



**record world**  
Formerly  
**MUSIC VENDOR**

Vol. 19, No. 944

July 10, 1965

# WHO IN THE WORLD



**Roy Orbison (Seated)  
Joined By Wesley Rose  
And Mort Nasatir At  
Orbison's Signing To  
MGM Records And Film  
Contract. Story On  
Page 3.**

In the opinion of the editors, this week the following records are the



## **SINGLE PICK OF THE WEEK**

The snappy group from the Coast has the rock-folk sound but good, and have another hit with this slow rhythm piece. They are the proud owners here of a third hit in as many tries. Their label is Autumn (16).



## **SLEEPER OF THE WEEK**

Fellows say they're alive and prove it on this lively tribute to the wonders of love. They haven't really gotten their piece of chart action in a while, but this is the one that should do it for them. Imperial has the slice (66119).



## **ALBUM OF THE WEEK**

These guys are really for all seasons as far as the teen population is concerned, but their summer albums have seemed to spurt ahead the last couple of years. Here's the one for this June, July, August and beyond. Their "Help Me, Rhonda" is here with "The Girl from New York City" and an a cappella closing, "And Your Dream Comes True," which could be worked into a single. It's Capitol (S)T 2354.

**DESTINED TO BE #1**

**“TAKE ME FOR A  
LITTLE  
WHILE”**

**JACKIE  
ROSS**

chess 1938



# ROSA Sees Tax Removal, Pricing As Separate Items

NEW YORK—Members of the Record One Stop Association met here last week to discuss the newly announced manufacturer's price policies as set forth by several companies, especially the new pricing together with the recent removal of federal excise tax from phonograph records. ROSA's position: they are really two separate items; and there was a general criticism stated of the way in which these two subjects have been presented to the trade.

The exact manner in which inventory owners will receive excise tax rebates is still to be set forth by the government. Until such time as these regulations and procedures become public knowledge ROSA members will be unable to furnish their accounts with any additional information. Secondly, ROSA feels it is important that

all retailers understand that the manner in which excise tax was collected by the government on phonograph records made it, in effect, a manufacturer's tax. Retailers were not required to collect this tax from the consumer by adding it to the selling price as was the case with jewelry, luggage and the other items subject to the Federal excise levy. According to ROSA, this explanation has either been taken for granted or not clearly stated in presenting the tax story to the trade.

## Tax Rebates Will Differ

Of additional importance for inventory owners is the fact that tax rebates will differ in that record companies do not pay an equal amount of excise tax, it was also noted. Each has his own excise tax base just as each has his own wholesale price. Therefore, if an inventory owner has 100 copies of a single from label X and 100 copies from label Y, the amount of tax rebate will most probably not be the same. A great deal of the confusion on this issue is the lack of understanding what to expect, ROSA feels. Also, this example of what not to expect will in some measure ease the minds of those confused and unfamiliar with the manner in which excise taxes were assessed.

(Continued on page 9)

# Kapp Plan Gives Dealers Excise Savings 'Boon'

NEW YORK—Kapp Records will pass on to dealers approximately 50% of the savings made possible by the recent repeal of excise taxes on phonograph records. This was a key facet of the Kapp Records Fall Album Program announced to distributors at a special meeting last week at the Hotel Plaza.

Al Cahn, Vice President, Sales, told more than 30 distributor execs at the meeting Wednesday (30) that according to the new retail price cuts \$3.98 to \$3.79, etc. (optional with dealer) announced last week, the new distributor base price for mono albums would become \$1.86 as against the previous \$1.96 price. Similar savings are being extended on all stereo LP product. Cahn also announced that a new special merchandising division was being inaugurated at the label to work directly with distributors and dealers in the field in setting up special local promotions at the point of sale.

Cahn said that Kapp is offering a "Buy 100, Get 16 Free" program, plus a special advertising plan. As a result of the special terms being offered, the distributor price for Kapp Records LPs is at its lowest in the history of the company. The program is effective as of Monday (28) and continues through Dec. 31. The plan covers the entire catalog plus 15 new releases to be unveiled in

a series of regional meetings later this month.

The entire program carries a dating plan for one-third payments each on the 10th of September, October and November. Included as part of the plan are other merchandising and volume purchase programs available to the retail level through distributors.

On the singles front, the base price has similarly been reduced from 46 to 44 cents, again reflecting the Kapp Records policy of turning over the majority of the manufacturer savings on excise taxes to the retailer. Similar reductions are now in effect on the Winners Circle single series.

## Special Distrib Plan

A special distributor promotion man's incentive program was also outlined by Cahn, under which the distributor promotion men earn special rewards for their efforts on certain pre-selected singles, normally in the new talent category.

In making the presentation, Cahn, who was introduced by company President, David Kapp and assisted on the dais by Executive Vice President Michael Kapp, discussed at length the changing nature of the national economy, applying these changes to the record business. "Many new distribution techniques by manufacturers in all types of industry are being employed," Cahn said, "to effect higher volume and an improved profit picture."

(Continued on page 9)



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RECORD WORLD—July 10, 1965

# MGM Inks Orbison Contract Includes Records, Films

NEW YORK—Robert H. O'Brien, President of Metro-Goldwyn-Mayer, Inc., has announced that MGM has signed recording star Roy Orbison to a long-term contract. The new pact will cover Orbison's activities in both the recording and motion picture industries and it represents a talent acquisition of major significance.

The signing is the result of negotiations carried on for the past few months between MGM, Orbison and his manager, Wesley Rose. Also influential in the proceedings were Arnold Maxin, former MGM Records' president, and the label's current chief, Mort L. Nasatir.

The contract calls for Orbison to make no fewer than three albums and three single records a year for MGM Records and two motion pictures with options for additional films for Metro-Goldwyn-Mayer. In addition to performing on records and in motion pictures, Orbison's talents will also be utilized in the writing and singing of songs for film sound tracks. His first picture for Metro, as a matter of fact, will be a musical in which he will write as well as sing the title song. Shooting is to begin in October.

The 25-year old Orbison is one of the hottest young recording stars in the world. He is an artist of international fame with lifetime disk sales well in excess of 20 million in the domestic market, plus added millions in overseas sales. He has appeared in all the countries of Europe, has visited Australia and has a Far Eastern tour scheduled for the near future.

## Renewing



Jim Stewart renewed his distribution arrangement with Atlantic Records last week to handle Stax and Volt labels. Above, the head of the Memphis company and his stars: Otis Redding, Stewart, Rufus Thomas, Booker T. of the M.G.'s. Seated: Carla Thomas.



# 100 TOP POPS

record world

TEAR-OUT GUIDE

## Week of July 10

This Wk.	Last Wk.	Wks. on Chart	This Wk.	Last Wk.	Wks. on Chart	This Wk.	Last Wk.	Wks. on Chart
July 10	July 3		July 10	July 3		July 10	July 3	
1	1	4	35	15	8	★	84	2
2	2	8	★	45	4	★	(—)	1
3	3	10	★	48	3	★	79	3
4	5	9	★	30	6	★	71	4
★	20	2	★	39	5	★	72	2
★	9	9	40	42	5	★	90	2
★	10	7	★	65	3	★	(—)	1
★	16	8	42	43	6	★	89	3
★	14	10	★	54	4	★	76	5
★	11	6	★	58	5	★	87	2
★	12	8	★	59	3	★	(—)	1
12	13	9	★	57	4	★	79	3
13	4	7	47	49	7	★	80	3
★	17	6	48	50	7	★	83	3
★	18	8	49	22	9	★	99	2
16	7	12	51	24	12	★	(—)	1
17	6	15	★	74	7	★	85	3
18	8	10	★	75	3	★	91	2
★	35	3	★	54	5	★	93	2
★	33	6	★	55	5	★	(—)	1
★	29	8	★	60	3	★	(—)	1
★	27	7	★	56	10	★	(—)	1
★	25	7	★	63	3	★	97	3
★	36	4	★	67	3	★	(—)	1
★	34	5	★	70	2	★	(—)	1
★	37	4	★	81	2	★	93	2
★	40	4	★	61	9	★	94	1
28	28	7	62	56	3	★	95	2
29	32	6	63	47	14	★	96	2
30	19	12	★	(—)	1	★	97	2
★	44	4	★	94	4	★	100	2
★	62	4	★	94	4	★	(—)	1
★	66	2	★	94	4	★	(—)	1
34	21	11	★	66	6	★	(—)	1
			★	76	3	★	(—)	1

## TOP POPS ALPHABETICALLY—PLUS PUBLISHER & LICENSOR

ALL I REALLY WANT TO DO (Witmark, ASCAP)	60	I DO (Pamci, Yvonne, BMI)	28	LOVE ME NOW (BMI)	99	SUMMER PLACE (M. Witmark, ASCAP)	36
BABY I'M YOURS (Blackwood, BMI)	45	I DON'T BELIEVE (BMI)	92	MEETING OVER YONDER (Chi-Sound, BMI)	52	SUMMER SOUNDS (Mills, ASCAP)	47
BACK IN MY ARMS AGAIN (Jobete, BMI)	34	I FOUND A DAISY IN THE CITY	34	MOON OVER NAPLES (Roosevelt, BMI)	93	SUNSHINE, LOLLIPOPS AND RAINBOWS	3
BEFORE AND AFTER (Blackwood, BMI)	35	NA. M. Music, BMI)	95	MR. TAMBOURINE MAN (Witmark, BMI)	3	(Hansen, ASCAP)	37
BOOT-LEG (East, BMI)	54	IF YOU REALLY WANT ME TO I'LL GO	7	MY CHERIE (Damian, ASCAP)	76	TAKE ME BACK (South Mountain, BMI)	55
CARA MIA (Leo Feist, ASCAP)	7	(Lebill, BMI)	96	MY MAN (Feist, ASCAP)	79	THE LOSERS (Wemar, BMI)	75
CATCH THE WIND (Southern, ASCAP)	49	I GOT YOU BABE (Five-West, Cotillion, BMI)	87	NEW ORLEANS (Rockmaster, BMI)	46	THIS LITTLE BIRD (Acuff-Rose, BMI)	40
CRYING IN THE CHAPEL (Valley, BMI)	16	I'LL ALWAYS LOVE YOU (Jobete, BMI)	88	NOBODY KNOWS WHAT'S GOING ON	87	TONIGHT'S THE NIGHT (Cotillion, BMI)	23
DARLING TAKE ME BACK (Murbo, BMI)	39	I'LL KEEP HOLDING ON (Jobete, BMI)	42	(Bright Tune, BMI)	24	TOO MANY RIVERS (Combine, BMI)	22
DON'T JUST STAND THERE (Bernice, BMI)	68	I LIKE IT LIKE THAT (Tune-Kal, BMI)	24	NO PITY (Merrimac, BMI)	50	TRAINS AND BOATS AND PLANES	67
DO THE BOOMERANG (Jobete, BMI)	64	I'M A FOOL (Atlantic, BMI)	65	NOTHING CAN STOP ME (Camad, BMI)	63	(U. S. Songs, ASCAP)	67
DOWN IN THE BOONDOCKS (Laurie, BMI)	56	I'M HENRY THE VIII (Miller, ASCAP)	70	ONE MONKEY DON'T STOP NO SHOW	61	VOODOO WOMAN (Unart, BMI)	61
ENGINE #9 (Tree, BMI)	26	IN THE MIGHTY HOUR (Cotillion-East, BMI)	70	(Tree, BMI)	97	WALK IN THE BLACK FOREST (MRC Music, BMI)	9
EASY QUESTION (Elvis Presley, BMI)	4	IT FEELS SO RIGHT (Gladys, ASCAP)	62	ONLY THOSE IN LOVE (Roosevelt, BMI)	85	WATERMELON MAN (Hancock, BMI)	83
FOR YOUR LOVE (Blackwood, BMI)	4	IT HAPPENED JUST THAT WAY (Tree, BMI)	69	OO WEE BABY I LOVE YOU (Curton, BMI)	29	WE'RE DOING FINE	84
FROM A WINDOW (Maclean, BMI)	80	IT'S GONNA BE FINE (Screen Gems-Col., BMI)	90	PRETTY LITTLE BABY (Jobete, BMI)	74	(Leatherneck, Wellmade, BMI)	84
GIRL COME RUNNING (Saturday, BMI)	31	IT'S TOO LATE, BABY, TOO LATE	30	RIDE YOUR PONY (Jarb, BMI)	53	WHAT'S NEW PUSSYCAT (United Artists, ASCAP)	19
GIVE US YOUR BLESSINGS (Trio, BMI)	38	(Ply-Weiss, BMI)	100	SAVE YOUR HEART FOR ME	57	WHAT THE WORLD NEEDS (Blue Seas, Jac, ASCAP)	8
HELP ME RHONDA (Sea of Tunes, BMI)	30	JUST A LITTLE TOO LATE (Skidmore, ASCAP)	57	(Geld-Udell-Purchase, BMI)	59	WHO'S CHEATIN' WHO (Chevis, BMI)	43
HERE COMES THE NIGHT	21	JUSTINE (Venice, BMI)	89	(SAY) YOU'RE MY GIRL (Acuff-Rose, BMI)	82	WONDERFUL WORLD (Kags, BMI)	13
(Keetch, Caesar & Dino, BMI)	98	I'VE BEEN LOVING YOU TOO LONG	12	SEEM'N THE RIGHT LOVE GO WRONG	12	WOOLY BULLY (Beckie, BMI)	17
HERE I AM (United Artists, ASCAP)	71	(East Time, BMI)	32	(Sea Lark, BMI)	44	WORLD OF OUR OWN (Chappell, ASCAP)	20
HE'S A LOVER (Rual, ASCAP)	71	I WANT CANDY (Webiv, BMI)	15	SEVENTH SON (Arc, BMI)	10	YES I'M READY (Stilran; Dandelion, BMI)	6
HOLD ME THRILL ME, KISS ME	58	LAURIE (Long-Gold Dust, BMI)	15	SET ME FREE (Amer. Metropolitan Ent., BMI)	27	YOU BETTER GO (South Mt., BMI)	86
(Mills Music, Inc., ASCAP)	58	LIAR LIAR (Celann, BMI)	91	SHAKIN' ALL OVER (Mills, ASCAP)	51	YOU REALLY KNOW HOW TO HURT A GUY	48
HUSH HUSH SWEET CHARLOTTE (Miller, ASCAP)	18	A LITTLE BIT OF HEAVEN (T. M., BMI)	14	SILVER THREADS AND GOLDEN NEEDLES	73	(Screen Gems-Col., BMI)	48
(CAN'T GET NO) SATISFACTION (Immediate, BMI)	1	MARIE (Irving Berlin, ASCAP)	25	(Central, BMI)	33	YOU TURN ME ON (Burdette, BMI)	11
I CAN'T HELP MYSELF (Jobete, BMI)	2	LITTLE LONELY ONE (We Three, BMI)	66	SITTING IN THE PARK (Chevis, BMI)	33	YOU WERE ON MY MIND	33
I CAN'T WORK NO LONGER (Curton, BMI)	77	LONELY GIRL (Consul, ASCAP)	78	SOUTHERN COUNTRY BOY (Dublin, BMI)	81	(Witmark & Sons, ASCAP)	94

# AL THE GLORY GUY OF THE GUITAR CAIOLA

his orchestra and chorus



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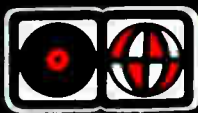
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on  
**UNITED  
ARTISTS**  
RECORDS

of course

Music composed by Riz Ortolani



# 100 TOP LP'S

record world

TEAR-OUT GUIDE

## Week of July 10

This Wk. July 10	Last Wk. July 3	Wks. on Chart	This Wk. July 10	Last Wk. July 3	Wks. on Chart	This Wk. July 10	Last Wk. July 3	Wks. on Chart
★ 13		4	★ 48		5	69		13
2	2	41	36	38	6	★ 85		
3	3	3	★ 44		6	71	61	22
4	1	7	38	37	9	72	66	17
5	4	17	39	27	14	73	76	3
6	5	15	40	32	11	74	68	15
7	8	9	41	34	24	★ 86		3
8	6	15	★ 47		3	76	79	6
9	9	9	43	33	42	77	75	5
★ 12		6	44	41	41	78	60	10
11	7	11	★ 50		5	79	69	8
12	10	24	★ 51		3	80	83	3
13	11	14	★ 52		4	★ 88		4
14	14	40	48	36	16	82	70	16
★ 17		6	49	43	29	83	77	22
16	18	8	50	31	15	★ 97		3
★ 20		4	★ 71		2	85	80	22
18	16	29	52	45	12	86	92	2
19	21	9	53	46	9	★ (—)		1
20	19	13	54	54	8	88	62	9
21	22	16	★ 64		6	★ (—)		1
★ 25		6	56	53	9	★ 100		2
23	15	14	57	57	7	91	89	3
24	23	37	★ 63		3	92	72	11
★ 29		8	59	55	15	93	77	22
26	24	20	★ 67		6	94	93	3
27	26	11	61	56	12	95	99	2
★ 39		39	★ 74		3	96	95	3
29	28	11	★ 84		2	97	81	25
30	30	32	★ 73		3	98	98	3
★ 42		6	66	65	12	99	(—)	1
★ 49		6	★ 87		2	100	(—)	1
★ 40		7	★ 82		2			
34	35	12						

## LP'S COMING UP

- AN EVENING WITH BELAFONTE/MAKEBA  
RCA Victor LPM-3420
- CANADIAN SUNSET  
Andy Williams—Columbia CL-2324
- GRITS AND SOUL  
James Brown—Smash MGS-27057
- YOU TURN ME ON  
Ian Whitcomb—Tower T-5004
- QUEEN OF THE HOUSE  
Jody Miller—Capitol T-2349
- HIS HAND IN MINE  
Elvis Presley—RCA Victor LPM-2328
- DANCE PARTY  
Martha & Vandellas—Gordy 915
- EDDIE FISHER TODAY  
Dot DLP-3631
- WE'RE GONNA MAKE IT  
Little Milton—Checker LP-2995
- THE RACE IS ON  
George Jones—U. A. UAL-3422: UAS-6422
- YOU WERE ONLY FOOLING  
Vic Damone—Warner Bros. W-1602
- CONNIE SMITH  
RCA Victor LPM-3341
- THEMES FROM THE JAMES BOND THRILLERS  
Roland Shaw O.—London LL-3412: PE-412
- GLENN MILLER TIME 1965  
Glenn Miller Orch.—Epic LN-24113
- GETZ/GILBERTO  
Verve V-8545
- DOUBLE HEADER  
Arthur Prysock—Old Town 2009
- AND I LOVE HIM  
Esther Phillips—Atlantic LP-8102
- IF I LOVED YOU  
Johnny Mann Singers—Liberty LRP-3411
- THE FOUR TOPS  
Motown M-622
- I DO LOVE YOU  
Billy Stewart—Chess 1496
- THE SEEKERS  
Marvel 2060: 3060
- ELLINGTON '66  
Duke Ellington—Reprise T-6154
- MALA FEMMENA  
Jimmy Roselli—United Artists UAL-3430
- CAROL CHANNING ENTERTAINS  
Command RS-880
- BEST OF THE KINGSTON TRIO. VOL. II  
Capitol T-2280
- BLUES FOR MR. JIMMY  
Jimmy McGriff—Sue LP-1039
- ODETTA SINGS DYLAN  
RCA Victor LPM-3324
- CAST YOUR FATE TO THE WIND  
Vince Guaraldi—Fantasy 3337
- THE MANY FACES OF GALE GARNETT  
RCA Victor LPM-3325
- WOODY ALLEN, VOL. II  
Colpix CP-488
- HOW TO BE A JEWISH MOTHER  
Gertrude Berg—Amy 8007 L
- I MUST BE SEEING THINGS  
Gene Pitney—Musicor MM 2056
- THE ROAD OF GREASEPAINT  
Ahmad Jamal—Argo
- YEAH!  
Aretha Franklin—Columbia CL-2351
- UNIT 4 + 2  
London LL 3427
- I KO I KO  
Dixie Cups—Red Bird RB-20-103
- THE MOST EXCITING ORGAN EVER  
Billy Preston—Vee Jay VJ-1123
- ONE KISS FOR OLD TIME'S SAKE  
Ronnie Dove—Diamond D-5003
- BABY FACE WILLETE  
Argo
- THEM  
Parrot LPM-3416
- THE 3rd TIME AROUND  
Roger Miller—Smash MGS-27068
- THE BEST OF SOLOMON BURKE  
Atlantic 8109
- IT AMAZES ME  
Liza Minelli—Capitol T-2271
- LOVE IS EVERYTHING  
Johnny Mathis—Mercury MG-20991
- DRUM DISCOTHEQUE  
Sandy Nelson—Imperial LP-9283
- ENGLISH HITS OF '65  
Billy Strange—GNP-2009
- DISCOTHEQUE # 2  
Enoch Light—Command RS-882
- IF I RULED THE WORLD  
Sammy Davis Jr.—Reprise R-6159
- I BELIEVE  
Frankie Laine—Capitol T-2277
- JOAN BAEZ/5  
Vanguard VRS-9160

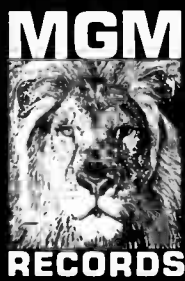
***NO MIRACLE...JUST AIRPLAY...***

**IT'S GONNA TAKE  
A MIRACLE *IS A HIT!***

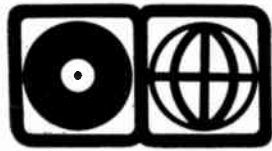
**THE ROYALETTES**

***Produced by  
TEDDY RANDAZZO***

**K-13366**



MGM Records is a Division of  
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# SINGLES REVIEWS

## THREE STAR ★★★ PICKS

I'LL TAKE SWEDEN (Unart, BMI)  
LEGS (Witmark, ASCAP)

**JACK LA FORGE**—Regina 1330.

New Bob Hope movie title song offers Jack a chance to go piano big beat. Will catch.

★★★  
QUEEN OF FOOLS (Painted Desert, BMI)  
(MAKE IT LAST) TAKE YOUR TIME  
(Acuff-Rose, BMI)

**BARBARA MILLS**—Hickory 1323.

Gal plugs away to good effect on this full of beat rock side. Should catch on.

★★★  
UP FROM THE BEACH (Miller, ASCAP)  
LILI'S THEME (Miller, ASCAP)

**RICHARD DE BENEDICTIS**—  
20th Century Fox 592.

Fluty whistling tune from the new World War II flicker that gets kind of a jazzy treatment. Likeable.

★★★  
WHAT (Barleport, BMI)  
IT HAPPENS IN THE SAME OLD WAY  
(Unart, BMI)

**MELINDA MARX**—Vee-Jay 689.

Groucho's pretty daughter socks one out here and the returns should be good.

★★★  
YOU ARE MY SUNSHINE  
(Davis, Mitchell-Peer, BMI)  
CAN'T WE GET ALONG  
(L. Mannering Shebela, BMI)

**RICK AND RON**—Ibis 370.

Spruced up version of the oldie. Now it has quite a hot beat and may be hard to beat.

★★★  
I'M GONNA CHANGE (Web IV, BMI)  
I AIN'T TRYING TO PLEASE NOBODY  
(Painted Desert, BMI)

**RICK SHEPPARD**—Bang 500.

Here's an r/ballad that should break pop and please many teens. It's sold by Rick with ease.

★★★  
LOST AND FOUND (Trilogy, BMI)  
HOLD ME, THRILL ME, KISS ME (Mills, ASCAP)  
**KAREN CHANDLER**—Tivoli 1720.

Perky galstress sings a cute and snappy ditty that could connect for her. She wants a guy.

★★★  
THE JET SET (Unbelievable, BMI)  
SWING, SWING JET (Unbelievable, BMI)  
**THE JET SET**—Blaine 4000.

Boys and girls together shout about how they want to dance all night. Buyers will do same.

★★★  
THE GAME OF LOVE (Aim-Camelot, BMI)  
BONGO MAN (Aim, BMI)  
**THE TAFFYS**—Amy 933.

Gals with nasal delivery give tartness to this rock ballad teenagers will dance to.

★★★  
(TURN ON YOUR) LOVE LIGHT (Don, BMI)  
TOSSIN' AND TURNIN' (Lescay, BMI)  
**THE HIGH SPIRITS**—Soma 1436.

New group who will raise the spirits of teenagery around the land.

## FOUR STAR★★★★ PICKS

OOWEE OOWEE (Leeds, ASCAP)  
SUMMER WIND (Witmark, ASCAP)  
**PERRY COMO**—RCA Victor 47-8636.

Pleasant nonsense syllables Perry sells with his usual ease and breeziness. Pretty song.

★★★★  
TAKE ME FOR A LITTLE WHILE (Lollipop, BMI)  
RUN HOME TO YOUR MAMA (Blackwood, BMI)  
**EVIE SANDS**—Blue Cat 118.

Lots of build to this song the new gal wallops across. Her tale of teen woe will win weepers.

★★★★  
CANADIAN SUNSET (Vogue, BMI)  
HAVE FAITH IN YOUR LOVE (Leeds, ASCAP)  
**SOUNDS ORCHESTRAL**—Parkway 958.

More sounds beautiful from this ork. The song is the evocative oldie with intriguing arrangement.

★★★★  
RAINY RIVER (Egypt Valley, BMI)  
BUDDY WON'T YOU ROLL DOWN THE LINE  
(Egypt Valley, BMI)  
**THE ROOFTOP SINGERS**—  
Vanguard 35029.

Threesome spins some of their folk enchantment on this quiet tune. Is bound to attract admirers.

★★★★  
WHERE WERE YOU WHEN I NEEDED YOU  
(E. B. Marks, BMI)  
I DON'T WANNA GO HOME  
(United Artists, ASCAP)  
**JERRY VALE**—Columbia 4-43337.

Guy with chorus swings out on this lilting singalong. Will capture those who go for this mellow type ditty.

★★★★  
PARKING IN THE KOKOMO (Pamco, BMI)  
DON'T SAY THAT YOU LOVE ME (Pamco, BMI)  
**THE RONDELLS**—ABC Paramount 10690.

Lads speed along with an appealing teen song. The funky instrumentation helps them along.

★★★★  
GEMINI 4 (Barslow, BMI)  
NIGHT SURF (Barslow, BMI)  
**THE WHAT FOUR**—Reprise 0387.

Funky instrumental here by a cleverly named gang of musicians. Could get teen attention.

★★★★  
DON'T SEND FLOWERS (Painted Desert, BMI)  
I BEG FOR MORE (Screen Gems-Columbia, BMI)  
**CONNIE VAN DYKE**—Epic 5-9820.

Dramatic new song stylist who will make her mark with this strong song about unrequited love.

★★★★  
WHAT ARE WE GOING TO DO?  
(Screen Gems-Columbia, BMI)  
THIS BOUQUET (Screen Gems-Columbia, BMI)  
**DAVID JONES**—Colpix 784.

Happy sounding little tune with David doing neo-Cockney accent. This piece of teen glee should go.

IT'S GONNA BE FINE  
(Screen Gems-Columbia, BMI)  
SHE (Stanyan, ASCAP)  
**GLENN YARBROUGH**—  
RCA Victor 47-8619.

Catchy Mann-Weil tune that will snap right up the chart. Glenn is proving himself consistently. Watch this.

★★★★  
FIRST I LOOK AT THE PURSE (Jobete, BMI)  
SEARCHING FOR A GIRL (Jobete, BMI)  
**THE CONTOURS**—Gordy 7044.

Funny song about a realistic guy who looks at a girl's purse first of all. Has the Detroit sell sound.

★★★★  
JUST KEEP ON LOVING ME! (Joy, ASCAP)  
DO I? (Drury Lane, BMI)  
**THE HALOS**—Congress 244.

Girl group puts their hearts into this lovely song that gets the violins and drums treatment. Hit.

★★★★  
THE SHADOW OF YOUR SMILE (Miller, ASCAP)  
O GANSO (Carioca, BMI)  
**ASTRUD GILBERTO**—Verve 10358.

The lightest voice around with a very pretty jazz-oriented song by Johnny Mandel. Extremely pretty.

★★★★  
CHAIN OF LOVE (Der-mi, ASCAP)  
GET READY (Der-mi, ASCAP)  
**JIMMY LONDON**—Karate 510.

Guy has a nice sound and teens will flip over this song of young love. Harmonicas galore, etc.

★★★★  
IF YOU GOTTA MAKE A FOOL OF SOMEBODY  
(Good Songs, BMI)  
IT'S BEEN NICE LOVING YOU (Sea-Lark, BMI)  
**CALVIN GRAYSON**—Capitol 5462.

Cal and chorus get the beat going on this big production song. The whole affair is tough and terrific.

★★★★  
SO MANY OTHERS (In, ASCAP)  
NO ONE WILL EVER KNOW (Milene, ASCAP)  
**KITTY KALLEN**—MGM 13369.

Sad and moving ballad about a veteran of many unhappy love affairs. Rod McKuen wrote the song Kitty sighs.

★★★★  
UPS AND DOWNS (Cumulus, ASCAP)  
THAT'S THE WAY HEAVEN MADE HER  
(Budd, ASCAP)  
**RICKY SHAW**—Cloud 502.

Song will have many ups before it has any downs. A soft-going teen ballad lad chants smoothly.

★★★★  
BABY (Hill & Range, BMI)  
WHAT I HAVE I'LL GIVE TO YOU  
(Screen Gems-Columbia, BMI)  
**THE BUSHMEN**—Dimension 1049.

Rhythm piece guys drive across with tough playing and singing. The teenagers will get the r/r point.



## ROSA on Tax, Etc.

(Continued from page 3)

ROSA, being most concerned with single records, has only one comment on the topic of new suggested list prices, namely: that they now face a loss of two-tenths of a cent per record. While the suggested list has been cut four cents, from 98 to 94, when the appropriate markup percentages are figured the price to a one-stop from his supplier has been reduced only one and eight-tenths cents. Since the manufacturers who have announced this suggested list price reduction have also announced a suggested dealer price reduction to 58 cents, the difference between the four cent suggested list reduction and the two cent suggested dealer price, ROSA opined, has opened the gates to a new wave of price shopping, transshipping and all the other onerous practices that have plagued this industry since the suggested list price became a matter of fiction.

To attempt to make the same dollar and cents reduction in wholesale prices that has been announced in the suggested list reductions is plain folly, the Association further stipulated.

Manufacturers have not done this and anyone who sets his prices based on this expectation will have reduced his operating margin to the peril point, it was noted.

"ROSA feels that the manufacturers who changed prices felt an obligation to support the President's plea that the consumer receive the benefit of the tax removal," the statement went on. "However, the manner in which the consumer has paid excise tax on phonograph records has not for years been an issue because no consumer has known what the amount of tax has been. Therefore, the price reductions that have in effect placed further economic pressure on the wholesale distributor merely becomes a new illness that tends to weaken the lines of distribution. Each individual one-stop owner will have to look to his own conscience in the matter of determining his prices to his accounts. This pressure in the distribution pipeline will effect everyone but the consumer who in most parts of the country has not been paying suggested list for records over the past several years."

One major record company official referred to these prac-

## DiMartino On Lib A&R Staff



Andy DiMartino & Don Blocker

HOLLYWOOD—Independent record producer Andy DiMartino has been signed to an exclusive contract as an A & R director for Liberty Records by Donald Blocker.

(Continued on page 11)

## Kapp Plan

(Continued from page 3)

"In other industries," he noted, "These techniques have been known to include the bypassing of regular distributor channels to sell direct to large users. We still believe, however, that in the record business, increased volume and higher profits can best be achieved through an effective network of independent distributors."

tices as an era of "profitless prosperity." A little more appreciation of the role played by all those who serve the industry until the final sale to the consumer will result in a healthier, more mature business, stated ROSA. "Record manufacturers who will not and have not properly supervised the control of their product have created a situation that has benefited no one," the Association continued. "It is quite likely this recent combination of tax removal and price adjustment will further separate those who function for the long range interest of the industry and those who have pursued an all out policy of survival by price alone."

Pointing out how the repeal of excise taxes makes possible a readjustment of gross profits immediately at the manufacturing, distributing and retailing level, he discussed in detail the mathematics of the new pricing policies announced by other manufacturers. He went on to show how Kapp Records' program makes possible a more favorable gross profit picture at all levels—consumer, retailer (including rack jobbers) and distributor.

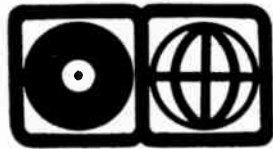
# A Sizzlin' Chart Buster

# HAPPY FEET TIME

# The Monclairs

## Sunburst 106

Distributed by **ATCO Records** 



A

B

M

REVIEWS

## PICK HITS

### THE NEARNESS OF YOU

JOHN GARY—

RCA Victor LPM 3349; LSP 3349.

John Gary doesn't know the meaning of the word "push." Everything on this album just flows. His warm tenor adorns "You Stepped Out of a Dream," "Softly, As I Leave You," "On the Street Where You Live" and other spell weavers. The lad is gathering followers and they'll love this 'un.



### KISMET

LINCOLN CENTER CAST—

RCA Victor LOC 1112; LSO 1112.

The first of this summer's Lincoln Center musical revivals under the hand of Richard Rodgers. RCA, of course, is recording all the Lincoln Center pieces and it's a good bet that none will be better sung than this Alfred Drake starrer. As good, yes, but never better. "And This Is My Beloved" is marvelous with Lee Venora trilling divinely.



### ENGLAND'S GREATEST HITMAKERS

VARIOUS ARTISTS—

London LL 3430; PS 430.

The line-up of songsters here will grab buyers. The Rolling Stones, The Bachelors, Tom Jones, Unit Four Plus Two, Them and others sing ditties that will have them dancing along. The proceeds of the album are being donated to a British fund and the whole idea seems amiable.



### THE ART OF LOVE

CY COLEMAN—Capitol (S)T 2355.

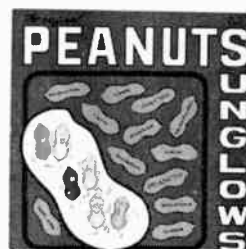
Coleman, master composer-pianist, was tapped to score the James Garner-Dick Van Dyke-Elke Sommer-Angie Dickinson funny flick and provided appropriate whimsy and whoopee. His title tune is light and catchy and "So Long, Baby" and the other themes are good, too. Cy plays with the lightest of touches.



### PEANUTS

THE SUNGLOWS—Sunglow SLP 103.

Polka fanciers will love this jolly album of likeable tunes. The 10-piece band has found a danceable beat and adorned it with bounce and verve. Their "Peanuts" single is here with "Beer Barrel Polka," "Popcorn" and "La Raspa."



### MOONLIGHT BECOMES YOU

JERRY VALE—Columbia CL 2371; CS 9171.

Col has repackaged this collection of moon-struck songs and brings them happily to the public again. Jerry, under Glenn Osser's direction, performs expertly. The ditties are "That Same Old Moon," "How High The Moon," "No Moon At All" and like that.



### ANNETTE SINGS GOLDEN SURFIN' HITS

ANNETTE FUNICELLO—

Vista BV 3327 (m-s).

The Disney doll and the American International Pics' pretty does a cheery job of these surfing numbers. They've all been around and she gives them refreshing renditions. Also included for added measure is Annette's "The Monkey's Uncle" single she does in her new movie.



### GENGHIS KHAN

SOUNDTRACK—

Liberty LRP 3412; LST 7412.

Dusan Radic has captured the moods of "Genghis Khan," the Omar Sharif-Stephen Boyd epic that covers a couple of continents in its loose retelling of the life of the great conqueror. Themes are evocative and grand. Will be of great interest to the soundtrack collector.



### SKITCH PLAYS 'THE MULE'

SKITCH HENDERSON—Mainstream.

The title dance of the package was created by Killer Joe Piro for Smirnoff's vodka and Skitch will get everybody in high spirits with his full of fun tinkling. They're all danceable bands here and should beguile buyers. "Girl from Ipanema" and that ilk tune.



### ON STAGE

GERALD WILSON ORCHESTRA—

Pacific Jazz PJ 88 (m-s).

The band is big. In fact, the two bands are big, since personnel changes. Whatever, connoisseurs will take this one in happily. The clever conductor-trumpeter goes through "Perdido," "Who Can I Turn To," "Musette" and others.



### BLEEKER & MacDOUGAL

FRED NEIL—Elektra EKL 293; EKS 7293.

Here's a newcomer to the ranks of the city folk songwriter-performers and he's bound to gather the usual following. He has the proper flare and the proper imagination to fill an album with engaging tunes. The title song is good, as are "Sweet Mama" and "Handful of Gimme" and the rest.



### GOTTERDAMMERUNG

NILLSSON, WINDGASSEN, FISCHER-DIESKAU, GEORGE SOLTI—

London A 4604; OSA 1604.

Opera buffs will rejoice at this one and only. The entire Gotterdammerung is here, gloriously sung and played, as produced by John Culshaw. The album will be written about and talked about in opera circles for months to come. It's a certain seller and will qualify as a gift item.





# ONE STOP TOPTEN

## TOWN HALL RECORDS Brooklyn, N. Y.

1. I Can't Help Myself (Four Tops)
2. Satisfaction (Rolling Stones)
3. Cara Mia (Jay & Americans)
4. Woolly Bully (Sam The Sham)
5. Yes I'm Ready (Barbara Mason)
6. Mr. Tambourine Man (Byrds)
7. Laurie (Dickie Lee)
8. I Do (Marvelous)
9. Crying In The Chapel (Elvis Presley)
10. Darling Take Me Back (Lenny Welch)

## BELMONT RECORD ONE STOP Newark, N. J.

1. I Can't Help Myself (Four Tops)
2. Yes I'm Ready (Barbara Mason)
3. I've Been Loving You Too Long (Otis Redding)
4. Sitting In The Park (Billy Stewart)
5. Woolly Bully (Sam The Sham)
6. Oo Wee Baby, I Love You (Fred Hughes)
7. Nothing Can Stop Me (Gene Chandler)
8. Back In My Arms Again (Supremes)
9. Tonight's The Night (Solomon Burke)
10. Boo Ga Lou (Tom & Jerrie)

## ROBERT'S RECORDS Minneapolis, Minn.

1. I'm Henry The VIII, I Am (Herman's Hermits)
2. Liar Liar (Castaways)
3. Hush Hush Sweet Charlotte (Patti Page)
4. Mr. Tambourine Man (Byrds)
5. Woolly Bully (Sam The Sham)
6. Laurie (Dickie Lee)
7. Help Me Rhonda (Beach Boys)
8. Crying In The Chapel (Elvis Presley)
9. Satisfaction (Rolling Stones)
10. You Turn Me On (Ian Whitcomb)

## STAN'S RECORD SHOP Shreveport, La.

1. I Can't Help Myself (Four Tops)
2. Satisfaction (Rolling Stones)
3. I've Been Loving You Too Long (Otis Redding)
4. Southern Country Boy (Carter Bros.)
5. Born To Be With You (Capitol Showband)
6. Bitter Into Sweet (Mary Love)
7. Back In My Arms Again (Supremes)
8. Pretty Things On (Blue Things)
9. Goodbye, So Long (Ike & Tina Turner)
10. Too Good To Be True (Uniques)

## NEW JERSEY ONE STOP CO. Newark, N. J.

1. Satisfaction (Rolling Stones)
2. Henry The VIII (Herman's Hermits)
3. I Can't Help Myself (Four Tops)
4. Mr. Tambourine Man (Byrds)
5. Cara Mia (Jay & Americans)
6. For Your Love (Yardbirds)
7. I've Been Loving You Too Long (Otis Redding)
8. Sitting In The Park (Billy Stewart)
9. Pretty Little Baby (Marvin Gaye)
10. Woolly Bully (Sam The Sham)

## NEW DEAL RECORD SERVICE Chicago, Ill.

1. Henry The VIII (Herman's Hermits)
2. Mr. Tambourine Man (Byrds)
3. Woolly Bully (Sam The Sham)
4. Wonderful World (Herman's Hermits)
5. I Can't Help Myself (Four Tops)
6. For Your Love (Yardbirds)
7. I Want Candy (Strangeloves)
8. A Walk In The Black Forest (Horst Jankowski)
9. Satisfaction (Rolling Stones)
10. Give Us Your Blessings (Shangri-Las)

## DiMartino A&Rer

(Continued from page 9)

DiMartino entered the music field in 1959 as a free-lance writer. In 1962, he discovered The Cascades and became their personal manager, also functioning as the group's producer. Shortly thereafter, DiMartino picked up "Rhythm in The Rain" for The Cascades and negotiated the deal with Valiant Records. The Valiant release became a million seller smash. During the past few years, DiMartino has had several successes as a producer and small label owner.

Recently he signed a group called The Accents and submitted them to Liberty along with the Cascades. Liberty added both groups, as well as DiMartino, to their roster. The new man will primarily produce teen-appeal product for the firm. In addition to The Accents and Cascades, several new artists will be assigned to him shortly.

First sides by the Accents, "What Do You Want To Do (Little Darlin')" and "I Really Love You," go into immediate release.

## MGM Prices

Mort Nasatir, President of MGM Records, has announced the following new suggested list price structure for records on the MGM and Verve labels: all \$5.98 product—including D&G and the Archie series—will list for \$5.79; \$4.98 for \$4.79; and \$3.98 for \$3.79. The label's \$1.98 Metro budget line will list for \$1.89 while the new list price for singles is reduced from \$.98 to \$.94.

MGM Records, in a statement issued last week, had already adjusted its disk prices resulting from the recent repeal of the federal excise tax on records thereby providing for the ultimate savings to be passed on to the consumer. This week the company announces that it will simply follow the new industry pattern in reducing the suggested list prices.

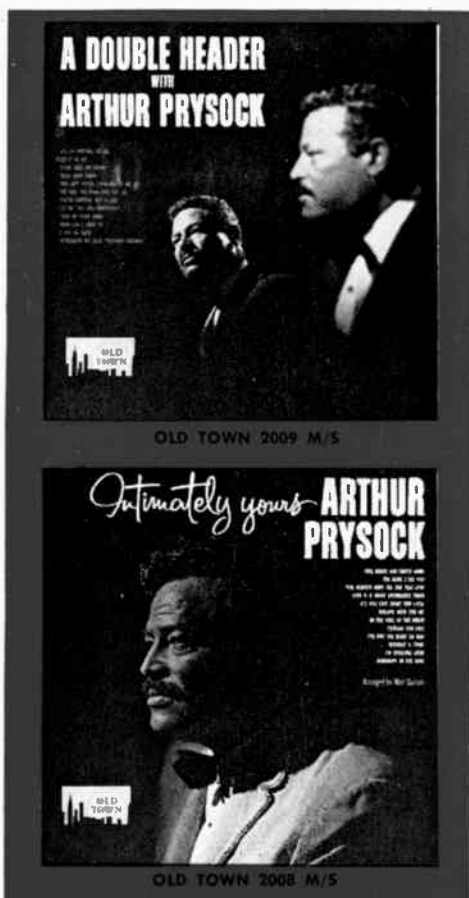
## 'Pussycat' Purrs

Charles K. Feldman's film "What's New Pussycat?" has smashed opening-week records at both the Astor and Trans-Lux East Theatres with a mammoth combined gross of \$90,594 for the first week of its world premiers engagement, it was announced by United Artists Vice President James R. Velde. UA Records has the soundtrack.

## Victor Signs Suzy

RCA Victor has signed 14-year-old Suzy Wallis, Lorne Greene's singing protege whom he introduced in his just-con-

cluded nightclub debut engagement at the Nugget in Sparks, Nevada, to an exclusive recording contract. RCA will team them on a single.



**A DOUBLE HEADER WITH ARTHUR PRYSOCK**  
OLD TOWN 2009 M/S

*Intimately yours* **ARTHUR PRYSOCK**  
OLD TOWN 2008 M/S

**"IT'S TOO LATE BABY (TOO LATE)"**  
OLD TOWN 1183

# HEADING FOR THE TOP!!

with the **#1 MALE VOCALIST** in the Country

# ARTHUR PRYSOCK

## "IT'S TOO LATE BABY (TOO LATE)"

OLD TOWN 1183

And His Newest and Latest Album

## "A DOUBLE HEADER WITH ARTHUR PRYSOCK"

OLD TOWN 2009 M/S

Also Breaking Strong

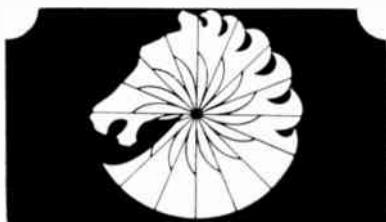
## "INTIMATELY YOURS"

OLD TOWN 2008 M/S

featuring his latest hit single "IT'S TOO LATE BABY (Too Late)"



# 1697 BROADWAY, NEW YORK, N.Y.



Little Milton

## WHO'S CHEATING WHO

CHECKER 1113

Billy Stewart

## SITTING IN THE PARK

CHESS 1932

Tommy Tucker

## ALIMONY

CHECKER 1112

Knight Bros.

## TEMPTATION 'BOUT TO GET ME

CHECKER 1107

Tony Clarke

## POOR BOY

CHESS 1935

# CHESS

RECORDS

## Kavan on Col Hot Spell

Stanley Kavan, Vice President and General Manager, Marketing, Columbia Records Sales Corporation, recently commented on Columbia's hot and varied selling wave.

"We currently have the best-selling single in 'Mr. Tambourine Man' by the Byrds, the top-selling popular album, 'My Name Is Barbra,' and leading classical sellers, 'Horowitz Plays Scarlatti,' and 'An Historic Return/Horowitz at Carnegie Hall,' indicating the outstanding success we are experiencing with the diversity of our product," Kavan said. "Consequently, Columbia is now recognized as a leader in the teen market as well as in all areas of recorded entertainment including popular, classical, folk and country music as well as musical comedy, drama and the spoken word."

While the label has strong contenders in the pop market, Columbia Masterworks continues to head the classical

(Continued on page 16)

## Suit Filed Over Dixie Cups

NEW YORK — Stuyvesant Productions, Inc. helmed by Mike Leiber, Jerry Stoller and George Goldner, has filed suit here for \$7,550,000 against the American Broadcasting-Paramount Theaters corporate structure and ABC-Paramount Records in particular for signing and recording Rosa Lee Hawkins, Barbara Ann Hawkins and Joan Marie Johnson, known as the Dixie Cups. Named as defendants, too, were Larry Newton, President of ABC Records, and Joe Jones, the group's agent and manager.

Stuyvesant Productions claimed that the Dixie Cups, since their signing on Jan. 30, 1964, with Leiber-Stoller Productions, Inc., have risen to great heights under the costly and extensive guidance of SPI—even their name is owned by the plaintiff and consented to by the American Can Co.

Stuyvesant alleges: "The abrupt and unexpected announcement that the Dixie Cups were now exclusively released through defendant, ABC-Paramount Records, Inc., and were no longer to be distributed by Plaintiff, the releases of recordings of the Dixie Cups by defendant

(Continued on page 16)

## UP SINGLES COMING

- 1 **BUSTER BROWN**  
(Jac, BMI)  
Willie Mitchell—Hi 2091
- 2 **FIRST THING EVERY MORNING**  
(Plainview, BMI)  
Jimmy Dean—Columbia 43263
- 3 **CAN'T GROW PEACHES ON A CHERRY TREE**  
(April, BMI)  
Browns—RCA 8603
- 4 **STOP! LOOK WHAT YOU'RE DOING**  
(East-Falart, BMI)  
Carla Thomas—Stax 172
- 5 **HAPPY FEET TIME**  
Montclairs—Sunburst 106
- 6 **YOU'LL NEVER WALK ALONE**  
Gerry & Pacemakers—Laurie 3302
- 7 **CANDY**  
(East, BMI)  
Astors—Stax 170
- 8 **THERE'S A MAN DOWN THERE**  
G. L. Crockett—4 Bros. Label 445
- 9 **BOSS LOVE**  
Lee Rogers—D-Town
- 10 **YOU'VE NEVER BEEN IN LOVE LIKE THIS BEFORE**  
(Burlington, ASCAP)  
Unit Four + 2—London 9761
- 11 **TO KNOW YOU IS TO LOVE YOU**  
Peter & Gordon—Capitol 5461
- 12 **CANADIAN SUNSET**  
Sounds Orchestral—Parkway 958
- 13 **UNCHAINED MELODY**  
Righteous Bros.—Philies 129
- 14 **AIN'T IT A SHAME**  
Major Lance—Okeh 7223
- 15 **PAPA'S GOT A BRAND NEW BAG**  
James Brown—King 5999
- 16 **SUNRISE, SUNSET**  
(Sunbeam, ASCAP)  
Eddie Fisher—Dot 16742
- 17 **HAPPY FEET TIME**  
Montclairs—Sunburst 106
- 18 **(SAY) YOU'RE MY GIRL**  
Roy Orbison—Monument 891
- 19 **MIDDLE OF NOWHERE**  
(Budd, ASCAP)  
Dusty Springfield—Philips 40303
- 20 **FOLLOW ME**  
Drifters—Atlantic 2292
- 21 **I'M ALIVE**  
Hollies—Imperial
- 22 **I WANT YOU BACK AGAIN**  
Zombies—Parrot 9769
- 23 **HALLELUJAH**  
Invitations—Dyno-Voice 206
- 24 **I'M A HAPPY MAN**  
(Unart, BMI)  
Jive Five—United Artists 853
- 25 **DUM DUM DITTY**  
(Screen Gems, Col., BMI)  
Goodies—Blue Cat 117
- 26 **LEGEND OF SHENANDOAH**  
James Stewart—Decca
- 27 **MAGNIFICENT MEN IN THEIR FLYING MACHINES**  
(Miller, ASCAP)  
Village Stompers—Epic 9824
- 28 **FRANKFURTER SANDWICHES**  
(Mills, ASCAP)  
Streamliners with Jeanne—U. A. 880
- 29 **SEA OF LOVE**  
Hondells—Mercury 72443
- 30 **ANYWAY ANYHOW ANYWHERE**  
(Devon, BMI)  
The Who—Decca 31801
- 31 **THAT GOES TO SHOW YOU**  
Garnett Mimms—United Artists 853
- 32 **DON'T BELIEVE**  
Bats—HBR-445
- 33 **IF I HAD MY LIFE TO LIVE OVER**  
Lloyd Price—ABC
- 34 **YAKETY AXE**  
(Tree, BMI)  
Chet Atkins—RCA Victor 8590
- 35 **FORK IN THE ROAD**  
Miracles—Tamla 54118
- 36 **SNO-CONE**  
(Big Bopper, BMI)  
Albert Collins—TCF-Hall 104
- 37 **PLEASE DO SOMETHING**  
(Cotillion, Vonglo, BMI)  
Don Covay—Atlantic 2286
- 38 **NAU NINNY NAU**  
(Padua, BMI)  
Cannibal & Headhunters—Rampart 644
- 39 **99 + 1**  
Jay Gardner—Blue Rock
- 40 **WAIT JOHNNY FOR ME**  
(T. M., BMI)  
Bernatte Peters—ABC-Paramount 10669
- 41 **FLY ME TO THE MOON**  
Tony Bennett—Columbia 43331
- 42 **SO MUCH IN LOVE WITH YOU**  
Ian & The Zodiacs—Philips 40291
- 43 **IT'S O. K.**  
(Jim Pire, BMI)  
Jimmy Castor—Jet Set 1001
- 44 **WHERE WERE YOU WHEN I NEEDED YOU**  
Jerry Vale—Columbia 43337
- 45 **I'LL NEVER SEE YOU AGAIN**  
(Country Music Inc., BMI)  
New Society—Gramophone 3
- 46 **STORM WARNING**  
Volcanoes—Arctic 106
- 47 **I'LL COUNT YOU IN**  
Little Janna Jaye—Jolar 1067
- 48 **WE LOVE YOU BABY**  
Mighty Joe Young—Webcor 101
- 49 **AROUND THE CORNER**  
(South Mt., BMI)  
Duprees—Columbia 4336
- 50 **SOMEWHERE DOWN THE LINE**  
Con Pierson—Ford 144

**THANKS TO DJ'S,  
RADIO STATIONS &  
TEDDY RANDAZZO  
FOR GIVING US  
AN INSTANT  
SMASH**



Roulette  
4631

**AN ALPHABETICAL  
THANK YOU TO:**

**BUTTERBALL**  
WMBM  
MIAMI, FLA.

**LARRY DEAN**  
WWIN  
BALTIMORE, MO.

**CHATTY HATTY**  
WGIV  
CHARLOTTE, N. C.

**BILL JOHNSON**  
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WASHINGTON, D. C.

**NICKY LEE**  
WAME  
MIAMI, FLA.

**SOUL BROTHERS**  
WWRL  
NEW YORK, N. Y.

**THE STAFF OF**  
WCHB  
DETROIT, MICH.

**BILL TERRELL**  
WDIA  
MEMPHIS, TENN.

**ROBERT B. Q. KATZ**  
ST. LOUIS, MO.

**FAT DADDY**  
WSID  
BALTIMORE, MD.

**ERNE DURHAM**  
WJLB  
DETROIT, MICH.

**KEN HAWKINS**  
WJMO  
CLEVELAND, OHIO

**RODNEY JONES**  
WYON  
CHICAGO, ILL.

**TOMMY SMALLS &  
JACK WALKER**  
WLJB  
NEW YORK, N. Y.

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WAMD  
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NEW ORLEANS, LA.

**WIBBAGE GOOD GUYS**  
WIBC  
PHILADELPHIA, PA.



**ROULETTE**

# R & B BEAT

WHERE IT'S AT

BY KAL RUDMAN

Sales in our record business are ridiculous. We checked with a key record shop in the heart of downtown Philadelphia. Perhaps some record manufacturers should leave their air-conditioned offices and visit stores and talk to the customers and dealers to learn what stimulant is needed to spur sales.

This is what we learned: 1) with thousands of people going on vacation, they are prepared to spend \$9.95 for a transistor phono; 2) they are prepared to buy a low-priced carrying case; 3) all 45s should be in colored sleeves like an LP. Customers often ask to see the 45 that's being displayed in a colored sleeve with a picture. The lyrics of the song and previous hits of the artist should be listed on the back of the sleeve. The third point may not be essential but a cheap player is. Gillette "swings" with razor promotions at a cheap price to sell blades.



Kal Rudman

What has the record business done that's clever and inventive in years to spur the demand for 45s? If it were not for the "white collar" guy who spends 10 bucks a week almost every week on LPs because he is a stone album collector, this business would really be in Trouble.

Congrats to George Jay in Hollywood, the country's greatest job-getter for Pop AND R&B jocks on the lovely story on him in the L.A. Times and his great promo work on the "Dip," Whispers, Dore, now Top 10 at KGFJ and going Pop . . . LeBaron Taylor cut a smash, "Agent Double OO Soul" . . . Ken Knight is in Brewster Methodist Hospital, Jacksonville, Fla. . . . solid hit in Detroit, "In-Crowd," Ramsey Lewis, Argo . . . Hy Weiss at Old Town caught himself a smash single once more with his "Proph(f)it," Arthur Prysock, called "It's Too Late" . . . The Boy Promo Man called to tell me that "Arkansas," Jimmy McCracklin, has broken in many markets as a blues sales giant. Usually this artist has only regional hits. Renny Roker is claiming he will be 23, but we all know he hasn't been Bar-Mitzvahed yet . . . "One Step," Maxine Brown, has caught on after a slow start and the Dionne Warwick is also cooking. We watched Chuck Jackson record his next release, "If I Didn't Love You," and Chuck & Maxine's next, a Nashville blockbuster called, "Please Don't Hurt Me," and I guarantee they both will upset citizens . . . The new Marvin Gaye, "Pretty Little Baby," may be unusual but it is MAKING IT LARGE. The Spinners finally caught a hit, after feeling conspicuous there in Detroit. Top Cut in the Jr. Walker LP? "Shake & Finger Pop" . . . "You'd Better Go," Derek Martin, will be the Monster of the Year for Roulette. "Agent Double OO Soul" otherwise known as Teddy Randazzo has another Soul Monster with the Royalties on MGM, "It's Gonna Take A Miracle."

They have developed a computer to predict pop hits. As a service to the R&B world, my staff and I have developed a Soul Computer to predict R&B hits before they are even released. We have given this computer a name: "Maximum Oriented Tunes Having Answers Heavenly Handled," but we obtain a short name for it by utilizing the first letters of each of these seven words. Work that out yourself.

To go with this soul computer, former personnel of the old WMGM, NYC, helped us develop a "goosebump calculator" in a portable form to be utilized by promo men. They ask the PD's to take off their coats and roll up their sleeves. Now to convince a Pop PD that one of our "Soul Computer" records really has the amount of soul claimed, we play the soul records and then let the "soul calculator" calculate the number of goosebumps per square inch of pale skin. By us-

(Continued on page 21)

## Mercury Dips Price Structure

CHICAGO—Mercury and affiliated labels Phillips, Smash, Fontana, Limelight and Blue Rock this week dipped their price structure to meet competing industry slashes occasioned by the excise tax cut. The across-the-board decreases, as announced by Irwin H. Steinberg, executive vice-president, are as follows:

Suggested Consumer List

### ALBUMS

Previously	New
\$3.98	\$3.79
\$4.98	\$4.79
\$5.98	\$5.79

Distributor List

\$1.98	\$1.91
\$2.47	\$2.42
\$2.97	\$2.90

Dealer List

\$2.47	\$2.38
\$3.09	\$3.01
\$3.71	\$3.64

In re-aligning the price of 45 rpm singles, the decreases were as follows:

Suggested Consumer List

Previously	New
.98	.94

Distributor List

.46	.44
-----	-----

Dealer List

.60	.58
-----	-----

All present sales plan discounts remain in effect, Steinberg added.

## Sign Spoonful

NEW YORK—Charlie Koppelman and Don Rubin, who have set a torrid pace since the establishment of Koppelman-Rubin Associates and Chardon Music, announced today that they have won out in the race to sign the Lovin' Spoonful.

## Brazil Bound



David Morris, VP of Peer-Southern Organization, N.Y., is shown wishing Sunny Skylar well as Skylar departs for Brazil to represent firm. Eddie Deane, at the same time, is welcomed to the firm as new Director of Iver Productions.

## TOP 40 R&B



1. I CAN'T HELP MYSELF  
4 Tops—Motown 1076
2. I'VE BEEN LOVING YOU TOO LONG  
Otis Redding—Volt 126
3. TONIGHT'S THE NIGHT  
Solomon Burke—Atlantic 8816
4. OO WEE BABY I LOVE YOU  
Fred Hughes—Vee Jay 684
5. BACK IN MY ARMS AGAIN  
Supremes—Motown 1075
6. WHO'S CHEATIN' WHO  
Little Milton—Checker 1113
7. MEETIN' OVER YONDER  
Impressions—ABC-Paramount 10670
8. YES I'M READY  
Barbara Mason—Arctic 105
9. RIDE YOUR PONY  
Lee Dorsey—Amy 927
10. NOTHING CAN STOP ME  
Gene Chandler—Constellation 149
11. TEMPTATION'S 'BOUT TO GET ME  
Knight Bros.—Checker 1107
12. I CAN'T WORK NO LONGER  
Billy Butler—Okeh 7221
13. I'LL KEEP HOLDING ON  
Marvelettes—Tamla 54116
14. YOU'LL MISS ME WHEN I'M GONE  
Fontella Bass & Bobby McClure—Checker 1111
15. CANDY  
Asters—Stax 170
16. SITTING IN THE PARK  
Billy Stewart—Checker 1932
17. STOP, LOOK WHAT YOU'RE DOING  
Carla Thomas—Stax 172
18. DO THE BOOMERANG  
Jr. Walker—Soul 34012
19. ONE STEP AT A TIME  
Maxine Brown—Wand 185
20. HOLD ON BABY  
Sam Hawkins—Blue Cat 112
21. I DO  
Marvelous—ABC-Paramount 10629
22. HALLELUJAH  
Invitations—Dynavox
23. IN THE MIDNIGHT HOUR  
Wilson Pickett—Atlantic 2289
24. I'LL ALWAYS LOVE YOU  
Spinners—Motown
25. THANK YOU JOHN  
Willie Tee—Atco 2287
26. ONLY THOSE IN LOVE  
Baby Washington—Sue 129
27. ALIMONY  
Tommy Tucker—Checker
28. HE'S A LOVER  
Mary Wells—20th Century Fox 590
29. IT'S A MAN DOWN THERE  
G. L. Crockett—4 Brothers 445
30. HAPPY FEET TIME  
Montclairs—Sunburst 106
31. THAT GOES TO SHOW YOU  
Garnett Mims—U. A. 887
32. IT'S TOO LATE, BABY, TOO LATE  
Arthur Prysock—Old Tawn 1183
33. ONE MONKEY DON'T STEAL NO SHOW  
Joe Tex—Dial 4011
34. STORM WARNING  
Volcanoes—Aztec
35. NO PITY  
Jackie Wilson—Brunswick 55280
36. THE LOSER  
Skyliners—Jubilee
37. SOUTHERN COUNTRY BOY  
Carter Bros.—Jewel 745
38. YOU'RE GONNA MAKE ME CRY  
O. V. Wright—Backbeat
39. BOSS LOVE  
Rogues—D-Town
40. AGENT DOUBLE O SEVEN  
Edwin Starr—Ric-Tic 103

29  
PICKS  
CAN'T BE  
WRONG!

# Dee Dee Warwick has a Monster of a Hit!



# WE'RE DOING FINE

B-4027

VENDOR: MERCURY RECORD CORPORATION



# Cole's Wednesday Show Now Tops Saturday's!

BY DAVE FINKLE

NEW YORK—Clay Cole had two shows weekly a few months back, which featured guest artists. The Saturday show was doing well. But the Wednesday show needed to boost its ratings. So Clay had an idea and he put it into effect. Now the Wednesday show is doing better than the Saturday show.

Here's the idea. Since it was difficult to get guest artists for two shows a week, Clay dispensed with guests for Wednesday and hired a group of regulars—Amy's Tracey Dey, Columbia's Del-Satins, ABC's Angela Martin and RCA's Benny Thomas. He also latched onto recordings from the Top 100 chart and he devised skits à la Hit Parade wherein he and his supporting cast lip-synched to the most popular disk of the day.

That was two months ago and now the show is a raging success. Clay produces, directs, choreographs, writes and conceives (not in that order) the whole show and, of course, he is its star—miming, clowning, dancing, emceeing and generally proving himself a very capable man about pop music. (He also has a capable gal Friday, Arlene Gallup.)

And he gives TV exposure to just about every record that comes along, which means that artists are heard (if not seen) on his show that are difficult to get on the other teen shows. He also gives exposure to records because he uses pop charts, notably the Record World Top 100 pasted on flats seen on the TV screens throughout the show.

Clay told Record World last week that he had originally

done this kind of show a number of years ago in Ohio and then again in Providence, but had abandoned it when he reached New York six or so years ago. He'd unearthed the idea when he found he needed a gimmick.



Reprise's the Kinks did the Clay Cole TVer on their first day in the US recently, the start of their first US concert tour. They have also just taped a "Shindig" for July 14 (show will open with a medley of Kinks tunes) and will then play Honolulu and Seattle. Boys return in October.

Work for the Wednesday show would seem to be enough for any one or even three people, but Clay maintains his Saturday show and has London Lee, Bobby Rydell, the Supremes on tap for the coming weeks. He still manages to squeeze in an occasional club date where he is strictly for the adult (and teen fan) trade. He's just concluded a four week stint at New York's Living Room. And right now he's weighing an offer to join Leonard Sillman's "New Faces of 1966."

But Clay has a new problem. Now his Saturday ratings are still good but below his Wednesday ones and he has to think of something to get them up to Wednesday par. It's a vicious circle.

## Dixies' Suit

(Continued from page 12)

ABC-Paramount Records, Inc., and the intense advertising and exploitation thereof among independent distributors and the record for stability and raised the scepter of Plaintiff's continual ability to remain in the record business and has undermined the confidence of distributors and others doing business with it."

Stuyvesant claimed there had been a contract with Dixie Cups Rosa Lee Hawkins, Barbara Ann Hawkins and Joan Marie Johnson whereby SPI would have their services for recordings "exclusively for a period of years."

## Kavan on Col

(Continued from page 12)

field with approximately one third of the nation's top sellers. Three recently-released albums seem destined for status as sales giants: "An Historic Return/Horowitz at Carnegie Hall," "God Bless America," with The Mormon Tabernacle Choir, Eugene Ormandy and the Philadelphia Orchestra and "Spectaculars!" with Eugene Ormandy conducting The Philadelphia." At the same time, recordings of all-time classical favorites enjoy a wide appeal in the mass music market and there has been an exceptionally long string of consistent sellers in this area.

Demonstrating the saleability of the labels' more serious recorded repertoire is the outstanding popularity of the following albums: "Horowitz Plays Scarlatti"; Barber's Concerto for Piano and Orchestra with pianist John Browning and George Szell leading the Cleveland Orchestra; "Virtuoso Music for Guitar" by John Williams; "Glenn Gould Plays Beethoven Piano Sonatas"; Brahms' Quintet in F Minor for Piano and Strings with pianist Rudolf Serkin and The Budapest String Quartet; Schubert's Trio No. 1 in B-Flat for Piano, Violin and Cello with Isaac Stern, Eugene Istomin and Leonard Rose; Mozart's "The Two Piano

Quartets" with Mieczyslaw Horszowski and members of The Budapest String Quartet, and "The Music of Arnold Schoenberg, Vol. III" with Robert Craft conducting. The sales power of Carl Orff's "Carmina Burana" with Janice Harsanyi, Rudolph Petrak, Harve Presnell and The Rutgers University Choir, accompanied by Eugene Ormandy and the Philadelphia Orchestra, and "Reverie and Other Romantic Favorites," as performed by Eugene Ormandy and The Philadelphians, reflects the continued appeal of more familiar classical works.

In addition, Columbia's original cast and sound track catalogs invariably maintain a strong hold on the market with such albums as "My Fair Lady," both the original cast and sound track LPs, "Do I Hear a Waltz?" and "The Sound of Music."

## Maxin To Coast

Arnold Maxin, Executive Veep of the Big 3 Music Corporation (Robbins-Feist-Miller), hops to the West Coast July 6 (Tuesday) for confabs on music in upcoming films.

Maxin will huddle with Lionel Newman, music chief at 20th Century-Fox studios, and will meet with producers and music-men at MGM. He is also scheduled to confer with the pubbery's Hollywood staff to review music exploitation patterns for the new film product.



Based on last minute reports of initial d.j. and sales reaction, the following new singles and LPs, in the opinion of the editors, are the most likely for Record World's Top 100 charts.

### SINGLES

IT'S GONNA TAKE A  
MIRACLE

Royalettes—MGM 13366

OUT IN THE SUN  
Beach Nuts—Bang 504

AROUND THE CORNER  
Duprees—Columbia 43336

YOU'D BETTER COME  
HOME

Petula Clark—W. B. 5643

VON RYAN MARCH  
Enoch Light—Command 4069

MY NAME IS MUD  
Eddie Rameau—Dynovoice 207

AROUND THE CORNER  
Craig Douglas—TCF 107

MAGNIFICENT MEN  
Village Stompers—Epic 9824

DON'T YOU WANT MY  
LOVIN'

Orlons—Cameo 372

### LP'S

THE 3rd TIME AROUND  
Roger Miller—Smash MGS 27068

FOR YOUR LOVE  
Yard Birds—Epic LN 24167

THE MANY SOULS OF  
TURLEY RICHARDS  
20th Century Fox TFM 3176

AND NOW . . .  
RUDY VALENTYNE  
Roulette R 25299

LONESOME SAD AND  
BLUE  
Kitty Wells—Decca DL 4658

HARLOW  
Soundtrack—Columbia OL 6390

AND NOW . . . BREAKING POP!!

"SOUTHERN  
COUNTRY  
BOY"

Carter  
Brothers

Jewel 745

DJ's Write for Samples

JEWEL RECORDS

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THE "SLEEPER" OF THE YEAR BY  
HIS ROYAL HIGHNESS

# "DOWN IN THE BOONDOCKS"

by

## Billy Joe Royal



COLUMBIA RECORD 4-43305



## "MISIRLOU"

by

## THE ROEMANS

ABC PARAMOUNT 10671

SHIPPING JULY 9th

GREAT NEW ONE BY

## THE TAMS

"CONCRETE JUNGLE" b/w

"TIL THE END OF TIME"

ABC PARAMOUNT



"SO FINE" b/w "HIDING PLACE"

by **THE BELIEVERS**

APT RECORD 25083

SHIPPING FRIDAY

"SWEEP AROUND YOUR  
OWN BACK DOOR"

by **DONALD HIGH**

APT RECORDS

ALL BOOKED BY:

**BILL LOWERY TALENT INC.**

ATLANTA, GA. Ph.: 233-6703



# YOU SAID IT!

BY DEL SERINO

## THE QUESTION

Where do you think your future important records will come from—independent producers or your own A & R staff?

## THE ANSWERS

Leonard Burkat, Vice President, Information and Design, Columbia Records: Columbia has a historic commitment to maintaining a staff of A & R men who know what's hot and who know how to make the sounds that get hot. Nevertheless, Ken Glancy, our A & R Vice President, will continue to keep his door open to independents who have something to offer. I think that anyone in the business will take any record he thinks may make it, but a great company life ours doesn't just sit back and wait for them to come to us. Our A & R department is constantly on the lookout for new talent of all kinds: performers, writers, arrangers—either individually or with all the elements already assembled in a master. We'll take important records wherever they come from but we really believe that we have and will in the future continue to have the resources for producing them right here in our own shop.

## Losers Signed

NEW YORK—The Losers, rock combo at the Ondine, have been signed by Atlantic Records.

Chartbound



### WINE

### Mel Tillis

S-155

ORDER FROM YOUR RIC DISTRIBUTOR NOW



Michael Stewart, United Artists Corporation, Executive Vice President Music and Record Division: There is no question that independent producers do play an important part in the industry today and in my opinion will continue to do so. However, I don't think a record company can live and grow successfully without their own roster of artists, their own staff and their own creators. Although we intend to keep an open door policy as far as independent producers are concerned, I feel most of our important records will come from our own A & R staff. We have a very important roster of artists who are produced by our own staff. There is no question in my mind that most of our important records will come from these artists.

Steve Sholes, Vice President of Popular A & R, RCA Victor Records: We certainly expect that our highly qualified staff of A & R producers will contribute the majority of important records issued on the RCA Victor label, as they have in the past, and as they are contributing today. Within our competitive industry, no one, of course, can have a monopoly on originality and creativity. We will, therefore, always be receptive to any ideas and/or talent from whatever area they might emanate.

Shelby Singleton, Vice President, Mercury Records: I think they'll come from both. Independent producers are a very important part of the record business, but so are staff A & R men with companies. Teen and R & B hits are basically coming from independent producers; but to create name artists that will continue for a period of years, I feel they will come from our own A & R staff.



## March Wins

Peggy March, RCA Victor's 17-year-old singing star, was declared the winner recently of the renowned Baden-Baden Music Festival competition, held annually in Germany.



# COAST CAPERS



BY TED RANDAL

HOLLYWOOD—This morning I had an unusual opportunity to listen to two different people discuss the controversial subject "Is there a difference in markets?" Both men were knowledgeable, and both were business and personal friends of mine. One stated that markets were radically different; the other stated they were all alike.

At this point, you undoubtedly have your own opinion, so let me state mine. I think they were both right, but they were trying to compare oranges and broomsticks.

From a radio standpoint, it is true that markets are considerably different. For example, if a market (such as Chicago has been for the past several years) has only one popular music station, and their music policy is to use a short play list and wait for records to break elsewhere before they add them, then that market probably will not break many records. That market also will not go on new records, and, conceivably may not even play many records that are played in most other markets. Consequently, that market will be different from other markets, for many records that have been hits elsewhere will not be hits there.

From a record standpoint, it is also true that all markets are basically the same. A theory I have often explained, and one that is considered fact by many, states that any record that is properly exposed in any market will be the same size hit in any market during the same period of time. The catch is that it is virtually impossible at the present time to get proper exposure in all markets at the same time, and as a result markets seem different. I am absolutely certain that proper exposure is the answer, for many of the stations I program use the same hit list, yet they are in widely diverse areas of the country.

Do markets differ? In radio stations and program directors, but not in people, and most assuredly not in musical tastes. If they did, there would be no such thing as a national hit.

This Saturday (3) should be one of the wildest nights since the Beatles were here. To assist them in their rating battle, KFWB set a tremendous performance at the Hollywood Bowl, and all indications are for close to sell-out. Artists scheduled for appearances include the Beach Boys as headliners along with Sam the Sham and the Pharaohs, the Righteous Bros., the Kinks, Dino, Desi and Billy, Peter, Paul and Mary, Ian Whitcomb, the Sir Douglas Quintet, Donna Loren and the Liverpool Five.

The station also is in on the promotion to bring the Beatles to San Diego's Balboa Stadium Aug. 28, along with KMEN in San Bernardino, and KGB in San Diego. Not long after that the spectacular foursome will be appearing at the Hollywood Bowl in a presentation by KRLA.

John Gary opened at the Coconut Grove June 29 for two weeks, and it was a smash starter for the 14-day period . . . Wayne Newton has exited the Hollywood area for a couple of weeks. He'll be in Houston at the Cork Club . . .

Roger Miller, who's new smash single and album are smashes, is set for an upcoming Hollywood Palace guesting . . . "Shindig" continues to book the top pop acts in the business, and that makes Hollywood an even more exciting place to live. Their July 14 segment includes Shelley Fabares and Terry Black from the newly formed Dunhill label, Jim Doval and the Gauchos on ABC, Ian Whitcomb (Tower's pride and joy) and the Beau Brummels who are currently enjoying success on the Autumn label from San Francisco.

Molly Bee, who's new on MGM, is busy with "Paint Your Wagon" at the Valley Music Center in Woodland Hills till July 4. And here's my scoop for this week . . . Herman's Hermits will be in town Aug. 7 for a big show at the Pasadena Rose Bowl presented by KFWB. It's all hush-hush now, but watch it happen . . . Dee Dee Warwick is scheduled to fly in to glitter city July 9 to 19 for appearances on all the locally produced TV shows.

## DJ Changes

### FRANK TERRY

To: KHJ-Hollywood, Calif.  
From: KDEO-San Diego  
Production Manager and substituting Deejay

### GEORGE WILSON

Upped at: WITH-Baltimore, Md.

### Program Director BURT SHERWOOD

Upped at: WTRY-Albany  
Station Manager  
MICHAEL P. MALLARDI  
To: Straus Broadcasting Group  
From: RPI

### Treasurer

### HARVEY ALLEN

Upped at: KYUM-Yuma, Ariz.  
Music Director

### JIM HANLON

To: WKBO-Harrisburg, Pa.  
From: WPGC-Washington, D.C.

### Morning DEEjay MIKE AMBROSE

To: KFHW-Hollywood  
From: KDEO-San Diego  
DEEjay

### DIANE LEE HORWOOD

To: KFHW-Hollywood  
From: KFI-Los Angeles

### Publicity Director

### GEORGE COOPER

To: KALL-Salt Lake City  
From: WINZ-Miami, Fla.  
Program Director

## Form Daedalus



Writer-producer Van McCoy and Dave Kapralik have joined forces to form Daedalus Productions, with the company's first effort, a Spellbinders deck, due on the Columbia label. McCoy is the writer of the chart-climbers "Before and After," by Chad and Jeremy, and Barbara Lewis' "Baby, I'm Yours."

## Col's Taylor Tops Pubbery Relations

Larry Taylor has been appointed Manager, Publisher Relations, Columbia Records, according to an announcement by Kenneth Glancy, Vice President, Artists and Repertoire for Columbia.

Taylor is responsible to Glancy for maintaining liaison with the music publishing companies for all of Columbia's recording interests.

## Spotlights

The Reflections have started a month-long tour of one-nighters with Bobby Goldsboro. Jaunt covers the East and Midwest . . . Deco artist Ethel ("Swiss Miss Yodeler") Delaney will make her first Canadian tour starting Aug. 1. She will be joined by other CW stars from up Canada way . . . Pearl Woods does the Gary Stevens-WMCA record hop at Palisades Park July 10-11.

Vi Velasco will sing the title song over the credits of the new film, "Who Killed Teddy Bear?" Number will be included in the sound track LP, and UA Records will also release it as a single . . . Ben Scotti, defensive half-back brother of new Fox pactee Tony Scotti, is drum-beating for Tony. Because of his football record, Ben is popular with djs and is covering Philadelphia, Cleveland, Pittsburgh and other cities before reporting for football practice in mid-July . . . Emilio Pericoli is here from Italy and making his American debut at the Three Rivers, Syracuse, through July 11.



Pearl Woods Tony Scotti Ethel Delaney Emilio Pericoli

Bill Black's Combo begins a two-week concert tour of South Africa July 5. They will be playing the following towns: Durvan, Capetown and Johannesburg. The Dave Clark 5 returns to the U.S. on July 5 to resume their fifth tour of one-nighters . . . Murray the K presents his first "Summer Spectacular" at the Brooklyn Fox Theater July 14-20.

## THE MOST PROMISING AND EXCITING NEW PERSONALITY TO HIT THE ENTERTAINMENT FIELD

### "PICK OF THE WEEK" RECORD WORLD, JULY 3

DON'T SWEET TALK ME (Jack Ripley, BMI)  
SOMEONE FINALLY FOUND ME (Jack Ripley, BMI)  
KAY TOLLIVER—North Lake 2652

Pretty new canary trills well on this perky c/w song about a sweet talker. Will establish her.

### "BILLBOARD SPOTLIGHT PICK"

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

KAY TOLLIVER—Don't Sweet Talk Me (Jack Ripley, BMI). North Lake Prod 2652



Composer:  
JACK RIPLEY

"SOMEONE FINALLY FOUND ME"  
KAY TOLLIVER  
North Lake #2652

### MICHIGAN

Country Music Capital  
of the North

Soars into # 12 Spot on  
WKMF

Record Chart with FIRST Record  
—and Flying Higher!!!

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NUGGETT SOUND STUDIOS  
NASHVILLE, TENN.

NORTH LAKE  
PRODUCTIONS

Otter Lake, Michigan 48464  
Area Code 313 SWift 5-5917

Produced by  
Rudolph J. Koteles

# London Lowdown

BY ALAN FREEMAN



Alan Freeman

Dutch . . . or the tulips on Freeman's roof garden have withered and died . . . or Freeman has a poisoned right toe due to a splinter received from his best Dutch clogs! Ah, but how astray you are to jump so hurriedly to a Capital Amsterdamian conclusion like that, oh, Americanos. However, I forgive you, so let me tell you the reason for the above-mentioned apprehension. True it be that flowers are involved, though they be NOT tulips, but in fact, geraniums, and they are withering and dying. I remember so many moons ago when the sun shone brightly—when the warm winds floated over our Beatlized Isle, and one was tempted into a false sense of accepting the fact that this was indeed a land of sunshine at the right time of the year, too. And then, one day, while listening to my favorite record show (I always record it a week in advance) I heard a most astonishing statement from the weather forecast chappie who said, "The warm sunshine will continue, and is due to a cyclone hanging over Holland." Although I'm uncyclonically minded, I am aware that hurricanes are always Christened (some people I know are on Christian name terms with them), and I'm wondering if the same applies to cyclones, because, you see, "Fred" or whatever his name might be, didn't hang around very long, and subsequently, hasn't been seen hanging around anywhere since!

Last night at a rather elegant party in Belgravia I did manage a reunion with the dynamic British song bird, Shani Wallis. She more or less went over to your side of the world about 15 months ago, and after a lengthy tete-a-tete with Shani and her manager, Bernie Rich (he used to produce TV shows for Eddie Fisher, didn't he?), I found that she'd appeared at the Copacabana, the Persian Room, was opening in Las Vegas with Red Skelton on July 7, and towards the end of the year might well be on Broadway in a new Theatre Guild musical production written by Jule Styne and "Yip" Harburg, and based on a film called "Holy Matrimony." Something tells me that when Shani hits Broadway, the explosion will be shattering!

Incidentally, a new single that might be a big one on your side as it looks like being over here, is by Craig Douglass en-

I'm finding it hard to concentrate on records, recording stars, pop magazines, managers, agents, the top 20, my typewriter and many other things of great importance. Because you see, minute after minute, hour after hour, day after day, week after week (and there I'll halt temporarily), I sit by my radio or TV screen, hoping that some splendid English voice will dramatically interrupt whatever's happening on either medium, and shout the great news that "A Cyclone is hanging over Holland!"

Of course, your immediate reaction is, Freeman hates the

titled "Around the Corner." It's one of those lyrics about a chap who's in love with a lass around the corner, but also in love with the same lass is a chappie who leads a gang, and he makes it rather hot for the first chappie who eventually sings his way around the corner and sees a flash, feels a pain in his chest and for some strange reason decides to lay in the gutter whispering goodbye and all that sort of business!

Now, into our British Top 100 goes Dean Martin at No. 68 with "Remember Me" . . . Frank Sinatra's at No. 60 with "Tell Her" . . . Keely Smith at No. 59 with "Something Wonderful Happened" . . . The Ivy League have gone up to No. 46 with "Tossin' & Turning" . . . The Beach Boys have gone to No. 27 with "Help Me Rhonda" . . . Kenny Lynch has jumped to No. 28 with his Brighton Song Festival Winner entitled "I'll Stay By You." One EP by the Rolling Stones is in the top 10, and one by Manfred Mann goes into the Top 20.

## This Week's Top 10 in Britain

1. "CRYING IN THE CHAPEL"—Elvis Presley.
2. "I'M ALIVE"—The Hollies.
3. "THE PRICE OF LOVE"—The Everly Brothers.
4. "COLOURS"—Donovan.
5. "LOOKING THROUGH THE EYES OF LOVE"—Gene Pitney.
6. "LONG LIVE LOVE"—Sandie Shaw.
7. "TRAINS AND BOATS AND PLANES"—Burt Bacharach Orch & Chorus.
8. "THE CLAPPING SONG"—Shirley Ellis.
9. "GOT LOVE IF YOU WANT IT"—E.P.—The Rolling Stones.
10. "SET ME FREE"—The Kinks.

## ABC Cuts Prices

NEW YORK—Larry Newton, President of ABC-Paramount Records, Inc., has announced that prices on ABC-Paramount, Impulse and Dunhill (distributed by ABC-Paramount Records, Inc.) product have been adjusted

in accordance with recent government tax cuts.

Prices are: 45 rpm singles, 94¢; LP product, \$3.79, \$4.79, \$5.79, and \$6.79. A previously announced 15% discount on all LP product has been cancelled, and replaced with a 12½% discount applicable to all catalog and new albums.

## Musicor's Giant 18 LP Release

NEW YORK—Musicor Records held its first in a series of four meetings last week at the Warwick Hotel, where they presented the Musicor fall line to their Eastern distributors.

Those present: John Halonka, Beta Distributors, New York; Frank Holland, Mutual Distributors, Boston; Bob Devere and Carl Gerace, Delta Records, Buffalo; Harry Rosen and Irv Durrfer, David Rosen Distributors, Philadelphia; Ed Rosenblatt, Mainline of Cleveland; and Irwin Fink, All State Distributors, Newark.

Musicor is releasing 18 albums—the biggest amount of product since its inception. They consist of: "Looking Through the Eyes of Love" by Gene Pitney; George Jones and Pitney with a new duet album, "It's Country Time Again"; "New Country Hits" by George Jones; a new Spanish album by The Los Hispanos Quartet; a new spiritual by George Jones, "Amen, Brothers & Sisters"; "Hey Louie, Play Melancholy Baby"—Lou Stein in honky tonk style; "The

Glory of Ireland" by Brendan O'Dowda; "All Ports East" by Gus Vali and Orchestra; "Tito Rodriguez & Jose Melis"; 51 Viennese Waltzes, the Concert Masters String Orchestra; "My Heart Sings For You" by Tito Rodriguez; a new Spanish release by "The Orquestra Broadway"; the original motion picture soundtrack of "Go, Go, Go Canciones Fabulosas De," featuring Tito Rodriguez, Los Hispanos Quartet, Nelson Pinedo, Vitin Aviles and The Orquestra Broadway; and a Hawaiian album, "Songs of The Islands." Also a new Spanish album by Nelson Pinedo, "A Latin in America"; "Latin for Dancers" by Joe Loss and Orchestra; and "Birthday House," featuring Paul Tripp.

"This is a mighty powerful release for a young company like Musicor," stated Art Talmadge, president, "and we are anticipating writing orders in excess of one-half million dollars."

Meetings were also held with Musicor's Southern distributors in Atlanta, Ga.; the Mid-western distrib meeting was held in Chicago and the Western meeting was held in Los Angeles.

## SOMEWHERE DOWN THE LINE

b/w

## POETRY IN MOTION

by Con Pierson

Ford Records # 144

Produced by Murcon-Applebaum

FORD RECORDS

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## Redding Producer

Otis Redding, riding high with his "I've Been Loving You Too Long" on the Volt label, has turned producer. His first production for his new Jotis label, (part of the Stax-Volt family) features Billy Young singing two Redding compositions, "Same Thing All Over" and "The Sloopy."

# R&B Beat (Continued from page 14)

ing a very simple formula, an Otis Redding record should give a maximum count of at least eight good sized goose-bumps per square inch or a grand total of 8,000 goose-bumps per average 200 lb. PD. A typical "paddy" record would register, at the most, at half a goose-bump per square inch.

Unfortunately a number of important pop PD's have NO soul to start with and here you are in trouble and no machines I developed can help you. The mental health of the people living within range of this type station has been found to be very poor unless there is a soul R&B station with a good signal around.

## JERRY THOMAS, KNOX, FT. WORTH PICKS

My Bleeding Heart, Elmore James, Sphere Sound

We're Doing Fine, DeeDee Warwick, Blue Rock One Step, Maxine Brown, Wand Alimony, Tommy Tucker, Checker Drown In My Own Tears, Billy Preston, Vee Jay

Come Back Baby, Mitty Collier, Chess When A Guitar Plays The Blues, Roy Johnson, Columbia

Everything, Joe Hinton, Backbeat You Ought To See My Baby, Jimmy Washington, Back Beat

For the first time in a long while, we notice that KNOX has broken some records on Atlantic label.

Baby I'm Yours, Barbara Lewis Thank You John, Willie Tee

## IN THE TOP 10

Southern Country Boy, Carter Bros., Jewel It Hurts Me Too, Elmore James, Enjoy Joy To My Soul, Al "TNT" Braggs, Peacock

## BOB KING, WOOK-TV, WASHINGTON PICKS

Agent OO Soul, Edwin Star, Ric Tic If You Don't Work, James Crawford, Mercury I'm A Happy Man, Jive Five, U.A.

The Big Lie, Gene Chandler, Constellation Do The 45, Sharpies, Onederful

## SALES

Only Those In Love, Baby Washington, Sue Thank You John, Willie Tee, Atlantic Here I Go Again, Ruby Johnson Nibb

## ED TEAMER & LARRY MCKINLEY, WYLD, NEW ORLEANS

## TOP PROSPECTS

Think About The Good Times, Soul Sisters, Sue

Love Me Now, Brook Benton, Mercury Dear John, Johnny Thunder, Diamond

Do The 45, Sharpies Crying To Do, Roscoe Shelton, Sims

Man Down There, G. L. Crockett, 4 Bros. Let's Do It Over, Joe Simon, VeeJay

You'd Better Go, Derek Martin, Roulette

## KEN REETH & PORKY CHEDWICK, WAMO, PITTSBURGH

## TOP 15

He's A Lover, Mary Wells, 20th Fox In The Midnight Hour, Wilson Pickett, Atlantic

## PICKS

You'd Better Go, Derek Martin, Roulette Same Old Feeling, Jo Ann & Troy, Atlantic

Member Of The Club, Titus Turner, Bell Why De You, Marvin Johnson, Tamla

Candy, Astors, Stax Happy Feet Time, Monclairs, Sunburst

## HERB CAMPBELL, KSOL, SAN FRANCISCO

## TOP PICKS

I'll Always Love You, Spinners, Motown Turn Blue, Jimmy McGriff, Sue

Sno-Cone, Albert Collins, TCF/Hall

## TOP 10

It Hurts Me Too, Elmore James, Enjoy Crying For My Baby, Jr. Parker, Duke

Hold On Baby, Sam Hawkins, Blue Cat Bootleg, Booker T, Stax

## ED WRIGHT, WABQ, CLEVELAND

## BIG BREAKOUTS

It's A Man Down There, G. L. Crockett, 4 Bros.

I'll Always Love You, Spinners, Motown Pappa's Got A Brand New Bag, James Brown, King

Agent Double OO Soul, Derek Martin, Ric Tic Midnight Hour, Wilson Pickett, Atlantic

It's Too Late, Arthur Prycock, Old Town One Step, Maxine Brown, Wand

Track Of My Tears, Miracles What The World Needs, Jackie DeShannon, Imperial

It's A Man Down There, G. L. Crockett, 4 Bros.

Pretty Little Baby, Marvin Gaye, Tamla Poor Boy, Tony Clark, Chess

You'd Better Go, Derek Martin, Roulette

(Note: Business on R&B records picked up LARGE!)

## PICKS

Bleeding Heart, Elmo James, Sound Sphere You Make Me Feel So Good, Gems, Chess

First I Look At The Purse, Contours, Gordy Both Sides, Marsha Gee, Uptown

## CLARENCE SCAIFE, WNOO, CHATTANOOGA

## HITS

Close To You, Clarence Ashe, ABC Goes To Show You, Garnet Mimms, U.A.

Midnight Hour, Wilson Pickett, Atlantic Don't Let It End, Freddy Scott, Columbia

## BILL TERRELL, WDMA, MEMPHIS

## PICKS

After Loving You, Della Reese, ABC Shop Around, Mad Lads, Volt

Dear John, Johnny Thunder, Diamond

Gonna Make Me Cry, O. V. Wright, Back Beat Willy Nilly, Rufus Thomas, Stax

## KEN HAWKINS & WILL RUDD, WJMO, CLEVELAND

## SALES

99 Plus 1, J. Gardner, Blue Rock You'd Better Go, Derek Martin, Roulette

Dear John, Johnny Thunder, Diamond Southern Country Boy, Carter Bros., Jewel

I'll Still Love You, Jeff Barry, Red Bird Candy, Astors, Stax

## ROCKY GROCE, WWRL, N.Y.C.

## NEW FOR HEAVY PLAY

Dear John, Johnny Thunder, Diamond It's Too Late, Arthur Prycock, Old Town

Good Times, Soul Sisters, Sue I'll Always Love You, Spinners, Motown

Brand New Bag, James Brown, King Ride Your Pony, Lee Dorsey, Amy

I'm A Happy Man, Jive 5, U.A. (Note: N.Y.C. hit off WMCA.)

## LARRY DEAN & AL JEFFERSON, WWIN, BALTIMORE

## HITS

I'm In Your Corner, Gloria Parker, LLP Tell It Like It Is, Dolores Lynn, Jr.

Gonna Take A Miracle, Royalettes, MGM Man Down There, K. G. Crockett, 4 Bros.

Got To Run, Vickie Baines, Parkway We Love You Baby, Mighty Joe Young, Webcor

## BURKE JOHNSON, WAOK, ATLANTA

## IN THE TOP 15 SALES

Love Me Now, Brook Benton, Mercury What The World Needs, J. DeShannon, Imperial

Love Has Joined Together, Temptations (Philly Smash also)

Thank You John, Willie Tee, Atlantic #1 Sales Smash, One Step, Maxine Brown

## DOING WELL (Instrumentals)

Happy Feet Time, Monclairs, Sunburst Buster Browne, Willie Mitchell, Hi

Bootleg, Booker T & Mg's, Stax Flip Action: Keep Him, Barbara Mason, Arctic

## What Love Has Joined Together, Temptations

## RODNEY JONES, WVON, CHICAGO

## HITS IN THE MAKING

That Goes To Show You, Garnet Mimms, U.A. Tell It Like It Is, Dolores Lynn, Jr.

You Succeeded, Sandra Phillips, Broadway Got To Find A Way, Harold Burrage

No Pity, Jackie Wilson, Brunswick Hallelujah, Invitations

You'd Better Go, Derek Martin, Roulette Do The 45, Sharpies

Agent OO Soul, Edwin Sharp, Ric Tic LeBARON TAYLOR, WCHB, DETROIT

## LIKES

Contours, Miracles, Orleans, "Baby I Need You," Marsha Gee, Uptown; Derek Martin; Tony Clarke; Rufus Thomas

## BUSTED

"Candy," Astors; Gloria Parker; Wilson Pickett; Benny Spellman; Mary Wells; Spinners; Carla Thomas; Invitations and "Agent Double OO Soul," Edwin Starr

## ERNIE DURHAM, WJLB, DETROIT

## GOOD SALES

In Crowd, Ramsey Lewis Trio, Argo (Smash) After Loving You, Della Reese, ABC

My Bleeding Heart, Elmore James

## PICKS

Don't Open The Door, Clarence Ashe, ABC If I Didn't Love You, Chuck Jackson, Wand

Storm Warning, Volcanoes, Arctic Look At The Purse, Contours, Gordy

Gonna Make Me Cry, O. V. Wright, Back Beat Tracks Of My Tears, Miracles, Tamla

## GEORGIE WOODS & JIMMY BISHOP, WDAS, PHILADELPHIA

## SMASHES

Storm Warning, Volcanoes, Arctic Candy, Astors, Stax

## BREAKOUTS

It Hurts Me Too, Elmore James, Enjoy That Goes To Show You, Garnet Mimms, U.A.

Pappa's Got A Brand New Bag, James Brown, King

Tell It Like It Is, Dolores Lynn, Junior Agent Double OO Soul, Edwin Star, Ric Tic

Satisfaction, Rolling Stones, London Midnight Hour, Wilson Pickett, Atlantic

I'll Always Love You, Spinners, Motown

## WILLIE MARTIN & LARRY HARGROVE, WRBD, FT. LAUDERDALE

## PICKS

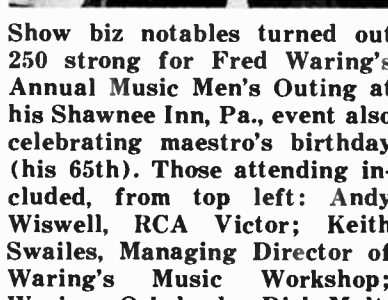
Tell It Like It Is, Dolores Lynn, Junior That Goes To Show You, Garnet Mimms, U.A.

Just Because, Jo Ann & Troy, Atlantic Here I Am, Dionne Warwick, Scepter

Crying To Do, Roscoe Shelton, Sims Good Times, Soul Sisters, Sue

I'm Not A Plaything, Marv Johnson Boss Love, Lee Rogers, D Town

# 250 At Waring Music Men's Outing



Show biz notables turned out 250 strong for Fred Waring's Annual Music Men's Outing at his Shawnee Inn, Pa., event also celebrating maestro's birthday (his 65th). Those attending included, from top left: Andy Wiswell, RCA Victor; Keith Swailes, Managing Director of Waring's Music Workshop; Waring; Ork leader Dick Maltby; Ernest Farmer, Managing Director, Shawnee Press Publishing; Waring; John Raitt; composer Johnny Marks; Pierre Cosette, Dick Shawn's manager; Jack Philbin; Shawn; Raitt; Bill McCafferty, Art Carney's manager; Cmdr. Bishop, USN; Hirsh de la Viez, Show Biz Productions; Nelson Case, announcer; Raitt; Shawn; Johnny Johnston; Waring.

## Gogi Grant Signed

HOLLYWOOD—Singer Gogi Grant was signed by producer Lew Futterman to an exclusive recording contract, calling for four albums and twelve singles per year.

## Prices Reduced By Atlantic

Atlantic Records prexy Ahmet Ertegun sent the following telegram on Wednesday, June 30, to all Atlantic and Atco distributors:

Atlantic Records announces the following price reductions on albums and singles in accordance with the removal of the excise tax on records. Effective immediately the suggested retail price of \$3.98 LPs drops to \$3.79; \$4.98 LPs to \$4.79; and \$5.98 LPs to \$5.79. Suggested dealer price on \$3.79 LPs is \$2.35; on \$4.79 LPs is \$2.97; on \$5.79 LPs is \$3.59.

Suggested retail price on 98 cent singles is now 94 cents; suggested dealer price is now 58 cents.

These price reductions apply to all labels handled by Atlantic Records.

## Laurie to Cap Club

HOLLYWOOD—Alan W. Livingston, President, Capitol Records, Inc., and its subsidiary, the Capitol Record Club, Inc., announced that Laurie Records has signed up for distribution of the albums by CRCI.

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# A-B's Rosner Seeks Dependable Catalog

By DAVE FINKLE

NEW YORK—When David Rosner was appointed Professional Manager of April-Blackwood publishing a couple of weeks ago, pubbery General Manager Jerry Teifer announced that Rosner would "be responsible to Teifer for acquiring and enhancing musical compositions from freelance writers as well as co-ordinating the material and assignments of April-Blackwood's writing staff."

In order to find out just how Rosner was going to go about those general terms of "enhancing," "acquiring" and "co-ordinating," Record World dropped up to see the enter-

prising fellow last week. Rosner, whom company staffers acclaim "a popular appointment" in his new post, is a man of specifics.

First he pointed to top pops charts where five of his tunes appeared.

Then he held up A-B's latest sheet music tunes and pointed to the revamped and 1965-styled covers, which feature tinted photos of the artists who introduced the songs atop a stylized music stand. Lettering is bold black on a bold white background. "Everybody knows that album packaging can be important to sales," Rosner said, "so why shouldn't the same be true of sheet music?"

### "Expose It, Exploit It"

As far as enhancing the catalog, Rosner said he intends to "expose it, exploit it and get it vitally active. We are not out for the song that will hit once and then might enjoy some sort of a revival in a couple of years. We want a dependable catalog. And for that reason we are more interested in the song that might



APRIL-BLACKWOOD STAFFERS: From left, Van McCoy, Ted Daryll, Estelle Levitt, Chip Taylor and (seated) David Rosner and Jerry Teifer.

not be top 10, but can be worked into albums and can be done in different styles. We're willing to get behind this kind of song.

"We're willing to spend time building a copyright—to market a song, adapt it to the market. And we'll do this because we're a highly promotional company and we're aware that there is more than one way to get a song exposed."

It seems to be Rosner's joy to think of as many ways as possible to get songs exposed.

He's already got a honey of a notion for pushing "Confidence," the march from the A-B score of "The Secret Life of Walter Mitty." He doesn't want to publicize the details, but football and marching bands are involved along the line.

He's also looking into something special for one of Chip Taylor's tunes. Taylor, staff noteknitter and associate manager who sat in on the interview, penned "The Long Walk Home" a while back. Although this moody march was recorded by a number of artists, it didn't click in a big way. The pubbery still believes in it though, and Rosner disclosed that a TV show might be based around the tune. He noted that this was an unusual way of going at things, but why not possible?

And, of course, the company still uses more standard approaches of plugging a tune—like taking it to any artist thought suited to the particular ditty at hand or mastering songs in contemporary sounds where fitting, jetting it to Nashville.

### Songs Acquired 2 Ways

Acquiring songs for A-B is done in two ways: 1) drawing on the staff writers, Taylor, newly contracted Ted Daryll, Van McCoy, Estelle Levitt and Philadelphia-based Ricci Merino and Gordon Galbraith; 2)

## O'Brien Exits Philips

CHICAGO — National Promo Director Bill O'Brien of Philips Records has announced an amicable parting between himself and Mercury Record Corp. O'Brien said that he intends to vacation several weeks before making a definite decision as to a number of business offers, both domestic and overseas.

## Success Fated



Alfred Drake (left) belts a song about ancient Baghdad during the RCA Victor recording session for the original cast album of the musical Theater of Lincoln Center production of "Kismet." Standing by are Henry Calvin, the Grand Wazir, and co-star Anne Jeffreys. Session took place in Webster Hall the Sunday before the musical opened at Lincoln Center June 22. The album now is in record stores.

taking outside material. "Everything is cherry picked," Rosner said.

"Another thing we do is help record companies promote our songs. We're aware that many companies release more than one record a week, and we're not about to assume that in every instance our song is uppermost in their mind. For that reason, we have men on the road and we're available to work with record company promotion staffs. We're interested in forcing something to happen. And it does. Look what happened with Barbara Lewis' 'Baby, I'm Yours,' which was around for a number of weeks before it broke."

"Don't get me wrong," Rosner concluded. "We're not against the instant hit, but we're also after much more."

### TAKING OFF !!

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# Capitol Opens New Mfr. Plant In Illinois

HOLLYWOOD — Opening of the "world's most modern record pressing plant" takes place next Monday, July 12, in Jacksonville, Ill., when Capitol Records, Inc. unveils its new, multi-million dollar record pressing facility.

The plant, Capitol's third (the other two are in Los Angeles, Calif., and Scranton, Pa.), answers the label's long-standing need for a Midwest shipping and manufacturing point.

The \$2.5 million plant will be capable of producing between 5-6 million units each year. It occupies more than 100,000 sq. ft. and, according to George R. Jones, CRI's Vice-President, manufacturing and engineering, "it has the most modern and up-to-date record pressing equipment and techniques available.

"Many of the manufacturing innovations were designed by Capitol engineers. Among

carefully studied 26 communities in five states. The Jacksonville site was selected in 1964, and construction began last September.

## Reasons for Selection

Jones gave six key reasons for the selection.

1. ample water supply
2. ample labor market
3. friendly labor climate
4. location
5. gas, electric facilities plentiful
6. friendly community atmosphere

As an example of the community's attitude, a gala week-end-long (July 10-11), celebration is being organized by the Jacksonville Chamber of Commerce. The C of C has planned a Saturday night street dance. The Lettermen will put on two shows during the dance.

Both radio stations (WJIL and WLDS) have been plugging the affair and will run



"The World's Most Modern Record Pressing Plant"

these are a completely automatic 'air-veying system'. This system will enable Capitol to turn out a better finished product because resins (powder) will be fed directly to and heated by an extruder (the extruder controls the exact weight and temperature of the 'shot size'—the amount of material that will be used in each disk), the record is then pressed automatically and the first time it is touched by human hands is at the inspection table . . .

"By controlling the process automatically, we eliminate any chance for error."

Just as important as the plant's capability is its location—80 miles from St. Louis and less than a day by truck to Chicago. This means that service to Capitol's many key Midwest customers will be better than at any time in the past.

Building of the plant was the result of an intensive, two-year study in which Capitol

special broadcasts throughout the weekend. A TV special will be aired by Station WGEM in Quincy on Friday night.

Capitol has also planned a Saturday (July 10) luncheon. Glenn E. Wallich, Chairman of the Board and Chief Executive Officer, CRI; Alan W. Livingston, President, CRI and Jones will co-host the function.

Among the expected guests are: Illinois Governor Otto Kerner, Mayor Byron Holkenbrink of Jacksonville and several state senators.

On Sunday, the festivities will be climaxed with Capitol's Public Open House, from 1-4 p.m. at the plant. Between 8-10,000 are expected to turn out. A special, souvenir-disk has been designed and will be passed out to all visitors.

## Outsiders Sign

Herman D. Gimbel, President of Audio Fidelity, Inc., recently signed the Outsiders, a rhythm and blues group, to a recording contract.

# Pickwick Sales Up 16%

NEW YORK — Cy Leslie, President of Pickwick International, Inc., announced last week that sales for the fiscal year ended April 30, 1965, were \$7,052,682 up 16% and profits increased by 40% to \$304,967 or \$1.00 per share. During the corresponding period in 1964, as restated to include foreign operations, sales were \$6,175,213 and net income was \$218,564 or 73 cents per share. Leslie stated that the past year was the most successful in the history of the economy-priced record merchandiser with both sales and earnings at new highs in the 12th year.

He also pleased the shareholders by announcing that

## Fox Inks Scotti

NEW YORK — 20th Century Fox Records has signed singer-actor Tony Scotti to a recording contract. His first release: "Make Her Mine."

## Lambert To Firm

NEW YORK — Stan Catron, General Professional Manager of South Mountain Music, announces that Eddie Lambert has been added to the firm as his assistant.

## Boyer 'Love' Hit

Dick and Don Addrissi, young West Coast writing team who recently signed a five-year writing contract with Four Star, may have the surprise hit of the year in Charles Boyer's recording of their song "Where Does Love Go."

## Touring



Philips recording star Nina Simone is pictured with her daughter, Lisa, before boarding a TWA jet at Kennedy Airport for a five-week, European tour of six countries.

dividends would be declared in the near future. In addition, stockholders returned the present board of officers to their post.

Also present at the meeting was Monty Lewis, head of Pickwick's recently formed British branch, Allegro. He announced that he was making great inroads in the little developed British budget field. He has already introed the line into England's largest bookstore chain, W. H. Fields.

Leslie predicted that Pickwick International would once again set new marks in both sales and profits during the current fiscal year. While indicating that Pickwick's Hilltop Country & Western series, Cricket and Happy Time children's records, Design and Grand Prix budget-priced albums and premium recordings would continue to show increased growth, Leslie stressed the future significance of Pickwick's foreign operation and of three new programs developed during the past twelve months.

"With less than two years of operation completed," Leslie stated, "Pickwick International (Great Britain) Ltd. is already one of the largest merchandisers of economy-priced records in Great Britain and is contributing to profits."

Pickwick's new projects include its music publishing subsidiaries — Weiss & Barry Copyrights and Barmour Music and its long-term agreement with General Electric to supply "Picture-sound" programs designed for use with the General Electric "Show 'N Tell" phonoviewer. "To date," Leslie revealed, "Pickwick has produced 135 programs and is continuing to expand the library to meet demand."

Most significant to the company was the introduction, as the fiscal year ended, of Pickwick/33, a new album line containing selected material from the catalogs of Capitol, Warner Brothers, Reprise, Everest, ABC Paramount and Jubilee Records and others.



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# Elmer Bernstein's On The Hallelujah Trail

## Busy Film Scorer Talks About U A Pic And Distinguished Hollywood Career

BY DOUG McCLELLAND

NEW YORK—Prolific film composer Elmer Bernstein has found that good things come for him in two's and three's, which is not bad, either.

They certainly have added up that way!

In town last week for the premiere of his United Artists film, "The Hallelujah Trail," starring Burt Lancaster and Lee Remick, and to tub-thump his UA album of the film's ambitious score, Bernstein told Record World of some of the problems in the scoring and the making of movie music in general.

"My first two film scores were for a John Derek film called 'Saturday's Hero' and a William Holden number, 'Boots Malone.' That was around 1950; and the following year I did Joan Crawford's 'Sudden Fear,' and that was something of a turning point. But it was a few years before the jobs really started rolling in. In 1953 or '54 I had taken a job as a rehearsal pianist with the 'Oklahoma' movie company, working with choreographer Agnes DeMille and the director, Fred Zinnemann. I'll always remember what Zinnemann once told me: he said, if you have two hits back to back, you're in."

"Then came the big turning point in my career," he went on. "I got DeMille's 'The Ten Commandments' and Preminger's 'The Man with the Golden Arm,' back to back, and my stock shot up." Bernstein has hardly had a day off from the Hollywood music mills since, although he denied ever having worked on two or more scores at once—which his remarkably prolific record certainly seemed to indicate.

### 'Hallelujah' Problems

"The Hallelujah Trail," he admitted, posed a problem initially, from a music standpoint. "It was a conceptual problem," he explained. "It's the 1870s and Denver is out of booze with winter coming. How they get their liquor and the temperance ruckus it raises forms a very funny situation comedy, really. But which way

was I to go, musically? Would I provide broad, very funny music? Should the score lean on the Western elements? The score had to cover all elements. I decided to be reasonably authentic in my approach—that's funny enough. Just listen to a tears-in-the-beer temperance song of that era. Take a pianist from the silent movie era—that kind of thing done as it was in that era gets laughs today. I took that approach."

Bernstein mentioned that there was another problem in the length of his "Hallelujah" score. "There's two hours of music in the film. We had enough music for three albums, and our problem was cutting it down for one."

The composer has worked with John Sturges, the director of the picture, on several other occasions, some of them memorable. "The Magnificent Seven," "The Great Escape," "By Love Possessed" and "A Girl Named Tamiko" are among that homogeneous group.

Former New Yorker Bernstein does most of his work and recording on the West Coast, although he did record Brook Benton and his distinguished score for the film "Walk on the Wild Side" in New York. He has done very little in the rock 'n' roll or rhythm and blues fields. He cited his score for the recent "Baby, the Rain Must Fall" as the closest he's come to the rock-and-rhythm area. "We did it on the Coast, with a lot of rock 'n' roll names," he continued.

Among the upcoming Bernstein film scores: "The Reward," with Max von Sydow; "Cast a Giant Shadow," with Kirk Douglas, John Wayne and Frank Sinatra; and "Hawaii," with Julie Andrews—Bernstein's already written a special song for Julie to sing in the latter, too.

His favorite scores? "I'd have to give you three," he said. "I must name the 'The Magnificent Seven' and also 'To Kill a Mockingbird' and, of course, 'The Man with the Golden Arm.'"



Elmer Bernstein

Casts Giant Shadow in Filmusic



Steve and Marcia Blaine had cause for Jubilee-tion last week when son, David Allen, was born. Tot is their second child.

Arif Mardin, manager of Atlantic Records studio (and a jazz composer) and wife, Latife, became the parents of a daughter, Julideh, two weeks ago. She is the second child for the Mardins.

Lew Futterman to London to record Jimmy Witherspoon and Carol Ventura and see A&R men on behalf of his publishing operations.

Stuart Wiener and Mike Lewis in association with Joe Rock have signed the Skyliners to a new recording and managerial pact, with Jubilee releasing group's "The Loser." Wiener-Lewis team has also made other production deals with Cameo-Parkway, Redbird, Josie and United Artists Records.

Jack Clement, producer of the Dickie Lee "Laurie," has moved his offices to Nashville under the banner of Jack Music, Inc. Offices are located in the new RCA Building.

Bob Crewe has been hired by Kenny Greengrass' GLG Productions to produce four sides of original material for the Barry Sisters, who record on ABC-Paramount. Crewe completed another record date last week for GLG's Highwaymen.

Ken Greengrass, manager of the Barry Sisters has announced the signing of Don Costa as musical arranger for Merna and Claire's new night club act. Also signed by Greengrass are Bob Crewe and Charles Calello who'll produce and arrange four new singles

## To London



Bobby ("Voodoo Woman") Goldsboro is pictured departing Kennedy Airport for two weeks of personal appearances in London, including major BBC-TV variety shows there. Accompanying the United Artists Records star is personal manager Lenny Ditson.

## Blue Rock Breakout

CHICAGO—Blue Rock Records A&R chief Andre Williams has acquired an important breakout single in the South, "99 plus 1," by J. Gardner from Nola Records of New Orleans. Deal was made with Wardell Quezzerque, owner of Nola.

## CBS Records Honored

CBS Records was honored with six awards at the Fourth International Record Festival recently held in Mar del Plata, Argentina.

## Jan & Dean Film

HOLLYWOOD—"Easy Come, Easy Go" has been set as final title on the Jan and Dean film which Dunhill will produce for Paramount Pictures this summer.

for the Barrys on ABC-Paramount.

Frank Grist, independent producer and president of Franc Record Company, announces that as of July 1, 1965, Franc operations will be relocated at 1745 K Street, N.W., Washington, D.C. and will go into immediate and complete reorganization.

Roland Kirk has signed a long-term contract with Eva Dolin's Newsmakers. The artist's world-wide publicity and public relations will be handled exclusively by Newsmakers. U. S. publicity for Island Records of London, headed by Chris Blackwell, will also be handled by Mrs. Dolin.

George Greif and Sid Garris, Greif-Garris Management, are in Italy to finalize agreements which will grant them exclusive United States representation of two major international song festivals.





WMIN—Saint Paul, Minnesota

1. I'll Keep Holding On (Sonny James)
2. Country Guitar (Phil Baugh)
3. Queen Of The House (Jody Miller)
4. Trouble In Mind (Hank Snow)
5. Blame It On The Moonlight (Johnny Wright)
6. Six Lonely Hours (Kitty Wells)
7. I Want No One But You (Buck Owens)
8. Blue Kentucky Girl (Loretta Lynn)
9. The Other Woman (Ray Price)
10. Engine, Engine #9 (Roger Miller)

DEACON DARRYL PORTER  
WKKD—Aurora, Illinois

1. Blue Kentucky Girl (Loretta Lynn)
2. Before You Go (Buck Owens)
3. I Feel A Sin Coming On (Glen Garrison)
4. Tiger Woman (Claude King)
5. Truck Driving Son-Of-Gun (Dave Dudley)
6. Enough Man For You (Ott Stephens)
7. I Had One Too Many (Wilborn Bros.)
8. Wild As A Wildcat (Charlie Walker)
9. Forty Nine Fifty One (Hank Locklin)
10. I'd Walk A Country Mile (Rusty & Doug)

ED FUNKHOUSER  
WSIG—Mt. Jackson, Va.

1. The Other Woman (Ray Price)
2. In The Misty Moonlight (Hank Snow)
3. You Don't Hear (Kitty Wells)
4. Ribbon Of Darkness (Marty Robbins)
5. Mr. Garfield (Johnny Cash)
6. Sunny Side Of The Mountain (Jim Martin)
7. Six Lonely Hours (Kitty Wells)
8. First Thing Every Morning (Jim Dean)
9. One Of Them (Lorene Mann)
10. Getting Married Made Us Strangers (D. West)

EDDIE ZACK

WRIB—Providence, R. I.

1. Engine, Engine #9 (Roger Miller)
2. The Bridge Washed Out (Warner Mack)
3. I'll Keep Holding On (Sonny James)
4. The Other Woman (Ray Price)
5. Six Times A Day (Dick Curless)
6. Wine (Mel Tillis)
7. Seven Roses (Marian Worth)
8. Walkin' The Floor (George Hamilton IV)
9. Country Guitar (Phil Baugh)
10. Two Of The Usual (Wade Ray)

VERNE LOTZ SHEPPARD  
KOTA—Rapid City, S. D.

1. Before You Go (Buck Owens)
2. I Can't Remember (Connie Smith)
3. Back In Circulation (Jimmy Newman)
4. Ribbon Of Darkness (Marty Robbins)
5. What's He Doing In My World (Eddy Arnold)
6. The Bridge Washed Out (Warner Mack)
7. This Is It (Jim Reeves)
8. Queen Of The House (Jody Miller)
9. Things Have Gone To Pieces (George Jones)
10. Matamoros (Billy Walker)

JIM THOMPSON

WPAQ—Mount Airy, North Carolina

1. Ribbon Of Darkness (Marty Robbins)
2. Does He Love You Like I Do (Wynn Stewart)
3. That Ain't All (John D. Loudermilk)
4. Again (Don Gibson)
5. The Other Woman (Ray Price)
6. Healing Hands Of Time (Willie Nelson)
7. That's The Chance I'll Have To Take (Waylow Jennings)
8. Wild As A Wildcat (Charlie Walker)
9. Mister Garfield (Johnny Cash)
10. Who's Gonna (Hank Locklin)

BOB CORIELL

KLLA—Leesville, Louisiana

1. Things Have Gone To Pieces (George Jones)
2. Down By The Old River (Dick Curless)
3. See The Big Man Cry (Charlie Louvin)
4. We're Not Kids Anymore (E. Tubb & L. Lynn)
5. I Feel A Sin Coming On (Jerry Reed)
6. I Wash My Hands In Muddy Water (Stonewall Jackson)
7. You Don't Hear (Kitty Wells)
8. One Day At A Time (Willie Nelson)
9. Don't Forget I Still Love You (Conny Smith)
10. I Can't Remember (Connie Smith)

SMOKEY GREENE

WSET—Glens Falls, N. Y.

1. Play Me A Country Song (S. Williams)
2. Ribbon Of Darkness (M. Robbins)
3. Perfect Example Of A Fool (B. Lewis)
4. Kill Me With Kindness (D. Adams)
5. Girl On A Billboard (D. Reeves)
6. Matamoros (B. Walker)
7. Not Worth Crying For (K. Arnold)
8. The Man Who Comes Around (J. Bond)
9. Six Times A Day (D. Curless)
10. Politicians Dog (Uncle Jud Crawford & New Ky. Travelers)

BILL GATES

KAGT—Anacortes, Wash.

1. Before You Go—I Want No One But You (Buck Owens)
2. Country Guitar (Phil Baugh)
3. If I Don't Live It Up (Jerry Reed)
4. Heartaches Deep In Sorrow (Don Adams)
5. Engine, Engine #9 (Roger Miller)
6. Two Steps Forward (Loretta Lynn)
7. Wild As A Wildcat (Charlie Walker)
8. I Can't Remember (Connie Smith)
9. First Thing Every Morning (Jimmy Dean)
10. Roving Gambler (Jim Reeves)

SINGING CHEROKEE

K-BUB—Sparks, Nevada

1. I Can Not Forget You (Curt Dunn)
2. Talk To Me Ole Telephone (Jim Whitlock)
3. Even At My Best (Wade Ray)
4. Country Guitar (Phil Baugh)
5. The Other Woman (Ray Price)
6. Yes Mr. Peters (Roy Drusky & P. Mitchell)
7. Does He Love You Like I Do (Wynn Stewart)
8. Let It Be A Lesson (Ray Sanders)
9. The Biggest Part Of Me (Warner Mack)
10. She's Out Of Our World (Glenn Barber)

JAMES MIKESH

KCTI—Gonzales, Texas

1. Before You Go (Buck Owens)
2. The Ballad Of The Fool Killer (David Houston)
3. Strawberry Wine (Johnny & Jonie Mosby)
4. Because I Cared (Ernest Ashworth)
5. I Washed My Hands In Muddy Water (Stonewall Jackson)
6. Pretty Rainbow (The Tillman Franks Singers)
7. Yonder Comes A Sucker (Jim Reeves' Blue Boys)
8. I Can't Remember (Connie Smith)
9. The Bridge Washed Out (Warner Mack)
10. The Hands You're Holding Now (Marion Worth)

WJAT—Swainsboro, Georgia

1. What's He Doing In My World (Eddy Arnold)
2. This Is It (Jim Reeves)
3. Be Good To Her (Carl Smith)
4. Engine, Engine #9 (Roger Miller)
5. The Other Woman (Ray Price)
6. Ribbon Of Darkness (Marty Robbins)
7. Six Lonely Hours (Kitty Wells)
8. Wine (Mel Tillis)
9. Girl On The Billboard (Del Reeves)
10. Queen Of The House (Jody Miller)

BARNEY VARDEMAN

KSFA—Nacogdoches, Texas

1. Before You Go (Buck Owens)
2. Our Hearts Are Holding Hands (Tubb & Lynn)
3. Engine, Engine #9 (Roger Miller)
4. We're Not Kids Anymore (Tubb & Lynn)
5. That Ain't All (John D. Loudermilk)
6. Ribbon Of Darkness (Marty Robbins)
7. Wanted (Bill Phillips)
8. The Bridge Washed Out (Warner Mack)
9. Roving Gambler (Jim Reeves)
10. Blue Kentucky Girl (Loretta Lynn)

JOHNNY DAUME

WCVL—Crawfordsville, Indiana

1. Before You Go (Buck Owens)
2. What's He Doing In My World (Eddy Arnold)
3. Healing Hands Of Time (Willie Nelson)
4. I Can't Remember (Connie Smith)
5. Green, Green Grass Of Home (J. Darrall, P. Wagoner)
6. I'll Keep Holding On (Sonny James)
7. Forty Nine, Fifty One (Hank Locklin)
8. Engine, Engine #9 (Roger Miller)
9. The Man Who Comes Around (Johnny Bond)
10. Blue Kentucky Girl (Loretta Lynn)

JIM RICHARDS

KRZY—Albuquerque, N. M.

1. What's He Doing In My World (Eddy Arnold)
2. Before You Go (Buck Owens)
3. Engine, Engine #9 (Roger Miller)
4. The Old, Old House (George Jones)
5. Six Times A Day (Dick Curless)
6. Don't You Ever Get Tired (Jack Green)
7. It's Alright (Bobby Bare)
8. Big Vine Covered House (Dave Kirby)
9. Yes, Mr. Peters (Drusky-Mitchell)
10. Sha-Marie (Wynn Stewart)

DICK BONNER

KYCN—Wheatland, Wyoming

1. Bridge Washed Out (Warner Mack)
2. Because I Cared (Ernest Ashworth)
3. I'd Rather Fight Than Switch (Clyde Beavers)
4. Matamoros (Billy Walker)
5. First Thing Every Morning (Jimmy Dean)
6. Blue Kentucky Girl (Loretta Lynn)
7. (You Don't Love Me) Anymore (George Hamilton IV)
8. Before You Go (Buck Owens)
9. Strawberry Wine (Johnny & Jonie Mosby)
10. Keep Me Fooled (Carl Smith)



GONNA HAVE LOVE (Central, BMI)

ONLY YOU (CAN BREAK MY HEART) (Bluebook, BMI)

BUCK OWENS—Capitol 5465.

Big things are coming up for the lucky fellow. He's gonna have love and another big record.

MEANWHILE, DOWN AT JOE'S (Wilderness, BMI)

LEAVIN' TOWN TONIGHT (Kitty Wells, BMI)

KITTY WELLS—Decca 31817.

Hubby is carrying on behind her back and she's spending her evenings at home. Will be a tremendous click.

IT IS REALLY OVER? (Tuckahoe, BMI)

ROSA RIO (Acclaim, BMI)

JIM REEVES—RCA Victor 47-8625.

Pretty sentimental song with chorus that will attract many country buyers. Easy and sad.

THE DJ CRIED (Acuff-Rose, BMI)

SCENE OF DESTRUCTION (Acuff-Rose, BMI)

ERNEST ASHWORTH—Hickory 1325.

A record about a record that is so sad the deejay cried. Will please the listeners.

CAN I DRAW THE LINE (Pearl D., BMI)

BEERS AND TEARS (Tree, BMI)

CARL BUTLER AND PEARL—Columbia 4-43335.

Couple is slipping around on this side that has the right touches to make another big seller for them.

THAT'S TRUCK DRIVIN' (Starday, BMI)

CAJUN CALL (Starday, BMI)

SLIM JACOBS—Starday 723.

Humorous account of the truck driver's woes. Slim talks more than sings and will make more than a few laughs.

SALT ON MY EGGS (4 Star, BMI)

I WISH I HAD NEVER SEEN SUNSHINE (Peer, BMI)

RED SOVINE—Ric 168.

The wife left and the salt on his eggs is tears. Lopes along with proper country swing.

ADIOS ALOHA (Wilderness, BMI)

A SMILE ON MY LIPS (Acuff-Rose, BMI)

RUBY WRIGHT—Ric 166.

This one is right fast and Ruby wails it with spirit. Country folks will like and pop markets may follow.

WEEKEND WILLIE (Starday, BMI)

ONE WAY OR THE OTHER (Starday, BMI)

BENNY MARTIN—Starday 725.

Song about a guy who lives for the weekend. The tune is touching in a strange way and will sell.

RAIN ON YOU (Table Rock, BMI)

YOU'LL BE BACK (Lowery, BMI)

DELLA RAE—RCA Victor 47-8627.

Gal has an extremely good voice and is going to get bigger and bigger. Pretty slow song this time.

THE CLOUDS BEFORE THE STORM (Duchess, BMI)

MORE 'N MORE AMOR (Leeds, ASCAP)

HARRY DOUGLASS AND THE DEEP RIVER BOYS—

Michelle 1001.

Song that could hit on the country side because it has just that kind of slow emotion. Also, oddly, an r/b tip.

## Vienneau Heads MGM Nashville

Jim Vienneau, A&R Staffer for MGM Records, has been named Director of the new MGM Records office in Nashville, Tenn. The announcement was made by Mort Nasatir, President of MGM Records, who just returned from Nashville after completing final arrangements in establishing the label's new Nashville headquarters, the address of which will be announced formally at a later date.

Vienneau, who has been commuting between Nashville and New York a few times a week, will now be able to devote more time to seeing publishers, songwriters and artists directly in the hub of Music City.

## Darris To Gayle

HOLLYWOOD — Frank Darris, Tucson, Ariz., clef-singer, making a start on Advance Records with his slicing of "Angel Face & Devil Mind," has signed management and publicity contract with Tim Gayle, 6376 Yucca Street. The veteran P-R man, music business promoter and talent rep is going all-out to establish the new country crooner.

## Ellington Guest

Duke Ellington has been engaged as the special guest artist for the annual Boston Pops Orchestra appearance at the Berkshire Music Festival in Tanglewood for the benefit of the Pension Fund of the Boston Symphony Orchestra Society. The concert, to be conducted by Arthur Fiedler, will take place July 28. RCA Victor will record the event live in the Music Shed at Tanglewood.



PHIL BAUGH'S Longhorn Record # 559 of "COUNTRY GUITAR" continues to climb. Sparton of Canada now distributing for all of Canada. Watch for "Country Guitar" Album out this week.

## Darin Exits Cap

HOLLYWOOD—Bobby Darin has been granted his release from an exclusive recording contract with Capitol Records, Inc. Announcement was made jointly by Darin and Alan W. Livingston, President, CRI.

The young actor-singer first signed with Capitol in July, 1962. In March, 1964, Capitol granted Darin's request for release from his contract which at that time had only several months to run. In August, 1964, Darin returned to the label and signed a new pact.

Livingston said: "I am indeed sorry to see Bobby leave. We at Capitol have always felt he is among the most talented of today's entertainers, and his presence on Capitol's artist roster has been a great asset. We can only wish him the best of good fortune in whatever he may decide to do in the future."

## British 'Ado' Cut by RCA Victor

RCA Great Britain Ltd. has completed recording in London of the highly praised National Theatre of Great Britain production of William Shakespeare's "Much Ado About Nothing." The album will be released this fall.

George R. Marek, Vice President and General Manager of the RCA Victor Record Division, flew to London to personally supervise the recording in sessions which were set up to simulate, as nearly as possible, actual stage conditions. The Franco Zeffirelli production stars Albert Finney and Maggie Smith.

## Merc Cuts 'Vichy'

NEW YORK—The second of three ambitious spoken word recording projects covering the recent dramatic works of award winning playwright Arthur Miller, has been completed by Mercury Records: "Incident at Vichy" with the original cast of the Lincoln Center Production, David Wayne, Hal Holbrook, Joseph Wiseman and Michael Strong, directed by Ulu Grosbard.

Recording was supervised by Joe Scott, Mercury A&R director for spoken word projects, who previously waxed Miller's "After The Fall" and shortly will record "View From the Bridge" which is still playing to New York audiences. Under VP, Sales, Kenny Myers label will make forays into the education field and other markets for this LP.

## A-R Artists Inc. On N'ville Scene

NASHVILLE — A-R Artists Inc., the first and only talent agency in Tennessee to be franchised by the American Federation of Television and Radio Artists (AFTRA), has been formed here as the latest corporate addition to the growing Acuff-Rose music, talent and record complex. And the firm commenced business with the very first Stateside booking for Donovan, 18-year-old new hero of the British folk-pop set.

Donovan, who has scored in the top 20 with his first American release "Catch the Wind," on Hickory Records, Acuff-Rose's disk wing, is being rushed to America Monday, July 5, to for an appearance on "Shindig." While he's here, Donovan will also do a three-day appearance as the headliner of an all-star show at the Hollywood Palladium. His

second U. S. single will be rush-released to coincide with his visit. Titles are "Josie" and "Colours," the latter now in the top five in all British charts.

The new A-R Artists firm will be helmed, like Acuff-Rose Artists Inc., by Howard Forrester. The firm will handle all TV bookings for all artists in the fold of Acuff-Rose Artists, which is franchised by the American Federation of Musicians (AFM). Among the major performers involved are Roy Orbison; Britisher Tom Jones; the Newbeats, Don Gibson, Roy Acuff and George Hamilton IV. The new agency has also completed arrangements for Hamilton's appearance on the Jimmy Dean show (ABC-TV) in September. Acuff and Gibson will appear on the Dean show which is taped in Nashville next October for showing during the annual WSM country music festival late that month.

## Harrison On Panel

Jay S. Harrison, Director of Editorial Services for Columbia Records, has been asked to participate in a fine arts panel at the Educational Testing Service headquarters in Princeton from July 19 to 21. The purpose of the project is to define what understandings and attitudes in the area of fine arts Americans should have as a result of their education, and then to explore the degree to which these attitudes are generally attained.

## Deejay Killed

HOLLYWOOD—Don MacKinnon, deejay at KFVB, was killed two weeks ago in an automobile accident near his home in Malibu. MacKinnon is survived by a wife, Esther, and four children by a prior marriage.

## Lesley at Basin St.

NEW YORK — Mercury recording artist Lesley Gore will headline the first in a summer-long series of engagements by popular teen-appeal acts at New York's Basin Street East.

## Party for Patty



United Artists Records' Patty Duke (above, center) was feted recently at New York's "in" discothèque, Arthur, upon her return from Coast filming of the UA comedy feature, "Billie." With the young TV-film-stage actress turned singer (her "Don't Just Stand There" is climbing) are Record World staffers Doug McClelland, Sid Parnes, Mort Hillman and Dave Finkle.

Cut on Dotted Line



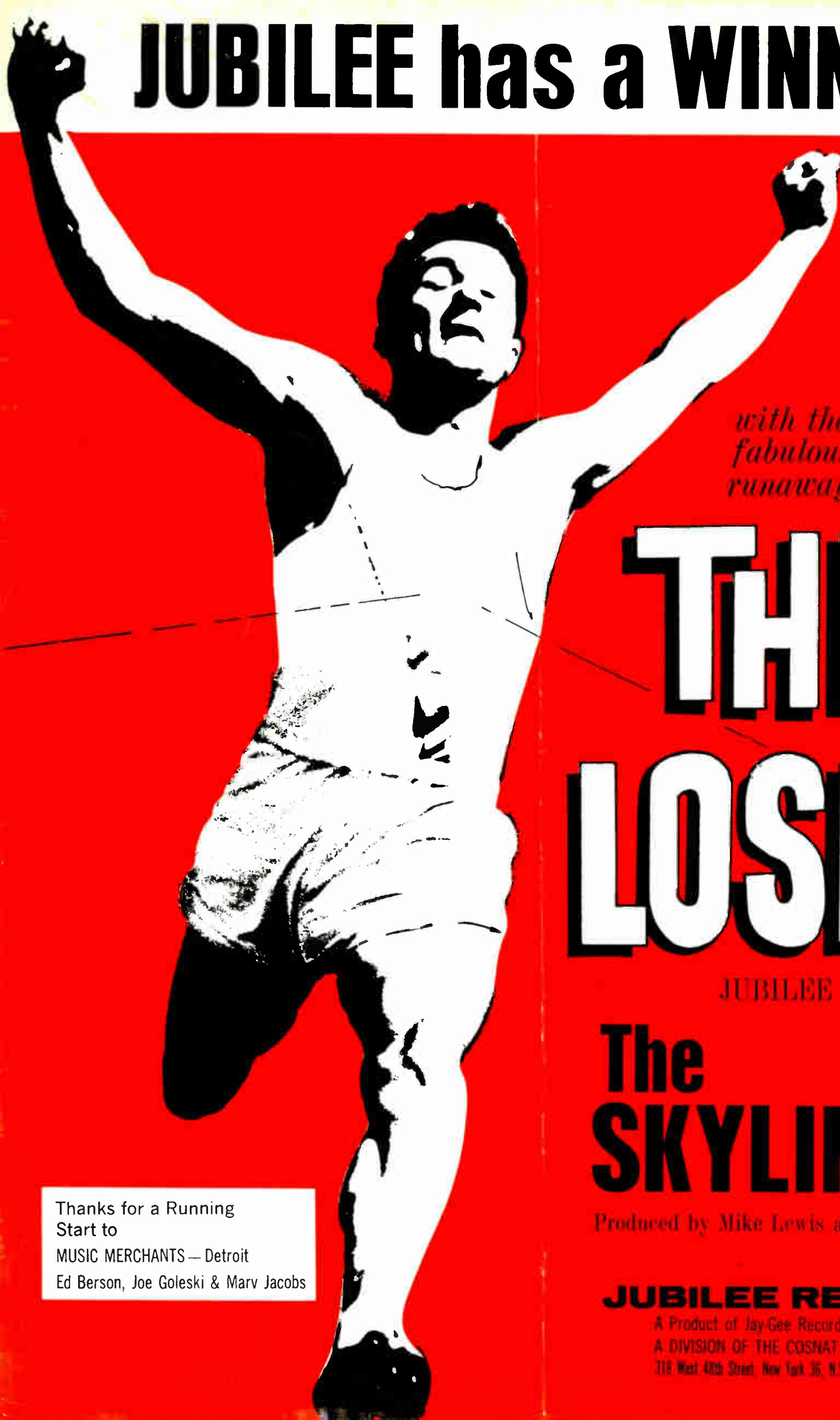
# TOP COUNTRY SINGLES

# TOP COUNTRY LP'S



This Wk. July 10	Last Wk. July 3		Wks. on Chart	This Wk. July 10	Last Wk. July 3		Wks. on Chart	This Wk. July 10	Last Wk. July 3		Wks. on Chart
1	1	<b>BEFORE YOU GO</b> Buck Owens—Capitol 5410	10	26	19	<b>MATOMORAS</b> Billy Walker—Columbia 43223	13	1	1	<b>CONNIE SMITH</b> RCA Victor LPM-3341: LSP-3341	11
★2	6	<b>THE FIRST THING EVERY MORNING</b> Jimmy Dean—Columbia 43263	8	27	23	<b>GETTIN' MARRIED HAS MADE US STRANGERS</b> Dottie West—RCA Victor 8525	14	2	3	<b>I'VE GOT A TIGER BY THE TAIL</b> 17 Buck Owens—Capitol T-2283: ST-2283	
3	2	<b>ENGINE, ENGINE # 9</b> Roger Miller—Smash 1983	9	★28	36	<b>TIGER WOMAN</b> Claude King—Columbia 43298	2	3	2	<b>THE RETURN OF ROGER MILLER</b> 22 Smash MG-27061: SR-67061	
4	4	<b>WHAT'S HE DOING IN MY WORLD</b> Eddy Arnold—RCA Victor 8516	15	29	30	<b>SEE THE BIG MAN CRY</b> Charlie Louvin—Capitol 5369	16	4	4	<b>THE RACE IS ON</b> 11 George Jones—U. A. UAL-3422: UAS-6422	
5	5	<b>THE OTHER WOMAN</b> Ray Price—Columbia 43264	10	★30	40	<b>YAKETY AXE</b> Chet Atkins—RCA Victor 8590	2	5	5	<b>GEORGE JONES &amp; GENE PITNEY</b> 14 Musicor MM-2233: MS-3044	
★6	11	<b>YES, MR. PETERS</b> Roy Drusky & Priscilla Peters—Mercury 72416	6	31	26	<b>SUNNY SIDE OF THE MOUNTAIN</b> Jimmy Martin—Decca 31748	13	6	6	<b>I'LL KEEP HOLDING ON</b> 14 Sonny James—Capitol T-2317: ST-2317	
★7	10	<b>THE BRIDGE WASHED OUT</b> Warner Mack—Decca 31774	7	★32	39	<b>AGAIN</b> Don Gibson—RCA Victor 8589	2	7	7	<b>RED ROSES FOR A BLUE LADY</b> 8 George Morgan—Columbia CL-2333: CS-9133	
8	3	<b>RIBBON OF DARKNESS</b> Marty Robbins—Columbia 43258	12	33	27	<b>HE STANDS REAL TALL</b> "Little" Jimmy Dickens—Columbia 43242	11	★8	11	<b>WORLD OF COUNTRY MUSIC</b> 3 Various Artists—Capitol NPB-5(M): SNPB-5(S)	
9	7	<b>I'LL KEEP HOLDING ON</b> Sonny James—Capitol 5375	14	34	29	<b>BECAUSE I CRIED</b> Ernest Ashworth—Hickory 1304	12	★9	13	<b>EASY WAY</b> 7 Eddy Arnold—RCA Victor LPM-3361	
10	8	<b>QUEEN OF THE HOUSE</b> Jody Miller—Capitol 5402	10	35	35	<b>FORTY NINE-FIFTY ONE</b> Hank Locklin—RCA Victor 8560	7	10	8	<b>SONGS FROM MY HEART</b> 18 Loretta Lynn—Decca DL-4620: 74620	
★11	15	<b>I CAN'T REMEMBER</b> Connie Smith—RCA Victor 8551	7	36	38	<b>STILL ALIVE IN '65</b> Jim Nesbitt—Chart 1200	13	11	10	<b>THE JIM REEVES WAY</b> 18 RCA Victor LPM-2968: LSP-2968	
12	9	<b>RINDERCELLA</b> Archie Campbell—RCA Victor 8546	11	37	42	<b>STREETS OF LAREDO</b> Johnny Cash—Columbia 43313	2	12	9	<b>BURNING MEMORIES</b> 12 Kitty Wells—Decca DL-4612: DL-74612	
13	12	<b>TROUBLE IN MIND</b> Hank Snow—RCA Victor 8548	10	38	41	<b>BACK IN CIRCULATION</b> Jimmy Newman—Decca 31745	8	13	15	<b>MR. COUNTRY MUSIC</b> 5 George Jones—Musicor MM-2046: M-3046	
14	16	<b>SIX TIMES A DAY</b> Dick Curless—Tower 135	6	39	44	<b>OUR HEARTS ARE HOLDING HANDS</b> Ernest Tubb & Loretta Lynn—Decca 31793	2	14	12	<b>ORANGE BLOSSOM SPECIAL</b> 16 Johnny Cash—Columbia CL-2309: CS-9109	
★15	25	<b>IT'S ALRIGHT</b> Bobby Bare—RCA Victor 8571	5	40	45	<b>TRUCK DRIVIN' SON OF A GUN</b> 2 Dave Dudley—Mercury 72442	2	15	16	<b>TOMBSTONE EVERY MILE</b> 5 Dick Curless—Tower ST-5005	
16	13	<b>YOU DON'T HEAR</b> Kitty Wells—Decca 31749	17	41	43	<b>WANTED</b> Bill Phillips—Decca 31781	8	16	17	<b>HITS FROM THE COUNTRY HALL OF FAME</b> 10 Floyd Cramer—RCA Vic. LPM-3318: LSP-3318	
17	21	<b>TOO MANY TIGERS</b> Tex Williams—Boone 1028	6	42	47	<b>SILVER THREADS AND GOLDEN NEEDLES</b> Jody Miller—Capitol 5429	2	17	14	<b>YOU'RE THE ONLY WORLD I KNOW</b> 23 Sonny James—Capitol T-2209: ST-2209	
18	22	<b>COUNTRY GUITAR</b> Phil Baugh—Longhorn 559	4	43	(—)	<b>THE BELLS OF SOUTHERN BELL</b> 1 Del Reeves—United Artists 890 L	1	18	22	<b>HANK WILLIAMS SR. AND HANK WILLIAMS JR.</b> 4 MGM E/5E-4276	
19	14	<b>GIRL ON THE BILLBOARD</b> Del Reeves—United Artists 844	17	44	(—)	<b>MR. GARFIELD</b> Johnny Cash—Columbia 43313 L	1	19	(—)	<b>HERE COMES THE NIGHT</b> 1 Dottie West—RCA Victor LPM-3368	
20	24	<b>WRONG NUMBER</b> George Jones—United Artists 858	5	45	(—)	<b>DIG DIG DIG</b> Merle Kilgore—Epic 9816 L	1	20	19	<b>COUNTRY MUSIC ALL AROUND THE WORLD</b> 6 Roy Drusky—Mercury MG-21006	
21	18	<b>THIS IS IT</b> Jim Reeves—RCA Victor 8508	19	46	50	<b>GONNA HAVE LOVE</b> Buck Owens—Capitol 5465	2	★21	26	<b>QUEEN OF THE HOUSE</b> 2 Jody Miller—Capitol T-2349: ST-2349	
22	20	<b>BLUE KENTUCKY GIRL</b> Loretta Lynn—Decca 31769	13	47	(—)	<b>WISDOM OF A FOOL</b> Ray Lynn—Epic 9798	1	22	27	<b>CROSS THE BRAZOS AT WACO</b> 2 Billy Walker—Columbia CL-2331	
23	17	<b>SHE'S GONE GONE</b> Lefty Frizzell—Columbia 43256	9	48	(—)	<b>I'M LETTING YOU GO</b> Billy Grammar—Decca 31757	1	23	23	<b>BLUES IN MY HEART</b> 4 Wanda Jackson—Capitol T-2306: ST-2306	
★24	33	<b>WILD AS A WILDCAT</b> Charlie Walker—Epic 59799	5	49	(—)	<b>LOUISIANA MAN</b> George & Gene—Musicor 1097	1	24	18	<b>YOUR CHEATIN' HEART</b> 31 Soundtrack—MGM E-4260: 5E-4260	
25	28	<b>WINE</b> Mel Tillis—Ric 158	7	50	(—)	<b>MEANWHILE, DOWN AT JDE'S</b> 1 Kitty Wells—Decca 31817 L	1	25	20	<b>TEN LITTLE BOTTLES</b> 11 Johnny Bond—Starday 5LP-333	
								26	26	<b>THE BEST OF THE CARTER FAMILY</b> 4 Columbia CL-2319: CS-9119	
								27	21	<b>I DON'T CARE</b> 34 Buck Owens—Capitol T-2186: ST-2186	
								28	(—)	<b>LONESOME SAD AND BLUE</b> 1 Kitty Wells—Decca DL-74658 L	
								29	25	<b>SONGS OF THE WATERFALL</b> 6 Slim Whitman—Imperial LP-9277	
								30	29	<b>HANK SNOW SINGS YOUR FAVORITE COUNTRY HITS</b> 8 RCA Victor LPM-3317: LSP-3317	

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runaway hit...*

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JUBILEE 5506

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