

October 17, 1964

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# MUSIC BUSINESS

Incorporating |music| reporter

Vol. IX, No. 11

Atlantic Records:  
Home Of The Blues



**Roy Orbison reaches the top**

MB 4-5 E17 Q  
NIGEL A. MAXEY  
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WEST VIRGINIA 24100  
OCT 23 1964





COLUMBIA RECORDS  PROUDLY INTRODUCES

# RANDY SPARKS

**'JULIE KNOWS' 4-43138**







**AWARD WINNERS:** DeeJay William B. Williams (WNEW, New York), presents the High Fidelity Institute's "1964 Performing Arts" awards for their outstanding contributions to the field of recorded music during the year to Boston Pops maestro Arthur Fiedler, Mary (of Peter, Paul), Tony Bennett, and Gerry Mulligan.

**Mary Wells To 20th**

Mary Wells' signing by 20th Fox Records became official last week and her first single for the label was due for immediate release. Miss Wells affiliation with 20th Century Fox Records became official upon agreement between the Scheck office and the singer's former label, Motown Records, of Detroit. The settlement, which was under litigation for a number of weeks, was reached last week. It involves a cash payment to Miss Wells bringing her royalty payments up to date. The deal was also believed to have involved a payment by Scheck to Motown in settlement of the alleged unexpired portion of the contract.

During the period of negotiations, Scheck arranged for Miss Wells to cut three sides, which were a. and r'd by young

producer Bob Bateman. These sides have now been sold to 20th and one of them becomes her first release.

Miss Wells took off for London Wednesday morning (7) to join the Beatles four-week tour of Great Britain.

Accompanying Miss Wells was Dick Kanellis, husband of Connie Francis. Kanellis heads up the newly organized Diversified Artists Corp., a management firm formed by Miss Francis' long-time manager, George Scheck. Miss Wells is the first client for the new company, which also expects to sign Johnny Nash shortly.

**Williams Film Debuts**

The Country Music Association will sponsor three separate premieres early next month of the Hank Williams motion picture, "Your Cheatin' Heart." Guests attending the

annual CMA banquet in Nashville, Friday November 6, will be given a special showing of the film. Other premieres will be in Williams' home town of Montgomery, Alabama, Wednesday (4) and Atlanta, Ga., Friday (6).

The picture stars George Hamilton as Williams and Susan Oliver as Audrey Williams. Mrs. Williams served as technical advisor on the film and personally selected Hamilton for the role during a promotion visit he made to Nashville. The picture, which features 11 of Williams' greatest song hits, was produced by Sam Katzman and directed by Gene Nelson for MGM.

**Decca's Yule Deal**

Decca-Coral-Brunswick announced a special dealer incentive program to run through the month of October, which will encompass the company's entire Christmas catalog, including five newly released LP's.

New product this season are albums by Brenda Lee, Ernest Tubb and his Texas Troubadours, Bing Crosby, Jimmie Davis, plus an album of Puerto Rican yuletide music.

**Alexander Exits Victor**

Bill Alexander, for the past dozen years the director of advertising, public relations and promotion at RCA Victor Records, resigned last week from his post. He is being succeeded in his position by George Parkhill, who was advertising and sales promotion manager. Parkhill has been with Victor since 1949, and has been a field man, merchandise manager, pop product ad manager, and then ad manager for all product.

**ARMADA Calls Meet**

The expected release last week by the Federal Trade Commission of a series of trade practice rules for the record industry, prompted the scheduling of a special all-industry trade practice workshop Friday (23) at Chicago's Edgewater Beach Hotel.

According to ARMADA president, Amos Heilicher, the workshop is designed to provide the trade with definitions and interpretations of the FTC rules. The sessions will be open to members and non-members of ARMADA alike, and present to help as staff experts will be FTC commissioner, John R. Reilly and ARMADA counsel, Earl Kintner, a former FTC commissioner.

Reservations for the meeting, according to ARMADA executive secretary, Edgar Jones, should be made direct with John Jorgenson, of the Edgewater Beach Hotel staff. Fee, which covers registration, luncheon and literature, is \$25 per person.

**Platt to WBLK**

Lew Platt, manager, promoter, and show business veteran, is taking over the management reins at new FM station WBLK in Buffalo, N. Y. Platt is the man who managed Alan Freed when the latter was a disc jockey on the rise in Cleveland, and through a great deal of Freed's meteoric career in New York. Platt also guided the career of one of Freed's successors in the rock and roll field, George "Hound Dog" Lorenz, the syndicated deejay. WBLK-FM will be on the air 24 hours a day after it hits the airwaves sometime in November.

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Land "Mitty" Score

April-Blackwood Music will publish the score for the musical adaptation of "The Secret Life of Walter Mitty," which is slated to open in New York on October 26. The score is being written by Leon Carr and Earl Shuman, and the show is produced by Joe Manchester.



THE WINNER!\* Pretty Sue Roper of Phoenix submitted the winning drawing in Mercury's "Slithery Dee" contest and won a trip to San Francisco to see the Smothers Brothers who started the whole thing. Here she is with Bobby Furry of KOY, Phoenix, Dick and Tom Smothers, and Mrs. Furry.

Hal Shaper Arrives

It's not only British artists who are making the junket across the Atlantic these days. Into New York this week flew songwriters Hal Shaper (he penned "Softly As I Leave You," a current chart smash for Sinatra), and Gary Gordon, together with top TV producer Barry Langford.

All three are here for talks which will result in the extension and exchange of catalogs for Shaper and Gordon who also run their own music publishing business and have access to most of the James Brown material in England.

Langford, a BBC-TV producer who currently has two hit teen shows in "Beat Room" and "Dad You're A Square," is here exploring the possibility of producing an American TV show (something along the lines of Jack Good's "Shindig"), which could be beamed both here and in England.

CHARTS & PICKS

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Letters to the Editor

Quaker City Salute

Dear Mr. Grevatt:  
Thank you so much for your article about us in the August 15th issue of Music Business. Reaction to the article has been very good. We have received many favorable letters and as a result of the article have picked up some new lines.

Business is doing well and it is due in part to the fine response we have had to your interesting article.

Herb Gordon joins me in saying, Thanks.

Very truly yours,  
Harry Finfer,  
Quaker City Record  
Distributing Co.  
Philadelphia, Pa.

*Ed. Note: We are happy that MB helped your organization. We only wish we could have also been of some help to the Philadelphia Phillies.*

A Fan Indeed

Dear Sir:

I suppose you might call me a record fan. I'm not a disc jockey or a record salesman or anything technical. I am 26 years old, and I am interested in show business and the music scene in general. I appreciate all forms of music—from Beethoven to that unique group known as the Beatles.

Your magazine is much more informative than those immature movie-fan mags. I find your "Pop 100" and "Pop LP" charts helpful as a guide. Your single picks and albums picks have alerted me to things that I would have missed. I'd like to see more movie reviews and more artist interviews too. There is one thing about your magazine that I really like. It prints facts, not rumors.

So you can put me down as a record fan and a steady reader of Music Business. Please let me know when my subscription expires so I can renew it

Yours, sincerely,  
Fern Stephanie Miller  
New York, N.Y.

*Ed. Note: Bless your little old heart, Fern. A letter like yours is inspiration enough to make us expand our coverage of the Hollywood musical scene, and artist interviews too.*

The Rolling Stones, etc.

Dear Editors:

My local record store got Music Business in for the first time today and I bought it for the first time. I was surprised to see so many pictures of all the English groups, but especially my favorite, The Rolling Stones.

I was reading "Letters To The Editor" and the first letter was from the president of the Animals' fan club. I am the president of one of the Official Rolling Stones Fan Clubs of America, and I would be honored if you would print my fan club for those fabulously gear Rolling Stones. Please ask all interested fans to write me, and to enclose a stamped envelope for information about joining. Thank you and please keep printing pictures of the Stones.

Sincerely,  
Lorraine Albano  
75-12 95th Avenue,  
Ozone Park 16, N.Y.

Dear Sirs:

I want to write to say how much I love reading Music Business. I would love it very much if you could write an article on the wonderful Rolling Stones. It would be very good since the Stones are so popular now.

I liked your article about the Beatles. You have very good material. Keep the good work up.

Do you know how many readers you have? Does Murray the "K" read Music Business?

What ever happened to the Rivierras and Troy Shondell?

Music Business forever.  
Sincerely,  
Mary Ann Kish  
Manville, N.J.

*Ed. Note: All you Rolling Stones fans will be pleased to learn that Music Business will have an interview with the English group in the Oct. 31 issue. For you information, Mary Ann Kish, the circulation of our last issue was 19,000. Does Murray the "K" read MB? He wouldn't dare miss it. As for the Rivierras and Troy Shandell, as far as we know they have just vanished.*

MR. OP.  
HOW TO  
SUCCEED  
BY  
MERELY  
BUYING:  
GO FOR  
THE  
DOUBLE  
PLAY  
WITH THE



Foremost in Fine Recording

CELEBRITY  
SERIES!



# CELEBRITY SERIES



C-30000 JAN AUGUST MISERLOU MALAGUENA	C-30028 PATTI PAGE THE DOGGIE IN THE WINDOW CROSS OVER THE BRIDGE	C-30056 FRANKIE LAINE GEORGIA ON MY MIND SEPTEMBER IN THE RAIN	C-30085 THE MARK IV I GOT A WIFE AH-OOD-GAH
C-30001 JAN AUGUST JALOUSIE WHERE OR WHEN	C-30029 SOPHIE TUCKER MISTER SIEGEL HORSE PLAYING POPPA	C-30057 LAWRENCE WELK DAKOTA POLKA KIT KAT POLKA	C-30086 JUNE VALLI THE WEDDING MY DARLING MY DARLING
C-30002 JAN AUGUST CLAIR DE LUNE SCHEHEREZADE	C-30030 SARAH VAUGHAN MAKE YOURSELF COMFORTABLE WHATEVER LOLA WANTS	C-30058 EDDY HOWARD CARELESS RAGTIME COWBOY JOE	C-30097 REX ALLEN CLARINET POLKA HELENA POLKA
C-30003 JAN AUGUST INTERMEZZO OYE NEGRA	C-30031 SARAH VAUGHAN POOR BUTTERFLY LULLABY OF BIRDLAND	C-30059 GEORGIA GIBBS SEVEN LONELY DAYS I LOVE PARIS	C-30088 BROOK BENTON SO MANY WAYS ENDLESSLY
C-30004 DAVID CARROLL MELODY OF LOVE LA GOLONDRINA	C-30032 DINAH WASHINGTON COLD COLD HEART HARBOR LIGHTS	C-30060 DICK CONTINO POINCIANA TWILIGHT TIME	C-30089 JOHNNY PRESTON RUNNING BEAR CRADLE OF LOVE
C-30005 DAVID CARROLL BUCK DANCE GADABOUT	C-30033 DINAH WASHINGTON SALTY PAPA BLUES LONG JOHN BLUES	C-30061 THE CREW CUTS ANGELS IN THE SKY MOSTLY MARTHA	C-30090 BROOK BENTON & DINAH WASHINGTON BABY ROCKIN' GOOD WAY
C-30006 DAVID CARROLL FANCY PANTS IN A LITTLE SPANISH TOWN	C-30034 JERRY MURAD'S HARMONICATS PEG O' MY HEART CHARMAINE	C-30062 FRANKIE LAINE ALL OF ME WHEN YOU'RE SMILING	C-30091 DINAH WASHINGTON UNFORGETTABLE LOVE WALKED IN
C-30007 BILLY DANIELS THAT OLD FEELING THAT OL' BLACK MAGIC	C-30035 LAWRENCE WELK EMILIA POLKA TINKER POLKA	C-30063 LAWRENCE WELK HOOP DEE DOO BARROOM POLKA	C-30092 SARAH VAUGHAN BROKEN HEARTED MELODY MISTY
C-30008 RUSTY DRAPER THE SHIFTING WHISPERS SANDS NO HELP WANTED	C-30036 LAWRENCE WELK JULIDA POLKA LAUGHING POLKA	C-30064 VIC DAMONE APRIL IN PORTUGAL THE BREEZE AND I	C-30093 THE PLATTERS SUMO GETS IN YOUR EYES HARBOR LIGHTS
C-30009 RUSTY DRAPER ANGRY GAMBLER'S GUITAR	C-30037 ERROLL GARNER MISTY EXACTLY LIKE YOU	C-30065 THE PLATTERS ONLY YOU THE GREAT PRETENDER	C-30094 TINY HILL ANGRY I GET THE BLUES WHEN IT RAINS
C-30010 JACK FINA BUMBLE BOOGIE INTERMEZZO	C-30038 EDDIE HEYWOOD SOFT SUMMER BREEZE TENDERLY	C-30066 THE PLATTERS MY PRAYER THE MAGIC TOUCH	C-30095 PATTI PAGE OLD CAPE COD MISTER AND MISSISSIPPI
C-30011 GEORGIA GIBBS KISS OF FIRE BALLIN' THE JACK	C-30039 XAVIER CUGAT GREEN EYES WALTER WINCHELL RHUMBA	C-30067 JERRY MURAD'S HAR- MONICATS THE STORY OF THREE LOVES THE GALLOP OF THE COMEDIANS	C-30097 THE CARLISLES TOO OLD TO CUT THE MUSTARD NO HELP WANTED
C-30012 GEORGIA GIBBS TWEEDLE DEE DANCE WITH ME HENRY	C-30040 XAVIER CUGAT BLUE TANGO SIBONEY	C-30068 THE GAYLORDS TELL ME YOU'RE MINE AYE, AYE, AYE	C-30098 JERRY MURAD'S HAR- MONICATS NIGHT TRAIN TWELFTH STREET RAG
C-30013 RICHARD HAYMAN ANNA APRIL IN PORTUGAL	C-30041 XAVIER CUGAT MIAMI BEACH RHUMBA LINDA MUJER	C-30069 RALPH MARGERIE SHISH-KEBAB IN A PERSIAN MARKET	C-30099 TINY HILL SKIRTS FIVE FOOT TWO, EYES OF BLUE
C-30014 RICHARD HAYMAN RUBY DANSERO	C-30042 BUDDY MORROW NIGHT TRAIN ONE MINT JULEP	C-30070 GWEN DAVIES PETER PONSIL AND HIS TONSIL, I PETER PONSIL AND HIS TONSIL, II	C-30100 EDDY HOWARD I WONDER, I WONDER, I WONDER ON A SLOW BOAT TO CHINA
C-30015 EDDY HOWARD TO EACH HIS OWN IT'S NO SIN	C-30043 JERRY BYRD HARBOR LIGHTS HAWAIIAN SUNSET	C-30071 EDDY HOWARD DADDY'S LITTLE GIRL DADDY'S LITTLE BOY	C-30101 BROOK BENTON THAT TIME OF THE YEAR/MERRY CHRISTMAS, HAPPY NEW YEAR
C-30016 EDDY HOWARD HAPPY BIRTHDAY ANNIVERSARY WALTZ	C-30044 DICK CONTINO YOUR'S ADIOS	C-30072 BIG BOPPER CHANTILLY LACE BIG BOPPER'S WEDDING	C-30102 GEORGE JONES THE WINDOW UP ABOVE TENDER YEARS
C-30017 FRANKIE LAINE THAT LUCK OLD SUN SHINE	C-30045 DICK CONTINO LADY OF SPAIN MIDNIGHT IN PARIS	C-30073 DAVID CARROLL FASCINATION IT'S ALMOST TOMORROW	C-30104 GWEN DAVIS FIRST TRIP TO THE DENTIST PART I, PART 2
C-30018 FRANKIE LAINE MULE TRAIN THE CRY OF THE WILD GOOSE	C-30046 VIC DAMONE YOU'RE BREAKING MY HEART I HAVE BUT ONE HEART	C-30074 THE DIAMONDS THE STROLL HIGH SIGN	C-30105 LEROY VAN DYKE WALK ON BY THE AUCTIONEER
C-30019 FRANKIE LAINE THAT'S MY DESIRE BY THE RIVER SAINT MARIE	C-30047 THE GAYLORDS THE LITTLE SHOEMAKER FROM THE VINE CANE THE GRAPE	C-30075 THE PLATTERS TWILIGHT TIME FOR THE FIRST TIME	C-30106 BILL KENNY OF THE INK SPOTS IF I DON'T CARE DO I WORRY
C-30020 RALPH MARGERIE CARAVAN PRETEND	C-30048 THE CREW CUTS SH-BOOM EARTH ANGEL	C-30076 PATTI PAGE FATHER, FATHER THE LORD'S PRAYER	C-30107 TED WEEMS HEARTACHES OUT OF THE NIGHT
C-30021 RALPH MARGERIE SKOKIAAN DRY MARGERIE	C-30049 PATTI PAGE ALL MY LOVE DETOUR AHEAD	C-30077 CHUCK MILLER THE HOUSE OF BLUE LIGHTS AUCTIONEER	C-30108 DAVID CARROLL WITH FRANKLYN MAC CORMACK LONESOME THAT'S ALL A PERFECT DAY
C-30022 TONY MARTIN TO EACH HIS OWN I'LL SEE YOU IN MY DREAMS	C-30050 THE DIAMONDS LITTLE DARLIN' CHURCH BELLS MAY RING	C-30078 DINAH WASHINGTON WHAT A DIFFERENCE A DAY MAKES COME ON HOME	C-30109 THE PLATTERS THANKS FOR THE MEMORY I'LL NEVER SMILE AGAIN
C-30023 CLYDE MCCOY SUGAR BLUES ST. LOUIS BLUES	C-30051 BUDDY MORROW HEY MRS. JONES THE MAN WITH THE GOLDEN ARM	C-30079 BROOK BENTON IT'S JUST A MATTER OF TIME HURTIN' INSIDE	C-30110 DICK CONTINO BATTLE HYMN OF THE REPUBLIC & DIXIE, PART 1, PART 2
C-30024 JOSE MELIS STARDUST CUMANA	C-30052 VIC DAMONE AGAIN COME BACK TO SORRENTO	C-30080 SIL AUSTIN DANNY BOY THE HUNGRY EYE	C-30111 THE CARDIGANS YOUR GRADUATION MEANS GOODBYE BO-WEVIL ON THE MOUNTAIN TOP
C-30025 PATTI PAGE THE TENNESSEE WALTZ/ WITH MY EYES WIDE OPEN I'M DREAMING	C-30053 EDDY HOWARD MY LATEST GOODBYE MY BEST TO YOU	C-30081 EDDIE HEYWOOD BEGIN THE BEGUINE THE BREEZE AND I	C-30112 THE DEL VIKINGS A SUNDAY KIND OF LOVE COME ALONG WITH ME
C-30026 PATTI PAGE I WENT TO YOUR WEDDING MOCKIN' BIRD HILL	C-30054 RICHARD HAYES THE OLD MASTER PAINTER OUR LADY OF FATIMA	C-30082 SKINNAY ENNIS GOT A DATE WITH AN ANGEL SCATTER-BRAIN	C-30113 RUSTY DRAPER PLEASE HELP ME, I'M FALLING MULE SKINNER BLUES
C-30027 PATTI PAGE ONCE IN A WHILE ALLEGHENY MOON	C-30055 ROBERT MAXWELL CHINATOWN MY CHINATOWN EBB TIDE	C-30083 THE PLATTERS REMEMBER WHEN LOVE OF A LIFETIME	C-30114 DINAH WASHINGTON LOVE FOR SALE A COTTAGE FOR SALE
C-30119 BROOK BENTON KIDDIO THINK TWICE	C-30117 RED PRY SOCK JUMBO HAND CLAPPIN'	C-30084 GEORGE JONES WHITE LIGHTNING WHO SHOT SAM	C-30115 THE DANLEERS ONE SUMMER NIGHT WHEELIN' AND A-DEALIN'
C-30120 GEORGE JONES CANDY HEARTS FAMILY BIBLE	C-30118 JIVIN' GENE AND THE JOKERS BREAKING UP IS HARD TO DO MY NEED FOR LOVE	C-30116 PHIL PHILLIPS SEA OF LOVE JUELLA	



# Atlantic Records: home of the blues

**With its success in the pop and jazz areas,  
Atlantic-Atco has continued to concentrate on blues,  
and is now riding the crest of the r. & b. revival**

**Deep in r. & b.** Over the past few years, as rhythm and blues records have had a startling resurgence, many companies have leaped into the r. & b. field.



**AHMET ERTEGUN**

*"What other firm can have 26 singles*

One company that did not find it necessary to do so was Atlantic Records, which, over the years, has always been deep in the rhythm and blues field—so deep in fact it is known as the home of the blues.

Atlantic started as an r. & b. and jazz label—(it's first hit way back in 1948 was "Drinkin' Wine Spo-dee-o-dee-o"), and although it has had all types of hits since then, it has always had its heart in the r. & b. area of the market. And it has been the r. & b. end of the market that has meant a great deal to the overall gross sales at Atlantic Records, which are now estimated to be pushing the \$7 million mark.

**Great blues names.** Atlantic Records has been instrumental in bringing to public attention more r. & b. artists than any

other label in the disc business since the end of World War II. Just a compilation of a few of the great blues names who recorded or are recording for Atlantic or, its subsidiary Atco label, proves this. They include Ruth Brown, Big Joe Turner, Lavern Baker, Ray Charles, The Drifters, The Coasters, Ben. E. King, Clyde McPhatter, Ivory Joe Hunter, Chuck Willis and many more.

When r. & b. record sales slacked off when rock and roll became important in the mid-50's, Atlantic kept its hand in the r. & b. scene. This has continued to pay off for the firm.

**Other directions.** The r. & b. scene is not the only direction in which Atlantic-Atco has gone over the past decade. For Atlantic, under the firm hands of its three working executives, Ahmet Ertegun (president), Jerry Wexler (executive v.p. and general manager) and Nesuhi Ertegun (vice president and album chief), has loomed large in the rock field, the pop field and the album field. In addition the company has pioneered many recording and marketing programs, so much so that a number of major firms have appropriated ideas for both fields from Atlantic.

In the pop area, one of the biggest names in today's record and music fields is Bobby Darin. He started on the Atco label, grew, worked his way from rock to pop, and became one of the most accomplished performers on a night club floor, all while he was on Atco. It was at Atco that he had his biggest hits such as the well remembered "Mack The Knife," "Splish Splash," "Dream Lover," and "Things."

**The Ray Charles story.** If ever there was an artist who rose to world wide fame on Atlantic the artist was Ray Charles. This great artist started on Atlantic and became a top-selling act in the r. & b., pop and jazz fields. His records for the label, almost all of which were hits, are still selling, almost a decade after he recorded them. The songs that he wrote and sang on these records have since become standards, and are constantly revived by other artists. It is doubtful if the job that was done by Atlantic in promoting, exploiting, and selling Charles' discs during the 1950's could have been improved upon by any other label, large or small. The "Genius" tag was first applied to Charles at Atlantic.

**Exploiting the catalog.** When Charles left Atlantic in the late 1950's to go with ABC Paramount, most of the trade expected Charles' records on his old label to taper off. Instead, through astute packaging and even more astute album titles, Charles albums kept on selling and selling, in some cases even better than they had done when Charles was with Atlantic. When Darin left the label, the same thing happened. Atlantic's clever packaging made Bobby's records come alive all over again.

The proper and extensive use of catalog by Atlantic over the years has been a very important aspect of its growth pattern. The label has managed to grab a piece of the action when a big event occurred, even when it was not in on the original action. A case in point is the dance explosion known as the twist. Although neither Atlantic or Atco had any twist albums as such, the brass was hip enough to package sides by Darin and Charles and other artists that had the twist beat, release them under twist titles and sell a load of them.

**On the pop front.** Atlantic has had success in moving its rhythm and blues artists and its rock artists into the pop area. It also has had success with pop artists from both the U.S. and abroad. Darin, of course, is one of its great pop names. So are Nino Tempo and April Stevens, who had two smash pop hits within the last year including the NARAS



**JERRY WEXLER**

*out on the market at one time,*

award disc "Deep Purple." From Scandanavia comes Bent Fabric, whose recording of "Alley Cat" was a super-hit and a NARAS award winner last year.

Atlantic Records has been one of the pioneers in the English record scene. Almost five years ago the company had hits with Mr. Acker Bilk and his combo. The label has had the U.S. release rights to the Shadows, one of the current English



hit groups, for over two years. Just recently the label issued The Beatles recording of "Ain't She Sweet." Other English acts on Atlantic include The Fourmost, The Joy Strings, and newcomer John Leyton.

**On the album front.** Atlantic Records is much more than a singles record company. It also has a large and varied album line. Albums now account for almost 50 per cent of Atlantic's gross sales in dollars. Two thirds of the album line is pop and r. & b., the other third is jazz. All of the top names in the singles field on Atlantic and Atco are represented in the LP line, although some of the artists, like Acker Bilk, for instance, have turned into much stronger album than single sellers.

The jazz part of the line is the apple of Nesuhi Ertegun's eye. It consists of many of the top names of the jazz world, and one of them, Herbie Mann, is a top-seller in the jazz field and the pop field. The Modern Jazz Quartet has been another powerful seller for Atlantic both among jazz and pop fans, along with LP's by Hank Crawford, Charlie Mingus, Milt Jackson and Atlantic's jazz albums have the remarkable merit of continuing to sell long after they are recorded, and Atlantic claims that none of its jazz LP's have ever been cut out of the catalog.

**Distributing other labels.** Atlantic was one of the early labels to distribute other manufacturers' and other producers' product. They currently distribute Stax Volt, Vault, Lupine, Dade, T-Neck, Keetch, Moonglow, and Focus. The firm has just taken on two new labels, Heidi and Rosemart. Atlantic execs feel that handling other labels gives them an even better than average chance to keep coming up with hit product, for behind every one of the labels they distribute is a producer with some sort of reputation for making hits.

Bert Berns, for example, an independent producer, and composer, is a co-producer with Jerry Wexler for many Atlantic and Atco artists. Among them are: The Drifters, Ben. E. King, Solomon Burke, LaVern Baker and a new group: Hans, Chris and Anderson. On the latter, a folk group, Nesuhi Ertegun worked with him. The Keetch label, which is distributed through Atlantic, belongs to Berns.

Jim Stewart, who does all of the producing for Stax and Volt, has come up with a score of hits for the label. Wexler considers him one of the top record producers in the business today. Stewart, who lives and records in Memphis, supervises all sides by Rufus Thomas, Otis Redding, Booker T. and the MG's, Wendy Rene, Carla Thomas and the Mar-Keys.

**And their own product too.** Since Atlantic execs still produce a great deal of their own singles and album product (Ahmet Ertegun and Wexler on singles, and Nesuhi Ertegun on albums) this means that Atlantic has a real scheduling problem between Atlantic-Atco and the dozen other labels they distribute. They solve it by releasing an average of 15 singles every month and working like all get out on everything they release.

It is not at all unusual for Atlantic to have 10 to 20 records out on the market

at any one time with all of them getting sales. These sales range from 40,000 on a fair r. & b. record, to sales of 200,000 on a good r. & b. record that hasn't gone pop. To Atlantic, sales of an r. & b. record have to pass 250,000 before they feel it has really moved into the pop market. When they get a good one like that, like "Under The Boardwalk" by the Drifters, they do much better. "Boardwalk" sold about 900,000.

The reason Atlantic can have so many records moving at one time has to do with both their number of promotion men, and the reputation as a firm that always has some hits going. In addition to sales chief Bob Kornheiser, and album chief Len Sachs, the firm has six promotion men working for it. National promotion head is Joe Medlin, and the others are: Joe Smith in Miami, Joe Galkin in Atlanta, Henry Allen in New York, and Red Baldwin in Los Angeles. These men all have instructions never to lose a record, or as Wexler puts it "We keep working on a record as long as an echo of a sale comes back."

**Building new names.** Another reason Atlantic has hits going for it is because the firm keeps on building new names no matter how many artists are happening for it on its own or associated labels. Over the past few years the firm has done a real job with Nino & April, The Drifters, Solomon Burke, Barbara Lewis (Ollie McLaughlin produces her records), Doris Troy, and Wilson Pickett

Atlantic also does something else that is



NESUHI ERTEGUN  
*with all getting sales action?"*

important to distributors and dealers, and gives them both an extra incentive to work on Atlantic-Atco product. The firm keeps its inventory out in the field to a minimum. It rarely allocates product. When an Atlantic single starts to turn downward, the firm is very careful when it fills orders, and it is even more careful about placing new orders with its pressers. Atlantic would rather lose some sales and let the record taper off at the end of its run, than have to take back a pot full of records that were shipped out when the record was dying.

**It's own studio.** Unlike many labels that started back in the late 1940's, Atlantic has always had its own studio. Thus it has been able to record its sessions the way it wanted to, without worrying about engineering standards that are hangovers of a different recording era.

Under its engineering head, Tommy Dowd, it has come up with new recording ideas and techniques that have often been the envy of competing firms. Right now Atlantic has complete studio facilities up to the mastering of its own records. Under the supervision of engineer Phil Iehle a completely equipped 8-track studio (the only commercial studio of its kind) was conceived and constructed on the Atlantic premises. Ari Mardin is administrative head of the studio and Joe Atkinson is on the studio engineering staff.

Atlantic is also fortunate in that Ahmet Ertegun, who does most of the internal Atlantic recording, is one of the most proficient r. & b. composers in the business. He writes under the name of Nugetre (Ertegun spelled backwards) and has penned many r & b. hits including "Chains Of Love," and "Don't Play That Song."

**Future plans.** In the future Atlantic Records will move out more into the pop-rock field, to get an even larger segment of the teen market than it has right now. Just recently Atlantic bought a master from Kenny Young and Artie Resnick, the young men who wrote the hit "Under The Boardwalk" and the current Drifters' seller "Sand In My Shoes." It has the kind of sound that has been making it with the kids on a big scale and Atlantic hopes it will make it for them too. It is called "Skaga-Zooma."

Whether this master makes it or not, Atlantic will continue to record and to distribute r. & b. product, not only because everyone in the firm, brass, sales execs, promotion men and publicity chief Bob Altshuler dig it, but also because it's good business. Not only for the U.S., but in many other countries throughout the world where Atlantic Records are available

BOB ROLONTZ



# Roy Orbison reaches the top

**The Nashville singer has become one of the hottest names in the entertainment world both in the U.S. and Britain, as a performer, composer and record act**

**A home for the future.** A couple of years ago, Roy Orbison and his wife, Claudette, decided to build their own personal monument to the good life, in the form of a magnificent lakeside home in Saundersville, Tennessee. "It's a sort of chalet affair, with a great many things we planned ourselves including a swimming pool in the middle of the living room," Roy said the other day, "But now we can't even live in the place. It's rented to some other folks and we have an apartment in Nashville.

"I was content to be just a good record seller, if you understand what I mean. Then I'd have been able to build the house and enjoy living in it with Claudette and our two little fellows, Roy and Anthony. In other words I didn't ever want to be a big personality. But now I am and I'm away so much of the time it just doesn't even pay to try to live in our house.

**Suddenly—it happened.** "Things have happened so fast for me, really, after making records for eight years. It seems as though all of a sudden I'm a big somebody. They want me, and I'm grateful. I know what it's like to knock around for months and even years between hits. That teaches you to be grateful when they come along. It also teaches you to keep working all the time to build yourself while you do have the hits. Now it seems to be all happening at once for me.

"All of a sudden they want me on the Ed Sullivan show. A few days later, I do the "shindig" show on television, and then I fly to London to do a show for Sunday night at the London Palladium. But that's not the end. I stay on there for a few more days and do my own special show on the BBC television. Then I come back to America and hit the road again for another three weeks."

**Home on the road.** Hitting the road for the 28-year-old, bespectacled, black-suited singer, involves the use of a sort of mobile version of the Lakeside A-frame home in Saundersville.

"It's about 30 feet long, I'd say, and it's about as close as we can come to the comforts of home on the road," Roy said. "Believe it or not, the thing sleeps eight people, has a shower, TV, parlor, complete kitchen and a mobile radio phone. We shun the motels and stay in this. I wish we could take it to Europe."



Roy Orbison

**Started on Sun.** Roy Orbison, from the Red River area of Texas, has been making records since he was barely 20, when he made the acquaintance of Sam Phillips in Memphis in 1956. Phillips had already found, and developed Elvis Presley and sold him to RCA Victor, and was then concentrating on Carl Perkins, Jerry Lee Lewis and others of that style. Orbison made a number of singles with Phillips and one, "Oobie Doobie," on Sun, had a respectable sale of close to 250,000, around the time that the original "Be Bop a Lula" was a hit.

"Some of them were fairly good I guess," Roy recalled, "But I don't like the way they sound now. I'd prefer they weren't put out really. I like my Monument records much better."

**Hot as a writer.** Orbison is not only a very big name in the singing ranks today, he's also a writer of substance, a fact not unnoticed by other artists. "I'd like to write more and more, although as I say, at first I just wanted to be a good record artist. If I had time today, I'd like to write a movie score and do songs for other people. In England, both Cliff Richard and Frank Ifield said they wanted me to do songs for them. Someday I will.

"As it is now, there's barely time to write my own songs. What happens is that I carry a lot of thoughts around in my head all the time. When we're travelling between the cities, I'm thinking a lot of the time about the next recording date. When the chance to record does come, things happen very fast. We go into the studio with a couple of songs just about barely written, finish them off right on the spot and record the two sides and out again. That fast and that simple. It was done just like that with 'It's Over' and 'Pretty Woman'."

**Enjoys British acts.** Orbison is one of the few American artists who have a true rapport, acquaintance with, and understanding of the British phenomenon, notably the Beatles. "First of all, I admire them as writers. The things they do are so fresh. But as singers they have something all their own, a pop-folk sound. Call it whatever you like, it's their own, no matter what you say about the influences. It's a late-coming success and I'm proud for them. They're a very determined lot, you know. When the English mind hones in on something, it's very competent and competitive no matter what they're specializing in.

**Saw it begin.** "As far as the Beatles are concerned, I was in England at the birth of it, really. In fact, in a way, things really started happening for both of us about the same time when we were on tour there together, early last year. I came back later and went out with the Searchers and Brian Poole and the Tremelos and by that time the tide was beginning to flood in.

"When I was in England last may, I had my 28th birthday. They came along and helped me celebrate. What a surprise for me. And they were kind enough to say that I had helped them. That was something for them to say, but I think we helped each other.

"As I say, I used to be afraid of being really big. Now I'm not. I like it. I want to see more of my wife and boys than I do now, but that will come too. Someday maybe we'll live in Hollywood and I can produce a picture. That thought would have scared me once but now I think I can do it."

REN GREVATT





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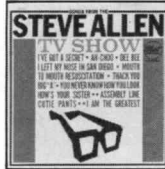
## PROUDLY PRESENTS

### BEST-SELLING ALBUMS

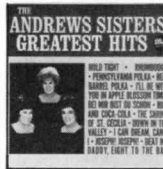
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**ALADDIN**  
DLP 3570 Words Of  
Inspiration by Aladdin



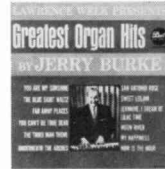
**STEVE ALLEN**  
DLP 3587 Songs From  
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ALSO DLP 3515 Gravy  
Waltz and 11 Current Hits



**THE ANDREWS SISTERS**  
DLP 3406 The Andrews  
Sisters' Greatest Hits



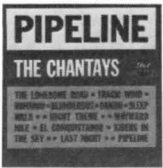
**PAT BOONE**  
DLP 3594 Boss Beat!  
ALSO DLP 3071 Pat's  
Great Hits  
DLP 3504 Pat Boone Sings  
Days Of Wine And Roses



**JERRY BURKE**  
DLP 3450 Greatest Organ  
Hits  
ALSO DLP 3541  
Golden Organ Hits



**JO ANN CASTLE**  
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Gal  
ALSO DLP 3433 12 Great  
Hits In Ragtime



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DLP 3516 Pipeline



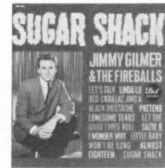
**DICK CONTINO**  
DLP 3602 On Stage



**SIX FAT DUTCHMEN**  
DLP 3554 More Great  
Polkas ALSO DLP 3358  
Polkas: Greatest Hits!



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Great Accordion Hits!  
ALSO DLP 3302 Polkas



**JIMMY GILMER**  
DLP 3545 Sugar Shack



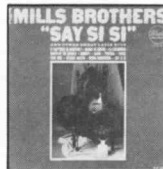
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Mr. Showmanship!  
ALSO DLP 3563 My Most  
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The Lennon Sisters Sing  
12 Great Hits



**JOHNNY MADDOX**  
DLP 3131 Dixieland Blues



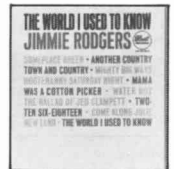
**THE MILLS BROTHERS**  
DLP 3592 Say Si Si And  
Other Latin Hits  
ALSO DLP 3157 The  
Mills Brothers' Great Hits



**VAUGHN MONROE**  
DLP 3431 Vaughn Monroe  
— His Greatest Hits ALSO  
DLP 3584 Vaughn  
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**EDDIE PEABODY**  
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**JIMMIE RODGERS**  
DLP 3556 The World I  
Used To Know ALSO DLP  
3525 Honeycomb And  
Kisses Sweeter Than Wine



**THE SURFARIS**  
DLP 3535 Wipe Out



**BILLY VAUGHN**  
DLP 3593 Another Hit  
Album! ALSO DLP 3165  
Blue Hawaii DLP 3100  
Sail Along Sil'ry Moon



**LAWRENCE WELK**  
DLP 3591 The Lawrence  
Welk TV Show — 10th  
Anniversary ALSO DLP 3552  
Wonderful! Wonderful!  
DLP 3412 Moon River

### BEST-SELLING SINGLES

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Norman  
label 549

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16655 AMORE SCUSAMI (MY LOVE  
FORGIVE ME)/  
JU BI JI

Egyptian Combo

John Foster

16666 THUNDER 'N LIGHTN'/  
CRY BABY

Jimmy Gilmer & The Fireballs

16653 SOMEPLACE GREEN/  
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The Andrews Sisters  
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ORGAN BLUES 'N' BOOGIE  
Eddie Baxter  
(S/HLP 12136 (M/HLP 136



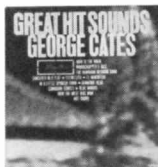
12 GREAT HITS  
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(S/HLP 12118 (M/HLP 118



SWEET HOUR OF PRAYER  
Jerry Burke  
(S/HLP 12131 (M/HLP 131



RAGTIME MELODIES  
Jo Ann Castle  
(S/HLP 12126 (M/HLP 126



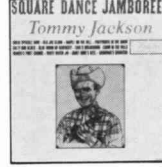
GREAT HIT SOUNDS  
George Cates  
(S/HLP 12127 (M/HLP 127



ACCORDION MAGIC  
Dick Contino  
(S/HLP 12135 (M/HLP 135



CROSS COUNTRY SUITE  
Buddy De Franco  
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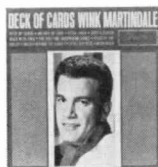
SQUARE DANCE JAMBOREE!  
Tommy Jackson  
(S/HLP 12129 (M/HLP 129



MELODY OF LOVE  
The Lennon Sisters  
(S/HLP 12119 (M/HLP 119



12 RAGTIME GREATS  
Johnny Maddox  
(S/HLP 12115 (M/HLP 115



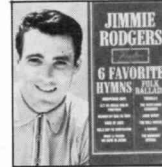
DECK OF CARDS  
Wink Martindale  
(S/HLP 12128 (M/HLP 128



THE MILLS BROTHERS  
SING FOR YOU  
The Mills Brothers  
(S/HLP 12116 (M/HLP 116



WIZARD OF THE BANJO  
Eddie Peabody  
(S/HLP 12117 (M/HLP 117



6 FAVORITE HYMNS/6  
FAVORITE FOLK BALLADS  
Jimmie Rodgers  
(S/HLP 12114 (M/HLP 114



MELODIES FROM THE  
SOUTH SEAS  
The Royal Tahitians  
(S/HLP 12123 (M/HLP 123



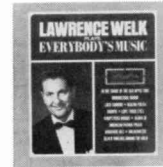
POLKA PARADE  
The Six Fat Dutchmen  
(S/HLP 12121 (M/HLP 121



THE ARTHUR SMITH SHOW  
Arthur Smith  
(S/HLP 12134 (M/HLP 134



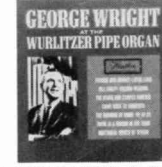
GOLDEN GEMS  
Billy Vaughn  
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LAWRENCE WELK PLAYS  
EVERYBODY'S MUSIC  
Lawrence Welk  
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SINCERELY — Mac Wiseman  
(S/HLP 12130 (M/HLP 130



GEORGE WRIGHT AT THE  
WURLITZER PIPE ORGAN  
George Wright  
(S/HLP 12120 (M/HLP 120



HYMNS — ORGAN AND  
CHIMES —  
Dr. Charles Kendall,  
Dr. Norman Wright  
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OCTOBER 17, 1964

Record below Top 10 listed in **BOLD FACE** made the greatest upward rise from last week's chart. Check symbol (✓) indicates new on chart this week.  
National popularity based on sales data provided exclusively to Music Business by the nation's largest retail chains, plus radio play and sales by standard retail outlets, one stops and racks

# Martha Topples The Manfreds...

## THE MONEY RECORDS

## SALE BLAZERS

This Week	Last Week	Record	Label
<b>1</b>	3	<b>DANCING IN THE STREET</b> MARTHA & THE VANDELLAS, Gordy 7033	Gordy 7033
2	1	DO WAH DIDDY DIDDY MANFRED MANN, Ascot 2157	Ascot 2157
3	2	OH PRETTY WOMAN ROY ORBISON, Monument 851	Monument 851
<b>4</b>	6	<b>WE'LL SING IN THE SUNSHINE</b> GALE GARNETT, RCA Victor 8388	RCA Victor 8388
5	5	WHEN I GROW UP (TO BE A MAN) BEACH BOYS, Capitol 5245	Capitol 5245
6	4	REMEMBER (WALKIN' IN THE SAND) SHANGRI LA's, Red Bird 10-008	Red Bird 10-008
<b>7</b>	9	<b>LAST KISS</b> J. FRANK WILSON, Josie 923	Josie 923
<b>8</b>	13	<b>SUMMER SONG</b> CHAD STUART & JEREMY CLYDE, World Artists 1027	World Artists 1027
9	7	IT HURTS TO BE IN LOVE GENE PITNEY, Musicor 1040	Musicor 1040
<b>10</b>	21	<b>LET IT BE ME</b> JERRY BUTLER & BETTY EVERETT, Vee Jay 613	Vee Jay 613

This Week	Last Week	Record	Label
<b>11</b>	19	<b>LITTLE HONDA</b> HONDELLS, Mercury 72324	Mercury 72324
12	10	BREAD AND BUTTER NEWBEATS, Hickory 1329	Hickory 1329
13	8	BABY, I NEED YOUR LOVING FOUR TOPS, Motown 1062	Motown 1062
14	15	YOU MUST BELIEVE ME IMPRESSIONS, ABC Paramount 10581	ABC Paramount 10581
<b>15</b>	23	<b>TOBACCO ROAD</b> NASHVILLE TEENS, London 9689	London 9689
16	14	RHYTHM MAJOR LANCE, Okeh 7203	Okeh 7203
<b>17</b>	30	<b>RIDE THE WILD SURF</b> JAN & DEAN, Liberty 55724	Liberty 55724
<b>18</b>	24	<b>CHUG A LUG</b> ROGER MILLER, Smash 1926	Smash 1926
<b>19</b>	31	<b>HAVE I THE RIGHT?</b> HONEYCOMBS, Interphon 7707	Interphon 7707
20	20	WHY YOU WANNA MAKE ME BLUE TEMPTATIONS, Gordy 7035	Gordy 7035

This Week	Last Week	Record	Label
<b>21</b>	28	<b>ALL CRIED OUT</b> DUSTY SPRINGFIELD, Philips 40229	Philips 40229
22	22	I'M ON THE OUTSIDE LOOKING IN LITTLE ANTHONY & THE IMPERIALS, DCP 1104	DCP 1104
<b>23</b>	37	<b>THE DOOR IS STILL OPEN TO MY HEART</b> DEAN MARTIN, Reprise 0307	Reprise 0307
24	11	FUNNY JOE HINTON, Back Beat 541	Back Beat 541
<b>25</b>	35	<b>I'VE GOT SAND IN MY SHOES</b> DRIFTERS, Atlantic 2253	Atlantic 2253
26	27	FROM A WINDOW BILLY J. KRAMER, Imperial 66051	Imperial 66051
<b>27</b>	40	<b>EVERYBODY KNOWS</b> DAVE CLARK FIVE, Epic 9722	Epic 9722
<b>28</b>	43	<b>I'M CRYING</b> ANIMALS, MGM 13274	MGM 13274
29	29	MERCY, MERCY DON COVAY, Rosemart 801	Rosemart 801
30	33	BABY, DON'T YOU DO IT MARVIN GAYE, Tamla 54101	Tamla 54101

## ACTION RECORDS

<b>31</b>	39	<b>COUSIN OF MINE</b> SAM COOKE, RCA Victor 8426	RCA Victor 8426
32	34	ON THE STREET WHERE YOU LIVE ANDY WILLIAMS, Columbia 43128	Columbia 43128
<b>33</b>	46	<b>BABY LOVE</b> SUPREMES, Motown 1066	Motown 1066
<b>34</b>	42	<b>COME A LITTLE BIT CLOSER</b> JAY & THE AMERICANS, United Artists 759	United Artists 759
35	25	MATCHBOX BEATLES, Capitol 5255	Capitol 5255
36	12	HOUSE OF THE RISING SUN ANIMALS, MGM 13264	MGM 13264
<b>37</b>	47	<b>I LIKE IT</b> GERRY AND THE PACEMAKERS, Laurie 3271	Laurie 3271
38	41	THAT'S WHAT LOVE IS MADE OF MIRACLES, Tamla 54102	Tamla 54102
<b>39</b>	57	<b>AIN'T THAT LOVING YOU BABY</b> ELVIS PRESLEY, RCA Victor 8440	RCA Victor 8440
<b>40</b>	75	<b>LEADER OF THE PACK</b> SHANGRI LA's, Red Bird 10-014	Red Bird 10-014
41	16	SAVE IT FOR ME FOUR SEASONS, Philips 40225	Philips 40225
42	44	DO YOU WANNA DANCE DEL SHANNON, Amy 912	Amy 912
43	48	FUNNY GIRL BARBRA STREISAND, Columbia 43127	Columbia 43127
44	45	20-75 WILLIE MITCHELL, Hi 2075	Hi 2075
45	26	G.T.O. RONNY & THE DAYTONAS, Mala 481	Mala 481
46	50	SOFTLY AS I LEAVE YOU FRANK SINATRA, Reprise 0301	Reprise 0301
<b>47</b>	✓	<b>IS IT TRUE</b> BRENDA LEE, Decca 31960	Decca 31960
48	52	SO LONG DEARIE LOUIS ARMSTRONG, Mercury 72338	Mercury 72338
<b>49</b>	68	<b>WHEN YOU WALK IN THE ROOM</b> SEARCHERS, Kapp 618	Kapp 618
50	17	HAUNTED HOUSE GENE SIMMONS, Hi 2076	Hi 2076
51	51	GOODNIGHT BABY BUTTERFLYS, Red Bird 10-009	Red Bird 10-009
52	18	OUT OF SIGHT JAMES BROWN, Smash 1919	Smash 1919
53	55	I DON'T WANT TO SEE TOMORROW NAT KING COLE, Capitol 5261	Capitol 5261

54	58	DEATH OF AN ANGEL KINGSMEN, Wand 164	Wand 164
55	63	YOU REALLY GOT ME KINKS, Reprise 0306	Reprise 0306
56	36	SLOW DOWN BEATLES, Capitol 5255	Capitol 5255
57	61	I DON'T WANT TO SEE YOU AGAIN PETER & GORDON, Capitol 5272	Capitol 5272
<b>58</b>	77	<b>WHEN YOU'RE YOUNG AND IN LOVE</b> RUBY & THE ROMANTICS, Kapp 615	Kapp 615
59	59	BABY BE MINE JELLY BEANS, Red Bird 10-011	Red Bird 10-011
60	63	DON'T SPREAD IT AROUND BARBARA LYNN, Jamie 1286	Jamie 1286
61	62	WHO CAN I TURN TO TONY BENNETT, Columbia 43141	Columbia 43141
62	69	TEEN BEAT '65 SANDY NELSON, Imperial 60060	Imperial 60060
63	38	ANAHEIM, ASUSA, ETC. JAN & DEAN, Liberty 55274	Liberty 55274
<b>64</b>	92	<b>SHE'S NOT THERE</b> ZOMBIES, Parrot 9695	Parrot 9695
65	67	BEACH GIRL PAT BOONE, Dot 16658	Dot 16658
<b>66</b>	✓	<b>TIME IS ON MY SIDE</b> ROLLING STONES, London 9708	London 9708
67	71	NEEDLE IN A HAYSTACK VELVEETTES, VIP 25007	VIP 25007
<b>68</b>	79	<b>SMACK DAB IN THE MIDDLE</b> RAY CHARLES, ABC Paramount 10588	ABC Paramount 10588
69	70	I SEE YOU CATHY & JOE, Smash 1929	Smash 1929
70	72	SHAGGY DOG MICKEY L. LANE, Swan 4183	Swan 4183
71	73	I WANNA BE WITH YOU NANCY WILSON, Capitol 5254	Capitol 5254
<b>72</b>	90	<b>I HAD A TALK WITH MY MAN</b> MITTY COLLIER, Chess 1907	Chess 1907
<b>73</b>	✓	<b>UNLESS YOU CARE</b> TERRY BLACK, Arc	Arc
74	81	UP ABOVE MY HEAD AL HIRT, RCA Victor 8439	RCA Victor 8439
75	66	IT'S FOR YOU CILLA BLACK, Capitol 5258	Capitol 5258
76	84	THANK YOU FOR LOVING ME SAPPHIRES, ABC Paramount 10590	ABC Paramount 10590
<b>77</b>	✓	<b>ASK ME</b> ELVIS PRESLEY, RCA Victor 8440	RCA Victor 8440

78	83	OPPORTUNITY JEWELS, Dimension 1031	Dimension 1031
<b>79</b>	89	<b>LUMBERJACK</b> BROOK BENTON, Mercury 72333	Mercury 72333
80	80	THE THINGS IN THIS HOUSE BOBBY DARIN, Capitol 5257	Capitol 5257
<b>81</b>	✓	<b>GONE, GONE, GONE</b> EVERLY BROTHERS, Warner Bros.	Warner Bros.
82	88	BLESS OUR LOVE GENE CHANDLER, Constellation 136	Constellation 136
<b>83</b>	95	<b>WHY</b> CHARTBUSTERS, Mutual 508	Mutual 508
84	82	WHEN I FALL IN LOVE PARIS SISTERS, Mercury 72320	Mercury 72320
<b>85</b>	100	<b>JUMP BACK</b> RUFUS THOMAS, Stax 157	Stax 157
86	86	WAIT FOR ME RITA PAVONE, RCA Victor 478420	RCA Victor 478420
87	94	IF YOU WANT THIS LOVE SONNY KNIGHT, Aura 403	Aura 403
<b>88</b>	✓	<b>ONE STEP FORWARD</b> BRIAN HYLAND, Philips 40221	Philips 40221
89	91	LOOK AWAY GARNET MIMMS, United Artists 773	United Artists 773
<b>90</b>	✓	<b>LISTEN LONELY GIRL</b> JOHNNY MATHIS, Mercury 72339	Mercury 72339
91	✓	<b>YOU SHOULD HAVE SEEN THE WAY HE LOOKED AT ME</b> DIXIE CUPS, Red Bird 10-012	Red Bird 10-012
92	✓	<b>GALE WINDS</b> EGYPTIAN COMBO, Norman	Norman
93	✓	<b>TIMES HAVE CHANGED</b> IRMA THOMAS, Imperial 66069	Imperial 66069
94	✓	<b>COME ON BACK</b> HOLLIES, Imperial 66070	Imperial 66070
95	✓	<b>FOUR STRONG WINDS</b> BOBBY BARE, RCA Victor 8443	RCA Victor 8443
96	✓	<b>RIGHT OR WRONG</b> RONNIE DOVE, Diamond 173	Diamond 173
97	✓	<b>THE 81</b> CANDY & THE KISSES, Cameo	Cameo
98	✓	<b>HEY NOW</b> LESLEY GORE, Mercury 72352	Mercury 72352
99	✓	<b>I'M INTO SOMETHING GOOD</b> HERMAN'S HERMITS, MGM	MGM
100	✓	<b>MAYBE TONIGHT</b> SHIRELLES, Scepter	Scepter



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GOLDNER

PRESENT

THE

# JELLY BEANS

## "BABY BE MINE"

RED BIRD 10-011

FIRST HIT

"I WANNA LOVE HIM SO BAD"

WRITTEN BY JEFF BARRY, ELLIE GREENWICH & STEVE VENET

PRODUCED BY STEVE VENET & JEFF BARRY

&

THE

# SHANGRI-LAS

## "LEADER OF THE PACK"

RED BIRD 10-014

FIRST HIT

"REMEMBER (WALKING IN THE SAND)"

WRITTEN BY GEORGE MORTON, ELLIE GREENWICH & JEFF BARRY

PRODUCED BY SHADOW MORTON AND JEFF BARRY

**BROKEN NATIONALLY BY**

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**RED BIRD**

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



# Gals Score Again With The Hit Sound

## Chart Picks

### THE DIXIE CUPS

Red Bird 10-012

YOU SHOULD HAVE SEEN THE WAY HE LOOKED AT ME (Trio, BMI) (2:30)—Barry, Greenwich  
Flip is "No True Love," (Trio/Melder, BMI) (2:33)—Mosely, Miller

The gals have their third smash here in another ditty with the familiar harmony hit sound with the big arrangement. Watch this.

### LESLEY GORE

Mercury 72352

HEY NOW (Jenny, ASCAP) (2:14)  
—Gordon

SOMETIMES I WISH I WERE A BOY (April/Bonjour, ASCAP) (2:08)—Donroy, Gluck

The gal has the hit sound all over again here with two strong sides. Either could happen.

### JACKIE ROSS

Chess 13432

I'VE GOT THE SKILL (Chevis, BMI) (2:49)—Smith, Davis, McKinley

Flip is "Change Your Ways," (Chevis, BMI) (2:59)—Caston, Smith, Davis  
The "Selfish One" gal has a brand new hit here with a feelingful reading of a song with a message. Could be just as big.

### CONNIE FRANCIS

MGM 13287

DON'T EVER LEAVE ME (Trio, BMI) (2:46)—Barry, Greenwich

Flip is "We Have Something More," (Merna, BMI) (2:19)—

A powerful, middle-tempo outing for Connie, using good double-tracking on a slick new tune by Jeff Barry and Ellie Greenwich.

### NORMAN WEST

Hi 2082

BURNING BRIDGES (Sage and Sand, SESAC) (2:21)—Scott

Flip is "Five Pages of Heartaches," (JEC, BMI) (2:07)—Bailey

Could be the sleeper of the week. A great tune delivered with unusual feeling by a new artist to watch. Has a real chance.

### MARVIN GAYE AND KIM WESTON

Tamla 54104

WHAT GOOD AM I WITHOUT YOU (Jobete, BMI) (2:49) —Stevenson, Higdon

Flip is "I Want You 'Round," (Jobete, BMI) (2:20)—Robinson, Stevenson

Marvin and his new gal team-mate turn in a rousing and soulful duet job that has the hit sound. Could be big.

## MUSIC BUSINESS DISCOVERIES

### THE DEBONAIRE

Golden World 17

PLEASE DON'T SAY WE'RE THROUGH (Myto, BMI) (2:38)

—A. and B. Hamilton, Gorman, Savoy

Flip is "A Little Too Young," (Myto, BMI) (2:18)—A. and B. Hamilton, Savoy

Here's a new group with a kind of Dixie Cups, Jelly Beans sound. They have the touch and the arrangement is in the groove.

### THE MOJOS

Parrot 9707

SEVEN DAFFODILS (Sanga, BMI) (3:05)—Hays, Mosely

Flip is "Nothin at All," (Hill and Range, BMI) (2:40) — James, Crouch

A new British group and this interesting, offbeat side has just hit the charts there.

### ESTHER OFARIM

Philips 40237

AWAY FROM YOU (Famous, ASCAP) (2:23)—Morris

HEALING RIVER (Appelseed, ASCAP) (2:13) — Hellerman, Minkoff

A most impressive artist from Israel. She cut these two sides in the U.S. recently and she gives them spirited performances. Watch her.

### GENE PITNEY

Musicor 1045

I'M GONNA BE STRONG (Screen Gems-Columbia, BMI) (2:14) — Mann, Weill

Flip is "E Se Domani," (January, BMI) (2:49)—Calabrese, Rossi

An emotional and dramatic ballad reading here adds up to one of the chanter's very best efforts. Watch it.

### BOBBY FREEMAN

Autumn 5

S-W-I-M (Taracrest, BMI) (2:31) — Stewart, Coman

Flip is "Little Old Heartbreaker Me," (Taracrest, BMI) (2:40)—Stewart

Strong follow-up wax for the "C'mon and Swim" man and it could be another smash dance side.

### MARGO AND THE MARVETTES

American Arts 8

SAY YOU WILL (Leeds, ASCAP) (2:11)—Mills

CHERRY PIE (Francis, Day and Hunter, ASCAP) (2:00) — Josea, Taub

This label is part of the World Artists set-up and by the looks and sound of this side, it's grabbing good American product. Group has a sound.

### THE WHEEL MEN

Warner Brothers 5480

SCHOOL IS A GAS (Beechwood, BMI) (2:17)—Usher

Flip is "Hon-da Beach," (Beechwood, BMI) (2:12)—Usher

Another group in the Jan and Dean, Beach Boys, "high notes" school with a couple of good drag type sides.

### DONNA AND ARNIE

Valiant 6056

GONNA WRITE A LETTER (Radford, BMI) (2:18) — Abrams, Marcus

Flip is "A Little Love," (Radford, BMI) (2:03)—DeVorzon

Here's a cute couple act, with a strong teen sound, a bit in the Paul and Paula groove. Material is well-keyed for the market.

### CHUCK BERRY

Chess 13451

LITTLE MARIE (Isalee, BMI) (2:35)

—Berry  
Flip is "Go Bobby Soxer," (Isalee, BMI) (2:57)—Berry

Chuck does a sort of answer to his fabled "Memphis," here, to the same melody with new lyrics and smart double-tracking. Good side.

### THE RONETTES

Phillies 123

WALKING IN THE RAIN (Screen Gems, Columbia, BMI) (2:35) — Spector, Mann, Weill

Flip is "How Does It Feel," (Mother Bertha/Hill and Range, BMI) (2:29) —Spector, Poncia, Andreoli

All the great Phil Spector sound is here again as the gals deliver a wild plaint 'midst booming kettle drums.

### JOHNNY MATHIS

Mercury 72339

LISTEN LONELY GIRL (Jenny, ASCAP) (2:29)—Scott, Lyons, Ah-

Flip is "All I Wanted," (Bonjour, ASCAP) (2:06)—Goode, Siegel, Winkler

Johnny has a mighty pleasant ballad outing here that's already showing at the radio level. Good Claus Ogerman arrangement too.

### PAUL AND MIMI EVANS

Epic 9726

I THINK I'M GONNA KILL MYSELF (Patricia, BMI) (1:54)—Knox

Flip is "Bewitched," (Screen Gems-Columbia, BMI) (1:58) — Greenfield, Keller

Paul joins his wife in an attractive duet ditty that has a real sound. The pair could just step out with this one.

### DEAN AND MARK

Hickory 1249

WHEN I STOP DREAMING (Acuff-Rose, BMI) (2:16)—I. and C. Louvin

Flip is "There Oughta Be a Law," (Acuff-Rose, BMI) (2:26)—L. and M. Mathis, Redmon

A good tune, somewhat in the country vein and it's handed a listenable, saleable performance, in a harmony vein.

### THE SERENDIPITY SINGERS

Philips 40236

SAME OLD REASON (Assembly/Lollipop, BMI) (1:52)—Miller, Grafakos

Flip is "Autumn Wind," (Serendipity, BMI) (2:25)—P. and J. Madden

The group hasn't been too active on the singles front lately, but this is a good side and it's well-produced. Could spring them out again.

### AL MARTINO

Capitol 5293

WE COULD (Acuff-Rose, BMI) (2:46) —F. Bryant

Flip is "Sunrise to Sunrise," (Leeds, ASCAP) (2:45)—Twardy, Beach, Weingarten

A mighty pretty ballad by country writer, Felice Bryant, and Al gives it fine vocal flavor. Pleasant arrangement too.

### ACE CANNON

Hi 2081

EMPTY ARMS (Desiard, BMI) (2:21) —Hunter

Flip is "Sunday Blues," (JEC, BMI) (2:17)—Cannon, Harris

A good, slow dance ditty with a groovy but simple arrangement. Has a stroll kind of feeling and it could go.



# Musicor steps out on its own

**Art Talmadge's label now has its own distribution set-up at home and abroad and a balanced and promising artist roster**



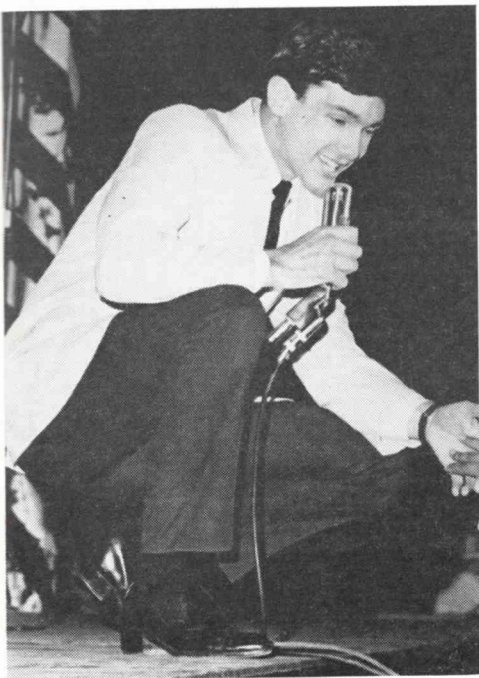
Art Talmadge



Chris Spinosa

**Musicor on own.** Art Talmadge, president of Musicor Records, is known in the music business as one of the outstanding merchandisers of product and artists. Last week he demonstrated the sort of expansion move which has earned him that reputation. As of October 5, Musicor stepped out on its own for the first time since its inception in 1960, with its own distribution setup at home and abroad, plus the acquisition of some strong new talent for the label.

Musicor, which had formerly been distributed by United Artists Records, had, until last week, consisted primarily of Gene Pitney, the young singer who is currently riding in the Top 10 with his single "It Hurts To Be in Love." Pitney is his own producer, and Talmadge has worked out an arrangement with him



Gene Pitney

whereby Pitney may produce sessions for new talent to be released on Musicor. Gene's next single, "I'm Gonna Be Strong," will be one of the initial releases under the new distribution setup for Musicor.

**Unique features.** Talmadge's distribution operation has some unique features, particularly in the foreign markets. In the U. S., Musicor will be handled through independent distributors. On the foreign front, separate arrangements have been made with EMI throughout the United Kingdom; in Italy with CGD; in Venezuela with Palacio del Musica; and throughout the rest of the world it'll be distributed by CBS. The label will also enjoy an affiliation with the Columbia Record Club in those countries where it's distributed by CBS. In Canada, Musicor will be distributed on the Columbia Records label. This is a first for Columbia of Canada.

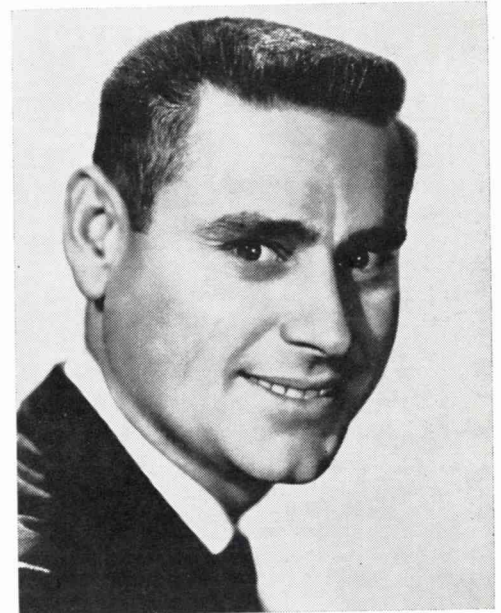
Musicor's expanding artist roster is well-balanced. Tito Rodriguez will not only record for the label, but seek new Latin talent as well. Ralph Marterie and his orchestra, and guitarist Vinnie Bell are also new to the label. And Jimmy Radcliffe has joined the label as a.&r. director as well as an artist. Talmadge has also signed a new young vocalist, Audrey Freeman.

In July, Musicor inaugurated the "51" series ("51 Greatest Motion Picture Favorites," etc.) which will be continued on an increased release schedule.

**Country music important.** Country music will be a strong feature of the revitalized label. Next month "Pappy" Dailey will join the company as vice president, as well as a.&r. director of the country and western wing. An impressive group of country artists is lined up to join the Musicor fold including George Jones, Melba Montgomery, Judy Lynn and Connie Hall. These artists are expected to join the fold at the expiration of their current contract commitments.

"With the exception of classical music," noted Talmadge, "we intend to cover more and more musical territory." An expression of this was the recent acquisition of two West Coast jazz labels, Tampa and Interlude, which have a sizable catalog of albums featuring talents such as Jim Hall, Terry Gibbs, Louis Bellson, Shelly Manne, Pacheco, Barney Kessel and Bobby Collette. "We will also release our first soundtrack album with 'Panic Button,' a film which stars Jayne Mansfield, Maurice Chevalier, Michael Connors and Eleanor Parker."

**Kid stuff too.** Even the kiddies are in on Talmadge's comprehensive planning. Two 45 rpm disks with toys and coloring



George Jones

cards have been placed by Musicor in most of the Singer Sewing Machine Stores throughout the country. "They sell for 98 cents," said Talmadge, "and Singer has ordered 100,000 already."

On the executive side, Talmadge, with all the aforementioned plans, is ready to roll. With Chris Spinosa acting as national sales manager, Jimmy Radcliffe as a.&r. director and "Pappy" Dailey joining them in November, everybody is looking forward to a swinging 1965.

BARRY KITTLESON



Tito Rodriguez and Martha



OCTOBER 17, 1964

Record below Top 10 listed in **BOLD FACE** made the greatest upward rise from last week's chart. Check symbol (✓) indicates new on chart this week. National popularity based on sales data provided exclusively to Music Business by the nation's largest retail chains, plus radio play and sales by standard retail outlets, one stops and racks.

# Dino Outsings The Swingers!

## MONEY ALBUMS

This Week	Last Week	Album	Label	This Week	Last Week	Album	Label	This Week	Last Week	Album	Label
1	2	<b>EVERYBODY LOVES SOMEBODY</b> DEAN MARTIN, Reprise RS 6130	Reprise	11	12	MORE OF ROY ORBISON'S HITS Monument MLP 8024	Monument	21	14	AMERICAN TOUR— DAVE CLARK FIVE Epic LN 24117	Epic
2	1	HARD DAY'S NIGHT BEATLES, United Artists UAL 3366	United Artists	12	9	HOW GLAD I AM NANCY WILSON, Capitol T/ST 2155	Capitol	22	19	BARBRA STREISAND/THIRD ALBUM Columbia CL 2154	Columbia
3	13	<b>PEOPLE</b> BARBRA STREISAND, Columbia CL 2215, CS 9015	Columbia	13	11	CHIPMUNKS SING THE BEATLES HITS Liberty LRP 3388	Liberty	23	24	LAND OF GIANTS NEW CHRISTY MINSTRELS, Columbia CL 2187	Columbia
4	4	PETER, PAUL AND MARY IN CONCERT Warner Bros. 2W 1555	Warner Bros.	14	30	<b>POP GOES THE TRUMPET</b> AL HIRT & BOSTON POPS ORCHESTRA, RCA Victor LM-LSC 2721	RCA Victor	24	23	PINK PANTHER HENRY MANCINI, RCA Victor LPM/LSP 2795	RCA Victor
5	3	SOMETHING NEW BEATLES, Capitol T/ST 2108	Capitol	15	15	FUNNY GIRL ORIGINAL CAST, Capitol SVAS 2059	Capitol	25	54	<b>MY FAIR LADY</b> ANDY WILLIAMS, Columbia CL 9005	Columbia
6	6	GETZ/GILBERTO Verve V-V6 8545	Verve	16	14	LATIN ALBUM TRINI LOPEZ, Reprise R 6125	Reprise	26	26	UNDER THE BOARDWALK DRIFTERS, Atlantic 8099	Atlantic
7	5	IT MIGHT AS WELL BE SWING SINATRA & BASIE, Reprise FS 1012	Reprise	17	18	THE ANIMALS MGM E 4264	MGM	27	29	BE MY LOVE JERRY VALE, Columbia CL 2181	Columbia
8	8	SUGAR LIPS AL HIRT, RCA Victor LPM/LSP 2965	RCA Victor	18	17	HELLO, DOLLY! LOUIS ARMSTRONG, Kapp KL 136, KS 3364	Kapp	28	49	<b>SEX LIFE OF THE PRIMATE</b> SHELLEY BERMAN, Verve V 15043	Verve
9	7	ALL SUMMER LONG BEACH BOYS, Capitol T/ST 2110	Capitol	19	20	BEST OF JIM REEVES RCA Victor LPM 2890	RCA Victor	29	36	<b>ANOTHER SIDE OF BOB DYLAN</b> Columbia CL 2193, CS 8993	Columbia
10	10	HELLO, DOLLY! ORIGINAL CAST, RCA Victor LOC 1087	RCA Victor	20	21	DREAM WITH DEAN DEAN MARTIN, Reprise RS 6123	Reprise	30	28	UNSINKABLE MOLLY BROWN Soundtrack MGM E 4232	MGM

## ACTION ALBUMS

31	27	COTTON CANDY AL HIRT, RCA Victor LPM/LSP 2917	RCA Victor	54	63	THE KINGSMEN, VOL. 2 Wand 659	Wand	78	86	JUDY COLLINS CONCERT Elektra EK 280	Elektra
32	42	<b>BEACH BOYS SONGBOOK</b> HOLLYRIDGE STRINGS, Capitol T/ST 2156	Capitol	55	51	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054	Columbia	79	90	<b>MORE BIG FOLKS HITS</b> BROTHERS FOUR, Columbia CL 2213	Columbia
33	34	AL DI LA RAY CHARLES SINGERS, Command RS 870	Command	56	66	<b>WITH A TASTE OF HONEY</b> MORGANA KING, Mainstream 56015	Mainstream	80	91	<b>JAZZ IMPRESSIONS OF JAPAN</b> DAVE BRUBECK, Columbia CS 9012	Columbia
34	32	SO TENDERLY JOHN GARY, RCA Victor LPM/LSP 2922	RCA Victor	57	48	LICORICE STICK PETE FOUNTAIN, Coral CRL 57460	Coral	81	81	DELICIOUS TOGETHER BETTY EVERETT & JERRY BUTLER, Vee Jay LP 1099	Vee Jay
35	50	<b>WHERE DID OUR LOVE GO</b> SUPREMES, Motown MT 621	Motown	58	59	LITTLE OLD LADY FROM PASADENA JAN & DEAN, Liberty LRP 3377	Liberty	82	✓	<b>MY FAIR LADY</b> SOUNDTRACK, Columbia KOL 8000	Columbia
36	25	WHERE LOVE HAS GONE JACK JONES, Kapp KL 1396	Kapp	59	38	AT THE WHISKEY A' GO GO JOHNNY RIVERS, Imperial LP 9264	Imperial	83	✓	<b>WE'LL SING IN THE SUNSHINE</b> GALE GARNETT, RCA Victor LPM/LSP 2833	RCA Victor
37	22	KEEP ON PUSHING IMPRESSIONS, ABC Paramount ABC 493	ABC	60	57	MEET THE BEATLES Capitol T/ST 2047	Capitol	84	74	TEARS AND ROSES AL MARTINO, Capitol T/ST 2011	Capitol
38	31	RAG DOLL FOUR SEASONS, Philips PHM 200-146, PHS 600-146	Philips	61	61	WITHOUT YOU ROBERT GOULET, Columbia CL 2200	Columbia	85	—	<b>GREAT THEMES FROM HIT FILMS</b> ENOCH LIGHT, Command RS 871	Command
39	52	<b>EVERYBODY KNOWS</b> STEVE LAWRENCE, Columbia CL 2227	Columbia	62	78	<b>INVISIBLE TEARS</b> RAY CONNIFF, Columbia CL 2264	Columbia	86	70	I DON'T WANT TO BE HURT ANYMORE NAT KING COLE, Capitol T/ST 2188	Capitol
40	40	CARMEN LEONTYNE PRICE, RCA Victor LDS 6164	RCA Victor	63	44	HAVE A SMILE WITH ME RAY CHARLES, ABC Paramount ABC 495	ABC	87	79	TODAY, TOMORROW, FOREVER NANCY WILSON, Capitol T/ST 2082	Capitol
41	43	MORE GOLDEN HITS OF THE FOUR SEASONS Vee Jay 1088	Vee Jay	64	55	RETURN OF THE DAVE CLARK FIVE Epic LN 24101	Epic	88	✓	<b>ANOTHER HIT ALBUM</b> BILLY VAUGHN, Dot 25593	Dot
42	35	HONEY IN THE HORN AL HIRT, RCA Victor 2745	RCA Victor	65	94	<b>EARLY ORBISON</b> ROY ORBISON, Monument MLP 8023	Monument	89	87	IN THE WIND PETER, PAUL & MARY, Warner Bros. WB 1507	Warner Bros.
43	47	MAKE WAY FOR DIONNE WARWICK Scepter 523	Scepter	66	67	INVISIBLE TEARS JOHNNY MANN SINGERS, Liberty LP 3387	Liberty	90	89	DICK GREGORY RUNNING FOR PRESIDENT Vee Jay VLP 1093	Vee Jay
44	41	BEATLES SECOND ALBUM Capitol T/ST 2080	Capitol	67	77	<b>NORTHERN JOURNEY</b> IAN & SYLVIA, Vanguard VRS 9154	Vanguard	91	92	THIS IS LOVE JOHNNY MATHIS, Mercury MG 20942, SR 60942	Mercury
45	33	BEST OF HENRY MANCINI RCA Victor LPM 2693	RCA Victor	68	✓	<b>RIDE THE WILD SURF</b> JAN & DEAN, Liberty LRP 3368	Liberty	92	✓	<b>MELLOW GUITAR MOODS</b> LOS INDIOS TABAJARAS, RCA Victor LPM	RCA Victor
46	39	CALL ME IRRESPONSIBLE ANDY WILLIAMS, Columbia CL 2171	Columbia	69	80	<b>WALK DON'T RUN, VOL. 2</b> VENTURES, Dolton BLP 2031	Dolton	93	93	THE SLIGHTLY IRREVERENT MITCHELL TRIO Mercury MG 20944	Mercury
47	45	BEATLES SONGBOOK HOLLYRIDGE STRINGS, Capitol T/ST 2116	Capitol	70	62	DANG ME—CHUG A LUG ROGER MILLER, Smash MGS 27049	Smash	94	✓	IN THE NAME OF LOVE PEGGY LEE, Capitol T/ST 2096	Capitol
48	72	<b>AMOR</b> EYDIE GORME & TRIO LOS PANCHOS, Columbia CL 2203	Columbia	71	65	INTRODUCING THE BEATLES Vee Jay LP 1062	Vee Jay	95	96	MARY POPPINS SOUNDTRACK, Vista BV 4026	Vista
49	46	SHUTDOWN, VOL. 2 BEACH BOYS, Capitol T/ST 2027	Capitol	72	✓	<b>ON THE STREET WHERE YOU LIVE</b> VIC DAMONE, Capitol	Capitol	96	95	HERE WE GO GO AGAIN JOHNNY RIVERS, Imperial LP 9274	Imperial
50	71	<b>NAT KING COLE SINGS 'MY FAIR LADY'</b> Capitol SW 2117	Capitol	73	56	ROLLING STONES London LL 3375	London	97	✓	PETER NERO PLAYS SONGS YOU WON'T FORGET RCA Victor LPM/LSP 2935	RCA Victor
51	60	BOBBY VINTON'S GREATEST HITS Epic LN 24098	Epic	74	53	CHUCK BERRY'S GREATEST HITS Chess LP 1485	Chess	98	100	HOLLYRIDGE STRINGS PLAY 4 SEASONS' HITS Capitol T/ST 2199	Capitol
52	76	<b>THE CAT</b> JIMMY SMITH, Verve V/V-6 8587	Verve	75	✓	<b>YESTERDAY'S GONE</b> CHAD STUART & JEREMY CLYDE, World Artists WAN 2000	World Artists	99	✓	SIDEWINDER LEE MORGAN, Blue Note 4157	Blue Note
53	37	CONCERT SOUNDS OF MANCINI HENRY MANCINI, RCA Victor LPM/LSP 2897	RCA Victor	76	88	BALLADS, BLUES AND BOOSTERS HARRY BELAFONTE, RCA Victor LPM/LSP 2953	RCA Victor	100	✓	THE UNBEATABLE 16 HITS OF JAMES BROWN King 919	King



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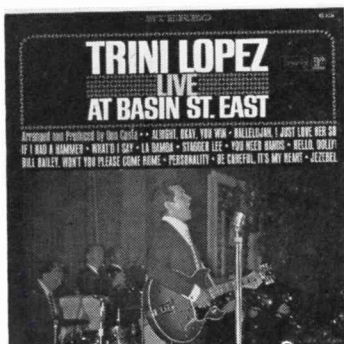
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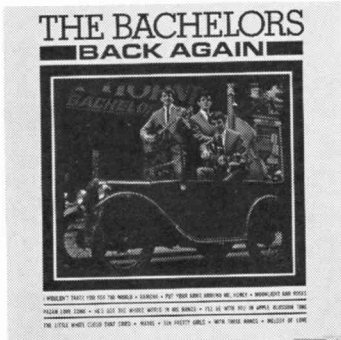
## Another "Live" One For Trini

### This Week's Block Busters



**LIVE AT BASIN STREET EAST**  
TRINI LOPEZ  
Reprise RS 6134

Trini put on a great show in his recent Basin Street stint and all the wild excitement, including the big band backing, are captured here.



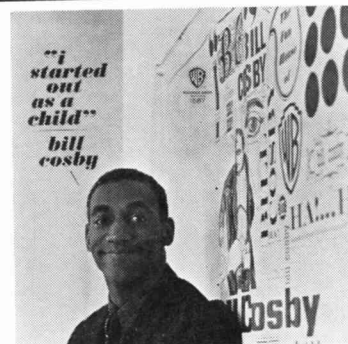
**BACK AGAIN**  
THE BACHELORS  
London LL 3393

The boys have had several solid singles and this LP is right in the groove too. They're due in the States soon, which will even build more interest.



**A NEW KIND OF CONNIE**  
CONNIE FRANCIS  
MGM SE 4523

Here's the sophisticated, night club-style Connie Francis with a flock of goodies handsomely arranged. "Will You Still Be Mine," and "The Sweetest Sounds" are samples.



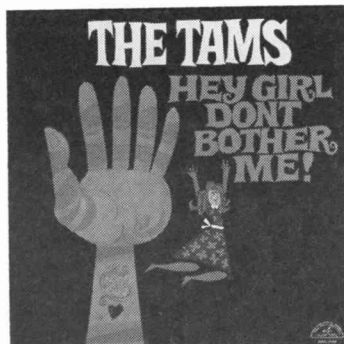
**I STARTED OUT AS A CHILD**  
BILL COSBY  
Warner Brothers 1567

A flock of wild bits from Bill with such titles as "Street Football," "Rigor Mortis," and "TV Football."



**DAVID MERRICK PRESENTS**  
HITS FROM HIS BROADWAY HITS  
RCA Victor LPM 2947

A likely teaming up of talent. Gary and Ann-Margret, plus the Merrill Staton Voices, do songs from great Merrick productions.



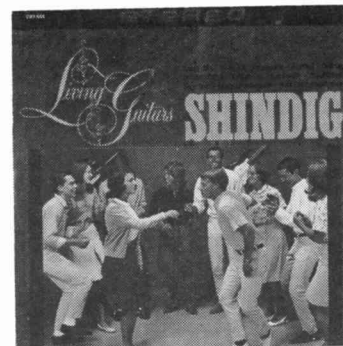
**HEY GIRL DON'T BOTHER ME**  
THE TAMS  
ABC-Paramount 499

A good rocking group and the boys have had their share of hits. This could easily pull a lot of interest.



**THE TRAVELIN' BARE**  
BOBBY BARE  
RCA Victor LSP 2955

One of Nashville's strongest artists with some solid hits under his belt already. This could spawn some more. A good performance.



**SHINDIG**  
LIVING GUITARS  
RCA Camden CAS 844

Here's a smart idea which ties a good dance type album in with the new pop music TV show. Could grab fast action.

### Chart Picks

**BILL BLACK'S COMBO GOES BIG**  
BAND  
Hi SHL 32020

The great, down-to-earth, gummy Bill Black combo sound augmented with solid big ensemble arrangements. One to watch.

**SHE CRIED**  
THE LETTERMEN  
Capitol ST 2142

Torch songs and tunes about broken love affairs are highlighted in this fine new album by a group that always sells well.

**LIVE IN LAS VEGAS**  
SANDY NELSON  
Imperial LP 9272

A great group of exciting performances cut live at a recent night club slotting in Vegas. His best effort in a spell.

**BREAKIN' IT UP ON THE BEATLES TOUR**  
JACKIE DE SHANNON  
Liberty LRP 3390

The gal made the entire Beatles tour which should put her in a status of increased demand. Her performances here on the rock side won't hurt either.

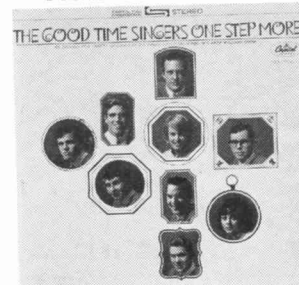
**AFTER HOURS**  
GLORIA LYNNE  
Everest 5230

Sweet-voiced thrush sells a flock of wistful standards with her usual warmth and feeling.

**THE JOHNNY BURNETTE STORY**  
Liberty LRP 3389

A memorial album tribute to the late Johnny Burnette. A number of his finest efforts are included. A good catalog item.

### New Talent Pick



**ONE STEP MORE**  
THE GOOD TIME SINGERS  
Capitol ST 2170



THE MOST EXCITING  
**MUSIC OVER ALL**  
 IS FROM THE NATION'S NO. 1 RECORDING STAR  
**CONNIE FRANCIS**

current smash single  
**WE HAVE SOMETHING MORE (THAN A SUMMER LOVE)**  
 b/w  
**DON'T EVER LEAVE ME**  
 K13287



*best wishes  
 to all  
 music operators  
 Connie*

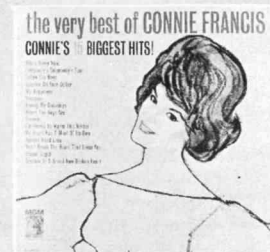
**CONNIE'S HIT ALBUMS**



A New Kind Of Connie  
 E-4253 Mono & Stereo



Looking For Love  
 E-4229 Mono & Stereo



The Very Best Of Connie Francis  
 E-4167 Mono & Stereo



Connie Francis/Greatest American Waltzes  
 E-4145 Mono & Stereo

EXCLUSIVELY ON

**MGM RECORDS**



Current MGM Film Release

**"LOOKING FOR LOVE"**



**COPACABANA**

New York, Opening November 5th

PERSONAL MANAGEMENT

**GEORGE SCHECK**

161 WEST 54 STREET  
 NEW YORK, NEW YORK  
 JU 6-6767





## CERULEAN BLUES

### Stan, the Man

by Dom Cerulli

I would like to digress from my prepared remarks to say a few words on behalf of Stan Getz. Let me note at the start that Stan needs no words from me or anyone else. His horn and his sales record speak with more authority than any mere writer. But, still, there are some things I can say that would embarrass him if he said them because, after all, he is a musician who does his job and does it well and leaves the writing and the talking to the writers and the talkers.

Stan Getz, I would venture, is the single most powerful force in pop music today. I base this eyebrow-raising statement on the fact that in the last couple of years Stan's two biggest albums have risen to number two on the charts everywhere. What makes this significant is that in the first instance the album was **Jazz Samba**, the Verve set that launched Bossa Nova. It shot up the charts and came to rest behind the best-selling album of all time: **The First Family**. There was no dislodging that Cadence set from top place. But **Jazz Samba** was the top musical album of that season, and Bossa Nova became the leading musical influence of that topsyturvy time.

#### Did It Again

The second time around, the Getz album was his Verve set with Joao Gilberto and Antonio Carlos Jobim, with a side or two thrown in by Mrs. Gilberto. This album rocketed all the way up the charts to nestle under an album by The Beatles. Again, there was no dislodging these British blockbusters, so although Stan was second best, his album was the best-selling non-Beatle set of the year.

And that, these days, says volumes.

Anyway, the conclusion seems clear. Getz has been aced out of top spot twice by record business and show business phenomena. If Stan were a pop artist, his chart-topping could be understandable. Pop artists get chart-type promotion and considerable DJ action and like that. But Stan is a jazz artist. His promotion at the time of **Jazz Samba** was the jazz artist's promotion. His air play was the jazz DJ action. His success, then, has been of monumental proportions.

Not only did he launch Bossa Nova in this country with that first Verve album, **Jazz Samba**, and the single from it, "Desafinado," but he brought the whole thing back to life again with the **Getz/Gilberto** LP after the entire record industry had hammered Bossa Nova into everyone's turntable.

How did he do it? He did it by playing beautifully. How did it happen? Maybe the listening public was ready for Stan. Certainly a major effort such as his album with Eddie Sauter, "Focus," might have paved the way.

I think that Stan Getz will prove to have a far more lasting impact on the record business than the Beatles if only because of one very vital difference in their musics: after the rhythmic excitement has worn off, the lustrous beauty of Stan's melodies remains. The man is a singer of songs, and in our business singers always have their day.

*Maybe next week the column for record dealers. And if anyone who missed Harry James and band at Carnegie Hall or on the Tonight Show recently wants to hear a real big band, listen to Harry on Hollywood Palace, ABC-TV, on Saturday, Oct. 24.*

## Music Business In Britain

### Pye's \$1.50 classics

Surprise of the week in British record trade circles was the announcement by Pye that it would enter the ultra low price classical music LP market. For some time several indie labels have been battling for this market with ever decreasing prices. The situation has become ridiculous in recent months for as each minor company announces a new low retail price, then the other in turn cuts even lower. Some albums have been selling at \$1 and others at \$1.50.

This is the first time that a major British label has entered the ultra low price album field. Previous ventures into the normal low rate market were Decca with Ace of Clubs and Ace of Hearts, and EMI with Encore. Philips also has a low price classical series among its many labels and Oriole has a jazz and pop series on the Realm label.

Pye's new series, to be titled "Marble Arch," will retail at \$1.50 and according to the company will contain popular classical pieces.

Artists in the first Pye "Marble Arch" release include the London Philharmonic Orchestra under various conductors.

### What's with Epic?

Decca cancelled new Jim Reeves single for time being owing to doubtful taste of titles chosen, one is believed to have been "Take My Hand Precious Lord." Reeves now has eight albums, two extended players and two singles in the best selling charts here. This makes a total of over 120 Reeves recorded songs selling in quantity. Not even Presley at his most popular got anywhere near this quantity.

Although the news about Oriole being taken over by CBS came as no surprise (the trade press had reported the moves some three months ago) one question as yet remains unanswered. The Epic label and Okeh at present are released here through EMI and there has been no announcement as to when and if Oriole will take over. At the press conference for Oriole-CBS, Columbia's Goddard Lieberston himself seemed uncertain as to the facts although he was definite in his statement that eventually all CBS product would be released here through Oriole.

Government figures for man-

ufacturer sales in July show them to be almost two-fifths higher than for the same period in 1963. Sales generally here are running at a much higher rate than last year which was the best ever for the British trade.

Brenda Lee's managers in Nashville have appointed a new British agent and manager for the star here. The George Cooper Organization will in future handle all her European business and they hope to have her here for a tour from November 13th. If negotiations are successful she will undertake a tour which will for the first time include ballrooms.

Brenda's current chart success here, "Is It True," was produced by local A & R man Mickie Most who is having spectacular success with the Animals, Nashville Teens and others. Most flew to New York last week for urgent talks following the break out of the Animals new single.

### Yanks come back

Nineteen British produced singles feature in the latest American Top 100. This compares with twenty-six some months back. This may be the first pointer to a swing back to American product on both sides of the Atlantic for in Britain too American singles are again becoming the dominant factor. "Where Did Our Love Go" by Tamla's Supremes sets fair to become number one and the group is expected in shortly for a promo visit. There are at present nineteen U.S. singles in the British Top 50, the trend may continue.

EMI Records promoted campaign to tie in with visit of top U.S. drag strip racers to sell Capitol LP of drag strip sounds.

### Chatter

Beach Boys here November 1st for disc promo . . . EMI will not now give separate label identification to Tamla Motown product but mounting heavy campaign . . . top selling group Kinks hurt in car crash when Jaguar went off road after a concert date . . . Gene Pitney now here for TV, radio and concerts . . . rave audience reaction to Bill Haley Comets on tour . . . Little Richard here for tour Oct. 2nd, will include ballroom dates.

BRIAN HARVEY





## TALENT BEAT

### Night Owling

by Barry Kittleson

Make reservations in advance if you want to catch "The Game Is Up," the lively new revue which just opened at New York's Upstairs at the Downstairs. It's a madly-paced 90 minute romp through life—of bizarre and neurotic bent, of course. Particularly gratifying is that "Game" provides a vehicle for the abundantly talented **R. G. Brown** (best known for his weekly capers on the Andy Williams TV show with his statuesque partner **Marian Mercer**, also seen in this revue). Together or alone, they're wild and versatile. Not that they overshadow their co-players. **Richard Blair, Virgil Curry, Judy Knaiz** and that hip pixie **Carol Morley** are all professional scene stealers.

Surprisingly, some of the best moments in the revue are sketches sans music, such as the speed typist bit written and performed by **R. G.** with Miss Mercer.

"Job Interview" is a scathing skit, directing its fangs at employment agencies with cruel accuracy. And then there is "Trio Con Brio," a contemporary tale of happy domesticity, not at all complicated by the fact that there are two young misters for one lone Miss. Down memory lane we are momentarily saddened to be reminded of "Forgotten Words," which are "melting in a matter of semantics," such as "El," "Canaveral," "Idlewild," "Butterfield," "lend lease," and so many, many more.

Downstairs at the Upstairs is the inimitable interpreter of ballads you like to hear over and over again, **Mabel Mercer**. Miss Mercer is back at the club on a full-time basis, which is welcome news to her fans.

#### And A Gate Debut

On Thursday (1), **Miriam Makeba** sat nervously ring-side while her husband,

**Hugh Masekela**, made his U. S. club debut at New York's Village Gate. The nerves were unwarranted—Hugh is a first-rate musician and performer. A native of South Africa, Masekela plays a brilliant trumpet, obviously influenced by U. S. jazzmen, but retains in subtlety of inflection and dynamic variance, a flavor which is unique. He plays and phrases as though he were singing. It's a haunting sound; introspective and compelling. To top it off, he sings too, and very well at that. After the first few bits, he had his audience in tow and he held them through a very long first set. On the evidence of his debut, he could be built into an awfully hot property. And word's out he is not under contract to any recording company yet, though he cut an LP for Mercury on a one-shot deal a little while back. The line forms to the right!

#### Mathis-Noga Rumors

Rumors have circulated about a rift between **Johnny Mathis** and his manager of ten years, **Helen Noga**. Speculations that Mathis would make a break in a matter of months, with the implication that his contract with Mercury might also thus be affected were squelched last week when Mrs. Noga informed us that while the rumors were personally disconcerting, she does not expect any alteration in their relationship until the end of their current contract, which is up on August 28, 1965. She also emphasized that his contract with Mercury is "legal and binding," and sees no cause to support the "irresponsible allegations" that it will in any way be affected. "Meanwhile," she concluded, "I will continue to work as hard for Johnny as I have in the past. It's as simple as that."



## MAN ABOUT MUSIC

### Woody Guthrie

By Bob Rolontz

It has been years since Woody Guthrie has made any recordings, although he and his songs have been the inspiration for an entire generation of young folk folk artists. His condition (he suffers from Huntington's Chorea) has grown worse over the past year, and only his family and close friends have been permitted to visit him.

A few years ago Louis Gordon, Harold Leventhal and Pete Seeger set up the Guthrie Children's Trust Fund, and after several years have completed arrangements to have released the historic recordings made by Woody in 1940 for the Library of Congress. The label that will issue them is Elektra. Jac Holzman, head of the company, personally edited the original masters to bring out this special three LP set.

#### Lomax Notes

Alan Lomax, the folklorist, was on the staff of the Library of Congress, folk music section, in the early 1940's, and he brought Woody to Washington to make the recordings. The Guthrie Trust Fund had him write the notes for the Elektra LP. The notes are among the most impressive this reporter has seen; here are a few excerpts:

"At first glance Woody was not an impressive figure, especially to a Texan. Slight of build, windburnt, Apache-eyed, thin-lipped, wiry and with a curly bush of dusty hair under his semi-Stetson—I'd seen hundreds of his type in Panhandle towns. He was as familiar as cockle-burrs or the tumbleweed, built to last, to cling, to prick your conscience and be forgotten. Then, in conversation, his voice bit at the heart. A low, harsh voice with velvet at the edges, the syllables beautifully enunciated, the prose flowing with a professional writer's balance of sentence and with the salt of a folk wit. The familiar

southwestern drawl was there, and the pauses, but the pauses were loaded with irony and the drawl had a cutting edge. There was at the same time a grasp of the beautiful poetry of human life and a passionate Jacksonian involvement with the fate of the common man. . . .

"After that I can remember wishing to spend as much time as possible with Woody. He came on my CBS show and his broadcast of Okie songs won the National Award as the best music performance of the year. Norman Corwin cast him repeatedly on his great Sunday afternoon series, which was at that time the brightest spot in the American lively arts. Every CBS secretary I ever heard of fell in love with him, and as many as he had time for took him home and fed him and loved him. Before long the Target Tobacco Company cast out their nationally famous singing group to replace them with Woody, backed by a 50-piece orchestra of Union musicians in red jackets. I think Woody lasted three or four performances, bought himself a Chrysler with the proceeds, and took off for Oklahoma without a word to the sponsors. He never mentioned the fact that he had given up what would have been for a New Yorker a dazzling future in radio. When I asked him about it he muttered, 'That damn Chrysler, I gave it to the Farmers' Labor Union organizer in Oklahoma City, but it sure ran pretty on the way down. I remember that night in the Blue Ridge Mountains me and Pete almost got it to climb a tree.'"

"Now that he is so ill and I don't see him any more, I remember him constantly, and we all remember him constantly, because he is the best ballad-maker to come down the American 'pike and because in many ways he was the most truthful and the most talented man of his generation."



# MOA: Bright Present; Rosy Future

**Operators, suppliers, diskers  
gather for biggest-ever  
coin machine conclave**

**Convention scene.** The best-planned, best-attended convention with the heaviest record industry support in a number of years. That was the promise held out at press time for this year's annual convention of the Music Operators of America, slated for Wednesday, Thursday and Friday (14-15-16) at Chicago's famous Randolph and Clark Street landmark, the Sherman House.

This year, 14 key record manufacturers are listed among the MOA exhibitors, close to three times the number in attendance last year. The record firms are joining hands with the four major coin phonograph manufacturers and a bevy of amusement machine firms and allied product suppliers to bring the exhibit spaces to a sell-out status. More than 50 exhibitors will be on hand in more than 100 booths, and Sherman Hotel officials have already made additional space available for late-comers.

**ROSA ties in.** This saturation industry participation has been further embellished with the presence here of members of the Record One-Stop Association. The ROSA group will be holding its third annual conclave with acknowledged hopes of developing even closer working relationships in the future with the MOA.

In the late spring of 1963, ROSA held its convention in Florida, concurrently with that of the record distributors' national trade group, ARMADA, which proved, according to ROSA spokesman, to be a misguided effort. "We belong with the juke box operators and we plan to work as closely as possible with them from here on in," said ROSA president, Stan Stone, last week. ROSA will hold several business sessions of its own on Wednesday and Thursday (14 and 15) and will also participate in several of the MOA sessions and forums.

**Regional groups meet.** Of interest to convention-goers is the scheduling of several regional association meetings during the morning of the opening day. These include sessions of the Coin Operated Industries of Nebraska, the Illinois Coin Machine Association and the South Dakota Music Operators and Vending Association.

In addition, MOA managing director,

Fred Granger Jr., has set up an exemplary series of features and forums for the business sessions. These include a forum on diversification for the coin operator, another on chattel mortgages and contracts and a general membership meeting which will offer a report on legislative developments by legislative counsel, George Miller and MOA Washington attorney, Nicholas Allen; a speech by California Congressman, George P. Miller, who is chairman of the House sub-committee on Science and Astronautics; and the showing of a 15-minute public relations film, "Service at the Drop of a coin," produced by MOA director, Henry Leyser, of California.

**Optimistic note.** A series of pre-convention statements from the top brass of MOA echoed the generally optimistic outlook towards the convention and the future. Board chairman, J. Harry Snodgrass, noted "the rebirth of MOA, a fine organization and one the entire industry should be proud of."

Looking at the past and the future, president Lou Casola stated: "The administrative organization has been overhauled. Our legislative watchdog service has been strengthened. The group insurance program is to be broadened, and a closer relationship is being developed between MOA and the local and state organizations. MOA is moving forward."

Reviewing the past year, Fred Granger, who has served as managing director for the past eight months, remarked, "I like to think that together, and with the guidance of the officers and directors, we have given MOA a little more justification as a national trade association, a little more strength, a little more forward thrust . . ."

**Colorful show.** Topping off the convention on Friday evening will be one of the most star-studded floor shows ever, highlighting such acts as Tony Bennett, the Supremes, the Four Tops and Joe Williams. For the banquet and show, the scene will shift to the long-familiar locale of past MOA conventions, the Terrace Casino of the Hotel Morrison. This will mark the final MOA function of this year's convention and the last ever in the Morrison, soon to be razed to make way for a modern office building.

## MOA Record Manufacturer Exhibitors

Capitol Records Dist. Corp.  
Mr. R. M. Catena  
National Sales Manager  
Hollywood 28, California

Columbia Records Sales Corp.  
Mr. Eugene J. Weiss  
General Manager  
New York, New York

Colpix Records  
Mr. Howard Cook  
Director of Public Relations  
New York, New York

Decca Distributing Corp.  
Mr. Claude Brennan  
National Sales Manager  
New York, New York

Epic Records  
Mr. Victor M. Linn  
Manager, Merchandising  
New York, New York

Jay Jay Polka Record Company  
Mr. Walter Jay  
President  
Chicago, Illinois

Kapp Records, Inc.  
Mr. Macey Lipman  
Regional Sales Manager  
New York, New York

Mercury Record Corp.  
Mr. Kenneth Myers  
Vice-President  
Chicago, Illinois

Monument Record Corporation  
Mr. John Sippel  
Director of Marketing  
Hendersonville, Tennessee

RCA Victor Record Div.  
Mr. Pat Kelleher  
New York, New York

Tamla-Motown  
Mr. Irv Biegel  
Detroit 8, Michigan

Vee Jay Records  
Mr. William Siegel  
Los Angeles 69, Calif.

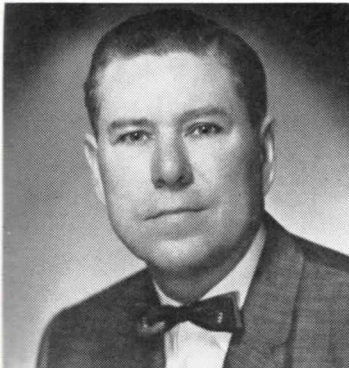
Waikiki Record Company  
Mr. Tommy Kearns  
Bel Air-Los Angeles, Calif.

World Record Distributors, Inc.  
Mr. Morris Goldstein  
President  
Chicago, Illinois

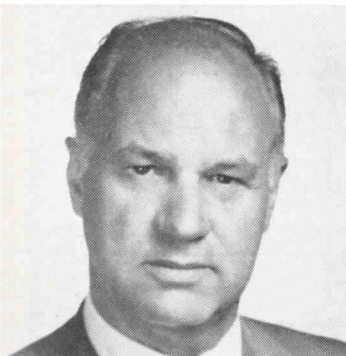




J. HARRY SNODGRASS,  
(chairman of the board)



LOU CASOLA,  
(president)



FREDERICK M. GRANGER JR.,  
(managing director)



HIRSH DE LA VIEZ,  
(show producer)

# MOA CONVENTION

Official Agenda  
Sherman House, Chicago  
October 14-15-16

## WEDNESDAY, OCTOBER 14

- 8:30 AM to 10:00 AM Meetings of Regional Associations: Coin Operated Industries of Nebraska Illinois Coin Machine Assn. South Dakota Music Operators & Vending Assn.
- 9:00 AM to 5:00 PM Registration Desk Open
- 9:30 AM to 11:00 AM Forum on Diversification. Moderated by J. Harry Snodgrass, with panelists from Rock-Ola, Rowe, Seeburg and Chicago Dynamics.
- 11:15 AM to 12:15 PM Forum on Chattel Mortgages and Contracts. Moderated by Albert S. Denver, with panelists J. Harry Snodgrass & Lou Casola.
- 1:00 PM to 5:00 PM Exhibits Open (mezzanine).

## THURSDAY, OCTOBER 15

- 9:00 AM to 11:00 AM MOA General Membership Meeting presided over by President Lou Casola. Nomination and election of officers and board members. Reports from officers, committee chairmen and Managing Director. Reports on legislation from George Miller, Legislative Counsel and Nicholas Allen, MOA attorney from Washington. Speech by Congressman George P. Miller, Calif., chairman of House Science and Astronautics Comm. 15-minute public relations film—"Service at the Drop of a Coin"—produced by Henry Leyser, MOA Director from California.
- 10:00 AM to 5:00 PM Registration Desk Open
- 11:00 AM to 12:00 Noon ROSA General Membership Meeting. Presided over by President Stanley Stone.
- 12:30 PM to 2:00 PM Ladies Luncheon in Merchants & Manufacturers Club of Merchandise Mart, followed by tour of the Mart. Co-Chairman: Mrs. Lou Casola and Mrs. Clinton Pierce.
- 1:00 PM to 5 PM Exhibits Open (mezzanine)

## FRIDAY, OCTOBER 16

- 9:00 AM to 10:30 AM Special presentations by Record Companies. Some record companies have requested time on the programs. MOA has invited all who wish to participate. They will pick their own subjects.
- 10:00 AM to 3:00 PM Registration Desk Open
- 10:45 AM to 12:00 Noon Forum on Programming moderated by Norman Gefke with panelists Ted Nichols, Irving Perlman, Pat Cohen and representatives of two or more record companies. Note: this panel made up of operators, one-stops and record companies.
- 1:00 PM to 5:00 PM Exhibits Open (mezzanine)
- 7:00 PM to 1:00 AM Gala Banquet & Show, Terrace Casino, Morrison Hotel, featuring Tony Bennett (Columbia Records); the Supremes, (Motown Records); the four Tops (Motown Records); Li'l Wally and the Harmony Boys (Jay Jay Records); Ray and Roman (dance team); the Sue Charles Dancers; Frank York and his orchestra. Show produced by Hirsch de la Viez.

## Featured Entertainers at MOA Final Banquet



TONY BENNETT



THE FOUR TOPS



THE SUE CHARLES DANCERS



# RADIO EXPOSURE CHART

The hottest new singles not yet on the Pop 100 and where they stand on surveys of leading radio stations in top markets

This chart shows local and regional action by the hottest new singles in the country, based upon surveys made by leading radio stations. A different sampling of stations is used each week. Surveys are published with official authorization of the stations listed.

The letter "P" stands for Pick on a survey. The letter "X" stands for an Extra without numerical rank. Records include those that have not yet earned a regular place on the national Pop 100 chart.

## STATIONS USED THIS WEEK

- EAST:** CHUM - Toronto; WABC - New York; WIBG - Philadelphia; WKBW - Buffalo; WMCA - New York; WORC - Worcester; WPGC - Washington; WWDC - Washington
- SOUTH:** KILT - Houston; KLIF - Dallas; KOMA - Oklahoma City; WFUN - Miami; WQXI - Atlanta; WRAP - Norfolk; WYLD - New Orleans
- MIDWEST:** KQV - Pittsburgh; WDGY - Minneapolis; WING - Dayton; WKNR - Detroit; WRIT - Milwaukee
- WEST:** KEWB - Oakland; KIMN - Denver; KJR - Seattle

AIN'T DOING TOO BAD. Bobby Bland (Duke).....	WYLD -P	GOOD. Dee Dee Sharp (Cameo).....	WWDC 52
AIN'T THAT LOVING YOU BABY. Everett & Butler (V-J)..	WRAP 21	GOODBYE GIRL. Ritchie Dean (Tower).....	WIBG 75
ALL THAT'S GOOD. Fiestas.....	WRAP -P	GOTTA GIVE HER LOVE. Volumes	
ALMOST THERE. Andy Williams (Columbia).....	WORC 49	(American Artists).....	WPGC 30; WWDC 20; WKNR 8
APPLE OF MY EYE. Four Seasons (V-J).....	WORC 41	GOTTA HAVE MORE. Eddie Bo (Blue Jay).....	WYLD 21
AROUND AND AROUND. Astronauts (RCA).....	KOMA 43	(THE) GYPSY. Robert Davie (Congress).....	WKEW 11
ASK ME WHY. Beatles (V-J).....	KJR 27		
<hr/>			
BABY, BABY ALL THE TIME. Superbs (Dore).....	WIBG 88	HAPPY HAPPY BIRTHDAY BABY. Four Seasons (V-J)....	WIBG 80
BABY DON'T DO IT. Five Royals (Smash).....	WYLD 37	HAPPY STREET. Stevie Wonder (Tamla).....	WYLD 33
BABY DON'T GO. Sonny & Cher (Reprise).....	KLIF -P	HE DON'T WANT YOUR LOVE ANYMORE.	
BABY I MISS YOU. Tommy Good (Gordy).....	WYLD 5	Clairette Clementino (Capitol).....	KIMN -P
BE CAREFUL LITTLE GIRL. The Fenways (Bev Mar)....	KQV 25	HE'LL ONLY HURT YOU. C.L. & Pictures (Monument) ...	KILT 9
BEAUTICIAN BLUES. B.B. King (Kent).....	WYLD 22	HEY THERE BEAUTIFUL. Paul Peterson (Colpix).....	KLIF 34
BIG ROUND WHEEL. Fisher Brothers.....	WRIT -P	HIGH HEEL SNEAKERS. Jerry Lee Lewis (Smash).....	WPGC 39
BIG TOWN. Tommy Lee (Tribe).....	KILT 62	HIS LIPS GET IN THE WAY. Bernadette Castro (Colpix) ...	KILT 52
BITTER WITH THE SWEET. Don Gardner (Jubilee).....	WYLD 9		
BOY FROM CROSSTOWN. Angels (Smash).....	WKBW 54		
<hr/>			
CANDY TO ME. EDDIE HOLLAND (Motown).....	KILT 50	I CAN'T BELIEVE WHAT YOU SAY. Ike & Tina Turner	
CAN'T EVER FREE MY MIND. Dale McBride (Teardrop) ...	KILT 32	(Kent).....	WIBG 73
CAN'T LIVE WITHOUT HER. Billy Butler & Enchanters		I DON'T KNOW. Steve Alaimo (ABC Paramount).....	WPGC 18
(Okeh).....	WYLD 17	I DON'T WANNA FUSS. Sugar Pie DeSanto (Checker) ...	WYLD 26
CAN'T STAY AWAY. Don Covay (Rosemart).....	WYLD 1	I GUESS I'M CRAZY. Jim Reeves (RCA).....	CHUM 47; WPGC 20
CHEETAH. Lil' Snook. (Fun).....	WYLD 23	I HAD A GOOD HOME BUT I LEFT. Joe Tex (Dial).....	WYLD 3
(THE) CLOCK. Baby Washington (Sue).....	WRAP 14	I SMELL TROUBLE. Little Johnny Taylor	
COUNTRY IDA. Johnny Meyers (Pitassy).....	WYLD 30	(Galaxy).....	WYLD 24; WRAP 20
<hr/>			
DARTELL STOMP. Mustangs (Providence).....	WIBG 97	I STAND ACCUSED. Jerry Butler (V-J).....	WRAP 9
DEEP DARK SECRET. Dee Dee Sharp (Cameo).....	WIBG 58	I WON'T BE YOUR FOOL ANYMORE. Soul Sisters (Sue) ...	WYLD 7
DO ANYTHING YOU WANNA. Harold Betters.....	WORC -X	I'LL BE BACK. Beatles (Parlophone L.P.).....	WORC 2; KQV 11
(THE) DOG. Junior & the Classics (Groove).....	WRIT 30	I'M GONNA LOVE YOU TOO. Ray Ruff (Storme).....	KOMA 24
DON'T BACK DOWN. Beach Boys (Capitol).....	WORC 43	I'M THE LOVER MAN. Jerry Williams (S.S.).....	WIBG 86; WRAP -P
DON'T FORGET I STILL LOVE YOU. Bobbi Martin (Coral). KQV 40		IT'S A CRYING SHAME. Shorty Long (Soul).....	WYLD 6
DON'T IT MAKE YOU FEEL GOOD. Overlanders (Hickory). KILT 58		IT'S ALL OVER. Ben E. King (Atco).....	WIBG 32
DREAMIN'. Tony Grecco.....	WRIT 38	IT'S YOU I LOVE. Tytans (Jay J.).....	WYLD 39
<hr/>			
EASY LIVING. Charltons (Argo).....	WYLD 36	JIMMY DARLING. Vicki Sallee (Dot).....	WORC 36
FALL AWAY. Eddie Albert (Hickory).....	WWDC 62	JUST LET HER GO. Ivan & Savers (Prism).....	WING 37
FORGET HER, FORGET HER. Danny Williams			
(United Artists).....	WIBG 81		
<hr/>			
GARDEN IN THE RAIN. Vic Dana (Dolton).....	WRIT 39; KJR 47	KAHLUA. Champs (Challenge).....	WORC -X
<hr/>			
		LA DE DAH, I LOVE YOU. Inez Foxx.....	WRAP 25
		LA LA. Cobras (Swan).....	WIBG 54
		LITTLE HONDA. Beach Boys	
		(Capitol).....	WKBW 8; WIBG 17; WPGC 13; WDGY 31
		LOOKING FOR MY BABY. Music Soul Bros. (Music City)...	WYLD 31
		LOST WITHOUT YOU. Teddy Randazzo (DCP).....	WKNR 30



# Radio Exposure Chart (continued)

L-O-V-E. Nat King Cole (Capitol) .....	KOMA 23
LOVE, LOVE. Strange Loves (Swan).....	WORC 31
LOVERS ALWAYS FORGIVE. Gladys Knight & Pips (Maxx).....	WIBG 65
(THE) LUMBERJACK. Hal Wallis (Sims) .....	WWDC 64
<hr/>	
MAKE UP YOUR MIND. Anna King (Smash).....	WRAP 11
MALIBU. Tymes (Parkway).....	WIBG 79; WWDC 55
MAYBE THE LAST TIME. James Brown (Smash).....	WYLD 20; WRAP 12
MORE THAN YESTERDAY. Cinderellas (Tamara) .....	WORC -X
MOVE IT BABY. Simon Scott (Imperial) .....	KQV 33; KEWB 23
MUSIC MAKES ME WANT TO DANCE Patty & Emblems (Herald).....	WRAP -P
MY ADORABLE ONE. Joe Simon (Gee Bee).....	WQXI 6
MY LOVE. Buddy Ace (Duke).....	WYLD 29
<hr/>	
NEVER GET ENOUGH OF LOVE. Eddie Floyd (Safice)....	WYLD -X
<hr/>	
OH! MARIE. Village Stompers (Epic).....	WIBG 96
OH MY WHAT A GUY. Peggy March (RCA).....	WIBG 70
ON THE BEACH. Cliff Richard (Cap. of Canada).....	CHUM 17
ONE MORE MOUNTAIN. Neil Darrow .....	WKBW 36
OVER YOU. Paul Revere & Raiders .....	KJR 40
<hr/>	
PEARLY SHELLS. Burl Ives (Decca).....	WIBG 68
PEARLY SHELLS. Billy Vaughan (Dot).....	WORC -X
POCAHONTAS. Camelots (Ember).....	WIBG 55
PROMISE YOU'LL TELL HER. Swinging Blue Jeans (Imperial) .....	WDGY 40
PUT YOUR ARMS AROUND ME. Cresters (Capitol).....	WORC 22
<hr/>	
RAP CITY. Ventures (Dolton LP) .....	WORC -X
RINGO. Lorne Greene (RCA Victor).....	KILT 61
ROBOT WALK. Pat & Lolly Vegas (Apogee).....	KJR 25
ROCKIN' ROBIN. Rivas (Riviera).....	CHUM 37
ROUNDEST OF THEM ALL. Round Robin (Domain).....	WYLD 40
RUN, RUN, RUN. Gestures (Soma).....	WDGY 38

SATISFACTION IS GUARANTEED. Van Trevor .....	WKBW 43
SATURDAY'S HERO. Go Go's (RCA Victor).....	WORC 20
SCHOOL IS A DRAG. Super Stocks (Capitol).....	WORC 45
SCRATCHY. Travis Wammack (Ara) .....	KLIF 10; WFUN 37; KOMA 48; WKNR 31
SHAKE ALADY. Ray Bryant (Sue).....	WWDC 47
SOFTLY AS I LEAVE YOU. Matt Monro (Liberty).....	WKNR 23
SOMETHING NEW. Beatles (Capitol LP).....	WPGC 17
SOON I'LL WED MY LOVE. John Gary (RCA Victor).....	WIBG 66
SOUL TRAIN. Curley Moore (Nola) .....	WYLD 28
SPANISH GUITARS. Jerry Wallace (Challenge).....	WWDC 66
STAIRWAY TO THE STARS. Vic Dana (Dolton).....	KILT 26
STORY BOOKS. Moon Rays (Kon Ti).....	WYLD 32
STRUNG OUT. James Crawford (Mercury) .....	WYLD -X
SWEET WORDS OF LOVE. Underbeats (Garrett).....	WDGY 3
<hr/>	
THAT'S HOW STRONG MY LOVE IS. O.V. Wright (Goldwax)	WYLD 12
THAT'S WHERE IT'S AT. Sam Cooke (RCA Victor).....	WIBG 34; KIMN 30
THAT'S WHERE IT'S AT. Lots A Poppa (Tribe).....	WYLD -X
THIRTY DAYS. Buddy & Hearts (Landa) .....	WORC -X
THUNDER 'N' LIGHTNIN'. Jimmy Gilmer (Dot).....	WWDC 49; KOMA -P
TRY ME. Jimmy Hughes (Fame).....	WRAP -P
TURN ON SONG. Counts (Seacrest).....	KJR 45
<hr/>	
UNTIE ME. Tams (Arlen).....	WIBG 60
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WAIT BY THE WATER. Bobby Darin (Capitol) .....	WIBG 74
WAIT TILL TOMORROW. Dells (V-J) .....	WYLD 27
WATCH OUT. Jackie Wilson (Brunswick).....	WYLD 35
WHAT IN THE WORLD'S COME OVER YOU. Dovells (Parkway).....	WKBW 41
WHEN I STOP DREAMING. Dean & Mark (Hickory).....	WIBG 78
<hr/>	
YES I DO. Solomon Burke (Atlantic) .....	WYLD 8
YOU DON'T LOVE ME. Z.Z. Hill (Kent) .....	WYLD -P
YOUR ONE AND ONLY MAN. Otis Redding (Volt).....	WYLD -X; WRAP -P

## MUSIC BUSINESS

# SCHEDULE OF SPECIAL OPPORTUNITIES

- Industry Spotlights during the Remainder of 1964 that Represent Outstanding Advertising Values. Reserve Space Now for Best Position
- Next week: Christmas Record Special. Advertising deadline: Tuesday, Oct. 13
- Focus on Country DJ Convention. Advertising deadline: Monday, Oct. 19
- Dec. 26 issue: Giant Year-End Special featuring the most unique, exciting and valuable editorial material in any record magazine. Advertising deadline: Monday, Dec. 7

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OCTOBER 17, 1964

In the opinion of MUSIC BUSINESS' C&W chart research department, the following is a compilation of the nation's best selling and most played C&W phonograph records.

Records listed in **BOLD FACE** made the greatest upward rise from last week's charts.

This Week	Last Week	Record	This Week	Last Week	Record	This Week	Last Week	Record
1	1	<b>I DON'T CARE</b> Buck Owens—Capitol 5240	17	17	<b>FINALLY</b> Kitty Wells & Webb Pierce—Decca 31663	33	35	<b>MY OWN</b> Johnny Foster—Capa 122
2	3	<b>DON'T BE ANGRY</b> Stonewall Jackson—Columbia 43076	18	21	<b>MY FRIEND ON THE RIGHT</b> Faron Young—Mercury 72313	34	37	<b>THE NESTER</b> Lefty Frizzell—Columbia 43051
3	5	<b>MR. AND MRS. USED TO BE</b> Ernest Tubb & Loretta Lynn—Decca 31643	19	22	<b>JUST BETWEEN THE TWO OF US</b> Merle Haggard & Bonnie Owens— Talley T-181-A	35	40	<b>I'LL GO DOWN SWINGING</b> Porter Wagoner—RCA Victor 8432
4	6	<b>DERN YA</b> Ruby Wright—Ric S 126	20	34	<b>FORBIDDEN STREET</b> Carl Butler & Pearl—Columbia 43102	36	★	<b>HE CALLED ME BABY</b> Patsy Cline—Decca 31671
5	4	<b>I GUESS I'M CRAZY</b> Jim Reeves—RCA Victor 5383	21	24	<b>MOTHER-IN-LAW</b> Jim Nesbitt—Chart 1100	37	★	<b>THE LUMBERJACK</b> Hal Willis—Sims 207
6	2	<b>BALLAD OF IRA HAYES</b> Johnny Cash—Columbia 43053	22	26	<b>IN THE MIDDLE OF A MEMORY</b> Carl Belew—RCA Victor 8406	38	★	<b>ONE OF THESE DAYS</b> Marty Robbins—Columbia 0000
7	10	<b>CHUG-A-LUG</b> Roger Miller—Smash S-1026	23	31	<b>TIA LISA LYNN</b> Rose Maddox—Capitol 5263	39	39	<b>FRENCH SONG</b> Marion Worth—Columbia 43119
8	23	<b>ONCE A DAY</b> Connie Smith—RCA Victor 8416	24	27	<b>LONELY GIRL</b> Carl Smith—Columbia 43124	40	46	<b>BAR WITH NO BEER</b> Benny Barnes—Hall-Way 1203
9	9	<b>PLEASE TALK TO MY HEART</b> Ray Price—Columbia 43086	25	20	<b>HERE COMES MY BABY</b> Dottie West—RCA Victor 8374	41	★	<b>MY MEMORIES OF YOU</b> Hank Snow—RCA Victor 8437
10	13	<b>GIVE ME FORTY ACRES</b> Willis Bros.—Starday 681	26	38	<b>CROSS THE BRAZOS AT WACO</b> Billy Walker—Columbia 43120	42	★	<b>SUE MAE SAN/YOU'RE STILL ON MY MIND</b> Jimmy "C" Newman—Decca 31677
11	15	<b>THE RACE IS ON</b> George Jones—United Artists 751	27	42	<b>I'M GONNA TIE ONE ON TONIGHT/MAKING PLANS</b> The Wilburn Bros.—Decca 31617	43	33	<b>DANG ME</b> Roger Miller—Smash 81881
12	7	<b>PASSWORD</b> Kitty Wells—Decca 31622	28	28	<b>TEARS &amp; ROSES</b> George Morgan—Columbia 43124	44	43	<b>MEMORY #1</b> Webb Pierce—Decca 31674
13	19	<b>MAD</b> Dave Dudley—Mercury 72308	29	14	<b>CHIT AKINS, MAKE ME A STAR</b> Don Bowman—RCA Victor 8384	45	★	<b>I COULDN'T CARE LESS</b> Wilma Lee & Stoney Cooper—Hickory 1229
14	8	<b>SAM HILL</b> Claude King—Columbia 43083	30	30	<b>EVERYBODY'S DARLIN' PLUS MINE</b> The Browns—RCA Victor 8423	46	36	<b>BE BETTER TO YOUR BABY</b> Ernest Tubb—Decca 31614
15	11	<b>I DON'T LOVE YOU ANYMORE</b> Charlie Louvin—Capitol 5173	31	32	<b>HOW THE OTHER HALF LIVES</b> Johnny & Jonie Mosby—Columbia 43100	47	★	<b>DON'T GIVE UP THE SHIP</b> Johnny Wright—Decca 31679
16	18	<b>STRONGER THAN DIRT</b> Glenn Barber—Starday 676	32	16	<b>TH' WIFE</b> John D. Loudermilk—RCA Victor 8389	48	25	<b>PLEASE BE MY LOVE</b> George Jones & Melba Montgomery— United Artists 732
						49	29	<b>WORKIN' IT OUT</b> Lester Flatt & Earl Scruggs—Columbia 43080
						50	★	<b>SECOND FIDDLE</b> Jean Shepard—Capitol 5169

## BIG C&W ALBUMS

This Week	Last Week	Record	This Week	Last Week	Record	This Week	Last Week	Record
1	1	<b>THE BEST OF JIM REEVES</b> RCA Victor LPM 2840 (M); LSP 2890 (S)	8	8	<b>DANG ME</b> Roger Miller—Smash MPS 27049/FRS 67049	14	14	<b>WEBB PIERCE STORY</b> Webb Pierce— Decca DXB 181 (M)/DXSB 7181 (S)
2	2	<b>MOONLIGHT &amp; ROSES</b> Jim Reeves—RCA Victor LPM/LSP 2854	9	12	<b>GEORGE JONES SINGS LIKE THE DICKENS</b> United Artists UAL 3364 (M)/UAS 6364 (S)	15	17	<b>GOLDEN COUNTRY HITS</b> Hank Thompson— Capitol T 2089 (M)/ST 2089 (S)
3	3	<b>LOVE LIFE</b> Ray Price—Columbia CL 2189	10	7	<b>THANKS A LOT</b> Ernest Tubb— Decca DL 4514 (M); DL 7514 (S)	16	16	<b>BEFORE I'M OVER YOU</b> Loretta Lynn—Decca DL 4541/DL 74541
4	4	<b>TOGETHER AGAIN/MY HEART SKIPS A BEAT</b> Buck Owens & His Buckeroos— Capitol T 2135 (M); ST 2135 (S)	11	11	<b>SLIPPIN' AROUND</b> George Morgan & Marion Worth— Columbia CL 2197 (M)/CS 8997 (S)	17	18	<b>MORE HANK SNOW SOUVENIRS</b> Hank Snow—RCA Victor LPM 2819
5	5	<b>I WALK THE LINE</b> Johnny Cash— Columbia CL 2169 (M); CS 8990 (S)	12	10	<b>KITTY WELLS STORY</b> Kitty Wells—Decca DSD 174/KXS 7174	18	15	<b>SONGS OF TRAGEDY</b> Hank Snow—RCA Victor LPM/LSP 2901
6	6	<b>R.F.D.</b> Marty Robbins—Columbia CL 2220/CS 9020	13	13	<b>THERE STANDS THE GLASS</b> Carl Smith— Columbia CL 2173 (M)/CS 8973 (S)	19	19	<b>PORTER WAGONER IN PERSON</b> Porter Wagoner— RCA Victor LPM 2840 (M)/LSP 2840 (S)
7	9	<b>TRAVELIN' WITH DAVE DUDLEY</b> Mercury MG 20893/SR 8989				20	20	<b>ON THE BANDSTAND</b> Buck Owens—Capitol T/ST 1879



**we're working** **DOUBLE TIME...**

on the big, exciting **MUSIC BUSINESS** special issue in conjunction with **WSM's** 39th anniversary of the Grand Ole Opry and National Country Music Disc Jockey Festival

**EDITORIAL DEADLINE . . . . . October 12**

**ADVERTISING DEADLINE . . . . . October 19**



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**MUSIC BUSINESS**  
**P.O. Box 396, Nashville, Tennessee 37202**



# Dateline Music City



Music Business in Nashville  
CHARLIE LAMB

Kay Arnold, writer of the current **Billy Walker** C&W topper, "Cross the Brazos at Waco," will cut her own LP for Sims Records right away. It will be titled "Kay Arnold Sings **Eddie Arnold**." Kay, wife of C&W promoter **Buster Doss**, recently completed a package tour with **Tex Ritter**, **Wilma Lee** and **Stoney Cooper** and **Ernest Ashworth** through Maryland and the east. Tour was booked and handled by Martin Productions with **Buster Doss Associates**. . . . **Ted Daffan**, whose many years in the business include publishing, writing and recording, has been named general manager by **H. W. (Pappy) Daily** of Glad Music and affiliated pubberies with offices at 316 East 11th Street, Houston. Daffan wrote and recorded many hit records for Okeh and Columbia. "Born to Lose" and "No Letter Today" were both million sellers. Daffan will also write for Glad.

Listener response to the change-over of Lynchburg, Va.'s WBRG to an all C&W format on Aug. 3 has been tremendous and the "Big G" signal now dominates an area with 250,000 population, says Manager **Tom Buckley**. **Larry Martin's** "Nashville Sound" leads off each morning, followed by "**Barefoot**" **Bill Love** and **Wayne Campbell**. Martin is PD and Campbell also sells for the station. However, Martin says, new releases are not coming in as was hoped and asks distribs and labels to send their newies to him, P.O. Box 1079, Lynchburg. . . . **Ronnie Shacklett**, **Brenda Lee's** husband, wanted to celebrate the six months birthday of their daughter Julie and couldn't think of any better way than to buy Brenda a new Mustang. Just a few more years and the baby will want her own. . . . **Johnny Cash**, on the Opry Saturday night, turned in a couple of beautiful performances and after his appearance on the historic Ryman stage, you'd think the show would be called "The Grand Ol' Cash-roar." . . . **Louise Roos**, pert little Dutch girl, is handling foreign relations for **Fred Foster's** Monument label. She has been in this country two months



**POLITICS AND MUSIC:** The troupe pictured above was the first country music package to appear with President Lyndon Johnson in support of the National Johnson-Humphrey for President campaign. They joined the President at the Oklahoma State Fair in Oklahoma City on September 25. From left, musicians **Sammy Pruett**, **Sonny Burnett**, **Ike Inman**, **Ric Records Vice President Lester Vanadore** (who was appointed by President Johnson to spearhead the Country Music for Johnson task force) **Ruby Wright**, **Mrs. Ferlin Husky**, **Ferlin Husky**, and musician **Mike Davis**. **Smiley** and **Kitty Wilson** were also on the tour.

now and is really catching on to our lingo. She can say "okay" and "doggone it" like a native.

## Florida Raises Singers

Florida is contributing more than its share of new girl singers these days. Latest one is **Jerry Walker** who did her first session for Sims Records last week. **Wilma Burgess** led the pilgrimage to Music City a few weeks earlier. . . . **The Wilburn Bros.**, in the absence of **Ernest Tubb** who is on tour, handled his show with good taste Saturday night to a packed house. The popular Decca duet has their hottest single in the last three or four years. It's currently in the top five best sellers at Decca. . . . **Clyde Beavers** filled a guest

spot on the Ernest Tubb show. . . . **Louis Buckley**, owner-operator of Buckley's Records, who helms Harvey's record department in Music City, is improving nicely at Park View Hospital where he has been resting up for the past several weeks. (Buckley, you can't fool me. You're just getting ready to really swing at the upcoming disk jockey festival. . . .)

**Fred Goldup** of Tape Station WYL, 58 Westland Ave., Boston, says he's sorry he won't get to the Disc Jockey Festival this year and the four reasons he cites are understandable. (1) His rent jumped 20 pct. last month; (2) he must buy a new hearing aid for \$300; (3) His slide projector

was taken from his luggage while in bus transit, and the bus people say projectors, even in a suitcase, aren't acceptable as baggage; hence no reimbursement; (4) He must also buy a new recorder as the old one is in its dotage. "This is my tenth year of taping shows for the handicapped," Goldup says, "and with no backing or sponsorship it's a bleak outlook."

## Tree Appoints Wood

**Gerry Wood** has been appointed publicity director for Tree pubbery, one of the city's fastest growing song producers. The 26 year old writer-newsman-disc jockey has just completed requirements for his master's degree at Vanderbilt University. He is news director at Nashville's WKDA and was formerly on the news staff of Louisville's WAKY. A weekly newsletter from Tree is one of his first moves. . . . **The Blue Boys**, formerly backing group for the late **Jim Reeves**, and now an independent act performing under their own name and managed by the Jim Reeves Enterprises, got a rousing reception when they appeared recently at **Dewey Groom's** Longhorn ranch in Dallas. "The most versatile group to walk onto anybody's band stand," says Longhorn's **Joseph Kundrat**. . . . First stage show in San Diego's new Convention Hall of the Community Concourse will be the Grand Ole Opry Oct. 23. It will be the largest line-up of C&W artists ever to appear in San Diego. With **Ray Price** as headliner, the cast will include **Porter Wagoner** and the Wagon Masters, **Norma Jean**, **Stonewall Jackson**, **Jimmy Dickens**, **Billy Walker**, **Red Sovine**, **Shirley Ray** and **Rex Rhinehart**. The program will be presented by KSON, San Diego's C&W'er. **James O'Gwynn** performed before 50,000 including President Lyndon Johnson at Texarkana, Texas Sept. 25. The President was there to dedicate a memorial to honor the late John F. Kennedy. O'Gwynn's newest record on United Artists, "Heart Storm," is doing fine, listed in the top ten charts of many stations.

## GREAT SPIRITUAL RELEASES

BEAUTIFUL HOME

b/w

WAIT ON THE LORD

Bonita Cantrell

Nashboro 834

A SWEETER LIFE

b/w

SO CALLED CHRISTIAN

Golden Trumpets

Nashboro 835

PRAY LIKE THE LORD SAYS

b/w

MY LOVE FOR JESUS

Silver Bells

Nashboro 836

WHAT KIND OF MAN IS JESUS

b/w

IN MY FATHER'S HOUSE

Radio Four

Nashboro 837

**NASHBORO Records**

177 Third Ave., North  
Nashville, Tennessee  
CH 2-2215



## C&W Who's Who

More than 100 major advertisers have taken space in the forthcoming edition of the 1965 Country Music Who's Who, says publisher **Thurston Moore**. William Sanderson, professor of advertising design at the University of Denver, has directed all art and layout for the 300 page deluxe hard back edition. It will contain many features and articles of lasting value to the industry and has taken almost a year to compile.



Ray Pennington, left, head of the newly established R&B department at Pamper Music Inc., is welcomed by Prexy Hal Smith. The R&B section supplements Pamper's existing C&W and pop departments. Pennington comes from Hamilton, Ohio, where he was PD for WCNW. In addition to his R&B duties Pennington is a writer for Pamper.

## WSM To Honor Top Jock At Festival

NASHVILLE

The country music disc jockey, who in the opinion of judges has made the biggest contribution to country music generally and to the Grand Ole Opry specifically, will be awarded \$500 cash and a lot of other gifts at WSM's annual Country Music Disc Jockey Festival here Nov. 5 to 7, marking the Opry's 39th birthday.

The winner will be announced and the awards made at WSM's opening breakfast Nov. 6. The occasion marks the first time that a C&W jockey has been so singled out by the Opry management on the basis of his contribution in these fields. The nation's No. 1 Opry fan will also be honored on this occasion. He is Dizzy Dean, sports commentator and former pitcher for the St. Louis Cardinals.

As part of the disc jockey sweepstakes, country music jocks across the nation are asking their listeners to write a letter of 25 words or less stating why their particular deejay merits the award. The

## Country Single Picks

**GLEN CAMPBELL**  
Capitol 5279  
SUMMER, WINTER, SPRING AND FALL  
(Moss Rose, BMI) (2:29)—Drusky  
Flip is "Heartaches Can Be Fun"  
(Central, BMI) (1:50) — Bare, Williams

**JOHNNY CASH**  
Columbia 54145  
TIME AND TIME AGAIN  
(Johnny Cash, BMI) (2:10)—Cash, Carter  
IT AIN'T ME BABE  
(Witmark, ASCAP) (3:02) — Dylan

**ROY DRUSKY**  
Mercury 72335  
ALL FOR THE LOVE OF A GIRL  
(Vogue, BMI) (2:37)—Horton  
SO MUCH GOT LOST  
(Moss Rose, BMI) (2:20)—D. & E. Reeves

**EDDY ARNOLD**  
RCA Victor 8445  
I THANK MY LUCKY STARS  
(Cedarwood Pub., BMI) (2:30)—W. P. Walker  
Flip is "I Don't Cry No More"  
(Pamper Music, BMI) (1:54) — H. Howard

**ERNEST ASHWORTH**  
Hickory 1281  
GOODER THAN GOOD  
(Fred Rose Music, Inc., BMI) (2:52)—O. & R. Blackwell  
Flip is "Pushed in a Corner"  
(Acuff-Rose Pub., Inc., BMI) (2:08)—R. Rivers

**HUGH X. LEWIS**  
Kapp K-622  
WHAT I NEED MOST  
(Cedarwood Pub., BMI) (2:47)—H. Lewis  
Flip is "Too Late"  
(Leeds Music Corp., ACAP) (2:35)—J. Wakely

**OTT STEPHENS**  
Chart 1145  
I SPELL LOVE Y-O-U  
(Peach Music, SESAC) (2:14)—B. Goodwin, G. Lawharn, B. Wesley  
Flip is "A Little Bit of Blue"  
(Yonah Music, BMI) (2:34) — L. Anderson, T. Glenn, V. Hunt

**WANDA JACKSON**  
Capitol 5287  
CANDY MAN  
(January, BMI) (2:37)—Ross, Neil  
WEARY BLUES FROM WAITIN'  
(Fred Rose, BMI) (3:15) — Williams

**WARNER MACK**  
Decca 31684  
SITTIN' IN AN ALL NITE CAFE  
(Glaser, BMI) (2:20)—Glaser  
Flip is "Blue Mood"  
(Valley, BMI) (2:20) — McPherson, Kincaid, Demmas

**MARGIE SINGLETON AND FARON YOUNG**  
Mercury 72312  
ANOTHER WOMAN'S MAN,  
ANOTHER MAN'S WOMAN  
(Fame, BMI) (2:16)—Pennington, Greene  
HONKY TONK HAPPY  
(Tree, BMI) (2:20)—Dutman

**WYNN STEWART**  
Capitol 5271  
HALF OF THIS, HALF OF THAT  
(Central Songs, Inc., BMI) (2:20)  
—W. Stewart & D. Sessions  
Flip is "The Happy Part of Town"  
(Central Songs, Inc. BMI) (2:39)  
—D. Dill

**HOUSTON TURNER**  
Do-Ra-Me 1437  
CANDY APPLE RED  
(Ashna Music, BMI) (3:11)—H. Turner  
Flip is "Buenos Noches"  
(Ashna Music, MBI) (2:32) — Biggs, Biggs, Robbins

**JOHNNY WESTERN**  
Philips 40231  
TENDER YEARS  
(South Coast Music, BMI) (2:56)  
—D. Edwards  
Flip is "Light the Fuse"  
(Doral Music, BMI) (2:20)— D. Burnette

**JERRY BYRD**  
Mercury MG 20932  
THE MAN OF STEEL

**HOMER & JETHRO**  
RCA Victor 2954  
FRACTURED FOLK SONGS

**ARTHUR "GUITAR BOOGIE" SMITH**  
Dot Records 3600  
ORIGINAL "GUITAR BOOGIE"

letters which come to WSM in Nashville will be turned over to a panel of judges who will make the final choice. The writer of the winning letter will also receive an outstanding prize.

Prizes already announced, besides the \$500 cash, include an expensive wrist-watch, pen and pencil set, sugar cured hams, personalized bowling ball, transistor radio, a piece

of furniture, popcorn, candy, a \$25 savings account.

The Opry anniversary, to be attended by more than 3,000 C&W deejays and trades people throughout the U.S. and Canada, will mark three days of socializing, renewal of friendships, and hosting by labels and publishers at dinners, cocktail affairs, dances, and breakfasts, as well as open hospitality suites.

## Goldup vs. Perkins

NASHVILLE

Fred Goldup who runs Tape Station WYL in Boston last week challenged Luther Perkins, lead guitarist with Johnny Cash's band, to a duel. No, not with pistols, swords of that old fashioned weaponry, but with balls of yarn!

Goldup's challenge grew out of a yarn in "Dateline Music City" to the effect that Perkins' hobby when not pickin' the strings is knitting.

A Great New One

## The Bracelets "YOU'RE JUST FOOLING YOURSELF"



Fox 539

The Ultimate in Entertainment

The Original Hit of

## DO ANYTHING YOU WANNA

by Harold Batters

#747 PARTS 1 AND 2



Gateway Recording, Inc.

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# IN THE TRADE



**ALL OUT FOR MARY:** There was a lot of excitement at Tower Records last week as Mary Miller, 17 year old lass from Texas, cut her first sides for the new Tower label. Below Manager John Osborne, Tower chief Bud Fraser, Mary and a. & r. exec Eddie Ray huddle listening to one of the playbacks at the firm's Hollywood studios.



## Sporn Suit Aftermath

The Supreme Court of Ontario has appointed J. Stanley Whitehead of McDonald, Currie, & Co., chartered accountants of Toronto, to act as manager for American Metropolitan Enterprises, Ltd., until a settlement is reached, or the case comes to trial, re the suit brought against the firm by Murray Sporn.

Sporn brought the action against AME last year in the Canadian courts. He was associated with Ed Kassner in assembling the company, which includes Tideland, Kassner, Peter Schaeffers, Berkshire and Syndicate Music, plus the Sporn management firm and Seville and President Records. Sporn filed the minority stockholder suit after he broke with Kassner. Whitehead controls the firm's treasury while Kassner runs the firm's publishing activities. Broadway Music, once owned by AME, was recently sold to Lawrence Welk.

## 20th Names Wayne

Bernie Wayne, well-known cleffer, has been named a. and r. chief for 20th Century Fox Records. Wayne, who assumed the new post last week, is temporarily heading up the label's operations with staffers reporting to him. Morty Craft, who held a similar post at 20th for several months, resigned last week.

Reports that a new top executive for the firm would be coming in shortly, were termed "premature." The current staff consists of Wayne, sales manager, Lenny Lewis; Doug Moody, who handles national promotion; and Al Calder, head of publicity.

## Atlantic Program

Atlantic Records has a new album sales program which includes simplification of the discount structure of Atlantic-Atco LP's by designating specific dealer costs for each different album series. Dealer's costs of Atlantic-Atco LP's that list for \$3.98 will be \$2.10; \$4.98 list LP's will be \$2.63; and \$5.98 LP's will cost dealers \$3.15. The Atlantic program and the Atco program are effective immediately and will last through December on catalog material and new releases.

New albums by Herbie Mann with the Bill Evans Trio, the Modern Jazz Quartet with Laurindo Almeida, Philly Joe Jones and Elvin Jones, plus an LP with sides by top Atlantic artists called "Saturday Night At The Uptown", are featured in the current Atlantic release.

## ASCAP Symposia

Two contemporary "serious" composers and a music publisher discussed the opportunities available to writers in this field at the third symposium in the 1964 series sponsored by ASCAP at Town Hall, New York, last week (Thursday, 24).

Composers Paul Creston and Hugo Weisgal shared the stand with John Ward of music department of Oxford University Press, and moderator Gene Bruck, ASCAP's co-ordinator of Symphonic and Concert Repertory.

Recent panels in the series have explored the music of Broadway, and the folk and country field. For Broadway, moderator Stanley Green assembled a crack panel of theater music writers: lyricist Carolyn Leigh, composer Harold Rome, and composer/lyricist Erwin Drake. Each told how he got into the business, and answered audience queries on writing for the stage.

The country/folk session brought together Brad McCuen, A&R man at RCA Victor; Milt Okun, arranger for Peter, Paul & Mary and the Chad Mitchell Trio, among others; Teddy Bart, composer and performer; and Fred Hellerman, composer and former member of the Weavers. The panel defined folk and country music, and agreed that the two were getting closer and closer in popularity and feeling.

Upcoming is a jazz stanza to be chaired by pianist Billy Taylor. All ASCAP sessions are held at Judson Hall.

## Adam Gets Motown

Tamla-Motown Records last week appointed Adam Distributors to handle its lines in the New York area. Adams is owned by Roulette Records. The firm acquired the Tamla line several months ago and now takes over the firm's complete lines on both labels. Barney Ales, executive vice president of Tamla-Motown and promotion chief, Mel DeKroob, were in town last week to sign the deal.

## Capitol Appointments

Appointments to the following positions at Capitol Records, Inc.'s (CRI) new record pressing facility now under construction in Jacksonville, Illinois has been announced by George R. Jones, vice president of Engineering and Manufacturing. Plant Manager will be Forrest Dyer, formerly Plant Manager of Scranton, Pa. Plant Superintendent will be Lee Simpson, former Plant Engineer at CRI's Los Angeles pressing facility.

Other appointments are: Joseph Ruda, Plant Engineer at Scranton, Donald Evans, Plant Manager at Scranton and Richard Burkett as Plant Engineer in Los Angeles.



**CHARLIE'S WITH EPIC:** Charlie Walker formerly on the Columbia label, has been signed by Epic.

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**Trade Chatter**

The NARC (National Association for Retarded Children) in cooperation with MGM/Verve Records has made available an album entitled "Benefit Performance" to be distributed solely through the NARC association. A collection of the labels' biggest names have contributed tracks to the album. You can get your copy and help a worthy cause by sending \$5 to NARC, Benefit Performance, PO Box 666, Madison Square Station, N.Y., N.Y. 10010. . . . Atlantic's Jerry Wexler has appointed industry veteran George Furness his administrative assistant. Furness was most recently affiliated with Coed Records. . . . Jerry Brown, newly appointed to the staff of Bourne Music, has taken charge of the publishing company's advertising and public relations, for both the educational and pop departments of the firm. . . . Rumors are that Paul Barry may take over the late Robert Iversen's executive post at Southern-Peer music.

Mercury Records has purchased half of the stock of Dave and Minna Dreyer's Raleigh Music and affiliated pubberies. . . . Columbia Broadcasting is after big publishing catalogs these days. Story is the firm made an offer for Chappell, Inc., but no deal. . . . Another firm casting its net for a large music catalog is Hill & Range. If they get the firm they are now negotiating for it

will make big news. . . . Jimmy Darnell has started a new record label, Magic Records, in Middleton, Tennessee. Other execs are Betty Darnell, Jimmy's wife and Lee McAlpin.

M.A.R.C.H., New York, the charity organization for gals in the music industry and other allied fields, will hold its first dinner meeting of the season Monday night, October 19, at the China Song in New York. . . . Sandy Nelsen and wife Rene became the parents of a girl, Lisa, last week. She is their first child. . . . Lenny Welch to Columbia? It's possible. . . . Audio-Fidelity had its line of "Jet Set Discotheque" LP's shown in the window of Liberty Music Shops in New York last week. Covers feature clothes by top designers. . . . Harriet Wasser is representing the Canadian trade publication RPM in the U.S.

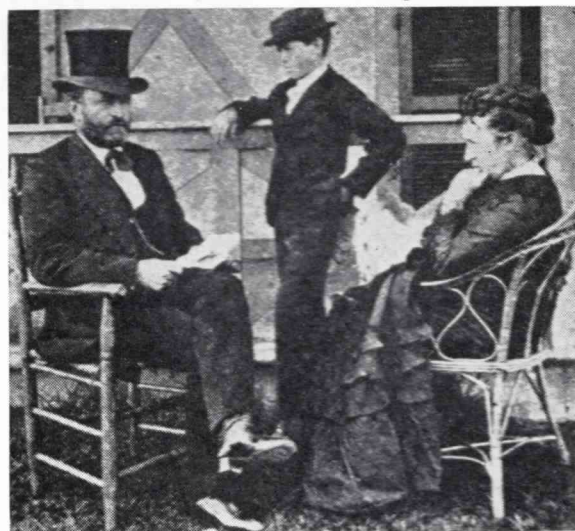
**Settle "Rain" Suit**

A claim brought against Serendipity Music, and Bob Bowers, Bryan Sennett and John Madden, by Robert Mellin Music, Ed E. Miller and Ersel Hickey, over the song "Don't Let The Rain Come Down" (Crooked Little Man), has been settled out of court. And thereby hangs a tale.

In the settlement Miller and Hickey have been named the sole writers of the song, and are set to receive retroactive royalties on all writers' income earned by the song. Bob Bowers, Bryan Sennett and

**Disc-Schticks**

**By Ed Sherman**



"It's from Harriet. She's decided to stay on in New York and become a folk singer."

John Madden (all members of the Serendipities) have renounced all claims to any right in the song. Robert Mellin Music and Serendipity Music will share the copyright jointly.

The story behind all the legalistics is that when the Serendipity Singers recorded the song they thought it was in the public domain (p.d.) But it was not, thus the out-of-court settlement, and the song reverting to writers Miller and Hickey. It is sort of reminiscent of the "Tom Dooley" case of a few years ago when the Kingston Trio thought that that song was p.d. It was not either.

It appears that folk singers have to investigate much more thoroughly than other artists the full background of "traditional" material before deciding it is p.d.

**Columbia's TV Track**

Columbia Records has landed the sound track from the new TV show "The Reporter." Show seen each week over the CBS Network has a score by Kenyon Hopkins who penned the score last year for another CBS TV show, "East Side, West Side." He also wrote the scores for the films "The Hustler," "Baby Doll," and "Lilith."

**Dems Dig Mitchell Trio**

The Mitchell Trio (formerly the Chad Mitchell Trio) is being called upon by President Johnson and family for direct

participation in the current presidential campaign. On October 3 the boys performed at a private buffet dinner party given by President and Mrs. Johnson at the White House. October 10 they participated with Miss Lucy Baines Johnson at a political youth rally in Southern Illinois. And on November 1, the Trio will join the entire Johnson family at a barbecue and rally in Texas November 1. It is assumed they will continue to sing "Barry's Boys" at all functions.

John E. Nathan has been appointed MGM/Verve European representative by company president, Arnold Maxin. He reports to Gene Moretti, director of international sales. . . . the personal management firm of Joe Scandore and Mel Shayne has opened a Hollywood office. Joe Scandore will head the West Coast office and Sheldon Berger will assist him there. . . . Barbara Allen has been signed to an exclusive personal management contract with Jim Gemmill Productions of Richmond, Va. She will headline her own country show for the fair season. . . . Robert "BQ" Burris, KATZ, deejay, in St. Louis, has been named program director to fill the vacancy caused by the death of Dave Dixon. . . .

Nashville Teens make their U.S. debut in Murray the K's Christmas show at the Brooklyn Fox. . . . Bachelors projected November visit indefinitely postponed through lack of bookings.



IF I WERE A RICH MAN: Zero Mostel, star of the muchly acclaimed new Broadway musical, "Fiddler On The Roof" is shown at the RCA Victor recording session of the original cast LP, singing the top song in the show.



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your eye on  
Mary Miller. And your ear.  
At 17, she's the most sought-after  
new talent in the business.  
Now, her debut on  
Tower records.*



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***Here Comes The Heartaches / Goodbye Charlie***

From the 20th Century-Fox production

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