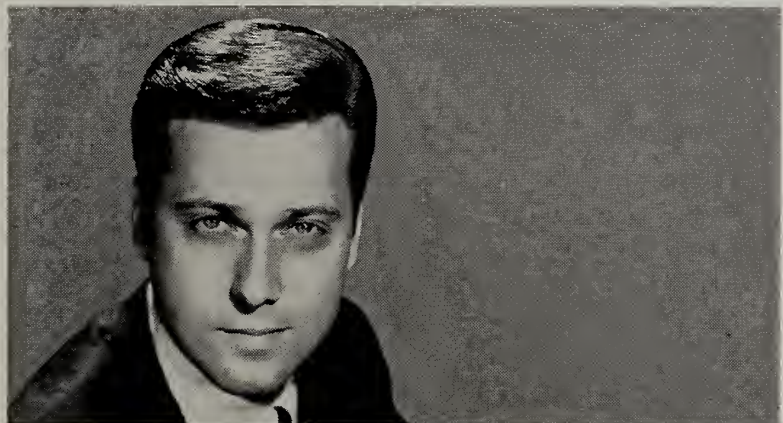


Cash Box



There are nine major reasons pictured above showing why Kapp Records remains one of the record industry's leading independent operations. They are the faces of artists who sing and perform material in just about all walks of pop and folk music life. On the top row, there's singer Jack Jones, pianist Roger Williams and chorale director Harry Simeone; second row: the hot English group, the Searchers, and vocalist Lenny Welch; third row: the Greenwood County Singers, a folk-market attraction; and Linda Scott, who sings for Congress, a Kapp affiliate; bottom row: Ruby & The Romantics and Burt Bacharach, an important writing talent and an exclusive pactee on Kapp.

INTERNATIONAL SECTION BEGINS PAGE 51



SVEN INGVARSS



(after "Before and After")

The second straight smash single for
Chad and Jeremy...
"I Don't Wanna Lose You Baby" 4-43339

Everything's Going for **COLUMBIA RECORDS** 

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



FOUNDED BY BILL GERSH

Cash Box

Vol. XXVI—Number 53

July 24, 1965

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

MARTY OSTROW

*General Manager
MUSIC & RECORDS*

EDITORIAL

IRV LICHMAN *Editor-in-Chief*

DICK ZIMMERMAN *Associate Editor*

MIKE MARTUCCI *Editorial Assistant*

JERRY ORLECK *Editorial Assistant*

MARV GOODMAN *Editorial Assistant*

TOM McENTEE *Editorial Assistant*

ADVERTISING

STEVE CHAZEN

BILL STUPER

HARVEY GELLER, Hollywood

MARTY TOOHEY

*General Manager
COIN MACHINES & VENDING*

ED ADLUM, *Assistant*

LEE BROOKS, *Chicago, Ill.*

ART DIRECTOR—GEORGE GOLDMAN

CIRCULATION—THERESA TORTOSA, *Manager*

CHICAGO

LEE BROOKS

29 E. Madison St.,

Chicago 2, Ill.

(Phone: Financial 6-7272)

HOLLYWOOD

HARVEY GELLER

6290 Sunset Blvd.,

Hollywood 28, Cal.

(Phone: HOLlywood 5-2129)

EUROPEAN DIRECTOR

NEVILLE MARTEN

ENGLAND

NEVILLE MARTEN

Dorrls Land

9a New Bond St.

London, W1, Eng.

Tel: Hyde Park 2868

HOLLAND

PAUL ACKET

Thereslastraat 11-13

The Hague

Tel: 838500*

ITALY

MARIO PANVINI ROSATI

Viale Legloni Romane 5

Milan Tel: 4075618

FRANCE

CHRISTOPHE IZARD

24 Rue Octave Feuillet,

Paris XVI Tel: 870-9358

BELGIUM

FRANS ROMEYNS

Paul Hymanslaan, 8,

Brussels 15, Tel: 71.57.51

ARGENTINA

MIGUEL SMIRNOFF

Rafaela 3978,

Buenos Aires,

Tel: 69-1538

CANADA

JOHN MURPHY

87 North Hill St.

Port Arthur, Ontario

Tel. (807) 344 3526

SPAIN

FEDERICO HALPERN

Sagasta 23,

Apartado 4025,

Madrid

Tel. 257 0907—224 8600

GERMANY

MAL SONDOCK

Josef Raps Strasse 1

Munich, Germany

Tel: 326410

SCANDINAVIA

SVEN G. WINQUIST

Kaggeholmsvagen 48,

Stockholm-Enskede,

Sweden, Tel: 59-46 85

AUSTRALIA

RON TUDOR

8 Francis St.,

Heathmont, Victoria

Tel: 87-5677

MEXICO

ENRIQUE ORTIZ

Insurgentes Sur 1870

Mexico 20, D. F.,

Tel: 24-65-57

BRAZIL

LUIS DE M. C. GUEDES

Rua Augusta 2110,

sobre-loja, Sao Paulo.

Tel: 35-36-53

JAPAN

Adv. Mgr.:
SHOICHI KUSANO

Editorial Mgr.:
MORIHIRO NAGATA

466 Higashi-Oizumi

Neirimaku,

Tokyo

How Big The Beat!

Action, reaction is the law on which the universe functions and there is no reason why this should not be true of musical influence as well. It can be seen in the effects that have shaped the "English Sound," those rhythms of our own blues; and needless to say the reaction has been tremendous. But what of the forces that created a "Big Beat" and the resultant power that has been exerted by r&r on the other popular idioms?

A glance at the Top 100 chart will show that popular music consists of rock, r&b, folk and jazz sounds—and any follower of the development of rock 'n roll knows that the latter three have each exerted a potent influence on the present day sound. Only in the last few months however, has it become evident that rock sounds are moving back, infiltrating the new creations of composers and artists in the other areas.

One need not search too far back through the canon of works by Bob Dylan to note that there has been a sharp shift in his musical trend. As he had once been credited with bringing a new sound to the Lennon-McCartney songbook, now it may well be said that they have returned the favor. Similar moves toward "beat" composition can be pointed out in other leaders of contemporary folk music. Moreover, while folk enthusiasts once turned up their noses at big beat songs, the appearance of pop and r&b oriented artists at the Newport festival last year, and more recently of Chuck Berry at the New York Folk Festival, reaped heaps of applause from all including many purists.

The jazz scene is also being changed by much that is to be found only in r&b and rock catalogs at present. One manifestation of this influence has been felt by the growing importance of the organ in jazz combos. Scoring highly in these circles are most of the sets from Jimmy Smith, and several others; yet, until recently, the use of an organ was restricted to r&b workouts. Along with this is the heavier reliance upon blues by many of the most respected

members of the jazz elite.

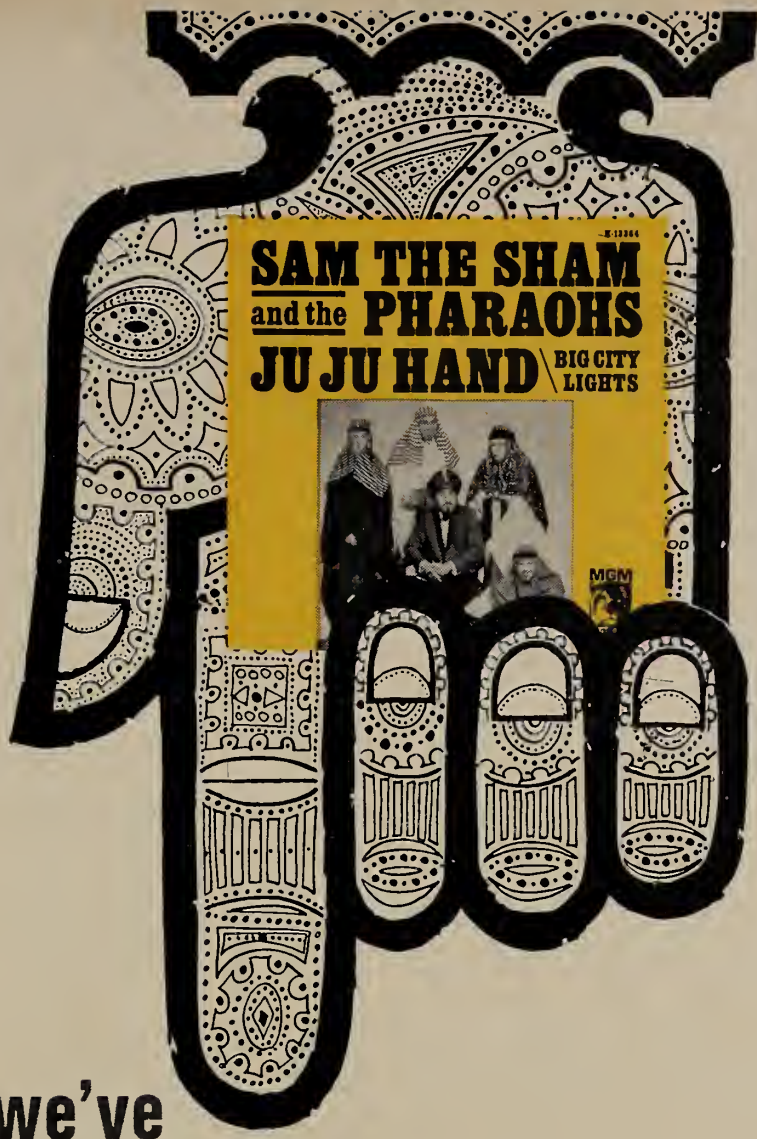
Where jazz LP's had been included in the programming schedule of many blues outlets, it is the jazz deejay who now turns to r&b outings for spinning fare.

Closely related to the reaction of one musical form to another, is the phenomenon that is now of importance to the listener and jock alike: the fact that differences between the varied idioms are slowly melting away. Where the folk, jazz, blues and rock fans were once sharply divided in their preferences, to the point that they would reject any slightly foreign sound; today, the listener is far more eclectic. It is possible to shuffle the tunes so that "Soul Sauce" is followed by "Mr. Tambourine Man" then "Can't Help Myself" without losing a soul.

Of course, it would be ridiculous to advocate the blending of all these separate sounds into a unified whole, which would create a series of tunes indistinguishable from one another; but it is a fine thing to see the broadening of appeal that a single tune can have as a result of the loss of barriers between followers of the varied musical veins. Although the world of music is constantly shrinking to the extent that one can hardly ignore a hit sound or musical trend in another country whose pop sounds were once as foreign as its currency, it is also true that the world's audience is growing (not merely through the population explosion). The jazz deejay who had a small collection of listeners familiar with Stan Getz or Cal Tjader now has to search pop reviews to find out their latest offerings. On the other hand, James Brown, an r&b star for over a decade, has developed a jazz following; and the Seekers or Chuck Berry may be found cited on folk programs.

Each of the idioms, once independent and self contained, has contributed to the formation of a new form of pop music, which has become a unifying link between them, and now may be shown as a powerful influence in the creation of a more catholic record-buying market.

SUBSCRIPTION RATES \$15 per year anywhere in the U. S. A. Published weekly. Second class postage paid at Bristol, Conn. 06012. U.S.A.
Copyright © 1965 by The Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention.



we've
got our

second million seller
right in the palm of our

JU JU HAND

b/w Big City Lights K-13364

Sam the Sham and the Pharaohs

MGM



RECORDS

MGM Records a division of Metro-Goldwyn-Mayer, Inc.

New Album Product Flows From Major, Indie Labels

Columbia

NEW YORK—Kicking off a gargantuan fall release, Columbia Records announced the release of 31 popular albums in Aug. and Sept., four of these to be in the international series; along with 17 Masterworks packages, and 13 sets on the budget line Harmony affiliate label. Nine Masterworks tapes and eight popular collections will comprise a 17-set 4-track stereo tape release during the same two months.

Among the 27 popular LP's in the Columbia issue, aside from the "EX" outings, are: "Tony's Greatest Hits, Vol. III" from Tony Bennett, which will include "I Left My Heart In San Francisco" among others; "Try To Remember" with the Brothers Four; the Dave Brubeck Quartet performing "Angel Eyes"; a comedy offering, "In One Head and Out the Other" by Jack Burns and Avery Schreiber; Charlie Byrd with strings, brass and woodwinds on "Brazilian Byrd"; Music of Antonio Carlos Jobim featuring "Corcovado," "Girl From Ipanema" and more; "Johnny Cash Sings the Ballads of the True West"; "Love Affair" with Ray Conniff and the Singers; Miles Davis' "E.S.P."; "Doris Day's Sentimental Journey"; "Highway 61 Revisited" from Bob Dylan; "Broadway Revisited" by Percy Faith; Eydie Gorme and the Trio Los Panchos with "More Amor"; Skitch Henderson and the Tonight Show Orchestra on "Skitch . . . Tonight!"; "My Kind Of Broadway" from Woody Herman and his Swingin' Herd; "Stonewall Jackson's Greatest Hits"; Andre Kostelantetz' "The Thunderer; the Spectacular Sound of John Philip Sousa"; "Latin Mann-Afro to Bossa to Blues" by Herbie Mann; Jim Nabors, of CBS-TV fame, as Gomer Pyle, U.S.M.C. on "Shazam!"; "The Wandering Minstrels" with the New Christy Minstrels; Ray Price's "The Other

(Continued on page 46)

RCA Victor-Camden

NEW YORK—RCA Victor has slated eleven popular albums, nine jazz LP's and seven Red Seal classics for August release in conjunction with a four-package Victrola issue and the unveiling of five new Camden sets. The month's product will be supplemented by the release of seven 4-track tapes, three Victor popular packages, two Red Seals and two Camden tapes.

Leading off the new titles is "Elvis For Everyone!" with Elvis Presley and the Jordanaires; "Jim Reeves Up Through The Years"; and Duane Eddy's "Twangsville." Other LP's include: "Tahiti Yesterday And Today" with Quinn's Combo; Carl Belew's "Am I That Easy To Forget"; "Meet the Marvelous Marilyn Maye"; "Where You're Concerned" from Justin Tubb; "Curtain Time" with Paul Lavalle and the Band of America; Floyd Cramer's "Class Of '65"; "In Our Fashion" by Peggy March and Bennie Thomas; and "The Many Splendored Guitars of Los Indios Tabajaras."

A jazz offering of nine sets enhances the new product, with five new LP's and four additions to the "Vintage" line. "The Standard Sonny Rollins" kicks off the newbies which also include: "Great Moments In Jazz"; "Up To Date With Earl Hines"; Paul Horn's "Cycle"; and "Con-Soul And Sax" featuring Wild Bill Davis and Johnny Hodges. Among the "Vintage" parcels are: "'34/'35" with Fats Waller; Duke Ellington's "Jumpin' Punkins"; "Bluebird Blues"; and "The Be-Bop Era."

Red Seal outings for Aug. include: Raymond Lewenthal performing "Piano Music Of Alkan"; "Julian Bream In Concert" which co-features Peter Pears; the "Shirley Verrett Carnegie Hall Recital"; Jascha Heifetz is soloist with Kapell, Wallenstein and the Los Angeles Philharmonic on a recording of Brahms' "Sonata No. 3 in D Minor," Sinding's "Suite, Op. 19"

(Continued on page 44)

Decca-Coral

NEW YORK—Following a successful series of regional sales meetings held last week in Cincinnati, San Francisco and Tarrytown, N.Y., the Decca and Coral labels announced the release of 25 pop and 4 classical LP's, which will spearhead the company's August promotion.

Highlighting the release will be the Decca LP debut of Xavier Cugat and His Orchestra with "Feeling Good", the Dukes of Dixieland with a set recorded live at Bourbon Street, Chicago, and composer-arranger-conductor John Barry with the original soundtrack album of "The Ipcress File," for which he wrote the score.

Among the other featured artists involved in the release are Burl Ives with a package called "On The Beach At Waikiki," Guy Lombardo with a fourth in a series of musical biographies highlighting the years 1949-1954, "The Magic Music Of Hollywood" by Carmen Cavallaro and a session called "Spotlight On Earl Grant."

Also featured are a pair of country albums, "Ernest Tubb & Loretta Lynn" and Vol. 3 of "Saturday Night At The Grand Ole Opry," featuring Ernest Tubb, Bill Anderson, Jimmy Newman, Loretta Lynn and the Wilburn Bros., among others.

Included in the new product is the Quartette Tres Bien doing "Stepping Out," Vicente Gomez with "Blood And Sand" and the late Jesse Crawford's instrumental session, "Sweet Hour Of Prayer."

The Broadway stage is represented with two original cast albums, "One Touch Of Venus" starring Mary Martin, and the Playwright's Company production of "Lost In The Stars," starring Todd Duncan.

The polka and schottische are represented in three albums, "Polka Jambor-ee" by Tony Jabor & His Band, "Old Time-Hit Time" by the

(Continued on page 42)

Epic

NEW YORK—Two Okeh sets and thirteen Epic LP's have been announced as the July release for the diskeries. The Epic product is comprised of eleven pop sets and two international disks.

On the month's agenda from Okeh are: "Major Lance's Greatest Hits" and "Welcome Home" by Walter Jackson.

Epic's pop outings include: "Bravo Stuarti," the debut of Italian tenor Enzo Stuarti; "The Hidden Island" narrated by David Janssen with the Tradewinds Orchestra; Eddie Lawrence (the Old Philosopher) on "Is That What's Bothering You, Bunkie?"; the soundtrack recording from the Dave Clark Five's movie "Having a Wild Weekend"; "One More Time With Feeling" with Damita Jo; Randy Sparks presents "Riverboat Days!" featuring the Back Porch Majority; the Village Stompers' "Some Folk, A Bit of Country and a Whole Lot of Dixie"; Bobby Hackett's "Trumpets' Greatest Hits"; "David Houston Sings Twelve Great Country Hits"; and "Born to Lose" with Charlie Walker. A rush outing has also been added to the July collection, "Discotheque Au-Go-Go For the In Crowd" featuring the Cliff Davis Sextet.

Rounding out the release is a pair of international platters: "Auf Zum Tanz! (Let's Dance)" with various German bands, and "Wedding-Italian Style" by Pattacini and his Orchestra.

IRS Delays Filing Of 2nd Quarter Return

NEW YORK—One happy ramification of the recent excise-tax cut is the fact that the IRS announced last week that those manufacturers who are entitled to refunds under the new tax structure will be given extensions to Nov. 1 from Aug. 2 to file their second quarter returns and pay taxes.

UA Unveils 'Winning Knack' Promo, LP's

NEW YORK—United Artists Records' "The Winning Knack" promotion was presented to distributors from the continental U.S., Canada, Puerto Rico and Hawaii, by the label's executives at a two-day conclave held last week (14-15) at the Americana Hotel here. The program was one of the largest and most inclusive ever presented by an indie label, and orders for the "The Winning Knack" have now topped any other presentation in UA history.

A Year Of Growth

Twenty-six new packages were unveiled at the sessions, at which UA top-level management expressed great satisfaction with the results of the past year, which saw the company achieve the most successful period in its history in 1964, with 1965 ahead of that pace. In addition, the major expansion of the UA artists roster was cited as a solid indication of the immense growth of the organization.

A Rosy Future

Key executives of the UA Corp., the parent flick firm, attended the meetings and spoke of the powerful and best-selling soundtrack albums presented recently, and of the blockbusters soon to come. These include "Hawaii," "A Funny Thing Happened To Me On The Way To The Forum," "How To Succeed In Business Without Really Trying," "Thunderball," and many others.

LP Product Gains Acceptance

UA sales personnel introduced the new popular merchandise, pointing out the ever-increasing acceptance of the label's merchandise, and dwelt on the widening scope of the firm's album product and the enlargement of UA's roster, including both established names and up-and-coming newcomers.

Distrib Banquet

Distributors attended a gala dinner and party (14) preceding the album presentation. Label talent including Jimmy Roselli, the Four Lads, Bobby Comstock and the Counts, Pat Cooper, Del Reeves, the Reasons and London Lee performed in a two-hour show. In the audience were Al Caiola, Jerry Herman lark Samantha Jones from England, slated for a big American build-up, plus the entire UA organization.

2 Soundtracks Head-Up Release

Highlighting "The Winning Knack" are two new soundtrack albums. "The Knack" is the widely-acclaimed film which has opened here to top reviews and was named "Best Film" at the Cannes Film Festival. Music is by John Barry of "Goldfinger" fame. "The Glory Guys" is a western flick

(Continued on page 44)

Epic Meet: Strong Reception For LP's

NEW YORK—A strong reception to what was considered Epic Records' strongest product release to date (see separate story) permeated the atmosphere of the label's annual sales confab in Miami Beach last week (11-13).

The event, headquartered at the Americana Hotel, was marked by a minimum of incidental and unnecessary conversation; all talk was devoted to showing the label's 27 LP's for July and Aug. release and the discussion of methods to best exploit the new product and build upon Epic's remarkable growth pattern over the past few years.

Distrib 'Appreciative'

It was obvious that distributors in attendance were appreciative of profits they had made as a result of the label's tremendous success in recent years and had every intention of giving complete support to the new product, the company and the label's vp and general manager, Len Levy, the driving force behind the success of Epic.

Levy Opens Meet

Levy opened the sales confab at a general session on Monday morning, extending a special welcome to attending reps from Epic's affiliates in Japan, Brazil, Mexico, Argentina, France and Canada. He then applied Epic's new trade-directed logo and slogan, "The Hot Line Is Busy," to his opening speech, in which he declared that the "Hot Line" of last year had been "expanded and broadened in keeping with the design of this convention and the growth of our label." "As was our hope at that time," Levy continued, "the Epic and Okeh releases which followed last year's meetings generated a sales pattern which has resulted in an increased pitch of year-long activity.

This line is not only hot, but it's busy." Levy said the new logo and slogan "signifies the pace of our continued activity."

Following Levy's keynote address, Mort Hoffman, director of sales, Sol Rabinowitz, director of merchandising, and Bob Morgan, director of A&R, delivered the product presentations.

New Ad-Merchandising Plans

Rabinowitz presented Epic's newly developed plans to supplement the label's existing advertising and merchandising programs. A new consumer-directed slogan, "Epic . . . the Fastest Growing Name in Recorded Entertainment," was introduced. Rabinowitz spoke of the increased emphasis to be placed on the expansion of advertising in specialized media. In addition, the label plans to extend its advertising to include accelerated concentration in the area of radio spot campaigns. These spots, which, the label noted, have already demonstrated their "outstanding" sales value, will be developed in conjunction with Epic's newly released product. New and varied displays were also showcased by Rabinowitz.

4-Track Stereo Tape Highlighted

The market potential of 4-Track Stereo Tapes was discussed by Hoffman, who announced the availability of a special Epic Stereo Tape Counter Merchandiser to aid the dealer in displaying the Epic tape product. These racks have already been shipped to each distributor for use in prime counter-display areas. Hoffman went on to say: "Last year, over 162,000 Stereo Tape customers were added. There are now over 650,000 owners of stereo tape reproducing equipment and the market continues to grow. Early 1965 sales figures are

(Continued on page 44)

INDEX	
Albums Plans	48
Albums Reviews	26, 38
Bios for DJ's	22
Coin Machine Section	58
Country Music Section	49, 50
International Cover	51
International Section	51-57
Juke Box Ops Record Guide	40
Looking Ahead (Albums)	37
Looking Ahead (Singles)	10
Platter Spinner Patter	18
Radio Active Chart	8
Record Ramblings	20, 21
Single Reviews	12, 14, 16
R & B Top 50	24
Sure Shots	42
Top 100 Albums	37
Vending News	61

Col Convention: Best Yet

MIAMI BEACH—Over 600 execs representing Columbia Records, Columbia Records Sales Corporation and Columbia Record Distributors throughout the U.S. joined with executives of CBS Records and their subsidiaries and licensees in Miami Beach's Americana Hotel last week (14-17) to attend the largest annual sales convention in Columbia's history. The overseas delegates included representatives from Australia, Canada and Japan in addition to many from European and Latin American countries. (During the meet, Goddard Lieberman, president of Columbia, praised the foreign delegates for a successful year of operations on the international music scene).

Joe Norton, director of sales promotion material and pop albums Merchandising, discussed the vitality and progressive nature of Columbia's pop catalog, emphasizing the enthusiastic support given to newly acquired artists such as The Byrds and Chad and Jeremy. "A good catalog (and Columbia's is the best)," said Norton, "is a constantly changing, vibrant and growing portion of our business. Columbia's catalog, then, is synonymous with change, not stagnation."

Classical Product

Peter Munves, merchandising manager of the Masterworks catalog, reviewed the enormous growth in classical sales during the past year and predicted a continuing sales increase in the future. Munves went on to explain a number of factors contributing to the development of a wider market for classics. He gave as an example Columbia's bargain-priced basic library sets, which offer at least one free record to the beginning classical buyer. He also mentioned a series of light classical albums by Ormandy, Bernstein, Kostelanetz and the Mormon Tabernacle Choir that enabled salesmen to open new classical accounts. He cited full-line merchandising as the key to the success stories of several Columbia salesmen whom he praised for outstanding performance. These salesmen opened new accounts by proving to the dealer the saleability of light classics and basic standards. Columbia's experience now enables its salesmen to program the

(Continued on page 46)

Columbia's 'Grow Power' Campaign To Aid Full-Line Retailers; Sub-distributors Warned On Functionals

MIAMI—Columbia Records carries its 'age of reason' concept a step further this year with Bill Gallagher, vice president of marketing, reporting a number of innovations designed to further improve Columbia's position in the marketplace by developing the full-line retailer. Gallagher's announcement came at the label's sales convention in Miami Beach last week.

Dedicated to the belief that the label must grow as a complete line selling both impulse and catalog merchandise and avoid becoming an impulse line only, Columbia is taking the following steps:

After reaffirming its position which continues to recognize a functional discount for legitimate sub-distributors, Columbia Records Distributing has announced it will not sell to sub-distributors who solicit full-line distributor accounts of Columbia. This move is also aimed at preventing "conduit" or "pass-through" sub-distributors who sell their product purchased at the 10% functional discount to retailers, passing along a large portion of the functional as a price incentive when the functional was designed to give sub-distributors an allowance for servicing rack-oriented outlets and not the full-line retailer.

This step is also designed to keep the full-line retailer just such a location and prevent him from becoming a thinly stocked "cherry picking" outlet.

Increased Ad Allowance

Columbia also announced that it has increased the sub-distributor's advertising allowance from 3½% to 4% enabling him through creative means to increase his business. Simultaneously, Columbia increased its ad allowance to the full-line dealer (who stocks in depth and whose product turns more slowly) from 3½% to 6%, the extra 2½% to be used in media advertising. These ad allowances will be offered until the end of the year.

After the debut of the above concept which was tagged "Grow Power . . . in the Age of Reason," the following letter from Joe Lyons, director of sales at Columbia Record Distributors,

was dispatched to all sub-distributors:

TO: COLUMBIA RECORDS SUB-DISTRIBUTORS

At our recent Sales Convention in Miami, Columbia Records reaffirmed its long standing position regarding functional discount policies. We recognize vividly the role played by the legitimate sub-distributor in this great industry's growth—the merchandiser who is aware of the priceless creativity offered by national promotion—the merchandiser who is aware that he is a direct beneficiary of the efforts of every sales and promotion man representing Columbia Records.

Your business is primarily to bring impulse product to the masses. Our responsibility, however, is to market and promote a complete catalog with product ranging from impulse to cultural repertoire. We know from our mutually successful relationship that you are good businessmen; that it would be unnecessary to explain the costs involved in fulfilling the catalog demand for all types of customers. Continue to operate as a good businessman, concentrate on only those accounts which you can intelligently supply and profitably service. Don't give away profits which you alone are entitled to, which you alone need to continue steady, healthy growth.

We are increasing your advertising allowance to 4%, thus enabling you, through legitimate and creative means to bring about a dramatic business increase—yours and ours! Columbia strongly endorses your important role by continuing to grant you a functional discount—but this year gentlemen, Columbia Record Distributors will discontinue all sales to any sub-

distributor who continuously solicits full-line distributor accounts serviced by Columbia—or whose operation is in violation of our sub-distributor agreement!

Be good businessmen gentlemen . . . spend more time developing your accounts . . . spend more time merchandising rack oriented product in rack oriented outlets.

Yesterday was a great year . . . we invite you to GROW with us today and tomorrow.

At a press conference held at the Columbia convention last Wed. (14) Gallagher made his company's stand quite clear. "We don't want to go to a one price for all policy," he said. "We feel that a sub-distributor deserves a

(Continued on page 46)

Col's Merchandising Story

NEW YORK—Columbia Records' National Sales Convention was highlighted by a varied merchandising presentation which stressed the label's expanding merchandising and advertising programs. Stan Kavan, vice president and general manager of Columbia Records Sales Corp., reported on new merchandising tools created for dealers. Al Goldstein, director of advertising and sales promotion, discussed the "new look" of Columbia's ads with continued emphasis on the complete Columbia catalog, and sales promotion material featuring newly designed displays was introduced by Joe Norton, director of sales promotion material and pop albums merchandising.

Kavan, in addressing Columbia's salesmen, stressed the importance of their function as full-line merchandisers: "For yours is the most vital marketing role. It's you who take over at the place where the consumer actually meets the product—the impact point—the point at which Columbia's competitive edge is really determined. Good sales tools play an important part in helping you to maintain that competitive edge." To increase productivity and reduce wasted sales motion, the following new tools were introduced by Kavan: a new sales presentation, a new catalog, a new inventory tool, a new portfolio and a new top-opening Profit-Pack, the most complete sales pack in the record industry.

The sales presentation features a newly designed Buyways binder which is encased in a soft leather cover and is both bigger and lighter than the previous binder. In addition, there are more illustrated reference lists which contain Columbia's entire catalog, essential inventory LP's, the complete basic library sets, Columbia Masterworks Masterplan "65" and "Top Pops" lines.

The new catalog is no longer numerical but is alphabetical by artist

(Continued on page 42)

RIAA: '64 Disk Sales Set Mark

NEW YORK—Manufacturers' sales of phonograph records in 1964 set a new all-time high of \$275,530,000, the Record Industry Association of America (RIAA) announced last week.

In terms of retail list price value, sales in 1964 amounted to \$578,600,000 against \$529,660,000 in 1963.

Final tabulations based on data gathered by the music trade association and correlated with reports issued by the government agencies, indicate that sales of LP's in 1964 comprised about 76 percent of the total dollar volume, the balance being made up of 45 single records, 45 and 33½ multi-band records and some 78 disks. This was very close to the same ratio which prevailed in 1963.

Stereo recordings continued to inch up in ratio to total sales of albums, accounting for better than 45 percent of total LP sales in 1964 compared with just 44 percent in 1963. Classical albums in stereo comprised over 54 percent of total stereo sales compared to 53 percent in 1963.

D'Imperio Heads Victor's New Prod. - Talent Dept.

NEW YORK—RCA Victor Records has named Joseph E. D'Imperio to the newly created post of vp of product and talent development, according to Norm Racusin, vp and operations manager.

D'Imperio, formerly vp of business affairs at the label, will be responsible for both the pop and Red Seal A&R departments. In addition, he'll continue to handle the label's business affairs.

Reporting directly to D'Imperio in his new post will be Steve Sholes, pop A&R vp, and Roger Hall, manager of Red Seal A&R. A new business affairs manager, yet to be named, will also report to the exec. D'Imperio, in turn, reports to Racusin.

An announcement said that the creation of the new dept. reflected the "growing complexities of today's record business with the resulting increased interdependence between A&R and business affairs activities."



JOSEPH D'IMPERIO

D'Imperio joined RCA in Nov., 1955 as a member of the law dept. of the manufacturing and service divisions in Camden, N.J. In May, 1957, he was assigned as counsel to the label, and in June, 1960, he became senior counsel. He became vp of business affairs on July 1, 1963, reporting to Racusin.

Knapp Makes Overall Exec Changes



JOE ZALESKI



GENE ARMOND



MACEY LIPMAN



HY GRILL



NORM LESKIW



TOM CATALANO LARRY WEISS



LARRY RAY



DON WRIGHT

NEW YORK — Kapp Records has carried out a series of personnel moves designed to strengthen its overall product lines as well as its ability to achieve a continuing sales growth at a "reasonable" profit, according to Mickey Kapp, exec vp. The moves involve a series of staff promotions as well as additions to the sales and creative areas of the company.

Two major appointments, made within the last six months, include Joe Zaleski as manager of distributor sales, and Herb Linsky as manager of rack and special sales. Both are coordinating their activities closely with Al Cahn, vp and national sales manager.

Zaleski joined the company earlier this year. He left an executive post with DCP Records to accept the Kapp position. Linsky had held a similar sales post with London Records before

taking over the Kapp rack sales job.

Working with Zaleski are three regional distributor sales managers, which include Kapp veteran Macey Lipman (east), and Norman Leskiw (midwest). The third regional man is Zaleski himself, who will cover the West Coast in addition to his work as head of distributor sales.

National promotion manager Gene Armond and Zaleski have just made three new appointments to the firm's regional promotion staff. These include Don Wright (east), Larry Lubliner (midwest) and Larry Ray (west coast), who will operate out of San Francisco. Lubliner was formerly with M S Distributors, Chicago, and Ray had been with Chatton Distributors, San Francisco.

Coordinating with the promotion

(Continued on page 44)



Ramsey Lewis Trio

**THE
"IN"
CROWD**

ARGO 5506

Billy Stewart

**SITTING
IN THE
PARK**

CHESS 1932

Little Milton

**WHO'S
CHEATING
WHO**

CHECKER 1113

The Radiants

**WHOLE LOT
OF WOMAN**

CHESS 1939

James Phelps

*LA DE DA,
I'M A FOOL
IN LOVE*

ARGO 5509



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 JULY 14TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
48%	It's The Same Old Song	Four Tops	Motown	48%
42%	California Girls	Beach Boys	Capitol	42%
40%	A Little You	Freddie and Dreamers	Mercury	40%
39%	I'll Always Love You	Spinners	Motown	70%
37%	You Tell Me Why	Beau Brummels	Autumn	69%
36%	The Tracker	Sir Douglas Quintet	Tribe	73%
35%	Tracks Of My Tears	Miracles	Tamla	84%
34%	Poppa's Got A Brand New Bag	James Brown	King	34%
33%	Like A Rolling Stone	Bob Dylan	Columbia	33%
32%	It's Gonna Take A Miracle	Roylettes	MGM	70%
31%	Hung On You	Righteous Bros.	Philles	79%
30%	One Dyin' And A Buryin'	Roger Miller	Smash	71%
29%	In The Midnight Hour	Wilson Pickett	Atlantic	29%
28%	Unchained Melody	Righteous Bros.	Philles	60%
27%	He's Got No Love	Searchers	Kapp	61%
26%	Candy	Astors	Stax	26%
25%	Down In The Boondocks	Billy Joe Royal	Columbia	78%
24%	The Loser	Skyliners	Jubilee	70%
23%	You Were On My Mind	We Five	A&M	85%
22%	You'd Better Come Home	Petula Clark	Warner Bros.	89%
21%	Since I Lost You Baby	Temptations	Gordy	21%
20%	I'm A Fool	Dino, Desi and Billy	Reprise	76%
19%	Sugar Dumpling	Sam Cooke	RCA	19%
18%	Looking Through The Eyes Of Love	Gene Pitney	Musicor	18%
17%	All I Really Want To Do	Cher	Imperial	81%
16%	I Got You Babe	Sonny and Cher	Atco	95%
15%	I've Cried My Last Tear	O'Jays	Imperial	15%
14%	You're My Baby	Vacels	Kama Sutra	77%
13%	Moonglow "Theme From Picnic"	Esther Phillips	Atlantic	13%
12%	I'm A Fool To Care	Ray Charles	ABC	12%
11%	I'm A Happy Man	Jive Five	UA	11%
10%	Take Me For A Little While	Jackie Ross	Chess	10%

LESS THAN 10% BUT MORE THAN 5%

TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
Owee, Owee	Perry Como (RCA)	9%	Why Don't You Believe Me	Vic Domone (Worner Bros.)	15%	I'm Alive	Hollies (Imperial)	25%
I Can't Stand To See You Cry	Jerry Butler (VeeJoy)	9%	Action	Freddy Cannon (Worner Bros.)	8%	What Are We Gonno Do	Dovid Jones (Colpix)	7%
My Nome Is Mud	Eddie Rombeau (Dynovoice)	31%	Ju Ju Hond	Som The Shom & Phoroohs (MGM)	8%	For Your Love	Som & Bill (Jodo)	7%
						Summertime Girl	Trade Winds (Red Bird)	7%





IS A FESTIVAL OF SUMMER HITS

THE YARDBIRDS

HIT THE JACKPOT AGAIN WITH
"HEART FULL OF SOUL"

5-9823



ALSO NEWLY RELEASED AND HEADED FOR THE TOP OF THE ALBUM CHARTS:



LN 24167 / BN 26167 Stereo



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 **LOOKING THROUGH THE EYES OF LOVE**
(Screen Gems-Col.—BMI)
Gene Pitney (Musicor 1103)
- 2 **HALLELUJAH**
(Saturday BMI)
Invitations (Dynovoice 206)
- 3 **WHITTIER BLVD.**
(Conte BMI)
Thee Midnighters (Chattahoochee 684)
- 4 **YOUR BABY DOESN'T LOVE YOU ANYMORE**
(High Wood—BMI)
Ruby & Romantics (Kapp 665)
- 5 **YOU WERE ON MY MIND**
(M. Witmark—ASCAP)
We Five (A & M 770)
- 6 **STOP, LOOK WHAT YOU'RE DOING**
(East—BMI)
Carla Thomas (Stax 172)
- 7 **HAPPY FEET TIME**
(Lucian—ASCAP)
Montclairs (Sunburst 106)
- 8 **ONLY THOSE IN LOVE**
(Brawn BMI)
Baby Washington (Sue 129)
- 9 **I'M ALIVE**
(Camelback-Mountain—BMI)
Hollies (Imperial 66119)
- 10 **LIAR LIAR**
(Celann—BMI)
Castaways (Soma 1433)
- 11 **I PUT A SPELL ON YOU**
(Metric—BMI)
Nina Simone (Philips 40286)
- 12 **MOONGLOW (THEME FROM PICNIC)**
(Mills—ASCAP)
Esther Phillips (Atlantic 8203)
- 13 **END OF THE WORLD**
(Summit—ASCAP)
Herman's Hermits (MGM 13367)
- 14 **FROM A WINDOW**
(Maclean—BMI)
Chad & Jeremy (World Artists 1056)
- 15 **NO, NO I'M LOSING**
(Valley—BMI)
Aretha Franklin (Columbia 43333)
- 16 **MY NAME IS MUD**
(Saturday BMI)
Eddie Rambeau (Dynovoice 207)
- 17 **TICKLE ME (EP)**
Elvis Presley (RCA Victor 4383)
- 18 **FOLLOW ME**
(Hill & Range—BMI)
Drifters (Atlantic 2292)
- 19 **I'M HURTIN' INSIDE**
(Keel—BMI)
Shep & Limeliters (Hull 772)
- 20 **99 + 1**
(Bonatemp, Rated BMI)
J. Gardner (Blue Rock 4026)
- 21 **BOSS LOVE**
(Mah's—BMI)
Lee Rogers (D-Town 1050)
- 22 **A LITTLE YOU**
(Leeds—ASCAP)
Freddie & The Dreamers (Mercury 72462)
- 23 **IN THE MIDDLE OF NOWHERE**
(Budd—ASCAP)
Dusty Springfield (Philips 40303)
- 24 **HE'S GOT NO LOVE**
(Toby—BMI)
Searchers (Kapp 686)
- 25 **OOWEE OOWEE**
(Leeds—ASCAP)
Perry Como (RCA Victor 8636)
- 26 **WHERE WERE YOU WHEN I NEEDED YOU?**
(E. B. Marks)
Jerry Vale (Columbia 43337)
- 27 **THE TRACKER**
(Crazy Cajun—BMI)
Sir Douglas Quintet (Tribe 8310)
- 28 **SO MUCH IN LOVE WITH YOU**
(MRC—BMI)
Ian & Zodiacs (Philips 40291)
- 29 **I'VE CRIED MY LAST TEAR**
(Minit—BMI)
O'Jays (Imperial 66121)
- 30 **MAE**
(Miller ASCAP)
Herb Alpert & Tijuana Brass (A&M 767)
Pete Fountain (Coral 62454)
- 31 **SOUTHERN COUNTRY BOY**
(Dublin—BMI)
Carter Bros. (Jewel 745)
- 32 **SUMMER WIND**
(M. Witmark—ASCAP)
Roger Williams & Harry Simeone
- 33 **TIGER WOMAN**
(Al Gallico BMI)
Claude King (Columbia 43298)
- 34 **LET THE WATER RUN DOWN**
(Melin—BMI)
P. J. Proby (Liberty 55806)
- 35 **LIKE A ROLLING STONE**
(M. Witmark—ASCAP)
Bob Dylan (Columbia 43346)
- 36 **OUT IN THE SUN**
(Grandcanyon—BMI)
Beach Nuts (Bang 504)
- 37 **YOU'RE GONNA MAKE ME CRY**
(Dan—BMI)
O. V. Wright (Back Beat 548)
- 38 **SALT WATER GUITAR**
(Wayfarer—ASCAP)
Burl Ives (Decca 31811)
- 39 **THE SWEETHEART TREE**
(Easthill—ASCAP)
Johnny Mathis (Mercury 72464)
- 40 **YOU'LL MISS ME (WHEN I'M GONE)**
(Chevis BMI)
Fontella Bass & Bobby McClure (Checker 1111)
- 41 **IN CROWD**
(American—BMI)
Ramsey Lewis (Argo 5506)
- 42 **YOU'VE GOT TO EARN IT**
(Jabete—BMI)
Temptations (Gordy 7043)
- 43 **LOUIE LOUIE**
(Limax—BMI)
Kingsmen (Wand 143)
- 44 **MY PRAYER**
(Skidmore—ASCAP)
Shelly Fabares (Dunhill 4001)
- 45 **THAT GOES TO SHOW YOU**
(Fimar-Baby Monica—BMI)
Garnet Mimms (United Artists 887)
- 46 **POOR BOY**
(Chevis—BMI)
Tony Clarke (Chess 13946)
- 47 **TAKE ME FOR A LITTLE WHILE**
(Lallipap—BMI)
Jackie Ross (Chess 1938)
- 48 **WHAT ARE WE GOING TO DO**
(Screen Gems-Col.—BMI)
David Jones (Colpix 784)
- 49 **TANSY**
(Bourne-Rank—ASCAP)
Pee Wee Spitelera (RCA Victor 8606)
- 50 **IT AIN'T ME BABE**
(M. Witmark—ASCAP)
Turtles (White Whale 222)

RECORD DEALERS:

One-stop, one-day service! Strictly Wholesale! No extras, no gimmicks! ALBUM DISCOUNT PROGRAMS ARE ALWAYS AVAILABLE!

LP's

Any label

\$2.35 **\$2.97** **\$3.59** **58¢**

3.79 list \$4.79 list \$5.79 list 45's

Save time and money! Orders filled and shipped same day received—anywhere in the U.S.A.

12 Ronette Astatic

Replacement Needles

The most popular sapphire needle. Packaged 12 per display card.

1 or 2 cards **\$5** per card 3 or more cards **\$4** per card

Retails at \$2.50 per needle. Fits most popular models of brand-name phonographs.

45 RPM ADAPTERS



5 adaptors to a plastic envelope—25¢ list. 24 envelopes per display card—\$6 list. Your cost . . .

\$1.75

per card
Available in bulk
at \$5 per thousand

RECORD CLEANING CLOTH



Steady profit-maker! Every record purchaser will want one. Good quality. Individually "peg-packaged". Retail price \$1 each. Your cost . . .

\$1.75

per dozen

VM & BSR SPINDLES



Tremendous profit item. Retail price \$2.95. You can order one or one hundred at this same low price.

95¢

each



REDISCO

The Records Distributing Company

The nation's number one wholesale one-stop/one-day service. All record labels. Telephone 727-6420 (area code 301). 1815 Guilford Avenue, Baltimore, Maryland 21202

Post-paid shipments when payment is enclosed with order or we will ship C.O.D.

**ALL THE EVIDENCE POINTS TO A
NEW HIT SINGLE BY NEIL SEDAKA
"THE WORLD THROUGH A TEAR"^{C/W}
"High on a Mountain (Deep in a Valley)" #8637 **RCA VICTOR****

 The most trusted name in sound 





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

HELP! (2:15) [Macleam, BMI—Lennon, McCartney]

I'M DOWN (2:30) [Macleam, BMI—Lennon, McCartney]

BEATLES (Capitol 5476)

The fabulous foursome are sure of garnering instantaneous sales acceptance with this new release, "Help!", which also happens to be the tag tune of the group's soon-to-be-released new flick. Side is a hard-driving, rollicking ode about a poor lad who loses some of his independence after he becomes involved with a new gal. "I'm Down" is a raunchy, blues-drenched rocker with an infectious repeating danceable riff.

JU JU HAND (2:05) [Beckie, BMI—Samudio]

BIG CITY LIGHTS (2:38) [Beckie, BMI—Kessler, Davidson]

SAM THE SHAM & PHARROHS (MGM 13364)

Sam the Sham & the Pharrohs are still clicking with their reputation-establishing deck of "Wolly Bully" and this potent follow-up stanza dubbed "Ju Ju Hand" should also develop into blockbuster proportions. The side is a rollicking, raunchy fast-moving blues-tinged twister with an infectious repeating riff. "Big City Lights" is a warm-hearted countryish rhythmic rocker sold with loads of poise by the crew.

I DON'T WANT TO LIVE (WITHOUT YOUR LOVE) (2:40)
[Tepper, Bennett, Azavour, Garvarentz]

HOLDING BACK THE TEARS (2:55) [Cedarwood, BMI—Joy, Wilkin]

BOBBI MARTIN (Coral 62457)

Bobbi Martin should make it four-in-a-row with this excellent newie called "I Don't Want To Live (Without Your Love)." The side is a rhythmic, easy-going, chorus-backed country-flavored romantic lament about a gal who is still burning the torch for her ex-fella. The bottom lid, "Holding Back The Tears," is a pretty, laconic slow-moving country-blueser.

HEART FULL OF SOUL (2:28) [Miller ASCAP-Gouldman]

STEELED BLUES (2:36) [B. Feldman BMI-Beck]

YARDBIRDS (Epic 9823)

The Yardbirds are still scoring with their initial reputation-establishing smash, "For Your Love," and this second entry, "Heart Full Of Soul," looms as a sure-fire winner's circle candidate. Side is a raunchy, blues-drenched heart-throbber about a romance which ends up on the rocks. "Steeled Blues" is a funky, low-down, laconic instrumental stanza.

SHAKE AND FINGERPOP (2:43)
[Jobete, BMI—DeWalt, Woods, Horn]

CLEO'S BACK (2:30) [Jobete, BMI—Woods]

JR. WALKER & ALL STARS (Soul 35013)

Hot-on-the-heels of their recent pop-r&b smasher, "Boomerang," Jr. Walker & The All Stars come up with a top-notch follow-up stanza which seems assured of going the hitsville route. The tune is a medium-paced blues-drenched happy-go-lucky romancer with a contagious multi-beat teen-angled beat. Flip, "Cleo's Back," is a raunchy, low-key instrumental stanza.

COLOURS (2:45) [Southern, ASCAP—Donovan]

JOSIE (2:40) [Southern, ASCAP—Donovan]

DONOVAN (Hickory 1324)

British folkster Donovan is a sure-fire cinch to repeat his "Catch The Wind" success with this excellent newie called "Colours." The self-penned original is a tender, slow-moving, rhythmic pledge of romantic devotion sold by the songster in his distinctive Bob Dylan-ish style. The coupler, "Josie," is a pretty, sentimental ballad in a tradition-oriented folk vein.

IF I DIDN'T LOVE YOU (2:10) [Metric, BMI—Barkan, Sawyer]

JUST A LITTLE BIT OF YOUR SOUL (2:30)
[Chuck & Betty-Flomer, BMI—Jackson]

CHUCK JACKSON (Wand 188)

The vet chanter is a logical choice to move rapidly up the charts with this blue-ribbon newie tabbed "If I Didn't Love You." The tune is a plaintive, slow-shufflin' chorus-backed pop-blues romancer all about a fella who is especially hung-up on the girl of his dreams. "Just A Little Bit Of Your Soul" is a rollicking, hard-driving instrumental stanza.

Pick of the Week

LA DE DA, I'M A FOOL IN LOVE (2:35) [Chevis, BMI—Barge]

WASTING TIME (3:15) [Chevis, BMI—Caston, Jones]

JAMES PHELPS (Argo 5509)

James Phelps had a nice run for the money last time out with "Love Is A Five Letter Word" and this follow-up gives every indication of becoming a like hit. The plug lid, "La De, I'm A Fool In Love," is a throbbing, romantic r&b opus about a fella who is on cloud nine 'cause he's in love. "Wasting Time" is a haunting, heart-tugging tale of remorse sold with plenty of poise by the chanter.

I LEFT MY HEART IN SAN FRANCISCO (2:12)
[General, ASCAP—Cory, Cross]

I DONE GOT OVER IT (2:40) [Minit, BMI—Kadore]

FATS DOMINO (Mercury 72463)

Fats Domino gets his Mercury career off to a flying start with this top-notch reading of "I Left My Heart In San Francisco." The vet chanter reads the Tony Bennett-associated romantic ballad in a feelingful, moody shuffle-beat pop-blues style nicely complemented by some lush orking and chorus. "I Done Got Over It" is a raunchy swingin' happy blueser soulfully delivered by Domino.

WHOLE LOT OF WOMAN (2:49) [Chevis, BMI—McAlister, Vail]

TOMORROW (2:55) [Chevis, BMI—McAlister, Caston]

RADIANTS (Chess 1939)

The Radiants are an odds-on bet to click in both the pop and r&b departments with this top-rung newie tabbed "Whole Lot Of Woman." The tune is a pulsating, rhythmic warm-hearted romancer about a real lucky guy who has finally found the girl of his dreams. "Tomorrow" is a plaintive, slow-shufflin' traditional blues weeper.

Looks like Johnny Cash will go the dual-market success route with his new Columbia outing tabbed "The Sons Of Katie Elder." See country reviews.

Newcomer Pick

LOOK WHAT I GOT (2:31)
[Screen Gems, Columbia, BMI—Fischhoff, Powers]

IT COULD HAVE BEEN ME (2:31)
[Twin Tone WA BMI—Jerome, Ciccone, Amodeo]

GERRI THOMAS (World Artists 1059)

Newcomer Gerri Thomas can speedily make a national name for herself with this mighty impressive World Artists bow dubbed "Look What I Got." The side is a chorus-backed effectively-building pop-r&b happy-go-lucky romancer with a contagious rhythmic beat. The backside, "It Could Have Been Me," is an easy-going, shuffle-beat tale about unrequited love.

THE WORLD GOES ON
WITHOUT ME (2:25)
[See Lark, BMI—Hally]

LISTEN TO MY HEART
CRY (2:30)
[Catalogue, Ragmar, BMI—
Ragovoy, Elgin]

NANCY WAYBUMN (Warner Bros. 5646)

Nancy Wayburn can click with either lid or both of this mighty impressive Warner Bros. bow. One side, "The World Goes On Without Me," is a rhythmic, medium-paced teen-angled tearjerker about a gal who is heartbroken since her romance went on the rocks. The other side, "Listen To My Heart Cry," is an extremely interesting slow-moving dual-track blues-flavored romancer. Eye 'em both.

Best Bets

TIGERS (Sumthin Else 4762)

LOIS JOHNSON (Epic 9828)

● SHE CALLS ME BABY (2:32) [R.E.N.R.E.L., BMI—Oeller] The extremely strong vocal on this ballad (that resembles much of the early slow Presley material) could send the deck shooting up the pop charts. Soft ork cushioning provided on this fine side.

● YOU REALLY KNOW HOW TO HURT A GIRL (2:18) [Combine, BMI—Owens, Parton] This femme answer deck to the Jan & Dean hit could scare up plenty of programming time via its steady mid-tempo beat, the hefty vocal job from Lois Johnson, and the catchy country flavored appealing sound.

(B+) I SEE THE LIGHT (2:21)
[R.E.N.R.E.L., BMI—Peil]
Up-tempo group effort.

(B+) THE WHOLE WORLD IS TURNING (JUST FOR US) (2:34) [Silver Star, BMI—Jay] Slow c&w side.



The International
HIT MAKER!



Roy Orbison
sings

**(SAY) YOU'RE
MY GIRL**

c/w

**SLEEPY HOLLOW
MONUMENT 891**

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





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

PRETTY THINGS (Fontana 1518)

● **CRY TO ME (2:51)** [Robert Mellin, Progressive, BMI—Bert, Russell] This cleverly orked mid-tempo throbber packs a powerful wallop that could easily work up a strong teen response to this English recording. Solid beat, smooth vocal sound, hit potential.

(B+) **I CAN NEVER SAY (2:45)** [Near North, BMI—Adpt. Pretty Things] Infectious bounce on this bluesy side.

HALOS (Congress 244)

● **JUST KEEP ON LOVING ME (2:37)** [Joy, ASCAP—Martin, Goehring, Deborah] Lush "Exodus" sound pervades this haunting ballad by the Halos, which could find a hitsville future, through the solid vocal build and nicely gliding ork throb. May catch plenty of spins and sales.

(B+) **DO I? (1:45)** [Drury Lane, BMI—Andrew, Maheu, Kaye] Steady beating multi-dance side.

RPM'S (Mala 508)

● **MEMPHIS BEAT (1:54)** [Teen Gems, BMI—Lee, Reynolds, Addington] The driving throbbing beat on this hard paced mover coupled with an infectious steady vocal pounding makes this a side tailored for the dance minded teens. Could be greeted with strong sales.

(B+) **YOU CAN LOVE ME (2:55)** [Tuneville, Westex, BMI—Allsup, Cason, Maxwell] English sounding tune.

LITTLE BERNIE AND THE CAVALIERS (Ascot 2183)

● **POOR TOWN (2:19)** [Percom, Unart, BMI—Milton] Potently applied orking on this constantly moving, driving side could give it the extra boos needed to send it on its way up the best seller lists. Impressive workout with good potential.

(B+) **DO YOU (2:06)** [Percom, Unart, BMI—Milton] Up-tempo blues throbber.

JERRY MURAD'S HARMONICATS (Columbia 43348)

● **ROMANCE, ROMANCE (2:07)** [Jacquie, BMI—Lee, Petrov] Look for this side to pull in plenty of cash through the juke box circuits. The easy shuffling ballad from "Meet Me In Moscow" provides a nice piece of listening for good and pop outlets. Could make some noise.

(B+) **ME AND MY SHADOW (2:00)** [Bourne, ASCAP—Rose, Jolson, Dreyer] Bouncy reading of the chestnut.

HANK WALLIS (RCA Victor 8638)

● **LONG TALL TEXAN (2:18)** [Adams-Ethridge, BMI—Strzelecki] Feet moving beat and a catchy throaty vocal could grab the interest of teen rock fans, and the comical sound could send the sales on this item soaring well along its way. May catch on.

(B+) **DIANE (2:25)** [Tuneville, BMI—Strzelecki] Softly lilting ballad shuffler.

ORCHIDS (Roulette 4633)

● **GOOD GOOD TIME (2:23)** [T.M., BMI—Clark] Fine bluesy outing on this effort from the Orchids. The solid beat and groovy vocalizing of the female team could send this deck soaring up the r&b charts with a big pop reaction in store as well. A side to watch.

(B+) **LOVE IS WHAT YOU MAKE IT (2:21)** [Blackwood, BMI—McCoy] Mid-tempo rock-a-cha with r&b appeal.

LITTLE FREDDIE & THE GENTS (Showcase 402)

● **PUSH-KICK-SHOUT (2:03)** [Carldell, BMI—Edelson] The wild abandon of the group on this hard driving r&b-pop mover should push sales way up. Plenty of big bouncing life on this outing, could climb well onto the best seller lists. Keep a sharp eye on it.

(B+) **BETTY (2:18)** [Carldell, BMI—Edelson] Slower shuffle ballad side.

TYRANNIES (Watch 1903)

● **SHE'S A QUEEN (2:29)** [Rated Music, BMI—Hall, Bond] Fine group sound behind the lead singer, and some very good guitar orking make for an attractive teen item that could make a name for this group. The mid-tempo deck is likely to find a sales response that will send it into the winner's circle.

(B+) **LITTLE GIRL (2:19)** [Rated, BMI—Hall, Bond] More medium speed sounds here.

EXCITERS (Roulette 4632)

● **THERE THEY GO (2:30)** [Keetch, Caesar & Dino, BMI—Berns] A semi-way intro segues into an up-tempo half-Detroit, half-rock sound filled with a beat that should stir up sales activity through the r&b locations. Pop reaction could be strong enough to break it way up the charts.

(B+) **I KNEW YOU WOULD (2:27)** [Web IV, BMI—Berns] Slow frug-monkey-jerk beat on this ditty.

RICKY MARTIN (Blaine 4001)

● **WHEN I LOST YOU (2:38)** [Irving Berlin, ASCAP—Berlin] The lilting good music ballads that have come into blossom on the pop charts may well find another member of the club clicking in this heavily orked swinger from the Irving Berlin songbook.

(B+) **AND THAT REMINDS ME (2:40)** [Symphony House, ASCAP—Bargoni, Stillman] Potent revival of the "Pajama Game" goodie.

STEVE KARLISKI & MIMI ROMAN (Columbia 43355)

● **YES, MR. PETERS (2:28)** [Screen Gems-Columbia, BMI—Karliski, Kolber] This cover of the top 10 c&w outing by Roy Drusky and Priscilla Mitchell could well find a pop reception through its light melodic swing and the interesting drift of its lyrical content.

(B+) **PEOPLE ARE ALWAYS TAKING THINGS AWAY FROM ME (2:34)** [Screen Gems-Columbia, BMI—Karliski, Anthony] More c&w twing on this side.

Best Bets

DEVONS (Decca 31822)

● **IT'S ALL OVER NOW, BABY BLUE (2:21)** [M. Witmark, ASCAP—Dylan] The steady solid beat on this rock rendition of a Bob Dylan composition, working well with a wailing vocal job, could send this side along the trail that many of the folkster's songs have taken in the last few months.

(B+) **ARE YOU REALLY REAL (2:50)** [Beechwood, BMI—Usher] Dylanesque, vitriolic commentary.

LUIS ENRIQUEZ (RCA Victor 8635)

● **RENDEZVOUS IN ROME (2:30)** [Enriquez] An RCA Italiana recording, this lovely and lively instrumental could click with coin ops in a big way, and makes an interesting bit of change-of-pace pop programming. The happy sound might take off.

(B+) **IL GUARDIANO (2:26)** [Tonsoni] Cute guitar showcase.

GEORGIA GIBBS (Bell 626)

● **DON'T CRY JOE (2:08)** [Harms, ASCAP—Marsala] The softly plaintive sounds of Georgia Gibbs' follow up to "Let Me Cry On Your Shoulder" could prove a strong spinning selection, and a tune to be stocked by coin ops. With the soft sides catching cash, this one could click.

(B+) **CALL ME (2:07)** [Duchess, ASCAP—Hatch] Big swinging samba side.

BARBARA MASON (Charger 111)

● **TROUBLE CHILD (2:44)** [Stilran-Locket, BMI—Mason] Currently holding on to a top ten position with "Yes I'm Ready" on the Jamie/Guyden distributed Arctic label, Barbara Mason should find this funky r&b side one that will be well received by spinners and teens alike.

(B+) **DEDICATED TO YOU (2:45)** [Stilran-Locket, BMI—Stiles, Mason] Fine blues ballad.

MAD LADS (Volt 127)

● **DON'T HAVE TO SHOP AROUND (2:45)** [Makamilion, BMI—Shann, Love, Jones] Older fans of the rock scene will find the style of this crew reminiscent of many way back teams. The slow bluesy side here could have enough difference in sound to click with the youngsters as well.

(B+) **TEAR-MAKER (2:35)** [East-Public, BMI—Bailey, Hayes, Brown] City blues on a snappy side.

HAL BLAINE (Dunhill 4006)

● **TOPSY 65 (2:12)** [Cosmopolitan, ASCAP—Durham, Battle] Hal Blaine could grab a good deal of air time with this revamping of the while back Cozy Cole hit. The side features a throbbing drum showcase with handclapping backing that should hit it off with the dance crowd.

(B+) **LA BAMBA (2:54)** [Trousedale—Sloan, Barri, Blaine] Driving mid-tempo version of the popular tune.

TERESA BREWER (Philips 40310)

● **SAY SOMETHING SWEET TO YOUR SWEETHEART (2:08)** [Mills, ASCAP—Tepper, Brodsky] Another tune from the Tepper-Brodsky songbook, preceded by "Red Roses For A Blue Lady," this item impressively read by Teresa Brewer should be added to many a juke box and spinner's schedule.

(B+) **WHAT ABOUT MINE (2:32)** [Four Star, BMI—Thomas, Fuller] Pulsing teen rockable here.

RAY CHARLES SINGERS (Command 4070)

● **THE NUT SONG (2:15)** [January, BMI—Kohan, Angelos] A lively tune with novelty lyrics, this side from the Ray Charles Singers could be a nicely received outing with plenty of pop spins and a good deal of good music change-of-pace programming in store.

(B) **HEY, PRETTY PUSSYCAT (2:37)** [Record Songs, ASCAP—Charles, Severinsen] Bop-rock sounds here.

PETE SEEGER (Columbia 43349)

● **(THE RING ON MY FINGER IS) JOHNNY GIVE ME (2:10)** [Fall River, BMI—Abrahams, Howell] Light enough to carry the teens, and popular enough to appeal to a broad audience, this tune from his best selling "I Can See A New Day" LP could put Pete Seeger onto the singles charts.

(B+) **HEALING RIVER (2:40)** [Appleseed, ASCAP—Hellerman, Minkoff] Potently intoned folk ballad.

JOE AND EDDIE (Crescendo 353)

● **WALKIN' DOWN THE LINE (2:28)** [M. Witmark, ASCAP—Dylan] Currently making strong gains on the pop charts, Bob Dylan's songs provide a commercial appeal that picks up added attractiveness from the powerful driving styling of Joe and Eddie. Watch for this throbbing rocker to show up strongly.

(B+) **IT AIN'T ME BABE (1:58)** [M. Witmark, ASCAP—Dylan] Hard pounding up-tempo handling of another Dylan tune.

NELLA DODDS (Wand 187)

● **COME BACK BABY (2:25)** [Stilran, Flomar, BMI—Bishop, Gamble] Plenty of dance appeal in the rhythm, loads of r&b draw in the vocal and teen attraction in the lyrics make this deck a triple threat to break wide open on the blues and pop markets. Strong multi-dance mover.

(B+) **DREAM BOY (2:23)** [Bae-Virtu-Ellipsis, ASCAP—R. Kaefer, Virtuoso, A. Kaefer] Very catchy side with good off-beat sound.

DAMITA JO (Epic 9821)

● **NOBODY KNOWS YOU WHEN YOU'RE DOWN AND OUT (3:30)** [Leeds, ASCAP—Cox] Easy swinging makes for a lively reading of the oldie by Damita Jo. The deck is slated for groovy spinning and strong juke box showings. Fine vocal and some swell jazz orking here.

(B+) **WHISPERING GRASS DON'T TELL THE TREES (3:03)** [Mills, ASCAP—F. Fisher, D. Fisher] Powerful ballad side.



best selling
more roses from **VIC DANA!**

“MOONLIGHT AND ROSES”

B/W “WHAT’LL I DO” #309



Vic's big album bouquet

BST-8034 / BLP-2034



DOLTON
RECORDS
A PRODUCT OF
LIBERTY RECORDS



RECORD REVIEWS

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

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

Best Bets

NEIL SEDAKA (RCA Victor 8637)

● **THE WORLD THROUGH A TEAR** (2:39) [Bregman, Vocco, & Conn, ASCAP—P. Allen, C. Allen, Everitt] This light moving bossa nova side could put Neil Sedaka back in the winning ways that have established him in the pop field. Lush and potent orking adds further luster.

(B+) **HIGH ON A MOUNTAIN** (2:40) [Sutter, BMI—Junter, Grossman] Lilting ballad side.

SHAWN ELLIOTT (Roulette 4634)

● **THE JOKER** (1:59) [Musical Comedy Prod, BMI—Bricusse, Newley] A fine rendition of one of the "Roar Of The Greasepaint" tunes on this Roulette deck could put Shawn Elliott well in the best seller running. The sturdy beat makes for dance appeal, and his feelingful reading packs a punch.

(B) **LITTLE BIRD** (2:28) [Helios, BMI—Coburn, Bergen] Cutely orked shuffle-cha ballad.

PAT BOONE (Dot 16754)

● **RAINY DAYS** (2:45) [Sea-Lark, BMI—Kooper, Brass, Levine] The lazy loping lilt of this softly building ballad side could bring the name of Pat Boone back into pop prominence. Potently orked, and beautifully sung, the tune has hit possibilities that are very solid.

(B+) **WITH MY EYES WIDE OPEN I'M DREAMING** (2:26) [DeSylva, Brown & Henderson, ASCAP—Gordon, Revel] Shuffle orked reading of the standard.

KING FAMILY (Warner Bros. 5647)

● **THE SWEETHEART TREE** (2:15) [East Hill, ASCAP—Mancini-Mercer] The hit pairing of Henry Mancini and Johnny Mercer has come up with another stunning ballad side, this time for the movie "The Great Race." TV's King Family turns out a beautiful reading which should garner plenty of sales.

(B+) **AMEN** (2:42) [Beloved, BMI Arr. King] Bouncy version of the spiritual tune.

B+ REVIEWS

GALENS (Challenge 59302)

(B+) **I LOVE YOU MORE THAN YOU KNOW** (2:52) [4-Star Sales, BMI—Burgess] Driving cha-cha rock side.

(B+) **YOUNG DREAMS** (2:20) [4-Star Sales, BMI—Knight] Soft shuffle ballad.

BUDDY GUY (Chess 1936)

(B+) **LEAVE MY GIRL ALONE** (2:58) [Arc, BMI—Guy] Solid Chicago blues deck.

(B+) **CRAZY LOVE** (2:42) [Arc, BMI—Dixon] Up-tempo driver.

STU PHILLIPS (Capitol 5466)

(B+) **FEELS LIKE LOVIN'** (2:58) [Irod, BMI—Phillips] Chorale and ork side in the languorous vein.

(B) **GOIN' OUT OF MY HEAD** (2:58) [South Mountain, BMI—Randazzo, Weinstein] Interesting softie from the Little Anthony hit.

BILL DANA (A&M 773)

(B+) **CRY** (2:49) [Shapiro-Bernstein, ASCAP—Kohlman] Jose Jimenez comic reading of the sturdie.

(B) **JOSE'S DREAM** (2:52) [Almo, ASCAP—Dana, Lake] Multi-lingual comic-romantic side.

CAMARATA (Coliseum 2704)

(B+) **WHAT'S NEW PUSSYCAT?** (2:15) [United Artists, ASCAP—David, Bacharach] Fine instrumental from the Tom Jones hit.

(B) **(I CAN'T GET NO) SATISFACTION** (2:35) [Immediate, BMI—Jagger, Richard] Stones' sound read over here.

NIGHTMARES (Scepter 12105)

(B+) **I HATE GETTING UP IN THE MORNING** (2:12) [Flomar, Mitch, Murray BMI—Murray] Solid drive in this outing.

(B) **VERSA VICE** (1:58) [Flomar, Mitch Murray, BMI—Murray, Silvers] Pseudo-Player piano cutie.

GEORGIA BROWN (Capitol 404)

(B+) **TAKE YOU FOR GRANTED?** (2:10) [Vincent Youmans, ASCAP—Alexander, Goldenberg] Lightly Latin rhythmic side.

(B) **SOMETHING SIMPLE** (2:28) [Columbine, BMI—Matz, Forrest] Lovely ballad.

AFRICAN BEAVERS (RCA Victor 8639)

(B+) **NIGHT TIME IS THE RIGHT TIME** (2:56) [Crossroads, BMI—Herman] Down home blues on a side formerly done by Ray Charles.

(B) **YOU GOT SOMETHING** (2:45) [Olivia, BMI—Glasco] Multi-dance shuffle blues.

BOBBY FULLER FOUR (Liberty 55812)

(B+) **LET HER DANCE** (2:25) [Maravilla, BMI—Fuller] Solid throbbing tune here.

(B+) **ANOTHER SAD AND LONELY NIGHT** (2:17) [Maravilla, BMI—Fuller] Attractive multi-dance deck.

BOSTWEEDS (Chattahoochee 689)

(B+) **SIMPLE MAN** (2:05) [Jarhil, BMI—Culver] Loud English sounding mid-tempo side.

(B) **LITTLE BAD NEWS** (2:11) [Jarhil, BMI—Culver, Ready] Slightly faster tempo, otherwise ditto.

B+ REVIEWS

FOUR OF A KIND (Laurie 3309)

(B+) **PRANCE AROUND** (2:26) [Oasis, Laddie, BMI—Watson] Steady stomping side.

(B) **CHIPPIS PLAYGROUND** (1:47) [Laddie, Oasis, BMI—Watson] Infectious rocker.

SONNY SATIN (Crescendo 352)

(B+) **JUST THE MEMORIES OF YOU** (1:48) [Fieldcrest, BMI—Albin] Smooth ballad.

(B) **MY BABY PUT ME DOWN** (1:55) [Fieldcrest, BMI—Albin, Hasin, Lindsey, Maer] Up-tempo lid.

JONATHAN KING (Parrot 9774)

(B+) **EVERYONE'S GONE TO THE MOON** (2:30) [Mainstay, BMI—King] Soft bittersweet shuffle side.

(B) **SUMMER'S COMING** (2:30) [Mainstay, BMI—King] More easy going sounds here.

SHADOWS (Epic 9826)

(B+) **ALICE IN SUNDERLAND** (2:36) [Shadows, Hill & Range, BMI—Marvin, Welch, Bennett, Rostill] Bass guitar with a solid beat.

(B+) **STINGRAY** (2:28) [Helios, BMI—Ogerman] Potent mid-pace instrumental.

HEATWAVES (Josie 941)

(B+) **I'LL DO MY CRYING TOMORROW** (2:25) [Bright Tunes, BMI—Margo, Margo, Medress, Siegel] Lovely shuffle-throb blueser.

(B) **NOWHERE TO GO** (1:55) [Breadwinner, Tasi, BMI—Grasso, Venneri, Carl] Light bouncy side.

EFFIE SMITH (Duo Disc 115)

(B+) **TEENAGE WORLD PART II** (2:10) [Aries, BMI—Smith, Criner] Teen telephone tying talk.

(B) **TEENAGE WORLD, PART I** (2:28) [Aries, BMI—Smith, Criner] "Woolly Bully" backing to a comedy conversation.

YOUNG ONES (Alon 9025)

(B+) **SAWDUST** (2:53) [JARB, BMI—Neville] Sax wailing on this "Kansas City" blues beat deck.

(B) **TWO CENTS** (2:49) [JARB, BMI—Neville] Slow Memphis sax jerk side.

HYSTERICIS (Tottenham 5001)

(B+) **THAT'S ALL SHE WROTE** (2:05) [Edgin, BMI—Hysterics] English sounding mid-tempo side.

(B+) **WON'T GET FAR** (2:05) [Edgin, BMI—Hysterics] More of the same.

JACK MERLIN (Hickory 1322)

(B+) **ARE YOU** (2:10) [Acuff Rose, BMI—F. Bryant, B. Bryant] Lilting ballad.

(B) **LOVE LIFE OF CRIME** [Acuff Rose, BMI—Merlin] Pseudo-Presley rocker.

WHISPERING WINDS (MGM K13372)

(B+) **THE FIRST 100 YEARS** (2:34) [Crosswood, BMI—Harrison, Williams] Off beat r&b offering.

(B) **MY BABY** (2:15) [Crosswood, BMI—Harrison, Williams] Fair rock outing.

M-3'S (United Artists 889)

(B+) **THREE LONELY NIGHTS** (2:26) [Marvelle, Unart, BMI—Hart] Strong blues chanting.

(B) **I SEE A RAINBOW** (2:41) [Marvelle, Unart, BMI—Rachals] Lively pace on this ditty.

PHILIP DANTE (Four Corners 127)

(B+) **A MAN ALONE** (2:12) [Northern, ASCAP—Barry] Haunting theme from the forthcoming "The Ipress File."

(B) **THEME FROM THE YELLOW ROLLS-ROYCE** (2:10) [Miller, ASCAP—Ortolani] Perky semi-march tune.

(ORIGINAL) SPACEMEN (JAMECO 2005)

(B+) **SPACE WALKIN'** (2:40) [Flying Hawk Tamjay, BMI—Seabrook, Green] "Honky Tonk" orking behind a novelty conversation take off on the walk in space.

(B) **GEMINI ROCK** (2:20) [Van Mar, BMI—Green] R&B market instrumental.

ACCENTS (Liberty 55813)

(B+) **I REALLY LOVE YOU** (2:30) [Honeysuckle, BMI—Lapano] Slow throbbing r&b sounds.

(B) **WHAT DO YOU WANT TO DO** (1:55) [Honeysuckle, BMI—Lapano, Haines] Tasty softie.

JOE LEAHY (Tower 150)

(B+) **LIFE** (2:21) [Spoone, ASCAP—Leahy, Curb] Light moving brassy instrumental that features some fine build.

(B) **PINK POWDER PUFF** (2:15) [Mirby, BMI—Leahy] Throbbing swinger.

DANNY DAVIS & NASHVILLE STRINGS (MGM K13374)

(B+) **I'M HENRY VIII, I AM** (2:05) [Miller, ASCAP—Murray, Weston] Groovy pop-good music reading of the Hermits' hit.

(B) **THE END OF THE WORLD** (3:12) [Summit, ASCAP—Kent, Dee] Trumpet showcase of the Skeeter Davis smash.

another smash Imperial single!

“I’VE CRIED MY LAST TEAR”

“WHIP IT ON ME BABY”

#66121

THE

O’JAYS

IMPERIAL *on the go for '65!*



'Dixie' Gals Sue Lieber-Stoller

NEW YORK—Three gals who have performed as the Dixie Cups plus their mothers have filed a suit in Supreme Court of the State of N.Y. against Lieber-Stoller Productions.

Cash Box learned that the action preceded a \$7,500,000 damage suit against the team and ABC-Paramount Records by Stuyvesant Productions, with Jerry Lieber and Mike Stoller as principals, charging the team with breach of contract and unlawful use of the name "Dixie Cups," which Stuyvesant claims it has rights to under an agreement with the American Can Co.

In their action, Joan Marie Johnson, her mother, Ida Johnson, Rosa Lee Hawkins, her mother, Lucille M. Hawkins and Barbara Ann Hawkins claim that their written and oral deals with Stuyvesant were made when two members of the team, Joan Marie Johnson and Rosa Lee Hawkins, were minors, that they did not receive adequate royalty compensation for their recordings for Stuyvesant, released on the Red Bird label.

The action contends that the defendant did not comply with the provisions of the General Obligations Law in that it dealt with minors under the age of 21 and failed to obtain court approval of either the written or agreement or designate guardians for the "protection of infants." This, coupled with alleged fraud, enables the gals to end their ties with Lieber-Stoller, the action states.

The action further claims that Lieber-Stoller has no right to sell recordings by the Dixie Cups, to "harass" the group from performing under the Dixie Cups tag (actually Barbara Ann Hawkins is no longer a member of the group, with the action declaring that she has had difficulty, because of L-S moves, from inking with another label).

The suit seeks a decision from the Court that would allow the gals to continue to perform as the Dixie Cups, prevent Lieber-Stoller from selling their disks, to have the company "account and pay to plaintiffs all royalties that should have properly been paid to plaintiffs during the term or existence of the written and oral agreement."

Chess Yanks Cover Record From Market

NEW YORK—An amicable agreement has been made between Leonard Chess, top man at Chess Records, and George Goldner for Blue Cat Records, whereby Chess, who had no knowledge of his label covering "Take Me For A Little While" by Evie Sands, decided to recall his record as of July 12.

Chess said that he does not favor such practices in the record industry and that this incident was without his knowledge or consent.

All distributors and radio stations have been advised not to handle the record, as Chess will not have it available for further distribution.

Social Event: 'Bunny Hop' Gives Way To 'Alley Cat'

NEW YORK—No wedding, Bar Mitzvah or other social gathering with music seems to be complete these days without one part of the event realizing the "Alley Cat Dance."

The step, resembling the familiar "Bunny Hop" wherein one and all are invited to participate, has caught on like fire, to the complete surprise and mystery of the folks over at Metorian Music, publishers of the original "Alley Cat Song."

The firm commissioned Jack Wolf and "Bugs" Bower to write a lyric to the tune, and Atco Records is releasing its years-back hit instrumental reading of the tune by Bent Fabric, its composer.

As to the origins of the tune's new-won fame, Metorian concedes it just doesn't know and is willing to "give credit where credit is due" just as soon as it can receive authoritative word on how the dance caught on.

The "Alley Cat Song" has also been a strong sheet-music seller for Metorian, according to Frank Hackson of Charles Hansen Music, the sheet-music distrib.

Argo Serves Up 5 New LP's

CHICAGO—Jazz, blues and pop sounds are featured on the five new LP's just released by Argo Records. The Ramsey Lewis Trio's "live" recording "The 'In' Crowd" heads up the quintet, which also includes comedian George Kirby's album debut as a singer on "The Real George Kirby;" "Soul Sounds" with the Three Souls; Martin Yarbrough's "Mixed Moods;" and "Testifyin' Time" with Bunky Green.



GETZ AU GONE GONE—Shown boarding a plane at Kennedy International Airport, are Stan and Monica Getz who left for a concert tour of Japan. The Verve popular jazz artist will be back for a Forest Hills engagement on July 31. He was the recipient of three "Grammy" awards for his "Getz/Gilberto" LP, and currently has a best seller with "Getz Au Go Go."



PLATTER SPINNER PATTERN

A few years ago, WJMG-New York (now WHN) deejay Peter Tripp set a marathon spinning record when he stayed on the air for a total of 210 hours, 20 minutes and 10 seconds without sleep. Meanwhile, Kurt Van Dyk, the assistant manager with KCMK-Kansas City, Mo., feels that today's airmen are a much tougher breed, and on June 21 at 6:00 P.M. he took control of the turntable and set out to prove his theory. On June 30, at 12:41 in the afternoon, Van Dyk left the studio as the new champ, breaking the old record by 20 minutes. During his Herculean effort, he read commercials, handled the news, played records and all other forms of announcing, in addition to handling the control board at all times. He ate three meals a day and took no drugs. His only medicine was a jar of honey to give him energy. The magnificent effort was finally halted when Van Dyk began to show signs of acute fatigue and tension, and, immediately afterwards, he was given a police escort, to the local U-Smile Motor Hotel, where a red carpet treatment of bed and board was on the house. Congratulations to the new champ.

Another marathon is also to be congratulated. This one was staged by the staff of WBAI-New York to raise desperately needed funds for the station. Running for 52 hours and 52 minutes, the marathon drew some 4000 pledges and more than 500 new subscribers, as artists, dramatists, vocalists, musicians and noted speakers rallied to the cause, making on-the-air performances and pleas. At one time during the hectic stint, a caller who preferred to remain anonymous, called to match all donations made by 11 P.M., one hour before deadline. At eight minutes before the witching hour the goal of \$25,000 was reached. The outlet expresses sincere gratitude to all who helped make this fundraising campaign so successful.

As soon as the school doors were opened wide and the kids were sprung for the summer, KRGI-Grand Island, Neb. staged a wild "School's Out" party for its teen audience. Staged at the Grand Island Drive-In Theatre, the soiree kicked off with a battle of bands, featuring two local groups, the Elektras and the Kickouts, and followed up with the latest Elvis Presley flick. The free blowout, whose theme was aimed toward returning to school in the fall and furthering education, was capped off with prizes ranging from record albums to picnic baskets and charcoal grills. Ten local businesses bought up the party and the attendance (1,400 at last count) was considered highly successful. . . . P.S. The station is not being serviced very well by record dealers and can use lots of records, both pop and rock.

WJBK-Detroit has just concluded its Portable Radio Contest held for the Motor City listeners who could come up with unusual circumstances for listening to those pocket-sized crystal sets. Among some of the experiences submitted were "I listened while giving birth to my first child . . ." "I listened while water-skiing . . ." and "I listened while flying upside down in an airplane . . ." but the top prize, an RCA Stereo Console, went to the listener who claimed that she and her family listened on a picnic in the middle of the winter. She explained that they always hold picnics in the snow because the parks aren't crowded, there are no insects to bother them and they don't have to worry about the heat. Sounds like a snow-job.

WIP-Philadelphia has initiated a Graduate Assistantship in Communications at Temple University, whereby an outstanding candidate for the Master Of Arts degree in communica-

tion at the college will be given \$600 toward his tuition, and will receive \$2400 annually to cover his living expenses for the ten-month academic year. In addition to the grant, the student will work an average of 20 hours a week in the station's new department, and will also have the opportunity to work full time at the outlet during the two summer months when classes are not in session.



CAN'T YOU HEAR MY HEART-BEAT—Which, by some strange coincidence, is also the title of one of the first giant records put out by a group known as Herman's Hermits. In the photo above, the well known British group point out the amorous organ in question, which, by another coincidence, is covered with the official stamp of WTRY-Albany-Schenectady-Troy. The Hermits, one of the hottest imports to hit the U.S. since pizza, were up in the Troy area recently to headline a show sponsored by the outlet, and while they were there, the Manchester mop tops helped give an extra push to their latest chart-topper, "I'm Henry VIII, I Am." After the show, the disk artists got together with the disk pushers for a dazzling display of dentures, which was preserved for posterity by an alert camera bug who happened to be strolling by. The handsome devils making with the molars in the front row are known to their listening audience as Rick Snyder, program director Lee Grey, Bob Fuller, Jay Clark and Bob Connell, while the happy chap standing at the left goes by the handle of Ed Reilly.

Cars! Cars! And more cars! This time KFXM-San Bernadino is doling 'em out . . . as fast as possible. So far the Broadcast City outlet has turned over the keys to a 1965 Corvette Stingray and a shiny Jaguar, as well as a brand new Ford Mustang, with another set of wheels now being primed for giveaway. The next one will be a 1965 G-T Mustang.

Another station looking for records is KPAY-Chico, Calif. which is lacking about five of the hottest sounds in the nation. The station is a 10,000-watt Mutual affiliate and boasts of being the top rated station in eight of the eleven counties it serves. The station's policy calls for the listening of every new release as it comes in, so manufacturers and distributors are asked to keep 'em coming.

VITAL STATISTICS:

Alfred G. Grosby has been promoted to radio veep spot with Group One Broadcasting, including WAKR-Akron and WONE-Dayton. . . . Leslie F. Biehl, former traffic manager with KYW-TV, takes over as program manager with WKYC-Cleveland. . . . Bob Kimmel gets the nod as news editor with WABC-New York. . . . Jon Badeaux, former spinner with KFXM-San Bernadino, moves to music director with KAFY-Bakersfield. . . . John Sherman, formerly with WPOP-Hartford, joins the announcing staff with WLAN-Lancaster, Pa. . . . Diane Lee Horwood replaces Jo Anna Reilly who resigned as publicity director with KFVB-Hollywood.

CRYING IN THE CHAPEL RCA VICTOR
Valley Publishers, Inc.

SUCH AN EASY QUESTION RCA VICTOR
Elvis Presley Music, Inc.

(REMEMBER ME) I'M THE ONE WHO LOVES YOU REPRISÉ
Hill & Range Songs, Inc.

IT FEELS SO RIGHT RCA VICTOR
Gladys Music, Inc.

FOLLOW ME ATLANTIC
Rumbalero Music, Inc.

NO ONE DECCA
EPSEE Music, Inc./Hill & Range Songs, Inc.

CATCH THE BOUQUET COLUMBIA
Ross Jungnickel, Inc.

I'M LOSING YOU COLUMBIA
Valley Publishers, Inc.

SUMMERTIME GIRL RED BIRD
Bigtop Records, Inc.

JUST DANCE ON BY COLUMBIA
Valley Publishers, Inc.

MY CAROUSEL COLUMBIA
Noma Music, Inc.

TRAVELIN' LIGHT MGM
Alamo Music, Inc.

FARE THEE WELL COLUMBIA
Chad and Jeremy Music, Inc./Noma Music, Inc.

THE THRILL OF LOVING YOU WARNER BROS.
Blen Music, Inc./Tiparfillo Music, Inc.
Eleventh Floor Music, Inc.

THE ABERBACH GROUP
1619 Broadway, New York, N. Y.

From their album, "Summer Days," a new hit single—

THE BEACH BOYS
CALIFORNIA GIRLS
LET HIM RUN WILD

5464




5464

**From Wayne Newton, the smash sequel to
"Danke Schoen" and "Red Roses"!**



SUMMER WIND b/w
I'll Be Standing There
5470





RECORD RAMBLINGS

NEW YORK:

Three major openings last week on the nitery front provided pop, rock and folk fans with plenty of exciting entertainment. Arthur Prysock's power-packed stylings of ballads and blues songs capped the bill of fare at the Phone Booth, but it was the unusual decor of the club that turned up a surprise showing of the chanter's personal and personable side. With phones at each table, the audience was able to dial emcee Lenny Kent, to pose questions and carry on a conversation with the members of the show's cast. A consistent favorite on the LP scene and with coin ops, the Old Town artist is currently hitting on the singles charts via "It's Too Late, Baby, Too Late." . . . R&R star Lesley Gore began breaking up both teens and jet setters on the first program in the new Basin Street East series leading up to the nitery's discotheque switch in the fall. The Merc lark proved capable of entertaining not only the younger followers who turned out to see her, but also of wowing the somewhat more than young adult crowd with numbers: "I Like It Like That," and her new smash, "Sunshine, Lollipops And Rainbows." . . . Folk followers were in for a threefold treat presenting reps of the popular, blues and bossa sounds at the Cafe Au Go Go. Heading the lineup was Bob Gibson, an artist highly regarded as a major behind-the-scenes influence in the folk idiom, who showed that he could easily come to the fore under the spotlight. The singer's vocal and instrumental antics shifted easily from sweet to bitter with an amazing in-

tensity in both moods. With the necessity of tuning and re-tuning twelve strings, Gibson sparkingly maintained the audience's attention via some witty patter and lively humor. Others at the Village club were John Lee Hooker and Luis Henrique. . . . The Lettermen dropped by during their stay in New York to tape Al Hirt and Merv Griffin spots. The Capitol threesome was joined by Pete Bennett, and Mike Kordell, a new talent presently searching out material for his first waxing session. . . . Gale Garnett, back from a two-month European tour has taped a segment on the Canadian "Let's Sing Out" series, and will be doing a Jimmy Dean show as her first U.S. network appearance since her departure.

Eddie Fisher knocked out a brilliant performance recently at the Malibu Beach Club in Long Island, where he broke the news that he's got the screen rights to the Lerner & Loewe musical, "Paint Your Wagon," the show that preceded "My Fair Lady." Among the tunes that The Dot artist will be doing in a featured role are "They Call the Wind Maria" and "I Talk To The Trees." He says that if negotiations are firm, his co-star will be Brigitte Bardot. . . . The Barbra Streisand appearance at Forest Hills will be further bolstered by Neil Wolfe, whose composition "Barbra's Waltz" will be done for the first time. Show is slated for Aug. 8. . . . 20th Fox Records' promo staff will be cut out on the road this week, with Doug Moody going west, Al Calder covering the mid-west, and Chris Santer heading through the east and south; all covering the push on the "Magnificent Men" LP, and sound-

track singles from "Von Ryan's Express" and "Up From The Beach." New TCF-Hall product will also be a conversational mainstay. . . . Composer-arranger Joe Sherman winging to England to conduct for George Maharis' TV special "Blackpool Night Out." . . . Barry Resnick's verbatim comment on Baby Washington's "Only Those In Love": "Big! big! big!" . . . The Serendipity Singers are coming back from Australia with plans set to tape a Dean Martin stanza later this month (23). A bit of serendip, the plane fare for the nonet (and half fare for the bass) came to \$13,000. Metric merryman Al Altman is particularly mirthful this week with heavy sales and spins moving Chuck Jackson's "If I Didn't Love You" and the O'Jays' "I Cried My Last Tear" in the N.Y. and Detroit

man showing LP sales 5,000 above the norm where the star makes his pa's.

Elise Siani, who recently bowed for two-weeks at the Rat Fink Room, has been signed to a recording contract by Southern Sound, and has just completed sessions for her first 4 sides with the label. . . . Jordan Christopher and the Wild Ones are back at the Arthur for an indefinite stay. Currently cutting their first LP with United Artists, the crew has just finished filming "The Fat Spy." . . . Latin Quarter head Lou Walters has offered Xavier Cugat and Charo a 5-year contract as a result of the mobs they have been drawing during their stand. . . . Danny Altieri has signed the Tumblers to the Pocono label, with their first effort tabbed "Make



ARTHUR PRYSOCK



LESLEY GORE



KIM SISTERS

markets. . . . Wilson Pickett, Garnet Mimms, Brooks O'Dell and the Shirelles are featured in this week's Apollo r&b revue. . . . Georgia Gibb's follow up to "Let Me Cry On Your Shoulder" has been issued, it is another Weiss-Sherman job. "Don't Cry Joe" b/w "Call Me". . . . The talented Kim Sisters, currently at the Americana's Royal Box, have just cut four sides with Monument Records. The tunes are geared to the r&r mart. . . . Bobby Goldsboro, coming off his fourth consecutive UA best-seller "Voodoo Woman," jets to Hollywood to tape a Shindig stint. . . . The Epic diskery is really cashing in on Bobby Vinton's nation-wide tour of state fairs with figures from Mal Brave-

You All Mine." . . . Heads up proofing would have spotted the error in our review of the newie from the Rooftop Singers. The Vanguard deck is tabbed "Rainy River." . . . Best wishes to Deedee (Sperling), of Dick and, on her recent marriage to Bill Lee. . . . The group's heaviest television saturation yet has been planned for the Impressions with tapings set for 6 shows in a one-week period. . . . Johnny Mathis swings through the mid-west and into the east during the next few weeks on a tour that will be promoting his new Mercury outing, "The Sweetheart Tree." . . . Vic Dana's "Red Roses For A Blue Lady" follow-up comes out this week on both (Continued on page 21)

EPIC IS A OF SUMMMER

MERLE KILGORE
"DIG, DIG, DIG, DIG
(THERE'S NO MORE
WATER IN THE WELL)"
5-9816

THE BIGGEST
POP/C&W HIT
OF ITS KIND SINCE
"BIG BAD JOHN"

the single and album fronts. The chanter is to interrupt his night club tour for a two-week stand with the Air Force Reserves at March A. F. Base in Cal. . . . The American Mechanical Rights Agency (AMRA) has signed several new pubberies during the last few weeks including Johnny Tillotson's Ridge Music, and the rapidly rising Cantagallo Int'l, of Dr. Karl Heinz Busse.

CHICAGO:

Kent Beauchamp, topper of Royal Disc Dist., is all smiles over the recent addition of Colpix to the distrib's roster, and reports that label's "What Are We Going To Do" by David Jones is being programmed heavily in several areas including this one! Also



TUMBLERS



BEVERLY MacMURRAY



TOMMY COOPER

flourishing for Kent are Atco single "I Got You Babe" by Sonny & Cher and "It's My Turn Now" by Carol Fran (Port). . . . Local artists Steve Bledsoe and The Bluejays are appearing in the Happy Medium's Pussycat room. Group records for KaHill. . . . Vic Scaccia prepared some original material for his opening in A Touch Of Wells last week. . . . Bobby Garmisa took off on a two-week tour of duty with the National Guard. . . . Heartiest congratulations to Don Cihak of Star Title Strip Co. and his wife, Anne, on the birth of their ninth child! . . . Dick Gassen, formerly with Columbia, joined the staff of Triangle Theatrical Productions. . . . Mike Allen (United Record Dist.) is enjoying exceptional action here with singles "Do The 45" by The Sharpies,

"Tracks Of My Tears" by The Miracles and "One At A Time" by Maxine Brown. . . . While in town for his stint at McCormick Place, Mercury's Johnny Mathis, joined by co-stars The Young Americans, did the autographing bit at Goldblatt's downtown store. . . . Lou Abraham (WFMT) and his wife, Bernice, are recovering in an Ohio hospital from injuries suffered in the tragic auto accident that claimed the lives of their three sons. . . . Ferrante & Teicher did a concert at Melody Top (12). . . . Among the hot albums out of Allstate Dist. are Bill Justis' "More Instrumental Hits," "Jon Hendricks In Person" and "Nana" by Nana Mouskouri. . . . Lionel Hampton opened at London House. . . . Jay & The Americans star in their first summer stock vehicles,

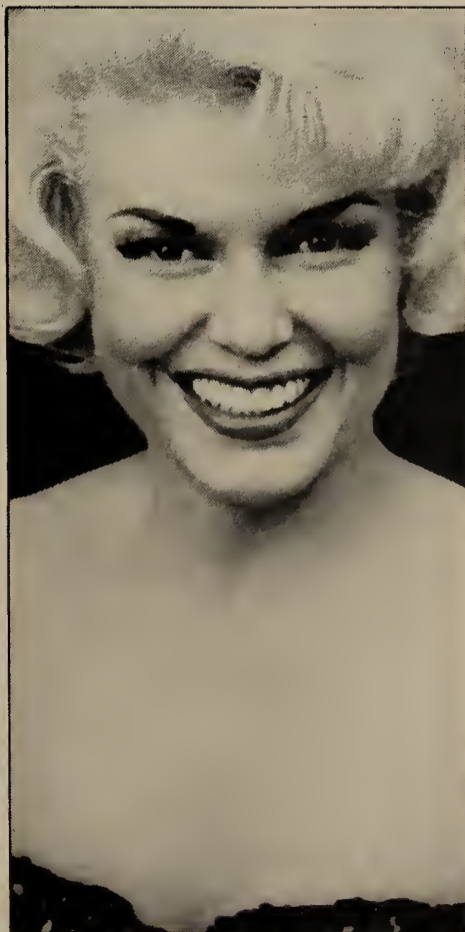
"Bye Bye Birdie," which opens at Tenthouse in Highland Park (Aug. 24). . . . Personality songstress Anita McCune is in at Fritzel's for a lengthy stay. . . . Ron Alexenburg is plugging "Come Go With Me" by The Reasons (UA), "Looking Through The Eyes Of Love" by Gene Pitney (Musicor) and "Little Miss Sad" by The Five Impressions. . . . Sir Stork's been pretty busy servicing Radio Doctors' personnel. Mike Mowers of the north side store became the proud poppa of a baby girl and Roger Frie-seke, LP buyer in the Wells St. outlet, welcomed a new son. Congrats! . . . "I'm A Fool To Care" by Ray Charles, "And I Love You" by Della Reese and "Jealous Feeling" by Bobby Hart top Irv Garmisa's hot list.

HOLLYWOOD:

Last Sunday afternoon, while tuned to channel 2, we were startled to hear the announcement "Because of a special broadcast World War I will not be presented today." Now we were aware that CBS controlled Columbia Records, Fender Electric Instruments Inc., and the New York Yankees. But the cancellation of a major contestation, we figured, was the responsibility of higher channels. Taking no chances we've sent a message to Walter Cronkite that CBS help us out by refusing to schedule World War III. . . . Hottest single in town at the moment is Bob Dylan's protracted "Like A Rolling Stone" with station "picks" all over L.A. Robert W. Morgan told his KHJ audience the other A.M. that it was his favorite record—"and I might 'dig' it even more if I could understand it." Unless we're mistaken, Bob, Johnny Mercer offered almost the same basic message in the lyric to "Goody Goody" which was written exactly 30 years ago. . . . That movie starring Connie Francis which was formerly titled "I've Got Rhythm," then retitled "Girl Crazy" is now called "When The Boys Meet The Girls." Jack Keller and Howie Greenfield have been assigned the chore of writing the title song—or title songs? . . . Flack Irwin Zucker will discuss "How To Start 'Em and Chart 'Em" at Walter E. Hurst's Music Industry course at UCLA this fall. . . . Ella Fitzgerald will offer songs from her various Verve song books in concert at Hollywood Bowl on August 14—it'll include copyrights by Cole Porter, Harold Arlen, Duke Ellington, Rodgers and Hart, Johnny Mercer and the Gershwins. . . . Reasons for Eddie Fisher's recent resurgence on records and in night clubs are being demonstrated at the Coconut Grove nightly thru August 2nd. . . . Buddy Knox cuts his first single session for Reprise this week and Vic Damone follows up his "Why Don't You Believe Me" charter with a Bowen-date on the

26th. . . . Warner's west coast promoter Mike Shepherd infos that The Kinks' "Who'll Be The Next In Line" is an L.A. bustout and will be their next-in-line single re-release nationally. . . . The Guilloteens, who's Hanna-Barbera disc "I Don't Believe" is climbing the charts at KFWB and KRLA, are set to appear with Her-man's Hermits at the Pasadena Bowl on Aug. 7. . . . Pep Distributors are now offering United Artists Records in the L.A. area with Al Sherman of Record Sales flying to N.Y. for meetings with two important indie manufacturers. . . . Indie promo flack, Lenny Salamone infost that Buddy Greco taped his newest Epic "I Can't Begin To Tell You" for a forthcoming Dean Martin TVer. . . . Celestial Records' Tommy Cooper starts an 8-week tour in Okinawa next week. . . . Shin-digging this week are Gary Lewis and the Playboys, Jody Miller, Sir Douglas Quintet, Sonny and Cher and the Righteous Bros. Exec producer Leon Mirell is in London to engage talent and tape segments for future "Shindig" shows. . . . Jan Davis, who's "Fugitive" single made the charts here last year, has a new Columbia single titled "Mystique," producer by Phil Zeller. . . . Era Pexy Herb Newman meeting with PR execs at Western Airlines to map tie-in promos on Jewel Akens' latest "It's The Only Way To Fly". . . . Herb Alpert of A&M Records flew from Honolulu to L.A. and back the same day for partner, Jerry Moss' wedding reception in Malibu. Jerry and bride, Sandy, are planning a delayed honeymoon sometime in September in N.Y. . . . Our West Coast "Girl Of The Week" is Beverly McMurray who's photo arrived here without a caption—we don't know who she is or what she does but we're willing to learn. . . . Our heart goes out to Bill Gavin, a dedicated man who's sheet is as accurate as any in the business. Manufacturer's reps are delighted to quote him when his findings help but refer to his reports as "inaccurate" when they don't—we know the feeling, Bill.

FESTIVAL HITS!



JANE MORGAN
 "MAYBE" 5-9819
 THERE'S NO QUESTION ABOUT THIS ONE!
 "MAYBE" IS JANE MORGAN'S FIRST BIG HIT ON EPIC





RECORDS

NEW LOGO—This is the new logo of ABC-Paramount Records, described as a major step toward firm alignment with the diskery's parent company, American Broadcasting Companies. It was pointed out that the ABC-Paramount corporate name and trademark will be retained and continued in use. The new name and logo precede the move by the label to the abc building, currently under construction at 1330 Avenue of the Americas. No date has yet been set for occupation of the building.

Atlantic Makes Master Purchase

NEW YORK—Atlantic Records secured the distribution rights last week to the recording of "Can't Do Nothing Without You" by Danny White on the Frisco label. The deck spotlights Danny White, who has previously had a number of r&b hits. The record is reportedly taking off in New Orleans, home of the Connie La Rocca-owned Frisco label. It will be handled by Atco under the original Frisco logo and is currently being shipped to distributors. Atlantic vice president Jerry Wexler made the deal with La Rocca.

RIAA Certifies 14 LP's, 3 Singles

NEW YORK—Fourteen albums and three single records were certified for Gold Record Awards during the first half of 1965, the Record Industry Association of America (RIAA) announced last week (15).

To qualify for RIAA certification, which entails an audit of sales figures by an independent firm of certified public accountants, an LP must have amassed a minimum of \$1 million in factory billings; a single must have sold a minimum of one million copies.

The single records certified were: "Downtown" by Petula Clark (Warner Bros.); "King Of The Road" by Roger Miller (Smash); and "Mrs. Brown You've Got A Lovely Daughter" by Herman's Hermits (MGM).

The following are the albums certified for Gold Record Awards in the first half of 1965: "Glad All Over" by the Dave Clark Five (Epic); "Peter, Paul And Mary In Concert" by Peter, Paul and Mary (Warner Bros.); "Everybody Loves Somebody" by Dean Martin (Reprise); "Wonderland Of Golden Hits" by Andre Kostelanetz (Columbia); "Ring Of Fire" by Johnny Cash (Columbia); "Barbra Steisand/The Third Album" by Barbra Streisand (Columbia); "Beach Boys In Concert" by the Beach Boys (Capitol); "All Summer Long" by the Beach Boys (Capitol); "Sugar Lips" by Al Hirt (RCA Victor); "People" by Barbra Streisand (Columbia); "The Sound Of Music," a flick soundtrack (RCA Victor); Trini Lopez At PJ's by Trini Lopez (Warner Bros.); "Getz/Gilberto" by Stan Getz (MGM/Verve); and "Beatles VI" by the Beatles (Capitol).

Big 3's 'Diversity' Kick Bearing Top 100 Fruit

NEW YORK—A program emphasizing diversity, under the aegis of Arnold Maxin, is paying off for Big 3 Music (Robbins-Feist-Miller). The giant publishing company can boast two top five entries this week on the Top 100 plus other chart items.

Heading Big 3's parade of Top 100 performances are MGM's Herman & The Hermits' "I'm Henry VIII, I am," number 2 this week; and UA's Jay & the American's "Cara, Mia," number 4 on the chart.

Further down the chart there's Barbra Streisand's (Columbia) "My Man" (48), Connie Francis' (MGM) and Frank Sinatra's (Reprise) "Forget Domani" (66) and Patti Page's (Columbia) "Hush, Hush Sweet Charlotte" (75).

A survey of the Top 100 items shows that one tune ("Henry") is rock ditty, while "Forget Domani" and "Hush, Hush Sweet Charlotte" are flick tunes. Big 3's catalog of evergreens produced the Barbra Streisand and Jay the American hits.

Looking toward future chart prospects, the company is currently promoting "Mae" by Pete Fountain (Coral) and Herb Alpert (A&M), "Those Magnificent Men In Their Flying Machines" by the Village Stompers (Epic) and Ron Goodwin (20th-Century Fox) and the Yardbirds' (Epic) follow-up to their hit, "For Your Love," a just-released deck called "Heart Full Of Soul." Internationally, Big 3 is riding-high with music from "Zorba The Greek" in France, Belgium and Holland.

BIOS FOR DEEJAYS

Strangeloves



The Strangeloves, who are currently scoring heavily with their Bang recording of "I Want Candy," are three brothers (Miles, Niles and Giles Strange) who hail from Australia.

Born on a farm in Armstrong where the father raises sheep, they attended grade and high school in the vicinity of their hometown.

Although exceptionally off-beat in both appeal and appearance, they came by their name in a very common manner. After their first record "Love, Love, Love" the word was tagged on to their name.

African Safaris are their leisure favorites. From one such trip they acquired the Masai War Drums that are a featured part of the act and are under the command of Niles, a talented musician on several instruments.

Giles' contribution to the group is his very able management of the piano as well as extra drums when necessary, adding to the Afro-English beat conceived on their records.

Miles supplies the lead voice and is an adept hand with a shaker, a tambourine or any other supplementary instrument.

Vacels



The Vacels, who are currently hitting with their initial recording, "You're My Baby," on the MGM-distributed Kama Sutra label, consist of four New York lads: Vinny Gormann (bass guitar), Richard Racano (lead), Vince Coppola (rhythm guitar) and Peter Gormann (drummer).

Vinny Gormann, who comes from a family of four, attended Central High School in Valley Stream, N. Y., where his favorite subject was English. An accomplished musician, Vinny had 13 years of piano, five years of bass guitar and two years of composing experience.

Ricky Racano has played the guitar since the early age of six and studied for a period of time at the New York Coliseum of Music and Television where he studied voice. He appeared as a solo before joining the Vacels.

Vince Coppola graduated from Most Holy Trinity High School in Brooklyn. He is presently a student at Long Island University. He has played guitar for four years.

Peter Gormann is Vinny's brother. He has been playing drums for six years and has also done some composing on the side.

Billboard Spotlight

Record World pick

Cashbox Best Bet

Karen Chandler

"LOST AND FOUND"

B/W

"HOLD ME, THRILL ME, KISS ME"

TIVOLI 45 1720

Produced Arranged Conducted

Jack Pleis

Att. Distributors: Some Territories Still Available

TIVOLI RECORDS 1650 Broadway N.Y. 10019 N.Y.

Epic, Okeh Present Awards To Distributions

MIAMI BEACH—Len Levy, vice president and general manager of the Epic and Okeh labels, presented three awards and a special promo plaque to distributors last Tuesday evening (13) at the grand banquet of the labels' national sales convention in Miami Beach.

The Outstanding Distributor Award was won by Apex-Martin of Newark, New Jersey, for "extraordinary achievement" in all areas of promotion and merchandising. Owner and general manager Joe Martin accepted the trophy. In addition, representatives of the Apex-Martin distributorship received Hamilton gold watches, each with an inscription bearing the recipient's name and the quote, "In appreciation, Epic Records, July 1965."

The Promotion Award was given to Marnel of Maryland for the distributor's "excellence" in promoting the Epic and Okeh product. The trophy was presented to president Stan Hoffman. In recognition of his "outstanding achievement in the promotion of Epic and Okeh Records," James Gordon, promotion manager of the Baltimore-based distributorship, was presented with a special plaque.

Melody Sales Company in San Francisco was honored with the Merchandising Trophy for "exceptional" services in the field of merchandising and advertising. Co-owners Al Bramy and Tony Valerio were the recipients.



I GOT YOU BABE

c/w

It's Gonna Rain

Atco #6359

**SONNY
& CHÉR**

**ONE OF THE
BIGGEST SINGLES**

From

THE BIGGEST

DUO

of 1965!

**Their First LP
Coming Soon**

LOOK AT US

**SONNY
& CHER**

**Arranged and Produced by:
SONNY BONO**

A YORK-PALA PRODUCTION

Chas. Greene/Brian Stone



1841 Bdw., New York, N. Y.

HELP! IS HERE FROM THE BEATLES!



You know what it is - from the soundtrack of the picture of the same name. There's nothing like Help! when you need it! Get it!

5476



POP PICKS

SUMMER DAYS (AND SUMMER NIGHTS)—Beach Boys—Capitol T/ST 2354

Already making monstrous strides up the Top 100 chart, the Beach Boys, who have had little trouble hitting with top ten LP's, should easily extend their string with this top-notch offering which includes their forthcoming single, "California Girls." The crack quintet scores on a dozen hitsville sound cuts, including their recent "Help Me Rhonda" and "I'm Bugged At My Old Man." No. 7 in the Beach Boys album line should prove one of their luckiest.

TRUE LOVE WAYS—Peter & Gordon—Capitol T/ST-2368

Inclusion of the two latest hits from Peter and Gordon assure smooth sailing up the LP charts to this Capitol outing tabbed after the recent "True Love Ways." The beat Britishers turn in some fine performances throughout the eleven tunes, with special note merited by the new smash, "To Know You Is To Love You" and "Crying In The Rain." Following a string of three best selling albums, this one is a sure fire package to see plenty of spins and sales.

SHIP OF FOOLS—Arthur Fiedler & the Boston Pops—RCA Victor LM/LSC-2817

A most impressive arrangement and performance of the Ernest Gold score for the film, "Ship Of Fools," this RCA Victor recording should see active sales among moviegoers and listeners who are bound to be enthralled by the magnificent musical work. The tracks capture a vigorous and buoyant flavor much akin to parts of "Victory At Sea." Many of the cuts lend themselves readily to classical and good music spinning, and this exposure could put this LP on the charts. "Candlelight And Silver," and "Tango Tudesco" are among the standouts.

THE BEST OF ARTHUR FIEDLER AND THE POPS—RCA Victor LM/LSC-2810

Probably the most popular of the "light classics" performers, the Boston Pops Orchestra and Arthur Fiedler have achieved overwhelming success in presentation and acceptance of classical offerings to the public. In this collection of their best, the ensemble also performs a number of pop works arranged for classics listeners thus presenting a double fronted sales attack. Included in the set are: "Warsaw Concerto," "I Want To Hold Your Hand" and "On The Trail."

THE NEWPORT FOLK FESTIVAL, 1964—Various Artists—Vanguard VRS 9180-6/VSD 79180-6

The annual highpoint of American folk music activities, the Newport Folk Festival has proved a consistent attraction, and last year's performances are captured for the buff on seven disks in this Vanguard release. Divided into categories with three records covering the evening concerts, two of the blues performances and two more in the traditional vein, the set features most of the leading exponents of these idioms including: Pete Seeger, Joan Baez, Buffy Sainte-Marie, Tom Paxton, Phil Ochs, Mississippi John Hurt, Skip James, Sleepy John Estes, Doc Watson, the Greenbriar Boys, Theodore Bikel, Jean Ritchie, and many others. The high quality of the recordings is matched by the inclusion of many favorite selections identified with these artists. With preparations currently under way for the '65 edition, excitement and anticipation of folk buffs is at its peak, and Vanguard's timing should get this collection's sales off to a good start.

POP BEST BETS

LLOYD SWINGS FOR SAMMY—Lloyd Price—Monument MLP 8032/SLP 18032

A long-time favorite with swingers of all ages, Lloyd Price sets his sights on another niche in the best seller charts with his latest LP offering. A bright and dramatic artist, Price has a long list of hits to his credit and should make the list even longer as he wails with an impressive performance of rhythmic bluesers. The album, featuring well-known sturdies as well as Price originals, is highlighted by "Fly Me To The Moon" and "Baby Please Don't Go." An album to watch.

MIRAGE—Original Motion Picture Score—Mercury MG 21025/SR 61025

Jazzman Quincy Jones has devised an intense and throbbing set of themes for the newly released suspense film, "Mirage," which stars Gregory Peck, Diane Baker and Walter Matthau. The jazz-flavored score, which is also conducted by Jones, offers an exciting and powerful background for the high-tension story lines of the flick, helping to bring the dramatic screen play into extra-sharp focus. Some of the best bands include "Purple Prose" and "A Shot In The Park."

FEELS LIKE LOVIN'—Stu Phillips—Capitol T/ST-2536

Stu Phillips, who has found orchestral arrangement of the best sellers to be a highly successful sales area with the Hollywood Strings, steps along with the lush mood music approach this time adding an occasional chorale commentary where the lyrics merit appearance and enhance the soft melodic renditions. This attractive, romantic treatment is applied, with excellent results, to such best sellers as "Goin' Out Of My Head," "I'm Into Something Good," and Phillips' single outing "Feels Like Lovin'."

WILD ON THE BEACH—Original Soundtrack—RCA Victor LPM/LSP 3441

There's a whole lot of wild, swingin' sounds on this soundtrack recording from the forthcoming flick, "Wild On The Beach," which is highlighted by such names as Frankie Randall, Sherry Jackson, Jackie & Gayle, Sonny & Cher, the Astronauts and Sandy Nelson. Kicking off the session, Frankie Randall belts out his latest single title, "Yellow Haired Woman," which is not actually part of the film soundtrack, while other red-hot grooves include Sandy Nelson's "Drum Beat" and the Astronaut's "Snap It."

SURPRISE—The Glad Singers—Columbia CL 2312/CS 9112

The delightful new sound of the Glad Singers seems to be a cinch to draw lots of fans to the fold with this surprise package. A group that offers a youthful, effervescent sound, the Singers seem to bounce and swing with each new tune, displaying a light, easy style that's tasty meat for the buyers of good listening. Included in the wide-angle scope of the ensemble are the sparkling renditions of "F'Nick" (Funiculi, Funicula) and "Mazel-Tov," from "Fiddler On The Roof," as well as the title track.

THE CHALLENGERS AT THE TEEN-AGE FAIR—Crescendo 2010

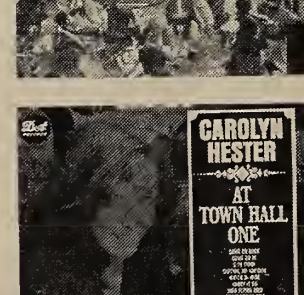
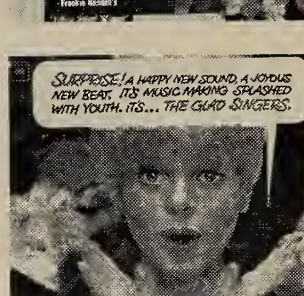
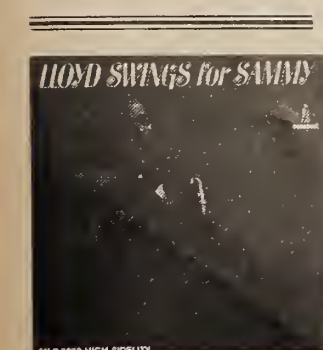
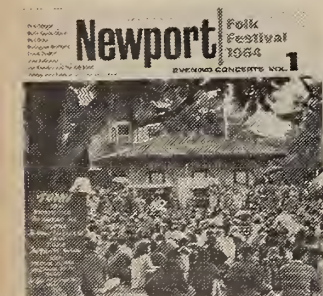
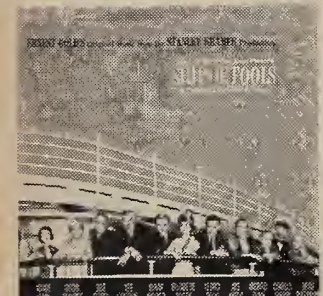
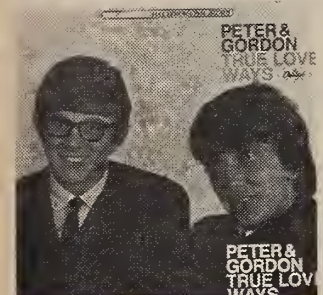
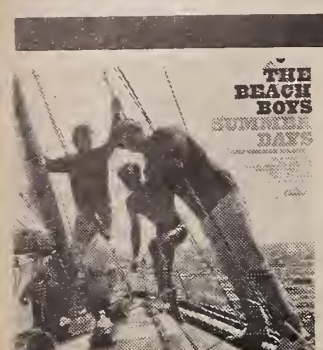
A California quintet gathering sizeable followings on the West Coast and through the U.S. via regular showings on the Hollywood A Go-Go segments, the Challengers make an impressive LP debut with this Crescendo outing that features a "live" performance with consistently powerful drive. Taped at the "Teen-Age Fair," the album spotlights teen fare geared for dance potential. Shifting between instrumental and vocal tracks, the team moves on renditions of: "When You Walk In The Room," "Small Fry" and "Mrs. Brown."

MOISEYEV—Orch. of the Moiseyev Dance Ensemble—Monitor MF/MFS 451

The excitement, poignance and fire of the Moiseyev Dance Ensemble, which has been internationally acclaimed, is captured and reflected in the music of the troupe; and this brilliant recording features twelve of the songs used in the performance, bound to attract a considerable sales response. The dishing, made under the personal supervision of Igor Moiseyev, includes the Ukrainian "Hopak," "Tsigany" (Gypsies) and "Snow Maiden." Could see much classical and "good music" programming.

CAROLYN HESTER AT TOWN HALL ONE—Dot DLP 3638/25638

The belnding of a perky vocal style and lovely voice with some well-chosen material make this latest Dot outing from Carolyn Hester one that will undoubtedly please her many fans. Recorded for the most part (ten of the twelve tracks) at her Town Hall concert of last Feb., the LP features "Water Is Wide," "Sing Hallelujah" and her famous "That's My Song." Excellent fare done in an impeccable manner, the tunes are likely to find plenty of folk programming.



YAH HOO!

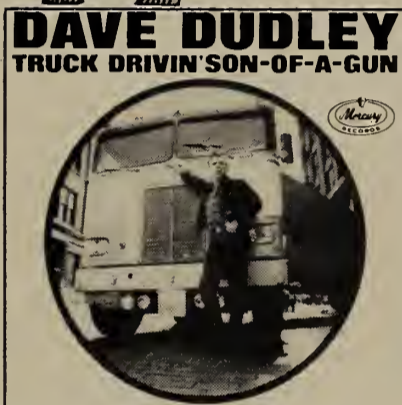


KICK UP YOUR SALES WITH AMERICA'S BRAND OF COUNTRY MUSIC



PEN AND PAPER—Faron Young
MG 21007/SR 61007

Faron Young at his best as both a country singer and a singer of popular ballads. Stock up on this one for "across the board" sales.



TRUCK DRIVIN' SON-OF-A-GUN—Dave Dudley
MG 21028/SR 61028

Dave Dudley tells the stories of the men who spend their lives behind the wheel. Full of poignant wit and wry humor.



SINGING THE BLUES—George Jones
MG 21029/SR 61029

George Jones is one of the greats in his field. This is the perfect album for all of George's many fans . . . and sure to create new fans.



STARS AND GUESTS OF THE GRAND OLE OPRY
MG 21030/SR 61030

Cowboy Copas, Minnie Pearl, Oattie West and a galaxy of 12 other stars of the Grand Ole Opry are assembled in an outstanding, sales oriented package.



COUNTRY AND WESTERN GOLDEN HITS—VOLUME 2
MG 21034/SR 61034

Faron Young, Patti Page, George Jones, Rex Allen and a host of other great country stars sing their all time hits. A great album for fast sales.



LOVE'S ETERNAL TRIANGLE—Roy Drusky and Priscilla Mitchell
MG 21035/SR 61035

Two of the brightest names in the field of country music sing about the many sides of love. Their big hit single, "Yes, Mr. Peters" is featured.



SATURDAY NIGHT SHINDIG
MG 21036/SR 61036

A great array of talent recorded "live" in Nashville during the Annual Country Music Disc Jockey Convention. Will make your sales sing!



**Country Music
That Sells And Sells
And Sells**

NEW MERCURY WING RELEASES

Popular

- THE RIVIERA ORCHESTRA PLAYS THE GOLDEN FAVORITES
MGW 12308/SRW 16308
- THE RIVIERA ORCHESTRA PLAYS THE HITS FROM BROADWAY & HOLLYWOOD
MGW 12309/SRW 16309
- THE RIVIERA ORCHESTRA GOES LATIN
MGW 12310/SRW 16310

Classical

- WAGNER: EXCERPTS FROM SIEGFRIED, PARSIFAL and TRISTAN
Detroit Symphony—P. Paray, Conductor
MGW 14054/SRW 18054
- ROSSINI OVERTURES
Minneapolis Symphony—A. Dorati, Conductor
MGW 14055/SRW 18055
- MENDELSSOHN: SCOTCH SYMPHONY
Minneapolis Symphony—A. Dorati
MGW 14056/SRW 18056
- SIBELIUS: SYMPHONY IN D MAJOR
Detroit Symphony—P. Paray, Conductor
MGW 14057/SRW 18057



“WELCOME TO BROADWAY ON RCA VICTOR”

the summer promotion that's

S. R. O.

(Selling Records Out)

The hottest ticket in town is RCA Victor's powerful promotion of Original Cast Albums from hit Broadway shows. Launched this summer, with nationwide consumer advertising...backed to the hilt with effective display and promotional material...this promotion is moving customers in, moving merchandise out! A star performer is the catalog at the right showing all RCA Victor Original Cast Albums: a unique and persuasive sales aid. So get in on the biggest selling event of the season. Ask your RCA Victor distributor for a supply of these booklets and the other material available to you now!

RCA VICTOR

 The most trusted name in sound 



TOP 100 Albums



JULY 24, 1965

Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label
1		BEATLES VI (Capitol T/ST 2358)	Capitol	26		CAST YOUR FATE TO THE WIND Sounds Orchestral (Cameo P/PS 7046)	Cameo	51		KING FAMILY SHOW (Warner Bros. W/WS 1601)	Warner Bros.
2		HERMAN'S HERMITS ON TOUR (MGM E/SE 4265)	MGM	27		THE SCENE CHANGES		52		IT'S NOT UNUSUAL Tom Jones	Columbia



50		SEEKERS		76		AN HISTORIC RETURN HOROWITZ AT CARNEGIE HALL Vladimir Horowitz (Columbia M2L 328/M2S 728)	Columbia
46		...erve V/V6 8616)		77		BEACH BOYS IN CONCERT (Capitol TAO/STAO 2198)	Capitol
53		...ctor LPM/LSP 3337)		78		RED ROSES FOR A BLUE LADY Vic Dana (Dolton BLP 2034/BST 8034)	Dolton
56		...nce		79		MR. STICK MAN Pete Fountain (Coral CRL 57473/CRL 757473)	Coral
55		...DC/LSO 1110)		80		BOBBY VINTON SINGS FOR LONELY NIGHTS (Epic LN 24154/BN 26154)	Epic
57		...NING RAIN ...9175/VSD 7917S)		81		THE EARLY BEATLES (Capitol T/ST 2309)	Capitol
65		...YVANI SOUND— ...OM BROADWAY ...WOOD ...9/PS 419)		82		QUEEN OF THE HOUSE Jody Miller (Capitol T/ST 2349)	Capitol
63		...GREEK ...Fox TFM 3167/TFS 467)		83		THE TEMPTATIONS SING SMOKEY (Gordy G/S 912)	Gordy
70		...e V/V6 8614)		84		CANADIAN SUNSET Andy Williams (Columbia CL 2324/CS 9124)	Columbia
43		...OCK IN ...NG .../DL 74670)		85		FOR YOUR LOVE Yarbirds (Epic LN 24167/BN 26167)	Epic
52		...OR A BLUE LADY (Capitol T/ST 2335)	Capitol	86		EDDIE FISHER TODAY (Dot DLP 3631/DLP 25631)	Dot
76		...OVE ...42/CS 9142)		87		THEM (Parrot PA 61005/PAS 71005)	Parrot
75		...22)		88		THE GOLDEN HITS OF LESLEY GORE (Mercury MG 21024/SR 61024)	Mercury
67		...YOU ...less 1496)		89		CAST YOUR FATE TO THE WIND Vince Guaraldi (Fantasy 3337)	Fantasy
72		...CHEREE ...strels ...69/CS 9169)		90		AL HIRT, LIVE AT CARNEGIE HALL (RCA Victor LPM/LSP 3416)	RCA Victor
100		...ME ON ...ower T 5004)		91		YOU WERE ONLY FOOLING Vic Damone (Warner Bros. W/WS 1602)	Warner Bros.
58		...ROUND ...58/SRS 67068)		92		THE NEARNESS OF YOU John Gary (RCA Victor LPM/LSP 3349)	RCA Victor
64		...LACE ...rner Bros. W/WS 1598)		93		WHAT'S NEW PUSSYCAT? Soundtrack (United Artists UAL 4128/UAS 5128)	United Artists
74		...Moonglow 1003)		94		YOUR CHEATING HEART Soundtrack (MGM E/SE 4260)	MGM
77		...DIE ...rs ...26/SR 61026)		95		DEAR HEART & OTHER SONGS ABOUT LOVE Henry Mancini (RCA Victor LPM/LSP 2990)	RCA Victor
68		...& THE ...AY SHOTGUN		96		DOWNTOWN Petula Clark (Warner Bros. W/WS 1590)	Warner Bros.
69		...LSE IS ...PLACE ...of T/ST 2312)		97		AN EVENING WITH BELAFONTE/MAKEBA Harry Belafonte & Miriam Makeba (RCA Victor LPM/LSP 3420)	RCA Victor
73		...IED MENACE .../LSO 1111)		98		CATCH THE WIND Donovan (Hickory LPM 123)	Hickory
77		...S ...AL 3417/UAS 6417)		99		L-O-V-E Nat King Cole (Capitol T/ST 2195)	Capitol
				100		MEXICAN PEARLS Billy Vaughn (Dot DLP 3628/DLP 25628)	Dot

Welcome To Broadway On RCA Victor Records

BRILLIANT ORIGINAL CAST ALBUMS

4	SONG FOR MY FATHER Horace Silver (Blue Note 4185)	10	MILES DAVIS PLAYS FOR LOVERS (Prestige PR 7352)	16	HERE THEY COME Paul Revere & Raiders (Columbia CL 2307/CS 9107)	19	ELGART A GO GO Les & Larry Elgart (Columbia CL 2355/CS 9155)
5	STRANGERS & COUSINS Pete Seeger (Columbia CL 2334/CS 9134)	11	CAT BALLOU Nat Cole (Capitol T/ST 2340)	17	FOR YOU FROM US Astronauts (RCA Victor LPM/LSP 3359)	20	ENGLAND'S GREATEST HITMAKERS Various Artists (London LL 3430/PS 430)
6	JAMES BOND THRILLERS Robert Shaw Orch. (London LL 3412/PS 412)	12	LOVE IS EVERYTHING Johnny Mathis (Mercury MG 20991/SR 60991)	18	THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES Soundtrack (20th Century Fox TFM 3147/TFS 4147)	21	ROGER WILLIAMS PLAYS THE HITS (Kapp KL 1414/KS 3414)
						22	IF I LOVED YOU Johnny Mann Singers (Liberty LRP 3411/LST 7411)
						23	THE TURNAROUND Hank Mobley (Blue Note 4186)



“WELCOME TO
th

These magnificent **Original Cast Recordings** offer you the lasting thrill of the first tingling moments as the overture begins and carries you to the finale with all the richness, fire and romance that fills an evening's excitement in the theater. Reading through this booklet is like roaming the brightly lit streets of Broadway...and it's your ticket to the finest in recorded entertainment.

(Albums listed in order of their opening dates on Broadway)



Hear all of the glamour and excitement in 1965's big musical hit including: "Who Can I Turn To," "The Joker," "A Wonderful Day Like Today," "Look at That Face," "The Beautiful Land," "My First Love Song," "Sweet Beginning" and "Feeling Good."



Here's all the wistful and exuberant whimsy of the musical about the flirty thirties. Filled with memorable tunes, this romantic tale is another first rate George Abbott production. "Not Every Day of the Week," "The Flame" and "I Got a Right to Know."

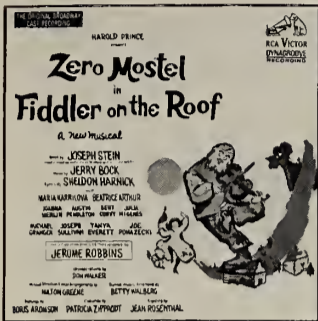


"A big blooming musical hit!"—McClain, *N. Y. Journal-American*. Hear all of this great musical based on H. G. Wells' "Kipps" including: "Long Ago," "Money to Burn," "Flash, Bang, Wallop!" and "If the Rain's Got to Fall."

The hottest ticket in town! Original Cast Albums with nationwide effective display customers in, moving merchandise out! A star performer is the catalog at the right showing all RCA Victor Original Cast Albums: a unique and persuasive sales aid. So get in on the biggest selling event of the season. Ask your RCA Victor distributor for a supply of these booklets and the other material available to you now!

RCA VICTOR
The most trusted name in sound

	Pos. Last Week		Pos. Last Week		Pos. Last Week		Pos. Last Week
1		26		51		76	
2		27		52			



"The hit show album of the year!"—*N. Y. Sunday Herald Tribune*. Includes: "Matchmaker, Matchmaker," "Tradition," "If I Were a Rich Man," "Miracle of Miracles," "Sunrise, Sunset," "Now I Have Everything," "Sabbath Prayer" and "Do I Love You."



"Overflowing with all the good things of musical comedy."—*Associated Press*. "Romance," "When in France," "A Respectable Wife," "Vilias," "Girls at Maxim's," "Who Knows the Way to My Heart," "Riding on a Carousel," "Women," many others.



"If it's good singing you enjoy, this revival has it in unusual quality."—*N. Y. Times*. "We Kiss in a Shadow," "Hello, Young Lovers," "Getting to Know You" and "Shall We Dance?" "I Have Dreamed," "I Whistle a Happy Tune" and "Something Wonderful."



A rousing hit that captured ten "Tony" awards and the hearts of millions of theatergoers. Includes: "Put On Your Sunday Clothes," "Motherhood," "So Long Dearie," "Elegance," "I Put My Hand In," "Before the Parade Passes" and "It Takes a Woman."

61	EEKERS 2319)	50	77	AN HISTORIC RETURN HOROWITZ AT CARNEGIE HALL Vladimir Horowitz (Columbia M2L 328/ M2S 728)	78
62	erve V/V6 8616)	46	78	BEACH BOYS IN CONCERT (Capitol TAO/STAO 2198)	71
63	Y IN THE ID ictor LPM/LSP 3337)	53	79	RED ROSES FOR A BLUE LADY Vic Dana (Dotlon BLP 2034/BST 8034)	59
64	PENCE DC/LSO 1110)	56	79	MR. STICK MAN Pete Fountain (Coral CRL 57473/ CRL 757473)	60
65	NING RAIN 917S/VSD 79175)	55	80	BOBBY VINTON SINGS FOR LONELY NIGHTS (Epic LN 24154/BN 26154)	84
66	IVANI SOUND— OM BROADWAY WOOD 9/PS 419)	57	81	THE EARLY BEATLES (Capitol T/ST 2309)	62
67	GREEK Fox TFM 3167/TFS 467)	65	82	QUEEN OF THE HOUSE Jody Miller (Capitol T/ST 2349)	86
68	63	63	83	THE TEMPTATIONS SING SMOKEY (Gordy G/S 912)	83
69	6 V/V6 8614)	70	84	CANADIAN SUNSET Andy Williams (Columbia CL 2324/CS 9124)	87
70	OCK IN NG /DL 74670)	70	85	FOR YOUR LOVE Yardbirds (Epic LN 24167/BN 26167)	92
71	OR A BLUE LADY (Capitol T/ST 2335)	43	86	EDDIE FISHER TODAY (Dot DLP 3631/DLP 25631)	89
72	OVE 142/CS 9142)	52	87	THEM (Parrot PA 61005/PAS 71005)	94
73	22)	76	88	THE GOLDEN HITS OF LESLEY GORE (Mercury MG 21024/SR 61024)	96
74	'OU hess 1496)	75	89	CAST YOUR FATE TO THE WIND Vince Guaraldi (Fantasy 3337)	90
75	CHEREE istrels 69/CS 9169)	67	90	AL HIRT, LIVE AT CARNEGIE HALL (RCA Victor LPM/LSP 3416)	97
76	ME ON ower T 5004)	72	91	YOU WERE ONLY FOOLING Vic Damone (Warner Bros. W/WS 1602)	93
77	AROUND 68/SRS 67068)	100	92	THE NEARNESS OF YOU John Gary (RCA Victor LPM/LSP 3349)	98
78	LACE arner Bros. W/WS 1598)	58	93	WHAT'S NEW PUSSYCAT? Soundtrack (United Artists UAL 4128/UAS 5128)	—
79	Moonglow 1003)	64	94	YOUR CHEATING HEART Soundtrack (MGM E/SE 4260)	80
80	ODIE ers 26/SR 61026)	74	95	DEAR HEART & OTHER SONGS ABOUT LOVE Henry Mancini (RCA Victor LPM/LSP 2990)	81
81	& THE LAY SHOTGUN	77	96	DOWNTOWN Petula Clark (Warner Bros. W/WS 1590)	82
82	LSE IS PLACE tol T/ST 2312)	68	97	AN EVENING WITH BELAFONTE/MAKEBA Harry Belafonte & Miriam Makeba (RCA Victor LPM/LSP 3420)	99
83	RED MENACE /LSO 1111)	69	98	CATCH THE WIND Donovan (Hickory LPM 123)	—
84	RS AL 3417/UAS 6417)	73	99	L-O-V-E Nat King Cole (Capitol T/ST 2195)	85
85			100	MEXICAN PEARLS Billy Vaughn (Dot DLP 3628/DLP 25628)	88

.BUMS

4	SONG FOR MY FATHER Horace Silver (Blue Note 4185)	10	MILES DAVIS PLAYS FOR LOVERS (Prestige PR 7352)	16	HERE THEY COME Paul Revere & Raiders (Columbia CL 2307/CS 9107)	21	ROGER WILLIAMS PLAYS THE HITS (Kapp KL 1414/KS 3414)
5	STRANGERS & COUSINS Pete Seeger (Columbia CL 2334/CS 9134)	11	CAT BALLOU Nat Cole (Capitol T/ST 2340)	17	FOR YOU FROM US Astronauts (RCA Victor LPM/LSP 3359)	22	IF I LOVED YOU Johnny Mann Singers (Liberty LRP 3411/ LST 7411)
6	JAMES BOND THRILLERS Robert Shaw Orch. (London LL 3412/PS 412)	12	LOVE IS EVERYTHING Johnny Mathis (Mercury MG 20991/ SR 60991)	18	THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES Soundtrack (20th Century Fox TFM 3147/TFS 4147)	23	THE TURNAROUND Hank Mobley (Blue Note 4186)



“WELCOME TO

The hottest tic Original Cast Albu with nationw effective display

customers in, moving merchandis out! A star performer is the catalog at the right showing all RCA Victor Original Cast Albums: a unique and persuasive sales aid. So get in on the biggest selling event of the season. Ask your RCA Victor distributor for a supply of these booklets and the other material available to you now!

RCA VICTOR

The most trusted name in sound



“Irresistible.” — *N. Y. World-Telegram*. “Exhilarating.” — *N. Y. Daily News*. “Top-flight.” — *N. Y. Journal-American*. Includes: “Rain Song,” “Raunchy,” “Little Red Hat,” “Poker Polka,” “Love Don’t Turn Away,” “Lizzie’s Comin’ Home” and “Old Maid.”



A great English import that proved to be everybody’s cup of tea. Includes: “Food, Glorious Food,” “As Long As He Needs Me,” “Where Is Love?,” “It’s a Fine Life,” “I Shall Scream,” “Who Will Buy?,” “I’d Do Anything” and “Reviewing the Situation.”



Here’s the heartwarming musical about one of Broadway’s legendary stars, Loretta Taylor. Included in the score are “I Believe in Takin’ a Chance,” “Sauce Diable,” “I Still Look at You That Way,” “Before I Kiss the World Goodbye” and “Lonely Nights.”



“Sum total, a blockbuster.” — *N. Y. Herald Tribune*. Hear’ all of this wild, wonderful music like “I’ve Got Your Number,” “Real Live Girl,” “The Other Side of the Tracks,” “Here’s to Us,” “Deep Down Inside,” “Be a Performer!,” “Dimples” and “I Love You.”

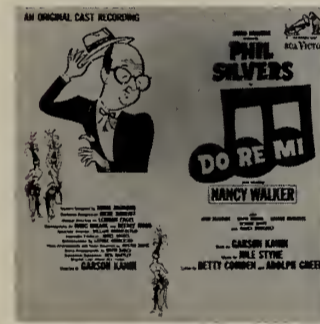
Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label
1		BEATLES VI (Capitol T/ST 2358)	Capitol	26		CAST YOUR FATE TO THE WIND Sounds Orchestral (Cameo P/PS 7046)	Cameo	51		KING FAMILY SHOW (Warner Bros. W/WS 1601)	Warner Bros.
2		HERMAN'S HERMITS ON TOUR (MGM E/SE 4795)	MGM	27		THE SCENE CHANGES Beverly Hills Music (MCA Victor LPM/LSP 2304)	MCA Victor	52		IT'S NOT UNUSUAL Tom Jones (Parrott PA 61004, PAS 71004)	Parrott



"A night for triumphant music... an almost unbelievable level of satirical brilliance."
—N. Y. World-Telegram. Includes: "I Believe in You," "Grand Old Ivy," "Brotherhood of Man," "Coffee Break," "The Company Way," "How To," "Been a Long Day."



"Sumptuous, melodic, rousing."
—N. Y. Journal-American. "Makes you want to stand and cheer."
—N. Y. World-Telegram. "Shalom," "I Will Follow You," "Let's Not Waste a Moment," "Chin Up, Ladies," "That Was Yesterday" and "Like a Young Man."

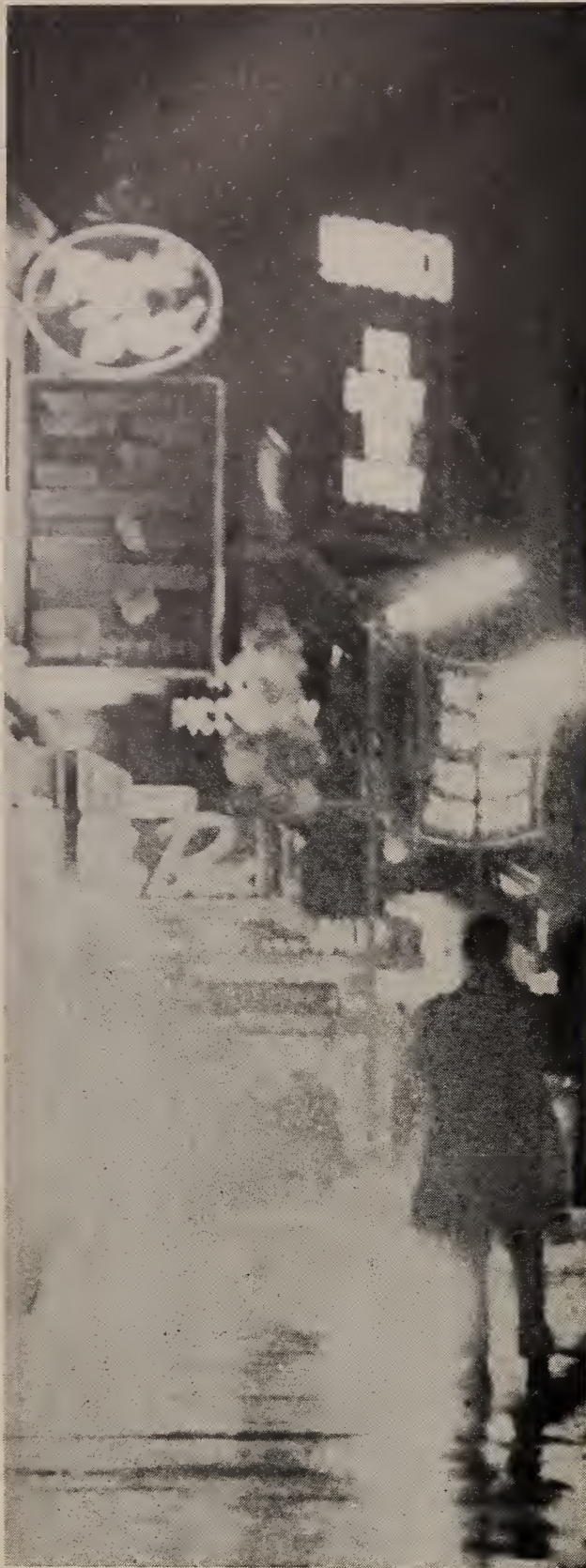


"There's gold in Do Re Mi," said the N. Y. Times. Hear all the sparkling tunes like "Make Someone Happy," "What's New at the Zoo," "The Late, Late Show," "Fireworks," "All You Need Is a Quarter," "Adventure," "Ambition" and "Waiting, Waiting."



This exciting, high-strung musical hit Broadway with a gusher of hits like "Hey, Look Me Over," "Give a Little Whistle," "El Sombrero," "What Takes My Fancy," "Oil!," "That's What I Want for Janie," "You're a Liar," "Tall Hope," "One Day We Dance."

4	SONG FOR MY FATHER Horace Silver (Blue Note 4185)	10	MILES DAVIS PLAYS FOR LOVERS (Prestige PR 7352)	16	HERE THEY COME Paul Revere & Raiders (Columbia CL 2307/CS 9107)
5	STRANGERS & COUSINS Pete Seeger (Columbia CL 2334/CS 9134)	11	CAT BALLOU Nat Cole (Capitol T/ST 2340)	17	FOR YOU FROM US Astronauts (RCA Victor LPM/LSP 3359)
6	JAMES BOND THRILLERS Robert Shaw Orch. (London LL 3412/PS 412)	12	LOVE IS EVERYTHING Johnny Mathis (Mercury MG 20991/SR 60991)	18	THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES Soundtrack (20th Century Fox TFM 3147/TFS 4147)
				19	ELGART A GO GO Les & Larry Elgart (Columbia CL 2355/CS 9155)
				20	ENGLAND'S GREATEST HITMAKERS Various Artists (London LL 3430/PS 430)
				21	ROGER WILLIAMS PLAYS THE HITS (Kapp KL 1414/KS 3414)
				22	IF I LOVED YOU Johnny Mann Singers (Liberty LRP 3411/LST 7411)
				23	THE TURNAROUND Hank Mobley (Blue Note 4186)



“WELCOME TO
 the

The hottest ticket in town... this is it! The scorecard is filled with hits like “Heart,” “Two Lost Souls,” “Whatever Lola Wants” and “Shoeless Joe from Hannibal, Mo.”

Original Cast Albums with nationwide effective display customers in, moving merchandise out! A star performer is the catalog at the right showing all RCA Victor Original Cast Albums: a unique and persuasive sales aid. So get in on the biggest selling event of the season. Ask your RCA Victor distributor for a supply of these booklets and the other material available to you now!

RCA VICTOR
 The most trusted name in sound



“A rarity in which every song is a hit.”—*N. Y. Daily News*. “Old Devil Moon,” “If This Isn’t Love,” “How Are Things in Glocca Morra,” “Look to the Rainbow,” “Necessity,” “The Begat.”



Built around Eugene O’Neill’s play “Ah, Wilderness,” this show required great music and got it in songs like “Sid, Ol’ Kid,” “I Get Embarrassed,” “I Would Die” and “That’s How It Starts.”



Here’s the romantic murder-mystery musical that slayed everybody with laughter on Broadway, with songs like “The Right Finger of My Left Hand,” “Pick-Pocket Tango” and “I’ll Try.”



Capture all the tumultuous excitement of the lavish tropical spectacle in memorable songs like “Cocoanut Sweet,” “Ain’t It the Truth,” “Napoleon,” “Push the Button” and “Yankee Dollar.”



Based on Eugene O’Neill’s play “Anna Christie,” it became the “new hit in town” with songs like “It’s Good to Be Alive,” “Roll Yer Socks Up,” “If That Was Love” and “Sunshine Girl.”



From John Steinbeck’s novel “Sweet Thursday” comes this delightful musical about Cannery Row with songs like “All at Once You Love Her,” “The Next Time It Happens” and “How Long?”



If ever a show belonged in the big leagues . . . this is it! The scorecard is filled with hits like “Heart,” “Two Lost Souls,” “Whatever Lola Wants” and “Shoeless Joe from Hannibal, Mo.”



Here’s all the gaiety and romance of Cole Porter’s musical version of “Ninotchka.” Includes favorites like “Paris Loves Lovers,” “Satin and Silk,” “Without Love” and “Hail Bibinski.”

JULY 24, 1965

	Pos. Last Week		Pos. Last Week		Pos. Last Week		Pos. Last Week
1		26		51		76	
2		27		52			



The play about the Roaring 20's that introduced Julie Andrews to the American stage. Included are "Won't You Charleston with Me," "Sur la plage," "The Riviera" and "Carnival Tango."



One of the most highly regarded musicals of all time. Introduced immortal hits like "Tender Shepherd," "I've Gotta Crow," "I Won't Grow Up," "Never, Never Land" and "I'm Flying."



One of the most touching musicals ever to come to Broadway with an unforgettable score including "Restless Heart," "To My Wife," "Pansie and Son," "I Like You" and "Shika Shika."



Rodgers and Hammerstein's big hit about the little people in the theater. It glows with numbers like "Marriage Type Love," "Keep It Gay," "No Other Love," "It's Me" and "I'm Your Girl."



This Harold Rome score about summer vacations will be a holiday treat each time you hear it. "They Won't Know Me," "Where Did the Night Go" and "Ballad of a Social Director."



Probably the greatest array of hits ever to come from a single Broadway revue. Includes: "Monotonous," "Love Is a Simple Thing," "Boston Beguine," "Lizzie Borden" and "Lucky Pierre."



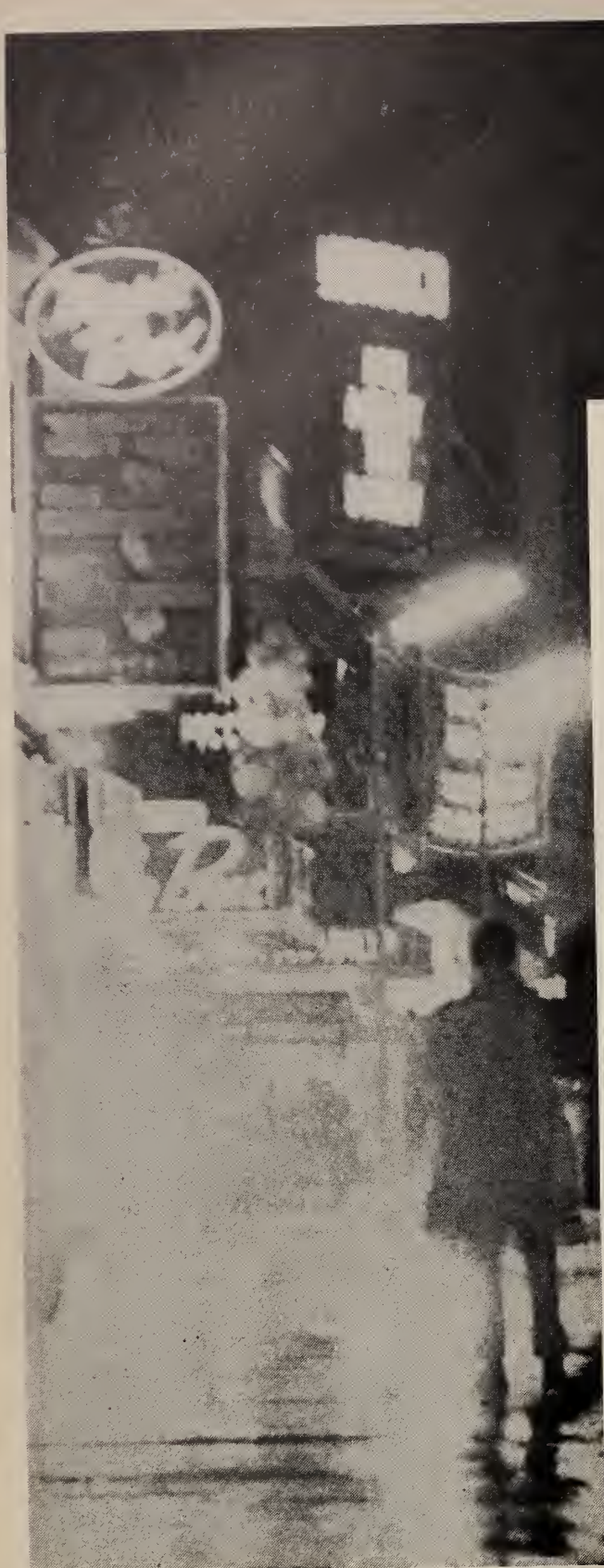
The gold rush days never glittered brighter than in this great album with songs like "I Talk to the Trees," "They Call the Wind Maria," "I Still See Elisa" and "What's Goin' On Here."



This legend of Broadway now comes to thrill a whole new generation of musical comedy lovers. "The Gentleman is a Dope," "A Fellow Needs a Girl" and "Allegro." 1st time on L.P.

61	KING FAMILY SHOW (Warner Bros. W/WS 1601)
54	IT'S NOT UNUSUAL Tom Jones (Parrott PA 61004, PAS 71004)
50	SEEKERS 2319)
46	Verve V/V6 8616)
53	IN THE ND Victor LPM/LSP 3337)
56	PENCE OC/LSO 1110)
55	NING RAIN 9175/VSD 79175)
57	OVANI SOUND— ROM BROADWAY YWOOD 19/PS 419)
65	GREEK h Fox TFM 3167/TFS 467)
63	E ve V/V6 8614)
70	OCK IN ING Y/DL 74670)
43	OR A BLUE LADY (Capitol T/ST 2335)
52	OVE 342/CS 9142)
76	622)
75	YOU hess 1496)
67	CHEREE instrels 369/CS 9169)
72	ME ON (Tower T 5004)
100	ROUND 068/SRS 67068)
58	PLACE Varner Bros. W/WS 1598)
64	N (Moonglow 1003)
74	DDIE ners 026/SR 61026)
77	& THE PLAY SHOTGUN
68	ELSE IS PLACE itol T/ST 2312)
69	RED MENACE C/LSO 1111)
73	ERS UAL 3417/UAS 6417)
78	AN HISTORIC RETURN HOROWITZ AT CARNEGIE HALL Vladimir Horowitz (Columbia M2L 328/ M25 728)
71	BEACH BOYS IN CONCERT (Capitol TAO/STAO 2198)
59	RED ROSES FOR A BLUE LADY Vic Dana (Dolton BLP 2034/B5T 8034)
60	MR. STICK MAN Pete Fountain (Coral CRL 57473/ CRL 757473)
84	BOBBY VINTON SINGS FOR LONELY NIGHTS (Epic LN 24154/BN 26154)
62	THE EARLY BEATLES (Capitol T/ST 2309)
86	QUEEN OF THE HOUSE Jody Miller (Capitol T/ST 2349)
83	THE TEMPTATIONS SING SMOKEY (Gordy G/S 912)
87	CANADIAN SUNSET Andy Williams (Columbia CL 2324/CS 9124)
92	FOR YOUR LOVE Yardbirds (Epic LN 24167/BN 26167)
89	EDDIE FISHER TODAY (Dot DLP 3631/DLP 25631)
94	THEM (Parrot PA 61005/PAS 71005)
96	THE GOLDEN HITS OF LESLEY GORE (Mercury MG 21024/SR 61024)
90	CAST YOUR FATE TO THE WIND Vince Guaraldi (Fantasy 3337)
97	AL HIRT, LIVE AT CARNEGIE HALL (RCA Victor LPM/LSP 3416)
93	YOU WERE ONLY FOOLING Vic Damone (Warner Bros. W/WS 1602)
98	THE NEARNESS OF YOU John Gary (RCA Victor LPM/LSP 3349)
93	WHAT'S NEW PUSSYCAT? Soundtrack (United Artists UAL 4128/UAS 5128)
80	YOUR CHEATING HEART Soundtrack (MGM E/SE 4260)
81	DEAR HEART & OTHER SONGS ABOUT LOVE Henry Mancini (RCA Victor LPM/LSP 2990)
82	DOWNTOWN Petula Clark (Warner Bros. W/WS 1590)
99	AN EVENING WITH BELAFONTE/MAKEBA Harry Belafonte & Miriam Makeba (RCA Victor LPM/LSP 3420)
85	CATCH THE WIND Donovan (Hickory LPM 123)
85	L-O-V-E Nat King Cole (Capitol T/ST 219S)
88	MEXICAN PEARLS Billy Vaughn (Dot DLP 3628/DLP 25628)

4	SONG FOR MY FATHER Horace Silver (Blue Note 418S)	10	MILES DAVIS PLAYS FOR LOVERS (Prestige PR 7352)	16	HERE THEY COME Paul Revere & Raiders (Columbia CL 2307/CS 9107)	19	ELGART A GO GO Les & Larry Elgart (Columbia CL 235S/ CS 915S)
5	STRANGERS & COUSINS Pete Seeger (Columbia CL 2334/CS 9134)	11	CAT BALLOU Nat Cole (Capitol T/ST 2340)	17	FOR YOU FROM US Astronauts (RCA Victor LPM/LSP 3359)	20	ENGLAND'S GREATEST HITMAKERS Various Artists (London LL 3430/PS 430)
6	JAMES BOND THRILLERS Robert Shaw Orch. (London LL 3412/PS 412)	12	LOVE IS EVERYTHING Johnny Mathis (Mercury MG 20991/ SR 60991)	18	THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES Soundtrack (20th Century Fox TFM 3147/TFS 4147)	21	ROGER WILLIAMS PLAYS THE HITS (Kapp KL 1414/KS 3414)
						22	IF I LOVED YOU Johnny Mann Singers (Liberty LRP 3411/ LST 7411)
						23	THE TURNAROUND Hank Mobley (Blue Note 4186)



“WELCOME TO
tl



“Had the first nighters almost paralyzed with delight.”—*N. Y. Daily News*. Includes all-time hits like “Papa, Won’t You Dance with Me?”, “I Still Get Jealous” and “On a Sunday by the Sea.”



The first big Broadway hit by the now renowned team of Lerner and Loewe includes: “The Heather on the Hill,” “Almost Like Being in Love,” “Come to Me, Bend to Me” and “Brigadoon.”

OPENING ON BROADWAY OCTOBER 16th, 1965

ON A CLEAR DAY YOU CAN SEE FOREVER. Here’s the first collaboration by two of Broadway’s greatest names, Alan Jay Lerner and Burton Lane. A dazzling display of the score with Louis Jourdan, Barbara Harris and the Original Broadway Cast.

TWO NEW RICHARD RODGERS PRODUCTIONS

OPENING IN THE MUSIC THEATER OF LINCOLN CENTER—SUMMER, 1965

KISMET. Alfred Drake recreates his original Broadway role in this superb Music Theater of Lincoln Center production. The exciting Arabian Nights score includes: “Baubles, Bangles and Beads,” “Night of My Nights” and “A Stranger in Paradise.”

CAROUSEL. The Music Theater of Lincoln Center reaches new heights in this grand and glorious Rodgers and Hammerstein classic. Score includes: “You’ll Never Walk Alone,” “June Is Bustin’ Out All Over,” “Mister Snow” and “If I Loved You.”



The hottest ticket
Original Cast Album
with nationwide
effective display
customers in, moving merchandise out! A star performer is the catalog at
the right showing all RCA Victor Original Cast Albums: a unique
and persuasive sales aid. So get in on the biggest selling event of the
season. Ask your RCA Victor distributor for a supply of these
booklets and the other material available to you now!

RCA VICTOR
The most trusted name in sound

THE WE THREE TRIO—Mainstream 56055/S 6055

The We Three Trio makes its debut on the record scene with a fresh sound and a platterful of lyrical tunes that make for plenty of fine listening. The trio combines some of the best aspects in the pop field and spices the result with just a touch of folk-flavor. In their initial album, sure to attract plenty of attention, the three young artists display more of their wide-ranging talents with a flock of compositions penned by members Wally Keske and Danny Janssen, and one tune by veteran tunesmith Frank Loeser, "Ah! To Be Home Again."

JERK AND TWINE TIME—Buddy Randall & the Knickerbockers—Challenge LP 621

Newcomers to the record scene, Buddy Randall & the Knickerbockers could bid for national recognition with this wailing, pounding assortment of recent hits. With a powerful jerk 'n twine rhythm, the quartet makes a brand of music that's highly contagious and extremely danceable, and features among the grooves, their current volatile single, "Jerk Town." Also highlighted among the grooves is their smooth version of "Land Of 1,000 Dances" and a super-charged interpretation of "The 'In' Crowd." Plenty of potential here.

DISCOTHEQUE—POLISH STYLE—Dana DL/SDL 1309

With discotheque growing ever stronger among the dancing and listening set, Dana has put out an LP of discotheque in a Polish vein performed by several different polka bands. Featuring mostly the sparkling, happy sound of the polka, the album also includes the swaying sound of the waltz as well as the lively oberek. Top tracks in the set include "Ambassador Polka" by Ray Henry and His Orchestra and "Rain Rain Polka" by Johnny Pecon and His Orchestra.

STEVE LAWRENCE CONQUERS BROADWAY—United Artists UAL 3368/UAS 6368

Steve Lawrence, who's currently conquering the Broadway buff's with his acclaimed performance in "What Makes Sammy Run," has just let loose with a full-scale onslaught on all fronts of the Great White Way. Probing up and down Glitter Street, the artist has deftly "lifted" a well-known batch of goodies from a dozen different musicals and has come up with a potent package of melodies. Highlighting the session are "I've Grown Accustomed To Her Face" ("My Fair Lady") and "Shall We Dance" ("King And I").

THE FLINTSTONES FLIP FABLES—HBR HLP 2021

In addition to producing volumes of TV cartoons each year, the team of Hanna-Barbera has put some of its most well-known video stars in the recording limelight with a series of fables and stories sure to charm youngsters. In this package, the Flintstones handle the narrative chores and serve up their own captivating versions of such all-time children's favorites as "Gold-Rocks & The Three Bear-O-Saureses" and "The Three Little Pigs." An excellent package for the kids.

FITNESS FOR TEENS—Bonnie Prudden—Warner Bros. W/WS 1594

A longtime physical fitness enthusiast and instructor, Bonnie Prudden has come out with another in her series of records aimed at building and toning muscles. This one, for the teen set, delves into the exercises that will best aid teenagers in keeping trim and in top physical shape, and, in addition to a series of workouts listed on the LP, the package contains a complete set of diagrammed instructions for all the exercises on each band. A good idea for youngsters.

AT THE CROSSING—Jimmie Davis—Decca DL 4611/74611

As well as handling the chores as governor of Louisiana, Jimmie Davis is one of the leading exponents of country songs of faith, and this hymn-filled album should draw lots of his staunch fans. An artist who enjoys singing, the politician-chanter displays not only his fine vocalizing talents, but also his ability to pen the inspirational lyric, as some of the top tracks here are his own "One Door To Heaven" and "He's The Savior Of The World."

JAZZ PICKS

JAZZ SUITE ON THE MASS TEXTS—Paul Horn—RCA Victor LPM/LSP-3414

Coltrane's strong showing on "A Love Supreme" would seem to indicate that a good portion of the jazz audience has retained a solid interest in works of a religious nature, and Paul Horn's jazz suite based on the mass texts may therefore find a surprising sales response. The Horn Quintet, backed with an ork under the direction of Lalo Schiffrin, and accompanied by a chorus chanting refrains from the mass, makes for some interesting listening on tracks like: "Interludium," "Gloria" and "Sanctus."

JACKSON'S ACTION—Willis Jackson—Prestige 7348

An easy moving wax style makes Willis Jackson's newest Prestige outing a likely package to see both jazz and r&b action. The wailing sound, which turns up very nicely on a wild version of "Jive Samba," is ably accompanied by Frank Robinson (trumpet), Carl Wilson (organ), Pat Azzara (guitar) and Joe Hadrick (drums). Other nifty sounds are to be heard on "A Lot Of Livin' To Do" and the title track, "Jackson's Action."

JAZZ BEST BETS

BILLY LARKIN AND THE DELEGATES—Aura AR-3002

Free moving organ techniques from Billy Larkin, backed with some smooth drumming from Mel Brown and the guitar work of Hank Swann make for easy listening jazz-blues on this set. The west coast threesome work together with a rapport of the finest quality and their sound should quickly establish them as national jazz favorites. Among the tracks that ought to be much programmed by jazz spinners are: "Foxy Little Ghoul," "Watch Your Motives" and "Ice Water."

COOL—Rune Ofverman—Argo LP-752

Swedish pianist Rune Ofverman offers up a groovy set of tracks on this Argo outing featuring his keyboard antics backed by a chorale (on one side) that adds soft and easy overtones adaptable to light pop spinning and jazz airing. Unlike the energetic vocal jazz LP's in the vein of the Swingle Singers and other skat crews, this set is more oriented to late night listening via Side 1 sounds like "Whatcha Gonna Do" and "Amen;" Side 2 focuses on instrumental works including "Bossa Nova Sueca."

CARNIVAL—Danny Zeitlin—Columbia CL 2340/CS 9140

An accomplished showing of inventiveness highlights this Columbia session featuring Danny Zeitlin at the keyboard with a small combo assisting him in the reading of several easy going tunes. The airy stylings capture a vitality that could make him a strong entry in the jazz 88'er field. Among the works that illustrate his competent handlings are: "We'll Be Together Again," "Once Upon A Summertime" and "All The Things You Are." An artist to watch.

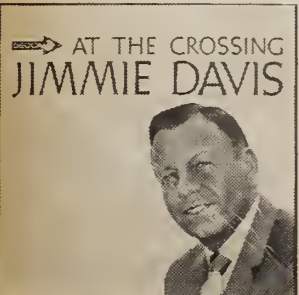
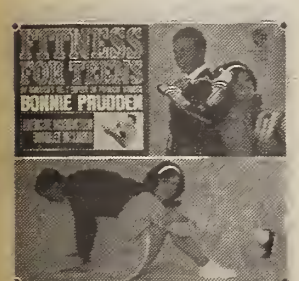
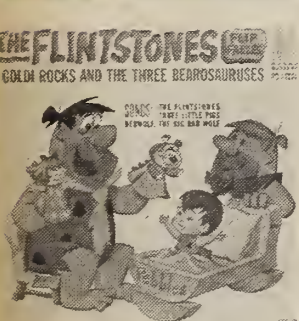
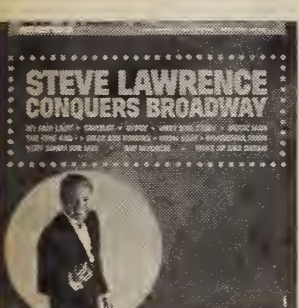
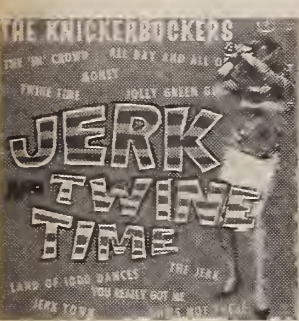
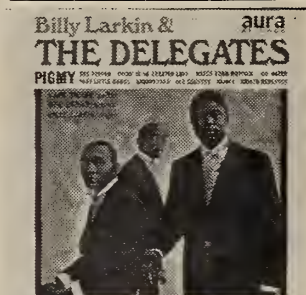
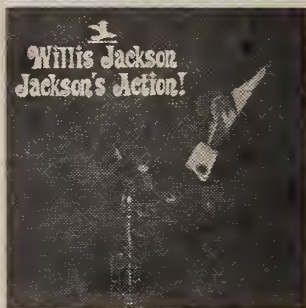
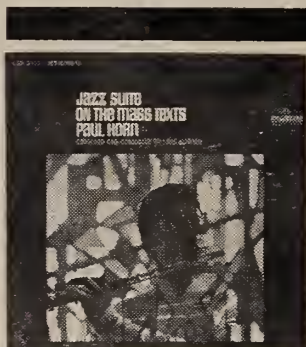
CLASSICAL PICKS

WILLIAM WALTON: VARIATIONS ON A THEME BY HINDEMITH, SYMPHONY NO. 2; Szell & the Cleveland Orch.; Columbia ML 6136/MS 6736

Outstanding among contemporary American composers, William Walton is well represented on this Columbia recording of his "Variations On A Theme By Hindemith" and his second symphony. This being the first recorded performance of the former work, it should see considerable public attention. The symphonic work is also rarely recorded, the only other available disk being Szell's Epic reading.

SPANISH MUSIC FOR TWO GUITARS—Presti & Lagoya—Mercury MG 50427/SR 90427

Ida Presti and Alexandre Lagoya evoked peals of critical praise on the occasion of their American premiere in 1961 and are bound to receive far more via this Mercury package of "Spanish Music For Two Guitars." The LP features compositions by Falla, Granados, Albeniz and four others, all exquisitely read by the pair. Among the highlights in the set are: "Spanish Dance No. 1" by Falla, Sor's "Divertissement No. 1 (L'Encouragement)" and "Tonadilla" by Roderigo.



A STATEMENT OF FACT FROM WALT DISNEY'S RECORD LABELS

1. VISTA'S ORIGINAL CAST SOUND TRACK OF WALT DISNEY'S 'MARY POPPINS' IS THE BEST-SELLING LP OF 1965.
2. THIS IS BECAUSE EVERYBODY WHO SEES WALT DISNEY'S 'MARY POPPINS,' WHICH IS THE BIGGEST GROSSING PICTURE IN DISNEY HISTORY, WANTS TO BUY THE LPs.
3. BUT THAT'S ONLY THE START. IN THE NEXT THREE MONTHS THE PICTURE WILL OPEN IN MORE THAN 2000 THEATRES. THAT IS MORE THAN TWICE THE NUMBER OF PLAYDATES UP TO NOW.

So IT STANDS TO REASON THAT AS MANY MORE 'MARY POPPINS' LPs WILL BE SOLD AS HAVE BEEN SOLD (HOW MANY IS THAT?)*

Vista's, BV-4026, Original Cast Sound Track (suggested retail \$4.79)	1,786,248
Disneyland's, DQ-1256 (suggested retail \$1.89)	569,513
Disneyland's, ST-3922, illustrated Storyteller (suggested retail \$3.79)	<u>221,738</u>
Total	2,577,499

* Domestic sales as of July 12, 1965

Tom Mack Heads Dot's Int'l Dept.

HOLLYWOOD—Tom Mack has been promoted to director of international operations at Dot Records, according to Randy Wood, president. Mack will continue to serve as director of album production. Mack replaces Jim Bailey, who recently left Dot to become international head of England's Pye label. Wood also announced that Judy Hicks has been named assistant director of the int'l dept.

Mack appointment, Wood noted, comes at a time when the label is "planning an even greater program of world-wide distribution."

Soma-Heartbeat Label Buys Schwartz Tapes

MINNEAPOLIS — Soma-Heartbeat Records, a newly organized division of Soma Records, has purchased the tapes to the Seymour Schwartz (Seymour and His Trumpet) catalog, dubbed in background for a broadened musical backdrop, and has released 12 Schwartz singles on the new Soma-Heartbeat label. Soma has also released Seymour Schwartz LP's —2 decks—to the retail market for the first time.

Schwartz' trumpet, long a favorite of juke box operators, and a consistent coin attraction, will now be made available in greater quantity, through the Soma distributing organization and with an instrumental backdrop which combined should spur sales of the trumpeter's recorded sounds.

At the same time, Amos Heilicher, Soma head, announced that the firm has completed negotiations with Dave Miller, head of Somerset Records, and a release of twenty-one seven-inch stereo little LP's featuring Somerset's 101 Strings and selections from Somerset's recently released 'Pipe Organ Plus' disks. In addition, three seven-inch stereo little LP's of the Seymour Schwartz material will also be made available, featuring Seymour and His Trumpet.

The little LP set features bonus prices with price to distribs set at 75¢, one-stops pay 90¢, and ops can expect to pay \$1.15 per little LP. Regular list price has been \$1.50 on seven-inch LP's now available from other labels.

The Seymour-Trumpet material includes "When Day Is Done," "Someone To Watch Over Me" and other solid standards. The "101 Strings" material includes Million Sellers of the 1930's, 1940's, 1950's, 1960's, "I Love Paris" and more recently released decks entitled "Fly Me To The Moon" and "Italian Hits."

Koppleman & Rubin Expand Operation

NEW YORK—Charlie Koppleman and Don Rubin have kicked off major expansion programs in their production, music and publishing activities.

Four regional promotional men have been retained to work on the firm's Stallion Records' release "A Little Lovin'" by Dwain Story and the first Koppleman-Rubin Associates production "Do You Believe In Magic?" by the Lovin' Spoonfuls on the MGM-distributed Kama Sutra label. They are: Earl Glicker covering the mid-west out of Chicago, Steve Sandler for the New England area, Buzzy Curtis servicing stations from Washington, D.C. to Philadelphia and Perry Steveys in the Pittsburgh, Detroit and Cleveland areas.

Arlene Jaffe has been appointed director of copyrights for Chardon Music and the newly-formed Faithful Virtue Music, both BMI, and Art Kornfeld and Joe Wissert have been named executive producers by the firm, which is currently negotiating a production agreement with two major labels.



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

THE TURNAROUND Part I

Hank Mobley (Blue Note 1915)

LOVE THEME FROM "THE SANDPIPER"

Peggy Lee (Capitol 5469)

SALT WATER GUITAR

Burl Ives (Decca 31811)

STAND BY ME

Earl Grant (Decca 25674)

I CAN'T HEAR YOU NO MORE

Newbeats (Hickory 1320)

IT'S STARTING TO GET ME

Irma Thomas (Imperial 66120)

SUMMER WIND

Roger Williams (Kapp 55)

THE SWEETHEART TREE

Johnny Mathis (Mercury 72464)

DON'T WISH YOUR HEARTBREAK ON ME

Lou Monte (Reprise 0384)

ME & MY SHADOW

Nelson Riddle (Reprise 0386)

FORGET DOMANI

Al Caiola (United Artists 882)

WHERE DOES LOVE GO

Charles Boyer (Valiant 719)

THAT'S ALL/I LOVE YOU

Mel Torme (Columbia 43230)

I'LL TAKE SWEDEN

Jack LaForge (Regina 1330)

WHERE WERE YOU WHEN I NEEDED YOU

Jerry Vale (Columbia 43337)

OO-WEE OO-WEE

Perry Como (RCA Victor 8636)

MOONGLOW/PICNIC

Esther Phillips (Atlantic 8203)

LIFE

Joe Leahy (Tower 150)

THE KNACK

Ferrante & Teicher (United Artists 903)

RAINY DAY

Rooftop Singers (Vanguard 35029)

THE SHADOW OF YOUR SMILE

Astrud Gilberto (Verve 10358)

NEW ADDITIONS to TOP 100

70—IT'S THE SAME OLD SONG

Four Tops (Motown 1081)

82—SINCE I LOST YOU BABY

Temptations (Gordy 7043)

83—SUGAR DUMPLING

Sam Cooke (RCA Victor 8631)

85—I'M A HAPPY MAN

Jive Five (United Artists 853)

86—CALIFORNIA GIRLS

Beach Boys (Capitol 5464)

89—IT'S GONNA TAKE A MIRACLE

Roylettes (MGM 13367)

94—AGENT OO SOUL

Edwin Starr (Ric-Tic 103)

96—CANADIAN SUNSET

Sounds Orchestral (Parkway 958)

98—LOVE ME NOW

Brook Benton (Mercury 72446)

99—SWEETHEART TREE

Henry Mancini (RCA Victor 8624)

100—WE'RE DOING FINE

Dee Dee Warwick (Blue Rock 4027)

Two NARAS Chapters Elect New Prexies

NEW YORK—In recent elections held by two of the NARAS chapters around the country, Joe Csida was elected president of the New York segment and Dave Pell was elected president of the Los Angeles division.

Replacing former prexy George Avakian, Csida spearheaded the Academy's TV show drive which resulted in the recent NARAS production, "The Best On Record." Elected to serve two years with him were Father Norman O'Connor, first vice-

president; Dom Cerulli second vice president; John Stevenson, executive vice-president; David Hall, secretary and Billy Taylor, treasurer.

Pell will take over the reins from retiring president Pete King, who will remain on the Board of Governors and as a national trustee. Elected along with him were Jesse Kaye, first vice-president; Ernie Freeman, second vice-president; Stan Cornyn, secretary, and Neely Plumb, unanimously reelected as treasurer.



LONG ON TALENT—A small gathering formed an autograph party to celebrate the signing of Don Bowman to a management contract with Long Talent. On hand for the handwriting ceremony were (left to right) John Owen, Long veep; Shorty Lavender, vice president; Bowman; and firm head Hubert Long.

BLUE NOTE HAS THE HOTTEST JAZZ SINGLES

CHARTBOUND!
A REAL SWINGER

HANK MOBLEY THE TURNAROUND

BLUE NOTE 45x1915

The Big Single
From His New Hit Album

THE TURNAROUND

THE TURNAROUND!

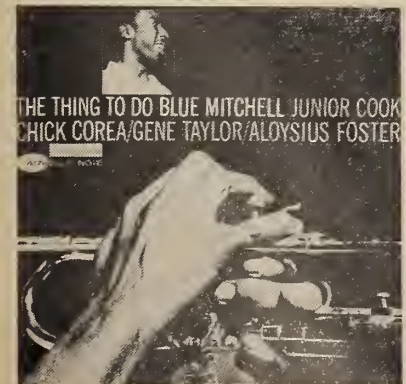
FREDDIE HUBBARD BARRY HARRIS PAUL CHAMBERS BILLY HIGGINS

HANK MOBLEY



THE TURNAROUND BLP4186 (BST 84186)

COMING UP STRONG!



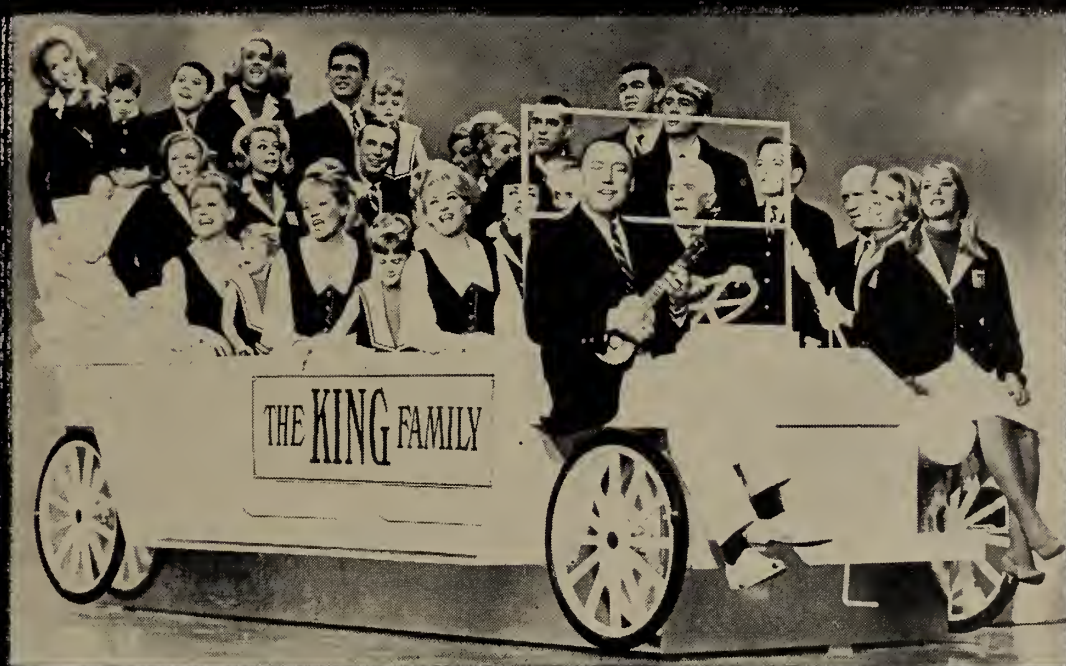
THE THING TO DO BLUE MITCHELL JUNIOR COOK CHICK COREA/GENE TAYLOR/ALOYSIUS FOSTER BLP4178 (BST 84178)

BLUE NOTE

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

“The Sweetheart Tree”
by the
KING FAMILY

#5647



THE SINGLES WINNER—
FROM THE WARNER BROS. HIT FILM

THE GREAT RACE

THE FIRST NAME IN SOUND



WARNER BROS.
RECORDS



NEW TO THE MGM FOLD—Continuing with a current policy of expanding its artist roster, MGM Records last week inked John Andrea to an exclusive, long-term recording contract. The chanter, who broke into the national spotlight via his appearances on ABC-TV's "Shindig" stanza, previously recorded for Warner Bros.-Reprise. Andrea, who is handled by vet manager Bob Marcucci, was brought to MGM by Lenny Scheer, the label's director of sales. He was personally signed by MGM president Mort Nasatir. To launch the songster on MGM, the diskery plans "the big build-up" which will include an extensive consumer-trade publicity and promotion campaign. Andrea's first single under the new deal, "Come On In" b/w "My Fool Of A Heart," will be released this week. Standing (left to right) in the above pic at the inking ceremonies are: Marcucci, the chanter, Nasatir and Scheer.

NARAS Nashville Branch Holds First Election

NASHVILLE—Celebrating its first anniversary in existence, the Nashville chapter of NARAS has just concluded its initial executive elections, which resulted in the naming of Eddy Arnold, one of the most well-known names in country music, to the presidential post.

Held during the quarterly meeting of the board of directors, the election also brought in Harold Bradley as first vice-president, Francis Preston as first executive vice-president, Juanita Jones as second executive vice-president, Bill Denny as secretary and Lester Rose as treasurer.

Due to the efforts made by Bill Hudson throughout the year to further the organization, a special office, with the title of executive director, was set up under his control.

Until further notice, the Nashville chapter will be making its headquarters at 1609 Hawkins St.

Decca-Coral Releases

(Continued from page 6)

"Whoopie" John Orchestra and "Polka City, U.S.A." by Dick Rodgers and His TV Recording Orchestra.

Rounding out the new product is "I Love Jazz" by Louis Armstrong and the All Stars, "Songs That Made Him Famous" by Arthur Prysock with Buddy Johnson and His Orchestra, "You're Nobody Till Somebody Loves You" by Roberta Sherwood, "They're Playing Our Song" by Henri Rene and His Orchestra and "Dance The Tango" by the Castilians.

The Gold Label classical division is represented with two major suites by Andres Segovia, "Suite In Modo Polonico" and "Suite Compostelana," the first English version of Haydn's "The Creation," in a two record set featuring Judith Raskin, John McCollum, Chester Watson and the Musica Aeterna Orchestra and Chorus under the direction of Frederic Waldman; the Princeton Chamber Orchestra under the baton of Nicholas Harsanyi in a performance of the Dvorak "Serenade" and Mozart's "Divertimento," and a program of baroque pieces performed by Sylvia Marlowe.

The Coral label is represented with three new releases. Godfrey Hirsch debuts on the label in a set recorded live at Fountain's French Quarter Inn in New Orleans, Dave Apollon is featured with "Travellin' Mandolin" and the final album is one called "The Best Of Liberace."

Full color litho books have been prepared, spotlighting all the new product and colorful in-store and window displays have been prepared and are available in quantity from the local Decca branches. Also in support of the promotion, trade advertising has been scheduled to coincide with the dates of the release, along with an extensive promotion campaign, to run the length of the program.

In addition to all the new product, the program, which will run through Sept. 3, will also encompass all the Decca, Coral and Brunswick LP's and EP's under the terms of an attractive dating and discount plan. The company's field force is now contacting respective accounts with complete details of the program.

Durium-Peak Distrib Pact

CHRISTCHURCH, NEW ZEALAND —Peak Records of New Zealand has announced the signing of an exclusive agreement with Durium Records of Milan, for that firm to distribute the Peak catalog in Italy. Three LP's are scheduled for early release, including one by international artist Marino Marini.



SURE SHOTS

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

IT'S THE SAME OLD SONG

FOUR TOPS Motown 1081

IN THE MIDNIGHT HOUR

WILSON PICKETT Atlantic 2289

CANDY

ASTORS Stax 170

SINCE I LOST YOU BABY

TEMPTATIONS Gordy 7043

SUGAR DUMPLING

SAM COOKE RCA Victor 8631

I'M A HAPPY MAN

JIVE FIVE United Artists 853

CALIFORNIA GIRLS

BEACH BOYS Capitol 5464

IT'S GONNA TAKE A MIRCLE

ROYLETTES MGM 13367

Col. Sales Meet: The Merchandising Story

(Continued from page 7)

and sub-alphabetized by record title with a complete content listing to facilitate quick and accurate reference. The former numerical section has been reduced to a simple title and artist breakdown.

In an effort to serve the record retailer better, Kavan reported that Columbia is enhancing the Catalog listing. The new catalog will be more compact, color-coded by category and spiral-bound for 360-degree turn. In addition, the essential inventory selections, which make up nearly 80% of the volume, have been located on the back pages for rapid and efficient usage.

Another feature for the dealer is the special portfolio provided for writing orders. The leather folder, designed by Don Doughty, manager of field communications, is functional, containing a clipboard, an order separator and a hard writing surface. The top-opening Profit-Pack to house all the tools is custom-made of sun-tan leather, wide enough to hold occasional sales promotion material and tall enough to hold demonstration LP's.

Columbia's advertising is currently on the move in all media: outdoor advertising, magazines, television and radio. Alvin H. Goldstein, in speaking of the "new look" of Columbia's ads, stated: "Columbia Records' new ad formats are intended to motivate sales by influencing the reader. Their specific function is to move customers into the record stores, thus replacing the former purpose of the label's image advertising, which was mainly to inform. The effectiveness of Columbia's advertising has, therefore, been considerably strengthened."

Joe Norton reported on Columbia's newly created sales promotion material and its potential benefits to the record dealer. "Next to actually putting the record in the store, the most important thing you can personally do is to direct the customers to your product with display. Your display is your silent salesman; it sells for you

twenty-four hours a day and it sells directly to the ultimate customer." Mr. Norton then went on to outline the various display kits which will be made available.

The Popular kit will include a motion display to showcase eight new releases. Four color reproductions of new albums by Ray Conniff, Tony Bennett, Dave Brubeck and Doris Day will be incorporated in the display. Next, a special Big Band display will feature such artists as Woody Herman and Skitch Henderson. To support the new Jim Nabors (Gomer Pyle) album, a special LP display piece is offered and an individual Johnny Cash die-cut point-of-sale unit is also included. In September, in addition to the motion display will feature new releases by The Brothers Four, The New Christy Minstrels, Jerry Vale, Andre Kostelanetz and Bobby Dylan. A country and western display, showcasing such country stars as Ray Price, Carl Smith and Stonewall Jackson, and a three-panel Jazz display, with Miles Davis and Charlie Byrd, are also included in the Popular kit.

The Masterworks kit will contain mounted and easled artist mezzotint photos of Eugene Ormandy, Leonard Bernstein, E. Power Biggs, George Szell, Zino Francescatti and Rudolph Serkin. Other promotional material will provide: a winged display for Leonard Bernstein and the New York Philharmonic's new recording of "William Tell and Other Favorite Overtures"; a three-panel display on E. Power Biggs, incorporating the new "Bach Organ Favorites, Volume II" as well as the first volume; a three-panel Bargain Set display for Leonard Bernstein and the New York Philharmonic's album of "The Four Symphonies" of Robert Schumann and Eugene Ormandy and the Philadelphia Orchestra's recording of "The Great Tchaikovsky Symphonies." Kleen-Stick Covers will also be available.

GARNET MIMMS
"THAT GOES TO SHOW YOU"
UA 887
on the one to watch
UNITED ARTISTS
RECORDS

WATCH THE CHARTS ERUPT!

"STORM WARNING" THE VOLCANOS

ARCTIC 106

J/G JAMIE GUYDEN DIST. PHILA. 23, Pa.

COLPIX presents
david jones

in his
new hit
single—

**WHAT ARE
WE GOING
TO DO?**

b/w

THIS BOUQUET

CP 784



Produced by Hank Levine

david jones



**WHAT ARE
WE GOING
TO DO?**

b/w

THIS BOUQUET

CP 784



UA Unveils 'Knack' Plan

(Continued from page 6)

featuring a score by Riz Ortolani, who was responsible for "Mondo Cane" and "The Yellow Rolls Royce."

12-Disk Pop Release

Twelve albums comprise the label's pop release including several notable debuts as Lena Horne with "Feelin' Good," Patty Duke's "Don't Just Stand Here," comedian Pat Cooper's "Our Hero," Jerry Herman, composer of "Hello Dolly!," with a piano collection tabbed "Hello Jerry," "The Arthur Sound," introducing Jordan Christopher and the Wild Ones and Dorinda Duncan via "The Songs Of Bob Dylan Through The Heart Of A Girl." Rounding out this section are "Only The Best" by Ferrante and Teicher, "14 Original Chart Toppers 14" by various major artists, Jimmy Roselli's "The Great One," "Help!," instrumental versions of the Beatles songs from their soon-to-be-released flick by the crew's musical director, George Martin and "Sounds For Spies And Private Eyes" by Al Caiola.

3 C&W LP's

The label's country operation is represented by a trio of new recordings. They are: "Del Reeves Sings The Girl On The Billboard," the recent number one country artist, "King Of Broken Hearts" by George Jones and "The Judy Lynn Show Act Two."

5 Latin Albums

UA's expanding Latin-American catalog presents five albums. The new LP's are: "Tito Rodriguez In Buenos Aires," "The La Playa Orchestra In Puerto Rico," and three Latin artists, just inked by the label, Chucho Avellanet with "Love And Violins," "Viva Watusi" by Ray Barretto and "Mucho Mucho Machito" by the famous bandleader.

4 LP's From Ascot

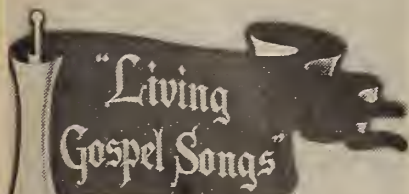
Ascot Records, UA's fully-owned division, continues its growth via four sets. The albums are: "My Little Red Book Of Winners" by Manfred Mann, "Long John's Blues" by Britisher Long John Baldry, "Everybody Let-kiss" and "Everybody Loves Saturday Night" by Morgana King.

A-F Takes N.J. Distrib

NEW YORK—Audio Fidelity Records has appointed a new distributor, Wendy, in Newark, N. J. At the same time, the firm has named Charles Blodgett as art director. Blodgett, who had been with the firm under its previous management, will be responsible for design and art production on both the Audio Fidelity and the Karate labels and is currently working on a heavy fall release program.

Meanwhile, Carl Greenberg, head of the firm's international division, hosted a sales meeting at the Waldorf Astoria on July 12 for the Japanese representative, Nippon Columbia. Heading up the group of visitors attending the meeting was the Japanese firm's international repertoire man, Hizuru Kaneko.

A GREAT NEW GOSPEL ALBUM



by EDNA GALLMON COOKE

Nashboro LP 7025

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

Epic Convention In Miami

(Continued from page 6)

already 12% ahead of last year's." Hoffman also introduced the new Epic 4-Track Stereo Tapes scheduled for release in August.

Linn, in his presentation, announced a special sales incentive program for distrib salesmen incorporating the use of merchandise prize points. In addition, he revealed that a contest has been devised whereby three Epic salesmen and their wives will win a six-day trip during the winter of 1966 to one of the following holiday resorts: Bermuda, Nassau, San Juan, St. Thomas or Mexico City. Epic is also offering an extra bonus of \$100 to cover baby-sitting expenses for each winning couple.

Credit Meeting

At a Tues. (13) credit meeting, headed by Bill Leo, director of credit and collections and Victor Linn, director of administration, Tom Darrow, a loan agent from the Irving Trust Co. analyzed methods of acquiring loans and advised all distributors to be represented by good accounting firms.

Panel Discussion

A panel discussion on Tues. (13) morning brought together Len Levy, Mort Hoffman, and two distributors, Tony Valerio (San Francisco) and Don Dumont (Boston).

Subjects discussed included: the necessary role of the promo man in the changing distribution picture; the improvement of rack-distrib relations; and an increasing awareness that the two groups must learn to live and prosper together; the thin assortment of product at many discount houses, leading to the renaissance of the small specialty record shop with a broad catalog; the new pricing structure; problems of guarantees on untried artists whose records may not sell; the role of the salesman as racks take a greater share of the retail business; and the growing pains experienced by a label like Epic when it steps from a singles-oriented structure to one whose dollar volume today comes primarily (about 75%) from LP product.

Beethoven 9 Price

The big price news of the Epic meet was the sale of the nine Beethoven Symphonies by George Szell to the consumer at a special price of \$19.99 mono and about \$23 for the stereo edition.

Dr. Doody's Remarks

Epic invited Dr. Alton F. Doody, associate professor of marketing and economics at Ohio State Univ. to address the convention on Tues. (13). Dr. Doody, whose major area of concentration is distribution channels, particularly wholesale and retail trade relationships, has had considerable consulting experience in the record industry. He is an acknowledged authority on changing distribution patterns of phonograph-records in the United States and has addressed three of the last four conventions held by the National Association of Record Merchandisers.

Professor Doody made two separate presentations during the Epic convention. The first was a management seminar for executive personnel of Epic distrib organizations titled "The Dynamics of Phonograph Record Distribution." The seminar reviewed major competitive developments in the record industry from its inception to the present time and focused on an analysis of trends likely to affect the record industry in the future. The topics covered included the changing nature of the phonograph record as a product, the changing character and composition of record customers, major developments in record distribution at the retail level and major developments at the wholesale level, especially the emergence of the rack merchandiser. Dr. Doody's analysis integrated these subjects and others into a pattern revealing their relationships and showing why certain changes in the industry are inevitable.

"The Dynamics of Phonograph Record Distribution" concluded with a session outlining a marketing plan

for the record distributor. Dr. Doody emphasized the importance of establishing separate goals and selling programs for each type of customer.

"Too many of us," said Dr. Doody, "have for too long looked upon customers as a single entity or a single market, whereas in fact, they are several markets, each with its distinct characteristics and requirements. This is certainly true in the Phonograph-record industry, for the requirements of the large retailer are different from those of the small retailer, and those are certainly different from those of the rack-jobber, which are in turn partly different from those of the one-stop."

He pointed out further that the task of defining markets and working with customers was a continuing one, especially in the record industry. He cited recent developments such as distributors becoming rack-jobbers and rack-jobbers becoming distributors and various other changes in the structure of distribution.

Dr. Doody forecast the continuation of such trends he referred to as "natural developments in a competitive industry as it matures and finds it necessary to adjust to new ways of doing business." "Some distributors," he advised, "would do well to think of applying the rack-merchandising principle to their businesses. But this is not something which everyone should rush out to do. The composition and competition of certain markets would not always make this practical. There are other avenues to follow. For example, some distributors might do well to move gradually away from their traditional type of operation and operate more like manufacturers' agents."

However, Dr. Doody cautioned against seeking a single formula or single approach to doing business in an industry as complex and dynamic as this one. "Marketing structures," he continued, "simply aren't built that way. What is important is gaining a perspective—one of the purposes of conventions like this—and developing an attitude whereby changes are recognized not only as inevitable but as presenting opportunities as well as problems."

Dr. Doody's second presentation was made before the general session of the convention attended by the distributors' sales organizations as well as the management personnel. Repeating a few of the points made in the management seminar, Dr. Doody emphasized the ever-increasing economic prosperity of the country. "The implications that this prosperity has for the phonograph-record industry are many," he said. "This is a growth industry beyond a doubt. But growth does not make business success automatic. Success in the record-distribution business is given to those who are willing to apply their creativity and talent to the changing market opportunities which are ahead."

Epic Entertainment

A barbecue party and country show were the highlights of the opening-day festivities on Sunday, July 11. Entertainment was provided by such famed Epic Country and Western artists as Charlie Walker, Stan Hitchcock, David Houston, Gordon Terry, and Jim and Jesse and was emceed by Merle Kilgore.

The gala banquet took place on Tuesday night and a host of Epic recording artists presented a varied (and very well received) show. Among the performers were Bobby Vinton, Damita Jo, Timmie Rogers, Enzo Stuarti, The Sherry Sisters, Bobby Hackett and The Staple Singers. TV star Mike Douglas emceed the affair and The Glenn Miller Orchestra, under the direction of Ray McKinley, not only accompanied the other Epic artists but provided entertainment of their own as well.

Gameo-Parkway Nabs Master

NEW YORK—Gameo-Parkway Records has just purchased the master of a record that has reportedly broken wide open the Philadelphia area. The disk, called "Down By the Ocean" by the Exceptions, was purchased from Buzz Curtis.

RCA-Camden Releases

(Continued from page 6)

and "Tzigane" by Ravel; Artur Rubenstein plays 8 Polonaises and 4 Impromptus by Chopin; Tilegant and the Southwest German Chamber Orch. perform Bach's "6 Brandenburg Concertos"; and the final LP is Sen. Edward M. Kennedy's narration of "Profiles In Courage" by John F. Kennedy."

The affiliated "Victrola" label is set to release 4 albums in Aug. Among these are Monteux conducting Beethoven's "Symphony No. 4" and the "Siegfried Idyll" by Wagner; Solti and the Royal Opera House Orch. playing "Overtures and Intermezzos from Famous Operas"; the "Concerto No. 1 in A Minor" by Bach and Mozart's "Concerto No. 3 in G" with Laredo, Munch conducting the Boston Symphony Orchestra and Mitchell with the National Symphony Orch.; "Sylvia and Aoppelia Ballet Suites" by Delibes featuring Rignold and the Paris Conservatory Orch.

Camden's new product consists of five packages: Skeeter Davis' "Blueberry Hill and Other Favorites"; "Go Go With Damita Jo"; "Living Strings and Living Voices—Mona Liza and Other Memorable Songs"; "The One and Only Roger Miller"; and "The Sound of Folk Music of Many Lands" with the original Trapp Family Choir.

Seven tape outings, comprised of the label's issue for July, will be unveiled in the Aug. release. Popular tapes will spotlight: "The Nearness Of You" with John Gary; "Al Hirt Live at Carnegie Hall"; and "An Evening With Belafonte/Makeba." In addition to these three on RCA Victor, there will also be two Red Seal sets: "Original Music from the Motion Picture 'Ship Of Fools'" with Arthur Fiedler and the Boston Pops; and "Arias from Aida, Il Trovatore, Madama Butterfly, La Rondine, Tosca and Turandot" by Leontyne Price. Two Camden Packets complete the release: "Living Strings Play Songs to Remember" and "Goldfinger" and Other Music From James Bond Thrillers" by the Ray Martin Orchestra.

Kapp Exec Changes

(Continued from page 7)

staff will be Larry Masser, who recently joined the firm to handle artist relations with TV producers. Masser had been with the William Morris Agency and also worked in the TV packaging wing of General Artists Corporation.

Another key fact of the changes at Kapp is the recently announced merchandising wing of the sales department, a new departure which brings an experienced team into the field for special promotions of all types with distrib efforts in these areas (see last week's issue).

The merchandising team includes Marv Helfer, who formerly was mid-west promotion manager, and Herb Rosen, who, in addition to his new duties, will continue to function as national album promotion manager.

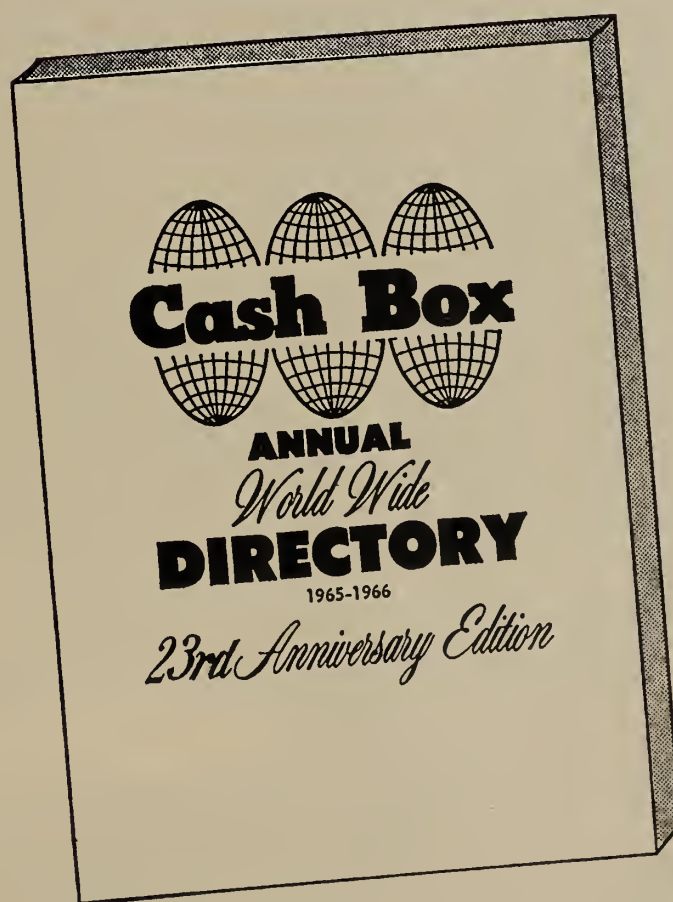
The company has also made several important moves on the A&R and talent fronts. Tom Catalano, who joined the Kapp Records A&R staff nine months ago, has been promoted to the post of manager of singles A&R. The move completes a realignment of the firm's creative staff, which also includes producers Larry Weiss, Hy Grill and Paul Cohen, manager of the firm's Nashville A&R office and country producer for the label. Catalano and the A&R staff will report to Mickey Kapp for all singles production.

Formerly, Catalano served for four years as singles merchandising manager for Columbia Records. Later he activated the company's affiliated April and Blackwood firms as professional manager.

Presently, Catalano records Lenny Welch, Ruby and The Romantics, Don Francks and such new talents as The Boss Guitars, Judy Saxon and The Three of Us, a new folk-pop group.

Weiss, who joined Kapp last March, got into the business as a writer and is the author of Lenny Welch's current hit, "Darling Take Me Back."

How can the Cash Box
Annual Directory be
Greater _____
each Succeeding Year?



because——each year everyone in
the music & record trade recognizes
its tremendous world wide importance

COMING SOON

Don't be left out!

**Contact your nearest Cash Box Office
see page 2**

Rita Pavone Wins 'Cantagirot' Contest

ROME—The fourth edition of "Cantagirot," considered to be the top light music event in Italy's summer season, has come to a close after a 17-day international tour, which included performances in Palermo, Frankfurt, Moscow, Vienna and Fuggi. Produced in the form of a contest-festival, the event was won by RCA Victor teen rock star Rita Pavone, who copped 898 points from the judges for her performance of a tune called "Lui."

The artists participating in the Cantagirot are split up into two teams, team A, which includes well-known artists, and team B, which is made up of newcomers to the music scene. Balloting is done by juries, set up at each of the performance sites, which vote separately for members of both teams.

RCA Victor made a clean sweep of the top three positions as last year's winner, Gianni Morandi, who led in the balloting until the final night, came in second with 896 points for his rendition of "Se Non Avessi Piu' Te," while Nico Fidenco took third place and 876 points with "L'uomo Che Non Sapeva Amare," from the motion picture by the same name. Fourth spot went to the Durium group, I Marcellos Ferial, who gar-

nered 860 points for their performance of their latest hit, the Italian version of "The House Of The Rising Sun."

Top spot in the B category went to another RCA Victor artist, newcomer Mariolino Barberis for his rendition of "Il Duca Della Luna," while second place was grabbed by a young SAAR songstress, Roberta Mazzoni, singing "Ho Sofferto Per Te."

Among the other new artists introduced by the contest were Sonia E Le Sorelle (Sonia & the Sisters) a female vocal group recently pacted by EMI Italiana who sang "Sulla Spiaggia C'era Lei" and a new CGD artist, Caterina Caselli, who sang "Sono Qui Con Voi."

Also featured among the A team members were Pino Donaggio, Donatella Moretti, Michele, Dino, Edoardo Vianello, Little Tony, Giancarlo Guardabassi, Nicola Di Bari, Mario Abbate, Tony Renis, Gino Paoli, Ricky Gianco, Remo Germani, Vittorio Inzaina and Paolo Mosca.

Produced by Ezio Radaelli, the Cantagirot performances were viewed by an average "live" audience of 25,000 persons each night, and was viewed on TV by an estimated 200 million people throughout Europe.

Columbia 'Grow Power' Plan

(Continued from page 7)

"By encouraging you to challenge every rack-jobber and one-stop operating in your territory," Gallagher continued, "I do not want to give the false impression that I am plotting to destroy these distribution systems. Instead, I am demanding our rightful share of their business and I'm telling you that it's your responsibility to see that we're getting it. If not, we'll take the necessary steps to see that we do—and as this Convention unfolds, you'll see that we're equipping you to do just that!"

"I hardly think it's necessary for me to emphasize to you the value of the full-line record account. The full-line record dealer is, and has always been, the backbone of this industry, particularly for the major label with the complete catalog. Therefore, your future and mine are closely tied to the continued growth and profitability of these accounts. We must, in the months ahead, increase our efforts in servicing and merchandising the full-line dealer and as this Convention unfolds, you will see that these are not just empty words. The major portion of our plans and programs for the months ahead are dedicated to the continued growth of the record retailer. We need him and with your cooperation, he too will be convinced that he needs us. Together we can make—and sell—a lot of beautiful music!"

"Gentlemen, in that this is a discussion of our future—yours and mine—I want to assure you that the role of the Columbia salesman is not diminishing. For those of you who recognize the opportunities that the future holds, the role of the Columbia salesman will continue to change. And as it changes, it will continue to grow in importance, particularly for the man who's not satisfied with the territory as is. Open new accounts, im-

prove existing accounts and make every call a full merchandising call instead of an order taking visit."

Earlier in his speech, Gallagher told salesmen that despite the fact that "your prices were not competitive, you proved conclusively that your products were." Gallagher predicted that the immediate months and years ahead will see "even greater progress in marketing and merchandising than we have experienced in the past." He said that this would be brought about by a growing marketplace, more leisure time and a growing family income.

Columbia's 'Grow Power'

(Continued from page 7)

functional when he performs the function of getting Columbia product exposed in outlets which did not previously stock records or when he is servicing outlets in territories Columbia distributors do not reach. But when he uses his functional to pass along a lower price we will take action."

In the next few weeks, Columbia distributors will be meeting with "violators" of the Columbia sub-distributor agreement advising them to "straighten up and fly right" before they are cut off.

Another major feature of the "Grow Power" campaign was the announcement of extended billing on purchases made from July 19 to Oct. 2. As was the case last year, product purchased during this period can be paid for on the following basis: $\frac{1}{2}$ Oct. 10., $\frac{1}{4}$ Nov. 10., $\frac{1}{2}$ Dec. 10., $\frac{1}{2}$ Jan. 10.

Gallagher also announced that the company was going to support its full line concept with a consumer advertising budget that would approach the \$1,000,000 mark, during the last quarter of 1965. Complete details of this program will be announced next week.

Gallagher Address

In his formal address, Gallagher told his audience that "if you're honest with yourself, you'll readily admit that your own lack of aggressiveness was a major contribution to the success of the rack-jobber."

Continued the exec: "Gentlemen, the racks are here to stay—you might just as well make up your minds to that—representing what I sense to be a major growth factor in record retailing. The role of the rack-jobber should be understood and evaluated by each of you. As a distribution arm, the rack-jobber represents growth—and in his proper place he represents healthy growth! You must keep them in their proper places by the daily challenge of their very existence. A Columbia Records merchandiser on the spot can easily prove his value to the aggressive merchant interested in a future in record retailing.

Columbia Aug.-Sept. Product

(Continued from page 6)

Woman"; Mongo Santamaria's "Mr. Watermelon Man"; "Kisses Don't Lie" from Carl Smith; "That Torrid Tampico Sound—the Hottest New Latin Band" featuring the Tampicos led by Claudio Rosas; Mel Torme with "That's All"; Jerry Vale's "There Goes My Heart"; Neil Wolfe and "Out Of This World"; and "Sing To The Lord, Vol. I" with the Woodstock Jesuit Singers.

Other LP's in the pop release are four Mexican and South American sets in the "EX" international line: "Great Favorites Of Mexico" sung by the Coral Mexicano del Instituto Nacional de Bellas Artes; "Lloran Organillos-Folk Songs of Mexico" with Irma Serrano; "The Music of Ernesto Lecuona—Always in My Heart (Siempre en Mi Corazon)" by the Trio Los Panchos; and Roberto Yanes' "Boleros De Hoy Y De Ayer—the Romantic Voice of Argentina."

The 17 package classical issue on the Columbia Masterworks label will include 14 one-disk LP's and three collected sets. Eugene Ormandy's direction of "The Great Tchaikovsky Symphonies, 4, 5 & 6" with the Philadelphia Symphony Orchestra will be released in a three-record set, as will "Robert Schumann: The Four Symphonies" read by Leonard Bernstein and the New York Philharmonic, which will also include the "Overture to Manfred." The third multi-disk offering will be a two-platter performance of 16 Slavonic Dances and the "Carnival Overture" by George Szell and the Cleveland Orchestra.

Other recordings are: Nielsen's "Symphony No. 3 (Sinfonia Espansiva)" with the Royal Danish Orchestra conducted by Leonard Bernstein; the New York Philharmonic performing popular overtures including Rossini's "William Tell," Suppe's "Poet and the Peasant"; and the same ensemble's reading of "La Mer" and "Afternoon of a Faun" by Debussy with Ravel's "Daphnis and Chloe Suite, No. 2"; John Corigliano is featured violinist with Bernstein and the N.Y. Philharmonic on a performance of Vivaldi's "The Four Seasons";

"Holiday for Orchestra!" with the percussion, brass, strings and winds of the Philadelphia Orchestra conducted by Eugene Ormandy, which contains 11 all-time favorites; Beethoven's "Fourth Piano Concerto" with Rudolph Serkin, soloist, and the Phila. Orch. under Ormandy; Gary Graffman's appearance with the Philadelphia Orch on a waxing of Tchaikovsky's "Piano Concertos, Nos. 1 & 2"; Ormandy's reading of Stravinsky's "Petrushka Suite" and Kodaly's "Hary Janos Suite"; "Orpheus" and "Apollo" conducted by the composer Igor Stravinsky with the Chicago and Columbia Symphony Orchestras; Zino Francescatti's performance of the Violin Concertos of Tchaikovsky and Mendelssohn with the N.Y. and Cleveland Philharmonics; Rossini's "Stabat Mater" features Thomas Schippers conducting the New York Philharmonic with vocalists Martina Arroyo, Beverly Wolfe, Tito del Bianco, and Justino Diaz. E. Power Biggs performs "Bach Organ Favorites, Vol. II"; and rounding out the release is "The Soul Of Italy" with Richard Tucker, and the Mormon Tabernacle Choir with Eugene Ormandy and the Philadelphia Orch. on "This Land Is Your Land."

The label's low-price Harmony line will also unveil 13 LP's during Aug. and Sept. Among these are: "Misty" with Andre Previn and his orchestra; "The Soul Of Brook Benton"; "The Great Roy Drusky Sings"; Don Costa's "Days of Wine and Roses and Other Great Hits"; "The Best of the Dukes of Dixieland"; "Bottled In Bond" by Johnny Bond; "Kings of Bluegrass" featuring original recordings by Flatt and Scruggs; Burl Ives singing folk songs for children in "The Lollipop Tree"; "All Star Children's Album, Vol. I" with an assortment of stars; "The Mitch Miller Children's Album"; and three Briarcliff Strings LP's: "Favorite Songs Of Love," "Favorite Songs From The Movies," and "Favorite Songs Of Broadway."

The 17 4-track stereo tapes slated for release during the two-month issue announced include packages duplicating nine of the classical LP's and eight of the new pop albums.

Col Convention Best Yet

(Continued from page 7)

catalog to fit the account: 1. the account that has never handled classics before; 2. the small-to-medium classical account; and 3. the established full-line account.

The Harmony product presentation, Columbia's low-priced LP label, was made by Bruce Lundvall, Merchandising Manager, Popular Albums. Before introducing the albums, Lundvall reported that the label's sales index indicates that Harmony is a major contender among the record industry's low-priced budget lines. "Let's talk facts and figures," said Mr. Lundvall to the distributors. "In 1964 you just about doubled your 1963 Harmony sales. . . (Then) we raised the 1965 quotas substantially. . . By the end of April 1965, you had more than doubled your year-to-date quota. . . To put it another way, in just four months of this year, you moved more than half of our total 1964 Harmony volume."

Lower Harmony Price

Columbia also announced a price reduction in its Harmony line designed to make the label more competitive. Originally \$1.98 mono and \$2.98 stereo, the prices were recently reduced to \$1.89 and \$2.89 after the excise tax cut. However at the Miami convention, Gallagher announced a strongly beefed-up Harmony label featuring many new recordings and a new suggested list price for all stereo LP's in the line of \$2.39. Mono will remain at \$1.89. Where the dealer formerly paid \$1.12 and \$1.69 for Harmony LP's, he will now pay \$1.00 mono and \$1.27 stereo.

Gene Weiss, director of national promotion, commented on Columbia's impact on the singles market. He in-

troduced new singles by Chad and Jeremy and Patti Page to follow up the success of their best sellers, "Before and After" and "Hush, Hush, Sweet Charlotte," respectively. Weiss also presented a new single by leading vocalist Andy Williams and introduced a young newcomer to the label, Linda Gayle. In conjunction with his singles presentation, Weiss last Fri. (16) discussed the radio promotion and marketing of single records.

On the evening of July 16, a teenage party and show titled "This Is Where It's At" was given at the Convention Hall of the Americana Hotel. The show, starring numerous teen artists, was produced by Weiss and was witnessed by over 1000 teenagers. Among the participating artists were April Young, Len and Glen, Paul Revere and The Raiders, The Duprees, The Byrds, Billy Joe Royal, The Liverpool Set, The Denims and Linda Gayle.

Radio Stations WFUN and WQAM, the two major top-40 stations in Miami, volunteered their services in promoting Columbia's show by offering free tickets for the party to qualified teen-agers. As part of Columbia's promotion for the party, the label donated \$2 per teen-age guest to a specific charity chosen by Miami's city officials and offered a gratis album containing selections by artists appearing in the show to every person attending.

A gala awards banquet, hosted by Goddard Lieberman, concluded the convention activities last Saturday (17) night. Lieberman introduced the Honorable Elliott Roosevelt, Mayor of Miami Beach, to the Columbia conventioners. Celebrated recording artists Tony Bennett, Steven Lawrence, The Brothers Four, The Ralph Sharon Trio, Michele Lee, Woody Herman, Rheta and Tennyson, and Burns and Schreiber provided the entertainment.

HI —
I'M
SKIP CUNNINGHAM
"HAVE WE MET BEFORE?"
#588
GREATEST SOUND IN MUSIC:



LIVE! AL HIRT



LPM/LSP 3416

**A MEMORABLE
EVENING AT
CARNEGIE HALL**

PERSONAL MANAGEMENT
**GERARD W. PURCELL
ASSOCIATES, LTD.**
NEW YORK • HOLLYWOOD

RCA VICTOR
The most trusted name in sound

Fairs, Rodeos Broaden Market For Disk Acts, Says Wm. Morris' Shapiro

NEW YORK—Contrary to the theory of hot weather doldrums, Sol head of William Morris fair and rodeo dept. Shapiro, reports there has been a tremendous wave of public interest in the fair and rodeo areas, with a broadening, sophisticated attitude on the part of general audiences. Television and motion pictures have been some of the factors that have widened their outlook, in addition to the growing improvement and popularity in land and sea summer travel. These worldly influences have directed greater attention on the fair and rodeo trade, with the result that summer show business now caters to numbers a hundredfold greater than in the wintertime.

Not only are fairs and rodeos rivaling summer stock, the management representative of 35 years noted, they are dwarfing the straw hat theatre business in mass figures. Fairs and rodeos cater to as many as 15,000 patrons a performance and there are more than 1,000 major summer entertainment events, stretching over multiple weeks. Fairs alone command an audience in excess of 100 million, with most major fairs taking place from June to September. From all current indications, further increases are expected in the ensuing 1965 season, surpassing the record-breaking turnouts of the last two years.

Gone are the days when animals, acrobats, flying acts, and the like dominated the fair and rodeo shows. Today, this market has become a prime domain of top performer activity, with headline acts attracted to the field and attracting the public as never before. An impressive array of name entertainers are now appearing at the most successful of these enterprises, with top money being paid them and substantial exposure offered.

In particular, the top-line TV performers are realizing that fairs and rodeos have become valuable talent showcases. Besides increasing their income, Shapiro added, the outdoor shows provide an extraordinary way of promoting their images and in

Amy-Mala Signs McPhatter; Sets Master & Distrib Deals

NEW YORK—Amy-Mala-Bell Records has inked vet songster Clyde McPhatter to an exclusive recording pact. McPhatter, who was responsible for many past hits such as "Treasure Of Love," "Ta Ta," "Lover Please," and "Money, Honey," was formerly with Atlantic Records and then with Mercury. Larry Uttal, general manager of the label, announced that a session would be cut within the next month and ready for late summer release.

Amy-Mala also last week picked up the U.S. distribution rights to a local Canadian hit, "(My Girl) Sloopy," by Little Caesar and the Consuls. The deck was produced by Tamarac Records and released in Canada on the Red Leaf label. The record is being rushed out for immediate release in the U.S.

Uttal also announced the signing of two new label distribution deals, one of them being with Rotate and Wild Deuce Records, the other being Streetcar Records. Eddie Newmark is the producer for Rotate and Wild Deuce, for whom Big Dee Irwin will be recording at an early date. Barry Bergman is the producer for the Streetcar label.

Boyer LP Session Set For Paris

HOLLYWOOD—Barry DeVorzon and Mike Boyer have left for Paris, where they will cut an LP by Charles Boyer for Valiant Records. The famed actor, father of Mike Boyer, recently cut a single for the label, "Where Does Love Go." The LP is set for release about Sept. 1.

broadening their foundation of fans throughout the country.

At the more localized or smaller fairs which cannot afford the top names, the upcoming teenage performers are in enormous demand. But, Shapiro declared, that for both the big stars and the fast-rising names, the fair and rodeo field offers them all a tremendous chance to get close to their public and provides them the opportunity to make the kind of personal appearance which can do them the most good—the kind that endears them to their public as no other source of entertainment can.

William Morris-represented artists will headline almost every major fair and rodeo this summer. Among the top talent the veteran agent cited as already being booked for this season are: Jim Nabors (TV's "Gomer Pyle, U.S.M.C."), Molly Bee, Jimmy Dean, Roger Smith, Nancy Ames, Bob Denver and Alan Hale, Jerry Murads Harmonicats, The Ginny Tiu Show, Lucho Navarro, Rich Little, Connie Haines, Johnny Puleo & His Harmonica Gang, The Lomans, Dick & Dee Dee, Bobby Goldsboro, Johnny & The Hurricanes, Dee Dee Sharp, The Kingsmen, Johnny Tillotson, Bobby Vinton, Bobby Vee, The Ray Charles Singers, Johnny Desmond, Wayne Newton, Leroy Van Dyke, and Carmel Quinn.

Among others, Steve Jacobs works with Shapiro in New York. Sid Epstein is in charge of fairs and rodeos out of the key Chicago offices, working with Arthur Moskowitz, and Fred Moch, Ira Okun, and Al Alweil handle these show business areas out of the Beverly Hills offices. The various talent executives in this division meet constantly in the field with the buyers and attend the fair and rodeo conventions with regularity. Nat Kalchheim is executive in charge of the personal appearances division, supervising the overall operations.

More Price Cuts

NEW YORK—The following labels have just adopted lower list price scheduled for their LP and singles product in view of the repeal of the 10% manufacturer's excise tax on disks: Tower, Starday, Valiant, Folkways and Miller International.

ALBUM PLANS

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

ABC PARAMOUNT—IMPULSE

12½% discount offered on all album product including new and catalog items. Expiration date indefinite.

AMY-MALA

One album free with every seven purchased, offer good on all catalog LP's. No termination date given.

ATLANTIC-ATCO

15% discount on new releases and catalog product. 30-60-90 day deferred billing available to all qualified accounts. No termination date announced.

AUDIO FIDELITY

LP deal: buy-6-get-1-free, plus one Stereo Spectacular demo at 60¢ with the purchase of each two catalog records. No termination date announced.

DECCA-CORAL

Special terms available on new and catalog product through distributors. Offer ends Sept. 3.

DIAMOND

Buy 7, get 1 free on special LP's Offer good through Sept. 30.

FORTUNE

1 free album when 6 are purchased in any combination. No time limit.

GATEWAY

Two free for every 10 albums purchased on entire catalog. Expiration date indefinite.

MERCURY

10% discount catalog LP's and 12% on new releases. Expiration date unknown.

NASHBORO

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

ORIGINAL SOUND

1 LP free for each 10 purchased less 3% cash discount. No expiration date.

PRESTIGE-STATUS

15% discount on all Prestige LP product until further notice. Discount on Status albums, details through distributors.

REQUEST

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

ROULETTE

15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND

2 Albums free with every ten purchased. No termination date announced.

SMASH-FONTANA

Special discounts available through distributors. Expiration date not announced.

TAMLA-MOTOWN-GORDY

Buy-7-get-1-free. Expires: No time limit.

VEE JAY

10% discount on LP's.

WORLD ARTISTS

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

WORLD PACIFIC

10% discount, extra 5% on LP orders of 100 or more on any item.

Johnny Nash Forms Joda Record Set-Up

NEW YORK—Joda Enterprises of this city has formed a disk-arm called Joda Records. Vet chanter Johnny Cash is the president of the new label, with Danny Sims, former prexy of Hemisphere Attractions, a Gotham booking agency, as vice-president and Margaret Nash as secretary-treasurer.

The new label plans a full and diversified schedule of singles and LP releases. Nash, who formerly recorded for ABC-Paramount and Chess-Argo, will be cutting for the diskery himself. The chanter also arranged and produced the label's first single release, Sam & Bill's recording of the old Ed Townsend hit, "For Your Love."

A full roster of artists has been signed with an Aug. release schedule by Nash and future releases due by Gloria Fowles, Ginny Dean and Jerry Roberts. A complete network of national distribution has been arranged for the firm including Beta in New York, Chips in Philadelphia, Music Merchants in Detroit and Record Merchants in Los Angeles.

Victor Releases 1st Single By Hamilton

NEW YORK—RCA Victor Records will release Roy Hamilton's first single this week under his recently signed exclusive contract with the label.

"Heartache (Hurry On By)" was produced in New York under the A&R supervision of Jim Foglesong. The flip side is "Ain't It The Truth." Bert Keyes arranged and conducted the Hamilton date.

Hamilton, who previously cut the MGM and Epic labels, had such past smashes as "Ebb Tide" and "I Believe."



JUBILANT JOBETITE — Mrs. Loucye Wakefield has been named vice president of Jobete Music, the successful publishing affiliate of Detroit's Motown Record Corporation. She will continue as a Vice President of Motown in charge of billing and collection.

In announcing the appointment, Motown President, Berry Gordy, Jr., pointed out that Jobete Music was one of the most successful U.S. publishers in 1964.

She has announced a vast expansion program which entails an increase in the staff of writers, a production staff who will do record productions for other companies, and a promotion crew including Cecil Scaife of the Spar Record Corporation, Nashville; Harry Ascola, Motown Record Corporation of New York, and Hal Davis, Motown Record Corporation of California.



SUMMER SOUNDS

Robert Goulet
(Columbia)

Picked for ALL the Charts!
SAY SOMETHING SWEET TO YOUR SWEETHEART
TERESA BREWER (Philips)

MILLS MUSIC, INC.

BREAKING OUT!

"CAN'T DO NOTHING WITHOUT YOU"

DANNY WHITE

FRISCO 110

DISTRIBUTED BY ATCO



COUNTRY TOP 50



TOP COUNTRY ALBUMS

	Pos.	Last Week		Pos.	Last Week
1		2	26		19
BEFORE YOU GO <i>(Bluebook—BMI)</i> Buck Owens (Capitol 5410)			RINDERCELLA <i>(Archie Campbell)</i> Archie Campbell (RCA Victor 8546)		
2		1	27		23
THE FIRST THING EVERY MORNING (AND THE LAST THING EVERY NIGHT) <i>(Plainview Music—BMI)</i> Jimmy Dean (Columbia 43263)			FORTY NINE FIFTY ONE <i>(Ringneck, Coldwater—BMI)</i> Hank Locklin (RCA Victor 8560)		
3		4	28		32
YES MR. PETERS <i>(Screen Gems—Columbia—BMI)</i> Roy Drusky & Priscilla Mitchell (Mercury 72416)			THAT AIN'T ALL <i>(Acuff-Rose—BMI)</i> John D. Loudermilk (RCA Victor 7579)		
4		3	29		25
ENGINE, ENGINE #9 <i>(Tree—BMI)</i> Roger Miller (Smash 1983)			MATAMOROS <i>(Buster Doss—BMI)</i> Billy Walker (Columbia 43223)		
5		5	30		29
WHAT'S HE DOING IN MY WORLD <i>(4 Star Sales—BMI)</i> Eddy Arnold (RCA Victor 8516)			WINE <i>(Cedarwood—BMI)</i> Mel Tillis (Ric 158)		
6		7	31		33
THE OTHER WOMAN <i>(Pomper—BMI)</i> Ray Price (Columbia 43264)			SILVER THREADS AND GOLDEN NEEDLES <i>(Central—BMI)</i> Jody Miller (Capitol 5429)		
7		8	32		42
COUNTRY GUITAR <i>(Deep Cross Music—BMI)</i> Phil Baugh (Longhorn 559)			TRUCK DRIVIN' SON OF A GUN <i>(Roleigh—BMI)</i> Dave Dudley (Mercury 72442)		
8		6	33		40
RIBBON OF DARKNESS <i>(Witmark & Sons—ASCAP)</i> Marty Robbins (Columbia 43258)			HICKTOWN <i>(Central Songs—BMI)</i> Tennessee Ernie Ford (Capitol 5425)		
9		9	34		39
BLUE KENTUCKY GIRL <i>(Sure-Fire—BMI)</i> Loretta Lynn (Decca 31769)			GO ON HOME BOY <i>(Acuff-Rose—BMI)</i> Bob Luman (Hickory 1307)		
10		11	35		43
THE BRIDGE WASHED OUT <i>(Peach—SESAC)</i> Warner Mack (Decca 31774)			I HEARD FROM A MEMORY LAST NIGHT <i>(Randy-Smith—ASCAP)</i> Jim Edward Brown (RCA Victor 8566)		
11		12	36		41
IT'S ALRIGHT <i>(Central Songs—BMI)</i> Bobby Bare (RCA Victor 8571)			MR. GARFIELD <i>(Southwind—BMI)</i> Johnny Cash (Columbia 43313)		
12		13	37		44
I CAN'T REMEMBER <i>(Moss-Rose—BMI)</i> Connie Smith (RCA Victor 8551)			LOUISIANA MAN <i>(Acuff-Rose—BMI)</i> George Jones & Gene Pitney (Musicor 1097)		
13		16	38		38
YOU DON'T HEAR <i>(Johnny Cash—BMI)</i> Kitty Wells (Decca 31749)			IT HAPPENED JUST THAT WAY <i>(Tree—BMI)</i> Roger Miller (Smash 1994)		
14		17	39		30
WILD AS A WILDCAT <i>(Tree—BMI)</i> Charlie Walker (Epic 9799)			SEE THE BIG MAN CRY <i>(Tuneville & Lyn—Lou—BMI)</i> Charlie Louvin (Capitol 5369)		
15		14	40		46
THIS IS IT <i>(Acclaim—BMI)</i> Jim Reeves (RCA Victor 8508)			WALKIN' THE FLOOR OVER YOU <i>(Leeds—ASCAP)</i> George Hamilton IV (RCA Victor 8608)		
16		22	41		45
OUR HEARTS ARE HOLDING HANDS <i>(Moss-Rose—BMI)</i> Ernest Tubb & Loretta Lynn (Decca 31793)			WHISTLE WALKIN' <i>(Central Songs—BMI)</i> Ned Miller (Capitol 5431)		
17		24	42		31
YAKETY AXE <i>(Tree—BMI)</i> Chet Atkins (RCA Victor 8590)			BACK IN CIRCULATION <i>(New Keys—BMI)</i> Jimmy Newman (Decca 31745)		
18		20	43		47
TOO MANY TIGERS <i>(Screen Gems—Columbia—BMI)</i> Tex Williams (Boone 1028)			MULE SKINNER BLUES <i>(Peer Int'l—BMI)</i> Hank Williams, Jr. (MGM 13353)		
19		10	44		49
I'LL KEEP HOLDING ON <i>(Marson—BMI)</i> Sonny James (Capitol 5375)			GREEN, GREEN GRASS OF HOME <i>(Tree—BMI)</i> Porter Wagoner (RCA Victor 8623) Johnny Dorrell (United Artists 869)		
20		28	45		—
ONE DYIN' AND A BURYIN' <i>(Tree—BMI)</i> Roger Miller (Smash 1994)			DIG, DIG, DIG, DIG (THERE'S NO MORE WATER IN THE WELL) <i>(Lorne Green—BMI)</i> Merle Kilgore (Epic 9816)		
21		26	46		48
AGAIN <i>(Acuff-Rose—BMI)</i> Don Gibson (RCA Victor 8589)			YODEL, SWEET MOLLY <i>(Hughes—BMI)</i> Ira Louvin (Capitol 5428)		
22		27	47		50
TIGER WOMAN <i>(Al Gallico—BMI)</i> Claude King (Columbia 43298)			I'M COMING HOME, MAMA <i>(Sure-Fire—BMI)</i> Earl Scott (Decca 31804)		
23		18	48		—
SIX TIMES A DAY <i>(Aroostook—BMI)</i> Dick Curless (Tower 135)			TROUBLE & ME <i>(Forest Hills—BMI)</i> Stonewall Jackson (Columbia 43304)		
24		15	49		—
GIRL ON THE BILLBOARD <i>(Moss-Rose—BMI)</i> Del Reeves (United Artists 824)			YOU CAN'T GROW PEACHES ON A CHERRY TREE <i>(April—ASCAP)</i> Browns (RCA Victor 8603)		
25		21	50		—
WRONG NUMBER <i>(Glad—BMI)</i> George Jones (United Artists 858)			I WOULDN'T BUY A USED CAR FROM HIM <i>(Wilderness—BMI)</i> Norma Jean (RCA Victor 8623)		

1	CONNIE SMITH <i>(RCA Victor LPM/LPS 3341)</i>	1	13	I DON'T CARE Buck Owens (Capitol T 2186/ST 2186)	12
2	THE RETURN OF ROGER MILLER <i>(Smash MGS 27061/SRS 67061)</i>	2	14	WITH THIS PEN Bill Anderson (Decca DL 4646/DL 7 4646)	18
3	I'VE GOT A TIGER BY THE TAIL Buck Owens (Capitol T/ST 2283)	3	15	SONGS OF THE WATERFALL Slim Whitman (Imperial LP 9 277/LP 12 277)	14
4	RED ROSES FOR A BLUE LADY George Morgan (Columbia CL 2333/CS 9133)	4	16	TEN LITTLE BOTTLES Johnny Bond (Starday SLP 333)	15
5	EASY WAY Eddy Arnold (RCA Victor LPM/LSP 3361)	7	17	CROSS THE BRAZOS AT WACO Billy Walker (Columbia CL 2331/CS 9131)	17
6	THE JIM REEVES WAY <i>(RCA Victor LPM/LPS 2968)</i>	5	18	BLUES IN MY HEART Wanda Jackson (Capitol T/ST 2306)	19
7	THE RACE IS ON George Jones (United Artists UAL 3422/UAS 6422)	6	19	THE BEST OF JIM REEVES <i>(RCA Victor LPM/LSP 2890)</i>	16
8	YOUR CHEATIN' HEART Soundtrack (MGM E 4260/SE 4260)	8	20	WORLD OF COUNTRY MUSIC Various Artists (Capitol NPB/SNPB 5)	—
9	HANK WILLIAMS, SR. & HANK WILLIAMS, JR. <i>(MGM E/SE 4276)</i>	13	21	BLUE KENTUCKY GIRL Loretta Lynn (Decca DL 4665/74665)	25
10	ORANGE BLOSSOM SPECIAL Johnny Cash (Columbia CL 2309/CS 9109)	9	22	QUEEN OF THE HOUSE Jody Miller (Capitol T/ST 2349)	21
11	SONGS FROM MY HEART Loretta Lynn (Decca DL 4620/7 4620)	11	23	TOMBSTONE EVERY MILE Dick Curless (Tower ST 5005)	20
12	GEORGE JONES & GENE PITNEY <i>(Musicor MM 2044/MS 3844)</i>	10	24	I'LL KEEP ON HOLDING ON Sonny James (Capitol T/ST 2317)	—
			25	THIRD TIME AROUND Roger Miller (Smash MGS 27068/SRS 67068)	—

If you are reading someone else's copy of
Cash Box
why not mail this coupon today!

CASH BOX
1780 BROADWAY
NEW YORK, N. Y. 10019

Enclosed find my check.

- \$15 for a full year (52 weeks) subscription (United States, Canada, Mexico)
 \$30 for a full year (Airmail United States, Canada, Mexico)
 \$30 for a full year (other countries)
 \$45 for a full year (Airmail other countries)

(Check One)

- I AM A
 DEALER
 ONE STOP
 DISTRIB
 RACK JOBBER
 PUBLISHER
 RECORD CO.
 DISK JOCKEY
 COIN FIRM
 OTHER

NAME
FIRM
ADDRESS
CITY **STATE** **ZIP #**

Be Sure To Check Business Classification Above!



COUNTRY ROUND UP

Capitol chanter Roy Clark has just returned from three weeks of dates in Germany and France and has launched into a busy schedule of TV guest shots and fairs. Some of his forthcoming TV shots include the "Tonight Show" on July 22, Al Hirt's "Fanfare" on July 24 and "Shindig" on July 28. The chanter's latest record on the scene is called "The Color Of Her Love Is Blue."

Thanks to the efforts of another radio outlet, KHEY, a live Grand Ole Opry show will be brought to Liberty Hall in El Paso. Packaged in conjunc-

scene in her own right with her Capitol outing, "If You Think You Feel Lonesome" b/w "He Believes Me." Included in her recent schedule was an album session in Nashville and a string of appearances throughout the West and Southwest.

"Lucky" Moeller, foreman of the well-known Nashville talent stable, has been commissioned a "Kentucky Colonel" by the state's Governor, Edward T. Breathitt. The recognition came as a result of Moeller's eight highly-successful years as promoter of the Annual Pre-Derby Louisville



RAY PRICE



MARY TAYLOR



JOHNNY CASH

tion with one of the station's sponsors, the show will be staged on July 30 for two performances. Knowing the great reaction in that part of the nation to country music, there ought to be a huge turnout for the show, which will star Faron Young, Marion Worth, Johnny & Jonie Mosby, Neal Merritt, Alice Joy and Ford Dickson & the Border Riders.

One of the real bright female names in C&W, Loretta Lynn, is another of our wandering minstrels, having just returned from a smashing European tour, which was really gobbled up by the folks over there. Still going red-hot on the charts with her latest single, "Blue Kentucky Girl," the pretty songstress is now on the charts with an album by the same name. Her forthcoming schedule calls for, among other things, the filming of the National Life Grand Ole Opry series, to be aired in the fall. A big George Jones fan, she was tickled pink recently when she heard that Jones had recorded her tune, "World Of Forgotten People."

Shirley Johnson, the head gal of the James O'Gwynn fan club tells us that the chanter has just knocked off a very successful 11 day engagement at the Golden Nugget in Las Vegas, followed up by a series of 12 one-niters in California for Steve Stebbins of the Americana Corp. The next stop on his agenda is the Lone Star State, where his bookings for the month of July are concentrated.

Publisher Thurston Moore dropped up to the office last week to let us know that he expects to have his "Country Music Who's Who" ready for the presses by Sept. He won't tell us what it is, but he says he has a big surprise set for this year's convention down in Nashville. While in New York he's making his headquarters at the Sheraton-Atlantic Hotel.

Also heading up to New York in the future will be Hank Snow and his Rainbow Ranch Boys. The crew will be here in Nov. to tape their guest appearance on the Jimmy Dean Show. The workout will last for 4 days and is scheduled for nationwide airing in Dec.

A perky little newcomer to waxville, Mary Taylor has been signed to the Jim Halsey Artist Management Agency for exclusive representation in all fields. The pretty young gal, who writes 'em as well as sings 'em, was responsible for penning the giant Jody Miller smash, "Queen Of The House," and is now on the recording

Country & Western Show, sponsored by the Philip Morris Co. This year's roundup saw about 23,000 cheering fans packing the city's Coliseum for the jubilee.

The Cedarwood pubbery, down in Nashville, has expanded its writing staff with addition of two veteran tunesmiths, Jack Toombs and Bobby Sykes. The former, a native Tennessean who got his start in the songwriting business through a close relationship with writer Vic McAlpine, has had such recordings as "Almost," "You're The Only Good Thing That's Happened To Me," "Mr. Blues," "The Ballad Of Hershel Lawson" and many others.

We hear that Ray Price and the Cherokee Cowboys broke all the house records at the Rivoli Ballroom in Chicago when he appeared with the Country Gentleman from station WJJD on June 25 and 26. Turn away crowds both nights numbered over 1100 paid per night. Meanwhile, Price is riding way up high with "The Other Woman."

Speaking of records on hand, we have several notes from folks who have plenty of copies of deejays, who can get hold of them simply by writing. Gene Woods at Chart Records, 806 17th Ave. So., Suite 2, Nashville has copies of his newie, "Night World." Al Lynch at 215 San Pedro Drive, N.E., Albuquerque has copies of Ronnie Chambers' latest, "Wanda" b/w "Putting On A Show." Bobby Lee, prexy of Alpine Records at Box 9253, Akron, infos that he has plenty of samples of Bobby Boyle's "I Couldn't Care Any Less" and "Bartender" by Tom Conley. Copies of Fred Cowen's newest effort, "As Long As The Money Lasts" b/w "Either Way I Choose—I Lose," can be obtained from Steve Drummond at 3303 W. Ohio, Midland, Texas.

Manny Fox, the New York City promoter who staged the city's first Folk Festival on June 19 and 20, reports that the show was an immense success and will be an annual affair hereafter. The festival, which was held at the famed Carnegie Hall, featured country music under the theme "From Grass Roots To Blue Grass to Nashville" and was highlighted by the showstopping performances of such country names as Johnny Cash, Grandpa Jones and Mac Wiseman.



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



THE SONS OF KATIE ELDER (2:32)
[Famous, ASCAP—Sheldon, Bernstein]

A CERTAIN KINDA HURTIN' (2:00) [Southwind, BMI—Cash]
JOHNNY CASH (Columbia 43342)

Still moving up the charts with his "Mr. Garfield" outing, Johnny Cash should have another entry on the best selling list with this newie, titled "The Sons Of Katie Elder." This one is a rousing, dramatic saga of gunfighters in the old west, taken from the movie by the same name. The flip, "A Certain Kinda Hurtin'," is bouncing, self-penned blueser which could also get plenty of action.

LOVE BUG (2:03) [Glad, BMI—Kemp, Wayne]
I CAN'T GET USED TO BEING LONELY (2:35)
[Glad, BMI—Montgomery]

GEORGE JONES (Musicor 1098)

Following right after his current charter, "Wrong Number," George Jones should have no trouble duplicating his many past successes with this brand new powerhouse. The side to watch here, "Love Bug," is a rompin', stompin', dual-track rouser about a feller who gets bit by a nasty insect. "I Can't Get Used To Being Lonely" is a slowed down lament handled real well by the chanter.

LOTS OF LUCK (2:39) [Tree, BMI—Miller]
WALTZ ACROSS TEXAS (2:36) [Corvair, BMI—Tubb]
ERNEST TUBB (Decca 31824)

Following up his "Pass The Booze" item, Ernest Tubb is sure to make plenty of noise as he teams up with the Texas Troubadors for this ditty, called "Lots Of Luck." The tune is a lilting, pretty blueser about a guy who's wishing the best to a gal who's leaving him. The undercut, "Waltz Across Texas," is a sweet, tender ballad about a man who's smitten by the charms of a certain woman.

THE FRIENDLY UNDERTAKER (2:59) [Peach, SESAC—Nesbitt]
CRYING AND WAITING FOR YOU (3:02) [Peach, SESAC—Nesbitt]
JIM NESBITT (Chart 1240)

Just off his long chart run with "Still Alive In '65," Jim Nesbitt makes a strong bid for another biggie with this self-penned deck. The top side, "The Friendly Undertaker," is a medium-paced, novelty number dedicated to the that well-known man in black. "Crying And Waiting For You" is a sad-sounding, shuffling blueser about a fella who won't give up hope for his girl to return.

KATHY KEEP PLAYING (2:44)
[Screen Gems-Columbia, BMI—Karliski, Kolber]
ASK AND YOU WILL RECEIVE (2:20) [Acuff-Rose, BMI—Phillips]
STU PHILLIPS (RCA Victor 8640)

Stu Phillips looks like he has another hit on his hands with this tune, called "Kathy Keep Playing." The song is a sorrowful, bittersweet heart-grabber that tells of a man whose broken marriage keeps him away from his little girl. On the other side, "Ask And You Will Receive," the chanter comes across with a lovely, tender tale of a man who is wasting a lifetime holding on to an unrequited love.

BIG RED (The Hound) (2:30) [Blackwood, BMI—Dollar, Ross, Milburn]
TEAR-TALK (2:25) [Zanetis, BMI—Zanetis]
JOHNNY DOLLAR (Columbia 43343)

Johnny Dollar makes his strongest bid to date for chart honors with this lively stanza, dubbed "Big Red (The Hound)." The tune is a frisky, spirited story about a whale of a hunting dog who can really bring down a possum. The flip, "Tear-Talk," is a bluesy, heartfelt ballad about a man whose woman thinks he doesn't really love her.

THE OSBORNE BROTHERS
(Decca 31823)

(B+) LONESOME DAY (2:43)
[Sure-Fire, BMI—B./S. Osborne]
Bob and Sonny Osborne could very well have a biggie with this twangy, fast-paced, mountain-styled lament about a buy whose future doesn't look very bright.
(B+) I'LL BE ALRIGHT TOMORROW (2:06) [Sure-Fire, BMI—Osborne, Goble]
The undercut is another fast-moving, stompin' hoe-downer, but this one shows promise for a brighter future.

STU CLAYTON (Frontier 104)

(B+) MY LITTLE ARCTIC SWEETHEART (2:28)
[Gibbs-Clayton] Stu Clayton and the Trail Riders could make a big splash with this fast-moving, yodeling toe-tapper about a guy who falls in love with a gal from the frozen north.
(B) COUNTRY FARMER (2:19)
[Gibbs-Clayton] This one is a light-hearted, bubbly ditty with an Irish folk sound.

KENNY PRICE (Boone 1029)

(B+) THAT'S ALL THAT MATTERS (2:27) [Pamper, BMI—Cochran]
Kenny Price may make a big name for himself with this touching, heartfelt romancer about a feller who loves a gal regardless of what went on in her past.
(B+) TOSSIN' PENNIES (2:25)
[Daltex, BMI—Price]
An equally attractive cut, this tender, bittersweet weeper about a guy wishing for his girl to return also stands an excellent chance to make it big.

FRANK DARRIS (Advance 1000)

(B+) ANGEL FACE & DEVIL MIND (2:20) [Elgin, ASCAP—Darris, Farnett]
Frank Darris has a good chance to step into the national spotlight with this haunting, tuneful woeer about a guy who loves a woman who's no good.
(B) RUBY ANN (1:58) [Starday, BMI—Robbins]
This side is a nicely done rendition of the Marty Robbins twin-market biggie of a while back.

Cash Box



July 24, 1965



One of the most successful instrumental and vocal groups in Scandinavia at the present time is Sven Ingvars, currently riding high in the charts with "Det Var I Var Ungdoms Fagaste Var." Their first disk, "Guitar Boogie," was released in 1961—the year which brought them their first big hit "Till Dans Med Karlstadsflickorna" (Go Dancing With The Girls From Karlstad). The group who record for Philips originate from Karlstad, a town in central Sweden between Stockholm and Oslo and their dialect, a mixture of Swedish and Norwegian has helped to make them equally popular in both countries. In Sweden, they were awarded a Gold Disk for "Froken Fraken" in January 1965 for single and LP sales exceeding 170,000. They also received four Silver Disks in Sweden and two Silver Disks in Norway. They are planning to break into the German market and their first release (in German) is expected in July. They also record in English.



HOLLAND

Beat girl Danielle, discovery of Artone's talent scout Hans Blomsma, will start her career in a new film, called "10.30", starring American film star Linda Christian. Danielle will sing in this film, and on the Artone record, 2 Joop Portengen songs. Charming Dutch top hit scorers Willeke Alberti (Philips) and Margie Ball (Funckler) will also record Portengen songs for their next single records, to be released at the beginning of next season. Margie Ball (another Hans Blomsma discovery) is now number 18 on the Dutch hit lists with another Portengen song, "Goodbye To Love."

Bovema's Columbia label chief Cees Pompe says he hopes the Knokke Song Festival '65, running from July 9-15, will open up a ready market for Dutch team member Greetje Kauffelt, who was the Skymasters' regular vocalist for many years, and has now made quite a career in Germany with such high-charted items as "Sunday Melody" and "Wir Können Uns Nur Briefe Schreiben."

Bovema's Liberty label last week released P. J. Proby's latest album, featuring many new songs, including "She Cried" and "Secret Love." The record is reported to achieve healthy sales in this market, which inspires the label to set plans for a single-release of Proby's "Lonely Weekends."

Columbia Holland tied in with the occasion of the Salvation Army's 100th anniversary by releasing its LP "Centenary Salute," featuring the music of Army Staff Bands throughout the world, including the Amsterdam band.

Bovema's new Parlophone label hit the Dutch charts with the Hollies' "I'm Alive" (now No. 1 in England), Adam Faith's "Someone's Taken Maria Away" and Billy J. Kramer's "Trains And Boats And Planes." Preparations are being made to rush release Adam Faith's oldtime-hit "It's Alright," after receiving large reaction from last week's "Shindig" TV show.

Imperial's Cocktail Trio, whose hit record "Vlooiencircus" is still going very strong here, recently videotaped a special "Cocktail Trio Show," which will hit the screen on July 31.

On July 10 and 11, the German CBS group, the Jacob Sisters, made an in-person appearance in Jubbega and Waalwijk, Holland. The four girls have been very busy, lately, touring countries such as Germany, Austria and Switzerland and soon they will take off for Greece, for approx. 10 days. CBS Holland already released their first album, entitled "4 Mädchen Aus Germany" (4 Girls From Germany) and 4 singles, the latest one being released in a full color sleeve, showing the girls in the famous Dutch flower garden "De Keukenhof" (A picture shot during their previous visit to Holland). They have been consistent sellers ever since their very first hit single, "Träume Der Liebe" b/w "So Einen Boy," hit the market.

The recent visit of George Szell and the Cleveland Orchestra to Holland (Holland Festival/June 24, 25), has been extremely successful and surely has played its part in improving the local image of orchestras from abroad. Their in-person appearance was one of the highlights of the Festival. Until now, most people have known the Clevelanders only from their recordings.

Also, the June 30 performance of CBS' pianist Robert Casadesus, at the famous Kurhaus in Scheveningen (the beach-resort of The Hague), has been a highlight in connection with the Holland Festival. The pianist played Mozart's Piano Concerto in B-Flat Major K.595, the last Piano Concerto Mozart wrote and performed. Casadesus who, like George Szell, is a regular visitor and beloved artist in our country, has been highly praised by the Dutch critics. On July 1, he left Holland for New York by plane, accompanied by CBS sales manager Hemmy J. S. Wapperom and CBS promo manager Paul Muller to Schiphol airport.

German CBS group Fats & His Cats appeared on local VARA-TV, on July 14, to be aired on August 13. The artists visited Holland for the first time.

A new sound on the Dutch record market is done by the Hunters, who debuted on RCA Victor with "Mr. Tambourine Man." In a very short time their record reached No. 38 on the local hitparade. The latest news is that it holds No. 10 now!

Erich Leinsdorf paid a visit to Holland. On June 17 he conducted the Concertgebouw-Orchestra in Amsterdam in connection with the Holland Festival.

Peggy March has a lot of success in Holland with her winning song of the Baden-Baden "Schlager Festspiele," "Mit 17 Hat Man Noch Träume." "Crying In The Chapel" is an Elvis Presley topper, which proves that the artist is entirely "in" with the Dutch fans. The special sales of his LP, "Girl Happy," with a very beautiful free color-reproduction, is a tremendous success! Perry Como's "Dream On Little Dreamer" acquired a high position on the Dutch hit list, and so did Sam Cooke's "It's Got The Whole World Shaking." Two LP's, "The Best Of Al Hirt" and Sam Cooke's "Shake" are being sold extremely well at the moment. Jim Reeves' repertoire, too, still attracts a lot of attention, both singles and LP's. The Dutch television broadcasted the "Nashville Show," with Jim Reeves, Chet Atkins, the Anita Kerr Singers and Bobby Bare, which was video-recorded in Norway last year. The show had a lot of success and will be repeated shortly after frequent requests. "Viva La Pappa Cal Pomodoro" by Rita Pavone is a good selling record in Holland.

Artone, expected to release a further batch of new Impulse albums in August, is rejoiced by the news that this year's Edison Award in the Jazz

(Continued on next column)

Holland's Best Sellers

This Week	Last Week	Title	Label
1	1	Wolly Bully (Sam The Sham & Pharaohs/MGM)	(Belinda/Amsterdam)
2	3	Hello Josephine (Scorpions/CNR)	(Chappell/Amsterdam)
3	4	Il Silenzio (Nino Rosso/Sprint, Heinz Schachtner/Polydor, Roy Etzel/Philips)	(Portengen/Haarlem)
4	5	La Danse De Zorba (Duo Acropolis/Omega, Trio Hellenique/CNR, Mikis Theodorakis/20th Century Fox)	(Melodia/Amsterdam)
5	9	The Price Of Love (Everly Brothers/Warner Bros)	(Internationale Muziek Co/Amsterdam)
6	7	Santa Domingo (Wanda Jackson/Capitol, Imca Marina/Imperial, Ria Valk/Philips)	(Schaltone/Heemstede)
7	2	The Birds And The Bees (Jewel Akens/London)	(Altona-Palace Music Holland/Amsterdam)
8	—	Got Live If You Want It (Rolling Stones/Decca)	(various publishers)
9	—	Set Me Free (Kinks/Pye)	(Altona-Kassner Holland/Amsterdam)
10	10	Mr. Tambourine Man (Byrds/Pye)	(Altona-Kassner Holland/Amsterdam)



AUSTRALIA

Contracts have been signed for a personal appearance of Tony Martin at Chequers Theatre Restaurant in Sydney for a four-weeks season. Festival Records will assist in the promotion of the artist, prior to his arrival, by releasing the Dot label album entitled "Tony Martin sings His Greatest Hits", and the 20th Century Fox package "Tony Martin Live At Carnegie Hall".

Ida Kaye has resigned her position with the Melbourne office of the giant music publishing house of J. Albert & Son Pty Ltd. She had been with the company since 1922.

An independent record production company known as Leopold Productions has been formed as a subsidiary of Reg Grundy Enterprises. Robert Iredale who spent many years with Festival records, is in charge of record production for the new firm.

Neville Smith, Australian manager of Astor Records, is delighted with the national success of the new subsidiary label, Go!! Records. Smith reported to Cash Box that of the seven singles released on the GO!! label, six were on the charts simultaneously, and the 7th one had been released for only a couple of days! The label is exclusively devoted to Australian talent, and uses a good many Australian compositions also. Negotiations for the overseas release of masters from the firm's catalogue are already under way, with keen interest being shown by other English-speaking countries.

Australian Record Company reports that its two hottest selling singles right around Australia are "Cara Mia" by Jay & The Americans and "Mr. Tambourine Man" by the Byrds. Ray Bull indicates that they are two of the strongest releases the company has had so far this year.

World renowned Australian opera star Joan Sutherland is back in her homeland for the first occasion in many years. The artist is starring in an Australian opera season which was premiered and is still in progress in Melbourne. The entire season is practically sold out, and at prices which are reported to be the highest for any opera season ever conducted in Australia. It is interesting in this day and age that an opera season can be completely sold out before the first performance, yet several big-name imported pop music concerts shows haven't scored too well at the box office lately! All the more interesting since the opera seats are several times more expensive than the pop music seats!

Elvis Presley is still holding first place on our best-seller list with "Crying In The Chapel", which has been his strongest single for quite a while. A quick look at this week's list shows that five out of the top ten singles across the nation are local productions, which is the best percentage the local product has had for a couple of years. Interesting also to note that each local record is by comparatively new artists.

Festival Records has acquired the rights for the Australian release of masters from Turicaphon Records of Germany. The first three albums are already on the market in both mono and stereo. They are "Popular Classics For Orchestra", "Great Waltzes From Vienna" and "35 Selections from Great Operettas". Festival believes that records of such outstanding sound quality have a great sales future on the Australian market.

RCA is out with another single by Australia's Johnny Devlin and His Devils which couples "When I Have To Go Away" with "Stagger Lee". Also on release from RCA we find Paul Anka with "The Loneliest Boy In The World" and "Dream Me Happy", and George Hamilton IV with "Walking The Floor Over You" c/w "Driftwood On The River".

Australia's Best Sellers

- 1 Crying In The Chapel (Elvis Presley—RCA) E. H. Morris & Co.
- 2 Mr. Tambourine Man (The Byrds—CBS) Allan & Co.
- 3 I Told The Brook (Billy Thorpe & Aztecs—Parlophone) J. Albert & Son
- 4 Someone (Laurie Allen & Bobby Bright—GO!!)
- 5 She's So Fine (The Easybeats—Parlophone) J. Albert & Son
- 6 It Ain't Necessarily So (Normie Rowe—Sunshine) Chappell & Co.
- 7 A World Of Our Own (The Seekers—W & G) Chappell & Co.
- 8 Pride (Ray Brown & Whispers—Leedon) Wallaby Music
- 9 The Hucklebuck (Brendan Bowyer—HMV) D. Davis & Co.
- 10 Angel (Cliff Richard—Columbia)

HOLLAND (Continued)

category has been awarded to Oliver Nelson for his outstanding contributions to the Jazz scene with "More Blues And The Abstract Truth," his latest effort as an arranger and conductor. Incidentally, Nelson's first album for the Impulse label, "Blues And The Abstract Truth," released by Artone during 1962, has proved to be a blockbuster, outselling every other Jazz release in this territory over the past few years.

Recent Cameo-Parkway releases via Artone in Benelux include "Holla, Hi, Holla Ho" b/w "Baby, Kiss Kiss Kiss," German productions featuring Chubby Checker, and "Let's Get In Line" b/w "All Through The Night" by newcomer Billy Harner. Current best selling Chubby Checker albums are "All The Hits For Your Dancing Party" and "Chubby Checker In Person."

Artone's classical department announces the release of an EP recording of Schubert's "Deutsche Messe," performed by the Amersfoort Male Choir directed by Jos Vranken. The session was produced by Artone's J. L. U. Reiziger, classical A&R man of note who also produced the recording of Herman Krebbers, brilliantly performed Haydn Violin Concertos in C and G Major, released last year and nominated for an Edison Award which will be presented to Krebbers at the annual Grand Gala du Disque in October.

Artone's subsid, Funckler Records, headed by Pete Felleman, has several new albums out on the Roulette label, including packages by the Hullaballos, the Hugo & Luigi Chorus, Sarah Vaughan, Dinah Washington, Los Rubies as well as a re-issue of the "At Home" LP by the Barry Sisters.

In conjunction with Nina Simone's personal appearances in Europe this summer, Funckler Records, handling the Colpix line for Benelux, re-released all of the vocalist-pianist etchings on the label, backed by strong promotion. The Nina Simone Trio is due to appear in concert at the Jazz Festival of Comblain-la-Tour in late July.

Latest LP product to issue from the Artone studios for release on the Funckler label includes Rudy & the Royal Rhythmics, with a fine selection from their current repertoire of Malay songs of traditional origin. Indonesia-born Rudy van Dalm, the quartet's leader and vocalist-guitarist is currently active in the local singles field with "Dajoong, Dajoong" b/w "Ninah Boo Boo," both culled from the album.



GREAT BRITAIN

Great Britain's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Label
1	1	6	I'm Alive—The Hollies	(Parlophone) Shapiro Bernstein
2	2	7	Crying In The Chapel—Elvis Presley	(RCA) E. H. Morris
3	8	3	Heart Full Of Soul—The Yardbirds	(Columbia) Feldman
4	11	2	Mr. Tambourine Man—The Byrds	(CBS) Leeds
5	3	5	Looking Thru The Eyes Of Love—Gene Pitney	(Stateside) Screen Gems
6	5	3	To Know You Is To Love You—Peter & Gordon	(Columbia) Bourne
7	10	3	*Leave A Little Love—Lulu	(Decca) Skidmore
8	4	5	*Colours—Donovan	(Pye) Southern
9	14	2	*Tossin' And Turnin'—The Ivy League	(Piccadilly) Southern
10	17	3	In The Middle Of Nowhere—Dusty Springfield	(Philips) Budd
11	6	7	The Price Of Love—Everly Brothers	(Warner Bros.) Acuff Rose
12	12	5	*Anyway, Anyhow, Anywhere—The Who	(Brunswick) Fabulous/Essex
13	15	4	On My Word—Cliff Richard	(Columbia) Schroeder
14	—	1	There But For Fortune—Joan Baez	(Fontana) Harmony
15	7	9	*Long Live Love—Sandie Shaw	(Pye) Glissando
16	20	2	Wolly Bully—Sam The Sham & Pharaohs	(MGM) Beckie
17	9	10	The Clapping Song—Shirley Ellis	(London) Galico
18	13	8	Trains & Boats & Planes—Burt Bacharach	(Decca) 17 Savile Row
19	16	6	*Set Me Free—The Kinks	(Pye) Kassner
20	—	1	*Goodbye—Peter Cook & Dudley Moore	(Decca) Essex

Top Ten LP's

- The Sound Of Music—Soundtrack (RCA)
- Bringing It All Back Home—Bob Dylan (CBS)
- What's Bin Did—Donovan (Pye)
- Mary Poppins — Soundtrack (HMV)
- Freewheelin'—Bob Dylan (CBS)
- Hitmaker—Burt Bacharach (Decca)
- Joan Baez In Concert No. 5—Joan Baez (Fontana)
- Beatles For Sale—The Beatles (Parlophone)
- Animal Tracks — The Animals (Columbia)
- A World Of Our Own—The Seekers (Columbia)

Top Ten EP's

- The One In The Middle—Manfred Mann (HMV)
- Got Live If You Want It—The Rolling Stones (Decca)
- Mrs Brown You've Got A Lovely Daughter — Herman's Hermits (Columbia)
- Go Away From My World—Marianne Faithfull (Decca)
- Beatles For Sale No. 2—The Beatles (Parlophone)
- Dylan—Bob Dylan (CBS)
- Bumble Bee — The Searchers (Pye)
- Tickle Me—Elvis Presley (RCA)
- Silver Dagger—Joan Baez (Fontana)
- Beatles For Sale No. 1—The Beatles (Parlophone)

According to the latest figures issued by the Board of Trade, gramophone record sales for Apr. are the worst this year. Valued at £1,543,000, they were a quarter lower than in the same month last year when the total figure was £2,067,000. Home sales, which dropped in Jan., Feb. and Mar. by four per cent, three per cent and five per cent respectively, fell by over a quarter compared with 1964. Export sales, which in Feb. and Mar. had been up on last year by one third and five per cent, also took a fall of nearly one fifth in Apr. Production of records for Apr. was also a quarter lower than Apr. last year, although here one must take into account the loss of output during the Easter holidays which fell in Apr. this year and in Mar. in 1965. The figures show a tremendous drop in production of both singles and LPs compared with the same month last year. This Apr., 4,814,000 45 rpm disks came off the presses, compared with 6,750,000 in the same month last year, and LP production dropped from 2,093,000 in 1964 to 1,857,000 this year.

As a result of recent reorganisation within EMI, the activities previously carried on by EMI Records Ltd. will, in future, be carried on by The Gramophone Co. Ltd., which will also take over the supply of EMI Group records and recordings from the United Kingdom. To preserve continuity, The Gramophone Co. Ltd. will use the trading name of EMI Records. All records and matrices or tapes reproducing the same, formerly the property of Electric & Musical Industries Ltd., The Parlophone Company Ltd., Columbia Gramophone Co. Ltd. or EMI Records Ltd., will become the property of The Gramophone Co. Ltd. trading as EMI Records.

Just back from a four week tour of Sweden, the Honeycombs have an extensive promotional campaign lined up for their latest Pye single, another Howard Blaikley composition, "That's The Way." The group has had tremendous success with the number in Scandinavia where it topped the Swedish charts for four consecutive weeks. Published by Lynn Music, it could put the Honeycombs back into the Hit Parade. In August, the group will pay their first visit to Japan, where their records are also extremely popular (they recently won a Gold Disk for combined sales of "Have I The Right," "I Can't Stop" and "That's The Way" presented by Nippon Columbia and Music Life magazine). Alan Blaikley and Ken Howard have written "Love In Tokyo," which is being released to coincide with their Japanese tour.

Cyril Gee of Mills Music is very excited about "Everything In The Garden" by the company's contract writers Roger Greenway and Roger Cooke. A strong batch of releases including a version by the Fourmost on Parlophone is available, whilst Pye issued two versions, one by Jimmy Justice and one by new group Bobby Rio and the Revels. The boys who hail from Barking, Essex, were guests of honour at a party hosted by Pye Records recently, to launch the disk. Mills has another Greenway/Cooke composition, "You've Got Your Troubles," by the Fortunes on Decca. Other Mills copyrights include "Hold Me Thrill Me Kiss Me," the Mel Carter smash, issued by Liberty and fast climbing up the Cash Box Top 100; "Summer Sounds" by Ronnie Hilton on HMV and "Shakin' All Over" by the Guess Who on Pye.

The dispute over the authorship of "Have I The Right," the number which took The Honeycombs to the top of the Hit Parade and earned them a Gold Disk nearly a year ago, has been settled. Songwriters Alan Blaikley and Ken Howard (Managers of The Honeycombs) were awarded costs against Geoffrey Goddard, who claimed authorship of the number.

Hal Shaper of Sparta Music just back from the Antibes Song Festival where he picked up material by French artistes Ricardo and Maria Vincent. First title will be an English version of Maria's Antibes song, "Chip Chip." In Milan, Shaper acquired songs from the publishing houses of Ariston and Ricordi and entered into an agreement with Sugar Music to represent the Sparta catalogue in Italy. In Brussels, he completed an exclusive background music deal with Intervox for the U.K. and U.S.A. Sparta copyrights currently enjoying success in the Cash Box Top 100 are "Before And After" by Chad and Jeremy and "You Turn Me On" by Ian Whitcomb.

Another publisher just back from the Rose d'Or Festival at Antibes is Kim Bennett of Ardmore & Beechwood whose visit was also rewarded by the acquisition of "Un Chagrin a Oublier" and "Un Coeur n'Oublie Jamais," for which English lyrics are being penned and recordings lined up. Amongst the many publishers Bennett met during the Festival were Aaron Schroeder and Abbey Sternberg of America.

"Maggie May," the Lionel Bart-Alan Owen musical now in its tenth month at London's Adelphi Theatre, will be presented on Broadway in Feb. 1966 by David Merrick and Bernard Delfont. After its America run, "Maggie May" will be filmed.

Young singer Jonathan King makes his debut on Decca with "Everyone's Gone To The Moon," due for rush release in America on London. The number was recorded by Marquis Enterprises with backing by Ken Jones. Also from Marquis Enterprises comes news of the Zombies, just back from their four-week tour of America, who are all set to cut their next single.

Fontana Records delighted with the impact made by Joan Baez, who now has a total of 7 records (3 LPs, 2 EPs and 2 singles) in the Record Retailer charts. Recently, her two late-night BBC TV shows attracted much praise and obviously contributed to the upsurge in her record sales.

Shirley Ellis followed her "Clapping Song" success in the States with "The Puzzle Song," which is now issued here on London. "The Clapping Song" gave the artist her first taste of success in Britain and should provide a ideal launching pad for her follow-up.

Brian Poole and the Tremeloes launch a new Decca single, "I Want Candy." They are booked for a two-week tour of Sweden commencing Aug. 2, which will also include TV and radio appearances. In the autumn they plan a trip to Denmark, Finland and Germany.

Not only is "Mr. Tambourine Man" proving a big seller here (repeating its American success) via the Byrds (CBS), who are booked for personal appearances here in August, but it is also proving a good sheet music seller for Leeds Music.

Although rather quiet on the record scene for some little time, the Fourmost have been busy perfecting their cabaret act in preparation for a series of club dates, including a season at La Dolce Vita. They are bouncing back with a new single, "Everything In The Garden," produced by Parlophone A & R Manager George Martin, who also provided the musical arrangement.

Dusty Springfield, back in the charts once more with "In The Middle Of Nowhere" (Philips), published by Budd Music, has cut four titles in French for release later this month, in EP form titled "Mamselle Dusty." Tracks include French versions of her British hits "Stay Awhile" and "Losing You."

Millie is back in England after a round-the-world tour taking in Australia, Hong Kong, Singapore, Japan, Argentina, Norway and Sweden. To celebrate her return, Fontana issued a new single "My Street" recorded on her last visit to America.

Quickies: Indie producer Mickie Most waxes new single with "The Animals" "We Gotta Get Out Of This Place" issued on Columbia. . . . The Seekers' (Continued on next column)



"CANTAGIRO" GOES RIMINI-MOSCOW-RIMINI—The Cantagiuro festival celebrated the beginning of an inter-national presentation format with the delivery of a program sandwiching a show in Moscow between the home concerts. During the troupe's stay in Moscow, the CB camera clicked away capturing the following scenes: (center) the performers disembark for the first abroad showing. Seen here leaving the plane at the Moscow Airport are (left to right) Renato & Rascel (Carosello), guest star of the program; Ezio Radaelli, conceiver and organizer of "Cantagiuro;" Little Tony (Durium); Gianni Morandi (RCA); Toni Renis (RCA) and Ricky Gianco (Jaguar Records). In other snapshots (clockwise from top left): Rita Pavone (RCA) heads backstage following her performance of "Lui" with an armful of flowers thrown to her by the audience; Radaelli accompanies her. A full view of the stage at the "Green Theater" in Gorki Park, where the festival's foreign leg was presented to a packed house of over 20,000. At the close of the Russian show Gianni Morandi (RCA), winner of the Italian "cantagiuro" award for his song, "Se Non Avessi Piu' Te," is on stage with Donatella Moretti (RCA) who received the unanimous votes of the Soviet judges for her "Non M'Importa Piu'." Sonia & the Sisters (EMI Italiana), who won the "B Team" award for "Sulla Spiaggia C'era Lei," do a bit of sightseeing. Edoardo Vianello (RCA) and soprano Virgilia Zeani sign autographs for a Russian guard backstage, while Vianello's drummer Piero goes over some of the artistic tricks of his trade. And, Los Marcellos Ferial (Durium) visit Red Square.

GREAT BRITAIN (Continued)

album "A World Of Our Own" issued in the States this month. . . . Singer Frank Ifield wed dancer Gillian Bowden last week. . . . Lonnie Donegan waxes "Louisiana" on Pye recorded last year in Nashville. . . . Harry Lewis has been appointed to succeed the late Sid Coleman as general manager of Ardmore & Beechwood. . . .

The Best in Britain ... Bens



ARGENTINA

Belgian group the Cousins was expected to arrive in Buenos Aires at press time, after having to postpone their arrival one week because of some difficulties. These artists have contracts to perform on TV Channel 9 and officially present to the customers the new "Crico" product launched by Nestle, which will mean a powerful combined advertising campaign. The Cousins' records are released by Disc Jockey, who represents their Palette waxings here, and most of their tunes are controlled by Europa Publishers, of the Julio Korn group. Months ago, this pubbery was in charge of their big hit "Do Re Mi".

New people at the Phonogram top places: Santos Lipesker, well known musician and arranger, will be the diskery's musical advising director (i.e., the A & R man), while Hugo Persichini will manage the company. The A&R post has been vacant since Americo Bellotto's death, several months ago, while Maximo Wyngaard, the previous manager, resigned to travel to Europe, where he had several offers.

Juan Truden and Douglas Taylor, CBS' bosses, have traveled to Mexico and the States for a couple of weeks of meetings with the people of CBS and Columbia Records in North America. Both will be present at the convention to be held in Miami, before returning to Argentina.

RCA has been engaged lately in a very interesting project which has had a profitable result, not only from the commercial point of view, but also on the artistic side. This is the outing of a series of albums carrying old tango music recordings by several of the best artists in the field. Albums include renderings by Fiorentino, Angel Vargas, Alberto Castillo, Alberto Podestá, Floreal Ruiz, Carlos de Sarli and many others. The series, under the RCA and Camden labels, has been selling very well, thus showing the approval of the customers to the existence of this recording in the national catalog.

Odeon news: Dean Reed, once more in Argentina, has recorded with Armando Patrono's group, a version of Bert Kaempfert's "Red Roses for a Blue Lady", coupled with "Keep Seeking". "Roses" is sung in Spanish, while the flip side is in English. Claudia, one of the label's strongest teen artists, has cut "Margarita Mentirosa" and "Te Quiero", while Los Wawanco have "La Casita Blanca", a new cumbia with strong possibilities. Also in the market is the long awaited Pino Donaggio version of "Io Che Non Vivo Senza Te", likewise a strong seller.

Music Hall shoots the market with a new album by Sarah Vaughn, "The Explosive Swing of SV", a package by Dean Martin ("Happy Songs"), a Kapp LP by Roger Voisin, another one by Roger Williams (featuring "Moon River", "Days Of Wine And Roses" and others) and the first one by Jack Jones, "Dear Heart". Jones has good possibilities in Argentina, and may soon turn into a strong star.

Lagos Publishers is working hard on "No Quisiera Querente," the Horacio Guarany tune already mentioned in this column some weeks ago. There are new versions of the tune, including those by Siro San Roman (Music Hall), Susy Leiva (Odeon), and Los Gauchos (also Odeon), and some others (including a top surprise for everybody) are due soon. Also running strong is Eduardo Falu's "No Te Puedo Olvidar", another good bet for the best sellers lists.

News from Fermata: Claudio (Odeon Pops) has cut "Mi Mama" (Momele), a tune also recorded by Los Cinco Latinos (Music Hall), along with "No Puedo Acostumbrarme a Perderte". Dean Reed (Odeon Pops) is waxing "Elizabeth", a German tune well appreciated all over Europe. Peppone (Music Hall) is covering the Persuaders' "Tijuana", while Jorge Caldara and Rodolfo Lesica have cut two standard tangos, "Nostalgias" and "Por la Vuelta". Los Gatos Salvajes (Music Hall) have cut "Miss Brown" and "Keep Seeking", their first single.

More about CBS: The diskery is releasing a new album by Los Trovadores, (Continued on Next Column)

Argentina's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	4	12	Ho Capito Que Ti Amo	(Radio Record—Fermata) Luigi Tenco (Fermata); Wilma Goich (CBS); Jose Antonio (Microfon)
2	2	5	Cominciamo Ad Amarci	(Leonardi—Fermata) John Foster (Fermata); Jose Antonio (Microfon)
3	1	9	Io Che Non Vivo Senza Te	(Accordo—Fermata) Juan Ramon (RCA); Pino Donaggio, Claudia (Odeon Pops); Tony Dallara (Fermata); Ricardo Rey (Disc Jockey); Ricardo Roda (CBS); Alberto Ayes (CR); Dany Martin (Philips); Siro San Roman (Music Hall)
4	3	13	Calhambeque	(Korn); Roberto Carlos (CBS); Piero (Philips); Los Iracundos (RCA); Los Bucaneros (Music Hall)
5	8	14	Se Piangi, Se Ridi	(Melograf) Bobby Solo (CBS); Los Iracundos (RCA); Mina (Fermata); Ricardo Rey (Disc Jockey)
6	7	16	Oh Pretty Woman	(Korn) Sylvie Vartan (RCA); Roy Orbison (London)
7	6	17	*Mi Linda Betty	(Melograf) Cuarteto Imperial (CBS)
8	10	18	*La Mañana	(Korn) Horacio Aschieri (Music Hall)
9	11	19	*Los Domingos	(Korn) Cinco del Ritmo (Microfon)
10	9	20	No Olvides Que El Es Mio/Tomame En Tus Brazos	Sylvie Vartan (RCA); Dave Clark Five (Odeon Pops)
11	12	21	It's My Party	(Es Mi Fiesta—Fermata) Juan Ramon (RCA); Richard Anthony (Odeon Pops); Los Shakers (Odeon Pops); Lesley Gore (Mercury); Donald (Music Hall)
12	19	22	Que C'Est Triste Venise	(French—Fermata) Charles Aznavour (Disc Jockey)
13	5	23	Leccion De Besos	(Letkiss) (Sweden—Fermata) Piero Sancho; Ronnie Kramkin (RCA); Mr. Trombone (CBS); Rubito Dallas, Anton Danen (Music Hall)
14	14	24	Il Uomo Chi Non Sapeva Amare	(Relay) Nico Fidenco (RCA)
15	17	25	*Mariposa	(Korn) Chico Novarro (Philips)
16	14	26	*Mi Coche Tiene Novia	(Melograf) Leo Dan (CBS)
17	18	27	*Que Seas Vos	(Korn) Jorge Cafrune (CBS); Los Chalchaleros (RCA); Jovita Diaz, Los Quilla Huasi (Philips); Nocheros de Anta (Odeon)
18	15	28	*Calor	(Korn) Palito Ortega (RCA)
19	20	29	*Fan Fan	(Korn) Violeta Rivas (RCA)
20	16	30	Ma Vie	(Relay) Alain Barriere, Juan Ramon (RCA); Eric Richard (Disc Jockey); Piero Sancho (Odeon Pops)
20	19	31	*Mariposa	(Korn) Chico Novarro (Philips)

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	12	Där Björkarna Susa	(The Jailbird Singers/Metronome) Norsk Musikforlag A/S
2	3	5	Cadillac	(The Hep Stars/Olga) Copyright in dispute
3	4	3	Crying In The Chapel	(Elvis Presley/RCA Victor) Musikk-Huset A/S
4	2	9	King Of The Road	(Roger Miller/Philips) Palace Music/Stig Anderson
5	5	13	Ticket To Ride	(The Beatles/Parlophone) Edition Lyche
6	6	4	Farmer John	(The Hep Stars/Olga) Musikproduktion Winckler
7	8	3	Lappland	(Finn Eriksen/Fontana) No publisher
8	—	1	Blue Blue Day	(The Spotnicks/Karusell)
9	10	2	Hvilelös Tramp	(King Of The Road) (Lars Bjune/Troll) Palace Music/Stig Anderson
10	—	2	Price Of Love	(Everly Brothers/Warner Bros.) Acuff-Rose Scandia

Norway's LP Best Sellers

This month	Last month	Title	Artist
1	1	The Best of Jim Reeves	(Jim Reeves/RCA Victor)
2	5	The Rolling Stones No. 2	(The Rolling Stones/Decca)
3	7	Gentleman Jim	(Jim Reeves/RCA Victor)
4	4	Girl Happy	(Elvis Presley/RCA Victor)
5	3	Beatles For Sale	(The Beatles/Parlophone)
6	—	Around And Around	(The Rolling Stones/Decca)
7	2	My Fair Lady	(Soundtrack/CBS)
8	9	Moonlight And Roses	(Jim Reeves/RCA Victor)
9	10	Sven-Ingvars	(Sven Ingvars/Philips)
10	—	Return Of Roger Miller	(Roger Miller/Philips)

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	2	Heart Of Stone	(The Rolling Stones/Decca) No publisher
2	2	2	The Birds And The Bees	(The Defenders/Sonet) No publisher
3	4	16	The Last Time	(The Rolling Stones/Decca) Musikforlaget Essex AB
4	3	13	Ticket To Ride	(The Beatles/Parlophone) Multitone A/S
5	5	14	*Belinda	(The Rocking Ghosts/Metronome) Multitone A/S
6	8	7	Cadillac	(The Defenders/Sonet) Copyright in dispute
7	6	9	Gabrielle	(Bent Werther & 3 1/2/Life) Polar Music AB
8	7	20	Rock And Roll Music	(The Beatles/Odeon) American Songs AB
9	9	2	Vogt Dig Når Du Kysser Ham	(Küsse Nie Nach Mitternacht) (Siw Malmkvist/Metronome) Multitone A/S
10	10	16	Poupée De Cire, Poupée De Son	(France Gall/Philips) Multitone A/S



JAPANESE RENEWAL—Goddard Lieberson, president of Columbia Records, recently traveled to Japan to effect an extension of the label's contract with Nippon Columbia Company, the firm's affiliate in Japan. Shown above completing the legalities are (left to right) Yukichi Koike, executive managing director of Nippon Columbia; Lieberson; Tokichi Seya, president of N.C.; Masami Nakayama, executive managing director and director of Nippon Columbia's international division; another of the firm's executives; and (standing) Hizuru Kaneko, deputy manager of international repertoire for the Japanese outfit.

ARGENTINA (Continued)

with twelve more tunes by the originators of the "Puente Pexoa" folk craze. Also on hand is the first album by Brazilian chanter Roberto Carlos, whose "Calhambeque" has been consistently in the charts for the past weeks.

Strong Classical music released by Phonogram: Best selling group I Musici plays music written by Tomaso Albinoni, three concerts, one adagio and a sonata. Nicanor Zabaleta (harp) and Karlheinz Zöller (flute) do music written by Mozart and Reinecke, while a two-record set by Rostropovich and Richter contains Beethoven's "sonatas".

More Classical music, this time from Tonodisc, who's in charge of Westminster releases in Argentina. Brahms' "Double Concert", by Fourier-Janigro; Bach's Suites for Orchestra, by Hermann Scherchen; and the third and fourth volumes of Mozart's concerts, an ambitious plan that will mean 11 albums, when completed, are being released.

Microfon has released another interesting album, which is worth mentioning, an LP by Reynaldo Michele and Los Solistas del Tango (Atilio Stampone, Eduardo Rovira and Fernando Romano), really a whole constellation of tango music stars. The record includes standard titles like "La Cumparsita", "El Motivo", "Tierrita" and many others, and will surely be of big interest for tango music lovers in Argentina and other countries.



FRANCE

The "Grand Music Hall d'Israel" this week succeeded the "Music Hall de Moscou" on the Olympia stage, where we had the pleasure to hear a 14 year old girl, Naomi Levy, who has a very beautiful and pure voice, and two good other Israeli singers, Nehama Hendel and Ilana Rovina. We heard that Bruno Coquatrix, the Olympia manager, has just been contacted to present this show in New York after its performance in Paris.

So the "Music Hall de Moscou" is gone, but the Chant Du Monde, record firm has just released an LP with the main songs and tunes from that program.

Last week, there was a very important meeting among the top names of the French Record Syndicate, during which, presidents of Records Societies were studying new advertising policies in the French newspapers. Let us remember that the only important non-affiliated manufacturer is Eddie Barclay and his group.

This week we have interesting news from: Agence Musicale Internationale: Through the EMI label, French Rock n' Roller Dick Rivers just released his latest LP, "Ticket To Ride" ("Prends Un Tiquet Avec Moi") and "I Have Heard About Him" ("Frappe De Toutes Tes Forces"). Virginia Vee recorded French treatments of "I'm So Lost" and "Game Of Love," and Bob Asklof cut "Willow Weep For Me." Also, Richard Anthony created a French version of "Goodbye My Love". Through DiscAZ Eileen, Samuel Goldsen's daughter, has a good shot with her treatment of "Jose He Say" and "Goodbye". Lastly, Gerard Tournier, AMI manager, launches a new dance, "Pepinette", through the Palmares label. (To dance it you need an umbrella.)

Editions Pathe Marconi: English and US hit "Concrete and Clay" has been just released in French on the new Richard Anthony EP. The French title is "Comment fait elle". The Salvatore Adamo EP is making a very good start. His song, "Laisse Mes Mains Sur Tes Hanches," is going to be one of the most important successes of the summer in France. Frank Pourcel (La Voix De Son Maître) and Paul Mauriat (Philips) already recorded it with their orchestras.

Vogue: Some very interesting LP's have been released this week. Francis Blanche, famous comic actor, sings twelve very funny songs, guitar player André Bénichou presents a second LP with his own treatment of few Bach compositions, French orchestra Les Baroques do the same with several compositions from Bach, Vivaldi and Corelli (this record is a Vogue International production) and, on the Mode label, this firm presents a good Greek folk dances and song set, by the Greek National Ballet. There is a new dixieland group on Vogue by the name of "Irkalis Jazz Band." We are very sorry to hear Françoise Hardy is in the hospital after a car crash. She hopes to be out in a week to go on her French and Italian summer tour.

Decca—RCA: Through the Decca label we now have in France the original "Concrete and Clay" recording by Unit Four Plus Two.

There is a new record from French author and composer Pierre Vassiliu. Main titles are "La Famille Tuyau De Poêle" and "Les Joyeux Drilles." Eric Charden is now cut by Decca, and his first LP on that label is really good. Among the titles are "Adieu Ma Mie Adieu Ma Mère", "Laetitia", "Rien N'Est Changé", "Il Y A Longtemps". First record on RCA Victor by Stella, who recently left Vogue, is "Adieu Micro, Bonjour Sillon".

French EP TOP TEN

- 1 Zorba le Grec (Nikis Théodorakis) Barclay—Francis Day
- 2 Cast Your Fate To The Wind (Sounds Orchestral) Vogue—Mellin Tournier
- 3 Quand Reviens La Nuit (Johnny Hallyday) Philips—Pathé Marconi
- 4 La Nuit (Adamo) Voix de Son Maître—Pathé Marconi
- 5 C'Est Toi Que J'Aime (Sheila) Philips—Pigalle
- 6 N'Avoue Jamais (Guy Mardel) DiscAZ—Tutti
- 7 Poupée De Cire, Poupée De Son (France Gall) Philips—Bagatelle
- 8 La Danse De Zorba (Dalida) Barclay—Francis Day
- 9 Au Revoir Mon Amour (Richard Anthony) Columbia—AMI Tournier
- 10 La Bague Au Doigt (Marie Laforêt) Festival

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	6	2	The Birds And The Bees	(Alma Cogan/Columbia) No publisher
2	1	7	Bring It On Home To Me	(The Animals/Columbia) No publisher
3	2	4	Crying In The Chapel	(Elvis Presley/RCA Victor) Thore Ehrling Musik AB
4	3	4	*Don't Turn Your Back	(Tages/Platina) Sonora Musikförlags AB
5	5	5	*I Lust Och Nöd	(Sten & Stanley/Decca) Förlaget Visor & Låtar
6	4	11	Farmer John	(The Hep Stars/Olga) Sonet Music
7	10	2	Help Me, Rhonda	(The Beach Boys/Capitol) Gehrmans
8	8	6	Mrs. Brown, You've Got A Lovely Daughter	(Herman's Hermits/Parlophone) Belinda (Scandinavia) AB
9	—	1	I'm Moving On	(The Rolling Stones/Decca)
10	7	5	Here Comes The Night	(Them/Decca) Robert Mellin (Scandinavia) AB

*Local copyright.

Finland's Best Sellers

- 1 *Minne Tuuli Kuljettaa (Katri Helena/Parlophone) X-Sävel
- 2 Pikku Nina (Norma) (Katri Kuuva/Scandia) Scandia Musiikki Oy
- 3 The Last Time (The Rolling Stones/Decca) Musikförlaget Essex AB
- 4 Ticket To Ride (The Beatles/Parlophone) Fazer Music
- 5 Kauan (Downtown) (Danny/Scandia) Scandia Musiikki Oy
- 6 Poupée De Cire, Poupée De Son (France Gall/Philips) Fazer Music
- 7 Rock And Roll Music (The Beatles/Parlophone) American Songs AB
- 8 Vahanukke Laulava Nukke (Poupée De Cire, Poupée De Son) (Ritva Palukka/Philips) Fazer Music
- 9 *Monika, Monika, Monika (Reijo Taipale/Scandia) Fazer Music
- 10 Nellyn Palmikko (Footprints In The Snow) (Bosse & Robert/Columbia)



ITALY

With the final night of the Cantagiuro on July 10 in Fiuggi (Rome), the series of the big summer events in Italy, which started with the contest "A Disk For The Summer" must be considered ended. We report in a separate article about the victory of the little "top" artist Rita Pavone of RCA Italiana in this fourth edition of the Cantagiuro. This long 1965 "Singing Tour" should be considered successful from every point of view, thanks to the perfect organization of Ezio Radaelli.

Now Italian singers and songs will be performed in less important events in Italy and abroad, and will appear on the TV screens with shows which follow the current trend of our TV Company and have already been recorded on Video-Tape. Anyway, all our artists are very busy for the next two months with appearances in the tourist places.

Some record firms have informed CB about the future schedule of their artists.

From RiFi Records our friend Pino Velona' informs us that Iva Zanicchi has just left Italy for Belgium, where she will participate in the song festival of Knokke Le Zoute. The songstress will be part of the Italian team and will present six songs, "Mi Cecherà", "Un Altro Giorno", "Verra'", "Accarezzami Amore", "Non Era Vero", and "If". The contest will be televised in Belgium, Holland, Luxembourg and Germany, and broadcast by 15 different European Radio Stations. Other artists who will also be part of the Italian team, are Bruno Lauzi and Margherita, according to an announcement made by Joe Giannini, manager of CGD International. The Festival of Knokke Le Zoute will take place from July 11 until July 16. During the first night, the Italian team will compete with the Belgian and French teams. Singers will be judged by an International Jury. Italian members of this jury are Mimma Gaspari and Tullio Formosa.

Another piece of news from CGD International concerns Gene Pitney. The pop American artist came to Italy for a singing tour starting July 14 and he will remain in our country for a fortnight. He will perform in all the principal towns of Northern Italy, then he will take part in a TV show.

The successful French group Les Surfs is also expected in Italy for a 15 day tour starting on July 20. They will perform in Milan, Capri, Ischia and Brindisi, and will also record a new Italian disc. Les Surfs have gained a good deal of popularity in Italy thanks to their Italian version of their hit "Maintenant Tu Peux T'En Aller." They also participated in the last San Remo Festival.

Also visiting Italy during this period will be another foreign group whose recordings are distributed by CGD International. We refer to The Cousins, who originally cut for Palette Records (Belgium). The Belgian group will be guests for a week at La Bussola of Viareggio, a well known Music Hall on the Italian coast.

The dance, Sirtaki, which was introduced all over the world thanks to the Anthony Quinn film, "Zorba The Greek", is also making its appearance in Italy. The first record, derived from the original film soundtrack, has been released by CGD International under the Twenty Century Fox label. Now a second disk of "Zorba Il Greco" has been announced by CGD International performed by the songstress "soubrette", Marisa Del Frate, who is preparing her new summer TV show entitled "La Trottole". She will of course present the Sirtaki, during one of the shows in the series.

From Lucio Salvini, head of the Press Office of Dischi Ricordi/CBS we have received news that The Minstrels immediately after their performance at the International Light Music Show of Venice, were guest stars at La Bussola of Viareggio, where they registered an enthusiastic success. While their schedule provided a performance of 50 minutes, they were so applauded by the packed house, that they were obliged to perform for over two hours.

Among the minor events of the season there has been a contest held in San Marino, called "Ten Songs For Ten Singers" which has been televised. Riccardo Rota, manager of Cellograf-Simp (Style Records) has informed Cash Box about the participation in this event of the label's top artist John Foster, who presented the Italian version of the Beaud's song "Plein Soleil", along with Roberto Giamba, singing "Se Tornerai" and Nella Bellerio presenting "I Giorni Miei".

EMI Italiana has also informed us of the participation at this event of the songstress and film actress Marisa Solinas, who, being the emcee of the show also presented her summer recording "Per Un Ipotesi".

Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	2	2	*Quello Sbagliato	Bobby Solo/Ricordi Published by Sugar-music
1	1	4	Ciao Ciao (Downtown)	Petula Clark/Saar Published by Sugarmusic
3	8	4	*Il Mondo	Jimmy Fontana/RCA Published by RCA Italiana
5	6	7	La Casa Del Sole (The House Of The Rising Sun)	Marcellos Ferial Durium Published by Sugarmusic
6	—	1	*Tu Sei Quello	Orietta Berti/Phonogram Published by Alfiere
7	10	10	*Lui	Rita Parone/RCA Published by RCA Italiana
8	—	1	*Se Non Avessi Piu' Te	Gianni Morandi/RCA Published by RCA Italiana
9	3	23	Un Anno D'Amore (C'Est Irreparable)	Mina/RiFi Published by Settebello
10	—	1	*Soil	Mina/Ri.Fi Published by Curci.

*Denotes Original Italian Songs.

SERVING THE INTERNATIONAL MUSIC BUSINESS

FASTEST RECORD DELIVERY THROUGHOUT THE WORLD BY AIR MAIL
COMPLETE LINE OF ALL AMERICAN LABELS

ALL NEW RELEASES

AIRDISC U.S.A.

SINGLES • ALBUMS

Every quantity shipped. Prices on request.

Box 545, Radio City Station
New York, N. Y. 10019

Payments by bank draft or International Money Order or on account.



CANADA

Carloe Rische, of Burlington Music of Canada, Ltd., indicates that an extensive promotion campaign is being lined up by her firm in collaboration with London Records, on a very hot property currently in the ranks of French language hits. "Poupee De Cire Poupee De Son", is the song that will get the promo going over, as the companies concerned concentrate on lengthening its top ten life. Another very strong item, she says, is the latest Donald Lautrec outing, the French language version of the "The Birds And The Bees". The firm also reports a good deal of interest in its catalog from producers in France. Just a word of warning to tradesters, should you have occasion to meet this young lady anywhere near a swimming pool, watch your step. She takes great delight in depositing fully clothed males in pools. She was appointed to her post at Burlington-Felsted, the London pub-branch, last November. . . . Bill Smithers, heard from at Quality in Montreal, reporting much concentrated action there on the firm's new French language line, contract. First release is an item entitled, "Je Suis Perdu" by the Dilinquants. It's an Albert De Castello production. Considerable release action on the new line is anticipated, according to Smithers. He went on to tell of a "Connie Francis Day" promotion conducted by his branch, in co-operation with Montreal's CFCF. A Connie Francis record was played every half hour, and the festivities were topped off as the lovely lady participated in a phone interview with the outlet's David Basset. Smithers figures her album and single sales benefitted considerably from the exposure. . . . Dave Leonard has announced his resignation as production manager for Allied Record Corporation, H.Q. in Montreal. His move was promoted by the degree of success his act, Bartholomew Plus Three, is currently enjoying on the North American nitery circuit. The group, making chart noises with a quality outing, "She's Mine", is just winding up a two week stand in New York's Peppermint Lounge. Leonard indicates that the Allied Production H.G. will be relocating in Toronto under the supervision of recently named general manager, Jack Boswell.

Dennis Corrie checks in from CFAC in Calgary with a report on the Dave Clark act recently in the stampede city. The act played to good crowds during its P.A. at the Corral, marking the beginning of a Canadian swing. Corrie acted as emcee for the evening show and tells us that the group was so taken with the stampede's world famous chuckwagon race that they talked of little else during their stay in that city. They expressed a desire to actually take part in the race next year, if at all possible. Now there'd be a bit, a special chuckwagon race at the stampede for record acts. Maybe someone could release an original sound track album of the event. Corrie tells us that the next big event on the music scene in Calgary will be the third annual folk festival in August, featuring, among others, Ian and Sylvia and the Brothers Four. . . . Al Mair's newsy sheet has been expanded in circulation to cover all of Canada. Congrats are in order. . . . like Johnny Gilbert's idea of a reunion for all ten-and-more-year-vets in the broadcasting biz. Those interested get in touch with him at CHEX in Petersboro. . . . Best new single for some long time out of the compo organization is Vic Damone's updating of "Why Don't You Believe Me". It's happening with kids and adults alike, a big winner to make it two in a row for the artist. . . . Good to see considerable action on that great rocker by the Canadian Squires, "Uh Uh Uh". It started at the Canadian Lakehead and CKPR. Another good outing getting considerable attention from the brand new top forty format at CKPR is the Keith Green Decca goodie, "A Go Go Getter". . . . Mair notes that Gord Lightfoot is off to Chicago for club dates and P.A.'s. . . . Terry Mann in Oshawa's CKLB reports that his outlet is among the first, if not the first, to chart the good Ronnie Dove ballad, "A Little Bit Of Heaven" in the top spot on the list. Others are bound to follow suit. . . . Two appeals for record releases on a regular basis have reached C.B. this week. They come from P.D. Stan Barrett at VPCM in St. John's, Nfld., and Ray Nickel at CKOM in Saskatoon, Sask. Barrett heads up a brand new sound at VPCM Broadcasting in a market of 200,000 plus. They need current pops badly. Nickel goes on to report a wonderfully warm and enthusiastic reception for Canadian record stars, Wes Dakus, Barry Allen and Loreen Church at a recent P.A. there. According to him, the latter has just finished a Chicago recording session that will have product on the market in very short order.

Corrine Burke still getting very strong dealer action on the Ritchie Valens Del Fi revival, "Donna". The Jack Jones single is also developing nicely in the phonodisc lady's mid west territory. A hot LP for her has to be the good set by the Supremes, their salute to Sam Cooke. . . . Another note from Dave Leonard reports on a western tour for another of his interests, Jimmy Mann and the original Dynamics, featuring Ken Folk. Their "Haunted House" side for Allied is making some noise in several areas as a western string of one niters and P.A.'s takes them across the prairies on to the west coast. . . . Geoffrey Racine, exec veep at Capitol, announces the appointment of Paul White as director of A&R for the label, effective July 1. White will maintain his activities in the realm of advertising and sales promotion. The talk of the trade, coast to coast, is the phenomenal success of "My Girl Sloop" by Little Caesar And The Consuls. The Red Leaf outing is headed for the number one spot on countless Canadian charts. It's a blockbuster and producer Stan Klees is absolutely flipped. It'll be released in the U.S., solely on the basis of the great Canadian action, on the Amy-Mala labels. Larry Utah conducted the negotiations for the American company. Klees reports that he expects to have three 100% Canadian content LP's completed by the end of August. . . . Harold Pounds on the phone from his Sparton H.Q. to report that "Country Guitar" by Phil Baugh is breking pop. Well it should, it's a very commercial outing. . . . Back to Stan Klees for a moment, it's interesting to note that no less than three Canadian groups have recorded commercial material for a major soft drink client. It's a sure sign of success when industry at large turns to Canadian talent—great news. . . . Ed Lawson at Quality reports fantastic response to the label's outing, "You Were On My Mind" by We Five. It'll be big everywhere. . . . The Eddie Fisher, Dot album outing is a real winner with middle of the road broadcast formats, reports Lawson. "Eddie Fisher Today" got a big shot in the arm through Johnny Carson TV exposure. A busy Lawson also reports that Liberace and Carmel Quinn, both Dot artists, have been Toronto visitors recently.



MEXICO

Bob Conrad (TV's Tom Lopaka) finished his first LP sung in Spanish at Orfeon Records. Among the songs are "Me Conformo," "Amenci en tus brazos," and "Caleta Tropical." Some of the arrangements were made by Julian Bert.

Last July 14 a musicians labor strike was begun against all the record manufacturers of the country. The musicians ask for an increase of salaries and the recording companies complain that there is too much money. We hope that everybody comes to an arrangement as soon as possible because the cutting of records had to stop. Only the rock and roll musicians, who are not in the union, can record at this time.

Mexican comedian Sergio Corona, who made several new recordings at RCA will be on tour for the next six months. He will perform in Toronto, New York, on Aug. 10 he will be in Spain, later in Austria, Vienna and Rome and on Oct. 1 he will be in Caracas, then in Buenos Aires, Montevideo, Lima, Bogotán and finally back to Mexico. Corona has a great admirer in the person of Jimmy Durante.

Mexican idol Enrique Guzmán, released a new single on CBS containing special arrangements of the Italian songs "Abbracciami forte" (Abrázame fuerte) and "Con te sulla spiaggia" (Contigo en la playa). On the musical backgrounds, as always, were Chuck Anderson and his orchestra. Enrique is actually in New York spending vacations.

Arturo Valdés, who used to be promoter of RCA, and later moved to the selling department of Orfeon Records, was named sales manager of Capitol Records. Also, Rene Leon was named to the international A&R department of Capitol. And among some of the artists who will possibly sign with this company are Andy Russell and Lucho Gatica.

Between July 20 and 25, popular Mexican folk singer Miguel Aceves Mejía will fly to Buenos Aires, Argentina to do two benefits organized by the Argentinian First Lady. After that, he will perform in several cities of that country and, finally, will fly to Lima and Caracas for the same purpose.

A hard promotion is currently being given to the European rhythm of Yenka in Mexico. Among the first recordings which appeared on the Mexican record market is an LP sung by Johnny and Charlie on the Gamma label, one recorded in Mexico by Julian Bert and his orchestra and another one "The Scandinavian Dance Band." Some of the most popular themes we have now in the "yenka" rhythm are "Lección de besos" ((let kiss), "yenka yenka" and "Capullito de alheli."

More news about Capitol Records (EMI): Emilio Azcárraga, main partner of the company, will invest 9 million pesos (\$720,000) in the organization of the firm which will have its own studios. Andre Midani, general manager, told us that by the end of this month, the first recordings will be released on the market.

Poncie Ponce, one of the stars of the TV series "Hawaiian Eye" (Kim) arrived in Mexico City to perform in night club and TV. His manager gave a cocktail party to introduce him to the press.

Jose T. Muñoz, general director of Gamma Records, tells us he signed a distribution pact with the English record company, Pye. Not fifteen days ago, Tomás Muñoz did the same thing with Reprise and Warner Brothers.

The first recording made by Mexican singer Leda Morena in Germany on the Polydor label, have finally appeared. The songs are "Yo soy así", "Primer aniversario", "La mascota" and "Si te vas".

Under the name of "Tip", a new label appeared in the country. Tip does its recording in the city of Guadalajara and is introducing only new artists. Among them are Dueto Arrullo, Los Montruos, Hermanas Rivas, Los Spiders and others.

Las Mosquitas, an Argentinian vocal female group, will arrive very soon in México to perform in a night club and in a TV musical series. Their records are distributed in México by Philips.

And speaking of Philips Records, Rogelio Villareal was named general coordinator of the Polydor and Philips catalogues.

Peerless Records released a new promotion for the price of "one and half". This means that if you buy one record of Peerless, Eco, London, Richmond, Vox, Telefunken, SEeeco, Faleon or Del Norte (All distributed by Peerless) you can buy another record at half price.



LATIN GATHERING—During a recent trip throughout South America, Manuel Villareal, vice president of Latin American operations for CBS Records, was greeted in gatherings similar to the one shown here. The photo, taken at a welcoming party tossed by the Brazilian arm of the international firm, includes: (left to right) one of the hosts; Italian artist Jerry Adriani; Evandro Ribeiro, general manager of Discos CBS S.A. in Brazil; songstress Wanderlea; Villareal; artist Roberto Carlos; J. Ribamar; and Antonio Palma Costa, commercial manager of CBS Brazil.



BELGIUM

A new company has been established in Brussels, which is called Belgian Promotion Office (BPO). Its sole objective will be the promotion of artists. Manager Jean Vanloo, from Mouscron, says that activity will be mainly directed towards the promotion of British artists in Belgium, stars who in many countries are toppers but, lacking proper and thorough promotion in Belgium, do not amount to anything here. The organisation maintains the best of relations with press, radio and TV, which ensures any star full promotion. The firm started off with the Animals, who in the space of three days (Sept. 10-12) will do two TV-programmes, several radio-interviews, put on three performances and will be getting a series of articles in the Belgian press. More British stars due to cross the Channel soon will probably be the Ivy League, the Peddlers, Unit Four Plus Two, the Kinks, Them and many others. From other countries, too, stars will get an opportunity to count on promotion in Belgium.

This is certainly an initiative which will be wholeheartedly applauded by the people from the recording circles. Until he sets up shop in Brussels early in Sept., Vanloo's address is: Avenue des Comtes, 54, Mouscron, Belgium.

Mr. Faecq, of World Music, told us a thing or two about his four week trip to the States and Canada, from which he has just returned. In New York he attended the Publishers' Congress and he met members of the Kapp and the American Decca labels, as well as the management of Canadian American. As far as the publishing house is concerned, he signed a contract, which gave him the distribution rights to Screen Gems Columbia. In the same field he put his signature to an agreement with Japan. He also met directors of the Copyright Associations such as ASCAP, BMI, SESAC and AMRA. Faecq also got in touch with the Accordionist Centre of New York, where he talked to Pietro Dero. In Canada he visited Montreal, Toronto and Quebec, where World Music has branch-offices, and had meetings with composers and publishers. Finally, he expressed his satisfaction about the way business is going. The publishing firm owns rights on the winning song of the Pop-festival recently held at Brighton-on-Sea, "I'll Stay By You," then performed by Kenny Lynch.

The Victory label organized a successful press reception for Andreas Zorba, who has recorded a very fine Sirtaki-record for the firm. The Sirtaki, the dance performed in the movie "Zorba the Greek," has now conquered Belgium. It is really the dance of the moment. Barclay, which, on 20th Century Fox, put out the original soundtrack of the film and now stands at the top of the hit-parade, is launching the dance by means of pictures. Decca, not sitting idly by, has the duo Acropolis putting on performances every day in department stores, record shops or theatres showing how it should be done. Dancers and musicians are dressed in Greek national costumes. Palette produced a fine Sirtaki EP, and Ronnex did the same. Summing it up, each company is showing considerable interest, just as it happened when Barclay first appeared in the market with the Letkis.

Vogue is still quite happy about its sales. This company has registered remarkable sales figures and the trend is continuing. They told us their star Danyel Gérard is to make a tour of the seaside resorts during the summer. Vogue also looks after the distribution of the hit by Nino Rossi, "Il Silenzio," and according to its manager, Roger Meylemans it sold no less than 10,000 disks in a single week. This must be a record. . . . As announced in a previous newsletter, Vogue, as the recording company, and World Music as the publishing house are making the best of their relations to get the greatest amount of publicity for the forthcoming visit of Donovan. They certainly did a good job, since Donovan is the star who got a pretty good write-up in the papers. When he arrives on July 20 for a two-day visit he won't be a stranger any more.

Albert De Reuck, sales manager of Fonior, dispatched his public relations and sales promotion man for the Belgian production, Jean Verdonck, to the Netherlands, where he stayed several days at Dureco, the Amsterdam sister-company of Fonior. Verdonck met leading personalities of press, radio and TV and discussed especially the promotion of stars such as Claudia Silva, the Duo Acropolis and Peter Welch. As forecast when it first appeared on the market, "J'ai Pleuré," recorded by Claudia Silva really became a best-seller.

Polydor rejoices in the success of "Wooly Bully," an original performance by Sam the Sham and his Pharaohs, which is really rocketing to an astounding success. Though "Il Silenzio" is not doing so bad either, the Polydor-hit of the moment is the latest disk cut by John Larry, "Dans Wat Dichter Bij Mij" (Dance Closer To Me.)

Mexico's Best Sellers

- 1 Crema Batida (Whipped Cream)—Herb Alpert (Tizoc)—Mayté (RCA)—Julian Bert (Orfeon)—Cliff Mendoza (Musart)—Chuck Anderson (CBS)—Pete Fountain (Coral)—(Emmi)
- 2 Sombras—Javier Solís (CBS)—Alberto Vázquez (Musart)—Lena y Lola (Musart)—Los Tres Reyes (Orfeon)—(Emmi)
- 3 Sigamos Pecando—Los Tres Diamantes (RCA)—Hermanos Arriagada (Musart)—Lena y Lola (Musart)—(Emmi)
- 4 Juego De Palabras—Olivia Molina (Peerless)
- 5 Cosecha De Mujeres—Mike Laurie (Musart)
- 6 El Toro Y La Luna—Joselito (RCA)—Lola Beltrán (Peerless)
- 7 Tiburon A La Vista—Mike Laurie (Musart)
- 8 El Mudo—Sonora Santanera (CBS)
- 9 Cuando Calienta El Sol—Trini López (Reprise)—Alberto Vázquez (Musart)—Javier Solís (CBS)—Olivia Molina (Peerless)—Hermanos Rigual (RCA)—(Emmi)
- 10 Combate—(Combat)—Frank de Val (Gamma)



GERMANY

Several major changes have taken place in the record business here. First of all, Electrola Records, the EMI record firm here, announced that as of July 1, Heinz Gietz, who has been head of the production department for pop music and chief producer, has left the post of production head through his own wishes. Heinz will continue as chief producer and will produce most of the important artists for the firm, while the rest of the artists will be given to independent producers. The administrative director of pop production, Gunter Ilgner, also leaves his post and will continue as the administrative director of Gietz productions. For the past several years, the team of Ilgner-Gietz has had complete control over the Electrola house productions and no independent productions have been placed with the firm. Now, the Electrola house, the only firm which has not had indie productions, is an outlet for indie product. Rumors are flying thick and fast that Ilgner will probably take over the open post as production director at Polydor (D.G.G.), but this is still in the rumor stage and nothing concrete along these lines has been set. This major move by Gietz is one of a series of moves which have seen the major producers, including Kurt Feltz and Gerhard Mendelson, leaving their exclusive posts for work on several labels. The trend is toward independent producers controlling the artists and then placing them with the firm that they wish. More and more top house artists are also being placed with indie producers for hit productions.

The huge Bertelsmann production firm with Ariola Records, publishing firms, TV and film interests, along with the biggest record club in Germany, is also dealing with indie producer-publisher Horst Fuchs to take over as co-ordinator of all entertainment interests for the firm. Fuchs was production chief of Ariola in the early days of the firm and has, with his Intermaster Productions and newly formed Idee publishing firm, racked up huge sales with such artists as Ronny, one of Germany's best selling artists, and several others. He recently renewed his indie tieup with Teldec Records and will continue to do productions for the firm and hold down his publishing interests after his takeover of the reins of the Bertelsmann entertainment interests if it happens. He would then be a part of the Bertelsmann organization and not directly tied to the record branch, Ariola. Horst would also coordinate artist management for the firm. The move would take place in January of 1966.

August Seith reports that his publishing house is in full swing for the summer season, with new waxings of German new hits by Roy Black, the Medium Terzett and Billy Mo along with Liane, Michaela Prunerova, Anette & Mogens, and The Tiefenberg Family. U.S. hits in German have been recorded by Rex Gildo ("On The First Night Of The Full Moon"), the Sheperds ("I'll Never Find Another You"), Margot Eskens ("True Love") and Johnny Reimar ("Away From You") and of course, "Crying In The Chapel" from Elvis Presley is a top push item for the firm. Other hits include "A World Of Our Own" from the Seekers.

Elite Special Records has started a small newspaper called Rackets News for their group Jimmie And The Rackets, who continue to rack up top LP and singles sales.

Willy Klofat of Ariola reports that the top hit, "Il Silenzio," from Nini Rosso on Hansa, has passed the ¼ million mark and continues to roll. Hans Gerig publishing reports that the top hit from the German Song Festival, "Mit 17 Hat Man Noch Traeume," by Peggy March is in the top 20 this week and will probably hit the top 10 next week. The record is selling like hot cakes. The publishing firm is also working hard on the music from "Zorba The Greek," which already has 6 recordings here in Germany, including the original soundtrack on 20th Century Fox, distributed here by Metronome. German vogue is releasing a single of the song "Life Goes On," with the German text read by Radio Luxemburg D. J. Dieter Heck.

Polydor reports that the first new Freddy Quinn record in over a year has been released and the tune, "Adios Mexico," is already moving quickly into the charts. The last Quinn single sold 1.8 million records. Philips Records reports that Nana Mouskouri is back after a tremendous success all over the U.S.A. and Canada on the Harry Belafonte tournee. She now has a new German waxing on the market.

Jack Martin, promotion head of Hansa Records and productions, has started a contest for D.J.'s and press. The trade are requested to guess how many records of "Il Silenzio" by Nini Rosso will be sold by the end of this year. All entries must be in by September 30. The D.J. or reporter who comes closest to the correct number will win a case of his favorite brand of Scotch. That's it for this week in Germany.

Germany's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	3	Il Silenzio—Nini Rosso—Hansa—Intro/P. Meisel
2	2	3	*Darling Good Night—Ronny—Telefunken—Edition Marbot
3	3	7	§Heute Male Ich Dein, Bild, Cindy Lou (The Birds And The Bees) & Hast Du Alles Vergessen (Have You Forgotten Everything)—Drafi Deutscher—Decca—Intro/P. Meisel
4	5	3	Es War Keine So Wunderbar Wie Du (I Could Easily Fall In Love With You)—Cliff Richard—Columbia—Aberbach Music
5	6	5	*Kuesse Unterm Regenbogen (Kisses Under The Rainbow)—Manuela—Telefunken—Intro/P. Meisel
6	7	3	*Messer, Gabel, Schere, Licht, (Knives, Forks, Sissors, Lights)—Vicky—Philips—Ralf Arnie Music
7	4	9	*Santo Domingo—Wanda Jackson—Capitol—Hans Gerig Music
8	—	1	Ich Seh' Dich Weinen (Se Piangi, Se Ridi)—Bobby Solo—CBS—Rolf Budde Music
9	8	9	The Last Time—The Rolling Stones—Decca—Hans Gerig Music
10	10	3	Er Schoss Mir Eine Rose (He Shot Me A Rose)—Peggy March—RCA Victor—Melodie Der Welt/Michel

*Original German Copyright
§Double Sided Hit

SMASH HIT IN GERMANY "DARLING GOOD NIGHT"

Published by
EDITION MARBOT HAMBURG BORN STR. 12



The winning hand is complete with the ... fabulous new Seeburg Discotek* **COUNTRY & WESTERN** records!

NEVER BEFORE SUCH FABULOUS C&W DISKS as Seeburg's! Naturally, they're recorded in Nashville—the international Mecca of C&W fans—but that's not all. Discotek C&W records are recorded in Seeburg's thrilling 3-phase, 8-track stereo. The sound's so rich, so full, so fabulously alive it's even got the country people down Nashville way buzzing—over the miraculous way Seeburg has captured the spirit and the flavor of C&W music.

Best of all for operators, Discotek C&W records include the great country standards, as well as COPPS selections! Hear them now at your Seeburg distributor. Better still, lease them for your own locations. The big Seeburg sound of country music will head patrons for the coin chute and pronto, pardner.

... topping off these previous aces we've handed you:



REC-O-DANCE*—the first records ever designed explicitly—and programmed internally—for Discothèque listening and dancing. First ever to give operators the new Big Sound in stereo.



DISC-O-TEEN*—tailored by Seeburg for the teen-agers who form such an important segment of operators' music-market. Opened up new profit opportunities for you!



RHYTHM & BLUES—One more winning ace for operators to use in capitalizing on the growing profit opportunities in the newest form of American fun—listening and dancing to Discothèque music.

With these four aces in hand, you win every time! Once again, Seeburg helps you reach every market, please every taste, satisfy every location. You've got a pot-winning hand in every spot. Play it!

*T.M.



Editorial

Coin Machines and and Location Profits

The percentage of gross profit to the location from coin-operated music, amusement, or vending equipment, oftentimes is greater than the percentage of profit derived from location sales of the basic product or service.

This observation is accurate frequently enough to be applied across the board for the sake of discussion, and certainly by operating company salesmen calling on accounts.

Marketing research figures made available through oil companies and soft drink firms, for instance, indicate that the overall gross profit of a service station usually runs between 24% and 28%. Gross profits from the sale of soft drinks in stations are approximately 33%. As a matter of fact, profit from the sale of gasoline, the basic commodity, amounts to only half of this figure. Surprising though this may seem, it must be remembered that few businesses depend on a sole product or service for income, or more accurately, depend upon a single source for business. The service station is fast becoming a literal one-stop for the marketing of a variety of items. Hence, it should not appear unusual that a soft drink sale should gross more income than gas, tires and most accessories. This one factor, and it is oil company gospel based on thorough research, certainly seems worthy of consideration by operating company salesmen who can use it as sales ammunition.

Of course, the principle can be easily applied to cigarettes where the profit is about the same, and in the music machine field, the profit figures can be figured for the juke box on location and applied against the tavern's gross receipts from beverages, food, and possibly accessory sales, depending on the location. Profits from an amusement machine are not only higher than say, the income from snacks or similar allied products, but in the case of a novelty game or a pool table the consistency adds lustre to the income. These are just simple examples of how a sales pitch to a location can find its foundation in the attraction of the basic machine, eventually leading up to the virtues of a particular type machine which can serve as still another point of discussion.

The only reason this subject is presented here for possible value to operating companies is that salesmen too often find themselves on the defensive when the question "what's new" pops up. A diligent sales person who will take the time to gather facts and figures on his locations, most of which are readily made available through the oil, liquor, and general plant research departments, can benefit immensely from this background. And the next time the location says "what's new" the answer can be "my machine in your location will give you twice the gross profit you make on almost anything else you sell." If nothing else, he won't ignore you.



MOA Convention Will Feature Five Addtl. Exhibit Hrs., Industry Seminar, Carnival of Ideas Meet

■ Columbia, Decca Records Sign

CHICAGO—An a joyous note, what with the signing of Columbia Records and Decca Records for exhibit space at the forthcoming Convention, MOA officials announced that the September 11-13 show would be the finest ever put together by the juke box and amusement machine industry.

"This year's MOA Convention is going to be a convention with a difference," according to MOA's Managing Director, Fred Granger. He said convention co-chairmen Howard N. Ellis of Omaha, Nebraska, and William B. Cannon, of Haddonfield, New Jersey, had reviewed all suggestions on ways and means to make this one a truly outstanding and profitable event for the coin-operated music and amusement industry.

The 1965 MOA Convention and Trade Show will be held in Chicago's newly refurbished Pick-Congress Hotel over the weekend of Saturday, Sunday and Monday, September 11, 12 and 13, 1965. Many changes have already been made in the Convention format.

There will be five hours more of exhibit time this year than last—an important point with many exhibitors.

Instead of business sessions being spread out over two mornings, they will be combined into one big general session known as the MOA Industry Seminar:

MOA members will be accorded special recognition. There will be a complimentary brunch for members prior to the general membership meeting on Sunday. The owner and wife of each member firm will be admitted to the exhibits without charge.

Here is an outline of the 1965 Convention Schedule, a radical departure from anything done in the past.

SATURDAY, SEPTEMBER 11
8:30 AM to 10:00 AM—Meetings of Regional Associations

9:00 AM	—Exhibits Open
3:00 PM	—Exhibits Close
3:30 PM	—MOA Industry Seminar
4:45 PM	—Seminar Coffee Break
5:00 PM	—Seminar Continues (including "Carnival of Ideas")
6:00 PM	—Seminar Closes

SUNDAY, SEPTEMBER 12

11:30 AM —Brunch for MOA Members followed by General Membership Meeting

1:00 PM	—Exhibits Open
2:00 PM	—Exhibits Close
7:00 PM	—Ladies Event
	—Exhibits Close

MONDAY, SEPTEMBER 13

10:00 AM —Exhibits Open

4:00 PM	—Exhibits Close
6:00 PM	—Cocktail Hour
7:00 PM	—Gala Banquet & Show

"This year's MOA Industry Seminar on the afternoon of the first day is expected to be just as important an event as the Banquet and Floor Show on the closing day," stated Granger. John R. Trucano, Deadwood, South Dakota, will preside as General Chairman. Mrs. Millie McCarthy, Hurleyville, New York, will direct the first half of the Seminar on customer, public and political relations. Norman Gefke, Sioux Falls, South Dakota, will direct the second half of the Seminar which will be divided between Record Programming and the "Carnival of Ideas" consisting of specialists sitting at separate tables to answer questions for and hold discussions with operators. All segments of the industry will be offered tables in the "Carnival of Ideas" event—phonograph manufacturers, record companies, one-stops, amusement machines manufacturers, allied industries.

ILLINOI OPS EXPECT STATE VETO ON \$10 LOCATION LICENSE

Weekend Meeting To Elect Assoc. Officers



BILL POSS

CHICAGO—Bill Poss, of Valley Music Company, in Aurora, Illinois, president of the Illinois Coin Machine Operators' Association (ICMOA), issued a reminder to the Illinois operators that the association's summer meeting is scheduled to be held in the Holiday Inn East, in Springfield, on July 24-25.

Included on the business agenda during the general meeting on Sunday (25) is an election of officers and directors for the 1965-66 term of office. Furthermore, in view of the fact that Illinois operators are eagerly anticipating a State Legislature veto of the \$10.00 license fee in locations, which has plagued the coin machine business in this state for several years, Poss hopes to have an announcement for the membership regarding this dramatic legal action during this session. At this writing the bill, which has already passed both houses of the Illinois State Legislature, is awaiting the signature of Illinois' Governor Otto Kerner.

"When we formed our statewide association we had hoped to ease the tax burden through our combined efforts. However, we exceeded our expectations, and learned that the state officials want to respect our justified complaints," Poss stated.

"We more than justified our existence as a statewide organization," Poss added, "and we certainly hope to accomplish much more for the good of the trade over the years. What is most important is the fact that we have, as an association, discovered that we do have a voice in our business affairs and activities in our state capitol."

Members and their guests will meet Saturday evening (24) in the ICMOA hospitality suite for a cocktail party hosted by the officers and directors of ICMOA. Also on hand will be the heads and personnel of several of the coin machine distributing companies, and representatives of manufacturing firms.

Poss also advised that members are urged to bring their families along for the two day meeting as they can avail themselves of the various bathing and other recreational facilities at the recently constructed Holiday Inn East Motel.

Other officers (beside President Bill Poss) include: Harry Shaffner, vice president; and Mary Gillette, secretary-treasurer; Directors are: Ed Gilbert, Bud Hashman, Earl Kies, Orma Johnson, Past-president Les Monmouth, and Moses Proffitt.

Italy Expects Amendment To Game Ban Law Will Permit Extended Play Flippers, Amusements; Mondial and SAPAR Instrumental In Change

■ Fesjian Sets Finance Program For Europe

NEW YORK—As a result of persistent efforts on the part of the local coin machine association in Italy, working in conjunction with the leading European representative of American-made amusement machines, it is the widely held opinion here that when the law which bans coin-operated amusement machines in private and public places becomes effective October 1, 1965, an amendment to this law will permit the operation of extended play amusement machines including flippers, shuffle alleys, bowlers, gun games and similar games designed solely for amusement.

Suren Fesjian, President of Mondial Commercial Corporation and Mondial International Incorporated, arrived back in the USA two weeks ago after 5 months in Europe and the Middle East. The export executive personally counselled the executives of SAPAR (Associazione Nazionale Noleggiatori Apparecchi Automatici) in their negotiations with the Italian government. "Wise heads in government prevailed after having heard our presentation of what constitutes an amusement machine, and the difference between a coin-operated amusement game and the game designed solely for gambling purposes," stated Fesjian during an interview with Cash Box last week. The bill passed through the Italian Parliament and the Senate earlier and has an October 1, 1965 effective date. The amendment to this law was written with the coin machine industry's presentation as a basis for permitting amusement machines.

The ban on coin machines came about following the infiltration of gambling equipment in Italy. Pressures from the Church and from other facets of the entertainment and amusement industries brought about the ban. Unfortunately, the law went all the way and also restricted the operation, not only of gambling machines, but also of simple amusement



SUREN D. FESJIAN

machines. It was Fesjian's highly respected opinion, however, that the amendment will exclude flippers and other extended play games from the restriction.

According to the Mondial executive, local European associations in many countries have been working feverishly toward a similar ruling on amusement machines. Fesjian pointed out invariably, whenever gambling machines have infiltrated into a country, the local officials not knowing the difference, confuse the amusement machines with the gambling machines and as a result the amusement games are also discriminated against.

It is expected that the Italian law, once it is passed, will help the amusement machine situation all over the Continent, since there is now a distinct ruling regarding what constitutes a gambling machine and what constitutes an amusement game.

Fesjian spent considerable time in countries also faced with this dilemma and devoted intense effort in presenting the amusement machine industry's views on gambling and its attitude toward legislative rulings which encompass equipment designed only for amusement purposes.

"We expect continued success in other areas," continued Fesjian, "although it is too early to be specific, except in Italy where we feel we have made definite progress."

The gambling rulings have hurt the

amusement machine business in the Middle East as well, according to the Mondial President. Import restrictions here have also come about due to infiltration of gambling equipment. "There is no cause to expect good news from the Middle East for a while, in my opinion," stated Fesjian.

Observing the European market, Fesjian said that business in the United Kingdom will be slow due to the credit restrictions recently imposed by the Bank of England and also the recent enactment of the surcharge which, although it has been reduced by 5%, will serve as a deterrent to sales.

In addition to spurring favorable reviews of anti-amusement machine legislation, Fesjian introduced broad finance programs, to be carried out by the Mondial organization, in countries where credit has restricted the flow of money. The financially capable exporting organization is now financing only qualified distributing firms in order to enable these companies to buy equipment. "Our financial program is available to qualifying coin machine companies in Europe," concluded Fesjian, "and we have already seen the fruits of our labors."

Mondial represents D. Gottlieb & Company, Chicago Dynamic Industries Inc., and Midway Manufacturing Company, in major European and Middle Eastern markets.

Cash Box

VENDING NEWS

Vending Machine Industry's Only Newsweekly

Vendo Merchandises Line Via 15-Min. Film, Available In Foreign Languages



Teresa Bustamante, of the International Division of The Vendo Company, monitors the taping of a Spanish version of the script for the slide film "Distribution in Our Automatic World." A record will be made from the tape, synchronized to provide a narrative for the film on the global aspect of vending. Records will also be available in other languages.

KANSAS CITY—"Vending? Si!" The language may vary, but the universal response to the concept of automatic merchandising seems to be an enthusiastic "Yes!" In Mexico, France, Germany, Italy, Australia, Japan and many other countries, vending is finding increasing acceptance as a modern method of food and beverage service, according to Vendo Company officials.

The expanding world-wide scope of automatic merchandising is the subject of "Distribution in Our Automatic World," a new 15-minute color slide film released by The Vendo Company. "The film is a documentary report of vending around the world," says Alex Izzard, Vendo vice-president of public relations. "It is intended to show vending's current progress and future potential, and is of interest to all persons who are considering vending either as a financial investment or a method of providing improved food and refreshment service to employees or customers. It also may be used to illustrate vending's progress to civic groups and students."

Statistics in the film were taken from a recent talk by Vendo president E. F. Pierson. They reveal more than 5,000,000 automatic venders throughout the world are selling an estimated \$5,800,000,000 worth of merchandise each year.

"Globally, vending is growing at a rate of 16 per cent annually," according to Pierson. "It is directly tied to rising standards of living throughout the world. As more jobs become available, at better wages, a demand arises for more sophisticated facilities to supply daily necessities, and food service is at the top of the list."

"Vending bridges a gap between ancient customs and modern demands, offering fast, efficient service on a round-the-clock basis. Its concept of self-service is geared to our times, and vending is finding acceptance in virtually all countries."

The film, in addition to showing vending installations in various lands, also reveals the impact of automatic merchandising on related areas of world economies. It lists a total of 92,000 tons of steel and 62,000 tons of tin plate used annually in the manufacture of vending equipment; 78,000 cars and trucks servicing automatic venders around the world, using 98,000,000 gallons of gas annually, and a total of 1,850,000 acres of farmland under cultivation to raise products



WASHINGTON, D.C.—Jack Turner has been appointed to the position of Director of Engineering and Maintenance for Macke Vending Company, Washington, D.C., it was announced by Aaron Goldman, president of the company.

Turner, with 16 years of food service and vending experience, will assume the responsibilities for engineering, repair, and maintenance programs for Macke Vending Company and all of its subsidiaries. Previously Turner served in a similar capacity with Interstate United Corporation and Rowe Manufacturing Company.

Turner will make his home in Maryland with his wife and 3 children.

sold through venders. Each year the entire yield of 178,000 cows goes for vended products, and the amount of agricultural products includes 140,000,000 pounds of nuts, 1,025,000,000 of sugar, 100,000,000 of corn, 256,000,000 of tobacco, and 138,000,000 of wheat.

Loan copies of the film, including slides and record with English narration, are currently available at The Vendo Company, Public Relations Department, Kansas City, Mo. Translations may be made later, notably, German, French, Italian, Spanish, and Japanese.



ST. LOUIS—H. F. (Hugh) Sackett, formerly chief applications engineer, has been named director of marketing for National Rejectors, Inc., it was announced by Eric L. Sokol, NRI executive vice president.

Sackett will be in charge of all sales and marketing activities. He succeeds David A. Elliott, who has resigned.

The new director of marketing has held various executive posts in the automatic merchandising divisions of Universal Match Corporation since 1960. Before joining NRI management, he was general manager of the Unimatchco Merchandiser Division of UMC.

130 Already Signed For Miami Show

CHICAGO—More than 130 companies have already signed up to exhibit at the National Automatic Merchandising Association's annual Convention and Trade Show to be held October 16 to 19, at the Miami Beach Auditorium and Convention Hall, Miami Beach, Florida, Marvin L. Pierson, chairman of the NAMA Trade Show Advisory Committee, announced today.

Manufacturers of vending machines and firms which supply components or equipment to the vending industry, as well as companies which manufacture products sold through vending machines, are eligible to exhibit at the Trade Show.

Inquiries should be directed to Sidney J. Schapiro, exhibit manager, NAMA, 7 South Dearborn Street, Chicago, Illinois 60603, phone—(312) Financial 6-0370.

PM Names Berkowitz

NEW YORK—Max L. Berkowitz has been promoted to Assistant National Sales Manager for Philip Morris Inc., it was announced by James O. Bowling, Vice President-Director of Sales and Corporate Relations for the major tobacco company.

Mr. Berkowitz, who joined Philip Morris Inc. in 1938, formerly was Staff Manager-Field Services for the company. He began his long sales association in Philip Morris as Dunhill Division Supervisor, a position he held until 1943 when he became a Division Manager for Philip Morris Inc. In 1950 he became Section Sales Supervisor and in 1959 he was named Regional Sales Manager by Philip Morris Inc. From 1932 until 1935 he was a salesman for the wholesale tobacco firm of E. J. Sherman and from 1935 until he joined Philip Morris he served in the same capacity with Leon Fuchs Inc., also a wholesale tobacco company.

A native New Yorker who now resides in Roslyn, New York, Mr. Berkowitz is a member of the New York Tobacco Table and the Boston Tobacco Table.

Smiles In Albany



IT PASSED! Key figures of New York's vending industry are shown reading a bill which exempts 10-cent sales through vending machines from the statewide sales and use tax effective August 1, 1965. (CB, July 17.) From left to right: Roger Folz, Morris "Tiny" Weintraub, New York Automatic Vending Association executive secretary, and Harold Folz, NYAVA past president. The trio spent a great deal of time in Albany persuading legislators that the exemption amendment was vital to the vending industry.

WE NEED Panorams, ADD-A-BALLS, BOWL-A-RAMAS, MUSIC

COFFEE VENDORS	
Bally/Seeburg-661D-450 cup cap., single cup	\$850.00
Bally/Seeburg-661DS-450 cup cap., single cup	895.00
Bally/Seeburg-662CH-200 cup cap., single cup, compact	695.00
Bally, Modular-664D-480 cup cap., single cup	995.00
Bev-O-Matic-M/250-Instant W/Whipped Chocolate	175.00
Bev-D-Matic-M/350-Instant W/Whipped Chocolate & Soup	325.00
Rowe, Celebrity Model AK8, 750 cup cap., Batch Brew	895.00
Avenco, Model 200-216 cap. Compact-Instant Coffee & Choc.	125.00
Stoner 5000 cup cap. Instant Coffee & Chocolate	175.00
Cole Fireball-Instant W/Chocolate, Compact	125.00
Cole Fireball-Instant W/Whipped Chocolate	175.00
CIGARETTE VENDORS	
All Cigarette Vendors will operate on 30¢ & 35¢	
National 9 ML-Low \$ 95.00	Seeburg E1-800 cap. \$115.00
National 11ML-Low 145.00	Seeburg E2-800 cap. 175.00
National 11-Low 175.00	Smokeshop V-27 195.00
National 113-Low 225.00	Smokeshop V-36 245.00
Corsairs 20-520 cap. 160.00	Rowe Ambassador 14 col. 125.00
Corsairs 30-830 cap. 150.00	Rowe 20-70-70 cap. 175.00
CANDY VENDORS	
Stoner 8 col. N D W Square Front 160 cap.	\$175.00
Stoner 8 col. Candy 1 gum and mint	185.00
Stoner 11 col. 260 cap.	245.00
DuGrenier Candymart 8 col. 176 cap.	175.00
Rowe 7 col. Candy Merchant	90.00
Rowe Showcase 11 col. 285 cap. Gum & Mint	195.00
Rowe Tasty 20, 560 cap.	375.00
U-Select-It 74 cap.	75.00
PASTRY & POTATO CHIP VENDORS	
Stoner Pastry 4 col. 80 cap. \$145.00	Mar-Vend Chip 4 sel. 140 cap 235.00
Rowe Pastry 5 col. 105 cap. 175.00	Majo Matic 2 sel. 152 cap. 225.00
SOFT DRINK VENDORS	
Rowe L-1000, 7 oz. cup \$495.00	APCD Dual Compressors \$1095.00
Rowe L-1000, 9 oz. cup 550.00	APCD single Compressors 750.00
Rowe 1010A, crushed ice 1050.00	Seeburg ASCD, Snowman 1050.00
Cole Iceberg 7D, crushed ice 450.00	Seeburg ASCD-2 Modular 1350.00
FOOD & DAIRY VENDORS	
Vendo Visivend, Cold 10 sel. \$1075.00	Vendo Ice Cream Prc-select \$295.00
Vendo Visivend Hot 10 sel. 975.00	Vendo Ice Cream Post-select 450.00
Vendo Visivend 5 Hot, 5 Cold 1050.00	Wittenborg 56R, cold 350.00
Vendo Milk Prc-Dselect 295.00	Rowboteria, All Purpose cold 10 sel. 130 cap. 675.00
Vendo Milk Post-select 425.00	Rowe Hot Food 7 sel. Cans 250.00

CLEVELAND COIN
International
2029 PROSPECT AVE CLEVELAND 15 OHIO
All Phones, Taps 1673



1965-1966 COIN MACHINE and VENDING DIRECTORY

23rd Anniversary Edition

The Cash Box Directory is the industry's only buying guide edited with today's coin machine operator in mind. He is your potential customer whether you sell music, amusement, or vending equipment...or the supplies which keep his diversified routes running at peak profits. Sell this powerful operator group through the pages of the Cash Box Directory—the bible of his business.

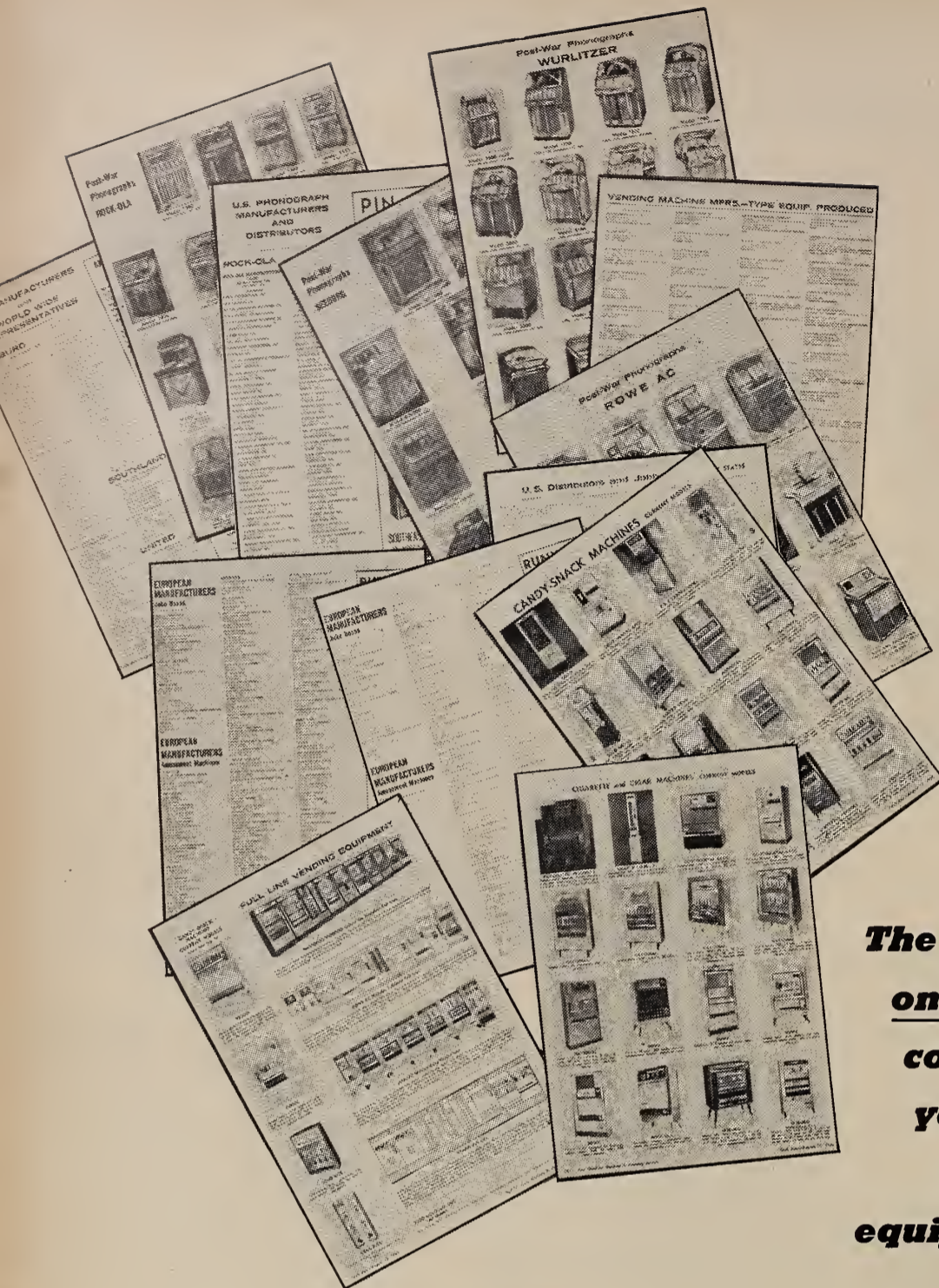


Table of Contents

MUSIC MACHINES

Illustrations of all current and post-war models. Franchised list of distributors for each factory line. Foreign representatives of U.S. manufacturers plus U.S. factory list.

AMUSEMENT MACHINES

Illustrations of every current make and model machine. Complete list of every known manufacturer. Franchised distributor list for each factory. Foreign representatives of firms with international markets. Pins, shuffles, novelty, arcade, movies, kiddie rides shown.

CIGARETTE VENDORS

List of manufacturers of cigarette machines. Illustrations of every current model and make. List of franchised distributors and factory representatives. Current promotion allowances for each brand carried.

CANDY MACHINES

List of manufacturers of candy and snack machines. Illustrations of current models.

DRINK MACHINES

Hot and cold drink machine manufacturers listed with illustrations of current models for easy reference.

VENDING MACHINES—GENERAL

List of manufacturers of all types of vending equipment classified as to types of equipment manufactured by each firm.

BACKGROUND MUSIC

List of manufacturers of players using cartridge, tape, special disk—with illustrations of all models and specifications. Distributors in U.S. markets.

KIDDIE RIDES

Illustrations of every current make and model. List of factories manufacturing rides. List of franchised distributors.

SUPPLIERS

Complete lists of firms supplying the coin machine and vending equipment industries: parts, supplies, allied industries.

JOBBER-DISTRIBUTORS

Complete listing of every known equipment jobber in the U.S. State by state breakdown for easy reference.

EXPORT-INTERNATIONAL

1964 export statistics of phonographs, amusement machines and vending equipment, shipped to foreign markets during 12-month period. Analysis of volume, country-by-country breakdown of dollars, units, by category.

Advertising Deadline:

July 25, 1965



1780 Broadway New York, N.Y. 10019

Tel. JUdson 6-2640

CHICAGO • LOS ANGELES

ENGLAND • GERMANY • ITALY • BELGIUM • HOLLAND • SWEDEN
AUSTRALIA • CANADA • MEXICO • ARGENTINA • BRAZIL • JAPAN

It's A Juke Box To McDowell, Too!

WHIPPANY, N.J. — Fred Pollak, Rowe AC VP and Genl Mgr., recently went on record, stating that he believed a juke box should be called a juke box, "and not something it is not." Rowe distrib C. U. McDowell wrote Pollak a letter last week using a humorous story to illustrate his reaction. The letter follows: Dear Fred: Thanks for standing up to be counted among the "juke box" people. Reading of the different names they are trying to tie on the juke box reminds me of the story of the old farmer who told his wife to order him a load of manure. The college graduate son of the farmer was offended at the use of the word manure. He asked his mother to try to get his father to call it "fertilizer." She said: "Shut up, son, you don't know how many years it took me to get him to call it manure." Regardless of the number of years they try, it is now and always will be, a "juke box." (signed) C. V. McDowell.

Rosen's Discotheque-Filmotheque Program

PHILADELPHIA—The David Rosen organization will market its recently acquired Cinebox machine line (CB July 17) in conjunction with a "Film-O-Theque-Discotheque" program whereby the audio-visual principle will be blended with the attraction of a juke box. Cinebox units now on hand at the Rosen Warehouse, located at 22nd Street and Master, here in Philly, will be converted to house either a complete juke box mechanism, or a wallbox mechanism with a hideway unit spinning the records.

According to Rosen, 130 Cinebox units are on hand, and are being shipped following the firm's announcement last week that it had acquired licensing and manufacturing rights to the Cinebox and a film catalog of 612 titles. Rosen will manufacture the machine here, although manufacturing negotiations have not been completed. The announcement made last week advised the trade that the Cinebox units would be leased for \$20.00 weekly, with each machine adapted to feature twenty film selections. The lease plan is based on the charge of one-dollar per week per film.

"Reaction to our program has been very favorable and the fact that we have been in this business for thirty-five years has not hurt the validity of our claim, and our plan," stated Rosen in an interview with Cash Box last week. "There is nothing but truth to my program and the operator can and will successfully operate our Cinebox equipment once he installs our machines on a lease arrangement with us," continued Rosen.

The film-juke discotheque idea has been in Rosen's mind since he accepted distribution rights to the line almost three years ago. "It is my contention that there is a public waiting to pay 25¢ to view a film, and also pay ten cents or buy three tunes for a quarter, from the same machine.

"An accumulator system will accept all coins and enable a combination purchase of films and recorded music from the same unit," stated Rosen.

"While some sources are promising to produce four or six or eight motion pictures a week or a month, and each day finds new promises of film product, the fact remains that for the most part it has been only promises," said Rosen. "However, with Filmotheque-Discotheque, we do not have to resort to any promises because we already have no less than 612 money-making movie subjects, each with English titles, ready.

Rosen said that his firm will also make every effort to help operators of movie-music machines to upgrade their present equipment to incorporate the Filmotheque-Discotheque features. He also pointed out that his entire film library is also being made available to everyone in the industry regardless of the make of their machine.

Rosen indicated that while he would appoint exclusive distributorships in various territories throughout the country, the franchise would be given only to those persons already identified with the coin machine industry.

"We are not looking for any outsiders," said Rosen. "This is not for the fast buck guys who are not interested in furthering our industry's image. Whether it be a distributor or the operator, Filmotheque-Discotheque will be made available to only those persons who are established in our industry. The established distributor and operator knows the coin machine industry, knows how to deal with a location owner, knows how to present our industry in the best light to the playing and paying public.

"We have the greatest confidence in the men in our industry—just as we have such great confidence in the future of the audio-visual blend as characterized by our Filmotheque-Discotheque. We are confident we have a good thing for the industry and we want to share it only with those firms who are in our industry. And it is to them that we are offering

NEW!
CHICAGO COIN'S
Gold Star
6-PLAYER
PUCK BOWLER



NEW! Ultra-Modern Pin and Back-Glass Fluorescent Lighting

NEW! Contemporary Hi-Style Cabinet — 9 Ft. Long

SEE YOUR CHICAGO COIN DISTRIBUTOR

NEW!
EXTENDED PLAY
(Gold Star Feature)

★ FIRST TIME EXTENDED PLAY USED ON A BOWLING GAME!

★ IF ANY ONE OF A GROUP OF PLAYERS SKILLFULLY WINS AN EXTENDED PLAY — THEN ALL PLAYERS WIN!

★ UNIQUE and EXCITING!

Mrs. of PROVEN PROFIT MAKERS Since 1931

CHICAGO COIN MACHINE DIV. **CHICAGO DYNAMIC INDUSTRIES, INC.**
1725 W OIVERSEY BLVD., CHICAGO ILLINOIS 60614



dog tired looking for good buys?

SEND FOR OUR NEW COMPLETE MACHINE LIST

Exclusive Rowe AMI Distributor
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

DAVID ROSEN, INC

855 N. BROAD ST., PHILA., PA. 19123
Phone: (215) CEnter 2-2900

HOT BOX



Economy-Priced CUE RACKS

Plastic-Roller Clips Won't Mar Cue

Two piece cue racks. Mahogany finish. Top rack with roller clips, bottom rack grooved for cue butts.
No. 2453A For 8 cues
No. 2453B For 12 cues plus complete line of cue racks in all sizes and styles.
Manufacturers and Distributors—Phone or write for your low trade prices and complete billiard accessory catalog.

DYNABALL COMPANY
8039 LAWNDALE, SKOKIE, ILL. 60076
677-0773 549-5100

WURLITZER
2900
Greatest of All Automatic Entertainers

ALL-TECH
The Home Table That Homeowners Ask For!

- Laminated exterior plywood chassis
- Redwood mica rails, pearl inserts
- White mica aprons
- 100% natural rubber rails
- Gold anodized aluminum trim
- Heavy duty self-adjusting legs
- Built-in scoring counters
- No assembly—set on legs, bolt down

GOLD CREST ACE 8
4' x 8'
6-Pocket
GULLEY RETURN TABLE



Shipping Wt. 375 lbs.

The same selling features in our coin line apply to the All-Tech home line . . . and this means big sales for you. All-Tech is designed for eye appeal and this is what helps sell the home field!

ALL-TECH Industries Inc.
950 West 20th Street Hialeah, Florida Tel: TUxedo 8-7551

G-R-R-R-R-8 BUYS
on completely reconditioned United Shuffles. All Models **DOLPHIN to ULTRA**
contact us for low prices:
BANNER SPECIALTY CO. 1641 N. Broad St., Phila. CE 6-5000

this special plan so that every operator can have the opportunity to see why we are so confident about the possibilities of Filmotheque-Discotheque as the greatest medium of coin-operated entertainment of this decade."

A Baby Boy For the Tooheys!
Englewood—A 7 lb. 12 oz. baby boy was born to Maureen and Marty Toohey (Cash Box) Thursday, July 15th. The couple have one other boy and three girls.

THIS WEEK'S SPECIAL

Davis Guaranteed Phonographs

Seeburg 100W	\$199
Seeburg HF100G	199
Seeburg 201	489
Seeburg 222	539
Seeburg AQ160	579
Seeburg AY160	789
Seeburg DS160	889
Wurlitzer 2800 (like new)	779
Rock-Ola 418S Rhapsody #2 (like new)	779

WORLD EXPORT
WESTERN EXPORT
DISTRIBUTING

Davis Corp.

Exclusive Seeburg Distributors

738 ERIE BOULEVARD EAST
SYRACUSE, NEW YORK 13210
PHONE GRanite 5-1631
Area Code 315

WORLD WIDE . . . YOUR ONE-STOP SUPERMART for MUSIC—VENDING—GAMES

RECONDITIONED — GUARANTEED

8 Ft. Long **SHUFFLE ALLEYS** with Puck

CHICAGO COIN

SPOTLITE	\$595
STRIKE BALL	545
CITATION	475
STARLITE	415
RED DOT	375

CHICAGO COIN

TRIPLE GOLD PIN	\$350
VARIETY ROLL DOWN	375
PRO	325
SIX GAME	195
FOUR GAME	125

DISTRIBUTORS FOR: SEEBURG • UNITED • WILLIAMS

TERMS: 50% deposit, Bal. Sight Draft or confirmed letter of credit.
We carry the most complete line of Phonographs, Games, Arcade
and Vending Equipment. Write for Complete List!



WORLD WIDE distributors

2730 WEST FULLERTON AVE., CHICAGO 47, ILL.
EVerglade 4-2300 CABLE: GAMES - CHICAGO

Presents

**YOUR GREATEST PROFIT
OPPORTUNITY for 1965**
—DELUXE 6-POCKET
and BUMPER POOL®
—The Dependable Tables!

See Your Distributor or Write.

Complete Selection Parts and Accessories.

VALLEY SALES CO.

333 Morton St. Bay City, Michigan

Rush your Cash Box

DIRECTORY ADVERTISING
to: 1780 Broadway, NYC
TODAY!

BUY

Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE



Eastern Flashes

With many of the factories closed, most distribs have settled down for a short lull. Some ops in town have reported a pick-up in the NYC nite life, what with new discotheques (live) and what appears to be an increased number of tourists.

If you have ever programmed any of the Seymour and His Trumpet disks, then you've seen the success of a small recording company and a little known artist. Soma Records, owned by Amos Heilicher, a Minneapolis entrepreneur, who also owns a large-sized music machine route, just bought the rights to Seymour's tapes and the sound of the Seymour trumpet can now be heard on singles and on little lp's (\$1.15) with a full instrumental backdrop. Heilicher also pressed some of Somerset's "101 Strings" material into seven-inch stereo lp's, and take a tip—get good speaker equipment to hear the full robust stereo sound of what is considered to be one of the best stereo instrumental sounds in the business.

Charlie Katz was scheduled to leave the hospital last Friday, following eye surgery. He'll rest at home for a few weeks and then be back on the sales beat again.

Sorry to hear that Maury Orodener's mother passed away. Maury handles publicity and advertising for coin machine accounts in Philly.

Scopitone ran an ad in last Sunday's NY Times (Financial Section) looking for distribs. Debbie Reynolds (who's outfit films the machines material), Kay Starr, Jane Morgan and January Jones were featured in the ad with pics. Firm expects solid reaction to the business bid.

Hank Schwartz, Colorama, who announced last week that he's busy developing a new audio-visual machine with 8 mm film ("it's the only way") called last week to say that he'll be producing and shipping by January.

Dave Rosen, Cinebox licensee (CB July 17), ready to go with his Discotheque. He'll launch 130 machines immediately and then settle down to the business of having his new concept go onto production lines.

Joe Silverman, Philly grand old association leader, delighted with initial reaction to the group's big fall shindig, skedded for the Latin Casino, Philly, Nov. 14th.

MOA's Fred Granger beaming over recent record company acceptance to his bid for exhibiting at the convention this year. Columbia and Decca signed.

The NY Post has been running a series of articles on discotheque. Looks like they're more joints opening with each passing week. . . . Fred Pollak's golf swing getting rusty, no time to play this summer. "Sales are too good," says Fred. . . . Rowe AC's Jim Newlander, dictating 20 letters a day from his home. Jim's ankle cracked in two places and he's convalescing. . . . Pop-latin locations take note. Mexican juke box favorite, Elvalina, out with a crisp new single "Paraguas" on the Gaytan label. . . . Want a singing group at your next affair? Ask the Tumblers. They can be reached at Danny Altieri's Stroudsburg Music School in the Poconos. Latest single "Make You All Mine," on the Pocono label (natch).

Ted (The Champ) Seidel, spending a two-week vacation in Spring Valley, N.Y. Teaching his two grandsons (ages 7 and 9) how to box. "I learned at 5, they're two and four years behind! I've got my work cut out for me, says the Champ.

Ed Adlum (Mr. c and b of CB) back from the New York State Guard trek following two grand weeks at Camp Drum. He'll vacation in the Cash Box offices catching up on all those news items missed while crawling through the woods.

Sam Morrison (Musical Moments) back from a Colorado army reunion and full of ideas for operating and serving up amusement—Colorado style! "Man, they swing out there!" states Sam, who will also go on a diet. "Everyone was in shape, but me."

Willy Blatt to Europe, July 20. Back August 10 (at 4:10 PM). Brother, that's being specific! . . . Wurlitzer plant closed July 17 thru August 8.

Al Simon, US Billiards head, practically out of pool table inventory. Building fast to develop a backlog for fall business. . . . Jimmy Roselli, UA artist, into Atlantic New York for publicity shots. . . . Irving Kempner, Runyon's sales topper, doing a fine job, will try to get away for a day or two. Morris Rood, looking better than ever. Abe Green away from the Springfield office when we check in.

Iz Edelman making units which play tapes on a coin-operated principle, showing pictures and with sound, via television tapes. Conversion units (juke boxes) will sell for about \$750.00. Expect 100-selection taped unit when it comes about (early next year) and as usual, Edelman will concentrate on selling the unit to the juke box industry. The unit is being made in Japan and in the meantime, Iz is still doing a fine background music business.

Louis DiPalma, Rowe vending engineer, will conduct a Cold Drink Vendor Class at Runyon Sales Co., Rt. 22 and Fadam Rd., Springfield, NJ, on Tues. July 27, at 7 PM sharp.



Chicago Chatter

Despite the throes of the annual summer vacation cycle in the local coin machine business most manufacturing and distributing firms report better than normal summer sales on all equipment, new and used. Responsible coinmen optimistically expect this happy trend to continue throughout the summer period. . . . Sam Gensburg, Mort Secore and Phil Schwartz are eagerly looking forward to the vacation shutdown at Chicago Dynamic Industries to end so that they can go back into full production on the new ChiCoin "Gold Star" puck shuffle alley bowler. Sales have been beyond their fondest expectations the past week or so.

While the activity on music and amusements, as well as vending equipment, is good at Atlas Music Co. prexy Eddie Ginsburg manages to spend much of his spare time at his lovely Woodview Farm near Palatine, Ill. Eddie, an avid horse breeder, likes to keep an eye on his four-legged charges. Sam Kolber advises that Bill Phillips is progressing well from his recent illness. He is still in the hospital. . . . Bill DeSelm infos that Williams Electronic sales chief Bud Lurie departs this week for a swing through the eastern part of the country covering Baltimore, Philadelphia, New York, Hartford, and Boston, Mass., singing the praises of Williams' "Pot 'O' Gold" two-player flipper, "Pyramid" puck shuffle bowler, and "Oasis" big ball bowler.

David Gottlieb, president of D. Gottlieb Co., proudly announced this past week that Dr. Cesare Portes, medical director at Gottlieb Memorial Hospital, is the new president-elect of the Illinois Medical Society. Dr. Portes will serve during the 1966 term. Dave Gottlieb also advised that the late O. D. Jennings, who founded the Jennings Company, left a large bequest before his demise to Passavant Hospital for the construction of a new medical pavilion. This building is now in process of construction on a lakefront site.

Hank Ross and his family are eagerly looking forward to a vacation trip to New York early in August. Meanwhile at Midway Mfg. Hank and Prexy Marcine Wolverson are enjoying a fine sales campaign this summer. . . . The sudden tragic news of the death in London, July 14, of U.N. Ambassador Adlai Stevenson has stunned many local coinmen. During Mr. Stevenson's tenure as governor of Illinois he championed the cause of the operators in this state.

World Wide's Harold Schwartz informs the heaviest activity at the busy north side distrib is on Seeburg discotheque speakers. While John Neville is covering the Downstate Illinois area Art Wood is making the rounds in the northern part of the state. . . . Cashbox congrats to old buddy Joel Stern and his Bernadette on the birth last week of a baby boy, Gregg Stern. (Methinks the first thing Joel did was to give the tot a set of gold keys to the route!) . . . Joe Robbins is delighted over the fine acceptance Sam and Jack Hastings. Hastings Distribs in Milwaukee, are enjoying with the new Rock-Ola "Grand Prix II." "Starlet," and "Princess Royal" phonos. Hastings is a sub-distributor in Wisconsin for Empire Coin Machine Exchange.

When Herb Jones returned to his Bally Mfg. Co. office Paul Calamari, sales manager, promptly took off on his vacation. During Paul's vacation period Bob Harpling is minding the store. . . . Frank Luppino advises that by the time the production and office personnel at the Seeburg Corp. return from the annual vacation shutdown the big move to the huge, new building will (he hopes) be completed. . . . The word from the Urban Renewal Commissioner John G. Duba's office is that there is a considerable upward trend in further development planning now. Delbert W. Coleman, board chairman of the Seeburg Corp., is a very active director on Mayor Richard J. Daley's Urban Renewal Board.

NAMA's Sid Schapiro infos that the steadily rising response from members and exhibitors indicates strongly that the upcoming NAMA Convention & Trade Show, October 16-19, at the Miami Beach Auditorium & Convention Hall will be very heavily attended. Publicitor Steve Polcyn, Jr. is forging ahead with publicity planning under the guidance of Walter Reed, director of publicity. . . . Prexy Joe Schwartz minded the store last week at National Coin Machine Exchange while Mort Levinson was out of town on business.

Dennis Ruber, co-head of D & R Industries, informed that Richard Uttan-off is pulling his annual army stint at camp. Dennis will depart July 26, when Dick returns, on a two week sales trip covering New York City, Philadelphia, New Jersey, and the New England states. . . . Visitors last week in Windy City included: Lou Rubin, of L & R in St. Louis. . . . And Joe and Sam Weinberger, of Southern Automatic Music. . . . Barney Luchman infos that National Amusement Co., in Iowa City, Iowa, has recently moved to new quarters in Coralville, Iowa. . . . Herb Perkins, Purveyor Distribs, is eagerly seeking an experienced mechanic for shuffles and bowlers.



Milwaukee Mentions

There is very little organization activity concerning the Milwaukee Coin Machine Operators' Assn. during the summer months. Sam Hastings, association president, advises that the regular schedule of monthly meetings will resume right after the Labor Day holiday in September. . . . On the business front at Hastings Distribs Hastings reports that his son Jack Hastings and his wife Arlene departed on a second honeymoon at Niagara Falls this week. During Jack's absence at Hastings Distribs Sam's youngest son, Jim Hastings, is filling in for his big brother. . . . Joel Kleinman advises that he and Sam Cooper are enjoying a heavy sales week on phonos and full line vending. In fact, the coffee machines are moving out just as well as cold drink machines at Pioneer Sales & Services. Bob Manthei is spending most of his spare time away from the showrooms indoctrinating new operators in the Wisconsin area on Pioneer's music, amusement and vending equipment, according to Joel. . . . Kenny Glenn of K C Sales & Services, in St. Paul, Minnesota, heads up to the Dakotas on a sales trip this week. During his absence at K C his son, John Glenn will mind the store. . . . Harry Jacobs, Jr., president of United, Inc., informs that Chuck Meyers has been added to his sales staff last week selling Wurlitzer phonographs and United's complete vending machine line. Reid Whipple departed for Green Bay t'other day for a series of service school classes. . . . We were greeted by an optimistic Nate Victor, at S. L. London Music Co., last week, who reports continuing excellent sales on all music, amusement and vending equipment despite the torrid weather. . . . The trade in Wisconsin was recently shocked by the death of veteran coin machine operator William (Bill) Jahnke. He died following major surgery in a Green Bay hospital.

New! Side-Mount SCOREBOARD

Fits ANY Shuffleboard!



- Scores 15-21 points only.
- Cabinet finished in walnut Formico—easy to clean.
- "Game Over" light flashes on ot completion of game.
- Light control switch built in, turns off fluorescent lights when game is over.
- Easily serviced.
- Large coin box with counter installed . . . holds \$500.00 in dimes.
- 10¢ 1-player, or 10¢ 2-player by simple plug switchover.
- Completely equipped with chrome stands and scoring buttons for each end of shuffleboard.

ALSO available OVERHEAD SCOREBOARD

15-21 and/or 50 pts. \$169.50

MARVEL Mfg. Company

2849 W. Fullerton, Chicago, Ill. 60647
Phone: Dickens 2-2424

ANOTHER CHAMPION . . .

IT'S

Midway's

PLAY BALL



FLY AWAY SKILL TARGETS

VARIABLE TOP THIS SCORE FEATURE

UNLIMITED LAST BALL PLAY AGAIN FEATURE

KNOCK DOWN BASEBALL TARGETS ON PLAYFIELD

AVAILABLE IN REPLAY AND REGULAR MODELS

AVAILABLE WITH SINGLE OR TWIN REJECTORS

SIZE 25" WIDE 66" HIGH 55" DEEP



MIDWAY manufacturing company

10136 PACIFIC AVE. • FRANKLIN PARK, ILLINOIS

STARTING SOON!

DELIVERY OF OUR NEW "MYSTERY SCORE" (PITCH & BAT) TARGET GAME

LOOK FOR ANNOUNCEMENT OF OUR NEW BOWLING GAMES

PLANT CLOSED FOR VACATION



D. Gottlieb & Co.



RECONDITIONED SPECIALS GUARANTEED
IN STOCK—SUBJECT TO PRIOR SALE

PIN BALLS — BOWLERS — GUNS

GOTTLIEB

- LITE-A-CARD, 2-PI.\$100
- TROPIC ISLE 155
- SLICK CHICK 175
- GIGI 195
- FLYING CHARIOT, 2-PI. 280
- SHIPMATES, 4-PI. 450

UNITED BALL BOWLERS

- FALCON\$350
- SAVOY 295
- TIP TOP 295
- DIXIE 250
- CLASSIC 350

WILLIAMS

- "21"\$120
- TRADE WINDS 185
- FRIENDSHIP 7 185
- SKILL POOL 240
- MAGIC CLOCK, 2-PI. 195
- METRO, 2-PI. 225
- MARDI GRAS, 4-PI. 295

GUNS

- United CARNIVAL\$135
- Chi Coin CHAMPION RIFLE .. 385

BALLY

- CROSS COUNTRY\$185
- CUE-TEASE, 2-PI. 225
- STAR-JET, 2-PI. 275
- SKY DIVER 245
- MAD WORLD, 2-PI. 375
- GRAND TOUR 295
- 2-IN-1, 2-PI. 375
- HARVEST 325
- BULL FIGHT 350
- BUS STOP, 2 PI. 395
- BIG DAY, 4-PI. 495
- 3-IN-LINE, 4-PI. 295
- BONGO, 2-PI. 315

CHICAGO COIN

- SOUTH PACIFIC, 2-PI.\$365
- MUSTANG, 2-PI. 440

BALLY

ALL-THE-WAY
SHUFFLE ALLEY

Like New **\$350**



Write for complete 1965 Catalog of
Phonographs, Vending and Games.
Established 1934

ATLAS MUSIC COMPANY

Cable:
ATMUSIC—Chicago

2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005



California Clippings

Looking ahead to even brighter days—and nights—for ops and manufacturers is Chuck Klein at R. F. Jones who forecasts "the biggest shot in the arm in years for the phono business should start on December 31st when the 10% 'kick' on the cash register is dropped." The end of the entertainment tax should be the beginning for many bars to reintroduce dancing. And, according to Chuck, a lot of ops should start dancing when they see the cash box take early in January. . . . We hear that Jerry Murphy has been transferred from the communications dept. at R. F. Jones to the coin operated division and he'll be calling on ops throughout the southern California area. Don Edwards is in San Diego this week and Jim Crosby has recently returned from Ft. Lauderdale, Fla. . . . Over at Badger Sales and Vending the new Chicago Coin "Gold Star" shuffle alley is on display and capturing interest with its play appeal. Newest addition to the force is Bogie Washan who'll be heading the shipping department. And we're informed that Joe Duarte has been voted in as president of the Lyons Lodge in Whittier. . . . Harold Chapman at King Distributing infos that Ed Doris, vice-president of Rock-Ola, was in town this past week visiting with Nick Carter and many of the ops. Ed is on a combination business-pleasure trip and will be covering San Francisco as well. . . . One of our favorite singers, John Gary, who recently appeared at the Coconut Grove, dropped in with promotion man, Mike Borchetta, to visit with the Solle girls at Luenhagen's last week. . . . Bob Portale is back on the job again after his recent bout with the flu bug and we hear that Advance is as busy as ever processing orders on phonos. . . . Over at M. J. Stanley we hear all is back to normal after the July 4th weekend which saw Bob Huffman and Marshall Ames visiting Green Tree Inn in Victorville with their families and Mike Stanley, who was in Hawaii on a business trip, stopped off in L.A. on his return to Seattle. . . . Coin Machine Service Inc., we hear, is expanding its service and is now located on "phonorow" at 2809 W. Pico. The firm offers complete servicing on music, amusement and vending machines with their own repair shop, installation crew and delivery service. They also have loan machines and offer service from 9 A. M. thru 12 midnight. Another feature is that they have men stationed throughout the L.A. area so that ops can save by having their machines serviced quickly. Marv Miller is president and Dave Solish is vice-president. Local phone number is 624-4949. . . . Buddy Robinson at California Music tells us that Claude Brennan of the New York home office of Decca Records came by last week with Lou Virzola and had talks with Sammy Rickland and Gabe Orland. Frank Muraoka at Simon Dist. reports sales activity remains steady with a large export shipment being prepared in the shop this week. Paper work still continuing after their recent inventory. Massaki Okamoto was in for a visit last week all the way from Japan. . . . The new Bally "50-50" pin game just arrived at Paul Laymon and, according to Britt Adelman, she's seen some nice orders on it. . . . Frank Negri at Struve Dist. infos that "sales have been fantastic these past four weeks on Seeburg phonos" and that the pin ball business has been unusually good. Frank also told us that Gregg Forrest, former Struve salesman, is now operating his own business out of Long Beach with his partner, M. O. Barrett. Dorothy Leonard, recuping from pneumonia, should be back on the job by the time you read this and we hear that Mr. and Mrs. Hawthorne visited the Struve firm from Automatic Amusement in Las Vegas. . . . Some other visitors to the phono strip lately include: Jesus Mijares—Pasadena, Art Meyer—La Habra, Cecile Ellsion—Lancaster, Harold Sharkey—Huntington Park, Oscar Taylor—Newbury Park, Ray Brandenburg—La Habra and Dick Kanold—Oxnard.



UPPER MID-WEST MUSINGS

Mr. & Mrs. Darlow Maxwell, Pierre, and 40 others chartered a bus and drove to the cities for the week-end baseball series between the Twins and the Yankees. . . . Mr. & Mrs. Arnold Brevik, Watertown, in town for the day busy buying records and parts. . . . Gabby Clusiau, in town for a few days taking in some baseball games. . . . Earl Porter, in town for a few days vacationing. . . . John Cooper and Joe Alpert, L & I Inc, Duluth, in the cities for the day picking up parts and records. . . . Harry Anderson in town for a few hours getting records. . . . Frank Mager, Grand Rapids, in town for the day. . . . Stan Woznak and grand-daughter Nancy in the cities for the day. . . . John Galep, Menomonie, in town having just returned from a three week vacation with his family in Boston visiting family and friends. . . . Pete Wornson, in town for the day, as was Mr. & Mrs. Henry Krueger from Fairfax. . . . Mr. & Mrs. Arndt Peterson in town last weekend taking in the Twin-Detroit series. . . . Gordon Runnberg in town for a few hours picking up parts and records. . . . Johnny Mathis appears at the Parade Stadium July 22nd. Music under the Stars. . . . Our deepest sympathy to the Joe Topic Family on the death of Joe Topic Sr. July 3rd. . . . Ernest Woytossek and family spent a lovely 4-day holiday at their lake home over the 4th. of July. . . . Irv Linderholm has joined the select group (ulcers) but is getting along o. k. . . . John Morton has sold his home and is living at the lake for the summer.

Happy Birthday This Week To:

Roy E. Garrison, Phoenix, Ariz. . . . Myron S. Hillman, Fall River, Mass. . . . W. B. Loosier, Decatur, Ala. . . . Jimmie A. Soules, Decatur, Ill. . . . Alfred Bergman, Buffalo, N. Y. . . . Don E. Sears, Ashland, Oregon. . . . Chas. E. Adkins, Parkersburg, W. Va. . . . Meyer C. Parkoff, N. Y. . . . Albert V. Andreoni, Elmwood Park, Ill. . . . Mrs. John T. Montcalm, Monroe, La. . . . Ogden Whitbeck, Scotia, N. Y. . . . James Earl Walker, Herring, Ill. . . . Clarence E. Howard, Birmingham, Ala. . . . E. E. Peterson, San Diego, Calif. . . . Hugh W. Minter, Norfolk, Va. . . . Fred Greenback, Canton, Ill. . . . DeLos W. Burnside, New Castle, Pa. . . . Anton Massa, Battle Creek, Mich. . . . George F. Klamme, Milwaukee, Wis.

T R U E



KILLER JOE...

Top Man—Master—King of Disqueville, says: "It's here! Music with a beat—to knock you off your seat and on your feet! That's what you get with the NEW, exciting ROWE AMI DIPLOMAT PACKAGE!"



**ROWE didn't originate Discotheque...
but, ROWE has made it PROFITABLE for you!**

Discotheque, as ROWE sees it, is STEREO-ROUND with that irresistible BIG BAND SOUND AND BEAT that makes them *listen*, start *moving* and keep on *dancing*...plus 200 plays of Swingin' Music among the TOP ONE-HUNDREDS!

Discotheque originated in France, 3 or 4 years ago...caught fire here...but it took ROWE and Killer Joe to fan it into a profitable flame *for you* with a promotion that makes it WILD...*"the thing to do"*!

Only ROWE gives you the EXCITEMENT the "Swingin' Generation" thrives on! Don't kid yourself—they *know* the hot tunes and *play 'em*. They don't

need a list...they have it—and it's straight from the "TOP"...the TOP ONE-HUNDREDS they hear on the air and pushed by disc jockeys.


Doubt it? Don't! Just contact your Rowe Distributors—they'll give you the whole story.

Rowe[®] **AC MANUFACTURING**
Troy Hills Road, Whippany, New Jersey

 Williams® **BIG 3** FOR BIG PROFITS!

POT O' GOLD

2 PLAYER

the game with the big 

United's

PYRAMID

SHUFFLE ALLEY

and

OASIS

BOWLING
ALLEY



both with the
PYRAMID FEATURE
and
STRIKES **90**

**3 MORE REASONS
WHY WILLIAMS IS THE
GAME PRODUCING LEADER...**



Williams® ELECTRONIC MANUFACTURING CORP.

3401 North California Ave. Chicago, Illinois 60618 • Cable address: WILCOIN, CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

A ROCK-OLA FOR
EVERY LOCATION AND
PHONETTE SUITS 'EM ALL...
AT THE RIGHT PRICE!

Intimate, personalized stereo sound in any booth or bar location increases plays, brings home extra profits! Rock-Ola's Phonette coin activated remote speaker Wallbox unit is the perfect profit companion for the new Grand Prix II, Starlet and Princess Royal phonographs... and may be used with practically any phonograph. The Phonette features two built-in stereo speakers, a simple selection system for singles or LP listening, plus personal volume controls; may be mounted anywhere; works with Rock-Ola Money Counter. Beautifully styled for any location. Rock-Ola Phonettes step up gross income wherever you install them. *Bigger collections, anyone?*

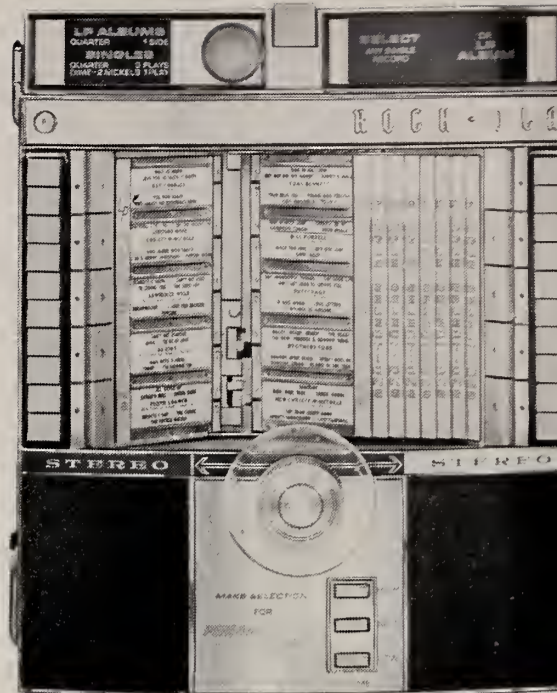
ROCK-OLA

music products for profit for 30 years



ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue • Chicago, Illinois 60651

More Play...
More Profit...
from the
**ROCK-OLA
PHONETTE
REMOTE
SPEAKER
WALLBOX**



PERSONAL VOLUME CONTROL

Three volume settings—high, medium and low. Customer chooses his own sound level.

PERSONAL LISTENING

The Phonette may be mounted on bar, counter, wall or table—for customer's private listening pleasure from two built-in stereo speakers.

LP'S OR SINGLES

Phonette permits playing of LP's or singles; 33 1/3 or 45 RPM records from customer's seat. Model 500—160 selections; Model 501—100 selections. 50¢ coin chute optional.

