

Vol. 20, No. 946

July 24, 1965

# WHO IN THE WORLD



**Charlie Greene & Brian Stone Helm York-Pala, Manage Hit Team of Sonny & Cher and Plan Expansion. Story Inside.**

See New, Exclusive Primary Radio Exposure Chart Starting This Week on Pages 16 & 17!

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



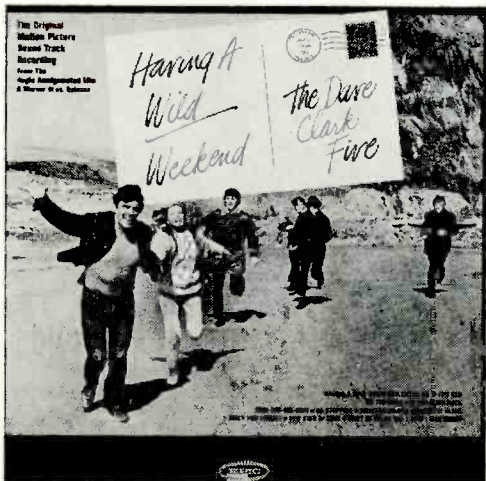
## **SINGLE PICK** OF THE WEEK

In a world so beset with uncertainty, isn't it a pleasure to be able to fall back on a new Beatles record (Capitol 5476) and say with confidence, "This will be number one"? Yes, it is. Yes, it will be.



## **SLEEPER** OF THE WEEK

Rarely has a record by a relatively unknown artist been possessed of such a surefire sound that its acceptance is almost guaranteed. Barbra's light, airy way with a lyric is just what the number—and the industry—needs. Golden World 21.



## **ALBUM** OF THE WEEK

One of the big filmtracks of the season, from the group's soon-to-be-released Warner Brothers film. Features 12 pleasing sides, including four instrumentals, several lovely ballads. An album to be played and replayed. Epic (LN 24162; BN 26162).





# Epic Is a Festival of Summer Hits We've Got Variety

### Pop Vocals



**Bobby Vinton:**  
**'Theme From Harlow'**  
**'Lonely Girl'**  
5-9814

### Folk-Dixie



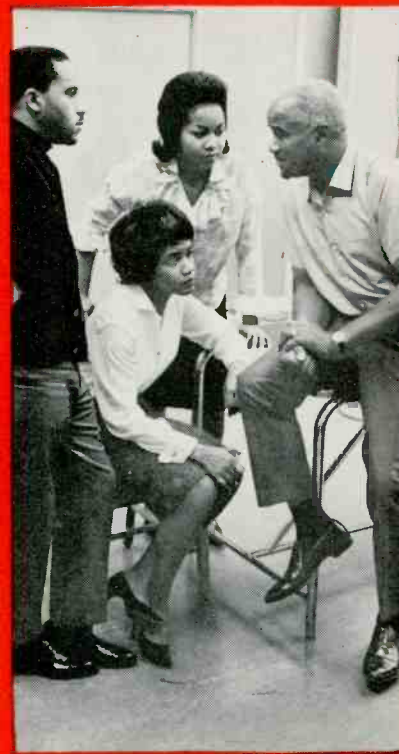
**The Village Stompers:**  
**'Those Magnificent Men in Their Flying Machines'**  
5-9824

### Smooth Instrumentals



**The Glenn Miller Orchestra**  
Under the Direction of  
**Ray McKinley:**  
**'People' c/w**  
**'Dominique'** 5-9827

### Pure Gospel



**The Staple Singers:**  
**'Freedom Highway'** 5-9825



## Kapp Realigns A&R Staff

NEW YORK—Tom Catalano, who joined the Kapp Records A&R staff nine months ago, has been promoted to Manager, Singles A&R. The move completes a realignment of the firm's creative staff, which also includes producers Larry Weiss, Hy Grill and Paul Cohen, manager of the firm's Nashville A&R office and country producer for the label.

Catalano and the A&R staff will report to Executive Vice President, Mickey Kapp, for all singles production. On the album side, they'll be responsible to company President Dave Kapp.

Presently, Catalano records Lenny Welch, Ruby and the Romantics, Don Francks and such new talents as the Boss Guitars, Judy Saxon and the Three of Us.

Weiss, who joined Kapp last March, got into the business as a writer and composed Lenny Welch's current hit, "Darling Take Me Back." He records Linda Scott and a series of new, yet-to-be-released artists including Diana Newby, Clay Hunt and Ronnie Dio. Hy Grill, veteran of Decca and RCA Victor, will record Hugo Winterhalter, Vivian Edwards and trumpeter Jimmy Sedlar. Dave and Mickey Kapp remain active in A&R.



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RECORD WORLD—July 24, 1965

## Epic's Hot Line Busy in Miami

### VP-General Mgr. Levy Keynotes

MIAMI BEACH—Leonard S. Levy, Vice President and General Manager, Epic Records, officially opened the label's National Sales Convention here at the general session held on Monday morning, July 12. Levy extended a special welcome to attending representatives from Epic's affiliates in Japan, Brazil, Mexico, Argentina, France and Canada.

However, the convention festivities actually started on July 11 (through the 13th) with a poolside barbecue and country music show featuring Epic stars Charlie Walker, Stan Hitchcock, David Houston, Gordon Terry, Lois Johnson, Jim and Jesse and host Merle Kilgore.

Levy devoted his July 12 keynote speech to unveiling the new Epic Records trade-oriented logo and slogan, "The Hot Line Is Busy."

Levy said: "The 'Hot Line' of 1964 has been expanded and broadened in keeping with the design of this convention and the growth of our label. As was our hope at that time, the Epic and Okeh releases which followed last year's meetings generated a sales pattern which has resulted in an increased pitch of year-long ac-

tivity. The line is not only hot, but it's busy. The new trade-oriented logo and slogan which is being introduced here today signifies the pace of our continued activity."

### Product Presentations

Mort Hoffman, Director of Sales, Sol Rabinowitz, Director of Merchandising, and Bob Morgan, Director of Artists and Repertoire, delivered the product presentations.

The general presentation meeting also featured speeches by Sol Rabinowitz, Mort Hoffman and Victor Linn, Director of Administration, which outlined the label's advertising and merchandising programs. A special incentive campaign for distributors was also introduced.

Rabinowitz presented Epic's newly developed plans to supplement the label's existing advertising and merchandising programs. A new consumer-directed slogan, "Epic . . . the Fastest Growing Name in Recorded Entertainment," was introduced. Rabinowitz spoke of the increased emphasis to be

placed on the expansion of advertising in specialized media. In addition, the label plans to extend its advertising to include accelerated concentration in the area of radio spot campaigns. These spots, which have already demonstrated their outstanding sales value, will be developed in conjunction with Epic's newly released product. New and varied displays were also showcased by Rabinowitz.

The market potential of 4-Track Stereo Tapes was discussed by Hoffman, who announced the availability of a special Epic Stereo Tape Counter Merchandiser to aid the dealer in displaying the Epic tape product. These racks have already been shipped to each distributor for use in prime counter-display areas. Hoffman went on to say: "Last year, over 162,000 Stereo Tape customers were added. There are now over 650,000 owners of stereo tape reproducing equipment and the market continues to grow. Early 1965 sales figures are already 12% ahead of last year's."

Linn announced a special sales incentive program for distributor salesmen incorporated  
(Continued on page 26)

## Mrs. Wakefield Jobete Music VP

DETROIT — Mrs. Loucye Wakefield has been named Vice President of Jobete Music Publishing Company, the music publishing affiliate of Detroit's Motown Record Corporation. Mrs. Wakefield will continue as a Vice President of Motown in charge of Billing and Collection.



Mrs. Wakefield

Motown President Berry Gordy, Jr., pointed out that Jobete Music was "the most successful American music publishing firm in 1964."

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

## Col Gets Tough With Racks

MIAMI BEACH—During the recent Columbia Records Convention here, label brass Bill Gallagher, Joe Lyons, Jack Loetz and Stan Kavan announced before a special press conference a new tougher position with rack jobbers; and furthermore, they put it in writing.

Columbia feels that the rack jobber is going into the Columbia accounts; and unless the rack jobber services the Columbia account with a full line, the diskery will step in and take over these particular accounts. The latter can be accomplished on the basis of a contract that was signed with rack jobbers in 1963, it was revealed by the label.

To make it more interesting for the dealer, Columbia will give him a 6% advertising allowance as against a 4% for the rack jobber.

The following letter from Columbia Record Distributors' Joe Lyons was despatched to "Columbia Records Sub-distributors":

We recognize physically the role played by the legitimate sub-distributors in this great industry's growth—the merchandiser who is aware of the priceless creativity offered by national promotion—the merchandiser who is aware that he is a direct beneficiary of the efforts by every sales and promotion man representing Columbia Records.

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

(Continued on page 25)



# UA's 'Winning Knack' LP Promo Unveiled

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

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

Key executives of the United

Artists Corporation, the parent film firm, attended the meetings and spoke of the best-selling soundtrack albums presented recently and of the "blockbusters" to come. The latter include "Hawaii," "A Funny Thing Happened on the Way to the Forum," "How to Succeed in Business Without Really Trying," "Thunderball" and many others.

United Artists sales personnel introduced the new popular merchandise, and dwelled on the ever-widening scope of the firm's album product, plus the tremendous enlargement of UA's roster, including both established names and newcomers.

Distributors attended a gala dinner and party on Wednesday evening preceding the album presentation. United Artists talent included Jimmy Roselli, the Four Lads, Bobby Comstock and the Counts, Pat Cooper, Del Reeves, the Reasons and London Lee. In the audience were Al Caiola, Jerry Herman and vocalist Samantha Jones from England,

slated for a huge American build-up, plus the entire United Artists organization.

Highlighting "The Winning Knack" are two new soundtrack albums: "The Knack" (named "Best Film" at the Cannes Film Festival), with music by John Barry, of "Goldfinger" fame; and "The Glory Guys," a Western epic with score by Ortolani.

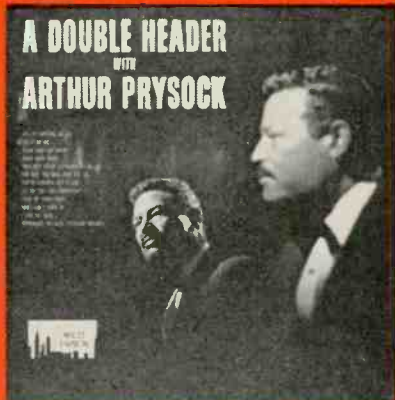
Twelve albums comprise the UA pop release, including several notable debuts on the label, such as Lena Horne with "Feelin' Good," red-hot Patty Duke and "Don't Just Stand There," comedian Pat Cooper and "Our Hero," Jerry Herman, composer of "Hello Dolly!," with a piano collection entitled "Hello Jerry!," "The Arthur Sound," introducing Jordan Christopher and the Wild Ones, and Dorinda Duncan, via "The Songs Of Bob Dylan Through The Heart Of A Girl." Rounding out this section is a new set by Ferrante And Teicher—"Only The Best"—the most recent in a series of hit albums by the best-selling instrumentalists, "14 Original Chart Toppers 14," a compendium of newer best-selling singles by major artists, "The Great Ones!," the first

completely new collection from show business sensation, Jimmy Roselli, "Help!," instrumental versions of the Beatles' songs from their soon-to-be-released film, by their musical director, George Martin, and "Sounds For Spies And Private Eyes," by Al Caiola.

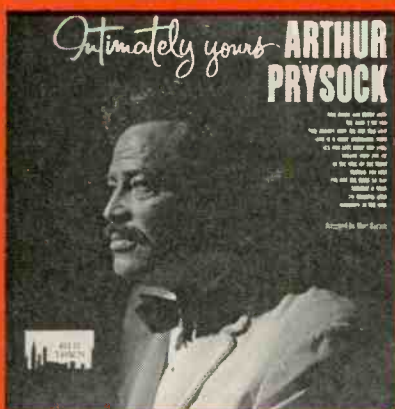
UA's Country and Western operation is represented by a trio of new recordings. They are "Del Reeves Sings Girl On The Billboard," George Jones' "King Of Broken Hearts" and "The Judy Lynn Show Act Two."

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

United Artists Records' fully-owned division, Ascot Records, continues its growth via four sets, "My Little Red Book Of Winners," by Manfred Mann, "Long John's Blues," introducing dynamic English vocalist, Long John Baldry, "Everybody Letkiss" and "Everybody Loves Saturday Night," by Morgana King.



OLD TOWN 2009 M/S



OLD TOWN 2008 M/S

## 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.



## Epic-Okeh Distrib Awards

MIAMI BEACH—Leonard S. Levy, Vice President and General Manager of Epic and Okeh Records, presented three awards and a special promotion plaque to distributors on Tuesday evening, July 13, at the grand banquet of the labels' National Sales Convention.

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

The Promotion Award was given to Marnel of Maryland for the distributor's excellence in promoting the Epic and Okeh product. The trophy was presented to President Stan Hoffman. In recognition of his "outstanding achievement in the promotion of Epic and Okeh Records," James Gordon, (Continued on page 26)

## Grow Power Stressed at Col VP Gallagher Intro's Label's Largest Convention in Miami

MIAMI BEACH — Columbia Records held its 1965 National Sales Convention at the Americana Hotel here from July 14 to July 17, with over 600 execs attending the label's largest sales meet ever.

William P. Gallagher, Vice President, Marketing, as Chairman of the four-day meeting, made the introductory keynote speech. Gallagher set the pace for the four-day conclave as he introduced Columbia's theme for 1965 on July 15—"Grow Power in an Age of Reason."

"In the next few days," said Gallagher, "a great deal will be said about 'Grow Power'—I repeat, 'Grow Power.' These are strong words, carefully chosen to illustrate our dedication to continued growth. Grow Power is not an advertising cliché or a fancy title for a routine merchandising plan; Grow Power is long-range marketing in action. And lest there be any doubt in anybody's mind, Grow Power will go to the marketplace in an Age of Reason! You'll have product second to none in this industry — and prices so developed as to guar-

antee a fair return on investment at every level of the distribution system. And, gentlemen, you'll take this program to market this fall to the largest, most prosperous consumer population in the history of the record industry!"

Gallagher continued: "Columbia, thanks to you, has had another successful year!

"As the marketplace grows and as leisure time increases, the American consumer will demand more entertainment than ever before, and it will be our role to bring the Columbia product to the attention of this music-hungry audience. Let's take a minute to consider these people . . . In less than five years, the population of this country will increase by 19%. By 1970, our population will be well in excess of 200 million. The most dramatic bulge in this population explosion will be in the younger groups. This is the record-buying age group, and this is the age group that will have the greatest growth percentage in the next few years. As these young adults multiply, so too will the marriage rate. Family formations will increase more rapidly than ever before, creating a hefty new demand for phonographs and records. In the next five years, households will increase to 67 million—that's 25% more households than we're selling today!

### Consumer Tastes Upgrade

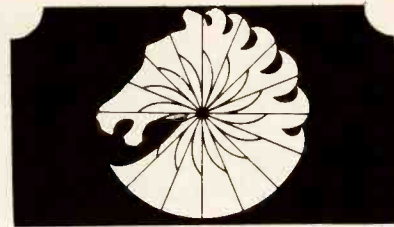
"And as these households increase, so too will the income of the average family; in a few years, the average yearly income will be in excess of \$10,000. Think for a moment of the significance of these figures to the record industry. The money that burns holes in the consumer's pocket will increase by 40% and as income increases, we'll experience a dramatic upgrading in consumer tastes. The demand will increase for quality merchandise. Sales growth will tend toward the upper end of product lines with emphasis on quality and reliability—and this is where the Columbia reputation will pay off handsomely!"

### On The Rack-jobber's Success

Gallagher went on: "Most of you spend half your lives taking

(Continued on page 10)

(Continued on page 26)



Ramsey Lewis Trio

## THE "IN" CROWD

ARGO 5506

Billy Stewart

## SITTING IN THE PARK

CHESS 1932

Little Milton

## WHO'S CHEATING WHO

CHECKER 1113

The Radiants

## WHOLE LOT OF WOMAN

CHESS 1939

James Phelps

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

ARGO 5509

**CHESS**  
RECORDS

## MOA Meet Sept. 11, 12, 13: Many Changes, Improvements

CHICAGO — "This year's MOA Convention is going to be a convention with a difference," according to MOA's Executive Vice President Fred Granger. He said convention co-chairmen Howard N. Ellis, Omaha, Neb., and William B. Cannon, Haddonfield, N.J., had reviewed all suggestions on ways and means to make this one a "truly outstanding and profitable event" for the coin-operated music and amusement industry.

The 1965 MOA Convention and Trade Show will be held in Chicago's newly refurbished Pick-Congress Hotel over the weekend of Saturday, Sunday and Monday, Sept. 11, 12 and 13, 1965. Many changes have already been made in the Convention format.

There will be five hours more of exhibit time this year than last—an important point with many exhibitors.

Instead of business sessions being spread out over two mornings, they will be combined into one big general session known as the MOA Industry Seminar.

MOA members will be accorded special recognition. There will be a complimentary brunch for members prior to the general membership meeting on Sunday. The owner and wife of each member firm will be admitted to the exhibits without charge.

### Industry Seminar Important

This year's MOA Industry Seminar on the afternoon of the first day is expected to be just

## Mormon LP

The newest addition to the famous Columbia Records Legacy Collection, "The Mormon Pioneers," featuring the Mormon Tabernacle Choir, was introduced to dealers and distributors during the record company's 1965 Sales Convention by Goddard Lieberson, President of Columbia, under whose supervision the album was made.





# SINGLES REVIEWS

## THREE STAR ★★★ PICKS

**BELIEVE ME** (Biljac, ASCAP)  
**DO I HEAR A WALTZ**  
(Williamson, Burthen, ASCAP)

**BILL WALTERS**—*Fountain 2242.*

A pick for easy listening, Bill's soft style is reminiscent of Sinatra and Como. Could move.

★★★

**LISTEN TO MY HEART CRY**  
(Catalogue, Ragmar, BMI)  
**THE WORLD GOES ON WITHOUT ME**  
(Sea-Lark, BMI)

**NANCY WAYBURN**—*Warner Bros. 5646.*

Thrush sings this lament with feeling, yet emphasizes the fine melody and infectious rhythm.

★★★

**A PILLOW FILLED WITH TEARS** (Spanka, BMI)  
**SHE DROPPED THE WORLD IN MY HANDS**  
(Four Star, BMI)

**JUANITA ROSE**—*Silver Star 1002.*

Juanita should get more mileage out of this goldie. She has a fine feel for lyric and rhythm. ★★★

**PEOPLE** (Chappell, ASCAP)  
**DOMINIQUE** (General, ASCAP)

**THE GLENN MILLER ORCHESTRA**—*Epic 9827.*

That Miller sound is, of course, there, and disk is assured of wide airplay. Could take off saleswise as well.

★★★

**LOVE'S FUNNY** (Gramitto, BMI)  
**ONE ROSE TODAY, ONE ROSE TOMORROW**  
(Matchbook, BMI)

**TOMMY SANDS**—*Liberty 55807.*

Tommy puts bounce and drive into this Anka-penned number. The effort is sure to pay off.

★★★

**ROMANCE, ROMANCE** (Jacquie, BMI)  
**ME AND MY SHADOW** (Bourne, ASCAP)

**JERRY MURAD'S HARMONICAS**—*Columbia 43348.*

Group's latest is from the soundtrack of "Meet Me In Moscow." A tuneful effort with just a trace of "Third Man Theme." ★★★

**IT'S ALL OVER NOW, BABY BLUE**  
(Witmark, ASCAP)

**ARE YOU REALLY REAL** (Beechwood, BMI)

**THE DEVONS**—*Decca 31822.*

One out of the Bob Dylan songbook and well handled by the Devons. Flip is a song of introspection,

★★★

**IT DOESN'T MATTER ANYMORE** (Spanka, BMI)  
**THE LA LA LA SONG**  
(Screen Gems-Columbia, BMI)

**THE ASTRONAUTS**—*RCA Victor 8628.*

The group's reading of this moderately oldie is one of the best we've heard. Merits, and will get, much exposure. (Continued on page 8)

## FOUR STAR★★★★ PICKS

**JU JU HAND** (Beckie, BMI)  
**BIG CITY LIGHTS** (Beckie, BMI)

**SAM THE SHAM AND THE PHARAOHS**—*MGM 13364.*

The Ju Ju Hand, not the evil eye, is what should send this one to the top. A smash followup to group's "Wooly Bully." ★★★★★

**DON'T CRY JOE** (Harms, ASCAP)  
**CALL ME** (Dutchess, ASCAP)

**GEORGIA GIBBS**—*Bell 626.*

Should be the second hit in a row for Georgia; one of those slow but steady numbers that should be a steady climber.

★★★★

**IT'S A BIT OF ALRIGHT** (Flo-Roe, BMI)  
**I CAN'T LOSE** (Flo-Roe, BMI)

**TONY AND THE BANDITS**—*Flo-Roe 500.*

"It's a bit of alright" is an English expression meaning that this new group and label have definitely started on the right track.

★★★★

**I'M HENRY VIII, I AM** (Miller, ASCAP)  
**THE END OF THE WORLD** (Summit, ASCAP)  
**DANNY DAVIS AND THE NASHVILLE STRINGS**—*MGM 13374.*

An infectious instrumental version of one of the nation's top sides. Sure to receive many spins.

★★★★

**THREE LONELY NIGHTS** (Marvelle, Unart, BMI)  
**I SEE A RAINBOW** (Marvelle, Unart, BMI)  
**THE THREE M's**—*United Artists 889.*

The R/B spirit abounds. Sound is slow and pulsating and delivery incorporates the best of pop and gospel as well.

★★★★

**SPACEFLIGHT** (Cherry Hill, ASCAP)  
**BOSSA ON THE MOON** (Cherry Hill, ASCAP)  
**GEORGE NARDELLO**—*Cherry Hill 1687.*

A pair with space age sounds—and the hefty sax of George Nardello. Topical and listenable.

★★★★

**RAINY DAYS** (Sea-Lark, BMI)  
**WITH MY EYES WIDE OPEN I'M DREAMING**  
(DeSylva, Brown & Henderson, ASCAP)  
**PAT BOONE**—*Dot 16754.*

The fact that few can put over a ballad as well as Pat is again proved here. The first has an interesting new sound, second is an immortal oldie.

★★★★

**THE JOKER** (Musical Comedy Productions, BMI)  
**LITTLE BIRD** (Helios, BMI)  
**SHAWN ELLIOTT**—*Roulette 4634.*

This authoritative arrangement is just what the Newley-Bricusse number needs to put it over the top.

★★★★

**THE BALLAD OF STANLEY THE LIFEGUARD**  
(Cheech, BMI)  
**SHOULD I ASK SOMEONE ELSE TO TELL HER**  
(Ashland, BMI)  
**THE PLAYMATES**—*Congress 245.*

The boys sing a saga of a lifeguard who couldn't swim. Dealers may drown in the deluge of orders.

**THERE THEY GO** (Keetch, Caesar & Dino, BMI)  
**I KNEW YOU WOULD** (Web IV, BMI)  
**THE EXCITERS**—*Roulette 4632.*

Here's a hot one from the group with that patented sound. Teens will latch on to it fast.

★★★★

**ANY TIME** (Hill & Range, BMI)  
**WHEN I WAS YOUNG** (Joy, ASCAP)  
**EDDIE FISHER**—*Dot 16753.*

Either or both of Eddie's two latest are potential chartriders. Both are sung the way ballads should be.

★★★★

**I DON'T WANT TO LIVE (WITHOUT YOUR LOVE)**  
(Leeds, ASCAP)  
**HOLDING BACK THE TEARS** (Cedarwood, BMI)  
**BOBBI MARTIN**—*Coral 62457.*

A pick for easy listening, enhanced by Bobbi's sprightly delivery. Sure to find favor.

★★★★

**CRY TO ME** (Mellin, Progressive, BMI)  
**I CAN NEVER SAY** (Near North, BMI)  
**THE PRETTY THINGS**—*Fontana 1518.*

One of the most popular (male) groups in England, the boys have brought their hit sound to these shores for sure.

★★★★

**YOU'RE ABSOLUTELY RIGHT** (Flo-Mar, BMI)  
**LOOK** (Sagittarius, BMI)  
**TINA BRITT**—*Eastern 605.*

Tina comes in strong with this pop-R/B entry. Teens will dig it, swing with it and dance to it.

★★★★

**YES, MR. PETERS** (Screen Gems-Columbia, BMI)  
**PEOPLE ARE ALWAYS TAKING THINGS AWAY FROM ME** (Screen Gems-Columbia, BMI)  
**STEVE KARLISKI & MIMI ROMAN**—*Columbia 43355.*

The listener is the third person in an unusual phone conversation. It's quite the party line!

★★★★

**THE SWEETHEART TREE** (East Hill, ASCAP)  
**AMEN** (Beloved, BMI)  
**THE KING FAMILY**—*Warner Bros. 5647.*

Beautiful, multi-voiced rendering of the Mercer-Mancini tune. It could be one of the big ones.

★★★★

**IT REALLY DOESN'T MATTER NOW** (Bingo, BMI)  
**YOU BETTER GET A MOVE ON** (Bingo, BMI)  
**SOUL INC.**—*Joli 075.*

This could be the first sizeable hit by the group. Danceworthy rhythm, noteworthy lyrics, interesting delivery.

★★★★

**THE WORLD THROUGH A TEAR**  
(Bregman, Vocco & Conn, ASCAP)  
**HIGH ON A MOUNTAIN** (Sutter, BMI)  
**NEIL SEDAKA**—*RCA Victor 8637.*

A tuneful effort from Neil, done in the usual, winning fashion. Should catch on quickly.



# A STATEMENT OF FACT FROM WALT DISNEY'S RECORD LABELS

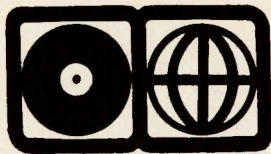
1. VISTA'S ORIGINAL CAST SOUND TRACK OF WALT DISNEY'S 'MARY POPPINS' IS THE BEST-SELLING LP OF 1965.
2. THIS IS BECAUSE EVERYBODY WHO SEES WALT DISNEY'S 'MARY POPPINS,' WHICH IS THE BIGGEST GROSSING PICTURE IN DISNEY HISTORY, WANTS TO BUY THE LPs.
3. BUT THAT'S ONLY THE START. IN THE NEXT THREE MONTHS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

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

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

\* Domestic sales as of July 12, 1965





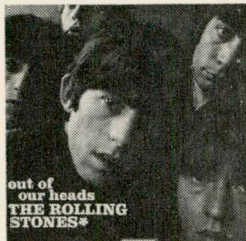
# A B M REVIEWS

## PICK HITS

### OUT OF OUR HEADS

**THE ROLLING STONES**—London LL 3429.

A hit single makes a hit album—if the artists are the Rolling Stones. Actually, the big one ("Satisfaction") doesn't come until side two, but before it are such rousers as "Mercy Mercy" (not Mersey, Mersey), "Good Times" and "I'm All Right." The group may soon have the No. 1 single and LP. Out of sight!



### SUMMER SOUNDS

**ROBERT COULET**—Columbia CL 2380 CS 9180.

Bob is in superb voice for this collection of standards, topped off by his current single hit (see LP title). Three of the top arrangers in the business (Don Costa, Sid Ramin, Ralph Burns) provide superb backing. A winner all the way.



### TRUE LOVE WAYS

**PETER & GORDON**—Capitol (S/T) 2368.

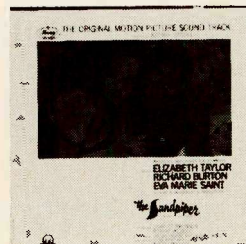
The fourth Capitol LP for the boys, and there's no sign of a letup, either in the quality of their delivery or the popularity of the product. Current set includes the title song, "Don't Pity Me," "I Told You So," "Who's Lovin' You" and "Any Day Now." All have rich, full backing.



### THE SANDPIPER

**ORIGINAL SOUNDTRACK**—Mercury SR 61032; MG 21032.

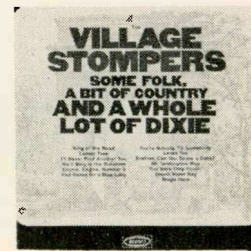
Composer Johnny Mandell has attempted to sustain a constant mood throughout with his music for the Taylor-Burton film. The result is moody and lush; never jarring or obtrusive. Album sales will be spurred by the publicity surrounding the picture, but the music would be sufficient to carry the package in any event.



### SOME FOLK, A BIT OF COUNTRY AND A WHOLE LOT OF DIXIE

**THE VILLAGE STOMPERS**—Epic LN 24161; BN 26161.

Remember almost two years ago when they said that the Pop-Dixieland revival (in the persons of the Village Stompers) wouldn't last? Well, here it is the group's fifth album and the sound is as strong as ever. In fact, this one could prove to be the biggest to date.



### THE PRETTY THINGS

Fontana SRF 67544; MGF 27544.

The first American LP from one of England's hottest new groups. Although typical in appearance (the Rembrandt-like cover pose should attract numerous buyers), their sound is as distinctive as their name—which, incidentally, was borrowed from the title of one of the tracks in the album. Other strong sides: "Honey I Need," "Rosalyn," "Big City."



### MAGNIFICENT MOVIE THEMES

**ENOCH LIGHT**—Command RS 887 SD.

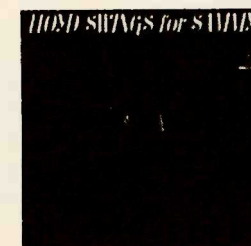
Enoch and the Light Brigade with an even dozen from recent films, musical ("Mary Poppins," "The Sound of Music") and otherwise ("Goldfinger," "Zorba the Greek," "Ship of Fools"). As always with the organization, each number is given its own personality by careful arrangement, imagination and performance.



### LLOYD SWINGS FOR SAMMY

**LLOYD PRICE**—Monument MLP 8032.

"Mr. Personality" with 12 fresh and exciting selections, including a number of not-so-old standards: "Nice and Easy," "Fly Me to the Moon" and "Ebb Tide," as well as eight of Lloyd's own compositions. The set is dedicated to Sammy Davis, but he won't be the only one who'll be buying it.



**HERE WE GO ROUND** (Lubek, Merrimac, BMI)  
**MONTEZUMA** (Lubek, Merrimac, BMI)  
**THE SHALIMARS**—Brunswick 55281.

A beat has been added to the time-honored children's song and the result could see chart action.

★★★  
**EXODUS** (Chappell, ASCAP)

**THREE O'CLOCK IN THE MORNING**  
(Feist, ASCAP)

**QUARTETTE TRES BIEN**—Atlantic 2295.  
The Tres Biens (very good) have a modern, jazz-pop sound that lends itself well to both the sides. Exposure indicated.

★★★  
**PAULINE** (Unart, BMI)

**QUESTIONS I ASK** (Unart, BMI)

**VISCAYNES**—Veeep 1221.

A rocking, uptempo sound from a group making their debut. Features an unusual instrumental backup.

## Single Reviews

(Continued from page 6)

**SPOOTIN' (JEC, BMI)**  
**CRAZY FEEL (JEC, BMI)**

**BILL BLACK'S COMBO**—Hi 2094.

The Combo delivers a slow and steady one with a big beat. Could bounce right up there.

★★★

**TILL THE END OF TIME (Joy, ASCAP)**  
**CONCRETE JUNGLE (Lowery, BMI)**  
**THE TAMS**—ABC-Paramount 10702.

Full and contemporary rendering of the standard. A plus for the song and a hit for the group.

**PRANCE AROUND (Oasis, Laddie, BMI)**  
**CHIPPIS PLAYGROUND (Oasis, Laddie, BMI)**  
**FOUR OF A KIND**—Laurie 3309.

Everybody can and should do the prance around, the new dance winningly presented by the Four.

★★★

**SPACE WALKIN' (Flying Hawk, Tamjay, BMI)**  
**GEMINI ROCK (Van Mar, BMI)**  
**THE ORIGINAL SPACEMEN**—Jameco 2005.

Rhythmic, hilarious spoof that could catch on as a record and a dance. Strong instrumental help on the side.

★★★

**PARAGUAS (Brownstein, BMI)**  
**CALL ME (Brownstein, BMI)**  
**ELVALINA**—Gaytan 11.

A Latin-flavored rocker from a Mexican beauty who could score here in a big way. Bears listening.



**From their album, "Summer Days," a new hit single -**

**THE BEACH BOYS  
CALIFORNIA GIRLS  
LET HIM RUN WILD**

5464



**5464**

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



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

**5470**







**Breaking in Cleveland!!**

## RICKY SHAW

# "UPS AND DOWNS"

B/W

"THAT'S THE WAY HEAVEN MADE HER"

CLOUD CLO 502



### FOUR STAR ★★★★★ PICKS

★★★★

**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.

### Cash Box Best Bets

RICKY SHAW (Cloud 502)

● **UPS AND DOWNS** (2:23)  
[Cumulus, ASCAP—Hoffman, Lasky, Ostrow] This pleasant little ditty spotlights the soft voice of Ricky Shaw against a group backing and some catchy lilt-ing orkwork. The side has a growing appeal that could pull plenty of teen coin with a little exposure.

**THAT'S THE WAY HEAVEN MADE HER** (2:30)  
[Budd, ASCAP—Kaye, Springer, Hoffman] Mid-tempo shuffle-cha.



**CLOUD RECORDS**  
200 W 57th St.  
NEW YORK, N. Y. 10019

## Merc Names Towt Premium Director

NEW YORK—Irwin H. Steinberg, Exec Vice President of Mercury Records, has announced the appointment of Alexander (Sandy) Towt to the newly created post of Director of Premium Sales.

Towt's activities will include premium sales both from the Mercury catalog and product conceived and produced specifically for premium use and drawing from talent rosters of Mercury and its affiliated labels.

Following a week-long series of orientation meetings at the company's Chicago home offices, he will headquarter in N. Y.

## MOA Convention

(Continued from page 5)

as important an event as the Banquet and Floor Show on the closing day. John R. Trucano, Deadwood, S.D., will preside as General Chairman. Mrs. Millie McCarthy, Hurleyville, N.Y., will direct the first half of the Seminar on customer, public and political relations. Norman Gefke, Sioux Falls, S.D., will direct the second half of the Seminar. It will be divided between Record Programming and the "Carnival of Ideas," consisting of specialists sitting at separate tables to answer questions for and hold discussions with operators. All segments of the industry will be offered tables in the "Carnival of Ideas" event.

The Exhibit Committee of the Music Operators of America also announces that Columbia and Decca Records have signed up to exhibit in the 1965 MOA Convention and Trade Show.

Here is an outline of the 1965 convention schedule:

**SATURDAY, SEPT. 11**

8:30 A.M. to 10:00 A.M.—Meetings of Regional Associations

9:00 A.M.—Exhibits Open

3:00 P.M.—Exhibits Close

3:30 P.M.—MOA Industry Seminar

4:45 P.M.—Seminar Coffee Break

5:00 P.M.—Seminar Continues (including "Carnival of Ideas")

6:00 P.M.—Seminar Closes

**SUNDAY, SEPT. 12**

11:30 A.M.—Brunch for MOA

Members followed by General Membership Meeting  
1:00 P.M.—Exhibits Open  
2:00 P.M.—Ladies Event  
7:00 P.M.—Exhibits Close  
**MONDAY, SEPT. 13**

10:00 A.M.—Exhibits Open

4:00 P.M.—Exhibits Close

6:00 P.M.—Cocktail Hour

7:00 P.M.—Banquet & Show.

# UP SINGLES COMING

- 1 **BUSTER BROWN**  
(Jec, BMI)  
Willie Mitchell—Hi 2091
- 2 **YAKETY AXE**  
(Tree, BMI)  
Chet Atkins—RCA Victor 8590
- 3 **CANADIAN SUNSET**  
(Vogue, BMI)  
Sounds Orchestral—Parkway 958
- 4 **BOSS LOVE**  
(Mah's, BMI)  
Lee Rogers—D-Town 1050
- 5 **I'M ALIVE**  
(Camalback-Mountain, BMI)  
Hollies—Imperial 66119
- 6 **AFTER LEAVING YOU**  
(Red River, BMI)  
Della Reese—ABC-Paramount 10691
- 7 **WHY DON'T YOU BELIEVE ME**  
(Brandon, ASCAP)  
Vic Damone—Warner Bros. 5644
- 8 **YOU'VE NEVER BEEN IN LOVE LIKE THIS BEFORE**  
(Burlington, ASCAP)  
Unit 4 + 2—London 9761
- 9 **YOU'VE GOT TO EARN IT**  
(Jobete, BMI)  
Temptations—Gordy 7043
- 10 **THE TRACKER**  
(Crazy Cajun, BMI)  
Sir Douglas Quintet—Tribe 8310
- 11 **IT'S THE SAME OLD SONG**  
(Jobete, BMI)  
Four Tops—Motown 1081
- 12 **GEE THE MOON IS SHINING BRIGHT**  
(Trio, BMI)  
Dixie Cups—Red Bird 032
- 13 **I'M LOSING YOU**  
(Valley, BMI)  
Aretha Franklin—Columbia 43333
- 14 **IT'S GONNA TAKE A MIRACLE**  
(South Mt., BMI)  
Royalettes—MGM 13367
- 15 **SUGAR DUMPLIN'**  
(Kags, BMI)  
Sam Cooke—RCA Victor 8631
- 16 **MY NAME IS MUD**  
(Saturday, BMI)  
Eddie Rambeau—Dynavoice 207
- 17 **FIRST THING EVERY MORNING**  
(Plainview, BMI)  
Jimmy Dean—Columbia 43263
- 18 **AGENT OO SOUL**  
(Myto, BMI)  
Edwin Starr—Ric Tic 103
- 19 **POOR BOY**  
(Chevis, BMI)  
Tony Clark—Chess 13946
- 20 **PLEASE DO SOMETHING**  
(Cotillion, Vonglo, BMI)  
Don Covay—Atlantic 2286
- 21 **IF I HAD MY LIFE TO LIVE OVER**  
Lloyd Price—Monument 887
- 22 **LOVE ME NOW**  
(Benday, Motherneck, BMI)  
Brook Benton—Mercury 72446
- 23 **WAIT FOR THE DAWN**  
Robin Hoods—Mercury 72445
- 24 **MAGNIFICENT MEN IN THEIR FLYING MACHINES**  
(Miller, ASCAP)  
Village Stompers—Epic 9824
- 25 **ANYWAY, ANYHOW, ANYWHERE**  
(Devon, BMI)  
The Who—Decca 31801
- 26 **THAT GOES TO SHOW YOU**  
Garnett Mimms—United Artists 853
- 27 **IT AIN'T ME BABE**  
Turtles—White Wale
- 28 **WAIT JOHNNY FOR ME**  
(T. M., BMI)  
Bernadette Peters—ABC-Paramount 10669
- 29 **WHERE WERE YOU WHEN I NEEDED YOU**  
(E. B. Marks, ASCAP)  
Jerry Vale—Columbia 43337
- 30 **TICKLE ME (E. P.)**  
Elvis Presley—RCA Victor 4383
- 31 **OOWEE OOWEE**  
(Leeds, ASCAP)  
Perry Como—RCA Victor 8636
- 32 **DO THE 45**  
Sharpees—Wonderful 4835
- 33 **MOONGLOW & THEME FROM PICNIC**  
(Mills, ASCAP)  
Esther Phillips—Atlantic 8203
- 34 **SNO CONE**  
(Big Bopper, BMI)  
Albert Collins—TCF-Hall 104
- 35 **FOR YOUR LOVE**  
(Blackwood, BMI)  
Sam & Bill—Joda 100
- 36 **UNWIND THE TWINE**  
Alvin Cash—Mar-V-Lus 6006
- 37 **SO MUCH IN LOVE YOU YOU**  
(MRC, BMI)  
Ian & Zodiacs—Philips 40291
- 38 **YOUR BABY DOESN'T LOVE YOU ANYMORE**  
(Highwood, BMI)  
Ruby & Romantics—Kapp 665
- 39 **LET THE WATER RUN DOWN**  
(Melin, BMI)  
P. J. Proby—Liberty 55806
- 40 **I CAN'T STAND TO SEE YOU CRY**  
(Blackwood, BMI)  
Jerry Vale—Vee Jay 696
- 41 **TIGER WOMAN**  
(Al Gallico, BMI)  
Claude King—Columbia 43298
- 42 **WHITTIER BLVD.**  
(Conte, BMI)  
Midnighters—Chattahoochee 684
- 43 **BLUE SHADOWS**  
B. B. King—Kent 426
- 44 **SOMEWHERE DOWN THE LINE**  
Con Pierson—Ford 144
- 45 **WE LOVE YOU BABY**  
Mighty Joe Young—Webcor 101
- 46 **LIKE A ROLLING STONE**  
(M. Witmark, BMI)  
Bob Dylan—Columbia 43346
- 47 **SINCE I LOST YOU BABY**  
(Jobete, BMI)  
Temptations—Gordy 7043
- 48 **MY LITTLE RED BOOK**  
Manfred Mann
- 49 **LOOKING THROUGH THE EYES OF LOVE**  
(Screen Gems-Col., BMI)  
Gene Pitney—Musicor 1103
- 50 **SHAKE & FINGERPOP**  
Jr. Walker—Soul 35013



# I GOT YOU BABE

c/w

## It's Gonna Rain

Atco #6359

# SONNY & CHÉR

ONE OF THE  
BIGGEST SINGLES

From

THE BIGGEST

DUO

of 1965!

Their First LP  
Coming Soon

# LOOK AT US SONNY & CHER

Arranged and Produced by:  
SONNY BONO

A YORK-PALA PRODUCTION

Chas. Greene/Brian Stone



1841 Bdw., New York, N. Y.





**ON THE CHARTS EVERYWHERE  
AND GOING ALL THE WAY!**

★ 75 RECORD WORLD

100 BILLBOARD

LOOKIN' AHEAD - CASHBOX

**"ONLY THOSE  
IN LOVE"  
Baby Washington**

Sue 129

Just Released This Week!!!!

Her SMASH Follow Up to "The Real Thing"

**Tina Britt  
"YOU'RE  
ABSOLUTELY  
RIGHT"**

Eastern 605

**SUE RECORDS**  
265 West 54th St.  
New York City  
212 PL 7-2711

**Al Lewis MGM  
Coordinator**

In line with its current expansion program and the far reaching complexities of its world-wide affiliations, MGM/Verve Records has named Al Lewis to handle the newly created position of Coordinator of Recording Activities, it was announced by Mort Nasatir, President.



Al Lewis

Acting as liaison between artist, recording director and the legal department, Lewis will be involved in all contract negotiations in order to expedite agreements. He will also keep management informed on the financial and contractual aspects of all scheduled recording sessions. He will report to Thomas F. White, Director of Administration.

Lewis is a graduate of Pace College in New York City and holds a BBA degree. He joined the Metro-Goldwyn-Mayer, Inc., Accounting Department in 1956 and was assigned to work with outside motion picture producers. Upon the acquisition of the Verve label in 1960, Lewis was given a supervisory position in the MGM Records' Royalty Department. In 1963, he was elevated to Director of Special Projects for the MGM/Verve labels.

**Spectrum Prices**

The Audio Spectrum Records division of Miller International Co. has announced the following list price reductions, in the light of the recent excise tax elimination on phonograph records: stereo LPs, \$4.73, from \$4.98; mono LPs, \$3.78, from \$3.98; 45 rpm singles, 93c, from 98c. Distributor cost reductions will be reflected in the proper ratio, according to Joseph R. Bott, National Sales Manager.

**Ladwig Merc  
Ad Director**

CHICAGO—In another move designed to more closely integrate and coordinate the service divisions of Mercury Record Corp., it was announced that Jim Ladwig, Executive Art Director, would assume the additional responsibility of advertising director for all labels under the



Jim Ladwig

Mercury corporate roof. These labels include: Mercury, Philips, Smash, Fontana, Blue Rock, Limelight, Cumberland and Wing. The re-alignment of executive duties announced by Irwin H. Steinberg, Executive Vice-President of Mercury, was occasioned by the departure of Norman Berkowitz, who resigned his post as advertising director to return to his home in New York City. Berkowitz has gone into another business.

**'Do' for David**



Colpix Records hosted a cocktail party for contractee David Jones (star of the musical, "Pickwick") recently at the Beverly Hills Hotel on the occasion of the release of his new single, "What Are We Going To Do." Among the notables attending were, above, from left, Eddie Hodges and, of course, David, plus both boys' dates.

**Greer, Kafafian Join Record World**

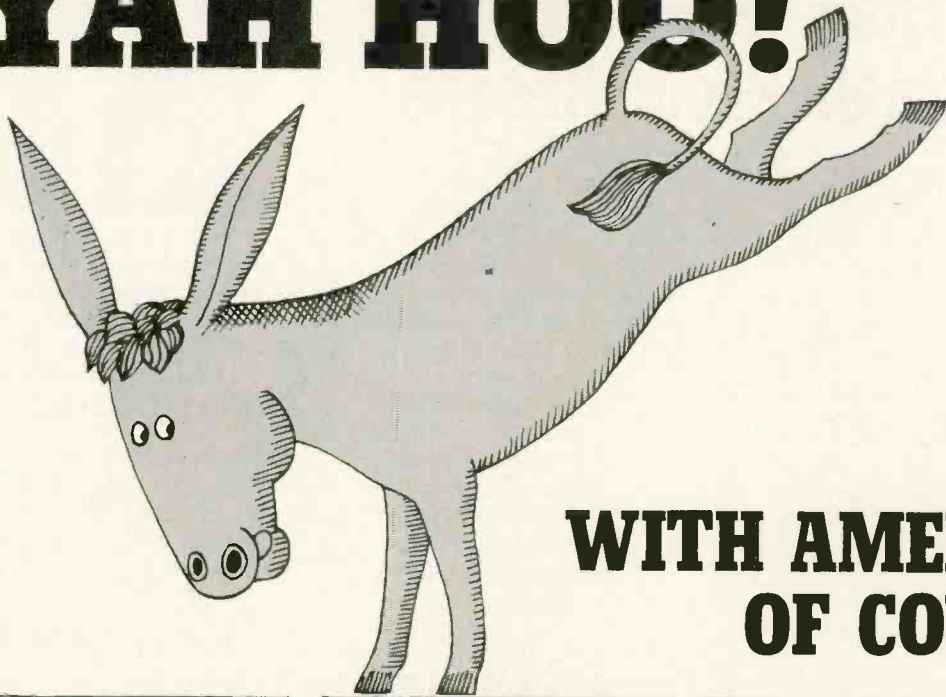
Record World, in line with its policy of expansion and increased news coverage on all music fronts, last week retained veteran Hollywood ad-pub and news men Norman Greer and Eddie Kafafian to act as West Coast representatives.

Greer and Kafafian, with offices both on the Sunset Strip (8440 Sunset Blvd.) and at Samuel Goldwyn Studios, will supervise all editorial and managerial operations of Record World for the 11 Western States.

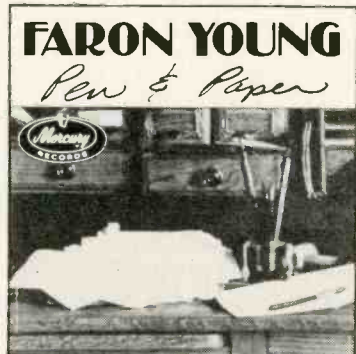
As an independent public relations man Greer has worked with record companies, publishers and artists since 1947. Kafafian, prior to entering the free-lance p.r. field, had been a reporter, columnist and music editor on Daily Variety.



# YAH HOO!

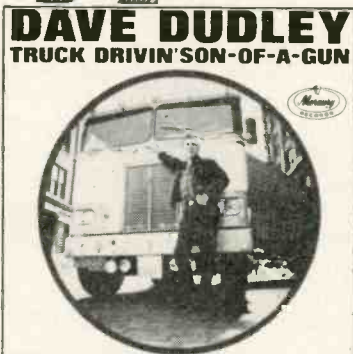


## KICK UP YOUR SALES WITH AMERICA'S BRAND OF COUNTRY MUSIC



**PEN AND PAPER**—Faron Young  
MG 21007/SR 61007

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



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

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



**SINGING THE BLUES**—George Jones  
MG 21029/SR 61029

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



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

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



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

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



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

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



**SATURDAY NIGHT SHINDIG**  
MG 21036/SR 61036

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



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

### NEW MERCURY WING RELEASES

#### Popular

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

#### Classical

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



# A Touch O' Blarney From Stone, A Dash of Chutzpah From Greene

By JOEL RUDIKOFF

For the record, Charlie Greene and Brian Stone are the heads of Greene-Stone Enterprises and York-Pala Productions. They manage the young singing stars Sonny & Cher. They are off to England in a few days to arrange exposure for the pair, and to set up offices there. Projects in the near future include the establishment of their own record label, and motion picture and TV production.

Off the record, Messrs. Greene and Stone related to *Record World* last week that they arrived in Los Angeles less than a year ago with a dime between them, "and we immediately spent it for coffee." They lived for a spell in a stable, and then in adjoining dressing rooms at Universal City, the home of MCA. There they surreptitiously operated a public relations business until evicted by the long arm of the Studio Police. Their first record, which they decided

to make on the spur of the moment ("I know! Let's go into the record business!") was a disaster. They often make important business decisions by playing cards: straight poker, two out of three takes it.

It has been this happy-go-lucky (who dares call it slipshod?) attitude, mixed with not a little *chutzpah*, that has made them one of the hottest new producing teams in the industry, via their disk-coveries of Sonny and Cher (*Record World*, July 3). And with two hits already on the charts and who knows how many more on the way (Sonny and Cher's first album is set for release soon), why should they think of changing now?

Charlie and Brian met at the age of five exactly 20 years ago when both were at summer camp.

"He tried to drown me," said Charlie.

"I did not," said Brian. "It was the other way around."

The story may be apocryphal,

but from these humble beginnings sprang, 13 years later, a press agency staffed by the two Bronx-born lads. It was **anything** but successful.

"We decided that as long as we were failures, we might as well be failures in Hollywood," Brian explained. "So we hitched to California."

"That was 11 months ago," added Charlie. "And look at us now." (Knowing full well that we couldn't, since they were at the California end of a transcontinental phone conversation.)

Their first big break record-wise came late one evening toward the end of last year when Sonny Bono, who had heretofore been only an acquaintance, called them to say he had just written a song. It turned out to be "Baby Don't Go," and they decided to record it that night. The session lasted until 3 a.m., but the disk wasn't released (on Reprise) until early this month.

Perhaps this is one of the reasons why Greene and Stone want to set up their own record label in the near future. (They now farm their recordings out to others and have Sonny & Cher—together—packed with Atco Records. Cher—individually—releases on Imperial. This is in addition to the pair's "new" Reprise single.)

### Learned from Mistakes

"Pure ignorance" was what made them go into the record business in the first place, they admitted, but Charlie said that the two of them have learned from their mistakes and have few regrets.

"If we hadn't done it for ourselves," he said, "somebody else would have. He would have learned the lessons and if we had worked for him, we would have gotten the blame."

"That first failure gave us a start in knowing what you have to do and what you'd darn well better not do," Brian said. "We've profited from all the slipups."

Whimsically, Charlie said, "The record business is probably one of the few businesses where you can make a million dollars in no time flat." Charlie Greene and Brian Stone haven't reached that figure yet, but they're working on it.



SONNY & CHER leave for England Aug. 1 for a two-week promo tour, accompanied by managers Brian Stone and Charlie Greene, the tour set by their American agency, William Morris, and Larry Paige of Denmark Productions in London. Duo's Atco disk of "I Got You Babe" was released in England last week and is being issued in many other parts of the world.

### Tower Cuts Prices

NEW YORK—Tower Records is following the industry trend of lower prices on all product. Effective July 12 the list price of singles was reduced from 98 to 94¢.

Album list prices fell from \$3.98 to \$3.79 on mono. Similar reductions in stereo prices were also announced. New prices to distributors are lowest in the label's brief history.

### Koppelman-Rubin Major Expansion

NEW YORK—Charlie Koppelman and Don Rubin have announced major expansion programs in both their production and music publishing activities.

There are four new regional promotion men: Earl Glicken, covering the mid-West out of Chicago; Steve Sandler, the New England area; Buzzy Curtis, servicing stations from Washington, D.C. to Philadelphia; and Perry Stevens, in the Pittsburgh, Detroit, Cleveland areas. They have been retained to work on the firm's Stallion Records release, "A Little Lovin'," by Dwain Story, and the first Koppelman-Rubin Associates production, "Do You Believe In Magic?," by the Lovin' Spoonful, on the Kama-Sutra label for distribution through MGM Records.

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

- Billboard Spotlight
- Record World Pick
- Cash Box Best Bet

## Karen Chandler's "LOST AND FOUND"

B/W

## "Hold Me, Thrill Me, Kiss Me"

Tivoli 45 1720

Produced, Arranged, Conducted by Jack Pleis  
Attention Distributors: Some Territories Still Available

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





# 100 TOP POPS

record world

Week of July 24

This Wk. July 24	Last Wk. July 17	Wks. on Chart	This Wk. July 24	Last Wk. July 17	Wks. on Chart	This Wk. July 24	Last Wk. July 17	Wks. on Chart
1	2	4	35	19	8	68	86	3
2	1	6	36	9	12	69	71	4
3	5	9	37	38	6	70	76	3
4	4	11	38	39	6	71	51	7
★	10	5	39	44	5	72	74	5
6	6	10	★	53	4	★	78	4
7	7	10	★	81	2	★	85	3
8	8	8	★	83	2	★	80	4
9	3	10	★	59	3	★	(—)	1
★	15	6	★	44	5	★	90	3
★	14	6	45	20	10	★	(—)	1
12	12	10	46	35	12	★	(—)	1
13	13	8	47	47	5	80	82	5
14	11	11	★	57	2	★	100	2
★	18	7	★	58	3	★	(—)	1
★	23	6	★	55	3	★	89	3
17	21	9	★	56	5	84	60	9
★	26	5	★	52	5	★	91	2
★	33	4	★	61	2	★	95	3
★	27	4	★	73	3	★	(—)	1
21	25	6	★	84	2	★	(—)	1
★	30	6	56	16	11	★	(—)	1
23	24	6	★	64	5	★	96	2
★	31	5	★	69	3	★	98	2
★	32	5	59	41	8	91	92	2
26	17	9	60	62	3	92	94	4
27	22	9	61	42	7	93	93	4
★	37	4	62	65	4	94	(—)	1
★	36	6	63	52	9	95	(—)	1
★	43	5	★	75	3	96	(—)	1
★	45	5	65	67	4	97	97	2
32	28	11	66	68	3	98	99	2
33	29	14	67	70	4	99	(—)	1
34	34	17				100	(—)	1

## TOP POPS ALPHABETICALLY—PLUS PUBLISHER & LICENSOR

ALL I REALLY WANT TO DO (Witmark, ASCAP)	28	I GOT YOU BABE (Five-West, Cotillion, BMI)	49	ONE DYIN' AND A BURYIN' (Tree, BMI)	53	THE LOSER (Wemar, BMI)	57
AROUND THE CORNER (South, BMI)	85	I'LL ALWAYS LOVE YOU (Jobete, BMI)	58	ONE MONKEY DON'T STOP NO SHOW (Tree, BMI)	58	THERE'S A MAN DOWN THERE (BMI)	100
BABY I'M YOURS (Blackwood, BMI)	24	I LIKE IT LIKE THAT (Lune-Kel, BMI)	10	ONE STEP AT A TIME (Fiomar, BMI)	92	TONIGHT'S THE NIGHT (Cotillion, BMI)	27
CALIFORNIA GIRLS (Sea Of Tunes, BMI)	79	I'M A FOOL (Atlantic, BMI)	29	ONLY THOSE IN LOVE (Roosevelt, BMI)	50	TO KNOW YOU IS TO LOVE YOU (Hilary, BMI)	41
CANDY (East, BMI)	90	I'M A HAPPY MAN (Unart, BMI)	81	OO WEE BABY I LOVE YOU (Curton, BMI)	75	TOO MANY RIVERS (Combine, BMI)	17
CARA MIA (Leo Feist, ASCAP)	3	I'M A FOOL TO CARE (Peer International, BMI)	82	OUT IN THE SUN (Grand Canyon, BMI)	59	TRACKS OF MY TEARS (Jobete, BMI)	78
CRYING IN THE CHAPEL (Valley, BMI)	33	I'M HENRY THE VIII (Miller, ASCAP)	1	PAPA'S GOT A BRAND NEW BAG (BMI)	51	TRAINS AND BOATS AND PLANES (U. S. Songs, ASCAP)	52
DARLING TAKE ME BACK (Murbo, BMI)	71	IN THE MIDNIGHT HOUR (Cotillion-East, BMI)	51	PRETTY LITTLE BABY (Jobete, BMI)	43	UNCHAINED MELODY (Frank, BMI)	55
DON'T JUST STAND THERE (Bernice, BMI)	18	IT HAPPENED JUST THAT WAY (Tree, BMI)	60	RIDE YOUR PONY (Jarb, BMI)	39	WALK IN THE BLACK FOREST (MRC Music, BMI)	36
DOWN IN THE BOONDOCKS (Laurie, BMI)	40	IT'S GONNA BE FINE (Screen Gems-Col., BMI)	74	SAVE YOUR HEART FOR ME (Gold-Udell-Purchase, BMI)	68	WATERMELON MAN (Hancock, BMI)	80
EASY QUESTION (Elvis Presley, BMI)	11	IT'S TOO LATE, BABY, TOO LATE (Ply-Weiss, BMI)	97	SEEIN' THE RIGHT LOVE GO WRONG (Sea Lark, BMI)	56	WE'RE DOING FINE (Leatherneck, Wellmade, BMI)	73
FLY ME TO THE MOON (Almanac, ASCAP)	97	I'VE BEEN LOVING YOU TOO LONG (East Time, BMI)	23	SEVENTH SON (Arc, BMI)	8	WHAT'S NEW PUSSYCAT (United Artists, ASCAP)	5
FOR YOUR LOVE (Blackwood, BMI)	32	I WANT CANDY (Webiv, BMI)	16	SET ME FREE (Amer. Metropolitan Ent., BMI)	21	WHAT THE WORLD NEEDS (Blue Seas, Jac, ASCAP)	7
GIRL COME RUNNING (Saturday, BMI)	23	JUST A LITTLE TOO LATE (Skidmore, ASCAP)	44	SILVER THREADS AND GOLDEN NEEDLES (Central, BMI)	83	WHO'S CHEATIN' WHO (Chevis, BMI)	38
HAPPY FEET TIME (Lucian, BMI)	94	JUSTINE (Venice, BMI)	86	SITTING IN THE PARK (Chevis, BMI)	65	WONDERFUL WORLD (Kags, BMI)	26
HALLELUJAH (Saturday, BMI)	96	LAURIE (Long-Gold Dust, BMI)	12	SOUTHERN COUNTRY BOY (Dublin, BMI)	20	WOOLY BULLY (Beckie, BMI)	34
HERE COMES THE NIGHT (Keetch, Caesar & Dino, BMI)	45	LONELY GIRL (Consul, ASCAP)	13	STOP! LOOK WHAT YOU'RE DOING (East, BMI)	91	WORLD OF OUR OWN (Chappell, ASCAP)	35
HERE I AM (United Artists, ASCAP)	72	MARIE (Irving Berlin, ASCAP)	76	STORM WARNING (BMI)	95	YES I'M READY (Stilron, Dandelion, BMI)	4
HOLD ME, THRILL ME, KISS ME (Mills Music, Inc., ASCAP)	31	MEETING OVER YONDER (Chi-Sound, BMI)	46	SUMMER PLACE (M. Witmark, ASCAP)	22	YOU BETTER GO (South Mt., BMI)	70
HUNG ON YOU (Screen Gems-Col., BMI)	76	MR. TAMBOURINE MAN (Witmark, BMI)	14	SUMMER SOUNDS (Mills, ASCAP)	84	YOU'RE MY BABY (Screen Gems-Col., BMI)	87
HUSH HUSH SWEET CHARLOTTE (Miller, ASCAP)	46	NEW ORLEANS (Rockmaster, BMI)	9	SUNSHINE, LOLLIPOPS AND RAINBOWS (Hansen, ASCAP)	25	YOU TELL ME WHY (Taracrest, BMI)	89
(CAN'T GET NO) SATISFACTION (Immediate, BMI)	2	99 + 1 (Bonatempt, Rated, BMI)	62	SWEETHEART TREE (East Hill, ASCAP)	99	YOU TURN ME ON (Burdette, BMI)	6
I CAN'T HELP MYSELF (Jobete, BMI)	9	NOBODY KNOWS WHAT'S GOING ON (Bright Tune, BMI)	77	TAKE ME BACK (South Mountain, BMI)	67	YOU WERE ON MY MIND (Witmark & Sons, ASCAP)	64
I CAN'T WORK NO LONGER (Curton, BMI)	62	NO PITY (Merrimac, BMI)	93				
I DON'T BELIEVE (BMI)	77						
IF YOU REALLY WANT ME TO, I'LL GO (LeBill, BMI)	93						





# PRIMARY RADIO EXPOSURE CHART

## An Exclusive RECORD WORLD Feature

• means record is a station pick, ▶ means it is an extra without numerical rank  
This chart is designed to show the initial exposure of new records. Therefore all records which have gone over 50 in Record World's Top 100 are eliminated.

TITLES	EAST					MIDWEST					WEST					SOUTH				
	ALBANY-WPTR	SPRINGFIELD-WSPR	WASH., D. C.-WDC	PHILA.-WIBG	WILMINGTON-WAMS	DETROIT-CKLW	LANSING-WILS	PEORIA-WIRL	PITTS.-KDKA	DENVER-KIMN	LOS ANGELES-KFWB	TACOMA-KTNT	SACRAMENTO-KXOA	FRESNO-KYNO	MODESTA-KFIV	MIAMI-WQAM	AUSTIN-KNOW	SANDERSVILLE-WSNT	COLUMBUS-WDAK	SAN ANTONIO-KONO
AFTER LOVING YOU Della Reese (RCA)	28			97	▶															
AGENT 00-SOUL Edwin Star (Ric-Tic)						▶														
AH, AH, AH Bobby & Dukes				47																
ALRIGHT Legends								▶												
ANYWAY ANYHOW ANYWHERE The Who (Decca)				93	30									13						
AROUND THE CORNER Craig Douglas				61		58														46
BAD BOY Beatles (Capitol)										48										
BLIPIDY BLAP Bob Derough (Almo)				50																
CALIFORNIA GIRLS Beach Boys (Capitol)									45			25								
CANADIAN SUNSET Sounds Orchestral (Parkway)	49							▶												
CANDY Astros (Star)				17	29															
CATCH THE BOUQUET Doris Day (Columbia)	45	25																		
COME KISS ME LOVE Brothers Four (Columbia)	46																			
DON'T YOU WANT MY LOVIN' Orions (Cameo)				70																40
EYES OF LOVE Gene Pitney (Musicor)																				
EVIL ONE Sapphires (ABC)				88																
THE FAT CAT Si Zenther (RCA)																				
FIRST I LOOK IN THE PURSE Contours (Gordy)	60																			
THE FIRST THING EVERY MORNING Jimmy Dean (Columbia)				94																
FLY ME TO THE MOON Tony Bennett (Columbia)	23																			
FORGET DORMANI Frank Sinatra (Reprise)	24	26																		
GOODBYE, SO LONG The and Tina (Modern)				16	22	68														
GONNA MAKE HIM MY BABY April Young				16																
GUESS I'M DUMB Glen Campbell (Capitol)				83																
HAPPY FEET TIME Montelairs (Sunburst)				88																
HAVE FAITH IN YOUR LOVE Sounds Orchestral (Parkway)				43				14												
HERE I AM Warwick (Scepter)	20	19	73			53								24						
HUNG ON YOU Righteous Bros. (Philles)				72				▶	50	47				14						
I CAN'T BEGIN TO TELL YOU Buddy Greco (Epic)	48	54																		
I CAN'T WORK NO LONGER Billy Butler (Okeh)				44																
I FEEL I'VE KNOWN YOU FOREVER Elvis Presley (RCA)	38																			
IF I HAD MY LIFE TO LIVE OVER Lloyd Price (Monument)																				
IF YOU REALLY WANT ME Rondells																				38
I LIVE FOR THE SUN Saturdays (Tower)																				13
I WANT TO BE LIKE YOU The Four Tops (Motown)																				18

TITLES	EAST					MIDWEST					WEST					SOUTH				
	ALBANY-WPTR	SPRINGFIELD-WSPR	WASH., D. C.-WDC	PHILA.-WIBG	WILMINGTON-WAMS	DETROIT-CKLW	LANSING-WILS	PEORIA-WIRL	PITTS.-KDKA	DENVER-KIMN	LOS ANGELES-KFWB	TACOMA-KTNT	SACRAMENTO-KXOA	FRESNO-KYNO	MODESTA-KFIV	MIAMI-WQAM	AUSTIN-KNOW	SANDERSVILLE-WSNT	COLUMBUS-WDAK	SAN ANTONIO-KONO
MAU NINNY NAU Carnibal & Headhunters (Rampart)																				
99 + 1 Jay Gardner (Blue Rock)				36		▶														
NO PITY (IN THE NAKED CITY) Jackie Wilson (Brunswick)				63																30
OH HAPPY DAY Fantastic Vantastics (Tuff)																				
OLD ENGLISH SURFER Ray Stevens (Mercury)																				
ONE DYIN' AND A BURVIN' Roger Miller (Smash)		17		65							25									
ONE MONKEY DON'T STOP NO SHOW Joe Tex (Dial)				80																
ONE STEP AT A TIME Maxine Brown (Wand)																				
ONLY THOSE IN LOVE Baby Washington (Sue)																				
ON THE BEACH Tommy Leonetti (RMA)				46																
OOWEE OOWEE Perry Como (RCA)		39	56																	
OUT IN THE SUN Beach Nuts (Bang)				74																
RAIN ON YOU Della Rae (RCA)																				
SALT WATER GUITAR Burl Ives (Decca)																				
(SAY) YOU'RE MY GIRL Roy Orbison (Monument)				34																
SH-DOWN DOWN SONG Ginger Snaps (Dunhill)				52																
SILVER THREADS AND GOLDEN NEEDLES Jody Miller (Capitol)				91																
SINCE I LOST MY BABY Temptations (Gordy)				69																
SLEEPY HOLLOW Roy Orbison (Monument)				90																
SO MANY OTHERS Lucille Starr (Atco)																				
STORM WARNING Volcanoes (Arctic)																				
SUGAR DUMPLING Sam Cooke (RCA)				57																
A SUMMER THOUGHT Reparata (World Artists)																				
SUNRISE SUNSET Eddie Fisher (Dot)				28																
SURFER JOE Skeets (Mercury)																				
SWEETHEART TREE (RCA) Henry Mancini				44	42															
TANZY Pee Wee Spittler (RCA)																				
TEARDROPS IN THE RAIN Joe Brown																				
THAT'S WHAT I WANT Liverpool 5				4																
THEME FROM HARLOW (LONELY GIRL) Gobby Vincent (Epic)																				
THEME FROM "SANDPIPER" Peggy Lee (Capitol)																				
THINK OF YOU Nino & April (Atco)																				
THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES																				









# 100 TOP LP'S

Record World

TEAR-OUT GUIDE

Week of July 24

This Wk.	Last Wk.	Wks. on Chart	This Wk.	Last Wk.	Wks. on Chart	This Wk.	Last Wk.	Wks. on Chart
July 24	July 17		July 24	July 17		July 24	July 17	
1	1	5	35	22	31	68	65	14
2	2	6	36	28	16	69	78	2
3	3	43	37	40	8	70	67	11
4	4	9	38	37	34	71	66	14
5	5	19	39	36	13	72	81	3
6	6	17	40	43	5	73	82	3
7	8	17	41	48	8	74	83	2
8	7	11	42	51	5	75	84	4
9	9	8	43	52	4	76	74	8
10	11	13	44	49	10	77	79	5
11	12	42	45	35	13	78	89	2
12	10	11	46	59	4	79	77	19
13	14	6	47	53	5	80	91	4
14	16	8	48	42	13	81	97	2
15	13	8	49	54	4	82	98	2
16	17	10	50	45	43	83	68	23
17	15	16	51	44	7	84	87	4
18	18	11	52	41	14	85	(-)	1
19	19	8	53	46	44	86	88	3
20	26	8	54	47	18	87	(-)	1
21	38	4	55	50	16	88	90	5
22	31	5	56	60	5	89	93	2
23	21	18	57	64	5	90	(-)	1
24	23	39	58	70	5	91	(-)	1
25	24	10	59	61	11	92	(-)	1
26	27	22	60	62	4	93	96	2
27	29	15	61	56	26	94	80	5
28	39	6	62	58	31	95	(-)	1
29	33	8	63	57	11	96	(-)	1
30	32	7	64	63	14	97	75	24
31	20	26	65	71	7	98	85	17
32	25	41	66	72	6	99	92	24
33	30	9	67	55	16	100	95	3
34	34	8						

## LP'S COMING UP

- |  |  |   |   |
|--|--|---|---|
| 1. HIS HAND IN MINE<br>Elvis Presley—RCA Victor LPM-2328   | 13. THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES<br>Soundtrack—20th Fox TFM-3147 | 25. MALA FEMMENA<br>Jimmy Roselli—United Artists UAL-3430       | 38. HUSTLIN'<br>Stanley Turrentine—Blue Note 4162                 |
| 2. I PUT A SPELL ON YOU<br>Nina Simone—Philips PHM-200-172 | 14. WOODY ALLEN, VOL. II<br>Colpix CP-488  | 26. THE ROAR OF GREASEPAINT<br>Ahmad Jamal—Argo                 | 39. THE MOST EXCITING ORGAN EVER<br>Billy Preston—Vee Jay VJ-1123 |
| 3. GRITS AND SOUL<br>James Brown—Smash MGS-27057           | 15. THEMES FROM THE JAMES BOND THRILLERS<br>Roland Shaw O.—London LL-3412: PS-412  | 27. YELLOW ROLLS ROYCE<br>Soundtrack—MGM E-4292                 | 40. FOR YOU FROM US<br>Astronauts—RCA Victor LPM-3359             |
| 4. HOW TO BE A JEWISH MOTHER<br>Gertrude Berg—Amy 8007     | 16. ELGART A GO GO<br>Less & Larry Elgart—Columbia CL-2355                         | 28. DRUM DISCOTHEQUE<br>Sandy Nelson—Imperial LP-9283           | 41. BOSSA ANTIGUA<br>Paul Desmond—RCA Victor LPM-3320             |
| 5. THEM<br>Parrot—LPM-3416                                 | 17. THE RACE IS ON<br>George Jones—U. A. UAL-3422: UAS-6422                        | 29. THE BEST OF SAM COOKE, Vol. 2<br>RCA Victor LPM-3373        | 42. PLAY A GUITAR WITH THE VENTURES<br>Dolton—BLP-16501           |
| 6. CAT BALLOU<br>Nat King Cole—Capitol T-2340              | 18. UNIT 4 + 2<br>London LL-3427   | 30. DANCE PARTY<br>Martha & Vandellas—Gordy 915                 | 43. ODETTA SINGS DYLAN<br>RCA Victor LPM-3324                     |
| 7. WHAT'S NEW PUSSYCAT<br>Soundtrack—U. A. UAL-4128        | 19. IF I LOVED YOU<br>Johnny Mann Singers—Liberty LRP-3411                         | 31. ENGLISH HITS OF '65<br>Billy Strange—GNP-2008               | 44. BLUES FOR MR. JIMMY<br>Jimmy McGriff—Sue LP-1039              |
| 8. YEAH!<br>Aretha Franklin—Columbia CL-2351               | 20. STRANGERS AND COUSINS<br>Pete Peger—Columbia CL-2334                           | 32. VENICE BLUE<br>Bobby Darin—Capitol T-2322                   | 45. CAST YOUR FATE TO THE WIND<br>Vince Guaraldi—Fantasy 3337     |
| 9. WE'RE GONNA MAKE IT<br>Little Milton—Checker LP-2995    | 21. BEHIND THE EIGHT BALL<br>Baby Face Willette—Argo 749                           | 33. HERE THEY COME<br>Paul Revere & Raiders—Columbia CL-2307    | 46. THE MANY FACES OF GALE GARNETT<br>RCA Victor LPM-3325         |
| 10. CONNIE SMITH<br>RCA Victor LPM-3341                    | 22. LOVE IS EVERYTHING<br>Johnny Mathis—Mercury MG-20991                           | 34. LIFE AND LOVE ITALIAN STYLE<br>Jimmy Roselli—U. A. UAL-3429 | 47. IKO IKO<br>Dixie Cups—Red Bird RB-20-103                      |
| 11. AND I LOVE HIM<br>Esther Phillips—Atlantic LP-8102     | 23. SONG FOR MY FATHER<br>Horace Silver—Blue Note—4185                             | 35. BIG CITY<br>Marvin Jenkins—Palomar G-24001                  | 48. ROGER WILLIAMS PLAYS THE HITS<br>Kapp KL-1414                 |
| 12. I MUST BE SEEING THINGS<br>Gene Pitney—Musicor MM-2056 | 24. ELLINGTON '66<br>Duke Ellington—Reprise T-6154                                 | 36. GETZ/GILBERTO<br>Verve V-8545                               | 49. IF I RULED THE WORLD<br>Sammy Davis Jr.—Reprise T-6159        |
|  |  | 37. I LOVE YOU SO<br>Bobby Martin—Coral CRL-57478               | 50. IT'S DANCE TIME<br>Willie Mitchell—Hi HL-12026                |



## Dallas Philips Promo Chief

CHICAGO—Hugh Dallas, National Promotion Manager for Limelight Records, Mercury jazz affiliate, this week was moved into the National Promotional Chair for Philips Records.



Hugh Dallas

In the appointment made by Lou Simon, Philips label chief, he stressed his enthusiasm over acquiring Dallas to helm the post vacated recently by Bill O'Brien. Dallas' background ranges from work with indie and branch distribution through executive posts with indie labels and the majors. Dallas has played an important part in establishing the all-jazz label since its inception January, 1965, and, Simon added, he felt that Dallas' momentum promotionally would be felt in the Philips sales picture.

Dallas will be in complete charge of all single and album promotion for Philips. He will coordinate all promotional activity between local levels and the home office. In addition, Dallas will oversee artist liaison. Dallas will make a cross-country tour soon, meeting with individual Philips distributors, Simon added.

## New Cameo Disk

Cameo-Parkway Records has purchased the Philly breakout, "Down By the Ocean," by the Exceptions, from Buzz Curtis.

## Cap's 4 Casters

Capitol Records, so far, has locked up four original Broadway cast albums for the coming season: "Sky-scraper," starring Julie Harris, music and lyrics by Sammy Cahn and Jimmy Van Heusen; "Walking Happy," also Cahn and Van Heusen; Gwen Verdon's "Sweet Charity," score by Cy Coleman and Dorothy Fields; and Jerry Herman's "Auntie Mame."

## Haims Golden World Veep

DETROIT—Joanne Bratton, President of Golden World Records, announces the appointment of Shelley Haims as Vice-President and General Manager of the Golden World, Ric-Tic and Win Gate record labels.

A veteran of 17 years in the music biz, Haims has been with King, Mercury, Columbia and Capitol. The Merchandising, Marketing, Promotion and Product Control of all Golden World product on all three labels, will come under the aegis of Haims.

Reporting directly to Haims will be: Arni Zalesin—Public Relations and Publicity; and Al Rosner—Sales.

The first half of July has surpassed all previous months sales in 1965, with "Agent Double-O-Soul" leading the way. Present plans include a powerful rock LP release in the fall, and diversification into the country, folk and jazz fields.

## D'Imperio RCA VP Product, Talent

Appointment of Joseph E. D'Imperio, formerly Division Vice President, Business Affairs, to the newly-created position of Division Vice President, Product and Talent Development, RCA Victor Record Division was announced by Norman Racusin, Division Vice President and Operations Manager.



Jos. D'Imperio

Effective immediately D'Imperio will assume responsibility for the Popular and Red Seal (Classical) Artist and Repertoire Departments at the company. In addition, he will continue to have the Business Affairs function under his direction.

Reporting directly to D'Im-

perio in his new post will be Steve Sholes, Division Vice President, Pop Artist and Repertoire, and Roger Hall, Manager Red Seal Artist and Repertoire. Also reporting directly to D'Imperio will be a Business Affairs manager, to be named shortly.

Creation of the new Product and Talent Development post reflects the growing complexities of today's record business with the resulting increased interdependence between A & R and Business Affairs activities.

D'Imperio joined RCA in November, 1955, as a member of the law department of the Manufacturing and Service Divisions in Camden, N. J. In May 1957 he was assigned as Counsel to the RCA Victor Record Division, and subsequently, in June 1960, he became Senior Counsel, RCA Victor Record Division.

## Fox Execs Travel

20th Century Fox Records' Al Calder, Doug Moody and Chris Saner have hit the road on behalf of the Fox soundtracker, "Those Magnificent Men in their Flying Machines" plus singles from the films "Von Ryan's Express" and "Up from the Beach," as well as other TCF label and Fox wax. Execs will be gone about two weeks.

## Chess Recalls Deck

An amicable agreement was made between Leonard Chess and George Goldner whereby Chess agreed to recall immediately his cover record by Jackie Ross of the Blue Cat deck, "Take Me for a Little While," by Evie Sands.

## MGM Inks Andrea



Singer John Andrea, second from left, has been signed to record for MGM Records, with his first deck, "Come on In," due out July 21. Pictured at the signing, from left, are Andrea's manager, Bob Marcucci, Mort L. Nasatir, President of MGM Records, and Lenny Scheer, Director of Singles Sales, who brought Andrea to the label.

## Man Allergic To 'Stardust'

Under the title "That Stardust Malady," Time magazine ran a feature last week on a 35-year-old draftsman named Donald Morton for whom music had little charm. Soft music like "Stardust," in particular, brought on violent seizures called musicogenic epilepsy.

"In their effort to condition Morton to tolerate 'noxious' music," Time related, "the doctors decided to concentrate on 'Stardust' because it was available in so many versions . . . They played it endlessly . . . Eventually it was 'extinguished' as a cause of seizure . . . In the process most other noxious music was extinguished, too . . . He has innocuous tapes that he plays if he ever feels a seizure coming on."

Time added, "Today Donald Morton (after 10 months of treatment) can even abide 'Abide with Me'."

## Named Art Director

Charles Blodgett has been named art director for Audio Fidelity Records, Inc.



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

#### SWEETHEART TREE

Johnny Mathis—Mercury 72464

#### IT'S THE SAME OLD SONG

Four Tops—Motown 1081

#### SUMMERTIME GIRL

Trade Winds—Red Bird 10-033

#### HE'S GOT NO LOVE

Searchers—Kapp 686

#### WHY DON'T YOU BELIEVE ME

Vic Damone—Warner Bros. 5644

#### LIKE A ROLLING STONE

Bob Dylan—Columbia 43346

#### SUMMER WIND

Wayne Newton—Capitol 5470

#### A LITTLE YOU

Freddie & Dreamers—Mercury 72462

#### LOOKING THROUGH THE EYES OF LOVE

Gene Pitney—Musicor 1103



# R&B BEAT

WHERE IT'S AT

BY KAL RUDMAN

Many people feel the British sound has vastly diminished in pop programming impact. The Bob Dylan folk-rock sound has rushed in to fill part of the vacuum left by a trail of British bombs. The Big Question on many minds is what comes next, as they view the wreckage of so many American recording careers in the pop field?

We know the answer. It's already all over the trade pop charts and an established way of pop life in the major cities. Once the rest of "Conservative Americana" screws up its courage and gets its audiences accustomed to the hip, adult, strong fare that is native American R&B, the R&B chart will slip quietly and almost intact into its rightful place in the pop chart and play-lists across the ENTIRE nation.

You know and I know that there isn't any more sophisticated, exciting, emotion-arousing, danceable or listenable music to be found anywhere than in R & B, and the vanilla labels are rushing to get into it before they drown in an oceans of red ink. The new breed of R&B jock is highly intelligent, often college-educated, talented and possessed of an air personality and individuality that puts many of the "Carbon Copy" "Good Guys" to shame. The Bill Gavin Report has taken the lead in showing exactly in which markets the R&B hits are getting pop play and sales, and thus the "birth and development" of many R&B-"Pop" hits are carefully traced.

To show you what is happening now, we will quote from the Reports a series of R&B hits and the markets where they are cooking pop. Obviously, a number of these records are going all the way pop, just as the Barbara Mason and the Fred Hughes records did.

Agent Double OO Soul, Edwin Star—Detroit; Atlanta; Cleveland  
One Step At A Time, Maxine Brown—Atlanta; NYC; Johnstown, etc.  
It's Gonna Take A Miracle, Royalties—Baltimore; Stockton; Detroit  
Sitting In The Park, Billy Stewart—Nashville, Norfolk; Balt.; Chicago  
Can't Work No Longer, Billy Butler—Chicago; Tulsa; NYC  
You Better Go, Derek Martin—Atlanta; NYC; Phila.; Pittsburgh; Johnstown; Pine Bluff; Denver  
We're Doing Fine, DeeDee Warwick—Columbus, Ohio; Johnstown  
After Loving You, Della Reese, ABC—Detroit; Atlanta  
I'll Keep Holding On, Marvelettes—Phila.; Detroit; L. A.; San Jose  
I'll Always Love You, Spinners—Detroit; Baltimore; Phila.  
In Crowd, Ramsey Lewis—Detroit; Atlanta; St. Louis; Baltimore  
Happy Feet Time, Monclairs—Pittsburgh; Detroit; Phila.  
Here I Am, Dionne Warwick—Detroit; NYC  
Tracks Of My Tears, Miracles—Detroit; St. Louis; Phila.; San Diego  
Candy, Astors—Phila.; Washington; Dallas  
Pretty Little Baby, Marvin Gaye—Detroit, Atlanta; NYC; Balt.; Phila.; L. A.; S. F.; St. Louis; Boise; Tulsa; Denver, etc., etc.  
Since, Temptations—Detroit; S. F.; Denver; Worcester; Chicago; Dallas, etc.  
Busted R&B in Detroit, "Down By The Seashore," Kenny Gamble, Arctic . . . Busted in Cleveland, "I'll Never Be Free," Marsha Gee, Uptown . . . Busted in Philly, "It's Gonna Take A Miracle," Royalties, MGM. Starting: Kenny Gamble . . . Busting in General: "Come Back Baby," Nella Dodds, Wand. "Make Me Cry," O. V. Wright, Backbeat, selling in many areas now.

E. RODNEY JONES, WVON, CHICAGO

## SMASHES

Skyliners; Arthur Prysock; Derek Martin; "Do The 45," Sharpies; "Gotta Find A Way," Harold Burrage.

## LOOKING GOOD

In Crowd, Ramsey Lewis, Argo  
You're Gonna Make Me Cry, O. V. Wright, Back Beat  
I'll Always Love You, Spinners, Motown  
Let's Get Stoned, Chuck Bernard, Satellite  
Hey, Barbara Mercer, Golden World  
Only Those, Baby Washington, Sue

Boss Love, Lee Rogers, D Town  
Can't Stand, Jerry Butler, Vee Jay  
Take Me, Jackie Ross, Chess

ROCKY GROCE, WWRL, NYC

## PLAYING

Take Me, Jackie Ross, Chess  
It's My Turn Now, Carol Fran, Port  
Get It, J. D. Bryant, Enjoy  
You Succeeded, Sandra Phillips, B'way  
For Your Love, Sam & Bill, Joda  
Make Me Cry, O. V. Wright, B Beat  
Moonglow & Picnic, Esther Phillips, Atlantic  
Hallelujah, Invitations, D Voice  
One Step, Maxine Brown, Wand  
Dear John, Johnny Thunder, Diamond  
Only Those, Baby Washington, Sue  
Plus: Orions; Dee Dee Warwick; Carol Fran; Wonder Bros.; Sharpies; Ray Charles; Derek Martin.

AL GARNER & CROWN PRINCE, KYOK, HOUSTON

## TOP 10

Candy, Astors, Stax  
Bootleg, Booker T., Stax  
PICKS & PLAYS  
Agent Double OO Soul, Edwin Star, Ric Tic  
Some Crying To Do, Roscoe Shelton, Sims  
Do The 45, Sharpies, Onederful  
Close To You, Clarence Ashe, J&S/ABC  
My Bleeding Heart, Elmore James, Sound  
Poor Boy, Tony Clark, Chess  
Oh Darling, Z. Z. Hill  
That Goes To Show You, Garnet Mims, U.A.  
For Your Love, Sam & Bill, Joda  
Do It All Over, Joe Simon, Vee Jay  
After Loving You, Della Reese, ABC  
Boss Love, Lee Rogers, D Town  
Gonna Make Me Cry, O. V. Wright, B Beat  
99 Plus 1, J. Gardner, B Rock  
March, Shirelles, Scepter  
Happy Feet Time, Montclairs, Atlantic  
We're Doing Fine, DeeDee Warwick, B Rock  
I'll Always Love You, Spinners, Motown  
WILLIE MARTIN & LARRY HARGROVE, WRBD, FT. LAUDERDALE

## PLAY

I'm A Fool To Care, Ray Charles, ABC  
Want My Lovin', Orions, Cameo  
Do the 45, Sharpies, Onederful  
Moonglow, Esther Phillips, Atlantic  
Look At The Purse, Contours, Gordy  
Close To You, Clarence Ashe, ABC  
Make Me Cry, O. V. Wright, B Beat  
See You Cry, Jerry Butler, VeeJay  
Do It Over, Joe Simon, Vee Jay  
Tell It Like It Is, Dolores Lynn, Junior  
Fire Still Burns, Roscoe Shelton, Sims

## 29 New LPs From Decca

After a series of successful regional sales meetings held the week of July 11 in San Francisco, Cincinnati and Tarrytown, N.Y., the Decca and Coral labels announced the release of 25 popular and four classical albums featuring new and veteran names, which will spearhead the company's August promo.

This fall merchandising program, which takes effect immediately and runs through Sept. 3, will, in addition to the 29 new releases, encompass all the Decca, Coral and Brunswick long play and extended play records, from the company's vast catalogs, under the terms of an attractive dating and discount plan. Details of the program are now available through all Decca branches and distributors.

Among the artists making their Decca LP debut are Xavier Cugat and His Orchestra, with "Feeling Good," a collection of varied songs from the pictures, Broadway stage and teen favorites; the Dukes of Dixieland in a set recorded at Bourbon Street, Chicago; and composer, arranger, conductor John Barry, whose most recent achievement was his score for "Goldfinger," with the original sound track album of the Universal film, "The Ipress File."

## Adding Luster

Burl Ives adds additional luster to his best-selling catalog with a new release titled "On The Beach At Waikiki"; and Guy Lombardo is spotlighted with the fourth album in a series of musical biographies highlighting the years 1949-1954. Earl Grant has "Spotlight On Earl Grant," while Carmen Cavallaro is presented with "The Magic Music Of Hollywood."

Decca Country & Western artists Ernest Tubb and Loretta Lynn pair in a new set, "Ernest Tubb And Loretta Lynn." This is the first time these two personalities have been brought together on a single LP.

Continuing the new product from Decca is the Quartette Tres Bien with "Stepping Out," a collection of jazz interpretations. Master of the Spanish guitar Vicente Gomez is featured with "Blood And Sand." Familiar hymns are interpreted instrumentally by the late Jesse Crawford in "Sweet Hour Of Prayer." Volume 3 of "Saturday Night at the Grand Ole Opry" features such country names as Ernest Tubb, Bill Anderson,

Jimmy Newman, Loretta Lynn and the Wilburn Brothers.

Music from Broadway is prominent in the new release schedule with two outstanding original cast albums: Kurt Weill's "One Touch Of Venus," starring Mary Martin; and, also with a musical score by Weill, the Playwright's Company production of "Lost In The Stars," featuring Todd Duncan.

For devotees of the polka and schottische: Tony Jambor and His Band with "Polka Jamboree"; The "Whoopie" John Orchestra with "Old Time—Hit Time" and Dick Rodgers and His TV Recording Orchestra with "Polka City, U.S.A."

Rounding out new Decca product is Louis Armstrong and the All Stars with "I Love Jazz," and Arthur Prysock is featured with Buddy Johnson and his Orchestra in "Songs That Made Him Famous." Roberta Sherwood is presented in an album of standards, "You're Nobody 'Til Somebody Loves You." Henri Rene and Orchestra are represented with "They're Playing Our Song." Popular tangos are interpreted instrumentally by the Castilians in a new set recorded in Argentina, "Dance the Tango."

Decca's Gold Label classical division offers guitarist Andres Segovia in two major suites, Tansman's "Suite In Modo Polonico" and Federico Mompou's "Suite Compostelana." A stand-out package in the Decca classical release is the first complete version in English of Haydn's "The Creation," a deluxe two-record set. Another feature is the debut on the label of the Princeton Chamber Orchestra, under the direction of Nicholas Harsanyi, in the Dvorak "Serenade" and Mozart's "Divertimento." Leading harpsichordist Sylvia Marlowe adds to her Decca catalog with baroque pieces by Scarlatti, Couperin, Byrd and Vivaldi-Bach.

## Three from Coral

Coral Records has placed three new releases in the company's August promotion.

Leading off is the Coral debut of Godfrey Hirsch, featured vib player with the Pete Fountain aggregation. Mandolin virtuoso Dave Apollon is featured with "Travelin' Mandolin." "The Best Of Liberace" is presented in a deluxe two-record package, complete with pictures and text.

Full color litho books have been prepared, spotlighting all the new product. The company's field force will be contacting their respective accounts with complete details of the label's program.

(Continued on page 21)



# R & B Beat (Continued from page 20)

Until You Were Gone, Garnet Mims, U.A.  
Just Because, Jo Ann & Troy, Atlantic  
Boss Love, Lee Rogers, D Town  
KEN REETH & PORKY CHEDWICK,  
WAMO, PITTSBURGH  
SMASHES

- #1—You Better Go, Derek Martin, Roulette
- #2—It's Gonna Take A Miracle, Royales, MGM
- #3—Tracks of My Tears, Miracles, Tamla
- #4—I'll Always Love You, Spinners, Motown
- #5—Midnight Hour, Wilson Pickett, Atlantic
- #6—Willy Nilly, Rufus Thomas, Stax
- #7—Happy Feet time, Montclairs, Sunburst

## STRONG

DeeDee Warwick; Jackie Wilson; Contours  
PLAY  
"My Bleeding Heart", Elmore James;  
"Game of Love", Taffy's  
NICKIE LEE, WAME, MIAMI

## TOP SALES

Johnny Thunder; G. L. Crockett; Sam & Bill;  
"Nobody Needs Your Love," Jerry Butler; Carla Thomas; Dean & Jean.

## JUMPERS

Garnet Mims; Arthur Prysock; Derek Martin; Dolores Lynn; Sandra Phillips; Rufus Thomas; "Whoopee", Joe Simon; Soul Sisters.

## PICKS

Do the 45, Sharpees; Roy Arlington; Edwin Star; Pat Jarvis; Anna Craig; Royales; Lee Rogers; Marsha Gee; & "Queen of Fools", Barbara Mills, Hickory.

## PAUL JOHNSON, WITH, BALTIMORE

## TOP 10

Midnight Hour, Wilson Pickett, Atlantic  
Down To Earth, Billy Eckstine, Motown  
It's Gonna Take A Miracle, Royales, MGM

Can't Work, Billy Butler, Okeh  
BIG BREAKOUTS

Cross-Roads of Love, Tony & Tyrone, Columbia

Man Down There, G. L. Crockett, 4 Bros.

I'm In Your Corner, Gloria Parker, LLP

I'll Always Love You, Spinners, Motown

Papa's Bag, James Brown, King (Giant)

I'm the One, Manhattans, Carnival

Take Me Back, L'il Anthony, DCP

Hallelujah, Invitations, D Voice

You Better Go, Derek Martin, Roulette

We're Doing Fine, DeeDee Warwick, Blue Rock

Candy, Astors, Stax

Tracks of My Tears, Miracles, Tamla (Huge)

One Stop, Maxine Brown, Wand

No No, Aretha Franklin, Columbia

Can't Stand, Jerry Butler, VeeJay

Tell It Like It Is, Dolores Lynn, Junior

Agent Double 00 Soul, Edwin Star, Ric Tic

Our Love Will Grow, Showmen, Swan

Willy Nilly, Rufus Thomas, Stax

Since I Lost My Baby, Temptations, Tamla (Huge)

Do the 45, Sharpies Onederful (Huge) Confirms Chic.

Look At Purse, Contours, Gordy

99 plus one, J. Gardner, B Rock

(Note: The list is long but those who know Fat Daddy realize that he has exploded in the Baltimore nite-time market, 7 to mid-nite.)

## PICKS

Good Good Times, Orchids, Roulette

Down By the Seashore, Kenny Gamble, Arctic

Take Me For A Little While, Jackie Ross, Chess

Come Back, Nella Dodds, Wand

Game Called Love, Taffey's, Amy

In Crowd, Ramsey Lewis, Argo

Never Say Goodbye, Vontastics, Satellite

Call Her On the Phone, Flamingos, Phillips

ED TEAMER, WYLD, NEW ORLEANS

HUGE

Edwin Star; James Brown; Z. Z. Hill

SALES

Walter Jackson; Carla Thomas; Lee Dorsey

RECORDS TO WATCH

O. V. Wright; volcanos; Carol Fran; Orchids; Ramsey Lewis

BILL TERRELL, WDAI, MEMPHIS

RECORDS TO WATCH

Take Me For, Jackie Ross, Chess

For Your Love, Sam & Jill, Joda

Gotta Find A Way, Harold Burrage

Look At the Purse, Contours, Gordy

Losing You, Aretha Franklin, Columbia

Feel To Care, Ray Charles, ABC

SALES

Pretty Little Baby, Marvin Gaye, Tamla

Man Down There, G. L. Crockett, 4 Bros.

Can't Work, Billy Butler, Okeh

Agent Double 00, Soul, Edwin Star, Ric Tic

Arkansas, Jimmy McCracklin, Imperial

Make Me Cry, O. V. Wright, B Beat

Shop Around, Mad Lads, Stax

99 plus 1, J. Gardner, B Rock

GEORGIE WOODS & JIMMY BISHOP, WDAI, PHILA.

TOP 10

4 Tops; Miracles; Spinners; James Brown; Garnet Mims; Astors; Temptations; Marvelettes

BUSTED

It's Gonna Take A Miracle, Royales, MGM

Look At the Purse, Contours, Gordy  
It's A Man Down There, C. L. Crockett, 4 Bros.

Down By the Seashore, Kenny Gamble, Arctic

It's Too Late, Arthur Prysock, Old Town

No Pity, Jackie Wilson, Brunswick

Midnight Hour, Wilson Pickett, Atlantic

Bootleg, Booker T, Stax (Busted first on WDAI, now BUSTED POP by WIBG.)

CHATTY HATTY, WGIV, CHARLOTTE

BUSTED

I Want To Be Loved, Enchanters, W.B.

Happy Feet Time, Monclairs, Atlanta

Makes A Mistake, Roy Arlington, Saffco

Love Me Now, Brook Benton, Mercury

I'm In Your Corner, Gloria Parker, LLP

No Pity, Jackie Wilson, Brunswick

Keep On Searchin', Candy & Kisses, Scepter

Those In Love, Baby Washington, Sue

Guess Who I'm Fooling, Pat Jarvis, Select

Dear John, Johnny Thunder, Diamond

(Confirms Miami, Nickie Lee)

For Your Love, Sam & Bill, Joda

Let's Do It, Joe Simon, VeeJay

It's Too Late, Arthur Prysock, Old Town

Candy, Astors, Stax

Gonna Make Me Cry, O. V. Wright, B Beat (Solid Hit)

Plus: Temptations; Spinners; Della Reese; DeeDee Warwick; Contours; Jackie Ross; Marvin Gaye; James Brown

BURKE JOHNSON, WACK, ATLANTA

TOP 15

You're Gonna Make Me Cry, O. V. Wright, B. Beat (Top 4 Sales)

One Stop, Maxine Brown, Wand

Baby I'm Yours, Barbara Lewis, Atlantic

(At this point, this record is blazing for #1 the Number ONE Spot in the country POP.)

Bootleg, Booker T., Stax

BIG ON THE PHONES

If I Didn't Love You, Chuck Jackson, Wand

I'm Losing You, Aretha Franklin, Columbia

Thank You John, Willie Tee, Atlantic

(Going POP in Atlanta)

Stop, Carlos Thomas, Atlantic

NICKIE LEE, WAME, MIAMI

MONSTERS (Note: This classification is Nickie Lee's, and we are quoting him verbatim.)

Nobody Needs Your Love, Jerry Butler, VeeJay

For Your Love, Sam & Bill, Joda

Stop, Carla Thomas, Stax

Happy Feet Time, Monclairs, Atlantic

Storm Warning, Volcanos, Arctic

Dear John, Johnny Thunder, Diamond

That Goes To Show You, Garnet Mims, U.A.

BUSTED

Derek Martin; Anna Craig; Edwin Star; Z. Z. Hill

NICK'S PICKS

Sharpees; Rufus Thomas; Orchids; Roy

Arlington; Taffey's; Marsha Gee; Kenny

Gamble; Roy Arlington; Clarence E. Calvin; Lee Rogers

KEN HAWKINS & WILL RUDD, WJMO, CLEVELAND

TOP 10

Derek Martin; Sharpees; Volcanos; Invitations; Edwin Starr; Jean DuShon; Harold

Burrage (Gotta Find A Way)

BOB KING, WOOL-TV & RADIO

TOP 15

Wilson Pickett; Ruby Johnson; Astors; Billy Butler; Carla Thomas; Spinners; Rufus Thomas; James Brown; Willie Mitchell

COMING ON

Harold Burrage; Arthur Prysock; Sharpees; Edwin Starr; DeeDee Warwick; Diane

Christian and all the current Tamla-Motown releases.

Flip Tip: No Time For Tears, Marvelettes; "Found That I've Lost", Impressions.

AL GARNER & CROWN PRINCE, KYOK, HOUSTON

BIG

Spinners; "99 plus 1", J. Gardner; Jackie Wilson; James Brown

WATCH

Temptations; Jackie Ross; Billy Young; Sharpees; Orleans; Edwin Starr

Flip Tip: Jive, B. B. King, ABC

ED WRIGHT, WABQ, CLEVELAND

GOOD SALES

I'll Never Be Free, Marsha Gee, Uptown

Gotta Find A Way, Harold Burrage

Only Those, Baby Washington

Come Back Baby, Nella Dodds, Wand

Take Me Back, Little Anthony, DCP

Loser, Skyliners, Jubilee

Let's Go Get Stoned, Chuck Bernard, Satellite

Do the 45, Sharpees, Onederful

Tell It Like It Is, Dolores Lynn, Junior

Plus Jr. Walker (Shake & Finger Pop) and 4 Tops (Motown)

ERNIE DURHAM, WJLB, DETROIT

Note: Both Ernie Durham and LeBaron Taylor, WCHB confirm a big BREAKOUT on "Down By the Seashore", Kenny Gamble, Arctic and ACTION starting on "Come Back Baby", Nella Dodds, Wand

DURHAM TOP 10

Miracles; Spinners; James Brown; Temptations; Wilson Pickett; Jackie Wilson; Marvin Gaye; Ramsey Lewis and a BIG

No. 1: Sol Burke

## Fountain Label Formed in Cincy

CINCINNATI — Fountain Records, a new record company recently organized here by Maurice Rose and Bill Walters, has created excitement with their first release and plans for future product.

Now on the market is a single by Bill Walters, "Believe Me," written by Jack Crowder, musician with the Cliff Lash band on the Ruth Lyons' show, WLW-TV and Radio. This was taken from a soon-to-be-released album, "They Say," title of a song by Ruth Lyons. The album was recorded in Chicago under the direction of Ralph Marterie and the Gill-Noel Singers backing Walters. Liner notes are by George Shearing.

Walters, besides being the company's main artist, will head the department of production and talent. Two nationally known artists have been committed to the label in addition to Cliff Lash and other local talent.

Maurice Rose, record veteran, will head up Sales, Distribution and Promotion, in addition to assisting Walters at A & R Duties.

## Jameco Jumpin'

JAMAICA, N. Y.—Jameco Records Veep Bill Seabrook has announced purchase of a master from Hammond Records: "Shotgun Wedding," by Roy "C." Roy "C" also has been inked to record exclusively on Jameco's new subdis, Black Hawk.

Jameco will nationally distribute all Hammond product, on the Hammond label. Jameco is currently moving with "Space Walkin'" by the Original Spacemen and "Second-Hand Love" by Diana Tyler and Nat Brown.

## De Rose Concert

ASBURY PARK, N.J. — The Asbury Park Municipal Band will hold a Peter De Rose Memorial Concert July 25 at the Arthur Pryor Band Pavilion. Numerous radio and TV personalities, including Vincent Lopez, Rosa Rio, Marty De Rose and Dolly Dawn, will play and sing the works of the late composer.

Lyricist Charles Tobias will sing "Somebody Loves You" and a medley of De Rose songs for which he wrote the words. Featured on the program will be "Deep Purple," "Wagon Wheels" and "When Your Hair Has Turned to Silver."

# TOP 40 R&B



1. I CAN'T HELP MYSELF  
Four Tops—Motown 1076
2. SITTING IN THE PARK  
Billy Stewart—Checker 1932
3. PRETTY LITTLE BABY  
Marvin Gaye—Tamla 54117
4. TONIGHT'S THE NIGHT  
Solomon Burke—Atlantic 8816
5. IN THE MIDNIGHT HOUR  
Wilson Pickett—Atlantic 2289
6. CANDY  
Astors—Stax 170
7. OO WEE BABY I LOVE YOU  
Fred Hughes—Vee Jay 684
8. I'VE BEEN LOVING YOU TOO LONG  
Otis Redding—Volt 126
9. I'LL ALWAYS LOVE YOU  
Spinners—Motown 1078
10. STOP, LOOK WHAT YOU'RE DOING  
Carla Thomas—Stax 172
11. YES I'M READY  
Barbara Mason—Arctic 105
12. RIDE YOUR PONY  
Lee Dorsey—Amy 927
13. IT'S A MAN DOWN THERE  
G. L. Crockett—4 Brothers 445
14. NO PITY  
Jackie Wilson—Brunswick 55280
15. WHO'S CHEATIN' WHO  
Little Milton—Checker 1113
16. PAPA'S GOT A BRAND NEW BAG  
James Brown—King 5999
17. I CAN'T WORK NO LONGER  
Billy Butler—Okeh 7221
18. HALLELUJAH  
Invitations—Dynovoice 206
19. AGENT DOUBLE O SOUL  
Edwin Starr—Ric Tic 103
20. TRACKS OF MY TEARS  
Miracles—Tamla 54118
21. ONLY THOSE IN LOVE  
Baby Washington—Sue 129
22. WHAT THE WORLD NEEDS  
Jackie de Shannon—Liberty 66110
23. THE LOSER  
Skyliners—Jubilee 5506
24. PRETTY LITTLE BABY  
Marvin Gaye—Tamla 54117
25. IT'S TOO LATE, BABY, TOO LATE  
Arthur Prysock—Old Town 1183
26. BOSS LOVE  
Lee Rogers—D-Town 1050
27. ONE STEP AT A TIME  
Maxine Brown—Wand 185
28. YOU BETTER GO  
Derek Martin—Roulette 4631
29. LOVE ME NOW  
Brook Benton—Mercury 72446
30. HAPPY FEET TIME  
Montclairs—Sunburst 106
31. HUNG ON YOU  
Righteous Bros.—Philles 129
32. IN CROWD  
Ramsey Lewis—Argo
33. DO THE 45  
Sharpees—Wonderful
34. FIRST I LOOK AT THE PURSE  
Contours—Gordy
35. IT'S THE SAME OLD SONG  
Four Tops—Motown 1081
36. STORM WARNING  
Volcanos—Arctic 106
37. CAN'T STAND TO SEE YOU CRY  
Jerry Butler—Vee Jay
38. YOU GOT TO EARN IT  
Temptations—Gordy 7043
39. YOU'VE GOTTA MAKE MONEY  
O. V. Wright—Backbeat
40. SOUTHERN COUNTRY BOY  
Carter Bros.—Jewel 745



# London Lowdown

BY ALAN FREEMAN



Have you ever had the feeling that someone's misleading you? No? Well, I can change all that! If you read last week's column (and I know how you all wait by your post boxes from day to day anticipating Record World), then no doubt you thought that I'd open up with "Bon jour" or "Bon Soir" on something terribly French or Belgian, didn't you, because you thought that I was in Knokke-le-zoute in Belgium at the "Coupe D'Europe du tour Chant 1965," didn't you?

Somehow, somewhere along the line something went astray, however, and when I stood at the bottom of the staircase, all packed

and ready to leave, my secretary Cynthia looked at me as one always looks at an obvious "nutcase" and said with an air of subtle inquiry, "But you don't need all that luggage for one night, do you?" I replied with great indignation, "You seem to have forgotten that I'm going for one week!" To which she replied with greater indignation, "It seems that you have forgotten that today you fly to the Isle of Man and return tomorrow, and you fly to Belgium for one week the following 'week!'" Now I ask you, chaps, when you've picked up your luggage, glared at your secretary whom you think is most inane, walked halfway through the door with a great conviction and are then halted in your footsteps with that final factual statement, just what do you do? Does one fly to Belgium just for the heck of it anyway, or does one turn around, walk up the stairs with a feeling that your face is on fire, unpack one case, come down the stairs, face the smug smile of the victor and inquire, "Read any good timetables lately?" Actually, I DON'T wish to know, so just keep your advice to YOURSELF!

I'll tell you what, though. We had great fun on the Isle of Man—it's a wonderful holiday resort halfway across the sea between the west coast of England and Ireland. And pop fans from England, Scotland and Ireland turned up at the Villa Marina for a small Rock & Shake, and went into a frenzy as they moved to the recorded sounds of Elvis Presley, Shirley Ellis, Sandie Shaw, the Hollies, the Everly Brothers, the Byrds, the Rolling Stones and Dusty Springfield.

After the show, I decided to move into the Casino and join the other gamblers—it turned out to be a night of tragedy. I walked over to some fierce looking chappie behind a counter, looked at him very fiercely and said, "Here, Mac, give me a few chips!" I lost every one of them, and I've decided no more "big times" at the tables for me!

And the Hit Parade stakes? In at No. 84, the Executives' "It's Been So Long" . . . at No. 72, the Pretty Things' "Cry To Me" . . . No. 70, Esther Phillips and "And I Love Him" . . . No. 66, Solomon Burke's "Maggie's Farm" . . . No. 39, the Fortunes' "You've Got Your Troubles" (should be a smash, incidentally) . . . and up to No. 48, Them and "One More Time" . . . Not forgetting Dusty Springfield who's jumped into the Top 20 at No. 12 with "In the Middle of Nowhere."

Watch It!

Skip Cunningham

"Have We Met Before"

# 588



## Bomar Signing

Jimmy Interval, Bomar Records topper, reports that the label has signed a new artist, John Gilliam. His first release, "A Broken Hearted Man's Prayer" b/w "Find Yourself Another," will be ready in August. Interval added that the current Bomar release, Jimmy Merchant's "Skin the Cat," was showing up strongly in numerous markets.

## This Week's Top 10 in Britain

1. "I'M ALIVE"—The Hollies.
2. "CRYING IN THE CHAPEL"—Elvis Presley.
3. "LOOKING THRU THE EYES OF LOVE"—Gene Pitney.
4. "HEART FULL OF SOUL"—The Yardbirds.
5. "MR. TAMBOURINE MAN"—The Byrds.
6. "TO KNOW YOU IS TO LOVE YOU"—Peter and Gordon.
7. "COLOURS"—Donovan.
8. "LEAVE A LITTLE LOVE"—Lulu.
9. "THE ONE IN THE MIDDLE"—EP—Manfred Mann.
10. "THE PRICE OF LOVE"—The Everly Brothers.

## ABC Execs Hit Road With LPs

Six key execs from ABC-Paramount and its subsidiaries hit the road July 19 on a tour of the company's distributors, presenting new fall album releases on the ABC-Paramount, Impulse, Westminster, Music Guild and Dunhill labels. ABC-Paramount will not hold its customary distrib convention in connection with this release.

With territories divided among them, Allan Parker, Martin Goldstein, Howard Stark and Paul Wesler, from the New York headquarters; and Irwin Garr and Abe Glaser from the California office, will visit each distributor, holding meetings with all salesmen present. The conferences should be completed within three weeks, and shipments from ABC-Par's pressing plant are scheduled to begin on Aug. 16.

The six execs are presenting seven new ABC-Paramount, seven Impulse, two Dunhill, 15 Westminster (including 10 new multiple packages) and 10 Music Guild LPs.

## Francis & Friends



Connie Francis during a recent British recording session with hot producer Tony Hatch (left) and with MGM Records A&R staffer Danny Davis. Connie then flew directly to Hollywood for start of her film musical, "Girl Crazy."

## DCP, Etc. Retains Stallman Ad Firm

NEW YORK—Stallman Advertising has been retained by Don Costa Productions, Teddy Randazzo Productions and South Mountain Music to create a series of ads for trade and consumer publications. The first phase of the campaign will begin in music trade magazines on July 19.

The theme of the advertising series will be geared to depict the expansion and growth of the respective firms. Drawings by cartoonist Sid Harris will be included in the ads.

Manuel Stallman, president of Stallman Advertising, promises that the ads will be a departure from ". . . the conventional type of advertising usually employed by concerns in the music industry." "I've tried," Stallman states, "to create an image of three dynamic firms through imaginative usage of photographs."

Stallman relies strongly on the element of surprise in devising his advertising content. The first ad shows the firms' executives at a party. Anticipating a reluctance on the parts of Costa, Randazzo and Stan Catron, General Professional Manager of South Mountain Music, to attend a party, Stallman enlisted the aid of Mrs. Costa and Mrs. Catron to insure the presence of the hesitant party-goers. Photos were taken at the party by Chaz. The candid shots are the basis of the two-page spread, along with a Harris cartoon with the caption: "Let's have a party!"

To further throw off Costa, Randazzo and Catron, Stallman did not invite members of the music industry to the party. Guests included Bill Snibbe, architect; Phillip, an industrialist, recently voted by Fortune Magazine as one of the top 50 industrialists in the United States; Wally Nall, fashion illustrator for Saks 5th Ave. and Ann Wolf, children's illustrator.





## TOP POP—5 YEARS AGO JULY 25, 1960

1. I'M SORRY  
B. Lee—Decca
2. ITSY BITSY POLKA DOT BIKINI  
B. Hyland—Kapp
3. ONLY THE LONELY  
R. O'bison—Monument
4. ALLEY OOP  
Argyles—Lute
5. MULESKINNER BLUES  
Fendermen—Soma
6. PLEASE HELP ME I'M FALLING  
H. Locklin—RCA Victor  
R. Draper—ABC-Paramount
7. TELL LAURA I LOVE HER  
R. Peterson—RCA Victor
8. JOSEPHINE  
B. Black—Hi
9. IMAGE OF A GIRL  
Safaris—Eldo
10. WALKIN' TO NEW ORLEANS  
F. Domino—Imperial

## TOP R&B—5 YEARS AGO JULY 25, 1960

1. ROCKIN' GOOD WAY  
B. Benton & D. Washington—Mercury
2. THERE'S SOMETHING ON MY MIND  
B. Murchand—Fire
3. THIS BITTER EARTH  
D. Washington—Mercury
4. STICKS & STONES  
R. Charles—ABC-Paramount
5. HEARTBREAK  
J. Thomas—ABC-Paramount
6. QUESTION  
L. Price—ABC-Paramount
7. ALLEY OOP  
Argyles—Lute
8. WALKIN' TO NEW ORLEANS  
F. Domino—Imperial
9. ALL MY LOVE  
J. Wilson—Brunswick
10. FINGER POPPIN' TIME  
H. Ballard—King

## Mountain Boys



Trini Lopez is pictured with South Mountain writers Teddy Randazzo, Bobby Weinstein and Lou Stallman at a recent recording session. Reprise's Trini waxed "So Fine," a Randazzo-Weinstein song, at the date which was arranged and conducted by Don Costa.

## McPhatter Signs

NEW YORK — Amy-Mala-Bell Records announced last week the signing of Clyde McPhatter to the label. Larry Uttal, General Manager of the label, stated that a session would be cut within the month.

# Bobby & Boyd Records On the Go

OKLAHOMA CITY — An enterprising young president of an expanding record company says there's no business like the record business—"and it's so easy."

Adding quickly, "Easy to make mistakes."

And, "Easy to make some good money."

He is Bobby Boyd, youthful head of Boyd Records, out of Oklahoma City, Okla., but he's a man on the go. The long distance operator will catch up with him "somewhere in the U.S."—for he feels he must be in the field, contacting deejays and distributors at all times, continuously seeking new talent, forever earful to new changes in the trade.

"You've got to gamble in this business," says Bobby. "I don't like to play follow-the-leader. I'd rather make mistakes—and I often do—in creating something apart from what's going in the business. But I try to protect myself in the inevitable mistakes — by building the artist, further establishing the company, expanding my publishing interests—or just building good will with everybody. There's always a buck to be made along these lines. Especially if you plan to build as we are always doing."

### Started Building in '61

Bobby really started to build in 1961 with a smashing million seller, "You Can't Sit Down," by Phil Upchurch. Other chart-makers created by Bobby Boyd in past few years are "Just for a Little While," by Marvin McCullough, and "Through That Door," by Sonny Miller.

Boyd's publishing firm, Knob Hill, handles "It Hurts So Much," current Jim Reeves chart-climber internationally. His other music firm, Hitway, publishes the present Jean Shepherd hit, "Don't Take Advantage of Me."

Currently, Boyd is on a nation-wide tour with his new hit-maker, Dale Ward, the lad who scored last year with "Letter from Sherry." Dale's bids on the Boyd banner are "I Tried," clefted by Tulsa surgeon David Shapiro, backed with "Living on Coal," which Dale wrote (along the order of "16 Tons").

"Promotion is 60% of the battle," Boyd feels. "I look for a solid beat in most of my



HOLLYWOOD — Bobby Boyd center, chats with actor George Anderson, left, of TV's "Peyton Place," and Dale Ward, who recorded "I Tried." Trio got together recently at the Red Velvet Club.

records—matched with a solid arrangement. But if you don't go out and hustle your records on a personalized basis, you're sunk."

He doesn't do the promo all alone. He hires professional hands across the nation—like Irwin Zucker in the West, Johnny Musso in the mid-West and Ed Penney in New England. Their next big project will be to groom newly signed actress-singer Lauren Chapin, of "Father Knows Best" TV series fame.

One of his close friends is Roger Miller, a fellow Oklahoman who recently told Bobby, "Don't take any wooden Indians." Perhaps an inside joke—for Bobby has a heritage from the Chickasaw Indian tribe.

He won boxing tournaments in his home state, attended law school for one year after majoring in government at Oklahoma City University. But Hollywood beckoned his services for a few seasons—as an actor.

Producing records, however, is his true love. He'll work the 24 hours around the clock to get a job done.

## Pye Releases Command

Pye Records, Ltd. in London has just issued their first release of Command Records—the release consists of five albums, three popular and two classical.



North Lake Productions' promogal Jan Eden included a two-day stop-over in New York recently while on a swing through the South and Mid-West. Jan is working on Kay Tolliver's "Someone Finally Found Me" and says she hopes to be able to announce several network TV shots for Kay soon.

Dick Gassen, former National Promotion Manager, Single Product, for Columbia Records, has joined Triangle Theatrical Productions in Chicago, major producers of popular music concerts.

Jerry Williams, manager of the Guilloteens, rock 'n' roll threesome newly signed with Hanna-Barbera Records, has married Mary McKinney in Las Vegas.

Dave Pell, A & R director of Liberty Records, is in London to supervise two appearances of Vikki Carr on BBC-TV.

Yodeler Kenny Roberts has concluded a personal management agreement with Quentin "Reed" Welty, President of B-W Music, Inc.

Joe Sherman is off to England to conduct for George Maharis' TV special there about the Blackpool seaside resort.

## DJ Changes

### DICK LAWRENCE

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Program Director

### FRED CORREY

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From: WRAP-Norfolk, Va.  
Deejay

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# Peter Nero: Has Piano & Travels

BY DOUG McCLELLAND

NEW YORK—Although Peter Nero followers may have thought the versatile young pianist had done just about everything on wax, they have a pleasant surprise in store for them: he has just recorded his first RCA Victor Red Seal album (and one of his most ambitious LPs), an all-Gershwin package, aided by Arthur Fiedler and the Boston Pops Orchestra.

And Victor thinks so highly of the album's potential that it will spearhead the big campaign the label is planning for September's "Peter Nero Month."

Nero (who talks with Jackie Mason vocal inflections, but keeps his precious fingers to himself) divulged the contents of the LP last week. He's done "Rhapsody in Blue," plus "The Man I Love," "Our Love is Here to Stay," "Embraceable You," "They Can't Take That Away From Me," "Biding My Time" and "I've Got Rhythm."

But Peter won't be hanging around to rest on the laurels he is likely to garner from this important project. The busy artist leaves for London Aug. 25 where he will appear on four of his own BBC-TV "specials" this fall. Two of the productions will run 45 minutes and the other two 30 minutes. Nero will be the only performer on all four programs and will be backed up by a 28-piece orchestra on the 45-minute program. The shows will be taped Sept. 3, 10, 15 and 17 and will be televised in England in October and November. Nero also will make two guest appearances on BBC's, "The Kathy Kirby Show" while over there.

## English Favorite

The 31-year old pianist (who estimates that he's away from his Brooklyn home, wife and two children about eight months a year) has long been a favorite in England and appeared on a critically acclaimed special for



**Peter Nero**  
Goes RCA Red Seal  
for Gershwin LP

the BBC two years ago. His upcoming four specials will feature jazz, popular and semi-classical music in the style that Nero has become famous for.

All property rights for the taped specials outside of England, it was revealed, will be owned jointly by the BBC and Nero. Stan Greeson, his manager, indicated he would use the tapes as a "pilot" for a prospective series in the United States.

Nero is kept so busy on the concert and club circuits, in fact, that he has had to turn down some interesting offers to score motion pictures. In 1963 he made his debut both as an actor and a composer of film scores in MGM's "Sunday in New York," and caused something of a sensation not only because of his commendable handling of both jobs, but because of the many plugs his score and RCA Victor albums got throughout the successful film comedy. When Nero himself wasn't playing, someone in the cast was sitting down to a Peter Nero LP, or flashing an album of his before the cameras, or talking about how much they loved Nero's music.

"I met the Herald Tribune's critic, Judith Crist, at a reception at the time the picture was released," Nero said, "and she asked me if I owned part of MGM or they owned part of me." He added, "I've had to give up so much film work since 'Sunday' because I just don't have the time. It takes about six weeks to do a film score."

He has been asked to write a Broadway musical and this summer, he vows, regardless of his schedule, he will get to work on a long-planned serious work for piano and orchestra.

(Continued on page 25)



## YOU SAID IT!

BY DEL SERINO

### THE QUESTION

Who, in the long run, is better off, the writer who writes rock 'n' roll, today's market song, or the writer who stays with the quality standard type song?

### THE ANSWERS

Teddy Randazzo, Singer, Producer, Writer:

It depends on what you mean by "better off." In the first place, any talented songwriter is capable of doing either. Many writers writing pop market things are doing so for present financial gains. If they wanted to concentrate on higher class songs, they could do it. It would all depend on how much they wanted to. You must keep in mind that I'm speaking of writers who write commercial music but who are good writers. I am not speaking of one shots. There is no such thing as a bad form of music, but each form has both good and bad within it. As long as there will be a public to buy, there will be a variety of tastes, and no matter which direction you are taking, the one that comes up with the best in his particular field will be the one that will be best off.

Danny Davis, MGM A & R

Director: I do not believe the young writer who is just trying to write so-called "class" can find the avenue of exposure for his work. He must write competitively for the market in order to be in the "ball game." There are many of the younger R & R writers who are capable of writing the full spectrum of pop music; however, they do not get the chance to fulfill that spectrum without first writing in the competitive vein. The majority of writers who come to you and complain that R & R is "all garbage" are for the most

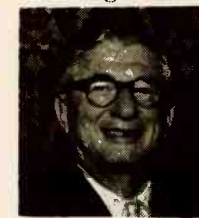
part just kidding themselves, because there is a tremendous amount of talent that goes into writing a good R & R song, and that same talent, channeled towards a more conventional standard direction, is capable of coming up with an evergreen. So I guess the answer to the question is that the R & R writer with talent is better off in his own vein because he will get exposure for his current output and a chance to broaden himself and eventually create copyrights for himself and his publisher that will have longevity.

Eddie V. Deane, A & R Director, Songwriter, Southern Music:



My answer would be prompted by a game kids play with baseball player cards from bubble gum packages: "I'll trade you five Joe Christophers for one Mickey Mantle" or "Ten Al Jacksons for one Whitey Ford" . . . Likewise, I'll trade one "Rockabilly," one "Hootenanny," one "Nee Nee Na Nu Nu" and a double order of Tambourine men and Woolly Bully's for one "I Left My Heart in San Francisco" . . . O.K. so I'll throw in the Rolling Stones' "No Satisfaction."

Irving Caesar, writer of "Tea For Two," "Swanee" and many others:



This a nuclear age. We don't know what will come tomorrow, consciously or sub-consciously. I can best answer your question by saying every song writer should have a job, and the one who has a job is going to be the one who is better off in the long run. I have written many songs with the great Gershwin and both he and I have held jobs in factories. The kids who are writing today's stuff certainly are talented writers, but for some reason there is a certain sameness about today's songs. I seem to be wandering from the original question, although I'd like to say this much: the public is a fickle mistress, she will elect you today and hang you tomorrow. So who knows who'll really be better off in the long run?

(Ed. Note: tradesters with suggestions for "You Said It" questions may contact Del Serino c/o Record World.)

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# ONE STOP TOP TEN

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

1. I Can't Help Myself (Four Tops)
2. Satisfaction (Rolling Stones)
3. Yes, I'm Ready (Barbara Mason)
4. Cara Mia (Jay & Americans)
5. I'm A Happy Man (Jive Five)
6. Pretty Little Baby (Marvin Gaye)
7. Midnight Hour (Wilson Pickett)
8. What's New Pussycat (Tom Jones)
9. I'm Henry VIII, I Am (Herman's Hermits)
10. I've Been Loving You Too Long (Otis Redding)

## GLOBE ONE STOP East Hartford, Conn.

1. Satisfaction (Rolling Stones)
2. Henry The 8th (Herman's Hermits)
3. You Turn Me On (Ian Whitcomb)
4. I Want Candy (Strange Loves)
5. Seventh Son (Johnny Rivers)
6. To Know You Is To Love You (Peter & Gordon)
7. Marie (Bachelors)
8. For Your Love (Yardbirds)
9. What's New Pussycat (Tom Jones)
10. I Like It Like That (D. Clark 5)

## DAVE'S ONE STOP East Hartford, Conn.

1. Where Were You When I Needed You (J. Vale)
2. To Know You Is To Love You (Peter & Gordon)
3. Calif. Girl (Beach Boys)
4. Save Your Heart For Me (G. Lewis)
5. Summer Place (Lettermen)
6. Down In The Boondocks (B. J. Royal)
7. What's New Pussycat (T. Jones)
8. Satisfaction (R. Stones)
9. All I Really Want (Byrds)
10. Silver Threads & Golden Needles (J. Miller)

## ELKINS MUSIC Charleston, W. Va.

1. Satisfaction (Rolling Stones)
2. Seventh Son (Johnny Rivers)
3. Henry VIII (Herman's Hermits)
4. A Little Bit Of Heaven (Ronnie Dove)
5. What The World Needs Is Love (Jackie De Shannon)
6. Easy Question (Elvis Presley)
7. You Turn Me On (Ian Whitcomb)
8. Mr. Tambourine Man (Byrds)
9. Down In The Boondocks (Billy Royal)
10. One Dyin' And A Buryin' (Roger Miller)

## NEW DEAL RECORD SERVICE Detroit, Mich.

1. Satisfaction (Rolling Stones)
2. You Turn Me On (Ian Whitcomb)
3. Baby I'm Yours (Barbara Lewis)
4. Casa Mia (Jay & Americans)
5. Henry 8th (Herman's Hermits)
6. Pretty Little Baby (Marvin Gaye)
7. I Want Candy (Strangeloves)
8. Catch The Wind (Donovan)
9. 7th Son (Johnny Rivers)
10. Tambourine Man (Byrds)

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

1. In The Midnight Hour (Wilson Pickett)
2. I Can't Help Myself (Four Tops)
3. OO Wee Baby I Love You (F. Hughes)
4. I've Been Loving You (Otis Redding)
5. Sitting In The Park (Billy Stewart)
6. Boo Ga Loo (Tom & Jeerie)
7. It's A Man Down There (G. L. Crockett)
8. Tonight's The Night (Solomon Burke)
9. Who's Cheatin' Who (Little Milton)
10. Yes I'm Ready (Barbara Mason)

## Peter Nero

(Continued from page 24)

Although he has always had a great attraction to jazz (his favorite jazz pianists are Oscar Peterson, today; and Art Tatum, all-time), his style is all-encompassing. Working practically wherever he can get an audience, he has developed a wit and sense of humor that have made him an all-around entertainer.

### Old Trends Never Die . . .

On the current English group craze (or whatever), Nero feels: "In pop music an extreme comes along, then it becomes modified. It doesn't die; it just becomes absorbed in the music. Sinatra and Bennett are singing things today with that certain rhythm and beat they wouldn't have touched once. And now we have folk-pop-rock!"

While he stressed that he LOVES concerts and his audiences, Nero mentioned that the receptions that usually follow can be "something else." There are three questions usually asked Nero and his colleagues at these, it seems: 1) Where do you go from here?; 2) Where do you study?; and 3) How long have you been with Mr. Nero?

"On one particular night," he recalled, "we all gave different answers when they asked where we were going. I said Portland, the other fellows said Dallas and Texas. Ten minutes later we heard the local folks whispering, 'But he told us . . .!'"

## ABC Adopts Parent's Logo

NEW YORK — In a major step toward firm alignment with the parent company image, Larry Newton, President of ABC-Paramount Records, Inc., has announced adoption by the record company of the logo identified with its parent, American Broadcasting Companies, Inc.



Adopted to reflect the production of phonograph records, the logo consists of a black circle containing "abc" in lower case, together with four-color art, used by the company in the past. Under the circle is the legend "Records," completing the trademark and tradename which the company will use to a great extent in the future. However, the ABC-Paramount corporate name and trademark will be retained and continued in use.

The new name and logo precede the move by the diskery to the new abc building, currently under construction at 1330 Avenue of the Americas. No date has yet been set for occupation of the building.

## Guilloteens Cut at Hanna-Barbera



Joseph Barbera, President of Hanna-Barbera Productions, seated, and Don Bohanan, VP and General Manager of Hanna-Barbera Records, Barbera's right, are pictured signing the Guilloteens to an exclusive pact. Jerry Williams, group's manager, is pictured between Barbera and Bohanan. Boys' first single: "I Don't Believe" b/w "Hey You."

## Columbia & Racks

(Continued from page 3)

We are increasing your advertising allowance to 4%, thus enabling you through legitimate and creative means to bring about a dramatic business increase—yours and ours! Columbia strongly endorses your important role by continuing to grant you a functional discount—but this year, gentlemen, Columbia Records Distributors will discontinue all sales to any sub-distributor who continuously solicits full line distributor accounts serviced by Columbia—or whose operation is in violation of our sub-distributor agreement!

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

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Address . . . . . Distrib . . . . .  
City . . . . . State . . . . . Zip Code . . . . .  
Coin Firm . . . . .  
Other . . . . .



# Columbia's 'Power'

(Continued from page 5)

inventories for others. I urge each of you now, today, to take an inventory of yourself—your work habits, your pride in accomplishment and particularly your ability to cope with change. Instead of limping your way daily along a fast-diminishing territory, reappraise your own **Grow Power**. Compare the growth and development of full-line record retailers in your own territory versus the growth of racks and particularly full departments serviced by racks. If you're honest with yourself, you'll readily admit that your own lack of aggressiveness was a major contribution to the success of the rack-jobber.

"The racks are here to stay—you might just as well make up your minds to that—representing what I sense to be a major growth factor in record retailing. The role of the rack-jobber should be understood and evaluated by each of you."

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

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

## New Product Unveiled

Among the other highlights of the Convention was the pre-

sentation of the label's new product for August and September.

Stanley Kavan, VP and General Manager, Columbia Records Sales Corporation, reported on new merchandising tools created for dealers. Alvin H. Goldstein, Director of Advertising and Sales Promotion, discussed the "new look" of Columbia's ads with continued emphasis on the complete Columbia catalog, and sales promotion material featuring newly designed displays was introduced by Joe Norton, Director of Sales Promotion material and Popular Albums Merchandising.

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

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

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

Peter Munves, Merchandising Manager of the Masterworks Catalog, reviewed the "enormous

growth" in classical sales during the past year and predicted a continuing sales increase in the future. Munves went on to explain other factors contributing to the development of a wider market for classics. He gave as an example Columbia's bargain-priced basic library sets, which offer at least one free record to the beginning classical buyer. He also mentioned a series of light classical albums by Ormandy, Bernstein, Kostelanetz and the Mormon Tabernacle Choir that enabled salesmen to open new classical accounts. He cited full-line merchandising as the key to the success stories of several Columbia salesmen whom he praised for outstanding performance. These salesmen opened new accounts by proving to the dealer the saleability of light classics and basic standards. Columbia's experience now enables its salesmen to program the catalog to fit the account: 1. the account that has never handled classics before; 2. the small-to-medium classical account, and 3. the established full-line account.

The Harmony product presentation, Columbia's low-priced LP label, was made by Bruce Lundvall, Merchandising Manager, Popular Albums. Before introducing the albums, Lundvall reported that the label's sales index indicates that Harmony is a major contender among the record industry's low-priced budget lines.

Eugene Weiss, Director, National Promotion, commented on Columbia's impact on the singles market. He introduced new singles by Chad and Jeremy and Patti Page to follow up the success of their best sellers, respectively "Before and After" and "Hush, Hush, Sweet Charlotte." Weiss also presented a new single by Andy Williams and introduced young newcomer, Linda Gayle. In conjunction with his singles presentation, Weiss, on July 16, discussed the radio promotion and marketing of single records.

On the evening of July 16, a teen-age party and show titled "This Is Where It's At" was given at the Convention Hall of the Americana Hotel. The show, starring numerous teen artists, was produced by Weiss and received with enthusiasm by over 1000 teen-agers. Participating artists included April Young, Len and Glen, Paul Revere and the Raiders, the Duprees, the Byrds, Billy Joe Royal, the Liverpool Set, the Denims and Linda Gayle.

An awards banquet, hosted by label proxy Goddard Lieber-son, concluded the convention activities on Saturday night.

# Epic 'Line'

(Continued from page 3)

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

As an added feature, on Monday afternoon, Dr. Alton F. Doody, Associate Professor of Marketing and Economics at Ohio State University, held a sales seminar for distributor executives only, during which he discussed current record marketing changes.

On Tuesday, July 13, Dr. Doody was once again the guest speaker at a general session held in the Grand Ballroom. That afternoon, a finance seminar under the guidance of Bill Leo, Director of Credit and Collections, and Linn, was given for distributor principals. In addition, Mort Hoffman and Sol Rabinowitz conducted a merchandising seminar.

The gala banquet took place on Tuesday night. Among the Epic performers were Bobby Vinton, Damita Jo, Timmie Rogers, Enzo Stuarti, The Sherry Sisters, Bobby Hackett and The Staple Singers. Mike Douglas emceed and the Glenn Miller Orchestra, under Ray McKinley, not only accompanied the other Epic artists but provided entertainment of their own.

## Distrib Awards

(Continued from page 5)

Promotion Manager of the Baltimore-based distributorship, was presented with a special plaque.

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

Lieberson introduced the Honorable Elliott Roosevelt, Mayor of Miami Beach, to the Columbia conventioners. Celebrated recording artists Tony Bennett, Steve Lawrence, the Brothers Four, the Ralph Sharon Trio, Michele Lee, Woody Herman, Rheta and Tennyson and Burns and Schreiber provided the entertainment.



# COUNTRY SINGLE REVIEWS

**TEAR-TALK (Zanetis, BMI)  
BIG RED (Blackwood, BMI)**

**JOHNNY DOLLAR—Columbia 43343.**

Strong, catchy country sound from Johnny. Should have good staying power.

**AFTER IT'S OVER (Ashna, BMI)  
IN MY TIME (Ashna, BMI)**

**BOB ROARK—Country Music Nashville 2001.**

Commercial idea and beat on both sides. Second side could well take it in the long run.

**LONG TALL TEXAN (Adams-Ethridge, BMI)  
DIANE (Tuneville, BMI)**

**HANK WALLIS—RCA Victor 8638.**

Country sound with enough R/B to score well in both markets.

**WALTZ ACROSS TEXAS (Corvair, BMI)  
LOTS OF LUCK (Tree, BMI)**

**ERNEST TUBB & HIS TEXAS TROUBADOURS—  
Decca 31824.**

One of the best in one of his best performances. A simple song simply rendered.

**I CAN'T DESTROY MY THOUGHTS (Tree Top, BMI)  
UNFORTUNATE STRANGER (Stamps-Baxter, BMI)**

**B. J. JOHNSON—Nugget 239.**

Sweet song that B.J. knocks out in solid fashion for a distinctive effect.

**COLOURS (Southern, ASCAP)  
JOSIE (Southern, ASCAP)**

**DONOVAN—Hickory 1324.**

An English country/folk artist whose effort should go over here very well. Has a country sound, folkish lyrics.

**MISSING YOU (BMI)  
TOO MUCH SAID ALREADY (Ridgeway, BMI)**

**JACK LEONARD—Coca 1232.**

One of the finest voices in the C/W field presents this moving lament, backed by Pee Wee King's band.

**SLIPPIN' AWAY (Process, BMI)  
WHITE MULE (Process, BMI)**

**BILL NEAT—Process 128.**

Bill's in the process of losing his girl. Fans will want to hear him sing about it.

**LOVE BUG (Glad, BMI)  
I CAN'T GET USED TO BEING LONELY (Glad, BMI)**

**GEORGE JONES—Musicor 1098.**

One of country music's top names with a rowser. He's fallen, and he sure sounds happy about it.

**HONKY TONKIN' AGAIN (Freeway, Black Jack, BMI)  
WE THE PEOPLE (Freeway, Black Jack, BMI)**

**BUDDY CAGLE—Mercury 72452.**

Back to his first love, says Buddy. Listeners should love it from the first.

## Ric Signs Troy



Pictured at the recent signing of Troy Shondell (center) to a five-year Ric Records contract are Lester Vanadore, right, and Jerry Bradley (son of Decca producer Owen Bradley), who will produce Troy's records.

## Gold Disks To 14 LPs, 3 45s

Fourteen long-playing record albums and three single records were certified for gold record awards during the first half of 1965, the Record Industry Association of America has announced.

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

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

The following are the long-playing records certified for gold record awards in the first half of 1965: "Glad All Over," the Dave Clark Five (Epic); "Peter, Paul and Mary in Concert" (Warner Bros.); "Everybody Loves Somebody," Dean Martin (Reprise); "Wonderland of Golden Hits," André Kostelanetz (Columbia); "Barbra Streisand the Third Album" (Columbia); "Ring of Fire," Johnny Cash (Columbia); "Beach Boys in Concert" (Capitol); "All Summer Long," the Beach Boys (Capitol); "Sugar Lips," Al Hirt (RCA Victor); "People," Barbra Streisand (Columbia); "The Sound of Music," Movie Soundtrack (RCA Victor); "Trini Lopez at PJ's" (Warner Bros.); "Getz Gilberto," Stan Getz (MGM/Verve); and "Beatles VI" (Capitol).

## Starday Cuts Prices

MADISON, TENN. — Don Pierce, Starday Records President, has announced new price cuts on the Starday and Nashville labels, effective July 6, 1965.

Pierce was quoted as saying: "In compliance with President Johnson's efforts and wishes regarding the reduction of excise tax on phonograph records, Starday is pleased to announce its revised price schedule. We in Music City are more than grateful to our Tennessee congressman, the Honorable Richard Fulton, for his personal efforts and work on behalf of the entire music industry in helping push legislation to include phonograph records in the tax cut program. The excise tax has been an unfair burden on our industry and has limited the profit margins of many companies, making it impossible for them to allocate proper budgets for sales promotion, advertising and general merchandising needs."

Pierce went on to point out that Starday, a label totally committed to country music, has always been priced to develop extra profits for distributors, dealers and rack jobbers.

## New Distrib

Harold Drayson, Vice President of Audio Fidelity Records, Inc., announces the appointment of a new distributor in New Jersey: Wendy Distributors in Newark.

## Check these 2 Big New CAPA RELEASES

✓ Kitty Hawk's "LOVE ME BEFORE IT'S TOO LATE" b/w "MY EVERYTHING"

Being picked everywhere—Chicago, Denver, Mobile, Phoenix—SELLING!!!

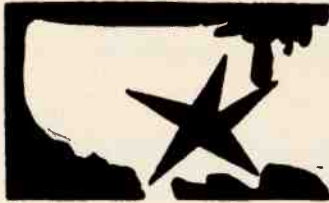
✓ Johnny Foster's "YOU SLAMMED THE DOOR" b/w "GOING WON'T BE EASY"

Strong in Memphis, Tennessee, Mississippi, Alabama, and spreading fast.

D.J.'s, write

**CAPA RECORDS**  
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Mobile, Ala.





# NASHVILLE REPORT



BY ED HAMILTON

The old saying, "If you want to get a job done, turn it over to people who know how," still stands. Recently the CMA put into motion a drive to hold a golf tournament here in conjunction with the annual Country Music Festival held in the fall. Don Pierce of Starday Records was named Chairman of the Committee, and believe me, here's a guy who goes to work immediately on any project he's associated with. He quickly contacted Dr. Cary Middlecoff, one of America's great professional golfers who, in turn, began contacting and alerting certain prominent touring professionals concerning this probable tournament.

He also held a gathering at his Starday Guest Cottage on Old Hickory Lake featuring a great barbecue dinner and attended by all members of the CMA Golf Committee. On hand for the occasion were CMA President Tex Ritter; RCA's Archie Campbell; Bill Williams of WSM Radio; CMA member Roy Acuff; Hal Neely of Starday; PGA members Peck Leslie, Bubber Johnson and Harold Eller of Nashville-area Country Clubs; Eddie Shea of the Nashville Chamber of Commerce; CMA Board member Bill Denny, representing the Nashville Junior Chamber of Commerce; CMA Publicity Consultant Bill Hudson; Charlie Rhoten of the Nashville Realtors and Jim Wilson, National Sales Manager of Starday Records.

Initial estimate of money needed to underwrite such a tournament was in the neighborhood of \$10,000. Everyone from Governor Clement on down seemed quite enthusiastic about the affair and promised full-fledged cooperation. According to Pierce the idea grew from a conversation he had with Middlecoff concerning the need for a golfing event of this stature in Tennessee which in turn would provide national publicity for the state, Nashville, country music and golf. And as many of the top name country music artists are real golf bugs, this should be an ideal undertaking.

The meeting came to this conclusion: To proceed promptly and energetically with plans to present a one-day, 18-hole, Pro-Celebrity Golf Tournament in the Nashville area, tournament to be named "The Music City U.S.A., Pro-Celebrity Golf Invitational." The target date for the first tournament was set for Sunday, Oct. 17, 1965. This is the Sunday preceeding the 40th Anniversary of WSM's Grand Ole Opry and annual Country Music Festival, and should be a terrific date for celebrity participation. It could easily become one of the big features of that annual shindig.

Once again, we reiterate that the CMA could not have chosen more wisely a man to get the ball rolling. Don Pierce has proven many times in the past that he is the man to get a job done. We are sure that this will be another in his long line of successful ventures.

Near tragedy struck at the country music world recently when Roy Acuff, Shot Jackson and June Stearns were involved in a serious automobile accident near Sparta, Tenn. Roy and Shot were seriously injured and June suffered a fractured right leg. They are now on the mend and everything looks good, but it is going to take quite some time before Shot or Roy will be out of the hospital. Well-wishers may send cards and letters to Millers Clinic in Nashville.


RCA Victor's Don Gibson narrowly escaped injury in almost the same place a few days later when he was involved in an auto crash. Mother Maybelle, Nita and Helen of the Carter Family were slightly injured in a smashup near Columbus, Ohio, but all three were treated and released at a Columbus hospital. What with all the miles country music artists have to travel each year, it's a wonder that there aren't more accidents.

Roy Orbison of MGM and Wesley Rose are off this week to Ireland for a series of show dates. Roy will be pulling down the highest price ever paid any artist in that country. Wesley wouldn't say just how much . . . just that it's the biggest ever!

Hickory's lovely Sue Thompson in town this past week to do some recording and getting ready to hit the air to England to promote her latest Hickory effort, which is released on the Pye label in that country.

"WINE"

RIC-S-158



by Mel Tillis

# GOING GOING GONE

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Cut on Dotted Line



# TOP COUNTRY SINGLES

# TOP COUNTRY LP'S



This Wk. July 24	Last Wk. July 17	Wks. on Chart	Title	Label	This Wk. July 24	Last Wk. July 17	Wks. on Chart	Title	Label	This Wk. July 24	Last Wk. July 17	Wks. on Chart	Title	Label
1	1	10	<b>THE FIRST THING EVERY MORNING</b>	Jimmy Dean—Columbia 43263	26	21	19	<b>GIRL ON THE BILLBOARD</b>	Del Reeves—United Artists 844	1	1	13	<b>CONNIE SMITH</b>	RCA Victor LPM-3341: LSP-3341
2	2	12	<b>BEFORE YOU GO</b>	Buck Owens—Capitol 5410	27	20	12	<b>QUEEN OF THE HOUSE</b>	Jody Miller—Capitol 5375	2	2	19	<b>I'VE GOT A TIGER BY THE TAIL</b>	Buck Owens—Capitol T-2283: ST-2283
3	4	9	<b>THE BRIDGE WASHED OUT</b>	Warner Mack—Decca 31774	28	33	4	<b>SILVER THREADS AND GOLDEN NEEDLES</b>	Jody Miller—Capitol 5429	3	3	24	<b>THE RETURN OF ROGER MILLER</b>	Smash MG-27061: SR-67061
4	5	12	<b>THE OTHER WOMAN</b>	Ray Price—Columbia 43264	29	29	9	<b>FORTY NINE-FIFTY ONE</b>	Hank Locklin—RCA Victor 8560	4	5	5	<b>WORLD OF COUNTRY MUSIC</b>	Various Artists—Capitol NPB-5(M): SNPB-5(s)
5	6	8	<b>YES MR. PETERS</b>	Roy Drusky & Priscilla Peters—Mercury 72416	30	35	3	<b>MR. GARFIELD</b>	Johnny Cash—Columbia 43313	5	9	9	<b>EASY WAY</b>	Eddy Arnold—RCA Victor LPM-3361
6	3	11	<b>ENGINE # 9</b>	Roger Miller—Smash 1983	31	32	15	<b>MATAMOROS</b>	Billy Walker—Columbia 43223	6	7	10	<b>RED ROSES FOR A BLUE LADY</b>	George Morgan—Columbia CL-2333: CS-9133
7	8	9	<b>I CAN'T REMEMBER</b>	Connie Smith—RCA Victor 8546	32	26	21	<b>THIS IS IT</b>	Jim Reeves—RCA Victor 8508	7	4	13	<b>THE RACE IS ON</b>	George Jones—U. A. UAL-3422: UAS-6422
8	7	17	<b>WHAT'S HE DOING IN MY WORLD</b>	Eddy Arnold—RCA Victor 8516	33	27	12	<b>TROUBLE IN MIND</b>	Hank Snow—RCA Victor 8571	8	8	16	<b>I'LL KEEP HOLDING ON</b>	Sonny James—Capitol T-2317: ST-2317
9	12	6	<b>COUNTRY GUITAR</b>	Phil Baugh—Longhorn 559	34	31	18	<b>SEE THE BIG MAN CRY</b>	Charlie Louvin—Capitol 5369	9	6	16	<b>GEORGE JONES &amp; GENE PITNEY</b>	Musicor MM-2233: MS-3044
10	11	7	<b>IT'S ALRIGHT</b>	Bobby Bare—RCA Victor 8571	35	34	11	<b>SHE'S GONE GONE GONE</b>	Lefty Frizzell—Columbia 43256	10	11	20	<b>THE JIM REEVES WAY</b>	RCA Victor LPM-2968: LSP-2968
11	9	14	<b>RIBBON OF DARKNESS</b>	Marty Robbins—Columbia 43258	★36	(—)	1	<b>THAT AIN'T ALL</b>	John D. Loudermilk—RCA Victor 7579	11	10	20	<b>SONGS FROM MY HEART</b>	Loretta Lynn—Decca DL-4620: 74620
12	14	7	<b>WILD AS A WILDCAT</b>	Charlie Walker—Epic 59799	37	39	4	<b>TRUCK DRIVIN' SON OF A GUN</b>	Dave Dudley—Mercury 72442	12	16	6	<b>HANK WILLIAMS SR. AND HANK WILLIAMS JR.</b>	MGM E/SE-4276
13	10	16	<b>I'LL KEEP HOLDING ON</b>	Sonny James—Capitol 5375	38	42	2	<b>TROUBLE AND ME</b>	Stonewall Jackson—Columbia 43304	13	13	7	<b>TOMBSTONE EVERY MILE</b>	Dick Curless—Tower ST-5005
14	13	8	<b>SIX TIMES A DAY</b>	Dick Curless—Tower 135	39	40	4	<b>GONNA HAVE LOVE</b>	Buck Owens—Capitol 5465	14	15	3	<b>HERE COMES THE NIGHT</b>	Dottie West—RCA Victor LPM-3368
★15	23	3	<b>TIGER WOMAN</b>	Claude King—Columbia 43298	★40	47	3	<b>LOUISIANA MAN</b>	George & Gene—Musicor 1097	15	12	14	<b>BURNING MEMORIES</b>	Kitty Wells—Decca DL-4610: DL-74612
16	17	8	<b>TOO MANY TIGERS</b>	Tex Williams—Boone 1028	41	41	3	<b>THE BELLS OF SOUTHERN BELL</b>	Del Reeves—United Artists 890 L	16	17	4	<b>QUEEN OF THE HOUSE</b>	Jody Miller—Capitol T-2349: ST-2349
17	19	7	<b>WRONG NUMBER</b>	George Jones—United Artists 858	42	(—)	1	<b>IT HAPPENED JUST THAT WAY</b>	Roger Miller—Smash 1994	17	20	2	<b>THIRD TIME AROUND</b>	Roger Miller—Smash MGS-27968
18	18	15	<b>BLUE KENTUCKY GIRL</b>	Loretta Lynn—Decca 31769	43	(—)	1	<b>GO ON HOME BOY</b>	Bob Luman—Hickory 1307	18	18	4	<b>CROSS THE BRAZOS AT WACO</b>	Billy Walker—Columbia CL-2331
19	22	9	<b>WINE</b>	Mel Tillis—Ric 158	44	50	2	<b>WALKIN' THE FLOOR OVER YOU</b>	George Hamilton IV—RCA Victor 8606	19	14	7	<b>MR. COUNTRY MUSIC</b>	George Jones—Musicor MM-2046: M-3046
20	24	4	<b>YAKETY AXE</b>	Chet Atkins—RCA Victor 8590	45	(—)	1	<b>I HEARD FROM A MEMORY LAST NIGHT</b>	Jim Edward Brown—RCA Victor 8566	20	19	8	<b>COUNTRY MUSIC ALL AROUND THE WORLD</b>	Roy Drusky—Mercury 21006
21	25	4	<b>AGAIN</b>	Don Gibson—RCA Victor 8589	46	46	3	<b>I'M LETTING YOU GO</b>	Billy Grammar—Decca 31757	21	23	6	<b>BLUES IN MY HEART</b>	Wanda Jackson—Capitol T-2306: ST-2306
22	28	4	<b>OUR HEARTS ARE HOLDING HANDS</b>	Ernest Tubb & Loretta Lynn—Decca 31793	47	48	3	<b>MEANWHILE DOWN AT JOE'S</b>	Kitty Wells—Decca 31817	22	26	3	<b>LONESOME ME, SAD AND BLUE</b>	Kitty Wells—Decca DL-74658 L
23	30	2	<b>ONE DYIN' AND A BURYIN'</b>	Roger Miller—Smash 1994	48	(—)	1	<b>WHISTLE WALKIN'</b>	Ned Miller—Capitol 5431	23	30	2	<b>WITH THIS PEN</b>	Bill Anderson—Decca DL-4646: DL-74646
24	15	13	<b>RINDERCELLA</b>	Archie Campbell—RCA Victor 8546	49	(—)	1	<b>YODEL, SWEET MOLLY</b>	Ira Louvin—Capitol 5428	24	(—)	1	<b>WESTERN STRINGS</b>	Ray Price—Columbia CL-2339
25	16	19	<b>YOU DON'T HEAR</b>	Kitty Wells—Decca 31749	50	49	4	<b>HICKTOWN</b>	Tennessee Ernie Ford—Capitol 5425	25	24	25	<b>YOU'RE THE ONLY WORLD I KNOW</b>	Sonny James—Capitol T-2209: ST-2209
										26	29	8	<b>SONGS OF THE WATERFALL</b>	Slim Whitman—Imperial LP-9277
										27	22	18	<b>ORANGE BLOSSOM SPECIAL</b>	Johnny Cash—Columbia CL-2309: CS-9109
										28	21	12	<b>HITS FROM THE COUNTRY HALL OF FAME</b>	Floyd Cramer—RCA Vic. LPM-3318: LSP-3318
										29	25	33	<b>YOUR CHEATIN' HEART</b>	Soundtrack—MGM E-4260: SE-4260
										30	27	13	<b>TEN LITTLE BOTTLES</b>	Johnny Bond—Starday SLP-333





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