Swan 4183)
- 46 **SACRIFICE**  
(Chevis—BMI)  
Little Milton (Checker 1078)
- 47 **IN THE NAME OF LOVE**  
(Blackwood—BMI)  
Peggy Lee (Capitol 5241)
- 48 **NANCY'S THEME**  
(Screen Gems, Columbia—BMI)  
Earl Hagen (Colpix 740)
- 49 **ROBOT WALK**  
(Novelene—BMI)  
Pat & Lolly Vegas (Apogee 101)
- 50 **TEEN BEAT '65**  
(Drive-In—BMI)  
Sandy Nelson (Imperial 66060)

## '54 An Especially Fine Vintage



NEW YORK—Laughman-singer Allan Sherman recently helped lark Della Reese celebrate her 12th year in show business by presenting her with a custom-styled anniversary cake. The tribute took place at the Flamingo Hotel in Las Vegas.

# ALL DEALERS !!!

**BUY 5...  
GET 1 FREE**  
on **DOOTO'S**  
**NEW RED HOT  
BEST SELLING  
ALBUM RELEASES**



### Best Selling Comedy Albums

- |  |  |
|--|--|
| 212. Songs For Fun (Hattie Noel)           | 295. Sly Sex (Redd Foxx)                       |
| 214. Laff Of The Party (Redd Foxx)         | 298. Have One On Me (Redd Foxx)                |
| 219. Laff Of The Party (Redd Foxx)         | 801. Laffarama (Redd Foxx)                     |
| 220. Laff Of The Party (Redd Foxx)         | 804. Wild Party (Redd Foxx)                    |
| 227. Laff Of The Party (Redd Foxx)         | 808. Below The Belt (Rudy Moore)               |
| 232. Laff Of The Party (Redd Foxx)         | 809. This Is Foxx (Redd Foxx)                  |
| 234. Best Of Foxx (Redd Foxx)              | 814. Comedy Sweepstakes (Scatman Crothers)     |
| 236. Laff Of The Party (Redd Foxx)         | 815. He's Funny That Way (Redd Foxx)           |
| 238. Laff Of The Party (Bexley & Turner)   | 820. Foxx At Jazzville (Redd Foxx)             |
| 249. Burlesque Humor (Redd Foxx)           | 823. The Whole of Hattie Noel (Hattie Noel)    |
| 250. Night In Hollywood (George Kirby)     | 824. Laff Of The Party (Billy Allyn)           |
| 253. The Sidesplitter (Redd Foxx)          | 825. The Bold Hattie Noel (Hattie Noel)        |
| 259. Allen Drew's Stag Party (Allen Drew)  | 826. Earthy Mirth (Billy Allyn)                |
| 265. Laff Of The Party (Redd Foxx)         | 827. Crazy Night Court (Gene & Freddie)        |
| 266. Sloppy's House Party (Sloppy Daniels) | 828. Hearty Party Laffs (Redd Foxx)            |
| 270. The Sidesplitter (Redd Foxx)          | 829. Tickled Soul Of Hattie Noel (Hattie Noel) |
| 274. Best Of Party Funn (Foxx, etc.)       | 830. New Fugg (Redd Foxx)                      |
| 275. Racy Tales (Redd Foxx)                | 832. Laff Along With Foxx (Redd Foxx)          |
| 279. Party Record Party (Gene & Freddie)   | 833. Laff Of The Party (Hattie Noel)           |
| 01. The Best Laff (Redd Foxx)              | 834. Crack-Up (Redd Foxx)                      |
| 285. Songs Thru A Keyhole (Joel Cowan)     | 835. Funny Stuff (Redd Foxx)                   |
| 290. Redd Foxx Funn (Redd Foxx)            | 836. Battle Of Sex (Foxx-Noel)                 |
| 294. Pillow Party Fun (Baron Harris)       | 837. Sex Is Funny (Ray Scott)                  |

### Other Best Sellers

- |  |  |
|--|--|
| 204. Best Vocal Groups In R & B (Penguins, etc.) | 225. Best Gospel Singers (Zion Travelers)  |
| 221. Spiritual Moments (Lillian Randolph)        | 242. Cool Cool Penguins (Penguins)         |
| 223. Rock 'N Roll vs R & B (Roy Milton)          | 293. Blame It On The Blues (Willie Headen) |
| 224. Best Vocal Groups (Var. Groups)             | 501. R & B Hit Vocal Groups (Var. Groups)  |
|  | 807. Down By The River (Zion Travelers)    |

**NEW DURABLE SALES-STIMULATING  
CATALOG ITEMS...ASK YOUR DISTRIBUTOR!**  
\* The Best Comedy Is On Dooto! \*

**DOOTO RECORDS**  
9512 SOUTH CENTRAL AVENUE LOS ANGELES 2, CALIFORNIA  
LOrain 7-2466



# 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

COUSIN OF MINE (2:27) [Kags BMI—Cooke]

THAT'S WHERE IT'S AT (2:35) [Kags BMI—Cooke, Alexander]

SAM COOKE (RCA Victor 8426)

Cooke, who's coming off a giant double-header in "Good Times" and "Tennessee Waltz," can zoom right back up the smash ladder with another sensational two-sider. On one half Sam shuffle-thumps his way over a tantalizing, cornball affair about a "Cousin Of Mine." On the other half he slows down the pace to a moody-blues tempo as he tells "That's Where It's At" in effective multiple voice fashion.

I LIKE IT (2:14) [Gil BMI—Murray]

JAMBALAYA (2:35) [Acuff-Rose BMI—Williams]

GERRY & THE PACEMAKERS (Laurie 3271)

Here's another previously-released Gerry & The Pacemakers' deck that didn't make the grade prior to the boys "Don't Let The Sun Catch You Cryin'." It's the follow-up to their 2nd-time-around click, "How Do You Do It?" and it's a cinch to follow a similar chart route. It's a happy-go-lucky jumper that Gerry solo vocals in ear-arresting style. Backing's a bright rhythm-rock up-dating of the contagious oldie.

I'VE GOT SAND IN MY SHOES (2:48) [T.M.-BMI—Resnick, Young]

HE'S JUST A PLAYBOY (2:56) [Caesar & Dino-BMI—Russell]

THE DRIFTERS (Atlantic 2253)

The Drifters come up with a strong and nostalgic follow-up to their current top ten hit, "Under The Boardwalk," with this lilting, Latin-flavored etching tagged "I've Got Sand In My Shoes." It's an easy-listening charmer the fans should go for in a big way. The undercut's a moderately uptempo affair that should come in for a fare share of programming and sales. Early chart status for this one seems assured.

BABY BE MINE (2:46) [Trio BMI—Barry, Greenwich, Venet]

THE KIND OF BOY YOU CAN'T FORGET (2:20)

[Trio BMI—Greenwich, Barry]

THE JELLY BEANS (Red Bird 10-111)

The Jelly Beans, who created a tremendous first impression with the teens—via their "I Wanna Love Him So Bad" bow, can make it two-in-a-row here. Side to stay with is "Baby Be Mine," a subdued cha cha beat romancer that sports a top notch Artie Butler arrangement. Coupler's a dandy new jump beat version of the recent Raindrops success.

I WANNA BE WITH YOU (2:05) [Morley ASCAP—Strouse, Adams]

IT'S TIME FOR ME (1:52) [Kacydee BMI—Smith, Maxwell]

NANCY WILSON (Capitol 5254)

Nancy Wilson, who is currently coming off her giant pop-r&b best-seller of ("You Don't Know) How Glad I Am," is a cinch to repeat that success with this ultra-commercial Capitol newie tabbed "I Wanna Be With You." The tune, which is from the forthcoming main stem production of "Golden Boy," is a tender, slow-shufflin' lyrical romancer about a gal who decides that she wants a steady relationship with the guy of her dreams. The attractive undercut is a slick, fast-moving legit-styled happy-go-lucky affair.

SO LONG, DEARIE (2:13) [E. H. Morris ASCAP—Herman]

PRETTY LITTLE MISSY (2:16)

[International Music ASCAP—Armstrong, Kyle]

LOUIS ARMSTRONG (Mercury 72338)

Mercury has latched onto the fabulous vocal and instrumental talents of Louie Armstrong and it's more than likely there'll be money-in-the-bank-for-all-concerned with this first time out entry. On it, Louie sticks with the "Hello, Dolly!" score as he nimbly bounces over the sentimental toe-tapper, "So Long, Dearie." Watch it take off. Undercut's a happy razz-a-ma-tazz item co-cleffed by Satchmo.

DON'T SPREAD IT AROUND (2:38) [Crazy-Cajun BMI—B. & L. O'Neil]

LET HER KNOCK HERSELF OUT (2:03) [Nujac BMI—Ozen]

BARBARA LYNN (Jamie 1286)

Barbara Lynn, who scored recently with "Oh Baby, We've Got A Good Thing Goin'," comes up with a potent follow-up stanza with this Jamie newie called "Don't Spread It Around." The tune is a tender, medium-paced, shuffle-beat, chorus-backed ode about a gal who wants to have exclusive dating rights with her boyfriend. The flip, "Let Her Knock Herself Out," is a swingin' teen-angled multi-dance hand-clapper' with a contagious, repeating melodic riff.

(HE MAKES ME) FEEL SO PRETTY (2:35)

[Saturday ASCAP—Crewe, Rambeau, Rehak]

IS HE REALLY MINE? (2:57)

[Saturday ASCAP—Crewe, Santos, Quinn]

SHIRLEY MATTHEWS (Amy 910)

Lark, who scored a short-while-back with "Big Town Boy," can make it to chartsville once again with this Amy bow. Side to watch is "(He Makes Me) Feel So Pretty," an infectious stomper that sports a top teen arrangement by Calello. Flip's a tasty rock-a-cha-cha romancer.

## Pick of the Week

LITTLE HONDA (1:50) [Sea of Tunes-BMI—Wilson, Love]

HUSHABYE (2:38) [Brittany-BMI—Pomus, Wilson]

WENDY (2:22) [Sea of Tunes-BMI—Wilson]

DON'T BACK DOWN (1:50) [Sea of Tunes-BMI—Wilson]

BEACH BOYS (Capitol 5267)

The Beach Boys' long chain of smash singles and albums is sure to be quickly supplemented by this new EP offering on Capitol highlighted by the current Hondells chart riser, "Little Honda," an updating of the Mystics softy oldie, "Hushabye," and two newies, the easy-paced "Wendy" and pulsating rhythm item, "Don't Back Down." The kids will flip for this power-packed foursome.

## Newcomer Picks

I DON'T WANNA KNOW (2:07) [Gil BMI—Beecham, Rowberry]

I'LL REMEMBER TONIGHT (2:06) [Gil BMI—Andrews]

THE MUGWUMPS (Warner Bros. 5471)

Here's another group with a wild tag, the Mugwumps, that can be an important topic of teen conversation in the weeks to come. It's a frenzied pounder, dubbed "I Don't Wanna Know," that takes a hard beat thump-a-rhythm ride. Artists' potent wailing's backed by a terrific Alan Lorber arrangement. Undercut's an inviting cha cha rocker that can also step out.

I SEE YOU (2:20) [J.D.A. BMI—Duncan]

IT'S ALL OVER NOW (2:08) [J.D.A. BMI—Duncan]

CATHY & JOE (Smash 1929)

Smash has taken over this deck reportedly making the grade down Houston and New Orleans way. It's a tenderly and pretty beat-ballad-with-triplets romancer, tabbed "I See You," that newcomers Cathy & Joe serve up in an attractive, soft-voiced Paul & Paula fashion. The tearful cha cha on the underhalf's not the same as the Rolling Stones hit.

## Best Bets

ROBERT GOULET (Columbia 43131) ● BAJA MARIMBA BAND (Almo 211)

● MY LOVE, FORGIVE ME (Amore, Scusami) [Gil BMI—Pallavicini, Lee, Mescoli] The rich-toned songster turns in a superb English-language reading of the recent Italian chart-topper, "Amore, Scusami." Winning Ralph Burns choral-ork showcase on this lilting, beat-ballad affair.

● I'D RATHER BE RICH (2:20) [Northern, Barnaby ASCAP—Maltby, Shire] Also eye this light, happy toe-tapping title tune of the new pic.

ROBERT DAVIE (Congress 224)

● THE GYPSY (1:53) [Leeds ASCAP—Reid] Ace arranger-conductor Davie can step out on his own as a featured artist as he leads his ork thru a tempting, hip-swinging revival of the years-back giant. There's a hint of the 'Minsky' beat in the piano-led, string-filled lovely.

(B+) AS TIME GOES BY (2:17) [Harms ASCAP—Hupfeld] The "Casablanca" delight in a pretty mood setting.

GIA MAIONE (Prima 1019)

● I'VE GOT A CRUSH ON YOU (2:30) [New World ASCAP—I. & G. Gershwin] Canary (Mrs. Louis Prima) can have her initial singles chart break with this sparkling rock-a-rhythmic cha cha updating of the sturdy. Strong instrumental support for Gia's teen-angled delivery.

(B+) FIND YOURSELF ANOTHER GIRL (2:50) [Donna-well BMI—Degatino] Captivating, two-tempo (rock-a-waltz and shuffle beat-ballad) affair.

● BAJA SKA (2:03) [Almo ASCAP—Wechter] The "Comin' In The Back Door" hit-makers hop aboard the Ska handwagon with a most attractive shuffler that gives the instrumentalists another chart outing. Potent deejay item.

(B+) SAMBA DE ORFEU (2:55) [Ross Jungnickel ASCAP—Mario, Bonfa] Charming low-keyed samba.

RAY BRYANT (Sue 108)

● SHAKE A LADY (2:45) [Brynor BMI—Bryant] The vet jazzist can garner plenty of Top 40 spins with this high-powered mid-stream opus which boasts some fancy, rapidly-changing chromatic progressions and a funky, sax backing. Good bet for ops also.

(B+) BLUES MARCH (2:30) [Andante BMI—Golson] Swingin' 88-spotlighted jazz march.

LINDA SCOTT (Kapp 610)

● THIS IS MY PRAYER (2:52) [Chappell ASCAP—Huntly, Carr] The much-recorded English version of this year's San Remo winner, "Non Ho L'Eta," is treated to a chart-contending reading by the young lark. Lovely instrumental backing for Linda's heartfelt delivery of the beautiful ballad.

● THAT OLD FEELING (2:04) [Leo Feist ASCAP—Brown, Fain] The oldie takes a bright new jump-a-rhythmic view on this end. Can be a big double-decker.



... "DEARIE" SURPASSING "DOLLY" IN RACE FOR  
NO. 1 SPOT... RECORDED SEPTEMBER 3... FIRST  
1/5 MILLION ORDERS SHIPPED SEPTEMBER 9...



# SO LONG, DEARIE



ANOTHER SMASH HIT  
FROM THE FABULOUS  
BROADWAY SHOW

'HELLO, DOLLY'

**LOUIS  
ARMSTRONG**



72338

WRITE, WIRE OR CALL YOUR *Mercury* DISTRIBUTOR NOW!



# 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

SONNY CHARLES (Fraternity 935)

● THESE TWO FEET (2:04) [Shad O'Shea BMI—Loudal, Westerfield] Charles can make a solid chart impression with this quick moving country-flavored shuffler. Sentimental lyrics are delivered with loads of feeling by the chorus-backed chanter.

(B+) SPEECHLESS (2:43) [Shad O'Shea BMI—Loudal] Tempting rock-a-rhythm outing.

THE CINNAMONS

(B. T. Puppy 503)

● I'M NOT GONNA WORRY (CAUSE I KNOW HE'S MINE) (2:10) [Bright Tunes BMI—Horton] Here's a tantalizing, hand-clapping teen beat shuffle-stomp rewrite of the folk oldie, "Hush Little Baby." Can put the Cinnamons on the chart map.

(B+) STRANGE STRANGE FEELING (2:10) [Bright Tunes BMI—Margo, Margo, Medress, Siegel] This half's a haunting rock-a-twist opus.

JOHNNY (Mr. Bassman) CYMBAL (Kapp 614)

● LITTLE MISS LONELY [Bassman Prod. BMI—Cymbal] The songster can get back in his winning ways with this mashed potatoes handclapper that has a "Runaround Sue" flavor. Catchy Bert Keyes-arranged date.

(B+) CONNIE (2:31) [Bassman BMI—Cymbal] Low-keyed shuffler on this end.

EGYPTIAN COMBO (Norman 549)

● GALE WINDS (2:40) [Gil-Cajon BMI—Rainey] The Egyptian Combo can create a sales stir with this rapidly-moving instrumental rocker in the same infectious, steel guitar vein as "Telstar." Side boasts a highly programmable, repeating melodic riff. Ops should also dig the tune. Dot distributes.

(B+) ROCKIN' LITTLE EGYPT (2:25) Hard-driving funky instrumental teen sounds.

MAURY LOGAN (Almo 212)

● JUST ONE OF LIFE'S LITTLE TRAGEDIES (2:16) [Lowery BMI—Stevens] Here's a Ray Stevens-penned item by Maury Logan that could get off the ground in short order. It's a captivating novelty romancer with plenty of style.

(B+) MA, SHE'S MAKING EYES AT ME (1:49) [Mills ASCAP—Conrad, Claire] Bouncy updating of ancient warhorse.

THE TRUE TONES (Spot 1115)

● LOVIN' FROM MY BABY (2:15) [East Tenn. BMI—Wheat] The crew essays a rhythm ballad in sales-stimulating fashion. Disk is reportedly getting action in several Southern markets. Could go r&b or pop.

(B+) NEVER HAD A CHANCE (2:26) [East Tenn. BMI—Wheat, Green] Easy-listening and lilting ballad blueser.

MAXINE BROWN (Wand 162)

● OH NO NOT MY BABY (2:29) [Screen Gems-Columbia BMI—King, Goffin] Maxine could be back on the dual-chart trail in the coming weeks with this pulsating, cha cha beat-ballad romancer. Strong Bert Keyes arrangement on a deck that rates loads of attention.

(B+) YOU UPSET MY SOUL (2:24) [Ludix-Flo Marlu BMI—Albrecht, Drain] Exciting, soul-filled rock-a-rhythmic.

THE VELVETTES (V.I.P. 25007)

● NEEDLE IN A HAYSTACK (2:29) [Jobete BMI—Stevenson, Whitfield] The Motown-distributed V.I.P. label can have a real big winner in this engaging, steady driving thumper. Sock all-around vocal and instrumental performance on this potent chart contender.

(B+) SHOULD I TELL THEM (2:48) [Jobete BMI—Stevenson, Whitfield] Fetching rock-a-cha romantic.

JERRY COLE (Capitol 5265)

● LIFE WILL GO ON (2:20) [Fred Rose BMI—Blackwell] Here's an emotion-packed ballad reading by Jerry Cole with top sales potential. It's a big-sounding affair with string ork and chorus. Eye this for easy acceptance.

(B+) MEET ME ON THE CORNER (2:19) [American BMI—Cole] Don't neglect this tuneful chorus-backed item in the novelty vein.

SECRETS (Philips 40222)

● HE DOESN'T WANT YOU (2:20) [E. H. Morris ASCAP—Ballard, Marks] The Secrets have had hits in the past and they can score again with this top-flight medium-paced, teen-angled shufflin' tearjerker about a romance that goes on the rocks. Watch it closely.

(B+) HE'S THE BOY (2:10) [Merjoda BMI—Madara, White] Hard-driving, rhythmic bluesy handclapper.

JOHNNY PRESTON

(Hall-Way 1204)

● WILLIE & THE HAND JIVE (2:37) [Johnny Otis BMI—Otis] This beautiful updating of a classic rocker could stir up plenty of deejay and sales excitement. The teen dance crowd should go for it in a big way. Could be Johnny's biggest since "Running Bear."

(B+) I'VE GOT MY EYES ON YOU (2:15) [Progressive BMI—Winley] Funky, country-flavored item with pop appeal.

BOBBY SHERMAN (Decca 31672)

● MAN OVERBOARD (2:17) [Premier BMI—Brass, Kooper, Levine] Bobby Sherman and choral group and ork swing brightly on this thumpin' hard-driving rocker with infectious melody and lyric. Loads of teen appeal—spinners should like it, too.

(B+) YOU MAKE ME HAPPY (2:22) [T. M. BMI—Curtiss] Spritely shuffle rock affair.

## Best Bets

DEL VIKINGS (Gateway 743)

● I'VE GOT TO KNOW (1:55) [Waygate ASCAP—Lee] The Del Vikings can quickly get back in their money-making ways with this first-rate contagious medium-paced pop-r&b item about a guy who demands that his gal let him know where he stands with her. Loads of sales potential here.

(B+) WE THREE (2:35) [Robertson, Capone, Mysbls] Tender, slow-moving nostalgic shufflin' blues lament.

VIC THOMAS (Philips 40228)

● VILLAGE OF LOVE (2:22) [Trianon BMI—Brown, Mayer] Vic Thomas can have a hit on his hands in no time flat with this lively, swingin' teen-oriented updating of the years-back Nathaniel Mayer smash-eroo. Platter spinners should lay on this one in droves.

(B+) DOWN THE STREAM TO THE RIVER (2:40) [Brittany BMI—Thomas] Fast-moving folk-flavored chorus-backed romancer.

TEDDY RANDAZZO (DCP 1108)

● LOST WITHOUT YOU (2:45) [South Mountain BMI—Randazzo, Barberis] No stranger to the charts, Teddy Randazzo could do it on DCP with this building, moving ballad offering. Side is loaded with teen-pop appeal.

(B+) LESS THAN TOMORROW (2:52) [South Mountain BMI—Randazzo, Weinstein] Lilting teen-romancer.

MONARCHS (Sound 7 Stage 2530)

● CLIMB EVERY MOUNTAIN (2:44) [Williamson ASCAP—Hammerstein, Rodgers] The Monarchs can very well do Top 100 business with this slow-rockin' updating of the classic R&H "Sound Of Music" inspirational which boasts a lyrical pop-r&b back-beat and a contagious, repeating riff.

(B+) TAKE ME HOME (2:32) [Tree BMI—Gibson] Lively, rhythmic blues twister.

WALT DISNEY PRESENTS

(Disneyland 775)

● IT'S A SMALL WORLD—Part 1 [R.M.&R.B. Sherman] The enchanting tune heard throughout the entire Walt Disney-Pepsi Cola exhibit at the World's Fair can easily become a favorite with the platter spinners. The English, Scandinavian and Swiss Yodeler portions are heard on this end.

● IT'S A SMALL WORLD—Part 2 [R.M.&R.B. Sherman] This half features the Japanese, Italian and (again) English segments. A sheer delight.

DEON JACKSON (Atlantic 7990)

● COME BACK HOME (2:43) [McLaughlin BMI—Simpson] Newcomer Deon Jackson can jump into the winner's circle with this top-notch fast-moving, chorus-backed pop-r&b hand-clapper about a guy who pleads for his gal to return to him.

(B+) NURSERY RHYMES (2:14) [McLaughlin BMI—Jackson] Effective, multi-dance blues novelty.

RUDY LYNN (Tribute 208)

● NUMBER ONE GUY (1:55) [Nassau BMI—Kaye] This could be an auspicious disk bow for Rudy Lynn who checks in with this teen-oriented rhythm ballad sparked by a heavy beat and catchy melody. Lad could make it with a push from the jocks.

(B+) YOU MADE IT MY WORLD (1:53) [Nassau BMI—Kaye, Russo] Juvenile ballad rocker.

DELANEY BRAMLETT (GNP 328)

● YOU NEVER LOOKED SWEETER (2:26) [Four Star BMI—Pitts] Chanter Delaney Bramlett displays a wide-range vocal talent on this potent, big-building romantic ballad he surveys with vigor and feeling. Eye it for early action.

(B+) HEARTBREAK HOTEL (2:39) [Tree BMI—Axton, Durden] First-rate updating of Presley blockbuster.

GALAXIES (Limelight 3035)

● GITCHY - GITCHY - GOO (2:12) [Lowery BMI—Galaxies] The Galaxies, a crew from down the Lone Star State way, can make national names for themselves with this rollicking, hard-driving, rhythmic, multi-dance pop-blues teen novelty. Side can break rapidly.

(B) ATLANTA (2:07) [Lowery BMI—Pugh] Infectious, up-tempo ode to the Ga. capitol.

HERB ALPERT'S TIJUANA BRASS (A&M 751)

● EL PRESIDENTE (2:28) [Almo ASCAP—Lake] The "Lonely Bull" hit-makers are good bets for another solid chart run as they carve out a fascinating, martial beat, Latin-flavored affair. There's cheers along the way for the titled figure. Can be a biggie.

(B+) ALL MY LOVING (1:53) [Unart BMI—McCartney, Lennon] This end's driving, Trad-Dixie instrumental version of the Beatles' hit.

## B+ REVIEWS

JUNIOR & THE CLASSICS (Groove 0043)

(B+) THE DOG (2:06) [East BMI—Thomas] Lively treatment of Rufus Thomas hit.

(B+) BIRMINGHAM (1:49) [Old Lyne/T.M. BMI—Davie] Rockin', shoutin' wailer.

THE IMPELLAS (Constellation 131)

(B+) SEA OF LOVE (2:15) [Kamar BMI—Baptista] Teen romancer with r&b flavor.

(B) NO MORE TEARS (2:20) [Longhorn BMI—Randall, Davidson] R&B weeper with beat.



This  
is the  
newest label  
in the  
business

These are the singles  
that will make you remember it!

- CAR PARTY/Outta Gas by The Sunrays (101)
- GOODBYE GIRL/I'd Do Anything by Ritchie Dean (102)
- SIXTEEN TONS/I'm Gonna Lose My Mind  
by Harry Nilsson (103)





# 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

**T. C. LEE & KING PINS** (Federal 12525)

(B+) **JUST KEEP ON SMILING** (2:40) [Sonlo BMI—Weaver, Thompson] Freewheelin' high-powered pop-r&b rocker.

(B+) **I'M A LONESOME ROOSTER** (2:38) [Sonlo BMI—Reese, Thompson] Tender, funky blues tearjerker.

**J. J. JOHNSON QUINTET** (Impulse 227)

(B+) **ACROSS THE KAROO** (3:10) [Robbins ASCAP—MacDermot] Pleasant slow-shufflin' jazz variations.

(B) **AMEN** (2:45) [Unart BMI—Goldsmith] Twangy mid-stream version of the flick theme.

**SAMMY WARD** (Soul 35004)

(B+) **YOU'VE GOT TO CHANGE** (2:41) [Jobete BMI—Stevenson] Rollicking, fast-moving rhythmic happy bluser.

(B) **BREAD WINNER** (2:43) [Jobete BMI—Williams] Low-down real soulful r&b weeper.

**E. C. BEATTY** (Campbell 8852)

(B+) **GOLF, GOLF, GOLF** (3:04) [Bentley BMI—Lester] Lively spoof of a duffer's life.

(B) **A GOLFER'S DREAM** (3:15) [Bentley BMI—Beatty] Sincere recitation about a man who is really involved in golf.

**BILLY STORM** (Toma 2001)

(B+) **I NEVER WANT TO DREAM AGAIN** (2:15) [Jimskip BMI—Daryll, Taylor] High-powered, raunchy, teen-angled lament.

(B+) **BABY, DON'T LOOK DOWN** (2:28) [Metric BMI—Newman] Infectious, pop-blues rhythmic twister.

**HAROLD BURRAGE** (Vivid 102)

(B+) **BETTY JEAN** (2:40) [Conrad BMI—Hawkins, Toscano] Rollicking, slick, happy blues romancer.

(B) **I CRY FOR YOU** (2:30) [Conrad BMI—Dixon] Low-down, funky traditional r&b weeper.

**BILL MARX** (Vee Jay 617)

(B+) **NICE'N'EASY** [Eddie Shaw ASCAP—Bergman, Spence] Melodic, lyrical, slow-moving, mid-stream jazz instrumental.

(B) **MOON TUNE** [Conrad BMI—Marx] More of the same.

**NEIL WOLFE** (Columbia 43118)

(B+) **GOSPEL WALTZ** (2:55) [April ASCAP—Wolfe] Effective uptempo imaginative blues-jazz progressions.

(B) **WHEN JOHNNY COMES MARCHING HOME** (3:26) [P. D.] Slow-moving reading of the oldie.

**IMPORTANT III** (Wells-Desett 2272)

(B+) **HEY MR. LOSER** (2:12) [Phil-Shank BMI—Wells] Slow-shufflin' funky, soulful blueser.

(B) **CHANGE MY PERSONALITY** (1:55) [Phil-Shank BMI—Wells] Lyrical pledge of romantic devotion.

**BRIGHTONES** (Warner Bros. 5472)

(B+) **SWIM, SWIM, SWIM** (2:03) [Ranger 7 & Burbank ASCAP—Bright, Jackson, Wisner] Lively, quick-paced pop-r&b teen dance item.

(B) **RUMORS** (2:00) [Ranger & Burbank ASCAP—Jackson, Wisner] Traditional, heartfelt shuffle-beat blues lament.

**JEKYLL & HYDE** (DCP 1111)

(B+) **MY BABY LOVES MONSTER MOVIES** (2:08) [Fireball BMI—Ramal, Goodman] Clever and catchy novelty tune adapted from folk melody, "Michael."

(B+) **THEME FROM A WHODUNIT** (2:20) [Fireball BMI—Ramal, Goodman, Wilson, Costa] Rapid-fire instrumental with heavy beat, guitars and wailing saxes.

**GERALD GOODMAN** (Tribute 212)

(B+) **LA MUSIQUE** (2:28) [Four Star BMI—Phillippe, Gerard] Pleasant mood theme.

(B) **CARRIBOSSA** (2:19) [Nassau BMI—Goodman, Norman] Easy-listening and Latin.

**HANK WALLIS** (RCA Victor 8431)

(B+) **HIGHBROW** (2:26) [Tuneville BMI—Strzelecki] Ear-pleasing ballad with chorus, strings.

(B) **SAND DANCERS** (2:27) [T.M. BMI—Resnick, Young] Slow-rock dance affair with strings.

**THE LOLLIPOPS** (RCA Victor 8430)

(B+) **BILLY, BILLY, BABY** (2:25) [Mansion ASCAP—Shuman, Shuman] Youthful ballad rocker.

(B+) **BIG BROTHER** (2:07) [Northern ASCAP—Keller, Coleman] Happy, handclapper r&b item.

**SHELBY FLINT** (Valiant 6052)

(B+) **WONDERLAND** (2:19) [Radford BMI—Addrisi] Slick teen ballad with polished delivery.

(B+) **PIPES FOR KEITH** (2:49) [Radford BMI—Addrisi] Captivating Scottish folk ballad.

**CASEY KASEM/BURBANK STRINGS** (Warner Bros. 5474)

(B+) **LETTER FROM ELAINA** (3:05) [Unart/MacLen BMI—Lennon, McCartney] Interesting letter from Beatle fan to "And I Love Her" backdrop.

(B) **THEME FOR ELAINA** (2:34) [Burbank ASCAP—Leyden, Saraceno] Lush & moodful theme.

**KAY STARR** (Capitol 5259)

(B+) **TOGETHER AGAIN** (2:35) [Central BMI—Owens] Warm and feelingful reading of Owens country hit.

(B+) **FRIENDS** (2:44) [Arch ASCAP—Torre, Spielman] Another lilting country-type offering.

**JO-ANN** (Name 4768)

(B+) **THE NEW BOY** (2:12) [Lizann BMI—Dillon, MacKechnie] Multi-track teen opus.

(B) **WALKIN' ALL ALONE** (2:08) [[Lizann BMI—Dillon, MacKechnie] Bluesy but youthful romancer.

**TOMMY GOOD** (Gordy 703)

(B+) **BABY I MISS YOU** (2:57) [Jobete BMI—Stevenson] Deck is loaded with bluesy, return-to-me color.

(B) **LEAVING HERE** (2:53) [Jobete BMI—Holland, Dozier, Holland] Organ supplies the express choo-choo sound in this quick-beat blues stand.

**JOHN CHESTER** (Interphon 7706)

(B+) **BYE BYE JOHNNY** (1:59) [Jewel-Berry] Here's an Australian import by John Chester and the Chessmen who gather up plenty of steam for this Chuck Berry tune.

(B) **MISS ANN** (2:02) [Paling-Johnson, Penniman] Typical rock and roll doings.

**GLORIA MELBOURNE** (A&M 740)

(B+) **DON'T LET HIM** (2:06) [Dragonwyck BMI—Gates] Soft-voiced rhythm ballad.

(B) **SO DUSTY** (2:29) [Little Darlin' BMI—Cooper] Easy-gated shuffle ballad.

**FRANK POLK** (Capitol 5248)

(B+) **TRUE LOVE** (Comes Only Once In A Lifetime) (2:19) [January BMI—Halley-Naval] Strong R&B number that has a flavor of Garnett Mimms.

(B) **HIGH, WIDE, AND HANDSOME** (2:48) [Metric BMI—Smith] Contagious slop number.

**THE MISFITS** (Imperial 66054)

(B+) **THIS LITTLE PIGGY** (1:42) [Blen ASCAP—Mosely] Rock & roll Mother Goose style.

(B) **LOST LOVE** (2:07) [Blen ASCAP—Mosely] Warm ballad with effective femme chorus.

**MATTHEW REID** (Decca 31662)

(B+) **ONE MORE MINUTE** (2:35) [Boston Rd BMI—Wayne, L'Heureux] Funky blues vocal.

(B+) **HURT ME** (2:32) [What's Happening, Boston Rd BMI—Wayne, Silvers] Ballad weeper.

**THE SINCERES** (Columbia 43110)

(B+) **SNAP YOUR FINGERS** (2:42) [Cigma BMI—Grady, A Zinetis] Updating of Joe Henderson hit.

(B) **SINCERELY** (2:18) [Arc BMI—Fuqua, Reed] Lilting version of while-back McGuire Sisters click.

**LARRY & MIKE** (Era 3135)

(B+) **SO LONG LITTLE BUDDY** (2:12) [Bamboo BMI—Duhig, Berry] Duet has strong teen appeal sound on this rock-a-cha-cha beat affair.

(B) **LITTLE OL' LOVE MAKER** (2:02) [Pattern ASCAP—Howard] Good, hard thumpin rocker.

**DAVE HILL** (Apogee 106)

(B+) **THE ONLY BOY ON THE BEACH** (2:41) [Greene ASCAP—Hess Byron] Pleasant rock-a-cha-cha ballad with loads of air play potential.

(B) **NEW ORLEANS** (2:27) [Luristan ASCAP—Hess] Haunting melody.

## B+ REVIEWS

**CLARENCE NELSON** (Pen 352)

(B+) **YOU MAKE ME FEEL SO GOOD** (2:37) [Beckie BMI—Nelson] Solid R&B stumper sound.

(B+) **I HURT** (2:25) [Beckie BMI—Nelson] R&B tear-jerker ballad.

**FLEETS** (Volt 120)

(B+) **PLEASE RETURN TO ME** (2:20) [East Group BMI—Doyle, MacCaskill, Gallacher] Slick medium-paced multi-dance teen-oriented pop-r&b heartbreaker.

(B) **GO AWAY** (2:09) [East Group BMI—Doyle, MacCaskill, Gallacher] Lively, uptempo twister with an interesting repeating melodic riff.

**THE ZEPHYRS** (Amber 213)

(B+) **PINK RHAPSODY** (1:51) [Popular ASCAP—Cavallaro, Bruce] Bouncy 'strip' beat instrumental.

(B) **HEAR HIM** (2:15) [Popular ASCAP—Kremer, Bruce] Swingin' vocal offering.

## B REVIEWS

**4 GENTS** (Vida 0120)

(B) **FAR AWAY AT SEA** (2:06) [Kenyon ASCAP—J&G Majorana, Desarany, Kanakey] Slow movin ballad with while back sound.

(C+) **MASSACRE** (2:22) [Blen-Weissman] A tear-jerker backed with tom-tom beat.

**MENARD ROGERS** (Drum Boy 109)

(B) **HOW SWEET IT IS** [Jay Jay—Rogers] Pop-jazz instrumental.

(C) **TO BE IN LOVE WITH SOMEONE** [Jay Jay—Jaggiello] Up tempo vocal.

**JOHNNY WILLIAMS TRIO** (Fayette 1624)

(B) **OMAR** (2:07) [Virtu ASCAP—Williams, Walker] Hard-driving, pulsating midstream jazz sounds.

(B) **TOE TAPPING** (2:39) [Virtu ASCAP—Williams, Walker] More of the same.

**PAGE VALLEY BOYS** (Franc 4504)

(B) **REUBENS TRAIN** (1:58) [P. D.] High-spirited, infectious reading of the folk oldie.

(B) **OLD BLUE** (2:52) [P. D.] Another folk sturdie smoothly essayed.

## RELIGIOUS

**THE CHARIOT GOSPEL SINGERS** (Peacock 3031)

"That's Enough"/"My Friend"

**THE HI-WAY O.C.'s** (Peacock 3033)

"Tomorrow May Be Too Late"/"What Makes A Man"

**LITTLE ACE and THE GOLDEN ECHOES** (Peacock 3034)

"My Life Is In His Hands"/"So Soon"

## POLKA

**BOB MASTEL & THE POLKA SHARPS** (Lodestar 108)

"Eichkatz Laendler" (Squirrel)/"Politician Polka"

**Girl with a head start on a big future!  
The voice of the "Dr Pepper"  
jingle on radio-tv, star of the  
movie "Muscle Beach" and others!  
Now, her debut on Capitol!**

**5250**



**DONNA LOREN**  
**BLOWING OUT THE CANDLES**  
**JUST A LITTLE GIRL**



**BLUE NOTE  
HAS THE HOTTEST  
JAZZ SINGLES**

JUST RELEASED

**LEE MORGAN  
THE  
SIDEWINDER**

BLUE NOTE 45x1911

The Big Single  
From His New Hit Album  
**THE SIDEWINDER**



**THE SIDEWINDER**  
LEE MORGAN

**THE SIDEWINDER**  
BLP 4157 (BST 84157)

D.J.'s: Write for Free Samples

**BLUE NOTE**  
43 W 61st St. New York 23, N. Y.

**Clean Your  
Magnifying Glass**

CHICAGO—Well, first of all every Argo distributor and certainly almost every disc jockey knows that the Ramsey Lewis single of "Something You Got" (Argo 5481) looks like an absolute giant! Now, a lot of these Argo distributors and many disc jockeys are stamp collectors. Doesn't every stamp collector have a magnifying glass? So, they'll look at this ad thru their magnifying glass and it'll give them the impression that it's really a half page! It's a sensational idea. And who knows; we may never again have to buy a big ad.

**CHESS** producing corp.

SELL-SATIONAL!!!

**"YOU SEND ME"**  
**SUNNY AND THE SUNLINERS**

TEAR DROP 3040

**J/B** JAMIE GUYDEN DIST.  
Phila. 21, Pa.



**TOP 50  
IN  
R&B LOCATIONS**

		Pos.	Last Week
1	FUNNY Joe Hinton (Back Beat 541)		1
2	WHERE DID YOUR LOVE GO Supreme (Motown 1060)		2
3	I STAND ACCUSED Jerry Butler (Vee Jay 598)		4
4	SELFISH ONE Jackie Ross (Chess 1903)		5
5	BABY I NEED YOUR LOVING Four Tops (Motown 1062)		8
6	UNDER THE BOARDWALK Drifters (Atlantic 2237)		3
7	OUT OF SIGHT James Brown (Smash 1919)		9
8	A HOUSE IS NOT A HOME Dionne Warwick (Scepter 1282) Brook Benton (Mercury 72303)		6
9	MERCY MERCY Don Covay (Rosemart 801)		21
10	DANCING IN THE STREET Martha & Vandellas (Gordy 7033)		14
11	EVERYBODY NEEDS SOMEBODY TO LOVE Solomon Burke (Atlantic 2241)		7
12	(THERE'S) ALWAYS SOMETHING THERE TO REMIND ME Lou Johnson (Big Hill 552)		12
13	YOU'LL NEVER GET TO HEAVEN Dionne Warwick (Scepter 1282)		15
14	YOU MUST BELIEVE ME Impressions (ABC Paramount 10581)		17
15	LET IT BE ME Betty Everett & Jerry Butler (Vee Jay 613)		26
16	JUST BE TRUE Gene Chandler (Constellation 130)		10
17	REMEMBER (WALKING IN THE SOUND) Shangri-Las (Red Bird 10008)		19
18	HEY GIRL DON'T BOTHER ME Tams (ABC Paramount 10573)		11
19	I'M ON THE OUTSIDE (LOOKING IN) Little Anthony & Imperials (DCP 1104)		20
20	RHYTHM Major Lance (Okeh 7203)		22
21	STEAL AWAY Jimmy Hughes (Fame 6401)		23
22	I'VE GOT NO TIME TO LOSE Carla Thomas (Atlantic 7947)		18
23	SECURITY Otis Redding (Volt 117)		28
24	GIVE ME BACK MY HEART Jackie Wilson (Brunswick 55269)		41
25	IT'S ALL OVER NOW Valentinos (Sar 152)		23
26	BABY DON'T DO IT Marvin Gaye (Tamla 54101)		—
27	PEOPLE SAY Dixie Cups (Red Bird 10-006)		24
28	KNOCK KNOCK (WHO'S THERE) Orlons (Cameo 332)		33
29	A QUIET PLACE Garnet Mimms (United Artists 715)		25
30	CANDY TO ME Eddie Holland (Motown 1063)		37
31	I'VE GOT A THING GOING ON Bobby Marchan (Dial 3022)		43
32	LET ME LOVE YOU B. B. King (Kent)		27
33	YOU PULLED A FAST ONE VIP's (Big Top 518)		35
34	LOVER'S PRAYER Wallace Bros. (Sims 189)		39
35	KEEP ON PUSHIN' Impressions (ABC Paramount 10554)		16
36	I'M TOO POOR TO DIE Louisiana Red (Glover 3002)		30
37	THAT'S WHAT LOVE IS Miracles (Tamla 54012)		—
38	I LIKE IT LIKE THAT Miracles (Tamla 54098)		31
39	MAKE UP YOUR MIND Anna King (Smash 1904)		39
40	SHARE YOUR LOVE Bobby Bland (Duke 377)		32
41	THE CAT Jimmy Smith (Verve 10330)		46
42	20-75 Willie Mitchell (Hi 2075)		44
43	HEARTBREAK Dee Clark (Constellation 132)		45
44	I WANNA LOVE HIM SO BAD Jelly Beans (Red Bird 10-003)		34
45	A WHOLE LOTTA SHAKIN' GOIN' ON Little Richard (Vee Jay 612)		48
46	WHY DO YOU WANNA ME BLUE Temptations (Gordy 7035)		—
47	A TEAR FELL Ray Charles (ABC Paramount 10571)		36
48	SOULFUL DRESS Sugar Pie De Santo (Checker 1082)		40
49	MAYBE THE LAST TIME James Brown (Smash 1919)		—
50	WEEP NO MORE Nathan McKinley (Raco)		42



**JUKE BOX OPS'  
RECORD GUIDE**

**ACTIVE with OPS**

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

<b>SALLY WAS A GOOD OLD GIRL</b> Fats Domino (ABC-Paramount 10584)	<b>SATIN DOLL</b> Earl Grant (Decca 25638)
<b>SOMETHING YOU GOT</b> Ramsey Lewis Trio (Argo 5481)	<b>MR. SANDMAN</b> Fleetwoods (Dolton 98)
<b>IT'S ALL OVER</b> Ben E. King (Atco 6315)	<b>SINCERELY</b> Pat Boone (Dot 16641)
<b>MELANCHOLY BABY</b> Nino Tempo & April Stevens (Atco 6314)	<b>ZIP-A-DEE-DO-DAH</b> Buddy Greco (Epic 9713)
<b>PRAYER MEETIN'</b> Jimmy Smith (Blue Note 1909)	<b>LA NUIT</b> Jimmy Lytell (Ember 1107)
<b>SQUEEZE HER—TEASE HER</b> Jackie Wilson (Brunswick 55269)	<b>LITTLE QUEENIE/BOO-RAY</b> Bill Black's Combo (Hi 2079)
<b>UNDER PARIS SKIES</b> Andy Williams (Cadence 1447)	<b>WHISTLIN'</b> Roger Williams (Kapp 607)
<b>SACRIFICE</b> Little Milton (Checker 1078)	<b>LOVERS ALWAYS FORGIVE</b> Gladys Knight & Pips (Maxx 329)
<b>THE LONG SHIPS</b> Charles Albertine (Colpix 726)	<b>WITHOUT THE ONE YOU LOVE</b> Arthur Prysock (Old Town 1170)
<b>FUNNY GIRL/ABSENT-MINDED ME</b> Barbra Streisand (Columbia 43127)	<b>HELLO DOLLY POLKA</b> New Yorkers (Pan 151)
<b>SILLY OL' SUMMERTIME</b> New Christy Minstrels (Columbia 43092)	<b>A SHOT IN THE DARK</b> Henry Mancini (RCA Victor 8381)
<b>THE LOVE GODDESSES/WHERE LOVE HAS GONE</b> Jerry Vale (Columbia 43105)	<b>ROCKIN' ROBIN</b> Rivieras (Riviera 1403)
<b>GOOD TIME CHARLEY</b> Banjo Barons (Columbia 43097)	<b>MARTA</b> Los Indios Tabajaras (RCA 8401)
<b>HUMBUG</b> Pete Fountain (Coral 62427)	<b>FEVER</b> Alvin Robinson (Red Bird 10-010)
<b>FOLLOW THE RAINBOW</b> Terry Stafford (Crusader 109)	<b>SOUL DRESSING</b> Booker T. & MG's (Stax 153)
<b>MORE SOUL, THAN SOUL</b> Eddie Harris (Columbia 43075)	<b>SOMEBODY NEW</b> Chuck Jackson (Wand 161)
<b>ROSEBUD</b> Robert Maxwell (Decca 31668)	

**NEW ADDITIONS to TOP 100**

<b>67—BABY DON'T YOU DO IT</b> Marvin Gaye (Tamla 54101)	<b>87—DO YOU WANT TO DANCE</b> Del Shannon (Amy 911)
<b>72—I DON'T WANT TO SEE TOMORROW</b> Nat King Cole (Capitol 5261)	<b>89—THE THINGS IN THIS HOUSE</b> Bobby Darin (Capitol 5257)
<b>77—THAT'S WHAT LOVE IS MADE OF</b> Miracles (Tamla 54012)	<b>91—HE WON'T ASK ME</b> Cilla Black (Capitol 5258)
<b>78—THE ANAHEIM, AZUSA, ETC.</b> Jan & Dean (Liberty 55274)	<b>93—I WOULDN'T TRADE YOU FOR THE WORLD</b> The Bachelors (London 9693)
<b>80—COME A LITTLE BIT CLOSER</b> Jay & Americans (United Artists 759)	<b>95—SOFTLY AS I LEAVE YOU</b> Frank Sinatra (Reprise 0301)
<b>81—DEATH OF AN ANGEL</b> Kingsmen (Wand 164)	<b>100—RIDE THE WILD SURF</b> Jan & Dean (Liberty 55274)
<b>86—PEARLY SHELLS</b> Burl Ives (Decca 31659)	

**AIMED at OPS**

**BLUES STAY AWAY FROM ME/COLUMBUS STOCKADE BLUES—Lenny Dee—  
Decca 25649**

**Maurice Baron,  
A Cleffer, Dies**

NEW YORK—Maurice Baron, from 1932-49 a composer for the Radio City Music Hall, died here on Sat., Sept. 5, at the age of 75. The French-born composer-arranger-conductor also wrote thematic material for a number of flicks, including 1924's "Hunchback of Notre Dame," and had penned some 350 compositions. Baron was also a performer with a number of symphony orchestras, including the Seattle and San Francisco ensembles. He is survived by a daughter, five grandchildren and three great grandchildren. His wife died in 1960.

**Nat Cole's 6  
Languages Of "L-O-V-E"**

NEW YORK—The record business' international look has been further emphasized with the word that Nat Cole has cut a song in six languages, the first time the songster has done something like this.

Tune involved is his new Capitol single, "L-O-V-E," a Bert Kaempfert number described as being in the mood of "Mack the Knife." Capitol also states it's the initial instance of Cole doing a song especially for the foreign market. He cut the effort in French, German, Italian, Japanese, Spanish and, of course, English.

Cole has done exceedingly well with LP's cut in Spanish, especially a date called "Cole Espanol."

# 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.

## 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.

## COLPIX

"Fall Clix From Colpix": Six new albums on a buy-six-get-one-free basis.

## FOLKWAYS

A fall incentive plan whereby eight pre-packaged units—10 albums each—are offered on a buy-6-get-1-free basis. Also, other LP's at additional 12½% discount.

## LONDON

Part 1 of 3-Part Fall Program: extra discounts, delayed payments, ad money on Mantovani, Richmond Classics, Richmond Opera and new import lines: Das Alte Werk, Argo and L'Oiseau-Lyre.

## MERCURY

"Cool Aids for Summer Selling": cash discount on 14 new LP's, a pre-fall discount on catalog product. Expires: Oct. 15; "Out of This World with Mercury": cash discount on LP's. Expires: Oct. 15.

## 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

"A Stake In The Future": 10% discount on pop LP's, 20% discount on classical product. Expires: Oct. 31.

## REQUEST

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

## ROULETTE

"Fall Formula On Roulette": 15% discount on all LP's, include Roulette, Tico, Roost, Squire and Kenwood. Special dating to qualifying accounts. Expires: Sept. 30.

## STARDAY

Country Music Spectacular Sales Plan. 20% discount. Expires: Sept. 30.

## TAMLA-MOTOWN-GORDY

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

## VANGUARD, BACH GUILD, EVERYMAN

10% discount on Vanguard and Bach Guild LP's; 10% discount on Demonstration and Everyman classics, mono only; 30% discount on Demonstration and Everyman classics, stereo only. Expires: Sept. 30.

## VEE JAY

10% discount on LP's.

## WORLD ARTISTS

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

## Marty Kadish Joins Walt Disney In East

NEW YORK—Marty Kadish has left his post as national sales manager of Elektra Records to join the Walt Disney disk operation in the east.

He will cover all activities involving the Disneyland and Vista labels originating from the New York office. He is currently getting detail on the organization from Bob Elliot, national sales manager, and Bob Larsen, eastern sales manager.

Before his 2-year stay at Elektra, Kadish saw him move up from western regional manager to sales head, Kadish served as a sales and promo rep in the east and west. He also worked with the sales division of eastern One-Stops and Pic-A-Tune in the Frisco area.

Current emphasis at the label is the "Mary Poppins" soundtrack; the picture is in general distribution in Oct., and time that the label figures will signify a great outburst of sales for the

## Pair Incorporates Indie Producing Firm

HOLLYWOOD—Don and Alleyne Cole, who record exclusively for Vee Jay's Tollie label, have incorporated their own master producing firm as Cole-Gates, with several other artists under personal contract.

The two youngsters, who work out of their own Phoenix studios, continue to produce their own masters for Tollie, with a new single and an album slated for release in the next few weeks, according to Tollie exec. Steve Clark.

Meanwhile, the Coles have signed Ron Ferne, Stan Cole and Jack Cook as Cole-Gates performers, and are cutting singles on these artists separate from their own Tollie deal.

Don and Alleyne, who are in their early twenties, also write their own songs, and accordingly are setting up a subsid publishing company under the Cole-Gates banner.

As artists, the pair have signed up with Personal Manager Stan Wagner, who heads the Ventures' management firm, with heavy bookings following their initial Tollie hit, "Something's Got A Hold Of Me."

## Contino-Dot LP Deal

HOLLYWOOD—Dick Contino, the accordionist-singer, last week concluded a deal between his RiCon Corp. and Dot Records, whereby RiCon will produce albums exclusively for release on the Dot Label or Dot's subsidiary label, Hamilton.

Two Contino LP's will be released this month, alternately on Dot and Hamilton. First, for Dot, is "Dick Contino On Stage," featuring the best of the performer's show as performed at The Riviera Hotel in Las Vegas.

The Hamilton album is titled "Accordion Magic" and features 12 dance or background instrumentals. Both were waxed recently in Las Vegas before Contino closed at The Riviera.

Deal was personally negotiated between Contino's manager James F. Harper and Randy Wood, Dot prexy. Tom Mack handled A & R chores in Vegas with Dot engineering chief Thorne Nogar helming controls.

## This One's On Us



SAN FRANCISCO—Capitol thrush Nancy Wilson and Kapp's Jack Jones join forces for an impromptu song and dance at a recent charity affair held here. The lark, a consistent best-seller in the album market, is currently riding the charts with her biggest single to date, "(You Don't Know) How Glad I Am." Jones' latest chart climber is "Where Love Has Gone."

## Epic Offers 5 Tapes For Sept.

NEW YORK—Epic Records' round-up of 4-track stereo tapes for Sept. includes four pop and one classical.

Releases include "Around the World with the Village Stompers," "Buddy Greco on Stage!," "Hello Louis," Louis Armstrong, "Lester Lanin and His Orchestra Play 23 Richard Rodgers Hits" and, on the classical side, Mendelsohn's Quartets numbers 2 and 3 by the Julliard String Quartet. Latter item is being released simultaneously with its LP counterpart.

## Paramount To Stay Open For Dave Clark Five

NEW YORK—New York's Paramount Theater gets still another lease on life when the Dave Clark Five make a 10-day stand there starting Oct. 31. Show will be produced by Sid Bernstein, who brought the Animals and a number of other rock acts to the Paramount for a 10-day stint completed last weekend. Animals stay re-opened the theater following news of its demise. It was Bernstein who first presented the Beatles in New York (at Carnegie Hall) and the Dave Clark Five as well (also Carnegie Hall). Latter group will have a 45-date p.a. tour here.

"BUSIEST STUDIO IN TOWN" (WHY?)

"RATES"

MONO	2 or 3 Track Stereo	4 Track Stereo	6 Track Stereo
\$20	\$25	\$35	\$50
Per Hour	Per Hour	Per Hour	Per Hour

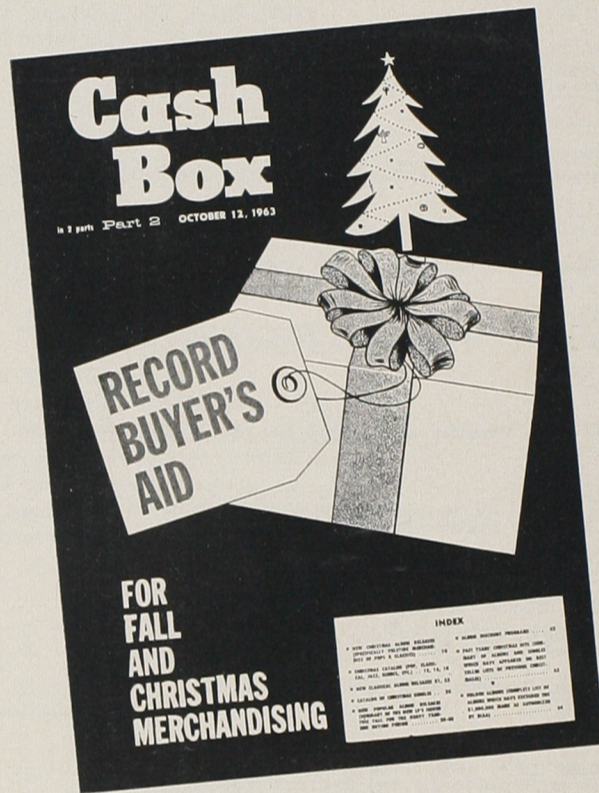
## TALENTMASTERS RECORDING STUDIOS

2 STUDIOS—"ONE FULL BLOCK LONG"—FROM 41st TO 42nd ST.  
126 WEST 42nd STREET, N. Y. C.  
BR 9-9150 • CO 5-9659 • LO 5-9524

Remember Last Year's

# POWERFUL

## FALL & CHRISTMAS RECORD BUYER'S MERCHANDISING AID ?



## THE 1964 BUYER'S AID NOW BEING READIED

- . . . A separate full-size merchandising supplement that the record buyer will refer to each day of the coming months.
- . . . The only complete album listing of all Christmas and fall release albums available to the trade.
- . . . Samples of all "in-store" and "point-of-purchase" aids available to the retailer.

**PREPARE YOUR SALES MESSAGE NOW!**

Time is running out.

ISSUE DATED OCTOBER 10th

**CLOSING DATE SEPTEMBER 30th**



