


Cash Box



As it celebrates its 10th year of operation, Liberty Records has shown a strong growth pattern, both as a consistent chart factor and as a purchaser of important labels. Dolton Records was the first member of the Liberty family, to be followed in later years by the Imperial and the World Pacific-Pacific Jazz companies. Full details of Liberty's "Decade of Progress" celebration in Los Angeles and a general history of the diskery appear on page 8 of this issue.

INTERNATIONAL SECTION BEGINS PAGE 49





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"Happy Train"

4-43340

Steve Karliski & Mimi Roman

"Yes, Mr. Peters"

4-43355

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FOUNDED BY BILL GERSH

Cash Box

Vol. XXVII—Number 53

August 7, 1965

Cash Box

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(Phone: JUdson 6-2640)

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SOME WORDS ON WORDS

A song of unparalleled immodesty is "I Believe In You" from "How to Succeed In Business . . ." As performed in the show, it is a vainglorious salute by a man who is cutting corners to reach the heights of corporate fame to no one other than himself. Take the song out of the context of the show, and it is transformed—without the slightest change in the lyric—into a smart man-to-woman love-song. The neat lyrical trick of "I Believe In You" was accomplished by Frank Loesser, and show-music buffs could point to the late Oscar Hammerstein as another Broadway lyricist who penned many lyrics that mean one thing on stage, another off-stage.

The aforementioned qualities of master writers like Loesser and Hammerstein were brought to mind the other day during an inspection of the Top 100, where a number of songs appear that can be taken at various levels, some with marked social significance. It all seems to be a further extension of the message-song, an area of lyric writing that has been covered in a previous **Cash Box** editorial.

But the newer entries do not seem to be tackling their central contentions with the same directness as some of the hits of a few years back (e.g. "Blowin' in the Wind," "Up On the Roof"). "Mr. Tambourine Man" by Bob Dylan, the writer, by the way, of "Blowin' in the Wind," is, on its surface, an infectious affair, but many are reading (correctly, we understand) between the lines of the lyric and are coming up with a catalog of types of

men, who may be the happy facade of "Mr. Tambourine Man"; "(I Can't Get No) Satisfaction," the Rolling Stones' million-seller, rocks with typical English-Sound finesse, but its lyric is credited with a number of social-scene comments. Jackie DeShannon's "What the World Needs Now Is Love" makes a more direct point in its assessment of a world going on its merry, no-direction way, but as performed by the artist, it can easily pass as a tale with a wistful moon-spoon theme. Interestingly enough, all three songs mentioned here are or recently had the distinction of being Top 10 items! And headed for Top 10 fame is Bob Dylan's self-performed, smash rendition of his "Like a Rolling Stone," which, in the Dylan tradition, is teeming with worldliness.

The Top 100 has not been the place where one can easily pick-out the meaningful or just plain well-written lyric. Happily, we have noted a greater regard for the words of songs over the past several years, even on recordings where the lyrics are all but inaudible. Credit for this stems from the interest in folk-pop material, and, no doubt, many of the teen-oriented writers, especially the articulate crop from England.

Words to songs, of course, need not attempt to propagandize on the ills of society; the world still needs songs that do no more than please and perhaps tug at our heartstrings. It is satisfying to note that an increasing number of hit songs are being more skillfully directed toward those ends.

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

	7/31	7/24		7/31	7/24		7/31	7/24	
1	I'M HENRY THE VIII		35	SEVENTH SON		67	IT'S GONNA BE FINE		
2	WHAT'S NEW PUSSY CAT?	2	36	HELP	13	68	CANDY	74	
3	SATISFACTION	3	37	LIKE A ROLLING STONE	71	69	I'M A HAPPY MAN	75	
4	I GOT YOU BABE	1	38	NOTHING BUT HEARTACHES	54	70	HOUSTON	76	
5	SAVE YOUR HEART FOR ME	1	39	MR. TAMBOURINE MAN	62	71	LAURIE	81	
6	I LIKE IT LIKE THAT	21	40	YOU WERE ON MY MIND	18	72	CRYING IN THE CHAPEL	34	
7	DON'T JUST STAND THERE	59	41	NEW ORLEANS	73	73	IT'S TOO LATE BABY TOO LATE	47	
8	CARA MIA	7	42	SITTING IN THE PARK	—	74	YOU BETTER GO	89	
9	I CAN'T HELP MYSELF	11	43	EASY QUESTION	48	75	AGENT 00 SOUL	92	
10	ALL I REALLY WANT TO DO	14	44	I'LL ALWAYS LOVE YOU	58	76	IF I DIDN'T LOVE YOU	93	
11	WHAT THE WORLD NEEDS NOW IS LOVE	4	45	A WALK IN THE BLACK FOREST	26	77	SAD, SAD GIRL	—	
12	I WANT CANDY	5	46	SINCE I LOST YOU BABY	30	78	IT'S GONNA TAKE A MIRACLE	85	
13	DOWN IN THE BOONDOCKS	20	47	SEEMIN' THE RIGHT LOVE GO WRONG	15	79	I DON'T WANNA LOSE YOU BABY	89	
14	HOLD ME, THRILL ME	12	48	HUNG ON YOU	60	80	OOWEE, OOWEE	—	
15	TOO MANY RIVERS	20	49	IN THE MIDNIGHT HOUR	33	81	IS IT REALLY OVER	100	
16	BABY I'M YOURS	8	50	YOU TELL ME WHY	37	82	THE SWEETHEART TREE	—	
17	THEME FROM A SUMMER PLACE	9	51	LOOKING THROUGH THE EYES OF LOVE	61	83	CANADIAN SUNSET	—	
18	IT'S THE SAME OLD SONG	14	52	MOON OVER NAPLES	82	84	ANNIE FANNIE	90	
19	SUNSHINE, LOLLIPOPS & RAINBOWS	19	53	JU JU HAND	44	85	HERE I AM	96	
20	PRETTY LITTLE BABY	22	54	NO PITY IN THE NAKED CITY	46	86	COLOURS	—	
21	CALIFORNIA GIRLS	30	55	ONE STEP AT A TIME	58	87	I'M ALIVE	—	
22	TAKE ME BACK	17	56	SUGAR DUMPLING	69	88	SIMPLE GIMPLE	—	
23	MARIE	24	57	TRAINS & BOATS & PLANES	71	89	ONLY THOSE IN LOVE	—	
24	PAPA'S GOT A BRAND NEW BAG	26	58	I CAN'T WORK NO LONGER	60	90	THE SWEETHEART TREE	95	
25	TO KNOW YOU IS TO LOVE YOU	22	59	MY MAN	74	91	OUT IN THE SUN	—	
26	I'M A FOOL	38	60	FLY ME TO THE MOON	56	92	HE'S GOT NO LOVE	94	
27	UNCHAINED MELODY	70	61	HEART FULL OF SOUL	63	93	SUMMER WIND	—	
28	TRACKS OF MY TEARS	20	62	A LITTLE YOU	64	94	WE'RE DOING FINE	96	
29	RIDE YOUR PONY	23	63	YOU'RE MY BABY	66	95	WHERE WERE YOU WHEN I NEEDED YOU	—	
30	ONE DYIN' AND A BURYIN'	32	64	THE IN CROWD	79	96	I LIVE FOR THE SUN	—	
31	A LITTLE BIT OF HEAVEN	41	65	SHAKE & FINGERPOP	—	97	I'VE CRIED MY LAST TEAR	—	
32	YES I'M READY	29	66	IT AIN'T ME BABE	80	98	WHO'LL BE THE NEXT IN LINE	—	
33	YOU'D BETTER COME HOME	31			80	99	SUMMER WIND	—	
34	YOU TURN ME ON	9			80	100	WHAT ARE WE GOING TO DO	—	
		3			84		100	MOONLIGHT AND ROSES	—
		50			—				—
		11			100				—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Agent 00 Soul (Myto BMI)	75	I Can't Work No Longer (Curtom BMI)	58	Marie (Irving Berlin ASCAP)	23	Sittin' In The Park (Chevis BMI)	42
A Little Bit Of Heaven (TB BMI)	31	I Don't Wanna Lose You Baby (Blockwood BMI)	79	Maon Over Naples (Roosevelt BMI)	52	Sugar Dumpling (Kogs BMI)	56
A Little You (Leeds ASCAP)	31	I Got You Baby (Five-West-Cotillion BMI)	4	Mr. Tambourine Man (M. Witmark ASCAP)	39	Summer Wind (M. Witmark)	93
A Walk In The Black Forest (MRC Music BMI)	45	I Like It Like That (Tune-Kel BMI)	6	My Man (Leo Feist ASCAP)	59	Sunshine, Lollipops & Rainbows (Hansen ASCAP)	19
All I Really Want To Do (Witmark ASCAP)	10	I Live For The Sun (Sea Of Tunes BMI)	96	Moonlight & Roses (Daniels ASCAP)	100	Sweetheart Tree (East-Hill ASCAP)	82
Annie Fannie (Sharrow & Burdenite, Flomar, BMI)	84	I Want Candy (Webb IV, Grand Canyon BMI)	12	New Orleans (Rockmasters BMI)	41	Take Me Back (St. Mountain BMI)	22
Baby I'm Yours (Blockwood BMI)	16	If I Didn't Love You (Metric BMI)	76	No Pity In The Naked City (Merrimac BMI)	54	Theme From A Summer Place (M. Witmark ASCAP)	17
Californina Girls (Sea Of Tunes BMI)	21	I'll Always Love You (Jobete BMI)	44	Nothing But Heartaches (Jobete BMI)	38	To Know You Is To Love You (Hilary BMI)	25
Canadian Sunset (Vogue BMI)	83	I'm A Fool (Atlantic BMI)	26	One Step At A Time (Flomar BMI)	30	Too Many Rivers (Hill & Ronge BMI)	15
Candy (East BMI)	68	I'm Alive (Camelback-Mountain BMI)	87	One Step At A Time (Flomar BMI)	55	Track Of My Tears (Jobete BMI)	28
Cora Mio (Leo Feist ASCAP)	8	I'm A Happy Man (United Artists BMI)	69	Only Those In Love (Brown BMI)	89	Trains & Boats & Planes (Blue Seas, Jack ASCAP)	57
Colours (Southern ASCAP)	86	I'm Henry The VIII (Miller ASCAP)	1	Out In The Sun (Grandcanyon BMI)	91	Unchained Melody (Fronk ASCAP)	28
Crying In The Chapel (Volley BMI)	72	In The Crowd (American BMI)	64	Oowee, Oowee (Leeds ASCAP)	80	We're Doing Fine (Leathernack-WellMade BMI)	94
Don't Just Stand There (Bernross BMI)	7	In The Midnight Hour (Cotillion-East BMI)	49	Poppa's Got A Brand New Bag (Lais BMI)	24	What Are We Going To Do (Screen Gems, Col. BMI)	100
Down In The Boondocks (Lowery BMI)	13	Is It Really Over (Tuckahoe BMI)	81	Pretty Little Baby (Jobete BMI)	20	What The World Needs Now Is Love	11
Easy Question (Elvis Presley BMI)	43	It Ain't Me Babe (M. Witmark ASCAP)	66	Ride Your Pony (Jorb BMI)	29	What's New Pussycat? (United Artists ASCAP)	2
Fly Me To The Moon (Almonac ASCAP)	60	It's Gonna Be Fine (Screen Gems, Col. BMI)	67	Sad, Sad Girl (Stilran, Dandelion BMI)	77	Who'll Be The Next In Line (Joy Boy BMI)	98
Heart Full Of Soul (Miller ASCAP)	61	It's Gonna Take A Miracle (South Mt. BMI)	78	Satisfaction (Immediate BMI)	3	Yes I'm Ready (Dandelions-Stilhan BMI)	32
He's Got No Love (Duchess BMI)	92	It's The Same Old Song (Jobete BMI)	18	Sove Your Heart For Me (Geld, Udell, Purchase ASCAP)	5	You Tell Me Why (Taracrest BMI)	50
Help (Moclean BMI)	36	It's Too Late, Baby, Too Late (Ply, Weiss BMI)	73	Seein' The Right Love Go Wrong (Sea Lark BMI)	47	You Turn Me On (Burdette BMI)	34
Here Am I (United Artists ASCAP)	85	I've Cried My Last Tear (Minit BMI)	87	Seventh Son (Arc BMI)	35	You Were On My Mind (M. Witmark ASCAP)	40
Hold Me, Thrill Me (Mills ASCAP)	14	Ju Ju Hand (Beckie BMI)	53	Shake & Fingerpop (Jobete BMI)	65	You Better Go (St. Mountain BMI)	74
Houston (Criterion ASCAP)	70	Laurie (E. M. Long, Goldust BMI)	71	Simple Gimple (MRC BMI)	88	You'd Better Come Home (Duchess BMI)	33
Hung On You (Screen Gems-Col. BMI)	48	Like A Rolling Stone (M. Witmark ASCAP)	37	Since I Lost You Baby (Jobete BMI)	46	You're My Baby (Screen Gems, Col. BMI)	63
I Can't Help Myself (Jobete BMI)	9	Looking Thru The Eyes Of Love (Screen Gems, Col. BMI)	51				

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BC's Fall LP's Spotlight Newcomers

NEW YORK—abc Records has announced its fall LP release which includes seven albums by newcomers to label.

The artists debuting on ABC are Reese with "C'Mon And Hear," Highwaymen with "On A New Road," the Dixie Cups doing "Riding High," and Yank Lawson and His Yank Clippers with "Big Yank Is Here."

Other new albums include "Country Western Meets Rhythm & Blues" by Ray Charles, "The Singing Hills" by country artist Elton Britt and "By One" by the Impressions. In impulse, the company's jazz line, for the first time, "Sonny Rol-

lins On Impulse!" Other LP's are "McCoy Tyner Plays Ellington," "Shirley Scott, Queen Of The Organ," "Chic Chic Chico" by Chico Hamilton, "The John Coltrane Quartet Plays," "Firemusic" by Archie Shepp and "Inspired/Abandoned" by Lawrence Brown's All Stars with Johnny Hodges.

Another important first for the company is the offering of two packages on the Dunhill label, distributed nationally by ABC-Paramount, "The Surfing Songbook" by Rincon Surfside Band and "Drums! Drums! A Go Go" by the well known West Coast drummer, Hal Blaine.

Sam Goody Forms Label

NEW YORK—Sam Goody, major New York disk retailer, has become principal stockholder in a record company called Turntable Records.

The label, which is located at Goody's outlet at 235 West 49th St., has seven stores under the Goody name, will bow this month with releases offerings by Susan King and George Smith.

Alvia Langler, a veteran of the record business, has been named president of the firm, and will direct the label's A&R activities. She says that the diskery will concentrate primarily on the introduction and development of new talent and is on look-out for masters turned out by indie producers. In the past she has been associated with such artists as Billy Eckstine, the Ravens, Ames, Charlie Ventura, Eileen Barton and others.

Goody, with close to 30 years of record disk business activities behind him, owned a label, Gotham Records, in the late 40's, and eventually sold it to an Ballin. As president of Turntable, Goody will have an active role in selecting product to be marketed.

For the label's initial entries, product to be delivered to its network distributors (see listing in this story), Susan King offers "Drum Rhythm" and "You Got Me In A Fix" and George Smith sings "I've Had It" and "Love Turns To Pity."

Other Turntable artists include Bobby Carey, Bobby Harris, Gayle King, and Susan Rafey.

The company is also setting up AP and BMI publishing companies, and is negotiating for Euro-representation.

Turntable's distribution territories, with such areas as Puerto Rico, Hawaii, Canada to be added shortly:

Buffalo, Atlanta; Mutual, Boston; Mangold, Charlotte; Metro, Chicago; Four State, Cincinnati; Cleveland; United, Houston; Dallas; Jay Kay, Detroit; East-East Hartford; Hart, Los Angeles; Florida, Miami Beach, Fla.; Harold Leberman, Minneapolis; Southern, New Orleans; All South, New Orleans; New York; Dave Rosen, Philadelphia; Hamburg, Pittsburgh; Robt. St. Louis; C&C, San Francisco; Arts, Shreveport; C&C, Seattle; Bert Bros., Washington, D.C.

Emarcy's Return: 6 LP's

CHICAGO—Covering a broad spectrum of the jazz field, Emarcy Records, the lower priced of Mercury's two jazz labels, has announced the release in Aug. of its first product since the reactivation of the diskery. The Emarcy banner was brought back to life about a month ago when Mercury president Irving Green stated that the first six-months activities of the revitalized Limelight line indicated encouraging results in the area. This line will retail at \$3.98-4.98 as opposed to the \$4.98-5.98 Limelight issues. Both will be handled by the same distributors for their individual territories.

Emarcy has created a strong niche in recorded jazz through its roster of outstanding jazz names and its exciting approaches to deluxe collector's item packaging.

Dick Sherman, product manager for both lines, announced that as promised the Aug. release would feature both contemporary modern and historically prominent American performances as well as select items from the catalogs of Mercury affiliates around the world. He added that the first issue would be composed of albums never before released for the American jazz buyer.

From international sources come three albums: "Night Lady" by the Johnny Griffin Quartet, featuring the tenor saxist with Kenny Clarke, Sahib Shihab, Benny Bailey and Jimmy Woode; "The International Jazz Workshop," an annual jazz concert held in conjunction with the Ruhr Festival of Music and Arts; and "Le Jazz Hot," a collector's item of tracks by the late Django Reinhardt.

The American emanated product ranges from "Plain Old Blues," a collection of twelve-note blues tunes by vintage musicians, through "Rhythm Crazy" with Jimmy Cleveland and an all-star set of sidemen, including Art Farmer, Hank Jones and others; and the final offering spotlights drummer Buddy Rich in an instrumental collection of modern arrangements.

MGM/Verve Sales Confabs Sell 1 Mil New Singles; 'Wooly' A Gold Record

NEW YORK—More than a million units of new singles product were moved by MGM/Verve Records during its sales confabs in San Francisco and New York, according to Lenny Scheer, singles sales head. Distributor orders involved dates by the Animals ("We Got to Get Out of This Place"), Connie Francis ("Roundabout") and Johnny Tillotson ("Heartaches by the Numbers").

Speaking of million units, the label has just received RIAA-certification that officially makes "Wooly Bully" by Sam the Sham & The Pharoahs a million-seller.

The MGM/Verve label is doing solid chart business with "I'm Henry the VIII" by Herman's Hermits, "Ju Ju Hand" by Sam the Sham & The Pharoahs and "It's Gonna Take a Miracle" by the Royallettes.

Columbia A&R Dept. Is Swinging On W. Coast

HOLLYWOOD—For the young artist who's going west, his first stopover in search for disk recognition may well be Columbia Records, the Hollywood office of which is getting more attention than ever before.

Starting with the success of the Byrds several months ago, exec producer Allen Stanton and producers Ed Kleban and Terry Melcher are creating excitement within Columbia's corporate set-up and the general industry itself.

Indicating the label's swinging west coast operation was the special teen show offered at Columbia's recent Miami Beach sales convention. The show was dotted with Columbia's Hollywood-cut performers, including the Byrds, Billy Joe Royal, Paul Revere and the Raiders and Jim Nabors of CBS-TV's "Gomer Pyle" fame.

The west coast operation contends that as California's population increases at a faster rate than any state in the union, a similar increase is taking place within the music and recording industries. Also, the label feels, it is receiving more than its share of the benefits of the musical migration from the east of writers, musicians, singers and record producers.

The Byrds were brought to the attention of Irving Townsend, who as west coast vp directs Columbia's operation in Hollywood. Stanton auditioned and signed the group and assigned Melcher as their producer.

Their debut single, Bob Dylan's composition, "Mr. Tambourine Man," became a number one record and the group's first album is currently number 7 on the Cash Box chart in its seventh week of release. Their current single couples Dylan's "All I Really Want To Do" with "Feel A Whole Lot Better," composed by Byrds member Gene Clark. In addition to establishing their own success, The Byrds have sparked a trend merging the lyricism of folk music with the low,

(Continued on page 34)

Kapp Sales Execs Hit Road To Debut Fall Product

NEW YORK—Key Kapp Records sales executives will take to the road this week in a whirlwind series of 23 separate distributor meetings across the country. Details and product line-up the label's fall LP release program will unveiled right in the distributors' own warehouses, where all distributor sales personnel will get a first-hand look at the program and product.

A special synchronized sound-and-slide presentation will be made covering the merchandising aspects of the program, incentive plans, liberal terms on a line-up of 17 new Kapp albums, 13 of which will be released at once as Phase One of the plan, with four others ready to hit the market Sept. 2.

Taking part in the presentations in key markets will be Joe Zaleski, manager of distributor sales; Herb Linsky, manager of rack sales; Macey Lipman, regional distributor sales manager for the east coast and Norman Leskiw, regional distributor sales manager for the midwest. Al Cahn, vice-president and national sales manager, will also take part in the New York and Chicago meetings.

Lipman's meetings start in New York today (Mon.) with Newark and Philadelphia reps also sitting in; Boston and Hartford (3); Washington, (4); Atlanta (5) and Miami (6). Leskiw's sessions are set for Cleveland (2); Detroit (3); Chicago (4) (with Indianapolis attending); and Minneapolis (5). Joe Zaleski will join Lipman in Cleveland while Al Cahn will take part in the Chicago meeting.

Linsky's schedule includes St. Louis (2); Nashville (3); New Orleans (4); Houston (5); Dallas (also the 5th); Oklahoma City (6). Zaleski will be in Buffalo (31); Cleveland (with Leskiw) (2); Denver (also the 2nd); and Seattle (3); Oakland (4) and Los Angeles (5).

Kingstons Diversity In A Number Of New Areas

SAN FRANCISCO—The Kingston Trio, generally credited as the group which started the present-day pop-folk boom, have recently diversified their interests to include a production firm, record label, recording studio, talent development company, music publishing firm and a multi-million dollar real estate operation with a planned community, office building and a couple of night clubs.

It's just seven years since "Tom Dooley" encountered Mr. Grayson and a white oak tree but he hung around just long enough to revolutionize the pop-folk market and create a dynasty for Nick Reynolds, Bob Shane, John Stewart and manager Frank Werber. Since '58 the group has, according to Werber, sold more than 18,000,000 records and earned approximately \$12,000,000.

The new production firm, Trident Productions Inc., which is headed by Werber with Don Graham as national talent and promo exec and Joe Gannon in charge of artist relations, has had immediate impact on the national market with their first release through A&M Records. Titled "You Were On My Mind," the record by The We Five, is currently number 40 on the Cash Box chart. The group and song were recorded at the Columbus Studio in San Francisco, owned



KINGSTON TRIO

by Trident Productions, which is in the Columbus Tower Building, also owned by Trident and the trio. The studio, which will be open to outside producers within the next few weeks, is equipped for four track with two full live echo chambers and a transistorized board which may be utilized for remotes. The redwood panelled studio room has been designed for relaxed comfort with theater controlled red, blue and amber dimmer lights to set the mood.

The talent operation, Talent Development Corp., administered by Werber and Gannon, has already signed the We Five to an exclusive deal and Trident Productions has recently pacted performer-writer Mason Williams.

The new record label, S.F.O. Records, will be, at least initially, utilized as a west coast test label. Werber plans a "distinctive quality" product, which means "a modicum of material to allow a maximum of exposure." Werber's basic philosophy is "quality before money, but don't overlook financial success."

The trio's land development operation includes 70 acres overlooking Mill Valley in California which will be a planned community leaving the natural terrain "virtually untouched." Recently opened is the Trident Restaurant and Jazz Club in Sausalito and, in addition, Werber and the group have completed the purchase of another room originally called "The Little Foxes," a theater type club on the old Barbary coast. The publishing operation, which includes several significant folk copyrights, along with the recent chart title "Cast Your Fate To The Wind," is managed by Rene Cardenas, who estimates that the trio grosses about \$500,000 a year on just folios, instruction books and sheet music.

(Continued on page 34)

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Livingston Calls For Formation Of Label Performing Rights Society

NEW YORK—The formation of a "Phonograph Record Manufacturer's Performing Society" is being advocated by Alan Livingston, president of Capitol Records.

Livingston has expanded his feelings on the matter through a supplemental statement before the House Judiciary Subcommittee, which has been conducting hearings on the Bill that would revise the Copyright Act of 1909. In previous testimony before the Committee, the exec had made reference to label and artist rights in the area of performance fees as he attacked the Bill's proposal to raise the mechanical royalty to 3¢. In his new testimony, he stated that he did not believe he had completely answered a question put to him on whether or not an additional raise of the mechanical royalty—beyond the proposed 3¢—could be employed to return to the label and artist a performance fee.

"Illogical" Proposal

Calling the proposal illogical, Livingston comments in the supplemental testimony that the manufacturer "... would have to pay out a larger sum of money in order that a share of the increase would be paid to him." "And, even if some or all of the increased mechanical fees," Livingston states, "could be passed on in the form of higher prices to the record buying public, that group would in effect be paying increased record prices so that persons who play the records on the air for their profit could be relieved of bearing an expense that should be a part of their costs of doing business." This formula, in Livingston's view, appears to be based on the same "misunderstanding as the oft-repeated juke box proposal to increase the mechanical fee." "It confuses what are fundamentally two different rights," Livingston notes. "One, the right to make records, and two, the right to obtain payment for public performance for profit of the performances embodied in the records."

Label Copyright

Livingston recommends that manufacturers be given a statutory copyright that includes the exclusive right to the public performance of their copyrighted disks and that they be entitled to collect, as a matter of law, performance fees from those who play such records for profit.

"This can be accomplished," Livingston explains, "by simply inserting the words 'sound recording' on line 26, page 6 of the bill after the word 'pantomimes' and striking subsection (a) of Section 112 on page 9."

Livingston declares that there is "ample precedent" for a "Phonograph Record Manufacturer's Performing Society" in the various performing societies that exist in the U.S. for writers and publishers of music under the present copyright law and for various societies in Great Britain and elsewhere which collect not only for writers and publishers, but also for record companies.

The Fee Pie

Under Livingston's plan, the record company, as the copyright proprietor, would receive 50% of the performance fees for its creative contribution, and the other 50% of the fee would be divided among the other creative people involved. Livingston later describes "other creative people" as the vocalist, the musical arranger and the conductor or lead singer. In his conclusion, Livingston remarks that Congress, after hearing from the various creative elements in the record business, might find that other persons or groups merited participation.

Both the Judiciary Committees of the House and Senate are expected to continue hearings on the Copyright Bill this week (3, 4). Alan Livingston, president of Capitol Records, is expected to appear as a witness. See story above.

COLUMBIA REALIGNS EXEC STAFF IN MAJOR REORGANIZATION MOVE



CLIVE DAVIS



BILL GALLAGHER

NEW YORK—Columbia Records has made sweeping changes in the organization of its exec line-up.

As announced last week by Goddard Lieberson, president of the label, Norman Adler, as exec vp, will take over direct supervision and coordination of the label's recent acquisition, the Fender Guitar and Amplifier Co. and will continue to be responsible for the direction of the Columbia Record Club.

Davis & Gallagher Upped

Clive Davis has been appointed administrative vp, reporting directly to Lieberson; Bill Gallagher has been promoted to a vp of Columbia, reporting directly to Davis. Davis will be responsible for providing overall direction to the reorganized Columbia label, and, in addition, to the Epic label, operations, business affairs, engineering, research and development and west coast activities. Commenting on Gallagher's new appointment Lieberson stated that Columbia Records will continue, as in the past, to be an A&R-oriented operation. In his new position, Gallagher will devote his attention to the activities of the A&R department as well as distribution and sales.

Lieberson further stated that he will continue his personal interest in A&R.

Gallagher will direct the full activities of the Columbia label, embracing the creation of the product as well as its distribution and sales. Davis has served as the label's general attorney since 1961, having joined the company in 1960; Gallagher, with Columbia since 1952, had been marketing vp since 1961.

Other Appointments

Lieberson said that the finance dept., under Seymour L. Gartenberg, finance vp, would report to him. Gartenberg will continue to be responsible for the overall direction of the controller's credit and collections and operational and financial systems sections. In addition, he will assume the responsibility for directing all activities carried out by market research under John Wiley and planning operations research under Leo Roghman.

Glancy To Eng. CBS

Ken Glancy is leaving Columbia to become managing director of CBS Records of England, reporting to Peter de Rougemont, vp of European operations. D. M. Levy, former managing director of the label, will continue with the company as vice chairman of the board. Posts on the international level that will continue as in the past are those of Harvey Schein, vp and general manager of Columbia Records International, and James Dalglish, director of organization planning and management development.

Club Positions

Lieberson said that the Columbia Record Club would expand into "many new areas." In line with this, he has named three vice-presidents of the club, all of whom will report to Neil Keating, who, in turn, reports to Ad-

ler. They are Eugene Auerbach, of installment sales operations; William Bell, vp of A&R; and Paul Harris, vp of sales promotion.

Lieberson Statement

In commenting on the overall changes, Lieberson said: "The nature of our business demands constant alertness to changes in the product, the market place, in manufacturing techniques, in imaginative new developments. Fortunately, we have a kind of organization which is not unamendable to change, but which is flexible enough to realign itself completely for ever-increasing expansion and mobility. This is particularly fruitful at this moment in the light of the programs we have undertaken to further our activities into new fields with new products, while carrying forward the continual creative growth in our existing business."

NARM Starts Registration For '65 Mid-Year Meet

PHILADELPHIA — Registrations for the 1965 mid year meeting and person to person sales conferences of the National Association of Record Merchandisers (NARM) are on their way to the organization membership.

The meeting will be held Sept. 7 through Sept. 9, at the Continental Plaza Hotel in Chicago. A dinner meeting for the regular members (rack jobbers) of NARM will be held on Sept. 7 (Tuesday), with the person to person sales conferences beginning at 9 AM on Wednesday, Sept. 8. Registration will be held between 8 AM and 9:00 AM, and breakfast will be served.

The person to person sales conferences will be held for two full days and will feature 46 appointments: each regular and associate member in attendance. This year the attendance will be limited to 46 regular member companies and 46 associate member companies, so that scheduling may be done well in advance. Registration will be honored on a first come first served basis. Each appointment will be 20 minutes long, and manufacturers reps will be seated at conference tables, with the record merchandisers moving from table to table for each appointment. Person to person confabs will begin at 9 AM on both Wednesday and Thursday (September 8 and 9).

At registration (Wednesday, 8 AM-9:00 AM) each company rep will receive his schedule. As in the past it is expected that many manufacturers will be presenting new merchandise, special holiday products and product for the peak business month of January. In addition, it is expected that there will be much discussion among rack jobber and manufacturer reps on questions of company policy, and the handling of excise tax refunds.

During the regular members dinner-meeting, Tuesday, Sept. 7, a full discussion of the excise tax refund procedures will be held, as well as consideration of recent policy announcements by various segments of the industry and individual companies.

Complete information on the 1965 NARM Mid Year Meeting can be obtained from Jules Malamud, 703 Tannon Bldg., Bala Cynwyd, Pennsylvania 19004

Price Heads MGM/Verve's Chi Branch

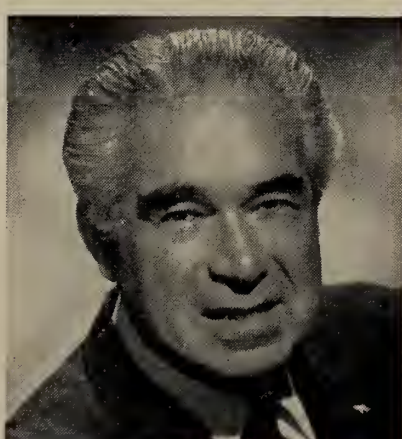
NEW YORK—Morrie Price is leaving his post as marketing director of MGM/Verve Records to head-up the label's new Chicago distribution outlet, Metro Records, according to Mort Nasatir, president of the diskery.

The branch is handling MGM/Verve product, including the Verve/Folkways and classical DGG lines. An outside account is Turntable Records, just established by New York disk retailer Sam Goody (see separate story), and further additions are expected shortly.

The following salesmen have been named for the branch: Paul Bayo and Berle Hyman; named to handle promo is Glen Miller; the shipping dept. consists of Hal Weiss, Andrew Edwards and Earl Butler; Elizabeth Davis serves as secretary.

The MGM/Verve line in Chicago was previously handled by Jimmie Martin's Music Distributors.

A native of Chicago, Price is marking his 30th year in the disk business this month. He came to MGM/Verve as marketing director three years, having arrived from United Artists



MORRIE PRICE

Records, where he held the title of sales manager for two years. Before that, he spent 15 years with Mercury Records as vp of sales. During his career, he has had his own distribution business and has spent time in retailing.

The MGM/Verve branch is located at 1112 South Wabash Ave.

New Beatles Flick To Open In U.S. On Aug. 1

NEW YORK—"Help!," the second United Artists feature-length release starring the Beatles, will open in 250 top domestic locations on Aug. 11, and will play more than 1,000 U.S. and Canadian cities by Labor Day. The flick, the first in color for the lads from Liverpool, will open in early domestic location situation through the month of Aug. The Beatles are currently zooming up the Cash Box Top 100 with their Capitol recording of "Help!," the film's title tune.

Reminder: Post Office Changed 'Ed Matter' Name

NEW YORK—Many in the trade, Cash Box has learned, are not aware that the designation "Educational Matter" is no longer being used to identify special postal rates. About six months ago, the U.S. Post Office switched over to a new nomenclature, "Special Fourth Class Rate." The rates remain the same: 10¢ for the first pound, 5¢ for each additional pound or fraction thereof. Music business firms that send mail under "Special Fourth Class Rate" should acquire a rubber-stamp stating the new designation.

Liberty Records Celebrates 'A Decade Of Progress'

HOLLYWOOD—Liberty Records, on the threshold of the most productive and lucrative year in its history, marked its 10 anniversary last week and celebrated the occasion with a two-day business-social assembly, themed to "A Decade of Entertainment," July 30, 31, at the Ambassador Hotel, Los Angeles.

Participants included several hundred invited guests consisting of distributors, their sales personnel and foreign licensees, who wound-up business sessions by toasting the success of Liberty at a lavish dinner-dance.

Highlight of the regular meetings was the screening of a full-length color documentary, "The Forward Look," produced especially for Liberty's anniversary conclave, in which the full product lineup was displayed in full detail. The film afforded the distributors an insight into the modus operandi of the company and also a chance to see and hear the people responsible for its success, as well as many of the label's leading artists.

Initial Success

Looking back over the first decade of its operation, Liberty is proud of its dramatic ascension from a small and struggling company to its present position as one of the leading independents of the recording industry.

As president Al Bennett summed it up recently, "Most record companies start with an idea for a record, and Liberty's case was no exception. The artist was Julie London. Liberty's founder, Si Waronker, walked into a small Hollywood nightclub one evening and heard Julie sing the number that was to make her famous, 'Cry Me A River.' The song was there, the artist was there. And with this recording, Liberty had its beginning."

Additional Talent

There were other milestones along the way: Ross Bagdasarian's "Witch Doctor" and later his prolific Chipmunks, which began as a single and wound up as an institution—instant success to the tune of 25 million dollars in sales to date.

Then there was versatile Martin Denny, whose first release, "Exotica," became an early Liberty best-seller, and whose second, "Quiet Village," was another ear-catcher. His subsequent recordings continue to move for the label.

After that came Bobby Vee, who represented Liberty's first venture into the rock 'n' roll field, quickly proving the soundness of the experiment.

All four artists are still with Liberty, whose talent roster today numbers some 80 performers, many of



AL BENNETT
President
Liberty



PHIL SKAFF
Exec VP
Liberty



HAL LINICK
VP-Finance-Admn
Liberty



SY ZUCKER
VP-Counsel
Liberty



BOB SKAFF
VP-A&R & Promo
Liberty

whom have blossomed into top artists in their field. The list includes "staying-power" performers such as the Johnny Mann Singers, Jan & Dean, Vikki Carr, Matt Monro, P. J. Proby, Gary Lewis, Gene McDaniels and the Fifty Guitars.

Growth Pattern

It is by now a historic tale in the industry that Liberty has never been off the national sales charts since the company's inception in July of 1955, and that three young men—the energetic Al Bennett, financial and administration expert, VP Hal Linick, along with resident counsel VP Sy Zucker, helped provide the impetus that propelled the organization to the top.

Dolton Acquired

Following the company's first success came the acquisition of Dolton Records, a Seattle company first acquired for distribution purposes and then purchased outright. The label's first smash, "Come Softly To Me," by the Fleetwoods, was followed by The Ventures' "Walk, Don't Run," a blockbuster which launched their notable career. Dolton has continued to prosper by developing other artists, including Vic Dana.

Expanded Headquarters

By 1959, it was evident that Liberty would require additional space (it had started with a phone-answering service as an "office") and the business site of Gene Autry's motion picture company, Flying A Productions, was bought for home office headquarters. Later, following negotiations by Hal Linick, the adjoining property—owned by the Automobile Club—was acquired, giving the company a total of 65,000 square feet of space. A & R, sales and accounting are incorporated within these buildings, encompassing a complete block of footage along Sunset Blvd.

Rheims Catalog

Next came the need to expand the Liberty catalog, and to that end the entire Robert Rheims line was acquired, an extensive output of Christmas product, which has prospered through the years.

Liberty World-Wide

Under the guidance of international sales director Jerry Thomas, and with active licensees in virtually every significant market in the world, Liberty's international Department is



DON BLOCKER
Gen. Mgr.
Liberty



KEN REVERCOMB
Gen. Mgr.
Imperial



DICK BOCK
Gen. Mgr.
World Pacific



MIKE GOULD
Gen. Mgr.
Publishing

sharing, in an ever-increasing degree, the expanding multi-million dollar world record market. In 1962 Liberty entered into an agreement with EMI Records in England and, as a result, is represented in more than 25 countries by associated companies of the organization. In other nations, not serviced by the vast EMI network, individual licensees afford complete saturation.

Imperial Purchase

Liberty's next acquisition, in 1963, was Imperial Records. The 20-year-old company, one of the strongest independent record organizations in the world, added immeasurably to Liberty's position and prestige. Former Liberty promotion director, Bob Skaff, was named to head Imperial as general manager and later upped to vice president. He is now vice president of the parent company in charge of Promotion and A & R for all subsidiaries.

In addition to reaping the full benefits of the extensive Imperial catalog, Imperial also moved ahead with the development of such new stars as Johnny Rivers and Mel Carter. Additionally, added stature was given to the talent who were involved in the transaction, including Sandy Nelson, Slim Whitman, Irma Thomas and Jimmy McCracklin. Other major artists on the Imperial roster are Jackie DeShannon, Billy J. Kramer, The O'Jays, Georgie Fame and new discovery, Cher.

New Officer

Late in 1963, to keep pace with its large expansion program, Liberty needed added executive power, so Phil Skaff, a many-faceted talent, was brought in as executive vice president in charge of operations, to work closely with Al Bennett.

Publishing Picture

Another major move in the progres-



DAVE PELL
A&R Admn
Liberty



LEE MENDELL
Marketing Dir.
Liberty

sive history of Liberty earlier, was the formation of its own publishing company, Metric Music. However, it was only after the Imperial purchase that Metric became a major music company. Currently, there are some 14,000 songs in its catalog. Mike Gould heads Metric as overall general manager. Al Altman and Lennie Waronker represent Metric and its affiliated firms on the East and West Coast respectively.

Latest Acquisition

On May 10, 1965, Bennett and Richard Bock, President of World Pacific Records, issued a joint announcement that Liberty had taken over World Pacific as a subsidiary company, thus adding one of the largest catalogs in the jazz field to the Liberty aegis. The transaction also included additional publishing interests and a fully equipped recording studio.

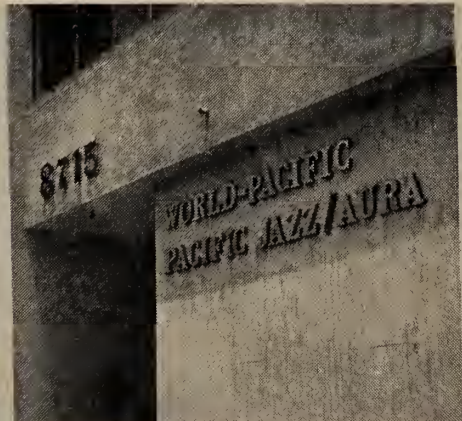
Separate Divisions

Liberty and its subsidiaries are now divided into separate divisions and operate autonomously, and the change has proven most beneficial.

Don Blocker, a pioneer employee, who has served in many capacities for the firm, is general manager of (Continued on page 39)



Liberty's 10th Year Logo



Photos show the homes of (left to right): Liberty, Imperial, World-Pacific and publishing companies.

Spin It! It's a Winner!

Johnny Tillotson

Heartaches by the Number

A Tanridge Production

K-13376

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JOHNNY TILLOTSON

HEARTACHES BY THE NUMBER

b/w YOUR MEM'RY COMES ALONG

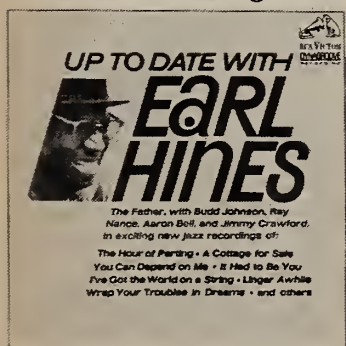
K-13376



A jazz festival of sounds and sales

Recent releases in a recorded history of
jazz that's second to none in scope

New Recordings:



"Father" and a group of highly compatible jazz stars deliver 12 exciting new versions of such solid items as "It Had to Be You," "Sunday," "Wrap Your Troubles in Dreams," "A Cottage for Sale," "Father's Freeway" and "But Not for Me." LPM/LSP-3380



Wild Bill Davis and Johnny Hodges team up to produce some smoothly swinging sounds on tunes like "On Green Dolphin Street," "Lil' Darlin'," "Johnny Come Lately," "I'm Beginning To See The Light" and 6 other standards. LPM/LSP-3393



"Modern jazz with an excitement rarely heard on records." So said one critic in praise of this new album. The Quintet does eight great tunes including "Greensleeves" and "In The Bag" which features (are you ready?) jazz bagpipes! LPM/LSP-3386



Exciting performances caught "live" at Newport last year. The big names on hand include Joe Thomas, Wingy Manone, Bud Freeman, Muggsy Spanier and Bob Haggart playing "Tin Roof Blues," "I've Found a New Baby," "Isle of Capri," more. LPM/LSP-3369



Sonny and four swinging sidemen perform jazz classics, show tunes, movie themes and others. "Three Little Words," "Night and Day," "My Ship," "Autumn Nocturne," "My One and Only Love" and "Trav'lin' Light" are six of the ten. LPM/LSP-3355

New Albums in the Vintage Series:



Such genuine "originals" as "Sleepy" John Estes, Tampa Red and Blind Willie McTell are represented here in sixteen selections chosen from more than 2000 recordings on the old Bluebird label. A treasury of authentic blues singing. LPV-518



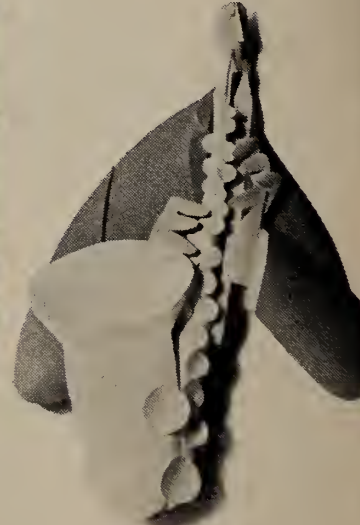
Historic performances in the evolution of jazz by the pace-setters of the bop era. Dizzy, Bird, Miles, Navarro, Ventura and other 52nd Street stalwarts play "Oop-Bop Sh-Bam," "Cool Breeze," "Royal Roost," "Oop-Pop-a-Da," 12 more jazz mileposts. LPV-519



Sixteen rare sides from Duke's legendary band of 1940 and '41, eight of which have never before been available on L.P. Arrangements are by Duke and/or Billy Strayhorn with four vocals by Ivie Anderson and one by Ray Nance. LPV-517



A major figure in the history of jazz piano, "Fats" displays his keyboard talent on 16 great selections, most of which are heard here for the first time on L. P. "Dinah," "12th Street Rag" and "Somebody Stole My Gal" are included. LPV-516



Advertising and promotional support to help make your "Jazz Festival" a rousing sales success: Consumer advertising • Radio scripts • 4-color window display • Mounted album covers • Teaser mailings to radio stations • Illustrated catalog • Local ad mats and "minnies" plus an exciting merchandising contest. Contact your distributor for complete details.



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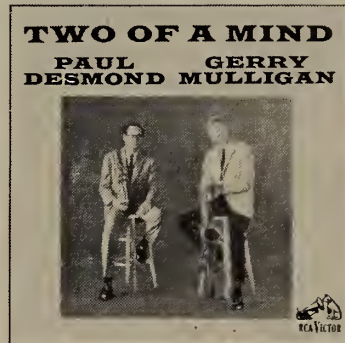
LPM-1443



LPV-510



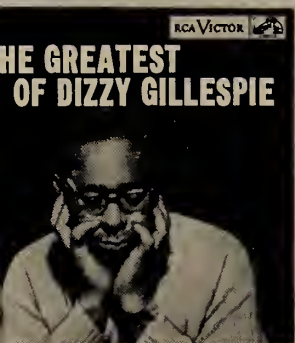
LPM/LSP-3320



LPM/LSP-2624



LPM-1364



LPM-2398



LPM/LSP-3414



LPM/LSP-3350



LPM/LSP-3372



LPM/LSP-2533



LPM/LSP-2572



LPM-1295



LPM/LSP-2762



Complete illustrated listing of RCA Victor's extensive catalog of jazz albums. An effective counter-piece for customers and for mailing.

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TRADE MARK
 The most trusted name in sound

THE ANIMALS

We Gotta

Get Out of

This Place

b/w I Can't Believe It

K-13382

bang!



A Mickie Most Production



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

Dot

RECORDS PROUDLY PRESENTS...

PAT BOONE



ANNIVERSARY WITH RECORDS—Pat Boone (S-DLP25650) (M-DLP3650)

EDDIE FISHER



WHEN I WAS YOUNG—Eddie Fisher (S-DLP25648) (M-DLP3648)

THE MILLS BROTHERS



THE MILLS BROTHERS SONG VOLUME II—Mills Brothers (S-DLP25646) (M-DLP3646)

JOHNNY MADDOX



MORE RAGTIME TWENTIES—Johnny Maddox (S-DLP25645) (M-DLP3645)

ARTHUR SMITH



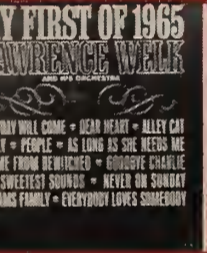
SINGING ON THE MOUNTAIN—Arthur Smith (S-DLP25642) (M-DLP3642)

DICK CONTINO



DICK CONTINO PLAYS AND SINGS THE HITS—Dick Contino (S-DLP25641) (M-DLP3641)

LAWRENCE WELK



MY FIRST OF 1965—Lawrence Welk (S-DLP25616) (M-DLP3616)

MIKE MINOR



SILVER DOLLAR—ACE IN THE HOLE—Mike Minor (S-DLP25615) (M-DLP3615)

CARMEL QUINN



WONDERFUL WORLD OF MY DREAMS—Carmel Quinn (S-DLP25610) (M-DLP3610)

BILLY VAUGHN



PEARLS SHELLS—Billy Vaughn (S-DLP25605) (M-DLP3605)

CAROLYN HESTER



THAT'S MY SONG—Carolyn Hester (S-DLP25600) (M-DLP3600)

JO ANN CASTLE



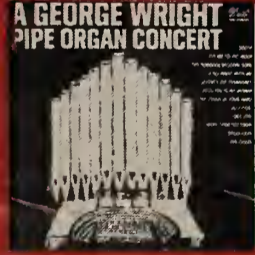
JO ANN CASTLE JO ANN CASTLE—Jo Ann Castle (S-DLP25607) (M-DLP3607)

JIMMIE RODGERS



HONEYCOMB & KISSES SWEETER THAN WINE—Jimmie Rodgers (S-DLP25525) (M-DLP3525)

GEORGE WRIGHT



A GEORGE WRIGHT CONCERT—George Wright (S-DLP25503) (M-DLP3503)

JERRY BURKE



GREATEST ORGAN HITS—Jerry Burke (S-DLP25450) (M-DLP3450)

EDDIE BAXTER



ORGAN SONGS WE LOVE—Eddie Baxter (S-DLP25435) (M-DLP3435)

VAUGHN MONROE



VAUGHN MONROE—HIS GREATEST HITS—Vaughn Monroe (S-DLP25431) (M-DLP3431)

LAWRENCE WELK



MOON RIVER—Lawrence Welk (S-DLP25412) (M-DLP3412)

THE MILLS BROTHERS



THE MILLS BROTHERS GREAT HITS—The Mills Brothers (S-DLP25357) (M-DLP3357)

PAT BOONE



PAT'S GREAT HITS—Pat Boone (S-DLP25371) (M-DLP3371)

HAL ALOMA



LURE OF THE ISLANDS—Hal Aloma (S-DLP25057) (M-DLP3057)

ELMER BERNSTEIN



THE TEN COMMANDMENTS SOUND TRACK—Elmer Bernstein (S-DLP25054-D) (M-DLP3054-D)

TOMMY JACKSON



POPULAR SQUARE DANCE MUSIC—Tommy Jackson (M-DLP3015)

EDDIE PEABODY



THE MAN WITH THE BANJO—Eddie Peabody (S-DLP110-S) (M-DLP110)

...THE GREATEST TALENT ON RECORD

NOW
ON DOT RECORDS.
JO STAFFORD
Arranged & Conducted By
PAUL WESTON

HARRY JAMES



GREEN ONIONS - Harry James (S)DLP2563 (M)DLP3534

EDDIE FISHER



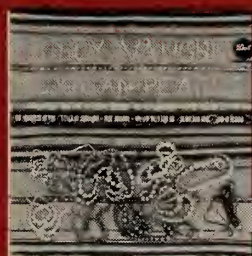
EDDIE FISHER TODAY! - Eddie Fisher (S)DLP25631 (M)DLP3631

LAWRENCE WELK



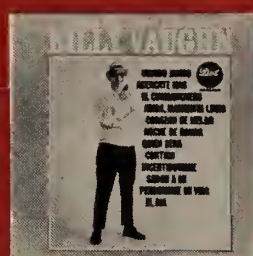
APPLES & BANANAS - Lawrence Welk (S)DLP25629 (M)DLP3629

BILLY VAUGHN



MEXICAN PEARLS - Billy Vaughn (S)DLP25628 (M)DLP3528

BILLY VAUGHN



12 GOLDEN HITS FROM LATIN AMERICA - Billy Vaughn (S)DLP25625 (M)DLP3625

JOE FEENEY



JOE FEENEY SINGS FOR YOU - Joe Feeny (S)DLP25618 (M)DLP3618

ALADDIN



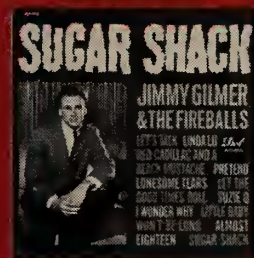
WORDS OF INSPIRATION - Aladdin (S)DLP25570 (M)DLP3570

LIBERACE



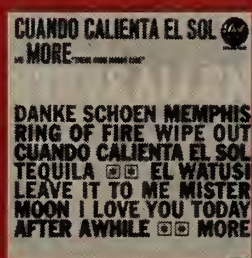
MY MOST REQUESTED - Liberace (S)DLP25563 (M)DLP3563

JIMMY GILMER



SUGAR SHACK - Jimmy Gilmer (S)DLP25545 (M)DLP3545

STEVE ALLEN



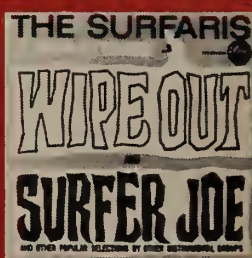
CUANDO CALIENTA EL SOL & MORE - Steve Allen (S)DLP25538 (M)DLP3538

MYRON FLOREN



MYRON FLOREN POLKAS - Myron Floren (S)DLP25536 (M)DLP3536

THE SURFARIS



WIPE OUT - The Surfari (S)DLP25535 (M)DLP3535

THE ANDREWS SISTERS



THE ANDREWS SISTERS GREATEST HITS - The Andrews Sisters (S)DLP25406 (M)DLP3406

TONY MARTIN



HIS GREATEST HITS - Tony Martin (S)DLP25390 (M)DLP3390

SIX FAT DUTCHMEN



POLKAS - GREATEST HITS - Six Fat Dutchmen (S)DLP25358 (M)DLP3358

THE LENNON SISTERS



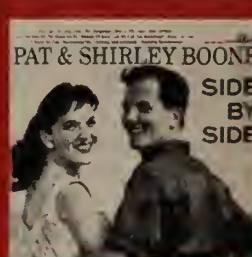
THE LENNON SISTERS SING 12 GREAT HITS - The Lennon Sisters (S)DLP25292 (M)DLP3292

WINK MARTINDALE



DECK OF CARDS - Wink Martindale (S)DLP25245 (M)DLP3245

PAT AND SHIRLEY BOONE



SIDE BY SIDE - Pat and Shirley Boone (S)DLP25199 (M)DLP3199

...NEW HOT SINGLES

16732 SUNRISE, SUNSET/WALKING IN THE FOOTSTEPS OF A BOO - Eddie Fisher

16733 BYE BYE BLACKBIRD / CHUM CHUM CHITTILUM CHUM - Mills Brothers

16741 SCHATZIE / THERE'S NO ONE LIKE YOU - Lawrence Welk

16743 THE FOOL / SOMEBODY STOLE MY WATERMELON - Jimmy Gilmer

16747 SO SMALL/BLUE MIST - New Faces

16748 STEP IN TIME / CHIM CHIM CHEREE - L. Welk Singers

16753 WHEN I WAS YOUNG / ANY TIME - Eddie Fisher

16754 RAINY DAYS (Are Made For Lonely People) / WITH MY EYES WIDE OPEN I'M DREAMING - Pat Boone

16756 SHOW ME THE WAY / ONE HAS MY NAME (The Other Has My Heart) - Barry Young

16757 SURFER JOE / YOU CAN'T SIT DOWN - The Surfari

16762 MOON OVER NAPLES / TONIGHT - Billy Vaughn

16763 SHE'S JUST A QUIET GIRL (Mae)/GREEN HILLS - Mike Minor

The Nation's Best-Selling Records

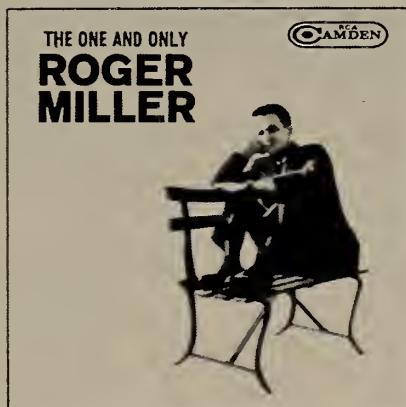


Refresh your summer sales with these August profit makers

10 big hits made famous by the late and great Nat "King" Cole. Includes "Ramblin' Rose," "Nature Boy." CAL/CAS-902



Big pop appeal. "I Went to Your Wedding," "Go 'Way from My Window," "I'd Do It Again," 7 more. CAL/CAS-900(e)



Roger at his best. "If You Want Me To," "It Happened Just That Way," "I Catch Myself Crying," 7 more. CAL/CAS-903



Big country singles, some in an album for the first time. "Blueberry Hill," "Walk Softly Darling." CAL/CAS-899



Famous Austrian family whose career inspired the R&H stage and film hit "The Sound of Music." CAL/CAS-904(e)



CURRENT BEST-SELLERS THAT REFUSE TO COOL DOWN



CAL/CAS-881



CAL/CAS-874(e)



CAL/CAS-878



CAL/CAS-869

RCA CAMDEN
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A HIT OVER THERE!

A HIT OVER HERE!

DONOVAN

ENGLAND'S NEWEST SENSATION
Sings

COLOURS

Watch For Donovan
These TV Shows*
ANDIG
BYD THAXTON SHOW
LYWOOD A-GO-GO
ERICAN BANDSTAND
STREET WEST
VAREE
ERE THE ACTION IS
BANG
YOU SEE HIM
ewport?

c/w
JOSIE
HICKORY 1324

A SMASH HIT ALBUM
CATCH THE WIND
LPM 123



Exclusive Management:
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BREAKING! BREAKING! BREAKING! BREAKING! BREAKING! BREAKING! BREAKING! BREAKING! BREAKING!

BARBARA MILLS



QUEEN OF FOOLS

c/w
(MAKE IT LAST) TAKE YOUR TIME
HICKORY 1323

Exclusive Management:
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Nashville 4, Tennessee
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BREAKING! BREAKING! BREAKING! BREAKING! BREAKING! BREAKING! BREAKING! BREAKING! BREAKING!

HOME OF THE NASHVILLE SOUND *Hickory* RECORDS, INC.
2510 Franklin Road
Nashville, Tennessee 37204

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

- | | | | |
|--|---|---|--|
| <p>1 LIAR LIAR
(Celann—BMI)
Castaways (Soma 1433)</p> <p>2 SUMMER NIGHTS
(Sea-Lark—BMI)
Marianne Faithfull (London 9780)</p> <p>3 ACTION
(Screen Gems, Col.—BMI)
Freddy Cannon (Warner Bros. 5645)</p> <p>4 99 + 1
(Bonatemp, Roted—BMI)
J. Gardner (Blue Rock 4026)</p> <p>5 THE LOSER
(Wemor—BMI)
Skyliners (Jubilee 5506)</p> <p>6 BOSS LOVE
(Mah's—BMI)
Lee Rogers (D-Town 1050)</p> <p>7 I'LL TAKE YOU WHERE THE MUSIC IS
(Trio—BMI)
Drifters (Atlantic 2298)</p> <p>8 YOUR BABY DOESN'T LOVE YOU ANYMORE
(High Wood—BMI)
Ruby & Romantics (Kapp 665)</p> <p>9 WHITTIER BLVD.
(Cante—BMI)
Thee Midnighters (Chattahoochee 684)</p> <p>10 I FEEL A WHOLE LOT BETTER
(M. Wilmark & Sons—ASCAP)
Byrds (Columbia 43332)</p> <p>11 THE TRACKER
(Crozy Cajun—BMI)
Sir Douglas Quintet (Tribe 8310)</p> <p>12 LOUIE LOUIE
(Limax—BMI)
Kingsmen (Wand 143)</p> <p>13 YOU'VE GOT TO EARN IT
(Jobete—BMI)
Temptations (Gordy 7043)</p> | <p>14 I LEFT MY HEART IN SAN FRANCISCO
(General—ASCAP)
Fats Domino (Mercury 72463)</p> <p>15 IF YOU WAIT FOR LOVE
(Unort—BMI)
Bobby Goldsboro (United Artists 908)</p> <p>16 YOU'RE GONNA MAKE ME CRY
(Don—BMI)
O. V. Wright (Back Beat 548)</p> <p>17 HAPPY FEET TIME
(Lucian—ASCAP)
Montclairs (Sunburst 106)</p> <p>18 THE TURNAROUND
(Blue Horizon—BMI)
Hank Mobley (Blue Note 1915)</p> <p>19 LOVE ME NOW
(Bendoy, Matherneck—BMI)
Brook Benton (Mercury 72446)</p> <p>20 I'M A FOOL TO CARE
(Peer International—BMI)
Ray Charles (ABC Paramount 10700)</p> <p>21 TRUCK DRIVIN' SON OF A GUN
(Raleigh—BMI)
Dave Dudley (Mercury 72442)</p> <p>22 MOONGLOW (THEME FROM PICNIC)
(Mills—ASCAP)
Esther Phillips (Atlantic 8203)</p> <p>23 SOUTHERN COUNTRY BOY
(Dublin—BMI)
Carter Bros. (Jewel 745)</p> <p>24 GOOD TIMES
(Chi-Sound-Jolyne—BMI)
Gene Chandler (Constellation 160)</p> <p>25 THAT GOES TO SHOW YOU
(Flamor-Baby Manico—BMI)
Garnet Mimms (United Artists 887)</p> <p>26 I'M DOWN
(Mocleon—BMI)
Beatles (Capitol 5476)</p> | <p>27 STOP, LOOK WHAT YOU'RE DOING
(Eost—BMI)
Carla Thomas (Stax 172)</p> <p>28 I DON'T BELIEVE YOU
(Anihanbor—BMI)
Guilloteens (HBR 446)</p> <p>29 TWO DIFFERENT WORLDS
(Princess—ASCAP)
Lenny Welch (Kapp 689)</p> <p>30 THE WORLD THROUGH A TEAR
(Bergman, Vacco & Conn—ASCAP)
Neil Sedaka (RCA Victor 8637)</p> <p>31 SO MUCH IN LOVE WITH YOU
(MRC—BMI)
Ian & Zodiacs (Philips 40291)</p> <p>32 IF I HAD MY LIFE TO LIVE OVER
(General—ASCAP)
Lloyd Price (Monument 887)</p> <p>33 TIGER WOMAN
(Al Gallica—BMI)
Claude King (Columbia 43298)</p> <p>34 HALLELUJAH
(Saturday—BMI)
Invitations (Dynovoice 206)</p> <p>35 FIRST, I LOOK AT THE PURSE
(Jobete—BMI)
Contours (Gordy 7044)</p> <p>36 I NEED YOU
(Chi-Sound—BMI)
Impressions (ABC 10710)</p> <p>37 YOU CAN'T BE TRUE DEAR
(Billmore—ASCAP)
Patti Page (Columbia 43345)</p> | <p>38 I DON'T WANT TO LIVE (WITHOUT YOUR LOVE)
(Leeds—ASCAP)
Bobbi Martin (Coral 62457)</p> <p>39 THESE HANDS (SMALL BUT MIGHTY)
(Don—BMI)
Bobby Bland (Duke 385)</p> <p>40 ITS' A MAN DOWN THERE
(Fairshake—BMI)
G. L. Crockett (Four Brothers 445)</p> <p>41 PEOPLE SAY
(Morglo—BMI)
John and Paul (Tip Top 1021)</p> <p>42 JOYRIDE
(Bright Tunes—BMI)
Randy & Rainbows (Rust 5101)</p> <p>43 STORM WARNING
(Stil-Ron-Dandelion Music)
The Volcanos (Arctic 106)</p> <p>44 LET'S HAVE A BEACH PARTY
(RSVP & Kev-Tan—BMI)
Pleasures (RSVP 1113)</p> <p>45 DO THE 45
(Jobete—BMI)
Sharpies (One-Derful 4835)</p> <p>46 TANSY
(Baurne-Rank—ASCAP)
Pee Wee Spitelera (RCA Victor 8606)</p> <p>47 A LITTLE BIT OF HAPPINESS
(Painted Desert—BMI)
New Christy Minstrels (Columbia 43347)</p> <p>48 WE GOTTA GET OUT OF THE PLACE
(Screen Gems, Columbia—BMI)
Animals (MGM 13382)</p> <p>49 I TOLD YOU SO
(Al Gallica—BMI)
Shirley Ellis (Congress 246)</p> <p>50 LITTLE MISS SAD
The Five Impressions (Freeport 1001)</p> |
|--|---|---|--|



THE GREAT SCOTS "GIVE ME LOVIN"

5-9805

EPIC HAS ANOTHER GREAT NEW GROUP...THIS TIME FROM NOVA SCOTIA, CANADA, THEIR INITIAL RELEASE TO BE INTRODUCED ON "SHINDIG," AUGUST 4th.



POP PICKS

SEPTEMBER OF MY YEARS—Frank Sinatra—Reprise 1014

No swing, no joking, no beat, just pure and unadulterated mood music, and ballads as only Frank Sinatra can handle them make up the listening greatness that should easily make this LP another of the winners. Set in a lush splendor, the velvet voice of Sinatra smacks of bittersweet emotional fire. Bound to be a favorite of good music spinners, Sinatra's appeal to several generations insures heavy sales, as his other recent LP, "Sinatra '65" is showing. "Hello, Young Lovers," "September Song" and "It Gets Lonely Early" are among the tracks.

TONY'S GREATEST HITS, VOL. III—Tony Bennett—Columbia CL 2373/CS 9173

One of the finest stylists in the pop field, Tony Bennett is spotlighted in this third volume of his collected hits. Featuring selections from the chanter's last four best selling albums, the set includes his recent "I Left My Heart In San Francisco," "Who Can I Turn To" and "I Wanna Be Around." With a soft charm and personal evaluation of each of the tunes, the songster will be much programmed, and sales should put this LP well up on the charts.

BROADWAY BOUQUET—Percy Faith—Columbia CL 2356/CS 9156

Shining string shadings are provided by Percy Faith for a dozen greats from the pick of Broadway's recent smashes on this excellent outing. Many of the tunes have long been used by spinners, but seldom have the light tunes appeared as delightfully fresh and vivacious as here; and the romantic ballads have become even more poignant through the new arrangements. Highlights on this superb platter are "Once Upon A Time" and "As Long As He Needs Me" with a gorgeous "Hello, Dolly!" to spark sales.

THE HIT SOUNDS OF THE LETTERMEN—Capitol T/ST 2359

Eleven of the hottest sides on the recent pop charts are read in the satin stylings of the Lettermen, who cap the showing off with their latest hit, "Theme From 'A Summer Place.'" Beautiful tracks are in abundance, as the "big" beat is softened for easy listening on this package, which features tunes like "You've Lost That Lovin' Feelin'" and "Red Roses For A Blue Lady." Glittering sounds put down in the Lettermen way make it an LP destined for a big reaction.

BEFORE YOU GO/NO ONE BUT YOU—Buck Owens—Capitol T/ST 2353

Titled after his current smash country single, "Before You Go," this session by Buck Owens and the Buckaroos looks like it's headed right for the top of the c & w best seller list. The rompin', stompin', honky-tonkin' style of the artist is a sure-fire bet to pull in coin a-plenty as the crew packs this package with a passel of high-steppin', twangy sounds. Some of the featured tracks include "Number One Heel" and "(I Want) No One But You" in addition to a bluegrass updating of "Charlie Brown."

WELCOME HOME, THE MANY MOODS OF WALTER JACKSON—OKM 12108/OKS 14108

A consistently popular r&b personality, Walter Jackson offers up fare for late night spinning as well as blues programming on this lovely showcase of his many-mood stylings. The recent noise-making "Welcome Home" tabs the outing and is accompanied on the Okeh set by a series of standards and newies including "Moon River" and "My Funny Valentine." A splendid showing by the performer, backed with lush orchestral settings, the outing should see brisk sales.

GO NOW—Moody Blues—London LL 3428/PS 428

A Mersey blues sound, which combines the rhythmic and lyrical content of basic r&b tunes with an English orking, is the keynote to this attractive package from the Moody Blues. Highlighted by the quintet's "Go Now" and "From The Bottom Of My Heart," the set moves along through twelve throbbing cuts that could pull enough teen loot to drive up the charts. Included on the LP are "It Ain't Necessarily So" and "I Don't Want To Go On Without You."



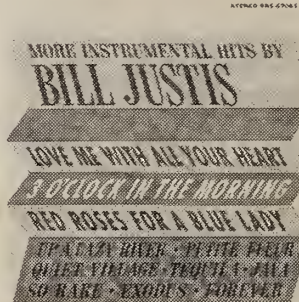
SPOTLIGHT ON EARL GRANT—Decca DL 4624/74624

A veteran when it comes to making good music, Earl Grant has blended together a winning recipe of romantic favorites in this Decca album. Accompanying himself on the organ and the piano, the versatile artist gives out with some sweet music as he runs through sturdies ranging from the waybacker, "Call Me Irresponsible," to the more recent biggies, "I Can't Stop Loving You" and "I Left My Heart In San Francisco."



SONGS FOR LATIN LOVERS—Ray Charles Singers—Command RS 886 SD

The smooth, rich blend of the Ray Charles Singers has come out with another platterful of fine music, this time aimed at the Latin field. The enchanting sound and delightful harmony of the ensemble is put to good use on this package, filled with some of the more romantic melodies from such places as Mexico, Brazil and Italy. Top grooves on this double-jacket LP include "My Love, Forgive Me" and "Maria Elena," as well as "Vaya Con Dios."



MORE INSTRUMENTAL HITS BY BILL JUSTIS—Smash MGS 27065/SRS 67065

The diverse, wide-ranging talents of Bill Justis come once again to the foreground in this exceptional grouping of some of the biggest instrumental hits of all time. In addition to his accomplishments on a variety of musical instruments, Justis also puts his producing and arranging abilities to work to come up with fascinating interpretations of a dozen instrumental giants. Great renditions of the whilebackers, "So Rare" and "Petite Fleur," as well as the more recent "Java."

POP BEST BETS



RIVERBOAT DAYS!—Back Porch Majority—Epic LN 24149/BN 26149

Epic's popular folk crew, the Back Porch Majority takes on a heap of lusty songs for their new outing, "Riverboat Days!" Headed up by a bounce and drive, the tunes show with a happy-go-lucky vigor that should make them frequent fare for pop spinners. Spiced with a light sense of humor, the package features tunes like: "Same Ol' Huckleberry Finn," "Banks Of The Tennessee" and "Cottonblossom #1." The album is a delight that merits plenty of exposure.



GIRL ON THE BILLBOARD—Del Reeves—United Artists UAL 3441/UAS 6411

Following right behind his ex-chart-topper, "Girl On The Billboard," Del Reeves has come up with a great package by the same title. The young chanter, with a real good voice and a rollickin' style should build up an even larger fan club as he tackles some of the recent giants on the c & w scene and throws in a few newies for good measure. Highlighted by both sides of his new red-hot single, "Belles Of Southern Belle" and "Nothing To Write Home About," the package also features "The Race Is On" and "King Of The Road."



FEELIN' GOOD—Lena Horne—United Artists UAL 3433/UAL 6433

A songstress who's been belting out hits for many years, Lena Horne has added another feather to her cap with this sparkling assortment of oldies and newies. The unique Horne sound needs no introduction, just the ready ear of a good music fan, as the artist glides through the expressive "Feelin' Good" and uncorks a wild and wailing treatment of "A Wonderful Day Like Today." Also featuring such sturdies as "Willow Weep For Me" and "Hello Young Lovers," this one, her first with U.A., is a gasser.



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

Roy Drusky & Priscilla Mitchell, either of who's fan clubs could make this LP a best-seller on the country charts, have joined forces to come up with a double-good country platter. Highlighting the album with their high-riding biggie, "Yes' Mr. Peters," the duo serves up a tender assortment of ballads dedicated to the "Other Man" and the "Other Woman" in multi-sided love affairs. Other good tracks include "Slippin' Around" and "More Than We Deserve."



FOR EVERYONE

ELVIS
FOR EVERYONE!

YOUR CHEATING HEART

FINDERS KEEPERS, LOSERS WEEPERS

FOR THE MILLIONTH AND THE LAST TIME

FORGET ME HEVER

I MET HER TODAY

IN MY WAY

MEMPHIS, TENNESSEE

SANTA LUCIA

SOUND ADVICE

SUMMER KISSES, WINTER TEARS

TOMORROW NIGHT

WHEN IT RAINS, IT REALLY POURS

LPM/LSP-3450

12 SONGS 12 BY

ELVIS

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THE IPCRESS FILE—Orig. Soundtrack Recording—Decca DL 9124/79124

John Barry, the man responsible for the chart topping score to "Goldfinger," has done another splendid job on this spy thriller, which is shortly to bow, "The Ipcress File." Working in music that captures a mood of emotional tension and mystery, Barry's new track is hardly as outstanding as the former, but nevertheless features the composer's particular melodic charm. Riding on his popularity, the set should find ample sales response with the film sparking extra activity.



THE BEST OF DON GIBSON—RCA Victor LPM/LSP 3376

An artist who's long proved his ability to capture the pop buyers as well as the country lovers, Don Gibson offers, in this session, just a few of his tunes that have taken the dual chart ride and pulled in lots of twin-market coin. In addition to his easy chanting, Gibson is also the author of many of his own hits, including half the tunes in this album. Featured tracks include his self-penned biggies "Oh, Lonesome Me" and "Blue, Blue Day," as well as "Just One Time."



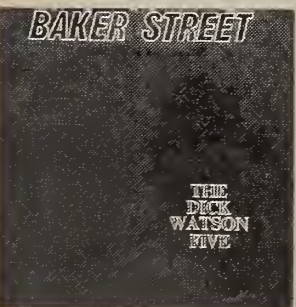
SHAZAM!—Jim Nabors—Columbia CL 2368/CS 9168

The hilarious star of "Gomer Pyle U.S.M.C." makes his recording debut with a set that features him both in comic and straight stylings. Spotting the Roger Miller composition "You Can't Roller Skate In A Buffalo Herd," the album includes "It Takes All Kinds To Make A World" and "The Waltz Of Miss Sarah Green." Catching a good deal of attention via his popularity in the comedy series, Nabors could grab a chart spot for himself with a bit of radio exposure.



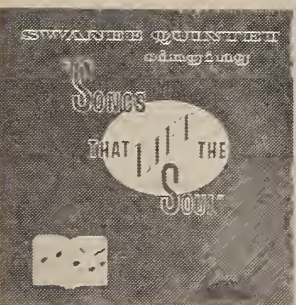
GIVE ME 40 ACRES (TO TURN THIS RIG AROUND)—The Willis Brothers/Starday SLP 323

The Willis Brothers have come up with another in their series of albums dedicated to truck driving favorites and hootin', wailin' music. Regular members of the Grand Ole Opry, the country trio shows off some of the reason for some of its popularity with the bluegrass fans as they pour out a whole flock of barrellin', super-charged tales of the big rigs. Some of the top tracks include "Truck Stop Cutie" and "Blazing Smoke-stack," in addition to the title tune.



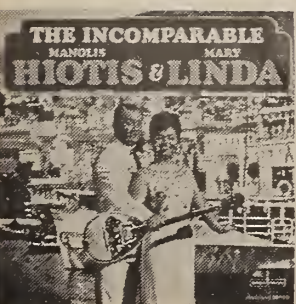
BAKER STREET—The Dick Watson Five—United International LP/LPS 0001

The score from the recently-opened Broadway success, "Baker Street," which stars Fritz Weaver and Inga Swenson, has received an unusual treatment at the hands of a group of Sherlock Holmes' countrymen, the Dick Watson Five. Adapting the entire score to the "Mersey Sound," the group should build up an immediate following as a result of this session. Top tracks include "I Shall Miss You" and "A Married Man."



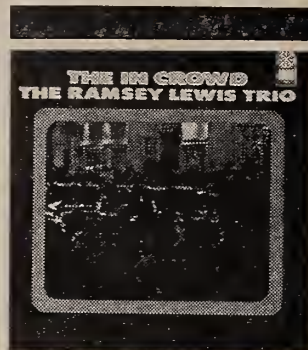
SONGS THAT LIFT THE SOUL—Swanee Quintet—Nashboro 7026

Gospel followers should find this new offering from the Swanee Quintet one of its finest. Coupling the spiritual drive and rhythm of both old and new selections, with the popular team's styling, the set is done with plenty of appeal. Standout tracks on the LP include "End Of My Journey," "New Sit Down Servant" and "Rocks In The Weary Land." Heavily booked for nationwide appearances, the quintet should enjoy good sales via this package.



THE INCOMPARABLE HIOTIS AND LINDA—Grecophon GR 305

Grecophon has come up with a lively musical potpourri featuring the exciting combo of Manolis Hiotis and Mary Linda in a rousing performance of a dozen Greek love songs. A refreshing team, the duo have chosen a dozen ear-pleasing melodies, full of traditional Greek warmth and fire, and adapted them to their own spirited stylings. Top tracks include "I Don't Want You Back" and "I Want To Get Away From You."



JAZZ PICKS

THE IN CROWD—Ramsey Lewis Trio—Argo 757

Among the best selling jazz combos on today's scene, the Ramsey Lewis Trio has been hitting pop with the title track from this LP, "The 'In' Crowd." Based on both these factors, the team should find this album one that has tremendous pop appeal built-in. None of these commercial factors detracts from the group's integrity, as can be noted by the beauty and inventiveness of the tracks on the set. Highlight sounds: "Spartacus," "Come Sunday" and "The 'In' Crowd."



ANGEL EYES—Gene Ammons—Prestige 7369

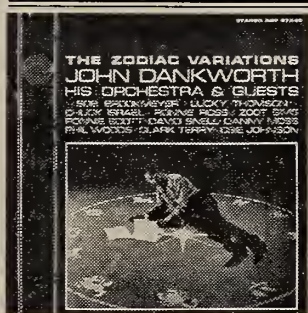
The tenor sax showing of Gene Ammons throughout this LP should go a long way in establishing it as a jazz best seller. The soft and hot sounds which alternate through six stunning tracks make for highly enjoyable spinning, showing up not only the soloist's talents, but also those of his sidemen, among whom are Johnny Smith and Ed Thigpen. Tracks to bear special attention include: "You Go To My Head," "Water Jug" and the tabber, "Angel Eyes."



STEPPING OUT!—Quartette Tres Bien—Decca DL 4675/74675

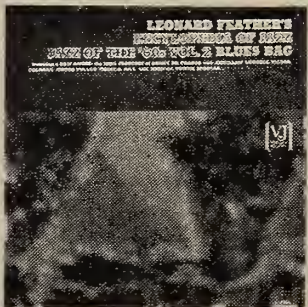
Well planned interpretations that shine with the aura of spontaneous improvisation mark the stylings of the Quartette Tres Bien, and the team's fourth LP effort is possibly one of its best. Alternately soft and wailing, the swing with a flavoring of Latin rhythms proves highly infectious as the combo puts down some fine readings of tunes like: "More," "A Taste Of Honey" and "Summertime." An LP likely to hit it off with the jazz and some pop fans.

JAZZ BEST BETS



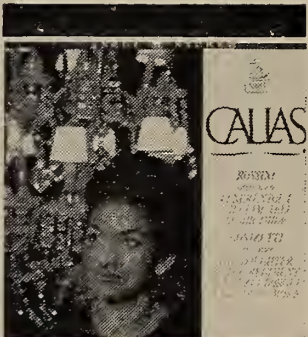
THE ZODIAC VARIATIONS—John Dankworth—Fontana MGF 27543/SRF 67543

A man of unlimited capabilities, John Dankworth has found some peculiar sources of inspiration, yet he has turned them into jazz works of high standing. Following his last offering, based on the works of Shakespeare, the orkster has turned up with thirteen tunes, twelve based on the individual signs of the Zodiac, and one tabbed "Way With The Stars." Among the best: "Aquarius" and "Scorpio." Set up with big band workouts, the LP could click.



JAZZ OF THE '60'S, VOL. 2—Buddy De Franco—Vee-Jay 2506

The second volume of Leonard Feather's "Jazz Of The '60's" series spotlights the "Blues Bag" with compositions of Ornette Coleman, John Coltrane, Dizzy Gillespie, Thelonious Monk and others. Excellent solo showings and fine group playing make for a set that should see a good deal of interest among aficionados of the blues and jazz trends in the area; and with deejays specializing in jazz spinning. Standouts include: "Kush," and "Straight No Chaser."



CLASSICAL PICKS

MARIA CALLAS SINGS ARIAS BY DONIZETTI AND ROSSINI; Angel S/36239

Somewhat neglected as a result of the current trend toward "bel canto," Rossini and Donizetti are both held in regard almost solely on the basis of one opera apiece. This sampling of outstanding arias from the canon of both composers uses three lesser works by each, splendidly performed by Maria Callas. The soprano's emotional and technical showing is magnificent, assuring acceptance among opera buffs. The six works represented include: "Cinderella," "William Tell" and "The Elixir of Love."



ROZSA CONDUCTS ROZSA; RCA Italiana Orchestra; RCA Victor LM/LSC 2802

Miklos Rozsa, who has enjoyed great popularity through his compositions for films (i.e. "Ben Hur," "El Cid"), makes an impressive appearance in the purely classical realm with this RCA Victor "Red Seal" album. Conducting the RCA Italiana Orchestra, Rozsa reads four of his splendid works, including on the program "Overture to a Symphony Concert," and "Notturna Ungherese." The magnificence and emotional appeal that his works have been noted for are excellently spotlighted in this beautiful set.

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proves his versatility with a GREAT DANCE LP.
Features 13 best selling pop tunes...
A SURE FIRE CHART BUSTER !



Mono D 41001

Stereo DS 51001

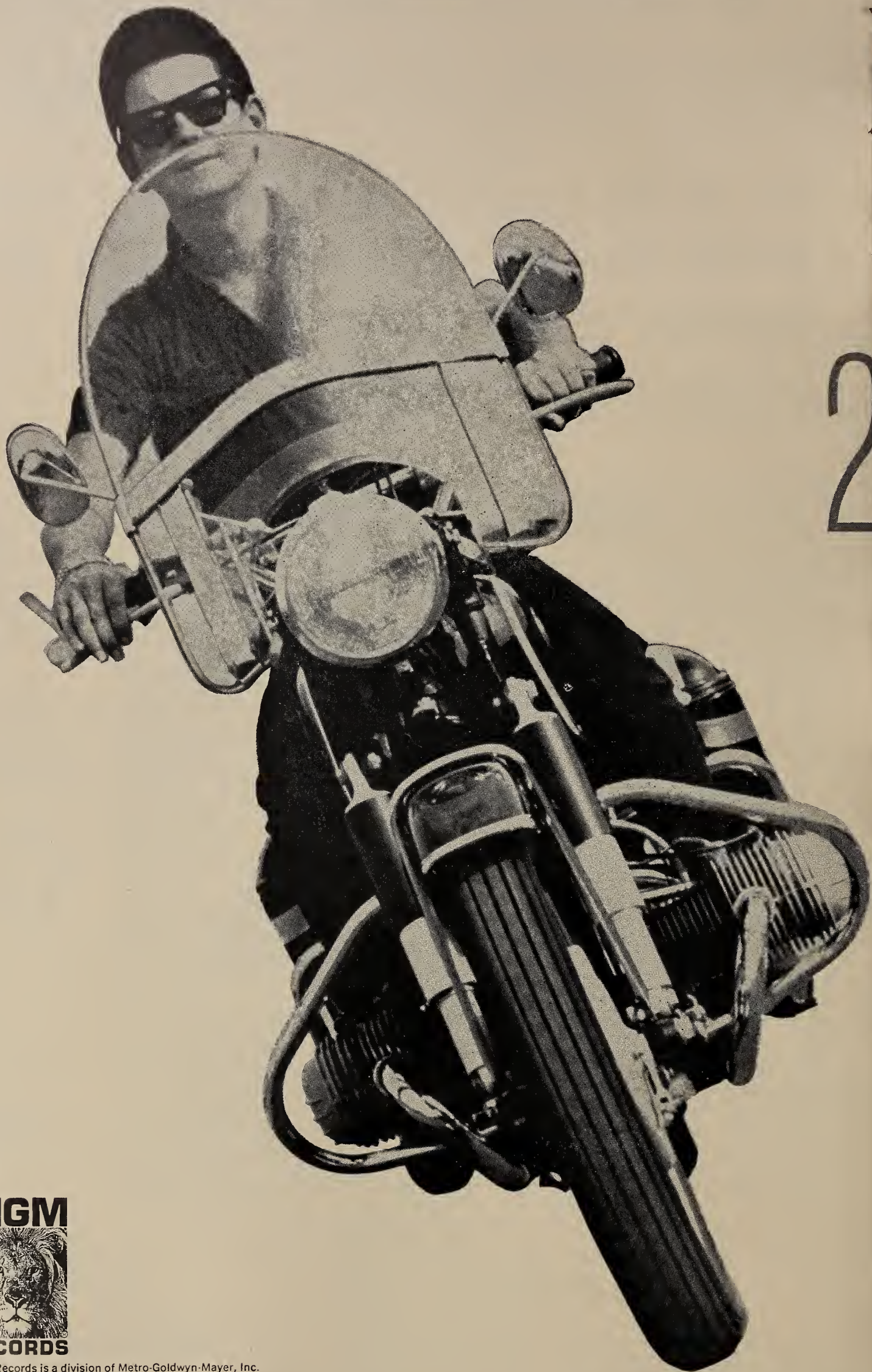


20-20 SOUND

20/20 is to sound what 20/20 is to vision. In its concept an equal division of musical content has been distributed on both channels, thus, as in the case of the eyes, the ears are able to focus for themselves and the listener is not required to sit directly center as in the case of the phantom center speaker.

COLISEUM

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2



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Audio Spectrum Expands Tape Cartridge Catalog

ANNEMEDE, N.J.—Joe Bott, national sales manager of Audio Spectrum, the Miller International subsidiary, has announced that the firm has received an initial release of 50 tape cartridges from the catalogs of abc, Grand Award, Impulse and Westminster, thus bringing the total tapes available on Audio Spectrum tape cartridges to 150.

The initial release includes selections by Ferrante & Teicher, Lloyd Price, 101 Strings, Erroll Garner, The Gormes, The Impressions, Fats Domino, Ray Charles Singers, Desmond Singers, Ink Spots, Billy Butler, Pete Condoni, Duke Ellington, Herman Hawkins, Enoch Light, Dave Lawrence, Oliver Nelson, Al Apaka, Ray Charles, Johnny Johnson and George Hamilton, among others.

Al Weintraub of Bell Sound Studios, negotiating on behalf of Audio Spectrum, arrived at the agreement with officials of the above mentioned firms in a series of meetings held over the past few weeks.

The cartridges will have a suggested list of \$5.95, monaural or stereo.

NOTICE

In order to facilitate refunds of excise taxes due you on floor stock as of June 30, 1965, it is essential that we receive your order later than September 1, 1965, an inventory of 10" and 12" LP's on hand as of June 22, 1965, or claims may be denied.

Walt Records & Service Corp.
FRONTIER RECORD SALES, INC.
 15 WEST 46th STREET
 NEW YORK, NEW YORK 10036

'Summer Of Stars' Swings Into 2nd Month's Sessions

CHICAGO — Triangle Productions' "Summer of Stars '65" pop music concert series is moving into its second month at McCormick Place in Chicago with a huge lineup of artists scheduled to make showings during the coming weeks.

Kicking off the Aug. segment, Roger Williams and his company will present "An Evening for You" Fri. (6) at 8:30. The pianist, whose new Kapp offering "Summer Wind" reached the charts this week, will be preceded by local percussion instrumentalists, the Dutton Trio.

The Williams show, one of eleven programs with 28 performance in the series, will be followed on the next evening by Stan Kenton and his Orchestra, the Four Freshmen and June Christy.

On Monday (9), popular folk singers Peter, Paul & Mary and Henry Mancini and his Orchestra take the Arie Crown stage for six nights through Aug. 14. "The Summer of Stars-65" series will continue with three big variety shows: Roger Miller and an All-Star Country & Western Show (15); The Caravan of Stars on Aug. 17 and 18 headlining Peter & Gordon, Tom Jones, the Shirelles, & Them; and the Young Folk Show (20).

Aug. 20 is also the date of the "invasion" of the Beatles. Their concerts, at 3:00 and 8:00 p.m., will be presented in White Sox Park in order to accommodate the maximum number of Beatle fans.

Vocalist Gloria Lynne and comedian Red Fox will headline an all-star music and comedy show on Aug. 21, followed by matinee and evening performances of James Brown, Solomon Burke, and Joe Tex. The Beach Boys will be featured on Aug. 28 and 29. The "Summer of Stars-65" series will conclude with a week of concerts by the lively singing King Family Aug. 31 through Sept. 5.

MGM Sales Meet Photos

IN NEW YORK

Business meeting session at the San Francisco Hilton: (left photo top) West coast distributors, distributor salesmen and promotion men from Dallas, Denver, Honolulu, Los Angeles, Salt Lake City, San Francisco and Seattle and MGM Records President, Mort Nasatir and home office personnel.

Business meeting at the New York Plaza Hotel: (right photo top) Distributors, distributor salesmen and promotion men from Atlanta, Baltimore, Boston, Charlotte, Cleveland, Detroit, Hartford, Miami, Minneapolis, Nashville, New Orleans, New York, Philadelphia, St. Louis, Syracuse and Washington, D.C.

IN SAN FRANCISCO

1. Clive Fox, Mel Price, Jesse Kaye, Julie Halperin, Lu Fields and west coast salesmen. 2. Sid Dicker, Dave Seidman, Lenny Scheer, Irv Trencher. 3. Horace Waddell, Al Lewis. 4. Stan Sulman, Marrie Price. 5. Jerry Schaub, Jim Frey, Sid Love. 6. George Figler, John Billinis. 7. Dave Watson, Mort Nasatir, Edna Burns, John Billinis. 8. Grace Barger, Walter Slagel, Mort Nasatir. 9. Dave Seidman, Mort Nasatir, Mel Price. 10. Irv Pinensky, Danny Davis, Mort Nasatir. 11. Earl Woolf, Creed Taylor, Bud Hayden, Sol Greenberg. 12. Art Denish, Dave Watson. 13. Ed Barsky, Clarence Avant (Jimmy Smith's Mgr.), Sid Dicker. 14. Mort Nasatir, Jesse Kaye. 15. Ed Barsky, Stan Sulman, Frank Mancini, John Billinis, Marrie Price, Ace Lehman. 16. Horace Waddell, Sol Greenberg, Al Lewis. 17. Val Valentin. 18. Al Lewis, Tom White, Horace Waddell, Jesse Kaye. 19. Bill Burton, Doris Burton, Sol Handwerker, Mort Nasatir. 20. Irv Trencher, Stan Sulman. 21. Al Lewis, Lenny Scheer, Earl Woolf, Jim Vienneau. 22. Sol Greenberg, Mel Price, Marrie Price, Irv Stimler, Dave Seidman, Jesse Kaye. 23. Sal Handwerker, Cal Tjader. 24. Jim Vienneau, Danny Davis, Creed Taylor, Jesse Kaye. 25. Frank Mancini, Lenny Scheer. 26. Clive Fox, Creed Taylor. 27. Dave Seidman, Mel Price. 28. Mort Nasatir, Cal Tjader, Creed Taylor. 29. Jesse Kaye, Clarence Avant, Tom White. 30. Cal Tjader, Mort Nasatir, Sol Handwerker. 31. Val Valentin, Don Young. 32. Mort Nasatir, Marrie Price, Tom White. 33. Jesse Kaye, Clarence Avant (Jimmy Smith's Mgr.). 34. Tom White, Mort Nasatir, Cal Tjader, Al Lewis, Creed Taylor, Irv Pinensky. 35. Sal Handwerker, Clive Fox, Danny Davis, Tom White. 36. Cal Tjader, Creed Taylor, Mort Nasatir. 37. Dave Seidman, Clive Fox, Lu Fields. 38. Jesse Kaye, Stan Sulman, Irv Trencher. 39. Lu Fields, Mort Nasatir, Jesse Kaye, Stan Sulman. 40. Marrie Price, Irv Pinensky. 41. Ed Barsky, Art Denish. 42. Tom White, Stan Sulman. 43. Arnold Maxin, Danny Davis, Jim Vienneau. 44. George Figler, Tom White, Edna Burns. 45. Mel Price, Sol Greenberg.

Saturation Airing For Staple's 'Highway'

NEW YORK—"Freedom Highway," the newest single by Epic's Gospel group the Staple Singers, is receiving round-the-clock airplay on WPLO-Atlanta, a Top 40 outlet.

Fred Frank, the label's southern region sales and promo manager, brought the single to the attention of WPLO program director Bob Baker and deejays Steve Canyon and John Fox. Because of the area's importance in establishing national hits, the saturation airplay is a major breakthrough for the record.

Stax-Volt Stars Storm Cal.

LOS ANGELES—A collection of the brightest stars in the Stax and Volt Records lineup has been gathered for a major promo jaunt in Cal. Already in full swing, the artists will continue on a solid schedule of appearances and tapings through Aug. 12. Included on the list of stars who have come from various parts of the country to unite forces in this effort are: Booker T. and the MG's, whose latest outing is "Bootleg"; William Bell, Carla Thomas, showing with "Stop, Look What You're Doing"; the As-tors ("Candy"); and the Mad Lads.

While in Cal. all the entertainers will be filmed for TV shows such as: "Shindig," "Hollywood A-GoGo," the "Lloyd Thaxton" package, "9th Street," and others. There is a live show for KGFJ at the Shrine. And several other activities are in the works.

46. Marrie Price and son, Mel Price. 47. Jesse Kaye, Jim Vienneau, Tom White, Jerry Winstan. 48. Jerry Schoenbaum, Al Levine, Lou Klayman. 49. Mort Nasatir, Dave Seidman, Jack Braun, Jerry Armour, Alan Kusa, Mickey Wallach. 50. MGM Records' Advertising Agency, W. H. Schneider Co.—Ace Lehman, Dom Cerulli, Win Bruder, Marie Brownell, Bill Schneider, Larry Veiling, Evelyn Jones. 51. Frank Mell, Phil Steinberg, Arnold Maxin, Artie Ripp of Kama-Sutra Records. 52. The Vacels. 53. Lenny Scheer, Phil Steinberg, Artie Ripp of Kama-Sutra Records. 54. Mort Nasatir. 55. Arnold Maxin, The Lavin' Spoonful. 56. Philadelphia salesman, Sid Dicker, Paul Knowles, Dave Seidman, Philadelphia salesman. 57. Dick Godlewski, center, and his salesmen and Sol Greenberg seated on right. 58. Morty Marks, Mort Nasatir. 59. George Figler, Ed Barsky, Dick Godlewski, Tom White. 60. Al Lewis, Al Kaplan, Mickey Wallach, Joe Karsak, Gene Rooney. 61. Jerry Schaub, Moe Asch, Bob Gillham. 62. Marrie Price and his staff of salesmen for Chicago branch. 63. Marrie Price, Jesse Lipps, Gordon Dinerstein, Lenny Scheer, Jerry Schoenbaum. 64. Jim Vienneau, Sol Greenberg, Jack Maher, Gene Rooney, Irv Trencher. 65. Art Denish, Dick Godlewski, Harold Pamper. 66. Bob Shapiro, Sol Handwerker, Tom White, Bill Gerber, Sid Dicker. 67. Marrie Price, Norman Weintrauber, Tom White. 68. Tom White, Bill Schneider. 69. Tom White, Arnold Maxin, Jesse Kaye. 70. The Lavin' Spoonful. 71. Frank Mancini. 72. Lenny Scheer, Hy Mizrahi, Frank Mancini. 73. Hy Mizrahi, Tom White, Phil Steinberg, Artie Ripp. 74. A special DGG Distributor meeting was held in New York at the Plaza Hotel chaired by Jerry Schaub, General Manager of DGG and Verve/Folkways, assisted by DGG and Verve/Folkways personnel Sid Love, Jim Fry and Dave Kleger. Shown in the photo are DGG Distributors: Rannie Silk, Mrs. Harry Lew, Ed Dalberg, Dan Alvino, Frank Kelly, Bob Anderson, Mel Price, Harold Lewis, Harry Lew, Stewart Schwartz, Norm Hausfater, Gordon Dinerstein, Norm Weintrauber, Jerry Schaub, Sid Love, Jim Fry and Dave Kleger.

Hefti Scores 'Love A Duck'

NEW YORK — Producer-director George Axelrod has set Neal Hefti to compose and conduct the musical score for "Lord Love a Duck," a United Artists release scheduled to roll Aug. 2 in Hollywood, with Roddy McDowall, Tuesday Weld, Lola Albright and Ruth Gordon in top roles. Hefti also composed and conducted the musical background for Axelrod's "How To Murder Your Wife," also for UA.

Owens Back On The Bandstand

PALISADES, CAL.—Harry Owens, one of the most prolific composers of Hawaiian songs, has returned to the bandstand following a long stint behind his desk at Royal Music. Owens, the sole owner of this ASCAP pub-berly, is responsible for many of the standard songs of the islands, the most famous being "Sweet Leilani."

Originally the leader of the Royal Hawaiians some thirty years ago, he has come back to baton a sequel to his group on a new LP for the Dot subsid, Hamilton Records. Celebrating the 30th Anniversary of the composition of "Sweet Leilani," the album includes many of Owens' hits, and several new compositions in a lush instrumental setting, with a trace of steel guitar and ukelele combined with soft chorale arrangements.

Scaife Named Nashville Rep For Aubrey Mayhew Music Co.

NEW YORK—Vet music man Cecil Scaife has been appointed the Nashville rep for Mayhew Music, it was announced last week by Aubrey Mayhew, president of the pubbery.

The BMI publishing firm is now expanding its activities to the Music City and will continue specializing in country material in addition to an emphasis on gospel music. Plans are being made to sign new writers and a constant search is made for new song material.

Scaife will represent Mayhew to all labels, A&R men and artists with an open-door policy.

Cal Records First Release

MENDOTA, CALIF.—A new label on the West Coast, Cal Records, has just come out with its first releases, "Tough Talk" & "One Mint Julip," a pair of rock instrumentals, and a Latin disk featuring the label's top femme artist, Carmen Cristina.

The firm, headed up by Ray Camacho, is currently launching a major hunt for material, concentrating on rock and r & b. The release of a c & w LP is also expected in the near future.

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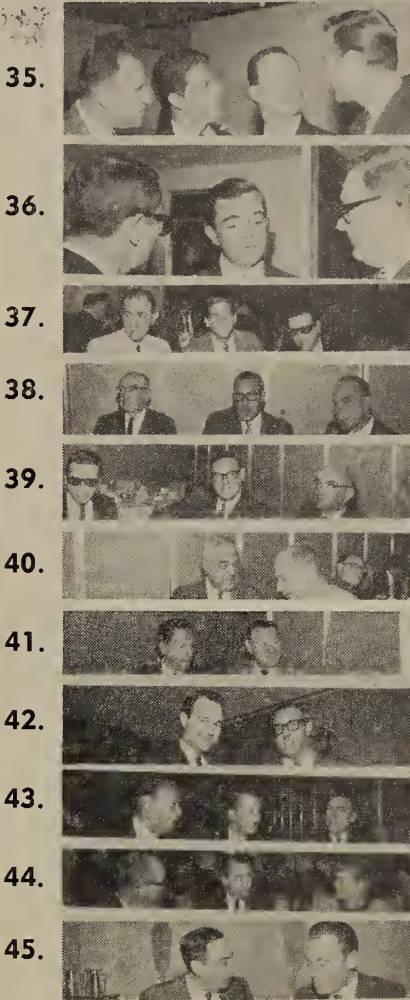
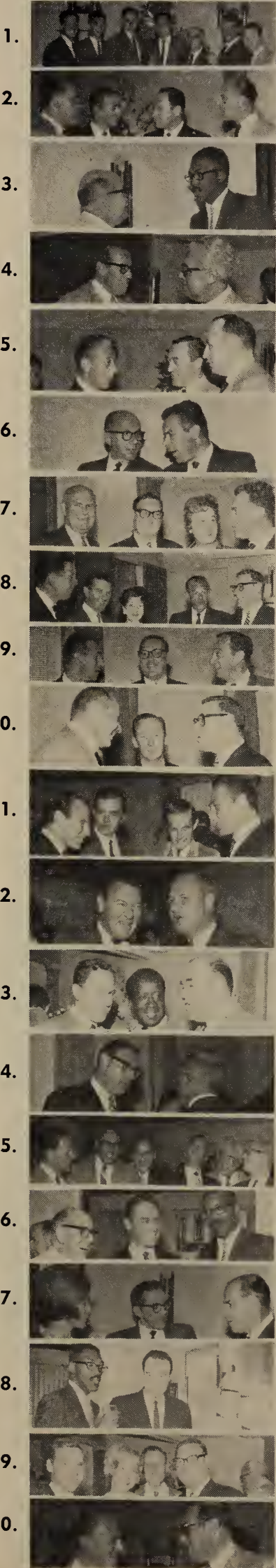
Be Sure To Check Business Classifications Above!

Top Turnout For MGM Distrib Sales Meets in S.F. & N.Y.



IN SAN FRANCISCO

MGM Records had its biggest turnout in the history of the company at two distributor meetings held in San Francisco (right above) and New York (left above) to introduce "The Year of the Lion" fall merchandise. Fifty-six albums on the MGM, Verve, Verve/Folkways, Metro, DGG and Archive labels were unwrapped. The photos shown were taken during business meetings, luncheons, breakfasts and cocktail parties which rounded out the two day meet. (Complete identifications on facing page.)



IN NEW YORK





BERNATORIAL GIFTING—Sing-Marty De Rose (left) presents a copy of his first Decca Recording, "In 'n Grata," to New Jersey governor Richard Hughes.

Knox To Cut For Reprise Records

NEW YORK—Buddy Knox, former letter hitmaker, has been signed to wax for the Reprise label, according to an announcement from Warner Bros. presy Mike Maitland. The songster, whose hits include "Rock Your Little Baby" and "Hula Love," will be recorded by one of his contemporaries, Jimmy Bowen, whose own hit records rode on the charts at the same time as Knox's. The initial release by Knox, "A Useful Of Love" is being issued by Reprise this week.

Kopaloff To New Post

NEW YORK—Don Kopaloff has resigned his post with the William Morris Agency to join Creative Management Associates, as an executive of the talent agency's New York office, effective immediately. The news was announced today by David Begelman, executive vice president of CMA. Kopaloff, involved in all fields during his long tenure with William Morris, was most recently working in the motion picture field. He will now actively participate in all media.

Lloyd Splits To Form Combo

NEW YORK—Jazz saxophonist Charles Lloyd, featured soloist with Cannonball Adderley sextet for the past two years, has left the group to form his own quartet. The new group will be represented by Shaw-Walker Artists, according to Bob Messinger, manager of the firm's club department. Joining Lloyd will be long-time pianist Gabor Szabo, Hungarian-born guitarist from the Chico Hamilton group; as well as Ron Carter, formerly bassist with Miles Davis, and drummer Joe Chambers.

Bernstein Signs The Rascals

NEW YORK—Concert impresario Bert Bernstein, the first man to bring The Beatles, Rolling Stones, the Dave Clark Five, Herman's Hermits plus several other British acts to the U.S., has finally branched out and inked an American rock 'n' roll group to a personal management contract. The new crew is the Rascals and they're currently playing to SRO biz at the Barge, the new floating nightclub in Quogue, L. I.

coming



The **Jagiello** SOUND

'Cat's' In The Morris Bag

NEW YORK—The E. H. Morris Publishing firm has received the rights to the score of the upcoming musical "Drat! The Cat!" it was announced last week by the show's producers Jerry Adler and Norman Rosemont.

In the negotiations for the pubby rights to the show, Morris was represented by Sidney Kornheiser, general manager of the company, and exec Buddy Morris.

Scheduled to open on Broadway at the Martin Beck Theatre on Oct. 9, the play features lyrics by Ira Levin and music by Milton Schafer. It will star Elliott Gould, Lesley Ann Warren and Eddie Foy, Jr. "Cat" will open a four-week pre-mainstem engagement at the Schubert Theatre in Philadelphia.

3M Offers 'Quiet' Recording Tapes

NEW YORK—A high-profit series of unusually quiet sound tapes, never before offered to the home consumer market, is available to dealers now under the "Scotch" brand name. The new tapes, called the Dynarange Series, let customers cut recording and playback time by half without a loss in sound quality, resulting in twice the playing time per foot. Introduced by 3M at the 1965 Music Show, the tapes are manufactured with a special low-noise oxide to produce the purest sound available on today's improved home machines. According to the company, Dynarange tapes make almost all machines sound better, last 15 times longer than standard tapes and keep recording and playback heads cleaner.

Advertising support for Dynarange tapes will begin in Sept. in magazines and on network TV and FM radio. A pre-recorded tape supplied to dealers demonstrates to customers the excellence of the new tapes at slower speed.

Three types of Dynarange Series tapes on seven-inch reels meet almost all needs for superior sound recording and playback. The No. 201 is designed for economy and stretch resistance, 202 for added strength and 203 for extra playing time as well as tough use. List prices are \$4.40, \$5.10 and \$7.35, respectively. The same tapes on five-inch reels for portable recorders or for shorter recording or playback time list for \$2.80, \$2.85 and \$4.25, respectively.

3M also offers to dealers a new counter-top "Mail Truck" display for high turnover of "Living Letters" sound tapes. The display easily stocks three dozen of the three-inch tapes that are popular for portable recorders or for correspondence, speech rehearsal, school studies and other uses. The truck displays tapes for 15, 30 and 60-minute recording and holds address labels and sales literature as well. A "Living Letters" miniature mailbox display is also offered to dealers to attract attention and increase point-of-purchase sales. The display is prepacked with 24 rolls each of 15, 30 and 60-minute "Living Letters" tapes, retailing at \$.90, \$1.85 and \$2.95, as do the tapes displayed in the "Mail Truck" display. A free roll of splicing tape and 10 free end-of-reel tape clips are included when customers buy a seven-inch reel of "Scotch" Brand No. 144 Tartan Series tape or, in the regular line, No. 200 double-length tape or No. 290 triple-length tape.

Details are available from 3M representatives on permanent floor cabinet displays that have increased sound tape sales from 42 per cent to as much as 300 per cent in actual use in stores.

Atlantic Releases Ingmann's 'Zorba'

NEW YORK—Atlantic Records is releasing the German recording of "Zorba" from the 20th Century-Fox flick, featuring Jorgen Ingmann on guitar. The German version of the theme from the flick, released on Metronome label there just three weeks ago, has reportedly passed the 60,000 sales-mark.

ALBUM PLANS

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

ABC PARAMOUNT—IMPULSE

12 1/2% discount offered on all album product including new and catalog items. Expiration date indefinite.

AMY-MALA

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

ATLANTIC-ATCO

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

AUDIO FIDELITY

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

DECCA-CORAL

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

DIAMOND

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

FORTUNE

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

FOUR CORNERS

15% discount available on new and catalog LP's. Dated billing offered to qualified dealers. Terminates Sept. 25.

GATEWAY

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

MERCURY

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

NASHBORO

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

ORIGINAL SOUND

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

PRESTIGE-STATUS

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

REQUEST

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

ROULETTE

15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND

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

SMASH-FONTANA

Special discounts available through distributors. Expiration date not announced.

TAMLA-MOTOWN-GORDY

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

VANGUARD

Aug. Re-Stocking Plan: 10% discount on folk and Everyman LP's, mono and stereo; 20% discount on Bach Guild and Vanguard classics, mono and stereo.

VEE JAY

10% discount on LP's.

WORLD ARTISTS

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

WORLD PACIFIC

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



BLAME IT ON MY GROWTH—Caught up in a number of operations, it looked for a while as though Aardvark Enterprises would not have the spare time to celebrate its recent move to larger headquarters in the KLM Building; however slackening the pace briefly, president Ramona Crehan (second from left) staged a brief office-warming last week, which was well attended by members of the record and coin industries as well as representatives of the world of arts and letters. A sampling of the guests on hand (shown left to right) were Al Miniaci, Paramount Vending head; Crehan; Irving Goldman, Desiree, Judge S. Samuel Di Falco; and Maria Gambarelli.

The outfit's most recent stir involved the "Suzanna" LP featuring the White Sisters of Africa, which involved a contract with the Vatican. Upcoming projects include a children's series based on the "Gamby" character of national magazine fame, and work with several new artists.

The big sound is
AL HIRT'S
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c/w "Love Theme from
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Jackie Ross

WE CAN

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CHESS 1940

Ramsey Lewis Trio

THE
"IN"
CROWD

ARGO 5506

The Radiants

WHOLE LOT
OF WOMAN

CHESS 1939

James Phelps

LA DE DA
I'M A FOOL
IN LOVE

ARGO 5509

The Windjammers

IT'S NOT UNUSUAL

b/w

VON RYAN MARCH

ARGO 5507

CHESS

RECORDS



RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JULY 28TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
50%	Help—Beatles—Capitol			92%
45%	Nothing But Heartaches—Supremes—Tamla			95%
40%	Heart Full Of Soul—Yardbirds—Epic			68%
39%	Houston—Dean Martin—Reprise			51%
35%	Ju Ju Hand—Sam The Sham and Pharaohs—MGM			80%
34%	It Ain't Me Babe—Turtles—White Whale			56%
33%	Sad, Sad Girl—Barbara Mason—Arctic			33%
32%	Looking Through The Eyes Of Love—Gene Pitney—Musicor			89%
31%	The In Crowd—Ramsey Lewis—Argo			64%
30%	Shake And Fingerpop—Jr. Walker and All Stars—Soul			46%
29%	I Don't Wanna Lose You Baby—Chad & Jeremy—Columbia			29%
28%	I'll Take You Where The Music's Playing—Drifters—Atlantic			28%
27%	I'm A Happy Man—Jive Five—United Artists			74%
26%	Two Different Worlds—Lenny Welch—Kapp			26%
25%	Owee, Owee—Perry Como—RCA Victor			47%
24%	Colours—Donovan—Hickory			32%
23%	In The Midnight Hour—Wilson Pickett—Atlantic			84%
22%	Out In The Sun—Beach Nuts—Bang			48%
21%	If I Didn't Love You—Chuck Jackson—Wand			52%
20%	Since I Lost My Baby—Temptations—Gordy			20%
19%	Like A Rolling Stone—Bob Dylan—Columbia			93%
18%	Sugar Dumplings—Sam Cooke—RCA Victor			66%
17%	Papa's Got A Brand New Bag—James Brown—King			91%
16%	Moonlight And Roses—Vic Dana—Dolton			16%
15%	Is It Really Over—Jim Reeves—RCA Victor			15%
14%	The Sweetheart Tree—Johnny Mathis—Mercury			14%
13%	Annie Fannie—Kingsmen—Wand			13%
12%	Who'll Be The Next In Line—Kinks—Reprise			12%
12%	It's The Only Way To Fly—Jewel Akens—Era			12%
11%	Only Those In Love—Baby Washington—Sue			29%
11%	I've Cried My Last Tear—O'Jays—Imperial			35%
10%	I Left My Heart In San Francisco—Fats Domino—Mercury			10%

LESS THAN 10% BUT MORE THAN 5%

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Summer Nights		The World Through A Tear		Simple Gimple	
Marianne Faithfull (London)	9%	Neil Sedaka (RCA)	9%	Harst Jankawski (Mercury)	8%
Summer Wind		I'm Alive		Summer Wind	
Wayne Newton (Capitol)	9%	Hallies (Imperial)	8%	Roger Williams (Kapp)	15%
What Are We Going Ta Da		Sweetheart Tree		We Gatta Get Out Of This Place	
David Janes (Calpix)	25%	Henry Mancini (RCA)	17%	Animals (MGM)	7%
Action		Where Were You When I Needed You		If You Wait For Love	
Freddy Cannan (Warner Bros.)	9%	Jerry Vale (Columbia)	8%	Babby Galdsbara (UA)	7%

FREDDIE CANNON'S

RUNAWAY SINGLES WINNER



ACTION

ACTION

ACTION

ACTION

#5645

***From Dick Clark's "Where the Action Is"
...and the Singles Arsenal of***



**WHERE,
THIS YEAR,
IT REALLY IS!**

**WARNER BROS.
RECORDS**



WARNERS 'WINNING' CONCLAVE—Kicking off its fall drive, and a sales program tabbed "Win With Warner Brothers/Reprise," the diskeries recently held a sales convention at the New York Hilton. Among the personalities featured on film at the meeting were: (top row, left to right) WB head Mike Maitland with new comedienne Joan Rivers; Paul Stookey of Peter, Paul and Mary (center) with Frank Kelley of Associated Record Distributors in Hartford (right) and a salesman; (center row, left to right) Ernie Grossman (left), national publicity manager of WB pictures, with Dick Lederer, advertising manager, and Joel Friedman, merchandising director for the diskery; Maitland with Harry Rosen, Philadelphia distributor; (bottom row) Maitland, Rosen, Bob Summers, Warner's national sales manager, and the staff of the Rosen distributorship; Mo Ostin, general manager of Reprise Records (left) and Jerry Apostoleris of New York's Alpha Distributors.

Console Phono Sales Dip, Table Models Up

WASHINGTON, D.C.—According to the latest reports from the Electronics Industries Association in the Nation's Capitol, sales of console model phonographs for the month of April, 1965 showed a general decline, while sales of portable/table models for the same month showed a mixed reaction.

Distributor sales for console sets totaled 81,916 for the month of April, 1965, a decline of 5.2% from the same month last year and a drop of 39.9% from sales in March, 1965. Factory sales of the same product totaled 68,255 units, a drop of 5.8% from the same month last year and 46.8% from the month of March, 1965.

Portable/table sets showed distributor sales of 194,959 for April, 1965, a rise of 46.7% over the same month of the previous year and a decline of 18.5% from the sales in March, 1965. Factory sales of the same product totaled 211,653 units for April, 1965, a rise of 118% over the same month in 1964, but a decline of 22.2% from the sales in March, 1965.

Sales for the Jan.-Apr. period of 1965, in the portable/table model category, reached 898,019, a rise of 41.4% from the same period in 1964, while console sales totaled 930,363 for the Jan.-Apr. period this year, a rise of 54.2% over last year.

Roulette Offers R&B Disk Tribute

NEW YORK—A musical tribute to three top late recording artists was released last week by Roulette Records. The deck, which features the Dixie Drifter in a moving blues orchestral setting, pays homage to Nat "King" Cole, Dinah Washington and Sam Cooke.

MGM Rushes Stevenson LP

NEW YORK—An album of speeches by Adlai Stevenson, called "The Voice of the Uncommon Man," was shipped last week by MGM Records. Produced by Robert Franklin, with narration by Alexander Scourby, the album includes a four-page booklet which contains, among other things, President Johnson's TV eulogy, an editorial from the New Republic, and a column by Walter Lippman.

The album covers Stevenson's campaign years on one side and his UN years on the other, with the entire project supervised by label chief Mort Nasatir.

"The Voice Of The Uncommon Man" is another in the label's continuing series, "The Sound Of History," which also includes President Johnson's "Time Of Justice Speech" to a joint session of Congress in March.

Loucy Wakefield Dies

DETROIT—Loucy Gordon Wakefield, vice president of Motown Records and Jobete Music, died last Sat. (24) in Mount Sinai Hospital. The sister of Barry Gordy, Jr., she had been with the diskery since its inception in 1959, and was vice president for billing, collection and credit. She had been appointed to her second vp post only one month ago.

Funeral services had been held last week (29) with arrangements made through the Burns Funeral Home.

She is survived by her husband Ronald, artist coordinator for the Supremes; her mother and father, Mr. and Mrs. Berry Gordy, Sr.; four brothers: Fuller, George, Berry, Jr., and Robert; three sisters: Mrs. Anna Gaye, wife of singer Marvin Gaye; Mrs. Esther Edwards, wife of state representative George Edwards; and Mrs. Gwen Fuqua, wife of singer Harvey Fuqua.

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it on PHI DAN #5005.

It's a great new fresh song; however, I've

heard it's gonna be covered by a major

label (as if there aren't enough things to

worry about). If we are, please remember,

we have the original, and if they spend

alot of money on ads in the trades to confuse

you—don't be! Okey?

'nuff said and thanks,

Phil Spector

Guaranteed Chart Buster!

"LITTLE MISS SAD"

by

The FIVE EMPRESSIONS

#FR-1001

With Fantastic Airplay in 2 weeks already have sold 12,000 in Chicago & Milwaukee!

BUDDY BROWN CO.

c/o FREEPORT RECORDS

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coming



The **Jagiello** SOUND

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

CHARTBOUND!
 I'LL TAKE YOU WHERE THE MUSIC'S PLAYING"
 BY THE **DRIFTERS**
 ATLANTIC 2298

BIOS FOR DEEJAYS

Horst Jankowski



Pianist Horst Jankowski, who broke onto the American disk-scene with his best-seller instrumental Mercury recording of "A Walk In The Black Forest," was born 29 years ago in Berlin.

It was the twin objective of his mother and himself that he become a prominent musician. Even as a boy of six, he recalls the piano as his favorite toy. His mother moved from Berlin when the heavy bombing began. He lost his father in 1944, when, he was eight. In 1947, even though Berlin was still a bombed-out area early after the war, his mother and he moved back into the city, because she felt the finest music education facilities were there. He graduated from high school and his mother worked and sacrificed so that he could attend the Berlin Conservatory of Music. While at the conservatory, he studied tenor saxophone, trumpet and contra-bass, in addition to piano. His instructors felt his talent. They obtained jobs for him playing both popular and jazz piano.

In 1960 he organized his own choir. After that his fame spread rapidly throughout Germany. The musician, who is currently hitting big with a best-selling LP, "The Genius of Jankowski," plans to make his first trip to the U.S. in the near future.

Astors



The Astors, who are currently clicking with "Candy" on the Atlantic-distributed Stax label, consist of four young men: Curtis Johnson, 22, who sings lead and second tenor, Richard Harris, 24, first tenor, Sam Byrnes, 21, baritone bass and Eddie Stanbeck, 22, lead and second tenor.

The lads got their start while they were in high school in their hometown of Memphis, Tennessee and cut their first record "You Make Me Feel So Good" in 1961. In 1963 they changed their name to the Astors and cut their second record. Their third effort was "Candy," the crew present chart stand.



PLATTER SPINNER PATTY

Up in the far left hand corner of the country KJR-Seattle recently staged a whopping "race for the money," called the "Go-Go Race Festival," which drew speedsters of all shapes and sizes from all over the northwest. Conceived by program director-air personality Pat O'Day, and held in cooperation with the track officials of Pacific Raceway; who donated their facilities, the featured motorcycles, sport cars, AA fuel dragsters, the Scorpion jet dragster and sky divers who participated in the one-day speed-thrill show witnessed by thousands of spectators. The best part of the affair was the fact that it pulled in \$9,571 which was turned over to the Children's Orthopedic Hospital for use in a Free Care Program.

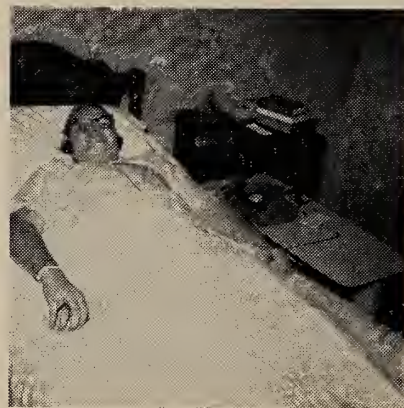
In the same light, the Children's Fund of Norfolk, Va. extended an arm across the country to give a pat on the back and a Certificate of Appreciation to KHJ-Hollywood for its efforts in assisting homeless children around the world. The award was made by Nelson Parker, president of the fund, to station general manager Ken De Vaney.

With the World's Fair the big attraction in the East, WNEW-New York has come up with what it considers a first in local broadcasting circles—a full day's airing by a radio station from the Fair. In addition to featuring station personalities Klavan & Finch, William B. Williams, Pete Meyers and Ted Brown, the dawn-to-dusk broadcast, which took place on July 30, included a host of show business personalities and gave away more than \$5000 in prizes to Fair visitors.

A way down at the bottom of the world there's a huge island overrun with fierce looking wildlife with the strange names of kangaroos, platypuses (platypi?) and koala bears, but strangely enough there's also a passel of radio stations, each with lots of listeners. (No, not emus). For instance, Ken Sparkes, who spins the wax for 3UZ-Melbourne boasts of an audience larger than any other "down under" station, stretching all the way down to the penguins in Antarctica. (The listening audience reads like Who's Who in the Bronx Zoo). One of his latest promotion projects, aimed at keeping the listeners happy, is a "record count," whereby the audience keeps tabs on the songs played in an hour and submits the list to the station. Neatest entries cop an album of the entrant's choice. Sparkes recently received an invite to do a sample segment of his operation for the "Coffee Break Show" on KAVR-Apple Valley and is now corresponding regularly with the station. P.S. He'd like to hear from station personnel from up here to swap promo ideas.

As a result of articles appearing in a couple of Florida publications, which stated that WFUN-Miami deejay Morton "Doc" Downey had an undisclosed financial interest in a record that had been played on the station, the deejay was suspended from his air activities pending investigation by station officials. After a thorough and completely independent on-the-scene investigation of the charges, conducted by a respected Washington law firm, general manager Arnold C. Kaufman reinstated the deejay. The results of the investigation showed that Downey had absolutely no financial interest, directly or indirectly, in the record. A voluntary, unsolicited report of the investigation will be filed by the station's counsel with the FCC.

Radio is going to the dogs. At least that's the way it looked when KING-Seattle staged a Dog Parade that saw 400 pooches hopping on the bandwagon. A crowd of approximately 2,000 kids, parents and on-lookers was also on hand to witness the canine caravan, sponsored in conjunction with the Seattle Park Department and featuring every type of pound from a 100-pound Old English sheep dog to an 11-ounce Mexican Hairless. After following an old fashioned circus calliope along a mile path bordering Green Lake, each entrant received two tickets to Seattle Center Fun Forest rides. Milwaukee meat products and blue ribbons were awarded to winners in eighteen categories, including shaggiest, loudest barking, most aristocratic looking and most relaxed dog. Drawings were held for a dog and a portable TV, while a staff of sixty, including reps from the station, the park department, the police department, Sea Scouts, Red Cross and King County Humane Society, coordinated and judged the event.



DOUBLE-O-OWWW — WIST-Charlotte, N.C. spinner Larry Black, otherwise known as the "Spy who stayed out in the cold," keeps a stiff upper ear as he broadcasts from the Charlotte Memorial Hospital after a promotion stunt that didn't quite go as planned. The stunt, which was to go off on July 4, called for Black to parachute from an airplane, jump in a car immediately upon landing and zip off into the sunset as Secret Agent 124. Clues would then be broadcast over the radio, and the person who found him would receive a bounty of \$1240. On paper everything was A-OK; however, in real life that ain't the way it was. With his chute on his back, our man in Charlotte clambered aboard the plane for a trial run, hooked up his static line and stepped out into the wild blue yonder. It was then that he remembered that he had never jumped before (Strange how things slip your mind). Realizing that it was too late to get back aboard the aircraft, he resigned himself to the pull of gravity until he noticed a barbed wire fence below him. When he picked up his feet to avoid the fence he landed on his seat and broke his back. Unlike the airborne song which says "He ain't gonna jump no more," Black wants to run out and try it again.

VITAL STATISTICS:

Tony Graham, former program manager of KYW-Cleveland, takes over as program manager with KDKA-Pittsburgh. . . . Jack Lacey, exdeejay with WINS-New York, has taken up similar duties at WBAL-Baltimore. . . . Robert Irvine, formerly with KTLA-Los Angeles, joins news staff with KNX-Hollywood.

'Destruction' Across The U.S.

NEW YORK—Some astute observer of the pop-music scene once noted that contemporary music mirrors the times, reflecting all the complex coefficients of the human condition in each historical period. With the ominous clouds of war currently hanging over Viet Nam it's no wonder that a bevy of anti-war songs have caught the fancy of the teenage record buyer.

The latest of these protest items to break' on the national scene is Barry McGuire's "Eve Of Destruction" on the abc-distributed Dunhill label. The J. J. Sloane-penned Lou Adler A&R'date sympathizes with today's kids for having to live in a bellicose world that they never made or wanted. Ex-few Christy Minstrelite McGuire gives the tune a throaty, feelingful job Dylan-ish delivery.

Apparently the songster's brand of pacifism is what the market wants. Although the deck is only out a week, it's already selling in huge quantities in several major markets (Los Angeles, Boston, Baltimore-Washington, etc.) around the nation.

An abc spokesman told Cash Box that advance distributor orders were coming in faster than the label's presses could handle them. An LP featuring McGuire is slated for the near future.

Jones Wings West For Communications Art Contest

NEW YORK—R. M. Jones, manager of art and production for the RCA Victor Records, flew to Palo Alto, last week to participate as one of three judges for the sixth annual International Exhibition of Communications Art.

The contest, sponsored by Communications Art Magazine, is expected to draw 20,000 entries from all over the world.

Jones, himself winner of numerous awards in the field of commercial art, was recently elected first vice president, the Art Director's Club.

Following the judging in Palo Alto, Jones will fly to Los Angeles to confer with Col. Tom Parker on plans for packaging future RCA Victor Elvis Presley albums.



HE'S ONE OF THE TEN—Peter Noone, alias Herman, alias Henry VIII, was told last week that he had been selected one of England's ten best dressed men. At age 17, he is probably the youngest recipient of the honor in the history of the Clothing Mfg. Federation, which compiles the list.

Noone, Herman of Herman's Hermits, received the news in Los Angeles, where he and the group were appearing during their current nationwide tour of one-nighters. The team last week visited New York for a press conference, an appearance on the Merv Griffin TV'er and a taping for the Al Hirt "Fanfare" program. The weekend was concluded by a show at Chicago's Arie Crown Theatre, which featured selections from the quintet's MGM album's, one of which holds the No. 2 spot on the CB best seller list, and their No. 1 single, "I'm Henry The VIII, I Am."

SESAC Sports LP

NEW YORK—SESAC Inc. has announced the release of an all-new 3 LP package of sports marches featuring the marching bands of the Universities of Oklahoma, Purdue and Pennsylvania, in time for the opening of the 1965-66 Fall and Winter sports seasons.

Recorded and produced on campus specially for the broadcast industry, these LPs are designed for pre-game, post-game and scoreboard shows as well as themes and any and all sports programming needs. It is available to all broadcast facilities for \$6.95 complete.

According to Sid Guber, SESAC's national sales manager, "An advance pre-release mailing on the 'Sports Marches' package was sent to a number of stations throughout the United States and Canada in early July and the response was overwhelming."



COLUMBIA AWARDS 'PERFORMANCE' PRIZES—Columbia distributor and promotion personnel were awarded prizes in the "Total Performance Sweepstakes" on the final night of the national sales convention in Miami Beach. Among the gifts presented were '65 Ford Mustangs, Zenith color television sets, Brunswick home billiard tables, Panasonic battery operated TV's and an air-conditioned, fully equipped Lincoln Continental. The contest involved sales based on Masterwork Phonograph sales.

Winners in the competition were: (standing, left to right) Bob Moering, regional promo manager; Chuck Inman, salesman; Hal Bakke, Dallas promo manager; salesmen Bob Haines, Bob Ewald, and Dick Jester; sales managers Comstock of Atlanta, and William Shaler of New Orleans. (Seated, l. to r.) Jack Graves and Jim Slocum, both salesmen; district manager Del Costello; Jim Gilchrist, salesman; and Roy Mollomo, Boston promotion manager. Other winners, not shown in the photo, were: sales managers George Ryan (Boston) and Patrik Butler (San Francisco), and salesmen Tom Croft and Skip Byrd.

**MR. DEALER:
VANGUARD RE-STOCKING PLAN
AUGUST 1st to AUGUST 31st**

10%

DISCOUNT

ALL FOLK MUSIC

(MONAURAL & STEREO)

ALL EVERYMAN CLASSICS

(MONAURAL & STEREO)

20%

DISCOUNT

ALL BACH GUILD

AND

VANGUARD CLASSICAL

(MONAURAL & STEREO)

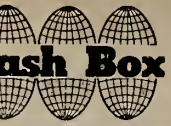


VANGUARD

RECORDS

For qualified dealers only

See your Vanguard distributor for full details



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

- THE SWEETHEART TREE**
Dobie Reynolds (ABC Paramount 10709)
- KEY CAT DANCE**
Fabric (Atca 6363)
- N'T CRY JOE**
Angie Gibbs (Bell 626)
- TURNAROUND Part I**
Mack Mobley (Blue Note 1915)
- VE THEME FROM "THE SANDPIPER"**
Roy Lee (Capitol 5469)
- DOG CAN'T BARK**
Reddy Waters (Chess 13935)
- THE RING ON MY FINGER IS**
HAT JOHNNY GAVE ME
Seeger (Columbia 43349)
- AT'S ALL/I LOVE YOU**
Torme (Columbia 43220)
- WALKIN' DOWN THE LINE**
& Eddie (Crescendo 353)
- 3**
Barry (Decca 31827)
- T WATER GUITAR**
Lives (Decca 31811)
- ND BY ME**
Grant (Decca 25674)
- I SECONDS TO HEAVEN**
Lures (Dolton 308)
- EN I WAS YOUNG**
Fisher (Dot 16753)

- NOBODY KNOWS YOU WHEN YOU'RE DOWN & OUT**
Damita Jo (Epic 9821)
- YOU CAN'T BUY ME LOVE**
Barbara Lynn (Jamie 1301)
- IT'S STARTING TO GET ME**
Irma Thomas (Imperial 66120)
- I'M HENRY THE VIII**
Danny Davis & Nashville Strings (MGM K 13374)
- I LEFT MY HEART IN SAN FRANCISCO**
Fats Domino (Mercury 72463)
- DON'T WISH YOUR HEARTBREAK ON ME**
Lou Monte (Reprise 0384)
- ME & MY SHADOW**
Nelson Riddle (Reprise 0386)
- THERE THEY GO**
Exciters (Roulette 4632)
- I'LL TAKE SWEDEN**
Jack LaForge (Regina 1330)
- HEARTACHE (HURRY ON BY)**
Roy Hamilton (RCA Victor 8641)
- THE FAT CAT**
Si Zentner (RCA Victor 8634)
- LIFE**
Joe Leahy (Tower 150)
- THE KNACK**
Ferrante & Teicher (United Artists 903)
- RAINY DAY**
Rooftop Singers (Vanguard 35029)
- THE SHADOW OF YOUR SMILE**
Astrud Gilberto (Verve 10358)

NEW ADDITIONS to TOP 100

- HOUSTON**
Dean Martin (Reprise 0393)
- SAD, SAD GIRL**
Barbara Mason (Arctic 108)
- I DON'T WANNA LOSE YOU**
Chad and Jeremy (Columbia 43339)
- OOWEE, OOWEE**
Perry Como (RCA 8636)
- IS IT REALLY OVER**
Jim Reeves (RCA 8625)
- THE SWEETHEART TREE**
Johnny Mathis (Mercury 72464)
- ANNIE-FANNIE**
Kingsmen (Wand 189)
- COLOURS**
Donovan (Hickory 1324)
- I'M ALIVE**
Hollies (Imperial 66119)
- 88—SIMPLE GIMPLE**
Horst Jankowski (Mercury 72465)
- 93—SUMMER WIND**
Wayne Newton (Capitol 5470)
- 95—WHERE WERE YOU WHEN I NEEDED YOU**
Jerry Vale (Columbia 43337)
- 96—I LIVE FOR THE SUN**
Sunrays (Tower 148)
- 97—I'VE CRIED MY LAST TEAR**
O'Jays (Imperial 66121)
- 98—WHO'LL BE THE NEXT IN LINE**
Kinks (Reprise 0366)
- 99—SUMMER WIND**
Roger Williams (Kapp 55)
- 100—WHAT ARE WE GOING TO DO**
David Jones (Colpix 784)
- 100—MOONLIGHT AND ROSES**
Vic Dana (Dolton 309)



WRITERS ROUNDUP—Stan Catron (extreme right), general professional manager of South Mountain Music, is pictured with a group of writers who have recently signed by the firm. Standing (left to right) are Sid Jacobson, Elliott, Cuy Costa, Tony May and Roger Joyce; Nancy Costa is seated at piano. The publicity department has planned a campaign to attract new composers and lyricists to the company by establishing regular listening and interviewing days to give guidance to newcomers. Catron stressed that the new writers need not be exclusively with the firm, and that several of the publicity's latest hits have been clefled by tunesmiths not solely affiliated with the outfit. Catron has been involved with coast-to-coast travel during the last few weeks to set up a Los Angeles office for South Mountain.

Liberty's Decade Of Progress

(Continued from p. 8)

Liberty Records. Liberty's sales department operates under the direction of national sales manager Bob Fead, who has functioned in many phases of promo and sales. Pat Pipolo recently joined the Liberty division as national promotion director, while Andy DiMartino and Joe Saraceno top the Liberty A & R department.

The Imperial Records division is under Ken Revercomb, who has served in sales since he joined the company. Former regional salesman Rick Frio has been promoted to national sales manager. Nick DeCaro and Tommy LiPuma are Imperial's A & R directors.

World Pacific Records, newest member of the Liberty organization, continues to forge ahead under the tender guidance of Dick Bock and national sales manager Jack Pearce. Les Carter assists Dick in a & r and promotion duties.

The Corporate Family

In order to maintain its status in a highly competitive field, it is a requisite to obtain specialists. In that respect, Liberty's has been singularly blessed for its corporate family achieves optimum results year in, year out.

In the realm of finance, Irv Gellert, comptroller, keeps the computers working overtime and Irv Kessler has no peer as national credit manager. Both men receive added guidance from Hal Linick. Sy Zucker's capacities as counsel and secretary have grown greatly, therefore Ronnie Bledsoe has been added to the legal division.

Dave Pell, A & R administration director, knows this end of the creative world from first hand experience. An active record producer, responsible for hundreds of recordings, Pell's Liberty activities include the promotion of Vikki Carr and Johnny Mann sessions.

The marketing department, certainly one of the most integral forces behind the success of the label, is headed up by Lee Mendell, who gained valuable experience while being promoted from the ranks of the sales department. He has placed strategic men in strategic posts. District managers are Jack Bratel (mid-western), Dick Bowman (southern) and Mel Fuhrman (eastern).

Besides its divisional promo men, the mid-west is backed by Gerry Lacoursiere while Rennie Roker keeps things hopping everywhere as national R & B promo director.

Responsible for countless sales aids, packaging and timely ads is advertising-merchandising director Allen LaVinger, who has been with the company almost since inception. Under his direction the department has recently expanded. He has an aid, Dick Oliver, and an entire art department, under Woody Woodward.

Striking a blow for women in the business world is production department manager Caroline Molzan.

Former promo man Harvey Goldstein, whose Liberty tenure actually began several years ago while handling the label's product at M & S Distributors, now functions in a new post as director of artist relations.

Liberty's publicity department is headed by Norm Winter. He is a five year member of the Liberty team.

The company's blueprint for the future is "even more exciting than its record of achievement in the past," the label says. New goals have been set and new concepts planned. To that end, Liberty looks forward with "confidence to a future as bright as our storied and illustrious past."

Vanguard Offers Re-Stocking Plan

NEW YORK—Vanguard Records announced an Aug. re-stocking program. During the month, the label is offering a 10% discount on folk and Everyman albums, both mono and stereo. There's a 20% discount on Bach Guild and Vanguard classic recordings.

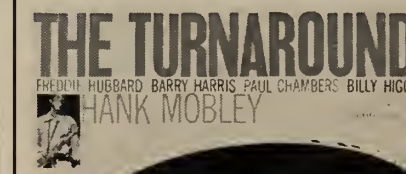
Five Pennies Renamed

NEW YORK—Due to the death of their leader, Red Nichols, the Five Pennies' combo has been reorganized under the name of Matty Matlock and Eddie Miller's All Stars. With vocalists Laura Mancuso, the team is expected to be appearing at the Embassy Lounge.

BLUE NOTE HAS THE HOTTEST JAZZ SINGLES

CHARTBOUND! A REAL SWINGER HANK MOBLEY THE TURNAROUND

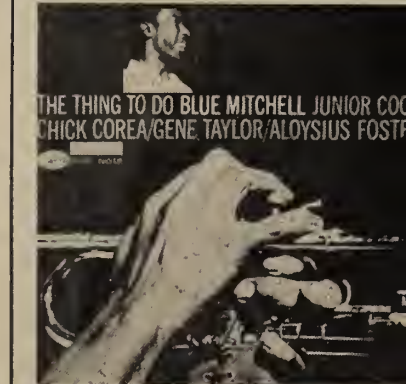
BLUE NOTE 45x1915
The Big Single
From His New Hit Album



THE TURNAROUND

BLP4186 (BST 84186)

COMING UP STRONG



BLUE MITCHELL THE THING TO DO

BLP4178 (BST 84178)

BLUE NOTE

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

Tower's Ray In N. Y.

NEW YORK—Eddie Ray, the A&R chief for the Tower and Uptown labels, will arrive in New York on Aug. 11 for a week-long stay. Ray will headquarter at Tower's Gotham offices and will be meeting with publishers and producers for future product on both labels.

TWO SUE SMASHES!

"ONLY THOSE IN LOVE" BABY WASHINGTON

Sue #129

Cash Box #89 Billboard #73 Record World #64

"LOOK" TINA BRITT


Eastern #605

follow-up smash to her hit
"THE REAL THING"


SUE RECORDS

265 W. 54th St.
New York, N.Y.
PI 7-2711

HI —
P.M.
SKIP CUNNINGHAM
"HAVE WE MET BEFORE"
#588
LATEST SOUND IN MUSIC:



SAM MARSHALL
TRYIN'
b/w
WRITER OF LOVE SONGS
HASTINGS RECORDS
Distributed by
CELTIC RECORDING PRODUCTIONS
1157 Julia St., Teaneck, N. J. (201) 833-2431

 **Standard**
RECORD PRESSING COMPANY, inc.
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NASHVILLE, TENN. 37207

Webb IV-Bang Expands
NEW YORK—Signaling its impressive invasion of the Top 100 after months of operation, the Bang label, affiliate of the Webb IV publishing operation, is expanding, both in the mechanics of its set-up and its physical environs as well. As for the latter area, the Webb IV-Bang offices at 1650 Broadway, this city, will soon have increased office space in the music building.

Bang is currently represented with a strong single, "I Want Candy" by the Strangeloves, number 12 on this week's Top 100, and a newer chart entry, "Out In The Sun" by the Beach Nuts, in the Number 91 slot this week. Also active for the diskery is "Hang On Sloopy" by the McCoys.

Webb IV, which shares publishing billing on "I Want Candy," is in the



BERT BERNS & JULIE RIFKIND

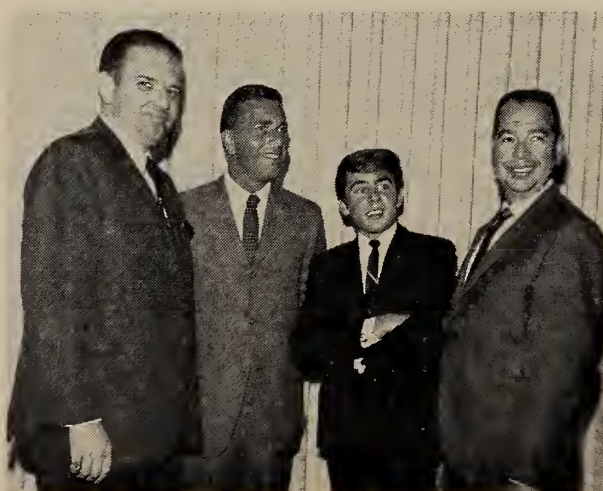
process of lining-up a stable of writers. The firm is under the direction of Bert Berns, a writer himself. The company recently acquired the catalog of East Music (BMI) from Jim Stewart, president of the Stax label. In addition, Webb IV, under Berns direction, is an indie producer, having turned out sides by the Drifters, Barbara Lewis, Troy Seal, the Exciters and Them. Berns said that sub-publishing agreements are being worked on for various foreign markets.

Bang Records, guided by Julie Rifkind, general manager, is also planning to move its product outside of the borders of the U.S., already having established an affiliate in Canada.

The photo shows Berns (left) and Rifkind (right) relaxing at their headquarters, using as a hassock the drum heard on sessions by the Strangeloves.

Ad Correction

NEW YORK—A Lieber-Stoller-Goldner full-page ad in last week's issue of Cash Box contained an incorrect label number. The number for the Tradewinds' "Summertime Girl" should have read: RB-10-033.



Hollywood Hospitality

Colpix Records recently hosted a cocktail party and reception at the Beverly Hills Hotel honoring David Jones, star of "Pickwick," on the occasion of the release of his new recording "What Are You Going To Do." Pictured here are: (left to right) the diskery's nat'l promo manager Ray Lawrence; CB's West Coast rep Harvey Geller; Jones; and Hank Levine, Colpix A&R director.

Big 3 Names Walker Its Nashville Rep

NEW YORK—Big 3 Music (Robbins Feist-Miller) has moved further into the current music market with the naming of Gary Walker as the company's Nashville rep. Walker has extensive experience as a songwriter and promo rep for a number of publishers. Arnold Maxin, exec vp of the Big 3, said that the Nashville office's primary function will be "the acquisition of new material to diversify the Big 3 catalog and add further impetus to the firm's continuing drive for steady chart action."

Pickwick's Lewis Deal With U.S. Labels

NEW YORK—During his recent stay in this country, Monty Lewis, managing director of Pickwick International in Great Britain, opened negotiations with two U.S. diskeries for access to their album catalogs for the Pickwick economy-priced record operation in England. Joe Abend, who is in charge of new product development for the label, has revealed that Lewis will conclude the deal and announce the names of the firms shortly.

At the recent Annual Meeting for shareholders, Pickwick topper Charles Leslie disclosed that the English company had made a significant contribution to the company's \$7,052,600 gross and \$304,967 net profit for the fiscal year ending Apr. 30.

Meanwhile, Terry Phillips, director of Lee Harridan Productions, leaves this week for a month-long European trip that will take him to Madrid, Paris, London, Milan, Brussels and Amsterdam. He will be signing artists, recording and working on releasing deals for the Harridan company in each of the countries visited.

Lee Harridan Productions supplies masters to Showcase Records and Pickwick city Records, and has placed individual single sides with many other labels including several major

Satellite Names Roker Sales-Promo Director

CHICAGO—Wally Roker has been named national sales and promotional director for Satellite Records, it was announced last week by Richard Simon, president of the label.

Roker, a veteran on the national promo scene for several years, moved over from One-Derful Records, another Chicago-based operation.

Simon reports that the acquisition of Roker was necessitated by the fact that a considerable amount of product is currently being released on Satellite and its subsidiary, the St. Lawrence label.

Teen Exposition Slated for Year-End At Coliseum
 NEW YORK—Glenn Andrews of Andrews-Forman, last week announced that his firm will produce "Teenorama," a mammoth exposition and fair designed to catch the fancy of the burgeoning youth market. It is to be presented at the New York Coliseum from Dec. 26 through Jan. 2.

Planned for appeal to the more than 2,000,000 teenagers living in the metropolitan area, the show will spotlight many aspects of today's rich teenage market and the vast new selling opportunities it offers for thousands of consumer products and services.

Programs of interest to teenagers are in the process of being arranged, and details will be announced shortly after Labor Day.

Events involving leading personalities in the entertainment, fashion and sport worlds are expected to be scheduled daily, including talent contests, school band and chorus and cheerleading competitions, a "Miss Teenage" contest, fashion shows by department stores and magazines, merchandise giveaways, career clinics, science seminars, how-to demonstrations by experts in beauty care, hair styling, skiing, photography, food and cooking, and appearances by pop stars who are teenage favorites. Timing of Teenorama during the high school and college Christmas vacation period," Andrews said, "plus the convenient location of the Coliseum, practically assures a mass attendance.

"Teenorama will generate excitement," she continued, "that will produce valuable promotions for the teenage market, which now amounts to \$13 billion a year. Today's youths buy more than 50 per cent of all movie admissions, nearly 50 per cent of all records and cameras."

Andrews packaged "The Frankie Avalon Show" and "Teen Town" and she is a specialist in teenage projects and entertainment.

Promotion and publicity will be directed by the Klemmner Company and advertising has been assigned to Stor-Hilton Chesley Clifford and Therton, Inc.

Lloyd, Hood Form Their Own Company

HOLLYWOOD—Harold Lloyd, Jr., aging son of the famed comedian, has joined with manager Alan Hood to form the Hood-Lloyd Company, which will start business this fall. The firm will specialize in several areas, including music publishing, record production, nightclub and TV packaging and management of talent. Older than Lloyd, only two new talents will be signed.

Currently recuperating from a brain hemorrhage, the chanter will record a second album for Coral in Detroit and will resume TV and nightclub appearances later in the fall.

Columbia's Levy To Assist in Planning Audio-Visual Section

NEW YORK—William Levy, manager of Columbia Records' marketing services, will play a significant role in the label's newly-created audio-visual section (see last week's issue), it was announced last week by Albert Shulman, vice-president of special products. Last week, it was reported that Mel O'Hayon had been appointed manager of the audio-visual section, which will offer services to all business firms and industries as well as the government.

Levy, who was appointed manager of marketing services in April, supervises, prepares and produces creative material associated with the firm's special projects. With the development of the A-V section, Levy will now be primarily responsible to Shulman for producing creative material for audio-visual projects. In this capacity, he'll work closely with Mel O'Hayon in the area of technical coordination.

TM Enterprises Grows

NEW YORK—Jack Goldberg, prexy of TM Enterprises, has announced that he is increasing his talent roster to fulfill the firm's lineup of upcoming projects planned in line with its TV, film and disk expansion program.

The lineup now includes Billy Arnell and His Sparkles, a teen r & b combo currently filling a six-week engagement at the Rainbow Lounge in Patterson; Ricky Shaw, whose Cloud record, "Ups And Downs," is reportedly getting action and Italy's Chetina Francini, in addition to actress-songsstress Nancy Warren.

Goldberg has also appointed Bea Patrick Matala as talent coordinator of the firm's motion picture and TV division. Her duties will include reporting to Goldberg on merchandising and promotional activities for its subsidiary, Cloud Records.

Also a part of the TM framework is Temmy Music (BMI) and Cumulus Music (ASCAP), publisher of "Ups And Downs."



STERN STANDOUT—Famed comedian, and exclusive Epic recording artist, Godfrey Cambridge is shown during an autograph session held as part of a promo appearance at Stern's Department Store in New York last week (26). His showing spotlighted the artist's two LP's, "Ready or Not—Here's Godfrey Cambridge," and "Them Cotton Pickin' Days Is Over."

Following an engagement as a solo comic at the Cal-Neva Lodge in Lake Tahoe through Aug. 7, the satirist and actor will continue his summer tour with "A Funny Thing Happened On The Way To The Forum" at Melodyland Theatre in Berkeley. After this, he will resume his tour of the campuses through the country.



Highwaymen Pacting

Larry Newton finalizes the contract to bind the Highwaymen to his ABC Paramount diskery, while being flanked by the members of the crew (left to right) M. Henry, Roy Connors, Ronny Temple, Alan Shaw. The team managed by Ken Grass, are under musical direction of David Fisher. The first LP under the pact is to be titled "The Highwaymen: A New Road," a production.

Time-Mainstream Cuts Singles, LP List Prices

NEW YORK—Both the Time and Mainstream labels have adjusted their price schedules as an aftermath of the removal of the 10% excise tax on disks. Singles from both diskeries now carry a 94¢ list, with LP's going for \$5.79, \$4.79, \$3.79 and \$1.89, depending on series and mono & stereo editions.

Milt Gabler's Father Dies

NEW YORK—Julius Gabler, founder of the well known Commodore Music Shop and father of Decca A&R exec Milt Gabler, died on July 28 in New York. Funeral services, attended by many from the industry, were held at the Riverside Funeral Chapel on July 30.

In addition to Milt Gabler, he is survived by two daughters, two other sons and thirteen grandchildren.



Bundy-Fonic Expands

NEW YORK—Mickey Carr, top man at The Bundy-Fonic Corp., is in the process of expanding the firm's activities, and has appointed Bob Spinney and Clarence Finnell as A&R boss.

The diskery, with Dee Dee Records as a subsidiary line, will be offering two new releases, the first tagged "Misery" b/w "Tell Me Please" by Cordials, and another by the Diablos, the titles on which will be announced at a later date. Both disks will be on Bundy Records.

The address of the firm is 221 E. St., Freeport, L.I.

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Take A Bow

RCA Victor chanter John Gary displayed a little known side of his personality during a recent guest spot on the "Wayne Thomas Show" over KHJ-TV-Los Angeles. Gary happens to be one of the nation's leading archers, and while appearing he offered his host a lesson in the finer points of marksmanship with the bow and arrow. Thomas (center) holds the singer's New LP, "The Nearness Of You," with Gary (right), and Victor promo hand Mike Borchetta.

Peter Nero To Star On Our One-Man BBC'sers

NEW YORK—Peter Nero, the popular American pianist will appear on 4 of his own television specials for the BBC in England this Fall, it was recently announced. Nero leaves for London, Aug. 25, to start taping the shows, two productions running 45 minutes and the other two 30 minutes. Nero will be the only performer on all 4 programs, backed up by a 28 piece orchestra on one of the 45 minute programs. The shows will be taped September 3, 10, 16 and 17 and are to be televised in England in Oct. and Nov. The RCA recording artist will also make two guest appearances on the BBC's "The Kathy Kirby Show" while in England.

The popular 31-year old pianist has long been a favorite in England and appeared on a critically and popularly acclaimed special for the BBC two years ago. His upcoming four programs 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, the pianist's manager, indicated he would use the tapes as a "pilot" for a prospective series in the United States.

Jan & Dean Begin Work On 'Easy' Film

HOLLYWOOD—Jan and Dean, whose latest hit was "You Really Know How To Hurt A Guy," are to go before the cameras this week with English comic Terry Thomas in the filming of the musical-comedy film "Easy Come, Easy Go." The Dunhill production is to be shot at the Paramount Studios in Hollywood under the direction of Barry Shear.

The pair have pre-recorded five of the tunes featured in the movie, one an original written by the hitsters, "Myron's Lullabye." The others include: "Little Old Lady," "Honolulu Lulu," "I Found A Girl" and "Surf City." A sixth song, not yet waxed, will be the title tune.

Christys To Introduce New Fellini Film

LOS ANGELES—The New Christy Minstrels, whose two tours of Italy this year have placed them high on Italian popularity polls, were chosen by director Federico Fellini to sing the main title theme for his new film, "Giulietta Di Spiriti," which will star Fellini's wife, Giulietta Masina. The song, "Befagor Stomp," was composed for the three-hour-plus film by Fellini himself, who requested that it be performed by the Minstrels. Marking a new departure for the Columbia recording group, the song is described as an amalgam of the Christys' sound and a hard rock beat, and is an important component in establishing the mood of the film. The picture is scheduled for release this winter, with likelihood that Columbia will release a single of the tune to coincide with release date.



SURE SHOTS

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

- IT AIN'T ME BABE
TURTLES White Whale 222
- HOUSTON
DEAN MARTIN Reprise 039
- YOU BETTER GO
DEREK MARTIN Roulette 463
- AGENT 00 SOUL
EDWIN STARR Ric Tic 102
- SAD, SAD GIRL
BARBARA MASON Arctic 102
- I DON'T WANNA LOSE YOU BABY
CHAD & JEREMY Columbia 4333
- OOWEE, OOWEE
PERRY COMO RCA Victor 863
- IS IT REALLY OVER
JIM REEVES RCA Victor 862
- THE SWEETHEART TREE
JOHNNY MATHIS Mercury 7246
- ANNIE-FANNIE
KINGSMEN Wand 182
- COLOURS
DONOVAN Hickory 132
- I'M ALIVE
HOLLIES Imperial 6611
- SIMPLE GIMPLE
HORST JANKOWSKI Mercury 7246

coming

The Jagiello SOUND

MILLS MUSIC
Million-Sellers
MILLIONS OF ROSES
STEVE LAWRENCE
(Columbia)
JAMES DARREN
(Warner Bros.)

Happy-Go-Lucky Hit!
Happiness Is Ray Coniff
and The Singers
(Columbia)

MILLS MUSIC, INC.

Beatles-Beat Make Up An Hour's TV on WOR

NEW YORK—WOR-TV has scheduled an hour's worth of teen entertainment for the evening of Aug. 13, with back-to-back showings of specials starring the Beatles and Murray the K.

"The Beatles In A Big Night Out" is the first of the twin bill, consisting of a 30-minute program, taped in England and now to be shown for the first time in the U.S. The evening's show will be aired two-nights before the quartet makes their in-person appearance at Shea Stadium.

It will be followed by "Murray The K Continues," an original half-hour production featuring American exponents of the new beat in music, hosted by the pop deejay who aroused quite a furor over his recent "It's What's Happening, Baby" telecast. The cast includes the Beau Brummels, Little Anthony and the Imperials, Cannibal and the Headhunters, and Patty and the Blue Belles.

The hour-long package follows a pre-season football game starting at 8 P.M. New York time.

Porter Estate Is Now In AGAC

NEW YORK—The estate of Cole Porter, which oversees such standards as "Night And Day," "Friendship," "True Love," "You're The Top," "Anything Goes," etc., has joined the American Guild of Authors and Composers (AGAC).

Publisher-writer Irving Mills has joined the fold too. Two other significant names in the world of pop music have returned to the guild—Don Fisher and Benny Davis.

Many young writers just starting out have also become members. Altogether, in all, 127 writers, composers and lyricists have joined AGAC during May and June, according to Clint Ballard, chairman of the membership committee. The full committee consists of Ballard, Walter Bishop, Bob Colby, Evelyne Love Cooper, Gloria Regeny, George Weiss, Leonard Whitecup and Stan B. Zabka.

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What's New Kitter

It's not unusual to find flocks streaming to see Tom Jones on one of his p.a.'s, and he has become the customer of the Parrot artist dressed a huge following at Barker's Department Store in Bridgeport, Conn. last week. Report has it that it was one of the most successful promos of its kind in the store's history. The chanter represented on the Tom 100 with the No. 2 best seller, "What's New Pussycat."

A BIG NEW RECORD FROM

ERNEST TUBB



"WALTZ ACROSS TEXAS" "LOT'S OF LUCK"



31824



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



THE HOME YOU'RE TEARIN' DOWN (2:44) [Sure-Fire, BMI—Perry]
FARTHER TO GO (2:44) [Sure-Fire, BMI—Lynn]
LORETTA LYNN (Decca 31836)

Loretta Lynn is sure-fire to repeat her "Blue Kentucky Girl" success with this top ten contender, called "The Home You're Tearin' Down." The side is a lowdown, weepy musical invitation asking the other woman to come and see the damage she's doing to a marriage. The flip, "Farther To Go," is a self-penned, bluegrass item that tells of a gal who's still hurtin' over an unsuccessful romance.

THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP (2:59)
[Moss Rose BMI—Anderson]

LIFE BEGINS AT LOVE (2:14)
[Screen Gems-Columbia BMI—Lee, Louvin]
CHARLIE LOUVIN (Capitol 5475)

Just off his money-making "See The Big Man Cry" outing, Charlie Louvin looks like he has another biggie on his hands with this one, dubbed "Think I'll Go And Cry Myself To Sleep." Side is a twangy, bluegrass-flavored wooser, with a pretty chorus backing. On the flip, "Life Begins At Love," the chanter dishes up a perky, contagious bubbler that tells what life's all about.

TALKING TO A BOTTLE (2:24) **OUT WHERE THE OCEAN**
[Cedarwood, BMI—Lewis] **MEETS THE SKY** (2:43)
HUGH X. LEWIS (Kapp 673) [Cedarwood, BMI—Tillis, Burch]

Hugh X. Lewis, who's had hits in the past, could score with either or both lids of this twin-barrelled blueser. "Talking To A Bottle" is a lowdown, honky-tonkish moaner of a guy who finds that booze is his only buddy. Equally attractive, "Out Where The Ocean Meets The Sky," is a forlorn ballad with a pretty backing and a pleasant "island" sound.

WE THE PEOPLE (The Great Society) (1:54)
[Freeway, Black Jack BMI—Stoval]
HONKY TONKIN' AGAIN (2:15)
[Freeway, Black Jack BMI—Stoval, McBride, George, Leach]
BUDDY CAGLE (Mercury 72452)

No stranger to the hitsville paradise, Buddy Cagle makes a strong bid for chart honors with this wallop, tabbed "We The People." This is a light-hearted, frisky fable about the attractions of the "good life." "Honky Tonkin' Again" is a catchy, easy-goin' ditty which also has lots of chart potential.

THE MAN WITH THE GOLDEN HAND (2:46)
[Forest Hills, BMI—Torok, Redd]
I NEED ALL THE HELP I CAN GET (2:15)
[Forest Hills, BMI—Torok, Redd]
MITCHELL TOROK (RCA Victor 8646)

Absent from the hitsville picture for a while, Mitchell Torok should get back into his money making ways with this saga called "The Man With The Golden Hand." This one is a dramatic, chorus-backed recitation about a guitar-pickin' idol who's life comes to a tragic, but heroic end. Flip, "I Need All The Help I Can Get" is a change of pace to a sensitive, plaintive weeper.

I'M THE GIRL ON THE BILLBOARD (2:34)
[Moss-Rose, BMI—Mills, Haynes, Joyce]
CHANGING WORLD (2:32) [Tuneville, BMI—Gilmore]
JOYCE PAUL (United Artists 902)

Joyce Paul stands a great chance to make a national name for herself with this spirited spiel, called "I'm The Girl On The Billboard." Tune is the femme answer to the recent Del Reeves giant about a pretty poster decorating the highway. "Changing World" is a slowed down, shufflin' heartbreaker that should help the deck get plenty of spins.

TEA LEAVES DON'T LIE (2:29)
[Glad, BMI—Barnes, Edwards, Treece]
LET ME LIVE AS LONG AS I CAN (2:35)
[Glad, BMI—Barnes, Wallace]
BENNY BARNES (Musicor 1100)

Benny Barnes makes his best effort to break out nationally with this pair of self-penned tunes. The side to watch here, "Tea Leaves Don't Lie," is a heart-tugging, slow-moving ballad about a man who learns that he's in for some heartbreak. The flip, "Let Me Live As Long As I Can," is a man's tender, plaintive plea for someone to share his life.

BOBBY SYKES (Ric 170)

(B+) **HEY BO** (2:21) Buckhorn, BMI—Guthrie] Bobby Sykes makes a real good bid for national attention with this rollickin', lively ditty about a guy who's living the life of a hobo. A good outing.

(B+) **DIME** (2:40) [Cedarwood, BMI—Westbury] Equally strong, this one is a touching, poignant tale of a man who can't get in touch with his gal. Two fine sides.

RED FOLEY (Decca 31831)

(B+) **RIVER OF REGRET** (3:00) [Raleigh, BMI—Emerson] Ozark Jubilee Red Foley may have another hit for himself with this melancholy, bluegrass-tinged heart-grabber about a guy who goes into romance over his head.

(B+) **SO LONG BABY** (2:30) Northern, ASCAP—Coleman, Grand] The undercut is a funky, dual track blueser from the film "The Art Of Love."



TOP COUNTRY ALBUMS

1	CONNIE SMITH (RCA Victor LPM/LPS 3341)	1	13	YOUR CHEATING HEART Soundtrack (MGM E 4260/SE 4260)	9
2	I'LL KEEP ON HOLDING ON Sonny James (Capitol T/ST 2317)	10	14	ORANGE BLOSSOM SPECIAL Johnny Cash (Columbia CL 2309/CS 9109)	13
3	EASY WAY Eddy Arnold (RCA Victor LPM/LSP 3361)	4	15	QUEEN OF THE HOUSE Jody Miller (Capitol T/ST 2349)	22
4	I'VE GOT A TIGER BY THE TAIL Buck Owens (Capitol T/ST 2283)	3	16	BLUE KENTUCKY GIRL Loretta Lynn (Decca DL 4665/74665)	18
5	THE JIM REEVES WAY (RCA Victor LPM/LPS 2968)	7	17	SONGS FROM MY HEART Loretta Lynn (Decca DL 4620/7 4620)	15
6	THE RACE IS ON George Jones (United Artists UAL 3422/UAS 6422)	6	18	HERE COMES MY BABY Dottie West (RCA Victor LPM/LSP 3368)	23
7	THE RETURN OF ROGER MILLER (Smash MGS 27061/SRS 67061)	2	19	TOMBSTONE EVERY MILE Dick Curless (Tower ST 5005)	20
8	FROM THIS PEN Bill Anderson (Decca DL 4646/DL 7 4646)	8	20	GEORGE JONES & GENE PITNEY (Musicor MM 2044/MS 3844)	17
9	THIRD TIME AROUND Roger Miller (Smash MGS 27068/SRS 67068)	17	21	CROSS THE BRAZOS AT WACO Billy Walker (Columbia CL 2331/CS 9131)	19
10	HANK WILLIAMS SR. & HANK WILLIAMS, JR. (MGM E/SE 4276)	11	22	WESTERN STRINGS Ray Price's Cherokee Cowboys (Columbia CL2339/CS 9139)	25
11	WORLD OF COUNTRY MUSIC 12 Various Artists (Capitol NPB/SNPB 5)	22	23	TEN LITTLE BOTTLES Johnny Bond (Starday SLP 333)	24
12	RED ROSES FOR A BLUE LADY George Morgan (Columbia CL 2333/CS 9133)	8	24	BLUES IN MY HEART Wanda Jackson (Capitol T/ST 2306)	21
			25	BEST OF SKEETER DAVIS (RCA Victor LPM/LSP 3374)	—

TEX RITTER (Capitol 5474)

(B+) TAKE HIM FISHIN' (2:16)
[Wilderness, BMI—Howard]
Vet country hitmaker Tex Ritter could grab lots of action with this remorseful, single-talkie warning to fathers who don't want to lose their sons.

(B+) BUMMIN' AROUND (2:15)
[Four Star, BMI—Graves]
This one is a haunting, pretty, chorus-backed ode about the benefits of a wanderer's life.

PAT ZILL (Boone 1031)

(B+) HEARTACHES BY THE NUMBER (2:51) [Pamper, BMI—Howard] Pat Zill could pull in a lot of coin with this fast-moving pop-flavored, updating of the while-back smash.

(B+) ALL I HAVE TO DO IS WAIT (2:39) [Pamper, BMI—Howard] Flip is a sentimental, tear-jerkin' throbber of a guy waiting for his gal to return.

CHET GOOD (Nashville 5227)

(B+) I KEEP FORGETTING I FORGOT (2:05) [B-W BMI—Good, Welty] Chet Good could get a good deal of action with this shufflin', unhappy blueser of a guy who can't wash away the memory of his old love.

(B+) HIGH LIVING (1:45) [Wel Dee BMI—Good] This side is a pleasant, self-penned bouncer about a guy who doesn't need a lot of money to be happy.

CECIL NULL & ANNETTE (Epic 9829)

(B+) MOMENT OF SILENCE (2:36) [Regent BMI—Null] Cecil Null takes over the vocal on this heartfelt, first-rate ballad that concerns itself with the death of a love affair.

(B+) BABY NEEDS ME NOW (2:27) [Regent, BMI—Null] The duo comes across with a pretty effective shuffler about a man heading back to his woman.

JOHNNY FOSTER (Capa 128)

(B+) YOU SLAMMED THE DOOR (2:27) [Law, BMI—Tipton] Johnny Foster could make a big name for himself with this thumpin', twangy tale of a guy who's not upset by his shattered romance.

(B+) GOING WON'T BE EASY (2:53) [Law, BMI—Thomas] Flip is a sad-sounding, regretful stanza about a man about to break off the romance.

FRED COWEN (Token 1006)

(B+) AS LONG AS THE MONEY LASTS (2:04) [Disto, BMI—Cowen] Fred Cowen has come up with another good outing in this gallopin', light-hearted stomper about a guy who's gonna head back to that rich gal at home.

(B+) EITHER WAY I CHOOSE—I LOSE (2:26) [Disto, BMI—Cowen] Also self-penned, this one changes the pace to a bluegrassy, heart-tuggin' ode of a man in a state of romantic confusion.

WAYNE CAGLE (Great 1035)

(B+) WAIT (2:27) [Yonah, BMI—Gibson] Wayne Cagle stands a good chance to bring home the bacon with this heartfelt, dual-track blueser of a guy pleading with his girl not to leave him.

(B+) YOU CAN'T DO ANY MORE TO ME (2:25) [Yonah, BMI—Gibson] This one is another wooser, but more on the uptempo side.

LOREN REHMER (Big Country 5005)

(B+) WHEN A MAN STARTS TO FALL (2:05) [Ashna, BMI—Hampton] Newcomer Loren Rehmer looks pretty good with this thumpin', downhearted tune about the importance of love in a man's life.

(B) CRY ON, YOU FOOL (2:02) [Ashna, BMI—Biggs, Biggs Robbins] This side is another stompin' blues item.

ANOTHER BIG ONE!

LORETTA LYNN



"THE HOME YOU'RE TEARIN DOWN"

c/w

"FARTHER TO GO"

31836





COUNTRY ROUND UP

pleasant phone chat with Mrs. Walker, executive director of the Country Music Hall of Fame and Museum project which is under way. So far over \$300,000 has been raised and a \$100,000 plot has been donated. Looks real good so far. . . . Meanwhile, at the nation's "Create With Country

Bobby Boyle seems to be pretty busy these days, plugging three new records on three different labels. How did this happen? Well, the chanter's home base, Brite Star Records on Newbury, O., leased masters to different labels and all the records came out in the same week. So Boyle is now pushing "I Couldn't Care Any Less" on Alpine, "Don't Think" on



BUDDY CAGLE

JIMMY DEAN

WILBURN BROS.

presentation, hosted at the Water Beach Hotel in Chicago, than 650 sophisticated skeptics completely won over by Leroy Wyke and his crew of 8 singers and musicians. The presentation told the story of country music's phenomenon in popularity in the last 25 years and showed how it played an important part in the advertising campaigns of over 70 national companies who sponsor its programs. Produced and directed by Gene Nash, the program also pointed out that country music is responsible for a number of pop hit records in the last 25 years, making it difficult to determine where one leaves off and the other begins. Van Dyke, who's had million sellers, "Auctioneer" and "On By," was backed up by Harrison, Barbara Voorhees & Landers, the Auctioneers, Billy Ford, Jimmie Johnson, Joel McAnand and guitarist X. Lincoln.

Janie and "Oh That Girlie" on Bryte. A couple of these tunes were written by Paul Barnes, who has had many hits in the past.

Jimmy Key, head man of the Key Talent offices has announced that arrangements have been completed for Bobby Bare to film the Jimmy Dean network TVer on Nov. 1 for later showing. The RCA Victor artist, riding high on the charts with his latest single, "It's Alright," is currently on an extended tour in the Longhorn State.

Sharing the spotlight with Grand Ole Opry comedienne Minnie Pearl as special guests during the recent Watermelon Day feasts in Atlanta, were Georgia Governor Carl Sanders, gospel singer George Beverly Shea, state Agriculture Commissioner Phil Campbell and the current state and national Watermelon Queens. An hour-long TV package with special entertainment originated live from the Atlanta State Farmer's Market, where the show was staged.

Carl Smith has left Music City for a three-day stay in Toronto where he is filming six shows of "Carl Smith's Country Music Hall." Other Nashville artists set to film as special guests are Faron Young, George Morgan and Dottie West. The package, which began 10 months ago and which is now viewed by a weekly audience estimated at more than 20 million, has already featured such names as Tex Ritter, Grandpa Jones, Kitty Wells, Johnny Wright & the Tennessee Mountain Boys, Ferlin Husky, Lefty Frizzell, Stonewall Jackson, Bill Phillips and Minnie Pearl. Upcoming shows will feature Jimmy Dean, the Wilburn Brothers, Kenny Roberts, the Country Gentlemen, Porter Wagoner & the Wagonmasters and Norma Jean.

Champeen yodeler Kenny Roberts has also gone the Canadian route and will be heard on the Tommy Hunter Country Holiday Show on Aug. 6. Sporting a well-moving new album for the Starday label, the chanter was recently a guest on the Carl Smith TVer out of Canada, and is scheduled for other north-of-the-border appearances in the fall. "Reed" Welty, of the songster's management firm, B-W Music, reports excellent reaction to his new Starday releases all over the country.

Buddy Cagle left last week for a five day tour of the West Coast where he'll be visiting radio stations and Mercury Distributors in San Francisco, Portland, Spokane and Seattle in order to promote his new single, "Honky Tonkin' Again," which has already been named pick of the week in several of the top country stations. Cagle returns to Southern California to headline an engagement at the 101 Club in Oceanside.



COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1	1	26	35
2	3	27	33
3	2	28	12
4	6	29	18
5	7	30	37
6	5	31	20
7	11	32	22
8	14	33	24
9	9	34	39
10	4	35	44
11	15	36	47
12	8	37	46
13	10	38	30
14	16	39	48
15	19	40	50
16	23	41	42
17	26	42	45
18	21	43	40
19	25	44	34
20	28	45	—
21	17	46	32
22	27	47	—
23	29	48	38
24	31	49	49
25	13	50	—

Check these 2 Big New APA RELEASES

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

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

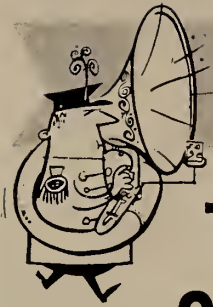
Johnny Foster's "YOU SLAMMED THE DOOR" b/w "GOING WON'T BE EASY"

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

D.J.'s, write

APA RECORDS

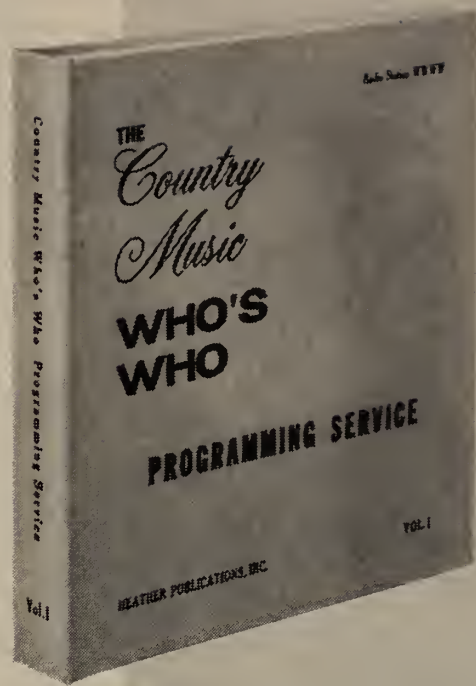
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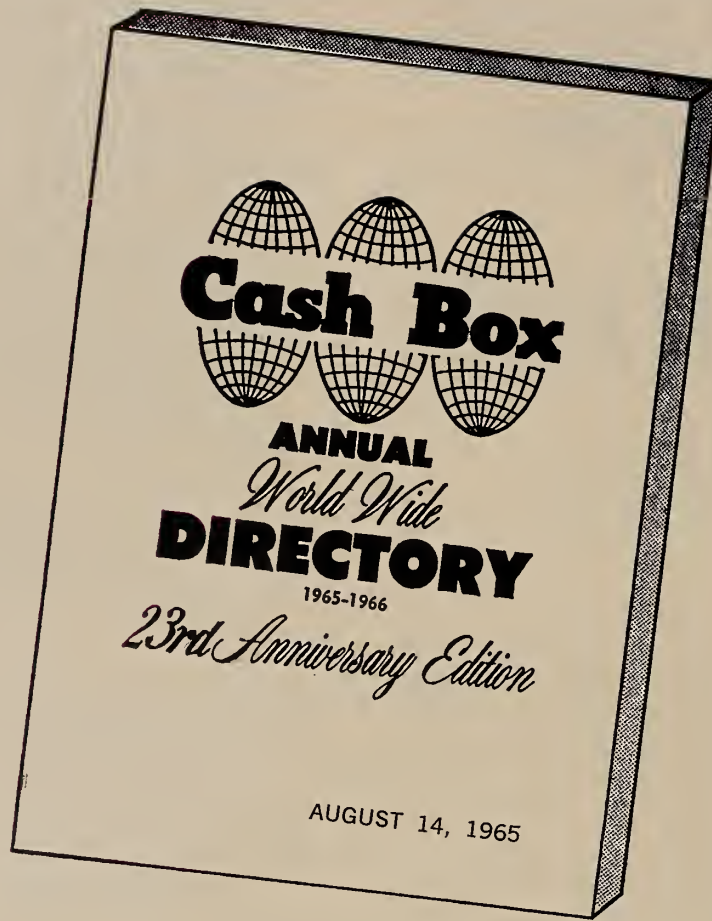
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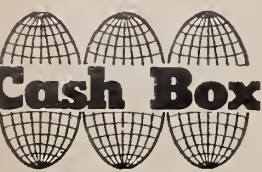
Cash Box



August 7, 1965



Mina, one of Italy's brightest stars, was discovered by David Matalon in 1958 and signed to his Italdisc-Ducale label. During her seven year stay with the company, she turned out a continuous string of hits selling over two million records for the label. In 1964, she signed a new contract with Rifi Records, and recently topped the Italian charts with "Un Anno d' Amore." Her latest release, "Soli" is also entering the hit parade. Internationally, she sold one million copies in Germany of "Heisser Sand," produced by Italdisc and released by Polydor. She topped the Spanish charts with "Lonely Town," released by Rifi and distributed by Belter, and is making noise in Japan with "Un Buco Nella Sabbia."



Editorial

Thru A Cooperative Effort

A Victory For Our Industry

Sometime just before the end of the year, an unusual looking 25¢ piece is expected to begin popping up in the cash box receipts of coin-operated machines across the country. That brand new, silverless quarter whose dull finish and copper edges may startle the roughest collector, will not only be a forerunner of a similar silverless dime and other products of a sweeping change in the metallic recipe of our coinage but will represent the ultimate in governmental recognition for a segment of the economy and a moral victory for this coin machine industry whose millions of music, amusement and vending machines would have ground to a numbing halt had not the national legislature heeded its united plea.

On Friday, July 16th, President Lyndon Johnson signed into law a proposal to give the nation its first new coinage formula in 173 years. Spurred on to this decision by a critical shortage of coins and silver, the growing cancer of amateur and professional coin hoarding and the advice of Treasury Department and other administration experts, the President requested Congress to authorize the change in coin composition. It was the new composition's "compatibility" with present ejector mechanisms which so concerned our industry leaders whose pleas ultimately moved the President to decide upon the "sandwich" coin of copper and nickel—coins deliberately designed to operate in coin-operated equipment currently on location.

To repeat here again the role played by coin-operated machines in our modern way of life is unnecessary. To recite the horrifying results had the government decided upon an unsuitable coinage would be sobering but again unnecessary. But to express our gratitude for the united front placed upon Washington by our trade associations—notably the Music Operators of America, the American Bottlers of Carbonated Beverages, the National Automatic Laundry and Cleaning Council and especially the National Automatic Merchandising Assn.; and these organizations' leaders, again notably—NAMA's J. Richard Howard, president; Tom Hungerford, executive director; and Carl Millman, chairman of NAMA's special coinage committee, can never be repeated too loudly nor too often except perhaps to someone outside the trade who cannot appreciate its joy.

"We are particularly grateful to the many Congressmen who responded to our industry's plea to prevent the public irritation and confusion which would have resulted if the new coins were rejected in our present coin mechanisms," NAMA's Howard stated, speaking for the entire trade. He credited the concern of the government for "compatible coins" to hundreds of letters, telegrams and telephone calls made to Washington officials by member firms of his association and also to members of the other trade organizations mentioned above.

The Treasury Dept. expects to begin producing the new quarters before the end of August and quite probably introduce them into circulation before the beginning of next year. New dimes will follow. The department is preparing to produce the coins in enormous quantities, according to officials there, who added that contracts with various metal suppliers to begin shipments to the mints immediately are presently under negotiation. Half dollars, when they go into production, will be reduced from the present silver content of 90% to 40% but dimes and quarters have taken production precedence because of their importance to commerce.

For this, thank you association leaders and members for your successful efforts, and lest we forget, thank you too, Mr. President.



S.D. Ops To Gather In Aug.

DEADWOOD, S.D.—Earl Porter, secretary-treasurer of the Music and Vending Assn. of South Dakota, announced recently that a get-together of the association's members, families and friends will be held here August 15-16. Highlighting the two-day affair will be a Vending and Background Music Forum at 3:00 P.M. on Sunday and a Games and Music Forum at 10:00 A.M. Monday with a general meeting to be conducted also on Monday, at 1:30 P.M.

Porter stated, "there will be a banquet Sunday and Monday nights and if enough members arrive early, Mr. and Mrs. Johnny Trucano advised me to tell you there will be something doing Saturday night as well."

Highlighting the sports activities for the affair will be plenty of golfing competition, Porter stated, adding, "even if you don't play golf, please attend anyway—it'll be a nice vacation for the family before school starts."

ICMOA Meet

(Continued from page 57)

order requests are being mailed out from MOA headquarters, and urged members to rush their reservations back to the MOA office for processing. Granger further stated that MOA had the John Oberndorf Tabulating Co., Inc. compile a national survey of license fees on phonographs and amusement games (coin-operated) in locations, processed on an IBM punched card system. More than 60% of the returns were utilized in the compilation.

The results of the survey were divided into three distinct categorical reports: (1) Listing of license fees for both amusement devices and phonos by city and state; (2) listing the range of fees—low to high—, for phonographs; and (3) listing the range of fees—low to high—, for amusement devices. This survey report is being prepared for distribution to all members of MOA, according to Fred Granger.

Clint Pierce discussed the heavy cost MOA is faced with to maintain a legislative program in Washington, D. C. He strongly urges all operators to contact their congressmen relative to the pending copyrights legislation. Results, he said, of the June hearing conducted by the sub-division of the House Committee were very optimistic for the nation's operators.

Finally, the Judiciary Committee was agreeable when approached towards holding a hearing with MOA's legal counsel Nicholas Allen, and officers of MOA. Congress, he added, feels that something definite should shortly be done about the copyright legislation.

MOA Board Chairman Lou Casola advised the ICMOA rank and file that "we are all very fortunate that the U.S. Mint agreed to convert to a sandwich coin" in replacing silver, which will incidentally fit the coin chutes on all equipment. Casola commended NAMA under the leadership of Tom Hungerford for its most successful efforts in behalf of this coinage decision, who along with MOA leadership were unrelenting in their struggle.

Casola encouraged a standing ovation for State Representative Oral "Jake" Jacobs (Dem., Moline), who

proposed the bill in the State Legislature to outlaw the \$10 license fee for equipment. Rep. Jacobs was present at the ICMOA meeting.

Before the meeting was adjourned there was a spirited discussion period from the floor, during which many nagging operating problems were bandied about. Dick Gienko, co-owner of Dial Amusements, in Chicago, stated that a cost breakdown and labor costs can satisfactorily be spelled out to location owners. Leonard Miska, of Chicago, advised that the best and simplest way to handle this problem is for each firm to turn this project over to the "always dependable cpa."

Bill Poss announced that the next ICMOA meeting will be held during the MOA Convention. An announcement there will be made in plenty of time at the Pick-Congress Hotel.



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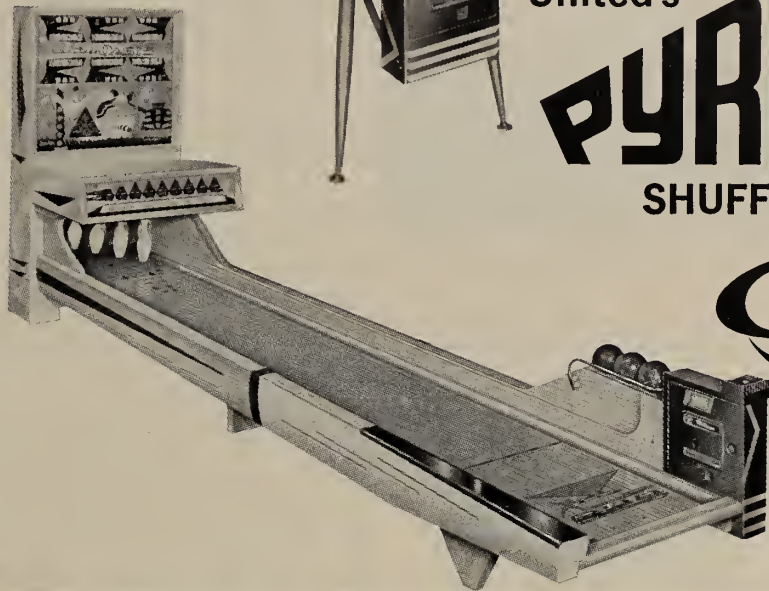
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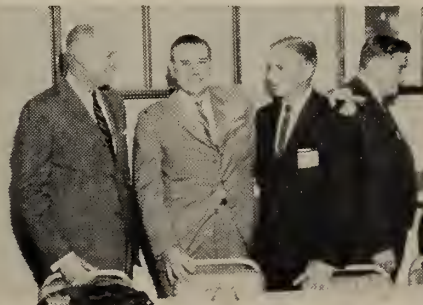
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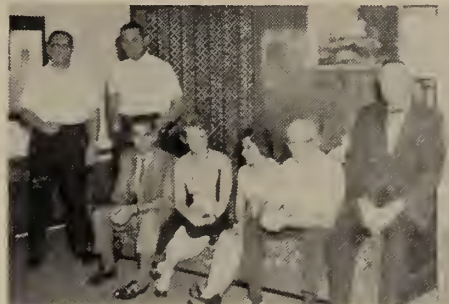
Fred Granger and Lou Casola, of MOA, greet Moline Rep. Oral Jacobs during general meeting.



(From left) (Chicago Group)—M. Proffitt, Leonard Miska, Larry Cooper and his son, Vince Angeleri, Charlie Sacco, and Dick Gienko.



NOMINATING COMMITTEE: (Left) Gus Heimer, Larry Cooper and Les Montooth.



(Left) Vince Angeleri and Dick Gienko (standing). Seated, from left: Mr. & Mrs. Charlie Sacco and Mr. & Mrs. Larry Cooper. Ed Holstein, of Ace Music (extreme right).



Seated at the meeting: (Ext. right) Nate Feinstein, of World Distribs. (Front, left) Don Jacobs, Dennis Jacobs, of H & H Music Moline, and their dad, State Rep. (Jake) Jacobs.



Blaney (left), Sales Manager of Seeburg International, shows Joachim Dieckhaus Seeburg phonographs earmarked for Germany. Dieckhaus is head of the Bayerischer Autokennen-Grosshandel H. Menke a lead-operator of coin-operated equipment in Germany. He visited the Seeburg plant while in the United States with his wife.



LOUIS BOASBERG

NEW ORLEANS—"A New Orleans natural!"—that's the way coinvet Louis Boasberg describes 'Dancing In The Blue Room', an album containing some of this town's favorite numbers performed by piano up-and-coming piano virtuoso Leon Kelner. The album was released by the Seeburg Corp. on little LP form for music operators around the beginning of the year, Lou advises.

Besides being the brains behind the distributor-operator complex known here as the New Orleans Novelty Co., Louis is considered quite the connoisseur of the piano and says "while Leon Kelner is not nearly as well known as Al Hirt and his next door neighbor Pete Fountain, he does have quite a local following at the famous Blue Room of the Roosevelt Hotel where his band has been playing for many years."



Despite temperatures over 100 degrees, Giuseppe Pasquini, General Manager of SeeRome, reported excellent sales activity at the recent International Trade Fair at Trieste, Italy.

Struve Distributing offered free coffee and doughnuts last week along with their Seeburg Service School and included free trouble shooting testers the ops who attended. Struve's slogan "Better Your Business With Better Service" pretty much explains the importance of the schools. . . . Incidentally we got together with Mort Drootin, sales manager for the background music division at Struve, who told us that his department is expanding with Gordon Greene recently joining the sales department. . . . Ken Siler at the Wurlitz factory branch along "phonorow" reports heavy activity on the full Wurlitz line—"booming" is the word from Ken. He also told us that Gary Sinclair regional sales manager, visited recently and that Royce Garris is on a two week business trek thru New Mexico, Colorado and Arizona. Phil Cracra returned from his vacation in Las Vegas—said he had a "marvelous time" but was not very successful with those strange looking coin machines there—put loads of quarters in and still didn't hear any music. . . . Over at Badger Sales Bill Happel spreads the good word that pool tables continue to lead sales with the new U.S. Billiard table gaining in popularity with the ops. Bill also infos that he took on Roy Jones for 18 at the Wilshire County Club recently but Roy walked away with the marbles and Bill bought the drinks. . . . Luenhagen's reports that the new Bob Dylan record "Like A Rolling Stone" should be a national top tenner within the next few weeks—one of the strongest records in months. Also strong are the We Five with "You Were On My Mind" (A and M Records), "Unchained Melody" by The Righteous Bros. on Philles, "It Ain't Me Babe" by The Turtles on White Whale, "I'm A Fool" by Dino, Desi and Billy on Reprise and "California Girls" by The Beach Boys on Capitol. . . . Sonny Lomborg at Advance Automatic Sales tells us that the parts dept. had a successful July special sale and that ops are hoping they'll repeat the specials soon again. Bob Portant busy calling on local customers and Sonny has just returned from his mountain area territory. . . . Jim Wilkins at Paul Layman has been busy too—he's been entertaining friends visiting from the east. And Bill Fritz manager of the parts department, enjoyed a weekend of fishing recently with Way Guill at Lake Isabella. . . . John Ovale, shipping department for Calif. Music is recuperating from a recent operation. . . . Buddy Robinson at Calif. tells us on the new Dean Martin single titled "Houston" and reports strong action too on "Like A Rolling Stone" by Dylan and "California Girls" by The Beach Boys. . . . Marshall Ames at M. J. Stanley infos that Mike Stanley visited recently on his return trip through the north-eastern states and that Bill Huffman has been calling on ops in Fresno and Bakersfield. . . . Frank Mercuri at Simon Dist. told us that the firm is prepping a shipment to the east this week and has been doing well lately with other shipments to Greece and Belgium. . . . Don Edwards at R. F. Jones expecting arrival of new shipments on much of their equipment to replace the depleted stock. We hear that Art Wright, shop foreman, recently conducted a vending service in San Diego with most of the ops in that area attending. Don Gilbertson, shop mechanic is on vacation and holidaying in Alaska. And Bill Gray along with Jerry Murphy have returned from their business trip to the desert areas. . . . There have been a carload of ops in town this past week including Herman Stauffer of San Bernardino, William Vessel of San Marcos, T. H. Loo and S. of El Centro, Ed Young of Fontana, Larry Spraw of Fontana, Perry Irwin of Ventura, Carl Weber of Kernville and Alex Morellon, Adolph Abbeso, and Louis Fernandez—all visiting from Mexico.

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UPPER MID-WEST MUSINGS

Mr. & Mrs. James Stolp, Greenbush, in town over the weekend taking in the Sunday afternoon baseball game and then watching the Twin-Kansas City game Monday evening. . . . Connie Jr. in town over the weekend and taking the hardware convention Monday and Tuesday afternoon. Also buying parts and records. . . . Jack Godfrey, Chaska, in town for the day picking up parts and records. . . . John Trucano, Deadwood, in the cities for a couple of days making the rounds and picking up parts and records. . . . Mike Young, Soldie Grove, was in town for the All Star game as was Fred Norberg, Mankato. Mr. & Mrs. Lawrence Sanford, in town picking up parts and records. . . . A Hagness, Grand Forks, in the cities for the day taking care of business and driving right back. . . . The Herb Petersons of Milbank are expecting. . . . Eggermont in town for the day picking up parts and records. . . . Tony Ratford and Ronnie Manolis of Huron, are getting in a lot of golf. Hot weather doesn't stop them as Tony has an electric cart, which is very nice. . . . M. Earl Porter of Mitchell, just got back home after spending 6 weeks on the West Coast visiting family and relations.

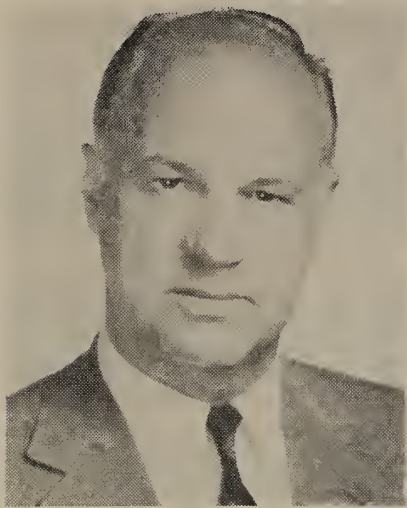


Happy Birthday This Week To:

Geo. A. Miller, Oakland, Calif. . . . Jerry Harris, Omaha, Nebr. . . . Kenne Ferrier, Oxnard, Calif. . . . W. H. Cooper, Augusta, Ga. . . . Mary H. Hughes, Ladoga, Ind. . . . Wm. Betz, St Louis, Mo. . . . Donald W. McFarland, Galeburg, Ill. . . . Mike Imig, Yankton, S.D. . . . Edward H. Newell, Memphis, Tenn. . . . David Berson, Harrisburg, Pa. . . . Robt. Mishelow, Hempstead, N.Y. . . . John McNeil Flowe Sr., Greenwood, S.C. . . . Arthur R. Berg, Fairmount, Minn. . . . Joseph Mangone, Miami, Fla. . . . Leonard J. Goldstein, Cincinnati, Ohio. . . . Wm. J. Barnett, Selma, Ala. . . . Muriel Casola, Chgo, Ill. . . . John Hourihan, Glendale, Ariz. . . . Irvin W. Weiler, Kansas City, Mo. . . . David Stern, Elizabeth, N.J. . . . Harry Stern, Phila., Pa. . . . Lew Wolf, Snyder, N.Y. . . . Alfred J. Judy, Converse, Ind. . . . Sam Mided, Chgo., Ill. . . . Bernard H. Ryan, Nashville, Tenn.

MOA's Pace Quickens As Sept. Show Nears

■ "Best Yet"—Granger



CHICAGO—Fred Granger, the executive vice president and driving force behind the Music Operators of America is devoting practically every waking moment these final weeks before the Sept. 11-13 Convention and Trade Show to be held at Chicago's Pick Congress Hotel, to laying out the exhibit floors (two this year), assisting manufacturers in selecting the space most suitable for the display of their particular products and tying up all loose ends that always plague convention organizers. Most able assistance will be provided Fred by the following committees:

General Co-Chairmen of Convention:
Howard Ellis & William Cannon

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John Wallace
Les Montooth
Wm. Cannon
James Tolisano
Moses Proffitt
John Trucano

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Lindy Nardone
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M. L. Holland
Jerome Jacomet

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H. 'Bert' Betti
Samual Daub
Chas. Marvin
Walter Hemple
Alfred Harper

RECEPTION COMMITTEE

Jack Bess, Chairman
J. Harry Snodgrass
Howard Ellis
Wm. Cannon

CHICAGO — Lee Brooks, of Cash Box, is shown at the Pick-Congress Hotel with MOA Executive Vice President Fred Granger and the Pick Congress Hotel's convention manager, Tom Mackey, looking over the exhibit area for the upcoming MOA Convention, September 11-13. Granger was explaining in detail the floor plan of the area.



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Herman Golder
Wayne Hesch
Ed Gilbert, 1st Alt.

MOA Director Heads County Charity Drive

CHICAGO—J. Brice Quinn, president of the Cherokee County Community Chest, announced that Hal J. Shinn has been chosen as General Chairman of the 1965-66 campaign which will get under way this fall.

Shinn is owner of Star Amusement Co. and is the immediate past president of the Gaffney Chamber of Commerce. He is also a member of the Music Operators of America and is on the Board of Directors of the association, in addition to serving as Vice President of the South Carolina Music Operators Association.

"Hal," as he is known, was born in Concord, N.C. and is married to the former Evelyn McSwain, also of Concord. They have two children, H. J. Jr. and Margaret. The Shinn's have lived in Gaffney for the past 28 years where Hal has been actively engaged in business.

In accepting the General Chairmanship he said, "I consider it an honor to be asked to fill this position this year. I am delighted to serve in this capacity but I also realize that this responsibility will require much cooperation from many workers and contributors."



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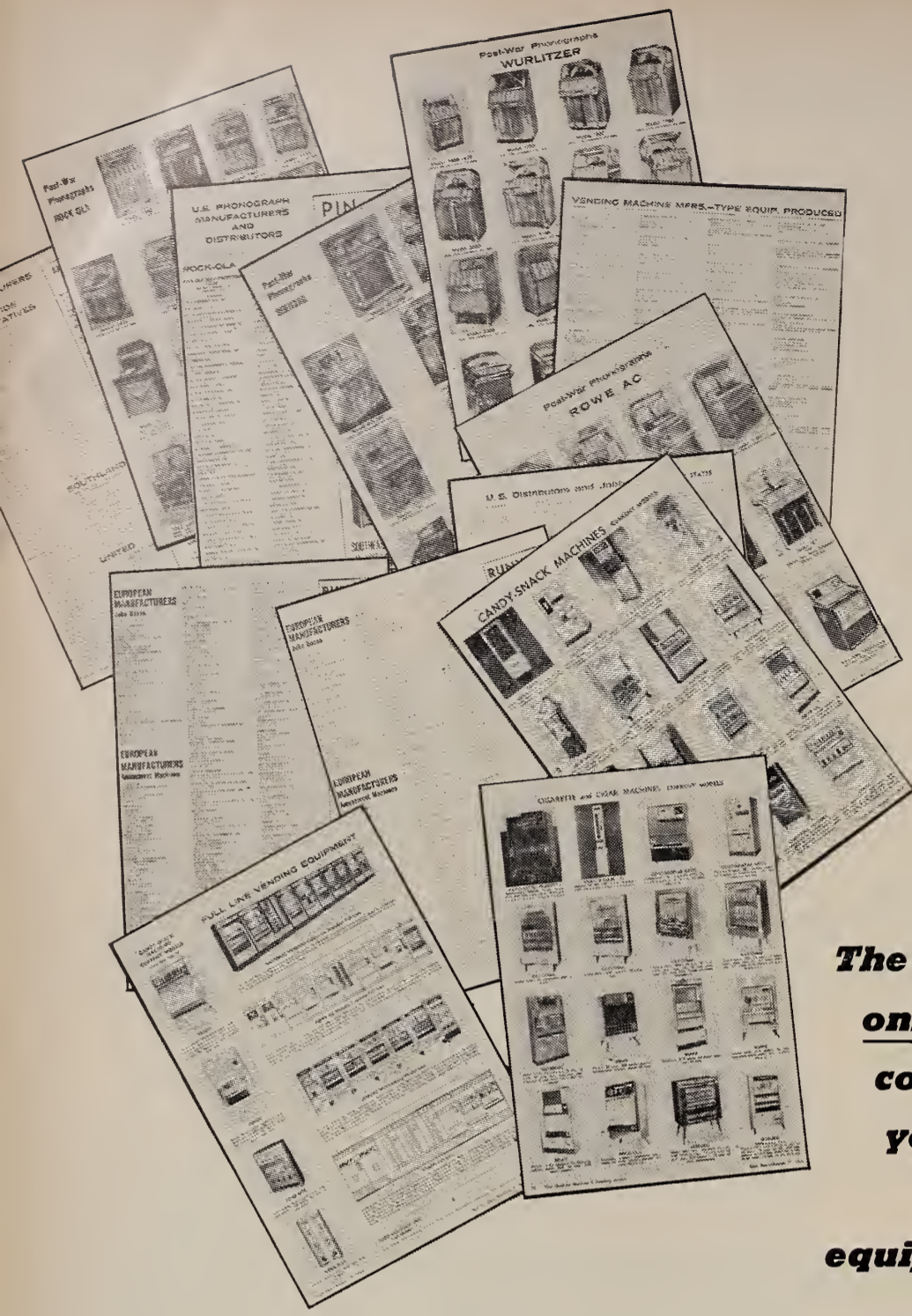


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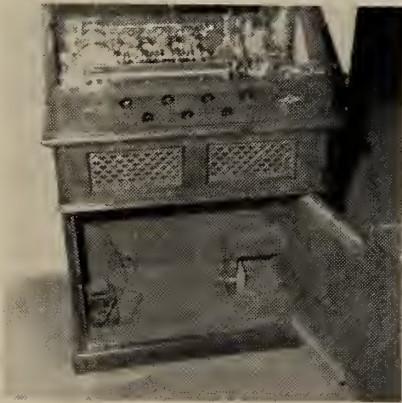
Wurlitzer Distributor Restores Valuable Juke

NORTH TONAWANDA, N. Y.—The dictionary defines "serendipity" as "the gift of finding valuable or agreeable things not sought for" . . . and the word was coined by the author Walpole in his story about the three princes who, during their travels, were always finding things of value, strictly by chance.

Bill Bryant of Valiant Amusement Company in Phoenix, Arizona, Wurlitzer Distributor, recently followed the luck of the three princes. A friend of Bill's had an "old time juke box" in a pile of junk. Bill asked to borrow it . . . clean it up . . . and put it on display in his showroom. Bill's son, Tom, completely overhauled it and put it in running order. It is now on display at 3129 East McDowell Road in Phoenix.



This is a juke box in the truest sense of the word . . . having a steel drum which contains six selections . . . complete with a manually operated dial which allows the patron to select any one of the six numbers. (See photo). And who says that action with music is new? This picture also shows two Dresden China dolls which turn around while the selection is playing. (NOTE! an expert recently appraised these dolls at \$75.00 each.) In addition, this "juke box" boasts three minstrels who are animated, plus drums, bells and percussion blocks.



Machine has wooden coin slot and cashbox in the base of the machine. The other item shown in the photo is a light transformer.

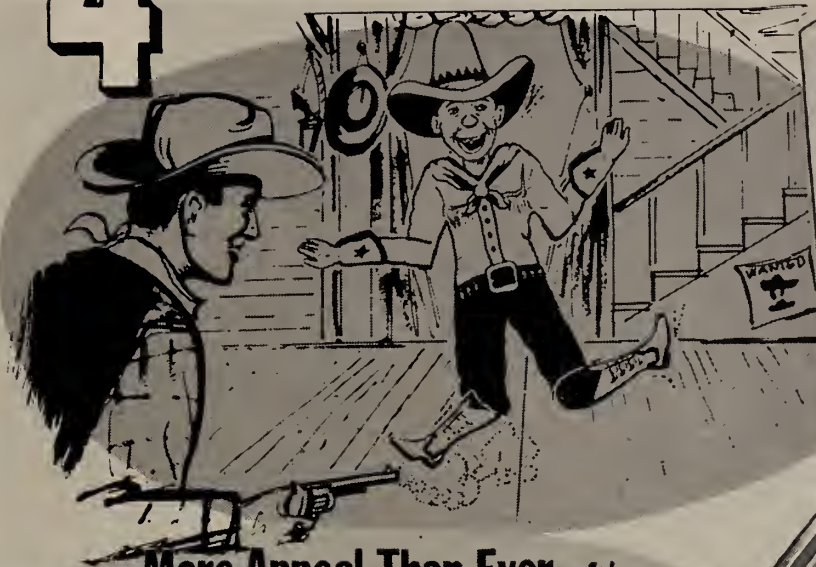


Bill Bryant, right, is discussing his "find" with Gary Sinclair, Wurlitzer District Sales Manager.

The name on this museum piece is

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- Alternating light kick-out holes score 5 to 150 points.
- New! Blinking sign tells when last ball is in play.
- New! "Pop-art" cabinet decoration makes machine stand out as "new" in all locations.
- 3 or 5 ball play ● Match feature



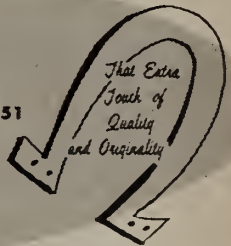
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Jacobs Safety Check, and the identification plate states that it was made in Switzerland September 22, 1886. One more point . . . a dime was necessary to hear and see this full band concert . . . dime-play way back in 1886.

Seeburg Little LP's

CHICAGO—Recent little LP releases by the Seeburg Corporation offer music operators material in both the vocal and instrumental mood. The set is highlighted by the names of several favorite location artists and should prove lucrative on music machines.

The 'Pop Vocal' release, on the Capitol label, offers Peggy Lee's album titled 'Pass Me By' and features such selections as 'You Always Hurt The One You Love,' 'I Wanna Be Around' and 'Dear Heart.'

In the 'Pop Instrumental' category, Capitol scores again with Jackie Gleason's 'The Last Dance . . . For Lovers Only.' This set features the Gleason treatment on such numbers as 'People' and 'I Wish You Love.' Peter Nero's RCA Victor album titled 'Career Girls' rounds out the June 28 releases with such tunes as 'I Could Have Danced All Night' and 'Star Eyes.'

'Doris' Mother-In-Law Dies

CHICAGO—Mrs. Helen Urbanski, mother-in-law of Edward G. Doris, executive vice president of Rock-Ola Manufacturing Corporation, in this city, died suddenly in her home on Sunday, July 25.

Visitation was in the John Klemmund Funeral Home Tuesday evening, July 27. Requiem Mass was held for Mrs. Urbanski in Our Lady of Grace Roman Catholic Church Wednesday morning.

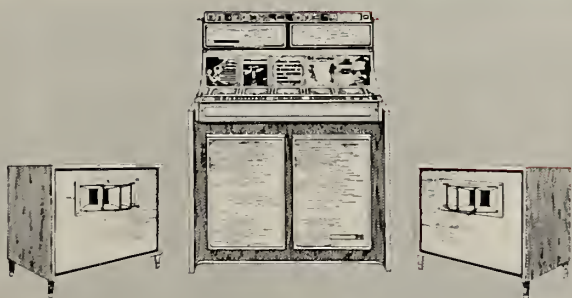
Among the survivors, including Mrs. Edward G. Doris (Lauretta), were a son, August; and two other daughters, Beatrice and Gladiann.

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Spook	225	Jet Gun	125
Bull's Eye	195	KEENEY	
Gun Smoke	195	Sportsman	150
Moon Raider	195	Air Raider	150
Marksman	195	Two Gun Fun	250
C.C.		MIDWAY	
Ray Gun	250	Trophy Gun	450
Long Range		Del.	
Rifle Gallery	395	Shooting Gallery	225
Pony Express	295	Shooting Gallery	195
Playland	350	Rifle Range	395
Wild West	295	Bazooka	195
World's Fair Rifle	375	UNITED	
Riot Gun	375	Sky Raider	175
Pistol Pete	75	Bonus Gun	150
Champion Rifle	375	Carnival	125
DALE		Pirate Gun	150
Desert Hunter	135	Muto Sky Filter	100
Dale Gun	65	SEEBURG	
EXHIBIT		Bear Gun	165
Space Gun	95	Seburg Coon Gun	165
Gun Patrol	110	WILLIAMS	
Pop Gun Circus	225	Crusader	195
Silver Bullet	165	Hercules	195
Six Shooter	110	Polar Hunt	125
510 Shooting Gallery	125	Safari Gun	125
FRANTZ		Space Clider	225
U.S. Marshall	135	Titan Gun	195
GENCO		Vanguard	175
Nite Filter	125	Cross Fire	165
Sky Gunner	125	Shooting Gallery	110
Sky Rocket	195	Star Shooting	
Davy Crockett	195	Gall'y	110
State Fair	150	Sportland Shooting	
Rifle Gallery	135	Gall'y	110
		Scientific Jungle Joe	75
		Mattinas Fast Draw	100

COMPLETELY RECONDITIONED
If it's coin-operated, new or used, we have it.

CLEVELAND COIN
International
2029 PROSPECT AVE. CLEVELAND 15, OHIO
All Phones TOWEL 16715

Since 1953, **Seeburg** has been leading the way to the greatest opportunity ever offered to America's music operators. Now it's here. Grab it!



Seeburg started it all in 1953 by being first to offer high fidelity. Remember how the industry took to hi-fi and made money with it?

Similarly, in 1958 Seeburg pioneered stereo—and the enthusiasm of operators carried over into locations. Stereo made money for everybody.

In 1964, Seeburg launched a tremendous winner—the automated packaged Discothèque. This runaway success was and is the greatest moneymaker for locations since Repeal. Now it has shown the way to an even bigger opportunity for operators!

This is the newly-discovered market for Discothèque listening, which came to

light when people started turning out by thousands to hear the multi-channel stereo Big Sound produced by Seeburg's Big 3—the LPC/480 phonograph, the Rhythm Twins speakers, and Seeburg's leased libraries of exciting stereo records for Discothèque play. As operators discovered, even locations which had no dance floor used this winning combination to build business, because people turned out and paid to hear it.

Big Sound is in demand. Capitalize on it with Seeburg's winning Big 3, and you can offer your locations an attraction they can't get anywhere else!

Better contact your Seeburg Distributor N-O-W!

Number Two of a series

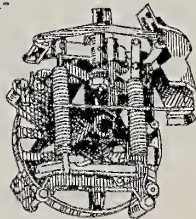


Your fortune for a penny



Never poke fun at the lowly penny . . . it's a pretty serious matter. At least that's the way things added up in the early 1930's. A lot of people took pennies seriously in those days . . . especially David C. Rockola, the president of Rock-Ola Manufacturing Corporation, whose products provided homes for a lot of wayward pennies.

Rock-Ola's line of fine Featuristic and Lo Boy weighing scales were steadily gaining in popularity . . . due primarily to a fantastically simple mechanism with a foolproof, no-tamper coin chute assembly.



If there was one thing David C. Rockola knew about, it was about scales, and the thing he knew most about scales was that they had to be simple, dependable and most of all profitable for the operator. After all, a penny was just a penny even in 1932.

It was a good business. In fact, according to the expert opinions of people who keep track of such things, every person in the country was the proud owner of three tax-free pennies

at any given moment. That's about seven billion of them, or so they said. These were the very pennies that interested Mr. Rockola.

There's a funny thing about pennies, though . . . or rather about the people that have them—nobody wants them, and they get rid of them at the first opportunity.

From his experience as an operator, David knew that no operator could afford a mechanic to keep his scales in service . . . so he designed a scale that needed no repair . . . ever.

When soda straws became a popular way of cheating the scales, he designed a coin chute that curved so the straw wouldn't work, and when sharpies were picking locks he came up with a pick-proof, free revolving collar, cylinder vault lock.

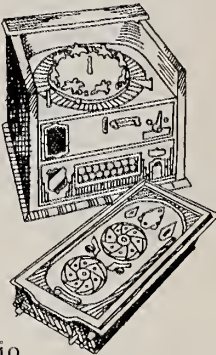
By 1933, scale operators were forced to take the pinball and counter games seriously. Most locations didn't want to deal with more than one operator, and a lot of scale men were losing valuable locations.

By this time, Rock-Ola was busy developing a line of games to make it possible for the operators to gain more locations and increase their profits.

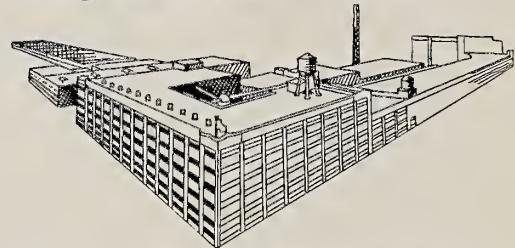
The same simplicity and precision of manufacture that had made his scales so popular were carried over into the games with immediate success. Juggle Ball, Wings, Sweepstakes, Jigsaw,

World Series, Radio

Wizard, Army Navy and Black Magic proved to be some of the most successful and profitable ever produced.



In November, 1934, David C. Rockola staggered this industry with the unprecedented purchase of the vast Gulbransen properties at Chicago Avenue and Kedzie for an estimated \$5,000,000.00. The property covered an area of four and 1/2 city blocks and included 23 buildings with more than 750,000 square feet.



Within a few months, Rock-Ola had 2,500 employees and the capacity to produce 5,000 pin games per day.

Perfection of simplicity in complicated mechanisms caused them to work in flawless and trouble-free fashion. Thus, the switch to the complicated world of coin operated phonographs was a natural move . . . and now, after 30 years experience, has resulted in Grand Prix II, Starlet and Princess Royal . . . the ultimate in phonograph design and performance.

Rock-Ola Manufacturing Corporation
800 N. Kedzie Avenue • Chicago, Illinois 60651



STARLET
Model 429



GRAND PRIX II
Model 426



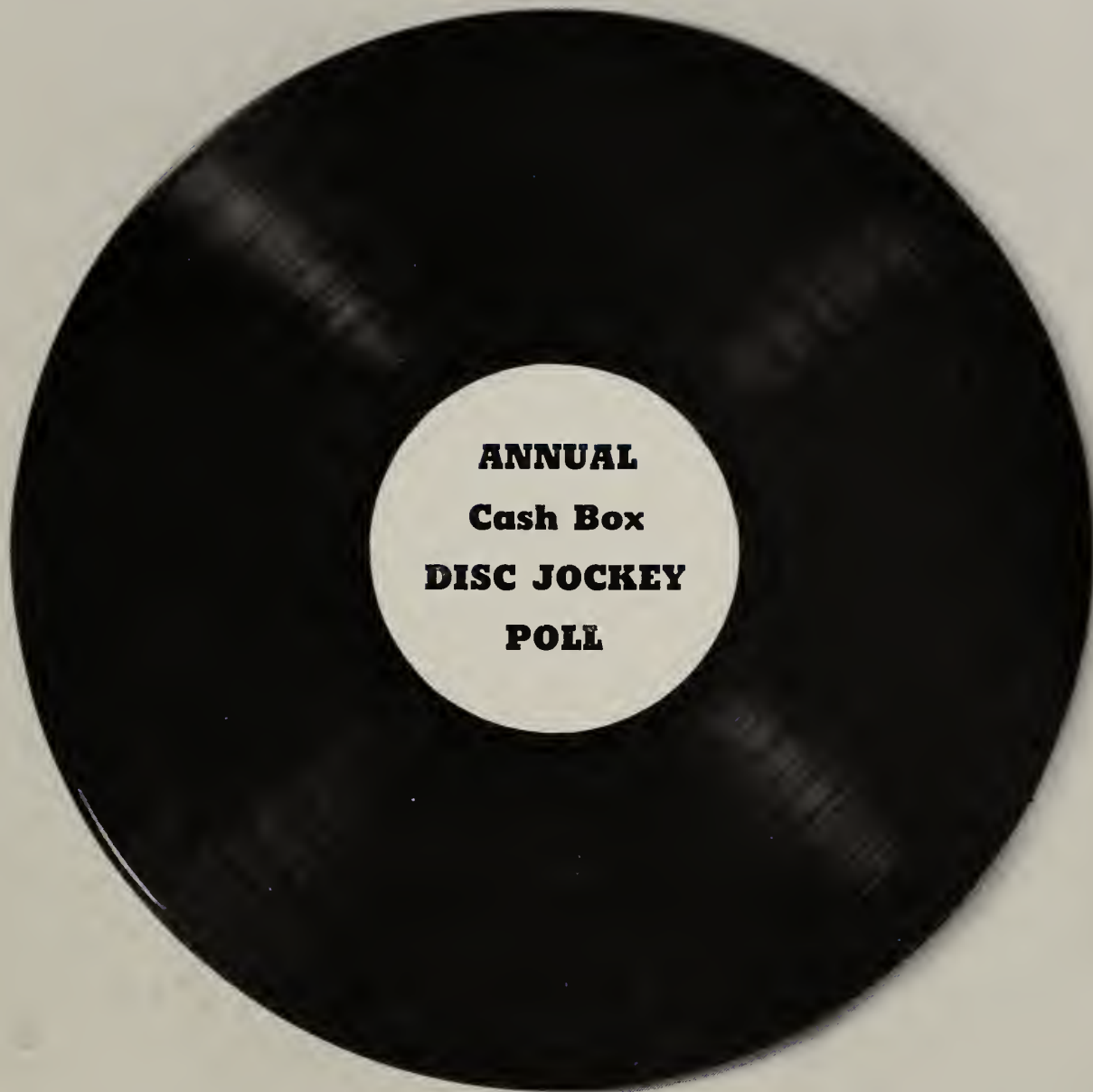
PRINCESS
ROYAL
Model 424

ROCK-OLA



music products for profit for 30 years

THE BIG PLAYS ARE ON RCA VICTOR



POP

MOST PROGRAMMED MALE VOCALIST [Past 12 Months]

1. Elvis Presley

MOST PROMISING MALE VOCALIST

2. Frankie Randall

MOST PROGRAMMED INSTRUMENTALISTS [Past 12 Months]

1. Al Hirt
3. Peter Nero
4. Floyd Cramer
5. Chet Atkins

MOST PROMISING INSTRUMENTALISTS

2. Derek & Ray

MOST PROGRAMMED ORCHESTRA [Past 12 Months]

1. Henry Mancini

COUNTRY

MOST PROGRAMMED COUNTRY SINGLE [Past 12 Months]

3. Once a Day—Connie Smith

MOST PROGRAMMED ALBUM [Past 12 Months]

2. Best of Jim Reeves—Jim Reeves

MOST PROGRAMMED MALE VOCALIST [Past 12 Months]

2. Jim Reeves

MOST PROGRAMMED FEMALE VOCALIST [Past 12 Months]

2. Connie Smith

MOST PROMISING FEMALE VOCALISTS

1. Connie Smith
2. Lorene Mann
3. Dottie West

MOST PROMISING COUNTRY ORCHESTRA

3. Blue Boys

MOST PROGRAMMED INSTRUMENTALISTS [Past 12 Months]

1. Chet Atkins
2. Floyd Cramer

MOST PROGRAMMED VOCAL GROUP [Past 12 Months]

1. The Browns

On the following pages you'll find the first-place winners together with their recent recordings

AL HIRT



MOST DISCOURAGED
 NO PLUMMER JUST
 LAST IN ME-TICK
 My new big sound, big sales appeal! Al Hirt's
 in another triumph with his new single "The
 Silence" (All Silencing) and "Love Theme from 'The
 Sandlot'" (The Shadow of Your Smile) (395)
 Still in great demand, Al Hirt's album "Live
 at Carnegie Hall" (RPM) RCA Victor
 LP 6246, A Winner...



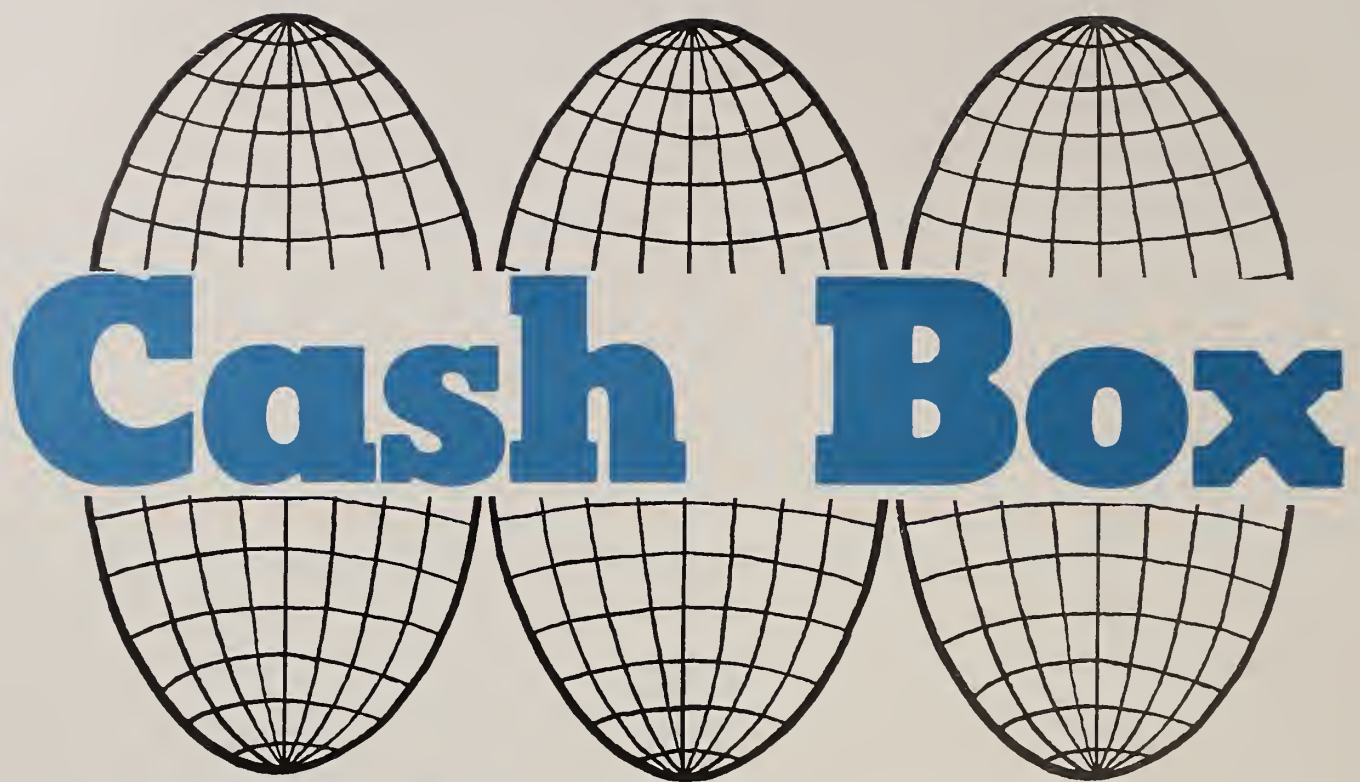
HENRY MANCINI

MOST PROMINENT...
...THE GREAT RACE...
...MUSIC FROM THE FILM SCORE...
...COMPOSED AND CONDUCTED BY...
...HENRY MANCINI...
...RCA VICTOR...
...THE GREAT RACE...
...MUSIC FROM THE FILM SCORE...
...COMPOSED AND CONDUCTED BY...
...HENRY MANCINI...
...RCA VICTOR...
...THE GREAT RACE...
...MUSIC FROM THE FILM SCORE...
...COMPOSED AND CONDUCTED BY...
...HENRY MANCINI...
...RCA VICTOR...

45 RPM
RCA VICTOR
THE SWEETHEART TREE
PIE-IN-THE-FACE POLKA
A WARNER BROTHERS PICTURE
THE GREAT RACE
MUSIC FROM THE FILM SCORE COMPOSED AND CONDUCTED BY
HENRY MANCINI
COMING SOON! THE GREAT RACE LP ALBUM

A WARNER BROTHERS PICTURE
THE GREAT RACE
MUSIC FROM THE FILM SCORE COMPOSED AND CONDUCTED BY
HENRY MANCINI





ANNUAL
World Wide
DIRECTORY

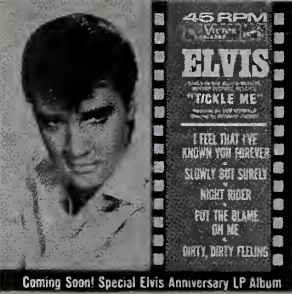
1965-1966

23rd Anniversary Edition

AUGUST 14, 1965

ELVIS

MOST PROGRAMMED
MALE VOCALIST
(PART 12 MONTHS)




45 RPM
Victor
ELVIS
"TICKLE ME"
I FEEL THAT I'VE
KNOWN YOU FOREVER
SLOWLY BUT SURELY
NIGHT RIDER
PUT THE BLAME
ON ME
DIRTY, DIRTY FEELING

Coming Soon! Special Elvis Anniversary LP Album

Year in, year out Elvis tops 'em all! Order big on his new album, "Elvis for Everyone" (LP# 138-4384) which features never before released numbers like "Your Cheatin' Heart" and "Fingers Keepers, Lovers Weepers"—and on his recent EP of music from his current movie, "Tickle Me" **RCA VICTOR**

[# 4383] A Winner—on

 The most... in sound



ELVIS
FOR EVERYONE!

YOUR CHEATIN' HEART
LETTER WEEPERS
LETTER WEEPERS
LET THE BELLBLOW AND THE LAST FIGHT
SHE'S NOT THERE
LET ME BE YOUR
IN MY SILENCE

MEMORIES FROM THE PAST
SAY A LITTLE
LOVE ME
THUNDER BOLTS
THUNDER BOLTS
THUNDER BOLTS
WHEN IT RAINS IT REALLY POURS



The Denims are on the way!

A sensational new singing group with a brand new Columbia single 'Sad Girl' ^{c/w} 'Everybody Let's Dance' 4-43367



...On a Coast-to-Coast tour of 21 cities

DATE	CITY	DATE	CITY
August 2	Miami	August 14	Minneapolis
August 3	Indianapolis	August 17	Cleveland
August 4	Baltimore	August 18	Philadelphia
August 5	Kansas City	August 19	Pittsburgh
August 6	Houston	August 20	Cincinnati
August 7	Washington, D.C.	August 21	Detroit
August 9	Akron	August 23	Columbus
August 10	Los Angeles	August 24	St. Louis
August 11	Los Angeles	August 25	St. Louis
August 12	Dallas	August 26	New Orleans
August 13	Boston	August 27	San Francisco
		August 28	Seattle

Everything's going for COLUMBIA RECORDS 