Chi Dealers Blast Top 40 Charts

By RAY BRACK and PAUL ZAKARAS

CHICAGO—Dealer pressure may drastically alter Top 40 radio chart concepts here.

Smoldering dealer dissatisfaction with "costly inaccuracies" in local radio sheets has blazed into open criticism. Confronted with statements of local retailers, WLS Radio station manager Gene Taylor conceded last week that the station's influential "Silver Dollar Survey" might be "somewhat inaccurate" and said he would institute immediate steps to improve the situation. Taylor was responding to complaints by Chicago record merchandisers that variances in the station's sheet were hurting dealers who use it as a buying guide.

Though Taylor denied that the "Silver Dollar Survey" is intended as a dealer buying guide, he conceded that "we know this is the way it is frequently used." Acknowledging the station's responsibility as one of the nation's most influential pop music outlets, Taylor declared: "We do not want to hurt the dealers. They are the bread and butter of this business. We must work out some sort of compromise."

"Would cutting our list from a top 40 to a top 30 improve the situation?" he asked. "It is difficult to be accurate in the lower half of the list." He promptly answered his own question by announcing that in the next WLS survey dealers were to...

Columbia Record Club Sets Discount Mail-Order Push

NEW YORK—The Columbia Record Club will launch a discount mail-order operation in September similar to that of Record Club of America, Billboard learned last week. The plan to be "tested" by Columbia offers the privilege of buying LP's on any label at a discount of 331/3 per cent or more off list price in return for a $5 annual membership fee. In several respects the Columbia club's pitch to members is designed to be more enticing than that of Record Club of America.

Columbia will call its new venture Records Unlimited, and will use a Harmony, Ind., mailing address. Harmony is 30 miles from the Columbia Record Club fulfillment headquarters in Terre Haute, Ind.

No mention is made of Columbia in the initial advertisements which will announce Records Unlimited. Columbia, in continuing its move into the record discount mail-order field, told Billboard that Records Unlimited was a "test using limited advertising space" to determine the feasibility of this marketing concept.

Columbia's "test" will utilize space in such mass consumer media as TV Guide, Time, Playboy, Esquire and High Fidelity Magazine. The initial advertisement will break Sept. 14 in TV Guide and Playboy, with other advertisements to appear in publications going on sale Sept. 25. A Columbia spokesman indicated that only the regional edition of some publications will be used, but he was uncertain as to which will be used nationally or regionally in its test.

The Records Unlimited advertisement will be headlined: "The First All-Label, No-Obligation Discount Record Service to Offer All Those Advantages." Its offer includes:

ITCC Gets Rights To A&M Product

NEW YORK — Larry Finley's International Tape Cartridge Corp., last week won the exclusive CARtridge rights to the A&M Records line on a long-term basis. Finley thus plucked the cartridge plum of the day in gaining sole rights to what continues to be the hottest album line in the business. This acquisition further solidifies ITCC's position in the industry. ITCC will make A&M product available in Lear-8 and standard 4-track configurations. Finley has agreed to release cartridge versions of new A&M releases day-and-date with their disk release.

Wide Interest In BB Tape Seminar

NEW YORK—Registrations for the Billboard Forum's Tape Cartridge Conference, to be held Aug. 29-30 at Chicago's Edgewater Beach Hotel, reveals a nationwide and multi-industry interest in the cartridge field, according to Colin Finkel, Conference co-ordinator.

Finkel, a specialist in developing educational seminars, said that registrations to date represent 13 States and two foreign countries. Similarly, "executives who will attend the Conference represent a list of corporations which reads like a Who's Who of American business," Finkel said.

The companies are in various fields, including leading equipment manufacturers, the top record companies, plastics manufacturers, the major raw tape suppliers, automotive firms, electronics and accessory manufacturers, record distributors, rack jobbers, music publishers, electronics dealers and distributors, background music firms, tape duplicators and playback installers.

Other registrants include individuals who represent firms and organizations whose immediate link with the tape cartridge industry appears remote. Finkel said, but it is apparent that from their vantage point a deeper knowledge of the field will satisfy a need. These range from representatives of an established church group to executives from a glass company and a chemical corporation.

Among the registrants are executives representing several leading consumer magazine publishing companies. The intense interest in the cartridge industry by the firms who will be represented, Finkel said, can be found in the unusually high number of multiple registrations from individuals from companies. This indicates the desire on the part of the firms to expose as many of their key people as possible to the latest information in the cartridge industry.

Taylor also said that requests for exhibit space are being considered, and those that comply with the Forum's ground rules will be approved. Due to limited...

Advertised
SALES AHoy!

A new, fast-action single from

**THE LIVERPOOL FIVE**

"NEW DIRECTIONS"

 alarming "What a Crazy World (We're Living In)" #8906

They're right on top of the new British sound that's making it big on today's music scene! And that spells sales excitement. Order now—you'll see why Britannia rules the (air) waves.

**RCA VICTOR**

The most trusted name in sound
Computer Service Could Solve Disk Accounting Problems

By MIKE GROSS

LAS VEGAS — A central computer service for processing data and returning information to people was recently demonstrated at the first of three teletype circuits has been proposed as a service by Epic Records' director of administration. The plan is aimed at simplifying the accounting methods of disk distributors.

For the time being, Epic will be the supplier of the data processing. It is expected, though, that the service would be turned over to yet to be named subsidiary as an additional profit center in the CBS complex.

The central computer service for processing data by means of teletype circuits is being offered by West Union in a diversified move.

Linn explained that Western Union was still not sure that it would provide the service, and had not fully explained what it would provide. He said that if the service were offered, he would be interested in negotiating the contract with the other companies involved.

"At the end of the day," Linn said, "we are going to have to go forward with the idea that we can make this service available to the industry.

The question of controlling 25,000 or more single sales is what is really important, but what's happening is that the industry is responding to the value of the new order and the competition that there is against the credit limits which the managers have to contend with."

There is an over-the-limit condition present, he said, and the computer service could bring this to a head.

"In the end," Linn said, "we find that the computer service could represent a limited number of hot items, but also a large number of items that could be handled by the computer service."

The convention ended yesterday with the members of the United Convention of the National Association of Record Merchandisers and the National Association of Record Salesmen voting to endorse the plan of the central computer service and to ask that the convention be held at a later date.

NARRA Convention in N.Y.

NEW YORK—The existence of an organization, the NARRA (National Association of Record Merchandisers), has just been called to our attention. This organization is in no way affiliated with Billboard or The Billboard Publishing Company, and accordingly we have been asked to write a recent story on the world's biggest disk-changing activity plus a few other articles. Information such as a hot-item report listing the selection, number of copies sold, etc., for the last five previous days' activity plus a few other articles. Information such as a hot-item report listing the selection, number of copies sold, etc., for the last five previous days' activity plus a few other articles. Information such as a hot-item report listing the selection, number of copies sold, etc., for the last five previous days' activity plus a few other articles.
**London Launches Regional Meets**

**By MIKE GROSS**

SAN FRANCISCO—London Records has announced a series of four regional meetings here last week, carrying theme of "Product, Stability and Profit" to its distributors and their salesmen. The meetings, held in Los Angeles, San Francisco, New York and Chicago, consist of Herb Goldfarb, national sales manager, and three other regional managers.

The meeting here, keynoted by Goldfarb, pointed to London's upward sales trend over the past few years and mentioned that the company was going to back up its new product by doubling its advertising budget for the coming year in consumer magazines and the trade press.

Goldfarb also added that London was unique in that it could boast of 10 catalogs under its name, the Catalina, Opala, Astra, Canto, Meridian, Superb, Omega, Golden, Golden Sun and Harvard. He plans a special push on Al- drich's Phase 4 set when the pianist arrives in the U.S. in September. He'll be sent out on a cross-country promotion tour and London will have display material on Aldrich's album in 1,500 windows around the country. In the Phase 4 Concert Series are new packages featuring Leopold Stok- 

Walski package spot-light selections from Tchakovsky's "Swan Lake" and "Sleeping Beauty" and the Camarata set is titled "Verdi Spectacular." This marks the Camarata debut in Phase 4.

**Hops Help Mercury Break Tight Playlist**

**By CLAUDE HALL**

NEW YORK—Mercury Rec- cords uses record hops as one of the major methods of breaking through the tight playlists of some of the nation's top format radio stations. Charlie Fash, vice-president and director of recorded product for the Mercury Records combine, said he felt the tight playlist has to be combatted before the record is even recorded.

An artist like Roger Miller is established and almost certain to get airplay, but a new artist or group has an almost insurmountable wall in front of them. When a record by a new group is released, Fash said, the group has to promote right along with the record company by personal appearances and doing record hops.

"Record hops are the one wedge we still have with radio stations," Fash said. "If a man in a group goes into Philadelphia on a weekend and works five or six

**PHILIPs, ANGeL TO BOW BUDGET CLASSICAL LP'S**

NEW YORK—New budget classical lines by Philips and Angel are being readied for introduction. The Philips label, which announced an- other new product announcement this week, will consist in a series called "Philips' Budget Line," with 12 new Angel label, Seraphim, is expected out after Labor Day, and at the coming Christmas season.

**Bud Katznel, ABC Records national sales manager, tells Eastern distributors about the label's upcoming product at the New York distributor meeting.**

**Judgment Denies Motion to Dismiss Al Huskey Suit**

LASFELD—Los Angeles Superior Court 63 Judge James White last Thursday denied a motion for a new trial in the Al Huskeyarte v. EMI, Ltd., case here. Huskey, represented by K. D. E. Leary, Los Angeles, filed a new trial motion in Superior Court in May, after he lost the main case when Huskey was ordered to pay costs over $20,000 and Huskey's costs in the case.

Huskey said in his new trial motion that his lawyer was not given proper time to prepare his case. Huskey's case was argued to Superior Court in May, and Huskey said his lawyer was not given proper time to prepare his case.

Huskey's case was argued to Superior Court in May, and Huskey said his lawyer was not given proper time to prepare his case.

**ABC Distributs Hear New Album Product**

NEW YORK—Some 31 new albums were introduced to ABC Records auditors in a meeting here last week in New York and Los Angeles. Howard Stark, ABC Records vice-president and general manager, and Jack Kael, national sales manager, held a sales meet- 

ABC meeting Monday (25). The following week, they were joined by Edward W. Huskey, president of the label, Jay Lasker and Erwin Garr, ABC vice-presidents, held the Los Angeles meeting Wednesday (27).

Product included 11 ABC albums and eight by Impulse, three by Dunhill, one by Ten- 

the, three by 20th Century Fox and two by Movietone. The last-named album groups were released by ABC under its dis- 

track over 20th Century Fox and Movietone. The last-named album groups were released by ABC under its dis- 

**Don Law Is Winner Of Southern Award**

LAS VEGAS — Don Law, executive producer of Colum- 

bia Records country and western artists and repertoire, received the 1966 Country Music Association award Saturday night at the closing banquet of Columbia's national sales convention for his work with the company during his 40 years with the company. The Boston sales office re- 

ceived the Outstanding Distributor Award, which included an enclosed plaque to the distributorship and wrote to offices and salesmen.

George Ryan, sales manager of the Boston office, and Roy Mondello, his top producer, were presented the Columbia's top sales manager and top producer salesman. Charles Graham of the Clevel-

and sales office received a Pac- 

tace and other prizes as top sales-

man in the nation. Awards as the leading sales and promotion managers in each division went to Ryan and Mondello, Boston; Patrick Butler, sales, and Chuck Gregory, promotion, San Franc-

isco; Bill Kelle, music, and Chuck Moore, promotion, Cin-

nati, and Henry Aushcen, sales, and Gene Krahn, pro-

motion, Milwaukee.

Saler salesmen who competed in each division were: 1. Dick Hoppe, New York; 2. Kerno, New York/Newark; 3. Carroll Little, Chicago; 4. Hit Copeland, 

isco; Graham, Cleveland, and Skip Byer, New York; 5. Burt Whimtan, Boston; Jim Slo-

all, Atlanta, and Bob Hall, 

Cincinnati; 6. Dick Wey-

bright, Chicago; Gene Edwards, Detroit; Carl Deeman, St. Louis; Ken Easterbrook, Pittsburgh, and Al Rivers, Milwaukee; 7. Bill Weiss, Philadelphia; 8. John Amsden, New York; 9. Paterson, Hartford, and Bill Brose, Milwaukee, and Eth, 

lithon Moore, Boston; Grady 

Steen, Atlanta; Don Walters, Washington, and Ted Marcha, Sycamore. 

Arnold Feld of the Chicago Service Center received the first.

**Record LP's in London's full release.**

Featured in the pop release are albums by Marianne Faith-

full, Caterina Valente, David Whitfield, and the Jacques Louster Trio. The Phase 4 al-

bums are by Stanley Black, Ronnie Aldrich, Frank Church-

field and Ted Heath. London is planning a special push on Al-

drich's Phase 4 set when the pianist arrives in the U.S. in September. He'll be sent out on a cross-country promotion tour and London will have display material on Ad-

rich's album in 1,500 windows around the country. In the Phase 4 Concert Series are new packages featuring Leopold Stok-

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**In the tight releases under the**

(Continued on page 2)

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Chad and Jeremy! — their big new single!
"Distant Shores"

Where the action is. On COLUMBIA RECORDS.
MEN AT BILLBOARD FORUM’S TAPE CARTRIDGE CONFERENCE

Aug. 29-30
Edgewater Beach Hotel, Chicago

Gortikov is recognized as one of the record industry’s leading marketing experts and among its most articulate spokesmen. He has contributed considerably to the stabilization of record industry price structures with his revolutionary “one-price-to-all” policies.

JAMES SHIPLEY, president, S.P. Pak, Inc., Cleveland.
Shiple y heads one of the most colorful industry, one of the nation’s most successful and sophisticated music companies. His firm’s products include record cartridges, tape, records, musical instruments, accessories, and all NCR stock.

ARTHUR E. GROBART, president, Billboard, Los Angeles.
Grobart is one of the record industry’s leading statesmen, was the former with NAB, and today president of NAB, Inc. He is one of the nation’s most respected members of the record industry.

JOHN J. NEVIN, president, Metes & Bounds, Inc., Chicago.
Nevin has established the Metes & Bounds firm as one of the world’s foremost entertainment businesses. His firm’s current capacity is one of the nation’s most successful and sophisticated music companies. His firm’s products include record cartridges, tape, records, musical instruments, accessories, and all NCR stock.

Rager has been a moving force in the tape cartridge equipment field in leading the sales activities of one of the industry’s pioneer manufacturers. His firm specializes in the aftermarket field.

WILLIAM LEAR, president, Lear Jet Corp., Wichita, Kan.
Lear is generally recognized as father of the 8-track cartridge concept, which is expanding nationwide interest in the car cartridge form of reproducing recorded sound. He is among the country’s leading industrialists (See Billboard, March 25).

GEORGE W. WEST, president, Dynamic Devices, Inc., See Antarctica.
One of the pioneers in tape equipment, has been one of the nation’s most successful and sophisticated music companies. His firm’s products include record cartridges, tape, records, musical instruments, accessories, and all NCR stock.

BILL MULCAHY, president, TelTor Industries, Inc., Cherry Hill, N.J.
Mulcahy, in his own words, is one of the nation’s leading tape cartridge manufacturers. His firm specializes in the aftermarket field.

Finley’s remarkable rise in the record industry is legendary. He is responsible today for ABC’s television, console stereo, components, tape recorders, musical instruments, accessories, and all NCR stock.

Steinberg is the former president of North American Phillips as a salesman in 1946, and today is president of the firm. The firm specializes in the aftermarket field.

WILLIAM STERNBERG, executive vice-president, Mercury Record Corp., Chicago.
Sternberg is a former president of NAB, and today serves as a member of its board. He is one of the nation’s most successful and sophisticated music companies. His firm’s products include record cartridges, tape, records, musical instruments, accessories, and all NCR stock.

VINCENT VECCHIONE, president, General Music Co., New York.
Vecchione is recognized for his foresight in leading his division into the cartridge field more than twenty years ago. His firm today is one of the nation’s leading tape cartridge manufacturers. His firm’s products include record cartridges, tape, records, musical instruments, accessories, and all NCR stock.

SIRIUS STEINBERG, president, Mercury Record Corp., Chicago.
Steinberg is a leading statesman within the ranks of the recording industry. His firm today is one of the nation’s leading tape cartridge manufacturers. His firm’s products include record cartridges, tape, records, musical instruments, accessories, and all NCR stock.

DAVID NAGER, assistant vice-president, Capitol Records Distributing Corp., Hollywood.
Nager heads one of the most colorful industry, one of the nation’s most successful and sophisticated music companies. His firm’s products include record cartridges, tape, records, musical instruments, accessories, and all NCR stock.

MOORE HADAD, president, Mercury Record Corp., Chicago.
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"It pays to String along with Starday and eat high on the hog"

"...and now folks, we are proud to announce the greatest country music sale on earth... the 7th annual COUNTRY MUSIC SPECTACULAR fall merchandising plan... BUY NOW and SAVE... SAVE a big, big 20% off dealer list on the entire STARDAY AND NASHVILLE album catalogs during the sale... PHASE I starts August 1st and ends September 10th... our most exciting new release program ever... expertly planned... unsurpassed values. New full color illustrated dust sleeves... new fully illustrated consumer catalogs... point of sale giveaways... absolutely no other line produces profits like "THE HOUSE THAT COUNTRY MUSIC BUILT"... Y'all get that order in now ya hear!

20% DISCOUNT
Dealers get 20% discount off regular dealer price schedule on all album product from your STARDAY DISTRIBUTOR
Mono & Stereo Same Price

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NEW RELEASES—PHASE I
August 1st—September 10th

STARDAY RECORDS, P.O. BOX 115, MADISON, TENNESSEE
NEW YORK—Goldie Lieberson, who recently took over as assistant to the president of the newly formed CBS/Columbia Group, lined up his staff assignments last week, and at the same time Columbia Records realigned several key posts.

Under Lieberson in the CBS/Columbia Group will be Leonard Burkat, vice-president in charge of information services; Seymour Gansberg, vice-president and assistant to the president; Irving Townsend, vice-president of West Coast, and James Dalgleish, assistant to the president and management development.

Burkat, who moves up from Gnome, (from which he was dismissed by former CBS chairman and president) recently reorganized CBS/Columbia and the Divisions of Ad, Art, and Merchandising, and now has a new responsibility for the finance, administration, planning, and personnel. The new organization of CBS/Columbia and the Divisions of Ad, Art, and Merchandising will maintain close relation with the record division's Information and Planning Departments of the various Divisions. Gansberg, who has over 25 years' experience in the field, will handle the finance, administration, planning, and personnel. He will also be responsible for the finance, administration, planning, and personnel of CBS/Columbia and the Divisions of Ad, Art, and Merchandising.

In addition to all members of the Art and Design Department, Columbia Merchandising personnel, the Editorial Services, and Maida Schwartz, director of Ad, and David Cato, director of Operations.

E. B. Marks Hires Summer Brigade

NEW YORK—E. B. Marks Music has long had a program of hiring high school and college students for summer work. This year sees eight youngsters form the summer brigade. One of them is also a woman, Katherine Diamond, who is considering steady employment at Marks this fall.

First woman in the program was Victoria Marks, whose father is foreign manager and vice-president of the firm. She worked at the publishing company last summer before sending her junior college year in Paris.

On the Columbia level, Stanley livered any of the dubs to any- his work was cited as an example of Mr. Kaempfert's fine craftsmanship, and record licensees were encouraged to make use of the new music products. The company's own marketing efforts were directed primarily toward college and high school market.

Columbia's New Staff Line-Up

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In addition to all members of the Art and Design Department, Columbia Merchandising personnel, the Editorial Services, and Maida Schwartz, director of Ad, and David Cato, director of Operations.

Also on the CBS Records level is Robert Cato, who has been named director of Finance. He will be responsible to Clive Davis, president and general manager of CBS Records, for organizing and directing the CBS Records Finance function on a national basis. The new position is a key one in the CBS Records Finance function and will be responsible to Clive Davis, president and general manager of CBS Records.

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That Mojo Magic is happening again!

**JIMMY SMITH**

**I'M YOUR HOOCHIE COOCHIE MAN**

(part 1 & 2) VK-10426

He sings! He plays! He flies to the top of the charts!

*Also available on Ampex Lp*  
*Verve Records is a division of Metro-Goldwyn Mayer, Inc.*
Columbia Record Club Sets
Discount Mail-Order Push

"Big Discounts! Always at least 33 1/3 per cent . . . in many cases up to 79 per cent!
"Pay After You Play! Charge all your purchases . . . an exclusive Records Unlimited feature!
"Unlimited Selection! Any Record on any label available in the United States!
"No Minimum Purchase Required! You order only the records you want . . . when you want them!
"Plus a unique extra bonus: A Free Record of Your Choice when you pay the Records Unlimited enrollment fee.

The advertisement carries a discount schedule listing the following: records listed from $1.79 to $1.98 will be sold by Records Unlimited for $1.19. $2.79-$2.98 for $1.84. $3.79-$3.98, $4.79 -$4.98, $5.79-$5.98, $6.79-$6.98, for $4.32. In addition, members will pay "a small handling fee" on records ordered.

A Records Unlimited special feature is the fact that it extends credit to its members. Record Club of America requires cash with order. Records Unlimited will also tie in the sale of audio equipment and musical instruments on a charge basis.

Members will receive a monthly "magazine" which will carry listings of new releases and best selling hit records. And, as an extra service, the magazine will also contain full information on selected items of particular interest to Records Unlimited members—such as photographs, high fidelity components, audio equipment and musical instruments—all available on credit and special savings!

Records Unlimited will function as a division of the Columbia Record Club under Neil Keating. CBS direct-mail services vice-president and general manager. Its operation will be as a separate entity from the Columbia Record Club in product procurement. Wherein the Columbia Record Club acquires club rights to specific releases of various labels and then presses the disk for club distribution. Records Unlimited will be buying finished product of all the labels it will be selling.

Thus, Columbia's Records Unlimited, as a discount mail-order operation, will be selling the product of such competitors as RCA Victor and Capitol Records, among others. It is evident that it will purchase major label wares from distributors as opposed to buying them on a factory-direct basis.

Records Unlimited becomes the latest addition to the Columbia Record Club's divisions. Others include its Tape Club and its more recent wing, Columbia Masterworks Subscription Service, which was started several years ago to move classical product.

COLUMBIA RECORDS' top echelons gather at the label's national sales convention in Las Vegas. Left to right, Goddard Lebergs, president, CBS Columbia Group; Clive Davis, vice-president and general manager, CBS Records, and Bill Gallagher, vice-president of the Columbia label.

NAPOLEON CHANGED
THE ENTIRE COURSE OF HISTORY...
"THEY'RE COMING TO TAKE ME AWAY HA, HAAA!"

THANK YOU, XIV MUSIC CO.
THANK YOU, NAPOLEON XIV
THANK YOU, RADIO STATIONS
THANK YOU, WARNER BROTHERS RECORDS

THIS WORK IS LICENSED FOR BROADCAST
BY
SESAC, INC.
10 COLUMBUS CIRCLE, NEW YORK, N. Y.

At Columbia Convention

EXECUTIVE TURNTABLE

• Continued from page 3

Hugh Dallas has joined Tower Records as national sales and promotion manager. Dallas, who is leaving a similar post with Phillips, started in the music business in 1954 as a salesman for Florida Music Sales. Other positions in the industry included Midwest sales manager for Records Unlimited and Midwestern promotion director for Columbia Records. He will operate out of New York's Sal Licata, who recently resigned as promotion manager for Tower, has been promoted to assistant national sales manager. He will report directly to Dallas.

Carl Deene joins Warner Bros.-Reprise at New York-New Jersey promotion head. He replaces his brother Marvin, shifted to California as the label's national promotion manager. The new employee formerly worked with London and before that with Mercury and Shapiro-Bernstein.

Tommy Walker has resigned as entertainment director at Disneyland after 11 years. He handled the Tower, Parrot and Congress labels, Resnick previously was promotion man for Sue records.

Vince Cannon has joined Jerry Parrell in the New York office. He will be in charge of club dates and college concerts. Cannon had been associated with Timo Barzi and had managed the Tommy and Jimmy Dorsey and the Glenn Miller orchestras. Tommy Resnick has joined London Distributors as promotion men. He will handle the Tower, Parrot and Congress labels. Resnick previously was promotion man for Sue records.

Barbara Lewis has joined Richard Geraci Associates, vice-president, Miss Lewis, who formed her own firm, Lewis Associates, earlier this year. Public Relations career this year, previously was a newswoman with the Newark Star-Ledger and the New York Journal-American. She will be in charge of complete charge of client and media contact and servicing for the firm. . . . Mark Wiley has been named national manager of Ridge/Tanner Music and their affiliates. Wiley previously was associated with Contemporary Records in England and D'Arcy, Davron Ltd., an English concert booking agency for American artists. He produces the Nashville Teens records for MGM with Dennis Lambert.
Little Milton
TELLS IT LIKE IT IS!
"Man Loves Two"
CHECKER 1149

"COOKIN"

Ramsey Lewis
WADE IN THE WATER
CADET 5541

Billy Stewart
SUMMERTIME
CHESS 1966

Etta James & Sugar Pie DeSanto
IN THE BASEMENT
CADET 5539

Little Joe Blue
DIRTY WORK GOING ON
CHECKER 1141

Kip Anderson
WITHOUT A WOMAN
CHECKER 1145

The Dells
THINKIN' ABOUT YOU
CADET 5538

The Strangers
LAND OF MUSIC
*KR 0115

Cash McCALL
WHEN YOU WAKE UP
*THOMAS 307

Monk Higgins
WHO-DUN-IT
*St. LAWRENCE 1013

CHESS

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TALENT

Lanie Kazan Scores With Standards at Persian Room

NEW YORK — Lanie Kazan has been a long way as a performing artist in the year she's been under contract with MGM Records. At her Persian Room opening Wednesday night (27), Miss Kazan came through with a slick, polished, yet emotional program of standards to the delight of the sophisticated and too-often jaded habitues of the posh club.
The fare consisted largely of the oldies which aren't performed too frequently nowadays—"Blues in the Night," "I Cried for You," "Honeysuckle Rose," "The Trolley Song" from "Meet Me in St. Louis," "If You Were the Only Girl in the World," "Blue Skies" and a medley from "Porgy and Bess."
She displayed formidable equipment — vocal and otherwise—combined with a clarity of pitch, a considerable range, and diction that enabled the audience to savour each word of the lyrics. She also acquired a distinctive style.
In "It from "Most Happy Fella," Miss Kazan demonstrated a fine dramatic quality, while she revealed a sharp comic sense in "Puttin' on the Ritz."
Her concessions to contemporary music were "Feeling Good" and "What Now My Love," both delivered in impressive fashion. Her bit about the girl who waited in a phone booth for 15 years for a call from her beau gave the evening just the light touch it required.
Miss Kazan's reputation as a singer of standards seems assured. A performance like Wednesday night's is better than par for the course in any supper club in the country, and her simple but attractive gown of Gerwedhin, Berlin and Loeber material should attract a wide audience of record buyers.

EDDIE FISHER signs an exclusive recording contract with RCA Victor Records. Going over the contract with him is Joseph E. D'Amore, division vice-president, product and talent development. Fisher was previously under contract to RCA Victor from 1950 to 1959 and some of his biggest hits were recorded during that time, including the million-selling "Anytime," "I'm Walking Behind You," "Oh, My Papa" and "I Need You Now."
The label recorded him last week in Hollywood where he is appearing at the Cocoanut Grove.

Leonetti Smooth, Assured; Scores Best with Ballads

SAN FRANCISCO — Tommy Leonetti, smooth, suave and hungry, is here on a four-week booking and was held over for four more. The extension attests to his drawing power and his development as a legitimate singer of songs. He was in top form at the footlights Monday, Sept. 12 (25), blending a high-cadence song routine with a going patter in a highly personable manner.
Leonetti, who records for RCA Victor, is as at home with ballad material and he knows how to pick them. Best of the lot were "My Shining Hour," "The Shadow of Your Smile," "It Only Takes a Moment" and the Impossibly Dream. He's now a smooth and assured performer.

Transatlantic & NAA Sign Pact

MEMPHIS—National Artists' Attractions has signed an agreement with Lloyd Greenfield and Transatlantic Artists, Ltd. of London to handle National acts in Europe. Under the deal, Jerry Lee Lewis will begin a six-week tour of Europe Oct. 16.
National Artists' Attractions also signed Tommy McLain to an exclusive booking contract. McLain's MLS pressing of "Sweet Dreams" is high on this week's Hot 100 chart. The discs, produced by Huey Meaux of Houston, is distributed nationally by Jimmy Gydren.
Other names recently signed by National are the Sir Douglas Quintet and Sherry Grooms.

COSBY GUEST ON MILLER SEG

Burbank, Ca — Bill Cosby will be the first guest star on NBC-TV's "The Roger Miller Show," three into Sept. 12, and on Sept. 19, he'll have his own special show, "The Bill Cosby Show." He'll be featured on the show between Sept. 12 and Sept. 19.

FISHER NEEDS NEW MATERIAL

Los Angeles — Eddie Fisher returned to his first engagement at the Cocoanut Grove Thursday (14) before a puritan audience.
He sang 18 songs, or parts thereof, including three salutes to his wife and to his former wife, far too much.
He sang standards and offered 11 Johnson-associated songs in his usually accomplished manner, but on "Rockaway" he had a funny "yeah, yeah" ending.
Recently returned to the RCA Victor fold, Fisher hit brightly, current material with "I Will Wait For You," "Do-Re-Mi" and "Strangers in the Night" on a tinge of Yiddish flavor.
Fisher's opening number was shaky, but once through the soft "Open a New Window" he regaled his composed and was interesting.
Fisher needs a boost in repertory. His voice certainly has the rich smooth quality to handle new good tunes.

ELOE TIEGEL

Yardbirds Tour


Blues Project Finds Rapt Audience at Phone Booth

NEW YORK — Although the Blues Project arouse no one to dance at their opening Monday night (25) at the Phone Booth here, each hit-potential tune as "Cheryl's Going Home" and "I Just Can't Keep From Crying Sometimes" found rapt listeners. The group is aimed more toward the album market (a first LP went high up the charts) than single-buying teens, but they showed the versatility and impact to make it in both categories.

Danny Kalb, the leader, did some fancy guitar work on "Catch the Wind," the entire group sparkled on "Gonna Get a Mojo Hand." On the other hand, "Alberta" was soft and mellow. One member switched to a flute on one song, another tune was hard, soulful blues featuring a driving harmonica.
The group consists of Kalb, lead guitar; Timothy Blumenfeld, drums; Andy Kul, electric guitar; Roy Blumenfeld, bass; Andy Kul, electric guitar and Roy Blumenfeld, drums; Andy Kul, electric guitar and Roy Blumenfeld, bass and harmonica. Kooper performed while ill Monday and later entered the hospital. Appearing on the same bill were the Shags. Their first number was a brilliant jazz rock tune featuring flute and maracas; their second effort was "I'm Happy," a hard jazz rock tune. After that, everything was downhill.

Claude Hall

Restrained Style Wears Well With Nancy Ames

LOS ANGELES — Nancy Ames in her Los Angeles night club debut at the new Century Plaza's Westwood Room Tues- day (19), unveiled a restrained style in her 18 selections, which included renditions in English, French and Spanish.
On previous recordings and as the "TWG Girl" on NBC-TV Miss Ames had presented a stronger, huskier sound than was in evidence. The contrast was welcome and set her off in a new groove. She was soft and captivating on "What A Difference A Day Makes," "Michelle" and "What's the Use of Wonderting," all tied together in a unified melody.

Frankie Ortega's 14-piece or- chestra was equally impressive in its support, which allowed Miss Ames to remain the dominant instrument.
She switched into a singing forte of "I Saw Her Again" and "What the World Needs Now Is Love (More Than You Can Stand)" and still another time into a third groove with "Wake Up, Little Susie" and "Copacabana." Material was right off the short-lived "This Was the Week That Was," and not too much. Her tangents broke up both her and the audience, but Miss Ames scored on all counts and her mature presentation sparked brilliantly.

August 6, 1966, Billboard
Lou Rawls is an artist whose deep-stirring performances move an audience with him no matter what he sings. From the low-sizzling sad blues to the finger-snapping ballads, Lou Rawls is one of the few who have made the transition from "fine singer" to "star." He has arrived. This new single is Lou Rawls in a perfect setting once again. It's his soul-sounds interpretation of Love Is A Hurtin' Thing.

LOVE IS A HURTIN' THING
b/w Memory Lane 5709
Fifth Estate Has Broad Bag of Rock Material

NEW YORK—Armed with everything from a rock treatment of "Taste of Honey" to a slow-paced moving rendition of "You Better Move On," the Fifth Estate took the Downtown by storm Tuesday (26) opening a two-week stay.

The Red Bird recording artists combined their own material with some of the top rock and folk-rock songs to fill the Greenwich Village discotheque with an exciting air. The group's versatility is marked by their broad bag of songs. Standout numbers included "Tobacco Road," a combination of "Shout!" and "Cool Jerk," their own "I Wanna Shout," "Just a Little," and "I Feel a Whole Lot Better When You're Gone." "Love Is All a Game" is the group's latest release.

The Connecticut boys with an English accent are Darcy Evans on drums, D. William Shute lead guitar; Chuck LeGros, lead singer; organist Wayne Wadham; Doug Ferrara on bass, and guitarist Rick Engler. LeGros' strong delivery and dynamic performance sparks the entire act. Playing to a packed house, the Fifth Estate put together a rocking professional show.

HANK FOX

MUSIC ON CAMPUS

By ROGER LIFESSET

Palm Beach Junior College recently played host to the Clerks of lavender Hill. The program was well balanced, but faculty members hampered the groups effectiveness, says Jon R. Miller of the College Bureau. New college correspondents who will be representing Billboard in the fall are: Jack F. Abell, Nevada Southern University; George R. DeWicky, Oklahoma State University and Judson G. Rosenthal III, College of Wooster.

SUMMER CAMPUS PROFILES

Ohio University will have a new $7 million convention center, with a seating capacity of 14,000 and facilities for both indoor athletic events and professional entertainment. The school station, WOUB, is currently broadcasting a series of live concerts called "Under the Elm." University of Tennessee, will play host to folk artists Shelly & Paul on Aug. 17, 2637; UT's 6,000 watt FM station, is featuring live broadcasts of the New York Philharmonic.

Keep Billboard posted posted on your campus events, and let us be your link with the music-record industry. If your college isn't represented by Billboard College Bureau, write, Billboard College Bureau, c/o Roger Lifeset, Box H, 165 West 46th St., New York, N. Y.

Upstairs Review Parodies Sacred Cows and Trivia

NEW YORK—Taste, urbanity and style are the trademarks of "Below the Bell," a witty, inclusive review which opened at Upstairs at the Downstairs here last week. Six talented performers (three female and three male) parody such tempting targets as Doris Day, the Johnson family, the mafia for "camps" and the marbling habits of young marrieds in suburbia...

produced by Allan Norber; first single is "The Skirt" based on a new dance. A. B. (Happy) Chandler has signed with Miranda Records; debut record is "Come Back to Your Kentucky" b-w "Roses in December."

Their treatment of the validity surrounding the Miss America contest and the Academy Awards presentations is a pure delight. The group keeps its exaggerations within bounds, and the satire never becomes slapstick.

There's enough material for an entire season, although it would be limited to a hip, literate audience. That's the catch for your aunt from Dubuque, nor is it geared to the Village hippie. But there are enough adult sophisticates around to provide a respectable market for this inventive and amusing group. Music and lyrics by Rod Warren are outstanding.

AARON STERNFIELD

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THE NATION'S BEST-SELLING RECORDS
TOP 20 Spots—Predicted to reach the top 20 of the Hot 100 Chart

THE SUPREMES — YOU CAN'T HURRY LOVE
(Prod. by Holland & Otisier) (Writers: Holland-Dorier-Holland) (Johete, BMI)—The group's most exciting side to date. Top vocal on this Detroit rocker, with exceptional instrumental backing, should quickly boost it to the No. 1 slot. Flip: "Put Yourself in My Place" (Johete, BMI). Motown 1097

THE TURTLES—WELL MEET AGAIN
(Prod. by Bones Howe) (Writers: Burnett-Griffin) (Remick, ASCAP)—OUTSIDE CHANCE (Prod. by Howe) (Writer: lyne) (Immanuel, BMI)—Two chart-topping tunes. Bouncy, pseudo-ball melody and top vocal blend is backed by a teen-aimed rock ballad penned by one half of lyme & cybelle. White Whale 234

TOP 60 Spots—Predicted to reach the top 60 of the Hot 100 Chart

THE STANDELLS — SOMETIMES GOOD GUYS DON'T WEAR WHITE
(Prod. by Ed Cobb) (Equinox, BMI)—Hot on the heels of their "Dirty Water" smash comes this dance-beat rouser with wailin' vocal. Flip: "Why Did You Hurt Me" (Co-Jac, BMI) Rower 257

SYNDICATE OF SOUND—RUMORS
(Writer: Sharkey) (Duane-Aime, BMI)—The group offers a hard-rock rhythm number to replace their top 10 disk, "Little Girl." Flip: "The Upper Hand" (Duane-Aime, BMI). Bell 646

GEORGIE FAME — GET AWAY
(Prod. by Denny Cordell) (Noma-Gunnell, BMI)—Rapidly climbing the British charts, this unusual off-beat lyric ballad should meet with equal success in the U. S. Flip: "El Bandito" (Noma-Gunnell, BMI). Imperial 66189

THE HONDUELS—KISSIN' MY LIFE AWAAY

THE PLATTERS—DEVI!
(Prod. by Luther Dixon) (Writers: Dixon-Fox) (Vee Vee, BMI)—This Luther Dixon-Inez Fuss-written wailer, gets an exciting, dance-beat reading for a strong follow-up to their hit, "I Love You 1000 Times." Flip: "Alone in the Night" (Vee Vee, BMI). Musicor 1195

LOU RAWLS—LOVE IS A HURTING THING
(Prod. by Dave Axelrod) (Writers: Raleigh-Linden) (Rawl- lou, BMI)—From his new album, "Sooin," Rawls offers a warm, emotional performance of the well-written blues number. Top commercial potential. Flip: "Memory Lane" (Kagis, BMI). Cupid 5709

THE SWINGIN' MEDALLIONS—SHE DRIVES OUT OF MY MIND
(Prod. by Karriic Prods.) (Writ- er: Welter) (Lowery, BMI)—In the same groove as their "Double Shot of My Baby's Love" hit, this up-tempo, dance-provoking number should meet with equal success. Flip: "You Gotta Have Faith" (Lyrecon, BMI). Smash 2050

CHRIS MONTEZ—THERE WILL NEVER BE ANOTHER
(Prod. by Tommy LiPuma) (Writers: Warren-Gordon) (BMI)—Montez has himself another chart-topping tune in this slow- beat rhythm number with an infectious melody. Flip: "You Can Hurt the One You Love" (Irving- Chris Montez, BMI). A & M 810

LOYD PRICE—THE MAN WHO TOOK THE VALISE OFF THE FLOOR OF GRAND CENTRAL STATION AT NOON
(Prod. by Hugo & Luigi) (Writers: Hugo-Luigi-Weiss-Meshel) (H & L, BMI)—Off-beat, banjo-backed novelty should quickly hit the chart. Exciting comebacker for Price. Flip: "I Won't Cry Anymore" (United, ASCAP). Reprise 0499

MARGARET WHITING—NOTHING LASTS FOREVER
(Writer: Gel-Uddel) (Gold-Uddel, ASCAP)—THE WHEEL OF HURT (Writers: Singleton-Synder, BMI)—Two outstanding vocals by Miss Whiting. Top is a chart-bound, easy-go-getter, while the flip is an easy-listening item perfect for non-rock programming. London 101

THE KIT-KATS—THAT'S THE WAY
(Prod. by Bob Finzi) (Writers: Hauseman-Stewart) (Dandellion, BMI)—Unique rhythm rocker with electric piano backing is the dark-horse disk of the week. Impressive debut for the group. Flip: "Won't Find Better Than Me" (Dandellion, BMI). Jamie 1321

CHART Spots—Predicted to reach the HOT 100 Chart

FEEDER & THE DREAMERS—Short Shorts (Parade & Adoration, BMI) 74364
MARIANNE FAITHFULL—Counting (Muriel, BMI) 30801
LIVERPOOL Five-NEW Directions (Screen Gems, BMI) RCA VICTOR BNG 1127
JOE FELICIANO—Goin’ While You’re Ahead (Dove, BMI) RCA VICTOR BNG 1127
PATTI PAGE—Fly Off My Mind (Manger, BMI) DECCA 129977
JACOBSON & TARPIT—Dream With Me (Sierra, BMI) FEKHAM 116
BILLY & THE ESSENTIALS—Baila’s Wedding Day (Mirror, BMI) FRANK 2351
HAYDEN BANANA—Billy (U. W., BMI) EAGLE 625
SOUND BROOK SOUND—Gentlemuteen (Peck River, BMI) SCEPTER 12958
PATI DAVIS—Take Away the Pain State (Fling, BMI) CORAL 63591

THE BELFAST GIPSIES—Glory Glory (Legend, ASCAP) LOMA 3511
PATTI PAGE—Fly Off My Mind (Manger, BMI) ASCAP 10046
THE MARSHALL—Black in Black (Emera, BMI) KELL 647
THE FIFTH ESTATE—Love is All a Game (Trick, BMI) RED BIRD 75
THE LEGEND—Leavin’ in My Heart (Altec, BMI) DATE 1331
THE BLUES CROWNS—Make A Move (Ralph, BMI) Vere 1525
JACK MONTWRIGHT—Myself Beloved (Flower, BMI) SCEPTER 10770
LIL LEZARD—You’ll Be Back (Seven, BMI) EPIC 10567
BOBBY MARSH—Richly, Richly (Mo IV, BMI) SHOUT 290

R&B SPOTS—Predicted to reach the HOT 100 Chart

RUSSEL WINTERS—In the Middle of a Heartache (Counterpoint & Falls City, BMI) DIAMOND 2001
ADIOS & CREDIT—A Ballad from Vietnam the Ballad of the Lovers (The Pack, BMI) COLUMBIA 3099
Kquote—Tell Me What I’m Gonna Do (Matrix, BMI) I Never Sorry (Matrix, BMI) COLUMBIA 3099
LONNIE BROOK—Wildwood Flowers (Carlton, BMI) FRATERNITY 945
RAMSEY’S—Balloona and My Swallow (Berkland, BMI) MUSGRAVE 122
SANDY DAVIS—Hey! Hey! This Time We Say Goodbye (Capitol, BMI) RE- PRISE 5100
STEVE LAWRENCE—The Ballad of the Sad Young Man (Empire, ASCAP) COLUMBIA 4538
JAMES BARRIE—Crazy Me (American, BMI) WARNER Bros. 6654
LEN ALEXANDER—Love Is the Answer (Wright & Mullen, BMI) UNITED ARTISTS 3003
NOW—A Barry Ryan—Two on a Night Like This (Wright, BMI) MUSGRAVE 122
THOMAS KNIGHT & THE PACK—A Change on the Way (Carmack-Farley, BMI) LUCKY SEVEN CHART
THE BURLINGTON SPRINGFIELD—Honeymoon Can’t Ever Sing (East-Southwest, BMI) SCEPTER 12999
GABRIEL & THE TEENAGE CRUSH—Two Pennies Don’t Belong (Great Horn, BMI) COLUMBIA 4538
THE KINSHIP—Things Aren’t the Same (Rider, BMI) ASCOT 2129
THE IMPRESSIONS—I Can’t Help Myself (Dinah, BMI) MUSGRAVE 122
THE DISCIPLES—Only the Blind Can See (Boothe, BMI) FANBOOST 50,001
THE TAILS—It’s Better to Have Loved a Little (Lowery, BMI) ABC 10025

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MGF 27556 / SRF 67556
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[unded for space and context]
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Sax & Doug, Stax 708 (M); 708 (S); (833-00708-3); 833-00708-5

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart have been reported getting strong sales action by dealers in newer markets.

LOUIS . . .
Louis Armstrong, Mercury MG 21081 (M); SR 61081 (S)
(630-00101-1), 630-61081-1

LITTLE GIRL . . .
Syrup of Sound, Bell LP 4001 (M); SLP 4001 (S)
(213-00010-1), 213-60010-1

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Volume VHS 5007 (M); V15 50070 (S); (892-00020-2), 892-20020-5

O DIVINE REDEEMER
Ronnie Avonlove, Supreme SS 20034 (S)
The sweeping and somber voice of Ronnie Avonlove is described by the informed press who is extremely impressed with this new LP. He is considered to be a future winner.

SPOKEN WORD SPECIAL MERIT
ARE YOU RUNNING WITH ME, JESUS?
Father Malcolm Boyd & Charlie Byrd, Columbia CS 2448 (M); CS 7948 (S)
Malcolm Boyd's short, soft-spoken prayers on a wide range of subjects are powerfully delivered by the instrumentalist who is considered to be one of the country's leading priests. The music, an accompaniment by Charlie Byrd, is spoken to reflect the music genre.

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ORIGANAL SOUNDTRACK
THE SHIP ON MAIN STREET
Soundtrack, Madison 70682 (M); X 6682 (S)

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Every album sent to Billboard for review is heard by Bill- board's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are rated under their respective categories.

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DEL SHANNON

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<th>Rank</th>
<th>Song</th>
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<tr>
<td>1</td>
<td>&quot;Open the Door to Your Heart&quot;</td>
<td>Stone Cook, Buddy Gray</td>
<td>8/6/66</td>
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<td>2</td>
<td>&quot;The Door Is Open&quot;</td>
<td>Harold Melvin</td>
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<td>&quot;I Believe I'm Gonna Make It&quot;</td>
<td>Johnnie Wright, Flip Anderson</td>
<td>8/6/66</td>
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<td>4</td>
<td>&quot;Can I Trust You&quot;</td>
<td>Jimmy McCrory</td>
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<td>&quot;You'll Never Know&quot;</td>
<td>Alton Pickett</td>
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<td>6</td>
<td>&quot;Baby Please Don't Go&quot;</td>
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<td>&quot;Baby Don't You Cry&quot;</td>
<td>Lloyd Price</td>
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<td>&quot;I'm Gonna Make It&quot;</td>
<td>Johnnie Wright, Flip Anderson</td>
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<td>&quot;What a Fool I Was&quot;</td>
<td>Bobby Hebb</td>
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**HOT 100—A To Z (Publisher-Licensee)**

**Billboard**

For Week Ending 8/6/66

- **Star Performer:** Sides registering greatest proportionate upward progress this week.

**Record Industry Association of America seal of certification:** a million selling single.
THE ORIGINAL
BRITISH SMASH!
Breaking BIG here

Los Bravos
BLACK IS BLACK

#60002
Prod. and dir. by Ivor Raymonde

PRESS records
Division of LONDON RECORDS
Mercury Uses Record Hops as Wedge to Get Radio Exposure

*Continued from page 4*

also exposed to several thou-
sand record buyers.

But a tremendous promotion campaign is necessary to launch a new group and "they have to work up to be in the busi-
ness and know that they'll have to do it for a long time.

Record hops are, naturally, a stately time for local groups. That's why artists have a better chance these days of making it in their home area where they've known and radio stations are more co-operative with local operators.

The Robs on Mercury Records developed via record hops to some extent; the group is now regular on Dick Clark's "Where the Action Is" TV series. Sparky and Her Gang in Chicago is on the verge of hup-
ping. Fach said, along with Jayne Cochran, who's been per-
forming in Mexico at a club. The Swingin' Medallions were high on Philadelphia radio station charts with "Double Shot (Of My Baby's Love)". And the band is working on a single.

The "local" situation has helped the growth of indie record pro-
ducers. Mercury, for ex-
ample, just purchased the mas-
ter of "The Clown," by Gene Summers, an indie record that was happening in the Dallas-
Forth Worth area.

"About 50 percent of our records are outside productions," Fach said. He pointed out that label's product through its prime indication tests between our ad staff and indie pro-
ducers here and there. We're furnishing four pop labels and LimeLight Records with promotion material that requires many sources. No one has a "corner on hit records." Bob Crewe, he said, was producing a Lexley Gore session. This is a case where we've taken an indie producer who's been successful and assigned him an artist un-
der contract.

Fach saw a possible stronger act by the band's mother field. "Sunny," by Bobby Hebb, is a deal with RCA's "The Theme," a firm that started on Detroit's r&b radio station. After it reached about 15 in sales there, the pop stations became aware of it and pushed it on to national success. "Based on a curiosity test of our ensamble-
ment of r&b records, we may get into the field on a larger scale." Since Bobbie is presently hand-
ing r&b record promotion for the firm.

NEWARK.—The National Association of FM Broadcast-
ers last week launched an all-
out campaign to promote FM radio in cars. Headed by Lynn A. Christian, station manager of WPX-FM Stereo, who here is serving as director of the NAFMB's Drive With FM Cam-
paign, the association mailed forms to nearly 1,200 FM radio stations. The NAFMB is asking each station to pledge four spot announcements a day for the next 12 months. The aim of the spot announce-
ments is to urge new-car buyers to insist on FM sets in their ears. The NAFMB plans to carry the campaign to auto-
mobile manufacturers.

Last week, the seven CBS-owned FM stations joined the NAFMB with William D. Greene of CBS stating that the association "has been an im-
portant factor in promoting the growth of this dynamic me-
dium. We are convinced that FM will continue to grow and play an important and vital part in the future of broadcasting.

**FM Broadcasters to Plug Use of FM in Car Radios**

**Zackerley Gives Talent Chance**

By CLAUDE HALL

NEWARK, N.J.—The John Zackerley show, "Disc-O-Teen" on WNEW-FM, is allowing a young artist (he keeps a "woman" in a box on the darts' area, but the show is turning into a proving ground for new-pressing talent as well as a valuable exposure medium for established artists.

Zackerley, who will present a record contract to the featured group, will test now a feature of the show. Local groups that have appeared so far on the show to display their talents have come from as far away as Port Washington, L.I., and Connecticut, though most are from the New York and New Jersey area.

To illustrate the influence of the station, while the album cut of "Misty" by Groove Holmes, was receiving wide play on both r&b and jazz stations, it was Gertie who told Prestige Rec-
ords executives, "For god's sake, make a single out of it, but cut it! It's too long!" She made the suggestion, she said, because she loved the record. Singles are easier to program than albums and it's stations like WNEW across the nation which have brought such albums as Frank Sinatra and Perry Como back into the singles-selling field.

On the average the station plays about three singles to one album cut, but these singles are Easy Listening-type artists like Sinatra, Brook Benton, Nat Cole, Brenda Lee, A&M artists, lots of new ones. Gertie gets pleasure out of finding a new record and forgetting some of their music is live," Zackerley said.

ZACKERLEY, a recording artist in his own right with such al-
bums as "Muster Mash," "Old-
ies by Dozen" and "Scary Tales" on Parkway Records and "Spook-
Along With Zackerley on Elektra Records, said, "I try to make the show different. How different? Remember the Narobi Trio on the old "Ernie Kovacs Show"? Zackerley has a dumped of one of the members which he calls Barry McGuire. He uses the ape-faced, cave man dummy on the show as sort of a belated straight man; the dummy's voice is the grunting of a baby slo-
down and amplified. Last week Zackerley pulled a snake out of the dummy's e x s to the screaming delight of 80 to 100 teen-agers on hand for the show. With an estimated 2 million UHF sets in the metropolitan area, Zackerley figures his show is steadily increasing in popular-
ity based on the number of phone call and the mail response. The tickets for each show are distributed in a unique fashion— they're given to the hand ap-
ppearing that day to give. And the quality of some of this tal-
et is often good. Sometimes a poor group will be on the show and I don't have the courage to tell them to stop. But lately it's been going so well and getting better," Zackerley pro-
duces the show himself.

**Power Behind WNEW's Throne—Gertie Katzman**

NEWARK, N.J.—The major radio station for influencing sales of albums in New York— WNEW — is also the major cause of most album sales here. This is prime indication of a vast adult and young adult audience and ability to sway them. Billboard's latest Radio Response Rating survey of the market showed the East Coast's leading format station with 61 per-
cent of the votes of record dealers, distributors, one-stops, and local and national record company executives.

For Manhattan, the station had 53 per cent of the votes in the same category. The major air personality who influences sales of albums, in both markets,

**R&R COMEDY SERIES ON NBC**

NEW YORK.—"The Mon-
ket" television variety comedy series about a rock 'n' roll group, begins Sept. 12 on NBC-TV stations coast-to-coast. The series is being created by Screen Gems. It will be "longue-
"in-check" variety with the group's wild pranks similar to the films "A Hard Days Night" and "The Knack" in visual effects.

**POWER BEHIND WNEW'S THRON—GERTIE KATZMAN**

GERTIE KATZMAN, record librarian, WNEW, is an unsung hero of both the radio and record industry. Gertie Katzman, record librarian, WNEW, is an unsung hero of both the radio and record industry. She is the "catalyst" of the firm that started on Detroit's R&B radio station. After it reached about 15 in sales there, the pop stations became aware of it and pushed it on to national success. "Based on a curiosity test of our ensemble of r&b records, we may get into the field on a larger scale."
AUGUST, 1962

TONY BENNETT'S "I LEFT MY HEART IN SAN FRANCISCO"
Hit the best-selling charts.

AUGUST, 1966

TONY BENNETT'S single "GEORGIA ROSE" and his
"THE MOVIE SONG ALBUM" were riding high
on the best-selling charts.

In the four years between these releases,
not one week has passed without a
TONY BENNETT single and or album
appearing on the best-selling chart listings.

TONY
BENNETT
MEANS
SALES!

COLUMBIA RECORDS
SANDY POSEY

MGM Records

Artists treated here have a new record on Billboard's Hot 100 Chart with a star, signifying rapid sales. Sandy Posey's first record, "Born a Woman," is No. 38 this week.

MEMPHIS — As an illustration to the network's newly estab-
lished WCFL, the five rec-
trend talent shows with the larg-
gest audience, and the Col-
seum have been sponsored by the
famous local station.

The top-drawing show was a WCFL Goodwill Revue that featured four local bands. The station also holds the rec-
trend talent shows with the larg-
gest audience, and the Col-
seum have been sponsored by the
famous local station.

WNUS, Muskogee, Okla., 7 of 11, and program director John Griswold, a former Col-
seum player, add FM broadcasting-
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The station is in the Mid-
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The station is in the Mid-
west, and promotes the show by giving away a new car.
A rampaging new single... already charging up the charts just 3 weeks after release.

**SCORE 3 for 3 for LOVE**

7 and 7 is - Smash new single
MY LITTLE RED BOOK - Their Big first record

and the LOVE album
13 weeks on the charts +
still going strong!

EXCLUSIVELY ON

ELEKTRA RECORDS 51 WEST 51st STREET NEW YORK CITY 10019 U.S.A. • 7, POLAND STREET LONDON W.1 ENGLAND
German Network Pares Dicks

BY OMER ANDERSON
FRANKLIN—Hesse’s State Radio for the first time is streamlining its network to a discontinuance of three pop music programs and a drastic cut-back in the radio recordings NBC, five years ago, became the first among the states to try this kind of programming because of royalty demands by the American Society of Composers, Authors and Publishers (ASCAP) in Germany (GVL). Discos and radios across GVL assailed the GVL’s demands as exorbitant. It said that effective April 15, GVL will largely eliminate pop music from its networks to stand a symphony orchestra.

GVL, is demanding a tenfold hike in performing artist royalties from German radio networks. The hike would raise the monthly demands by the University Forum, round-table with WNYC for omniex., of 45’s and TV of “Arlene Francis,” inter"air 24, co-Pres. & gen’l mg., New York, N. Y. 10012.

The duo also put together a series of five-minute interviews with the stars of “Musicalmania,” a Cleveland theater. Artists have included Mike Douglas, John Raitt, Howard Keel. Stated are Wayne Newton, Robert Goulet, Carol Lawrence.

The Fox and the Vixen, a husband and wife personality team. Their program, “Your Future,” used as an hour radio version of “Arlene Francis,” interair 12, New York, N. Y. 10012.

ROYALTY DISCOUNTS: 3 consecutive transmissions, 10% off; 6 or more, 15%

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An EXPLOSION From HOUSTON, TEXAS
A NATIONAL HIT!

"YOU’RE GONNA MISS ME"

THE 13th FLOOR ELEVATORS

IA 107

OWNED and DISTRIBUTED BY:

INTERNATIONAL ARTISTS RECORDS

1005 Americana Bldg. Houston, Texas, (713) CA-8-1244
The action's where the Monkees is!
Radio Sparks Record Sales to Italian Youth

ROME — Radio, rather than TV, has suddenly become the spark plug of record sales to Italy with the introduction of a series of new programs aimed at young folks which have caught fire.

Radio revival began on Oct. 16, 1965, with "Bandiera Gialla" (Yellow Flag), in which Gianni Boscospugni and Renato Arbore began a weekly audience record competition. This competition has turned up many winners among the foreign entries. It may be credited with the number of foreign language records appearing on best-seller lists in Italy today after an eight-year virtual blackout of non-Italian vocals.

Since this program, Arbore has come up with a daily "For You Young People" which offers 90 minutes of recorded tunes with few spoken interludes with Jimmy Smith's organ classic, "The Cat," as the theme song. During its summer run, no less than 2,700 recordings will be heard.

Another program in a prime evening spot, "Grand Variety," features Johnny Dorelli and Mina under the same aegis as "Studio Uno," top TV musical show. The popularity of this couple has assured them the prime spots for the 1967 edition of the TV show.

Notable among the top tunes in the various radio disk jockey shows is that seven of 25 top-rated songs by Italian young people have been Billboard Award winners. Current best-seller lists, too, feature three

Motown in School Drive

DETROIT — Tamla-Motown Records has joined in with Detroit radio stations in a current stay-in-school campaign. Berry Gordy, president of the record company, provided artist Brenda Holloway, musical arrangers, musicians, studio and recording staff for a record of "Play It Cool, Stay in School."

The song was written and recorded three years ago by Jimmy Clark, music director of WJR. WJR then contributed recording facilities and staff to distribute Clark's version free.

This time, WXYZ is pressing the records and distributing them to Detroit radio stations and radio stations, schools and organizations all over the nation. The campaign was originated by the Women's Advertising Club in Detroit.

Truth Series On WNEW

NEW YORK — WNEW begins a series Aug. 7 titled "The Truth About Radio: A WNEW Inquiry." Federal Communications Commissioner Kenneth A. Cox, who recently voted against the license renewal of 19 New York radio stations, will be a guest on the premiere program.

Dick Dean will moderate. The weekly Sunday evening series will continually examine all aspects of the radio industry, said Harvey L. Glasoe, vice-president and general manager of the Easy Listening format station.

'T90 Mins. With . . .
To Be Syndicated

PHILADELPHIA — As the result of the success on WFIL here of the '90 Minutes With . . .' radio show, Triangle is syndicating the weekly program.

The first 18 artists profiled musically in the series of 52 include such names as Julie London, Robert Goulet, Barbra Streisand, the Philadelphia Orchestra's Frank Sinatra, Roger Miller and the Kingston Trio.

Teen Show Expands

DALLAS — "Sump'n Else," a popular teen bandstand show on WFAA-TV here, is expanding to an hour in color.

The show debuted last September with Ron Chapman as host.

CONTACT: JIM GOLDEN
DESTINATION RECORD CO.
1448 So. Michigan Ave., Chicago, Ill. 60605

EXCLUSIVE BOOKING:
WILLARD ALEXANDER AGENCY
333 N. Michigan Ave., Chicago, Ill.

THANKS, DISC JOCKEYS,
PROMO MEN AND SALES PERSONNEL, FOR
MAKING THIS RECORD A HIT.

SUGAR & SPICE
by
The Cryan' Shames

DESTINATION #624
A product of MG Production Co.

Change Call Letters
HOUSTON — KIKK, the country music station here, has bought KHUL-FM and will change the call letters to KIKK-FM. The FM station will also program country music.

Billboard Award winners, including the Sinatras, father and daughter.
Anyone interested in learning firsthand about the tape cartridge field. Here is the greatest concentration of speakers ever brought together to discuss the experience-to-date, the opportunities, the challenges in the burgeoning tape cartridge business.

ATTENDANCE WILL INCLUDE:
DEALERS—Auto accessory, record, appliance, car, department store
DISTRIBUTORS—Record, one-stop, rack, auto accessory
MANUFACTURERS—Tape equipment, appliances, record, tape cartridge, tape, automobiles
SERVICES—Music publishers, financial institutions

REGISTER NOW!

PROGRAM

THE TAPE CARTRIDGE CONFERENCE
Edgewater Beach Hotel, Chicago, Illinois
August 29-30, 1966

MONDAY, AUGUST 29

9:30 A.M. to 12:00 Noon
SESSION I
MORNING SESSION
YOUR FUTURE IN THE TAPE CARTRIDGE FIELD
Chairman
Hal B. Cook,
Publisher
The Billboard Publishing Company
New York, New York

IN WHAT DIRECTIONS WILL THE TAPE CARTRIDGE FIELD GO—ITS PITFALLS AND PROMISES
Mort L. Nasatir,
President
MGM Records, Inc.
New York, New York

THE POTENTIAL FOR SALES—A FORECAST OF MARKET OPPORTUNITIES
Lee Zhito,
Editor in Chief
The Billboard Publishing Company
New York, New York

Andrew Csida,
Managing Director of Special Projects Division
The Billboard Publishing Company
New York, New York

12:30 P.M. to 1:30 P.M.
LUNCHEON

1:30 P.M. to 5:00 P.M.
CONCURRENT SESSIONS
From this list, each registrant will choose two sessions. (Each of the sessions will be held twice during the afternoon.)

SESSION II
Chairman
Harry Beckerman,
President
Car Tapes, Inc.
Chicago, Illinois

SESSION III
Chairman
David Nager,
President
Consumer Products Division
Automatic Radio Sales, Inc.
Melrose, Massachusetts

THE ROLE OF THE WHOLESALER IN THE TAPE CARTRIDGE BUSINESS
Larry Finley,
President
International Tape Cartridge Corporation
New York, New York

SESSION IV
Chairman
Wybo Semmelink
Assistant Vice-President, High Fidelity Products Dept.
North American Philips Company, Inc
New York, New York

SESSION V
Chairman
Irwin H. Steinberg,
Executive Vice-President
Mercury Records
Chicago, Illinois

POINT OF SALE—BIRTHPLACE OR GRAVEYARD?
Stanley Gortikov,
President
Capitol Records Distributing Corporation
Hollywood, California

SESSION VI
Chairman
(To be announced)
SESSION VI
Chairman
William B. Wilfong
Merchandiser—Radios and Phonographs
The Goodyear Tire & Rubber Company
Akron, Ohio

SESSION VII
Chairman
Merv York,
President
Top Notch Auto Supply Co.
Hopkins, Minnesota

PURCHASING, INVENTORY AND INVESTMENT CONSIDERATIONS IN CARTRIDGE AND EQUIPMENT-RETAILING
Amos Hellicher,
President
Hellicher Bros.
Minneapolis, Minnesota

5:00 P.M.-10:00 P.M.
EDUCATIONAL EXHIBITS
A display of the newest equipment and accessories in tape cartridge field.

TUESDAY, AUGUST 30
9:00 A.M. to 12:00 Noon
MORNING SESSION
Chairman
Vincent R. Vecchione,
Manager, Consumer Products
Borg-Warner
Spring Division
Bellwood, Illinois

SESSION VIII
SELLING TO KEY MARKETS
OPPORTUNITIES FOR SALE OF PLAYBACK EQUIPMENT IN THE AUTOMOBILE FIELD
John J. Nevin,
Car Product Planning Manager
Ford Division
Ford Motor Company
Dearborn, Michigan

OPPORTUNITIES FOR SALE OF PLAYBACK EQUIPMENT IN THE HOME
John A. O’Hara,
Director of Tape Development
Consumer Electronics Division
Philco Corporation
Philadelphia, Pennsylvania

CONCURRENT SESSIONS
Registrants will choose either of the following two sessions.

SESSION IX
SELLING THROUGH DEALERS
Chairman
Bill Mulcahy,
President
TelePro Industries, Inc.
Cherry Hill, New Jersey

TAPE CARTRIDGE CONFERENCE
Room 1408, 500 Fifth Avenue, New York, N.Y. 10036

The Billboard Forum will acknowledge your registration immediately upon receipt, and will forward all details pertaining to room accommodations, etc.

Please register _______ people from our company to attend The Billboard Forum’s TAPE CARTRIDGE CONFERENCE, August 29 & 30 in Chicago. Check is enclosed to cover all registrants.

COMPANY NAME
We are _____ manufacturers ______ wholesalers ______ dealers ______ other.
We are associated with the _____ music-record industry ______ automotive field ______ other.

ADDRESS

CITY, STATE & ZIP

REGISTRATION FEE:
$100.00 for a single registration
$75.00 for each additional registrant from the same company

Fee includes all work materials and luncheon on Monday and Tuesday. IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS. Payment Must Accompany Order. Make Check Payable to “Tape Conference.”

REGISTRANTS AND THEIR TITLES:

[Space for names and titles]

Your signature and title
Continental Artists May Make Breakthrough in British Market

By DON WEDGE

LONDON - A comparative rarity, a disk made by a Continental artist, "Black Is Black" by radio singer Laja, is, currently a feature of the British Top 50 disk chart, and there is much bigger than usual excitement over the release for the continental artists.

Though hailed from Spain, Laja, lead singer of the Latin rock group Los Bravos, was born in Moscow while his family was working there on vacation.

The record was made specially for British tastes and the group has found a name here, apparently bigger than in its own country, Decca adds that the group's "Sonny Girl" was a July release here, and Britain.

Also with current British singles are Claude Francois (Fontana "The Painter"), a Durutti (Italy, artist released through Pye). Both made singles here for the British market and returned to them on release.

Fermata Has New Catalog

BOGOTA—Fermata Internacional has signed contracts for the distribution of its catalog in the United States, Canada, Colombia, and Panama. The contracts were signed by Artikelto Gottlieb, of Fermata International, with Industrie Electro Sonora Ltd. (BMO) of Colombia and El Palacio de la Musica S.A., in Caracas.

The current Venezuelan release includes six L.P.'s with Herb Alpert and the Tijuana Brass, while in Colombia, the August release consists of four Herb Alpert sets plus Fermata disks of the trio Cristal, Simon, Bienvenido Granda, Carlinos Mafalasis, "Violines no evita," and Utehara.

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MAD, MAD MAMMA'S!

August 6, 1966, Billboard
INTERNATIONAL NEWS REPORTS

THE MUSIC CAPITALS OF THE WORLD

• Continued from page 35

written by Kase.... Gene Krupa and his quartet decide to go on a three-week... stay at the Theatrical Restaurant in Cleveland on Monday (2).... The Antibes, Carney Records'... will return to the metropolitan area for club dates this... Uninno's, a family-type disco-... the others as headliners... Mar-... Ceyna starts a two-week en... at the Copacabana on Thursday (4).... Johnny Cash, June Carter of the Carter Family, and the Statler Brothers will head-... WWII's Jamboree Seren-... at Whiting Island's Jamboree House on Saturday (6).... The Drivas open a two-week stint at the Swingin' Onede on Monday (11).... The Sun Spots have been held over for an extra four... at the Latin Quartet... But Bacharach and Hal David will... the music for "Flip Side", a new musical comedy in the "ABC Stage 92" TV series.... The Young Rascals Central Park con-... concert on Saturday (6) will be their... last appearance before their... tour in Norway together with the... Tunes and folk singer... Zorom Meda as... the Vega Four on Odense label from... firm Karl M. Pedersen with a... reviewed the old... "Kjøre Vatten" a... groups making... and the Young Nor-... the Trevla label and... Wice's winning song... German song festival in... "Reinhold Giesler in Jolen Afgel" is out on the... label. She just finished a... tour in Norway together with the... Spanish Tunes and folk singer... Ivor Medan. Publishing house Belinda has... to the kids' last success on "How About Mon-... Frank Sinatra's "Strangers in the Night" on Re-... produced here by Artie Benidik-... performing in Scandinavia. Leont Music in Lon-... has decided this in spite of... many inquiries from Scandinavian publishers.... "How Now Buckie and... a position... du". The principal victim of... the orchestra'... the band's, announced... at the Milwaukee... and in... July 29 and at the... 30 and 31. An LP titled... after the hit broadcast on a... the original track... the coda, ils y a... by Emile Andrus, painted "I am... the orchestra main-... the principal duties... in New York, with general manager Jack Ber-... meetings with Louis Benjam... with its beautifully published... the latest World Pacific Classics... Hitchcock was in Toronto last month to... "The Torn Curtain," and its... Vancouver, presents the Beach... Boys (8).... Peter, Paul and Mary res-... Toronto concert appearances,... is a selected drop. Off... KIT MORGAN

N. Y. Philharmonic Shows
Form in Central Park Outing

NEW YORK — More than 75,000 people were treated... for the N. Y. Philharmonic at... Sheet Meadow last Tuesday (26). Im-... and Stavinsky's "Le Sacre du prin-... the furthest reaches of the... Concerto. Concord's Leonard Bernstein... be at their best in the "Eroica", but it... really grabbed the largest share. Such... hard ground and occasional noise... from traffic, sirens, aircraft, babies and dogs were over-... While there had been some... movements of the orchestra members for the... sible, had not been expected of... wave fit well in the outdoor... sounds we in the audience were... The familiar "Eroica" has... performed better as... the Shostakovich... The New York concerts, which... in all five city boroughs, are being sponsored by the Schlager Brewing Co., which also sponsored... of the New York Philharmonic Sym-... The record crowd, which stood... to 90,000, didn't hurt Lewisham Stadium attendance; some 15,000 persons heard soprano... Leonyne Price. FRED KIRBY

Ky. Orchestra To Cut Corners

LOUISVILLE — Despite an apparent $44,500 windfall from the Kentucky Arts Commission, the Louisville Orchestra main-... It must cut a lot of corners to make ends meet. The grant was $21,500 below what... executive manager Richard H. Wangerin has sought from the group. The principal victim of the... A third string of... But Bacharach and... Buckle in "The Thrill" and... "Alley's Song" (formerly... by the orchestra... has been received from the State Legis-... Last year's... $50,000, Wangerin said there's little chance... in addition to the orchestra will receive a grant next year.

U. S. Tour Set For Czech Orchestra

NEW YORK — A second coast-to-coast tour of the Czech Philharmonic is due in... in 1967 under Columbia Artist, Manager and Booking Director... Neumann, who has shared con-... duties since 1963, will again... The orchestra, which is... Performing Arts Records, recorded... United States and the American Indian tour in 1965. The... the beginning of October follow-... "Singing in the Rain" Expo '67. The orchestra... be touring in Brazil from...
GOSPEL MUSIC

PROFILE

DONNA AND THE TRAILS

New Gospel Group Is Down-to-Earth Country

By BOB GREEN

One of the newest sounds in gospel music is that of Donna and the Trailsmen, a group from Evansville, Ind., which cut its third gospel album in June in Nashville's RCA studios.

The Evansville group is comprised of Donna, Dave and Ron Viibert; Dalton Welch, and piano accommodan Chuck Sarver.

“We sing because we enjoy singing,” says Dave, who handles promotion for the Trailsmen. “Right now we do a lot of traveling. Our major objective is to please our audience.” Donna and the Trailsmen are recording for Singcord, an outlet of the Zondervan Co., and the world's largest gospel publishing company.

On their latest album, Donna and the Trailsmen recorded two songs written by The Rev. H. P. Viibert, pastor of Calvary Temple Church, Evansville, and father of three members of the group. The songs are “I Wanna Do Thy Will, Oh, Lord” and “When I Lay My Burdens Down Some Day.”

The first album was recorded 15 months ago by Donna and the Trailsmen was entitled “Old-Fashioned Songs.” The second was “Country Gospel,” and the latest is “Donna and the Trailsmen Sing at the Big Camp Meeting.”

The group's recent records were produced by James (Spider) Rich and arranged by Pete Drake.

“The Trailsmen's sincere love for country music adds up to our charm,” said Rich. “They are down-to-earth country and proud of it. They’re on their way to the top.”

SHAPED NOTES

Hovie Lister and the Statesmen will be in Nashville for recording dates on Aug. 13 and 16. Don Butler says they'll be here to record an album and to complete plans for their role in proposed movie to be produced by Marathon Films.

Color television continues to make inroads in gospel world. Now “Singing Time in Dixie” starring the Blackwoods and the Statesmen is in full color. The 30-minute show gains new markets every month.

Jake Hess and the Imperials supplied vocal backing recently for Hank Snow, Hank Locklin and Elvis Presley. Snow, Locklin and Elvis Presley. Demand for the group with session work continues to grow. Jim Murray, of Detroit, has joined the Imperials in tenor. Sherrill Neilson, formerly with the group, is making plans to enter pop field.

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AUGUST 6, 1966, BILLBOARD
Prophets to Holy Land
To Produce an Album

NASHVILLE—Heart Warming Records artists, the Prophets, and an entourage of recording, film and press personnel depart for the Holy Land Oct. 7 to produce an album referred to in the songs.

On the banks of the River Jordan, for instance, the Prophets will record "Shall We Gather at the River?" The album will consist of similar songs and locations, planned to produce an authentic air of immediacy.

As a part of pre-departure planning, a large-scale gospel sing will be held in Knoxville's new Coliseum Sept. 9. The show, featuring eight top acts, will help finance the Holy Land tour. The Knoxville Chamber of Commerce and the mayor's office are expected to appoint the traveling group good-will ambassadors from the city of Knoxville to the city of Jerusalem.

The Prophets are distributing brochures which describe the trip and give the general public an opportunity to participate as sponsors of the trip. Each sponsor will receive a special souvenir from the Holy Land.

RCA portable recording equipment and a crew of engineers will do the technical work on the record album. Publicity teams, still camera crews, motion picture crews, writers, and managerial staff for the Prophets will add up to a group of 20 people who will make the trip. A budget of $30,000 has been established.

The album will be bound in embossed leather and complete with several pages of photos and written descriptions of all phases of the story, so that album owners may see the scenes and know the settings as they listen to the songs.

The album will be fabricated and released by Heart Warming Records, of Nashville, one of the major religious labels.

A motion picture crew will film the entire story of the tour, and the film will be shown by the Prophets on subsequent concert tours. The movie will also be made available for TV showings.

Publicity crews will gather a series of souvenirs and artifacts from the Holy Land, and a special display of these materials will be on view at future concerts of the Prophets. Upon their return from the Holy Land, the Prophets will go directly to the National Quartet Convention in Memphis.

THE PROPHETS discuss their upcoming trip to the Holy Land. From the left are Joe Moscheo II, pianist; Dave Rodgers, bass; Jim Wesson, lead; Lew Garrison, tenor, and Ed Hil, baritone.

GMA Adds 40 Members

NASHVILLE—Gospel Music Association membership chairman Don Light last week announced the addition of 40 new members, including three organizational memberships.

Records, of Nashville, one of the major religious labels, -a motion picture crew will film the entire story of the tour, and the film will be shown by the Prophets on subsequent concert tours. The movie will also be made available for TV showings.

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New individual members include:


Record Company: Ivan C. Freeman and Jarrell McCracken, Word Records.


Performance Licensing Organization: Don F. Frisch, ASCAP; Paul Marks, ASCAP, and SESAC.

New organizational members are American Society of Composers, Authors & Publishers; Word Records, Inc; Sing Recording Co., and Heart Warming Records.

Pathway Press

* Continued from page 38

Pathway also has exclusive selling rights to the Sing, Skyline and Temple labels.

HUGE SHOW SET FOR GEORGIA ON AUGUST 27

ATLANTA—One of the world's largest gospel shows, perhaps the largest, will be held for the ninth consecutive year in Waycross, Ga., Aug. 27.

Billed as the Original Sun down to Sun-up Gospel Show, the Waycross show is acclaimed as one of the traditionally high points of the year for gospel fans.

It is held in the Waycross stadium where thousands of fans gather from all parts of the country for the annual event. Featured this year in the program include the Statesmen, the Blackwood Brothers, the Gospel Staters, the Bivens Family, the Goodman Family, the Oak Ridge Singers, the Dixie Echoes, the Florida Boys and the LePevres.

Hovie Lister is the promoter of the show which is sponsored by the Shriners in Waycross. Last year an estimated 15,000 persons attended the sing, but Lister thinks the number may be even greater this year.
COUNTRY MUSIC

"Renfro Valley' Film Bows"

LOUISVILLE—The country music feature-length motion picture, "John Lair's Renfro Valley Barn Dance," filmed by Jamari Pictures in the spring of 1965, was recently acquired by Seven Arts Pictures and had its world premiere simultaneously at the Preston Street Drive-In, Louisville, the Lakewood Drive-In, Jeffersonville, Ind., and the Family Drive-In, Lexington, Ky.

Business at the three break-in spots was most gratifying, according to John Lair, with the result that the full-length feature has been put into general release. "Renfro Valley Barn Dance" is one of the oldest continuous country music shows in the nation and Lair, founder, owner and operator of the Renfro Valley Settlement at Renfro Valley, Ky., is one of the foremost pioneers among country and folk music show producers.

"John Lair's Renfro Valley Barn Dance" was filmed in Eastman color and most of the action takes place in the Big Barn in Renfro Valley, which for 27 of the 30 years the show has been in continuous operation, has been its point of origin. It has been off the air on Saturday nights for the past five years but has continued to draw good crowds for all live performances.

Billy Walker Off to Europe

NASHVILLE—Billy Walker leaves Monday (1) for a three-week European promotion tour. Walker, whose Monument recording of "A Million and One" is currently riding the charts, will visit Germany, France, Spain and England.

Tour is part of a build-up set by Monument President Fred Foster for the label's newest signee. Walker joined Monument recently after having been with Columbia several years. Foster plans extensive promotion of Walker, who has had three releases on Monument, all chartmakers.

While in Europe, Walker will make several television and personal appearance dates set by the Motel Agency. When he returns Aug. 22 he will begin an immediate cross-country promotion tour. Foster says.

"The Monkees are what's happening, baby!"

RCA Sets Fall Treasury LP's

NEW YORK—Two October releases in RCA Victor's Treasury of Immortal Performances, a three-record set of Sergei Koussevitzky and the Boston Symphony Orchestra, and a three-record set of Art of the Cello, featuring Mischa Koussevitzky, Shura Cherkassky and Joseph Rosenblatt. In each the sets also will be available singly.

A November release in the Treasury series will be "Opera and Operetta Favorites," by Jeannette MacDonald. A special Treasury package next year will commemorate the 100th anniversary of the death and 100th anniversary of the birth of Antonio Toscanini. The set will contain five LPs, including some performances never released before.

KITTY WELLS' latest Decca album, "Country All the Way," (DL 4776), is pulling strong sales all across the country.

Kitty continues to reign as the Queen of Country Music, with sales and air play better than ever. (Advertisement)

"Tobacco Row' Premiers in Evansville, Ind.

EVANSTON, Ind. — Tex Ritter makes his return to the silver screen recently at the West Side Drive-In when Eastmancolor premiered its "Girl From Tobacco Road." The film stars, besides Tex, Rachel Rumen, Earl (Snake) Richards, Gordon Terry, Tim Ormand, Rita Paye, Ralph Emery and Johnny Russell. Special guest stars include Martha Carson, Smiley and Kitty Wilson and Harvey and Milford Faye.

The supporting cast and other bits are Ray Walker, Philip Specialist, Ed Livingston, Cecil Scaife, Browne Johnson, John W. a. White, Angel, Dean Harris Martin, Irene Matthews, Phyliss Dickinson, Nina Ferguson, Ruth Charon and Big Buck Prutt.

Almost all of the film's stars visited Evansville for the two-week premiere celebration. Rachel Rumen was unable to attend. She was in Florida making a movie.

The premiere was hosted by Fred and Jane Ormond for all communication media of Evansville and surrounding areas.

Ritter gave autographs at shopping center appearances during the motocycle parade, shopping center appearances, and the premiere screening. A gala reception was held following the premiere.

That evening before the premiere a dinner party was given for the cast at the Audubon Harren Racing Track Clubhouse.

Howard Mack and filmed the event by and for the men men, Bob Berry, Vance Thomas, Ken Martin, Gayle Roni, Mr. Angel and Tex Jonis.

'Cigar Fight' Chat Box]

"Country Format Boon to CKK"

ODessa, Tex.—With the recent announcement of Vern Moreno as station manager, KECK here has changed its programming to town & country music and is experiencing with Bob Hammond, program director, describes as "unbelievable success."

"We program the best of country music with good commercial, up-beat recordings from other fields of music," Hammond says. "However, we exclude most of the Top 40. We also will feature live, from time to time, artists appearing at a local club."

Country on KDWT

STAMFORD, Tex.—Station KDWT here inaugurates its first all-country platter show Aug. 15, with Glen Mack doing the spinning. Mack asks the cooperation of the disk jockeys and artists in gathering country music records and station IDs.

Judy Lynn, Harrahs in Three-Year Pact

RENO, Nev.—The Judy Lynn Show, one of the most popular attractions in the Nevada nightclub circuit the past six years, has just been signed to a new three-year contract by Harrah's in Reno and Lake Tahoe, commencing in 1967.

Negotiations for the pact were arranged through Dick Lane, of Harrah's, and Judy's personal manager, John Kelly.

H. W. (PAPPY) DAILY, vice-president of Musicor, looks on while his newest singing attraction, James T. (HAPPY) Shahan, signs a recording contract in Houston. Shahan, a Texas cattle rancher and operator of Alamos Village, popular tourist attraction at Brackettville, Tex., has as his first record, "Let's Shake Hands." "What's My Baby," recorded in Nashville and backed by the Jordanaires and the Mary-John Singers. Release will be made in mid-August.

Gospel Pic Release Near

MEMPHIS—James Blackwood confirmed last week that a new gospel music movie may be premiered at the annual National Quartet Convention here Aug. 20-23.

Produced by Vic Lewis of Nashville, the project features the Blackwoods, the Statemen, the Imperials, the LeFevres, the Lewis Family, Red Foley and others.

Release date on the picture will be announced next week.

Train Records introduces first single release. Terry is 19 years old, a singing new singer, with a soft-style voice. He plays guitar. Give a listen to this chart breaker. "Down the Back Door"/I'm "Drinking and Thinking," on FT 1307. Dist Hys The unset of Nashville, 160 Second Avenue, Nashville, Tenn. (Advertisement)

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PUT IT BACK
(Where You Found It)

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Jim Halsey
Beverly Hills, California
COUNTRY MUSIC

Billboard Special Survey for Week Ending 8/4/44

COUNTRY SINGLES

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<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist, Label &amp; Number</th>
<th>Weeks on Chart</th>
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<td>THINK OF ME</td>
<td>Buck Owens, Capitol 5656 (Bluebird, BMI)</td>
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<td>2</td>
<td>I’LL TAKE THE DOG</td>
<td>Bill Phillips, Columbia 5653 (Sure Fire, BMI)</td>
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<td>EVIL ON YOUR LAST NIGHT</td>
<td>Jean Shepard, Decca 4782 (M), LPM 3542 (M)</td>
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<td>6</td>
<td>DON’T TOUCH ME</td>
<td>Hank Williams Jr., MGM 15304 (Decca, BMI)</td>
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<td>THE SHOE GOES ON THE OTHER FOOT</td>
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<td>EBBY LOVES A LITTLE OL’ BRUSH ARMS</td>
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<td>I’M NOT A MILLIONAIRES</td>
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<td>I DON’T TOUCH ME</td>
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<td>THE STREETS OF BAYOU</td>
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A Smash Follow-up To "PUT IT OFF UNTIL TOMORROW" by BILL PHILLIPS "THE COMPANY YOU KEEP" 31996

AUGUST 6, 1944, BILLBOARD
CAPITOL’S COUNTRY HITMAKER

The Southern Gentleman

SONNY JAMES

ROOM IN YOUR HEART

CAPITOL RECORDS
**Window Displays Boost Ethnic Record Volume for Doubleday**

By FRED KIRBY

NEW YORK—A window display of Indian records is the latest ethnic display by Doubleday's 5th Avenue store. Geared to last week's "Festival From India" at Philharmonic Hall, the window also has posters of Doubleday's neighbor, Air-India. Another window also features international disks with pressings of Greek, German and Italian music. All of the window disks are on Odeon, including one by Ali Akbar Khan, who appeared in the Philharmonic festival.

**London Fall Imports Include Rare Works**

NEW YORK—A set of unusual recordings, including a Bach "St. John Passion" recording as the London Festival Orchestra, conducted by Daniel Barenboim, the museum instruments, is listed for American release by London Records. This would be the work's first full recording. London also lists the reissue of 10 out-of-print albums last year a bonanza. Also on the list are the "Happy Prince," a Transatlantic with bass Owen Brannigan; "Irish Songs," which will be released with two English painters, Dr. Holger's "Show Biz" and Decca's "They Stopped the Show" collection.

**Mace to Cut 6 Albums in UK**

NEW YORK—Sainly Greenberg, executive producer of Sceptor Records, will visit Newcastle, England, Sept. 5, to record six English solo albums for Sceptor. Included with Nadia Boulanger's "Festival From India" at Philharmonic Hall.

**Monitor Fall Program Set**

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SPOTLIGHT ON LAS VEGAS
190,000,000 PEOPLE CAN'T BE WRONG
THEY'RE ALL BAREFOOTIN'

THE ORIGINAL

ROBERT PARKER BAREFOOTIN'

* BAREFOOTIN' . . . sensational New Orleans dance craze taking the nation by storm. Hot on the heels of the Robert Parker Hit Single!
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<th>Rank</th>
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Note: This list is for Week Ending August 6, 1966.
London Fall
Imports Include
Rare Works
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Societe Francais Du son’s list includes a sampler of 15 French selections. Also out of Queen- ing’s, “Rap Lerosquet (The Barterers);” French Com- merce; “The King, and Our Quartet Sonatas” of Balzani. In the fall, Societe Francais will release “Four Trio Sonatas” of Corelli, and “Four Sonatas for Violin and Harpsi-


Rare works listed for the fall on Das Alte Werk will be “Re- corded by so many Russian Insti- tutes” of about 1700; Telemann’s “O du lieber Concerto;” “Euphonia of 1660- 1640,” and “Motets From 1475- 1500.” Two Bach sets are sched- uled, one pairing “Praise the Lord” with “‘Awake! Calls the Voice,” and the other, the first two parts of the Mass in B Minor. The recordings are scheduled to be at the Berlin cathedral organ.

Cimarosa Opera
To Open Clarion
Concert Season
NEW YORK—A nonsub- scription performance of Cim- arosa’s “Le Suzie Femminile” in a special English version by Anna Russell will open the Cla- rion Society’s fall season on Oct. 31 at Town Hall. Soloists in the opera’s American première will be Susanne Endlich, Eliza- beth Furrer, Andrew Foldi, Stanley Kolb, David Smith and Ciaran Turner, with Richard Foster at the harpsichord con- tinuing.

The four-concert subscription series will include first New York performances of Summarit- tim’s Symphony in A Major; Golub’s Harpsichord Concerto; 5 in C Major; Bela Fricke’s “Litanze for Double String Or- chestra”; Zelenka’s “Sinfonia Concertante”; Petri’s San Pe- tronius; extravaganza, Summarit- tim’s, “The Angel che Canta”; and the Ammon’s “Concerto.”

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Theophrastus: Symphony No. 6—Halle Orch. (Barbierii), Vanguard 148 (M); 148 (S) 10 (S)

TOUR U. S., Can.
MADISON, N.Y.—A 25-city tour of the U. S. and Canada by the Early Music Quartet is slated to begin here on Oct. 1. The Telefunken artists, who will play many college dates, will ap- pear in three New York concerts at Hunter College, where the tour will wind up on Jan. 23. Also included are performances in Chicago, Nashville, Rich- mond, Newark, Montreal, Wash- ington and Berkeley and Santa Barbara, Calif.

16 Countries Enter
Italian Competition
ROME—Some 16 countries, including U. S., Great Britain, Australia and Eire, have entered young conductors in the Ara Santa Cecilia “Premio Interna- zionale Arturo Toscanini.” The competition will take place from Sept. 15 to Oct. 5. Other entries are from Germany, Hun- gar, Japan, Switzerland, Ar- gentina, Belgium, Portugal, Bra- zil, Venezuela, Bulgaria, Israel and Italy.

To Tour U. S., Can.
TAPE CARtridge

Telepro Head Cautions Dealers on Tape CARtridge Potential Dangers

CHICAGO—Addressing music retailers during the National Association of Music Merchants Convention and Music Show held here recently, William Mulcahy, president of TelePro Industries, urged caution. Mulcahy, whose appearance on a special NAMM speaker panel gave added prestige to the fast-rising new industry, said the business has the possibility of being “the next major entertainment breakthrough.”

It is only a potential, he said, “because like any business with real potential, with potential growth and profits, there are a great many potential dangers.”

As an example of the latter, he pointed out the frequently publicized problem of cartridge products, he said, have “led and may lead some of you to erroneous conclusions. The tape player business and the cartridge business is not yet a giant business. It is not even large by the standards of the industry, you are in now.”

The obvious danger of this, he said, “is over-optimism. With the entrance of General Motors, Chrysler, the major record companies, and their tremendous publicity campaigns, it would not be difficult to become over-enthusiastic. I needn’t tell you the dangers of over-inventory. It’s happened repeatedly.”

The second danger, he said, is his own personal feeling that the world is on the verge of cold market. That is, it is primarily an automotive market at the present time.

Mulcahy went on to outline the history of the cartridge system from their broadcasting industry availability, universal growth as an after-market automobile accessory (in 4-track form), the recent emergence of 8-track in the new car market and the efforts being made in the direction of the home market.

He pointed out that the pattern for successful entertainment products has historically been primarily in home market and added that “the cartridges have to move to the house before this can become a giant industry.”

Confusion about 4 and 8-track, he said, has been partially responsible for the indecision and confusion that is still keeping the home market “cold.”

In his opinion, the dilemma “can best be resolved by the use of a compatible machine.”

Along with advising dealer to stock compatible decks, Mulcahy urged them to keep an inventory of both kinds of continuous loop cartridges. “In my opinion, they will continue to live side by side for some time.”

Until the home market improves, he said, dealers capable of making simple installations should not ignore the 80 million cars already on the road.”

He said under-the-seat and kick panel speakers now available,” he said, “installation time can be only a matter of minutes by any music dealer who has even a minimal installation or service department.”

Mulcahy further recommended that dealers stock what he described as the “paradigm” items— cartridge deck that plugs into existing home stereo.

“Eliminates the high ticket replacement problem which you’re bound to run into if you’re trying to sell a man who has recently spent $400 for a good stereo,” he explained. “The use of a plug-in unit makes it easier for Joe, who has a player in his car, to rush into the house and play the latest Tina Turner Brass for his wife. I think this is the most practical means of getting into the home side of the cartridge business.”

Mulcahy added that dealers should not hesitate to push the “razor blades.” These, of course, are the cartridges. And ultimately this is where the money is.”

Ten CARtridge Libraries Exhibited at Music Show

CHICAGO—Ten tape CARtridge duplicators displayed their extensive line of products at the annual National Association of Music Merchants (NAMM) Music Show held here recently. The libraries appeared in Fidelipac (4-track), 8-track and Philips-type configurations.

The smallest and newest entry into the field was Mercury Records’ 49-title, Philips-type cassette duplicator. Bill Birr, manager last week, however, that Mercury is on the verge of completing agreements with several major producer of music and will soon announce additional releases for the cassette system. A newcomer into the continuous loop field was Ampex, which announced its first release of 4-track and 8-track tapes, showed 13 London albums on 8-track and 10 London on 4-track. Encore Tapes (Sentry Industries, Inc., of Mount Vernon, N.Y.) showed Ampex group their 22 4-track monos, 22 4-track stereos (non-play and play) and 45 4-track stereo (1/2 hr. play). General Recorded Tape listed 52 singles and 15 brand-new releases and 56 4-track tapes, including 17 new issues.

International Tape Cartridge Corp., listed 397 8-track titles and showed a catalog of 4-track catalog with 975 titles.

Muntz Stereo-Pak, besides its new “singles” cartridge, showed a catalog of both 4-track and 8-track prerecorded cartridges but accurate figures on total number of tapes were not available.

Pickwick International listed 36 titles on both 4 and 8-track cartridges.

RCA had a catalog of 300 cartridges, all of them on 8-track. The firm’s record division, however, was not officially present at the Music Show.

Telepro has a catalog of 600 4-track and 600 8-track cartridges which it buys from music producers and duplicators and offers to purchasers of its playback unit.

Trans-World, exclusively on 4-track at the present time, displayed a catalog of 405 titles.

Also displaying cartridge product was the show were National Tape Distributors. The firm handles tapes of various duplicators and manufacturers from its three regional offices located in West Los Angeles, Mil- waukee and San Francisco.

Muntz to Open Factory Store

VAN NUYS, Calif.—Muntz Stereo-Pak will open a 35,000- square-foot factory-retail branch store at 11814 Van Nuys Boulevard on Monday (1).

In opening the new location, president Jack Muntz, transferred all retail operations from his Amo Research factory, providing additional space for the installation of duplicating equipment.

The new store will operate seven days from 9 a.m. to 9 p.m., with James Muntz manager, and Barry Waldon and Steve Lyons handling installations and service, respectively.

The company will use the store as a training center for Muntz Citizen City stores around the country.

There are more rumors in the tape field this week than there are recognizors in the owners of the NAMM. The latest indication of new rumors of record companies who are supposedly entering into tape duplication contracts with various duplicators.

Much of this gossip has been fueled by the duplicators however, the release of THEMES RUMORS have been TRUE inSF as it is concerned.

All of the original contracts between record companies and ITCC and distributors which are said to be in trouble are under discussion.

As an example, ITCC kicks off a series of ads in BILLBOARD this week announcing the most important exclusive record company-duplicator contract in the industry. Since the issue is an ad announcing a new home-built contract between A&M Records and ITCC which gives ITCC 100% royalties in both the four and eight track configurations for all A&M product.

To dispel other rumors, ITCC has just exercised its option with ABC-FM records which assumes ITCC distributor a certain flow of business. Although ITCC in the issue is an ad announcing a new home-built contract between A&M Records and ITCC which gives ITCC 100% royalties in both the four and eight track configurations for all A&M product.

Another rumor making the rounds concerns MGM/Onyx Records and an ITCC. To dispel this rumor, an announcement in the newsletter which cites ITCC distributor a certain flow of business, the decision to go into business is an effort to fulfill the promise made to the company.

We have been awarded to both ITCC and various duplicators by ITCC. 8-track product, since the tape industry is the assurance that the product product can be delivered in quantities to satisfy demand. MGM has assumed itself take-out tapes by the various duplicators and contracts, but the company is to deliver its distributors with four track and eight track in an equal way.

The future of ITCC has been, and is being, built on a most solid foundation. The ITCC management is frequently recognized by all aspects of this business and continues to serve its distributors in all areas of the automotive and home entertainment field. ITCC is constantly strengthening its position in the industry and can be truly called the “World’s Leading Distributor” of both four and eight track units.

If you are a dealer who would like to handle the world’s most important record labels from one source, please contact us for the name of your nearest distributor.

We are a leading distributor of both four and eight track units.

INTERNATIONAL TAPE CARTRIDGE CORPORATION

Subsidiary of Dedia Corporation

1270 Avenue of the Americas
New York, New York 10019
212-432-5160
TWX 758 5419B

A.R.C. Music Makers

ELECTRONICS, INC.

1535K St. Simon Ave., Paramount, Calif. 90723

AUDIENCE

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AUDIENCE
Walt Heebner, buyer of He cartridges, prove the tape plant location with Deatum packages.

Calling cartridge potential 50 made Art Ventures, there were playbacks. He industry weather many 20th a Jones, Red Jones, &M's cartridges will then bill the record company, who in turn will bill its distributors at ITCC's established distributor prices.

Finley will have the complete 13-album &M line available in the various cartridge forms, including six packages featuring Herb Alpert and the Tijuana Brass and &M's new Chris Montez album.

Heretofore &M product was duplicated in cartridge form by Autostereo, Inc., R.A. Mullar and TDC. According to Finley, &M's &M's cartridges are sold only to strong cartridge sellers on a 10 to 1 basis.

The contract was signed by &M's Jerry Moss and Finley.

Details are under wraps in regard to the Audiomatic &M's attorney Robert Gordon of Bearwitz & Melman and &ITCC house counsel, Lawrence Mirkin.

The activity is a joint venture with Bell Sound Studios. Gloria Gelfand, &M's head of Audio Matrix, goes over the company's new Tape CARtridge field through Autostereo, with &M's niche market for cartridge forms, packaging, and manufacturing.

Gelfand has entered the cartridge field through a new corporation, Audio Matrix, Inc., which manufactures and sells tape duplicating equipment. The manufacturing end is a joint venture with Bell Sound Studios. Gloria Gelfand, &M's head of Audio Matrix, goes over the company's Tape CARtridge field through Autostereo, with &M's niche market for cartridge forms, packaging, and manufacturing.

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Subsidiary of Dextra Corporation

is proud to announce
that it has been appointed EXCLUSIVE
duplicator and distributor for all
8 and 4-track stereo tape cartridges from

A & M RECORDS

Contact your local A&M distributor for details of this exciting program.
### Munetz Stereo-Pak New Releases

**Week of August 6, 1966**

<table>
<thead>
<tr>
<th>Album</th>
<th>Artist</th>
<th>Label</th>
<th>Munetz Cat.</th>
<th>Code</th>
</tr>
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<tbody>
<tr>
<td><strong>Have a Smile With Me</strong></td>
<td>Key Charles</td>
<td>ABC</td>
<td>10-429</td>
<td>A</td>
</tr>
<tr>
<td><strong>Mercy Marvelous</strong></td>
<td>Memphis Blue</td>
<td>Atlantic</td>
<td>10-434</td>
<td>A</td>
</tr>
<tr>
<td><strong>Cookin’</strong></td>
<td>Lloyd Price</td>
<td>ABC</td>
<td>10-438</td>
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<tr>
<td><strong>The Best of Steve Lawrence</strong></td>
<td>Steve Lawrence</td>
<td>ABC</td>
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</tr>
<tr>
<td><strong>Studio Time</strong></td>
<td>Johnny Nash</td>
<td>ABC</td>
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</tr>
<tr>
<td><strong>Unbelievable</strong></td>
<td>Billy Stewart</td>
<td>Chess</td>
<td>10-451</td>
<td>A</td>
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<tr>
<td><strong>The Never Ending Impressions</strong></td>
<td>The Impressions</td>
<td>ABC</td>
<td>12-312</td>
<td>A</td>
</tr>
<tr>
<td><strong>Look, It’s the Moonglow</strong></td>
<td>The Moonglow</td>
<td>Chess</td>
<td>12-317</td>
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<tr>
<td><strong>The Lancers at Harris’</strong></td>
<td>The Lancers</td>
<td>Lenco</td>
<td>12-219</td>
<td>B</td>
</tr>
<tr>
<td><strong>great for Dancing, Vol. 2</strong></td>
<td>The Socials</td>
<td>ABC</td>
<td>14-442</td>
<td>A</td>
</tr>
<tr>
<td><strong>Lonelyville: the Nervous Beat</strong></td>
<td>The Impressions</td>
<td>ABC</td>
<td>12-312</td>
<td>A</td>
</tr>
</tbody>
</table>

### Muntz Store Pak Promotion

- **Someday, Somewhere**
- **Looking Out of the Window**
- **It’s All Over Now**
- **Cherry Red**
- **On the Road Again**

### Don Law Wins Southward Award

- **Continued from page 4**

### Mercury Signs Chuck Berry

**CHICAGO—** Mercury Records’ drive to become a major factor in rhythm and blues took another step forward last week when the firm announced the signing of rock ’n’ roll and R&B guitarist Chuck Berry.

Berry, formerly of Chess Records, has composed such hits as "Maybellene," "Roll Over Beethoven," and "Johnny B. Goode."

In the past month Mercury has signed rhythm and blues artists Ferrry Butter and Junior Parker as well as Berry. The firm also has appointed Norm Rubin as full-time promotional director of R&B product.

### Mercury Buys ‘Clown’ Master

**CHICAGO—** Mercury Records bought the master of "The Clown," by Gene Summers last week. The single, produced by Major Bill Smith in Fort Worth, was breaking rapidly in the Dallas-Fort Worth area, said Charles Fuchs, vice-president and director of recorded product.

### Flack Under Knife

**LOS ANGELES—** Norman Waters, L.A. Records publicity director, underwent throat surgery last Wednesday in Cedars of Lebanon Hospital.

### BB to Bow R&B Music Section

**NEW YORK—** Billboard will present a special section devoted to the R&B music-record field and the National Association of Radio Announcers next week. The issue will be available at the convention of NARAS Aug. 11-14 at the Waldorf-Astoria.

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**Wackiness’s Wacky World**

**NEW YORK, N.Y.**—The never-ending impressions of the Terre Haute Service Center, second, and George Price of Comstock Distributors, Atlanta, third.

Winners of drawings were: sales managers, Bill Shaler of New Orleans; promotion managers, Hal Blake Jr. of Dallas; salesmen, sales managers, and promotion managers who attained the national average; Mert Paul, Minneapolis sales manager; special album and singles sweepstakes, Cap Stein of Hartford; Seen, Byrd, Hank Hirschfield, Dallas; Sally Solomon, Pittsburgh; Charles Draper, Cincinnati; Ed Masterson, Philadelphia; Ben Caruso, Detroit; Denman, Bakke, Ken Bolster, Seattle, and Fred Soter, Chicago; window display, Walters; monthly Lap Award Sweepstakes, George Springs, New York, Newark, and lottery, Bernie Kings of Minneapolis.

Winners of a separate contest based on Masterwork sales were: first, Nick Barter, New York/Newark; Walter Evans, Atlanta; Neil Spencer, St. Louis, and Elton Moun; Milwaukee; second, John Del Greco, New York/Newark; Robert Lindsey, Atlantic; C. Thomas, St. Louis, and Carmen La Rosa, Miami, and third, Sheldon Rutlin, New York/Newark; Mike Weiss, Detroit; Martin Rokoff, Hartford, and Marcha.

Receiving prize points at the top sales manager in each division were Don England, New York/Newark; Comstock; Atlanta; Capone, Hartford, and Bob Brasky, Miami. Shelly Rudin gained points as the top phonograph manager in the country.

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**Munetz Stereo-Pak**

**STEREO-PAK**

- 7715 Densmore Avenue
- Van Nuys, Calif.
- 989-5000

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**Munetz Stereo-Pak**

**NEW RELEASES**

- 7715 Densmore Avenue
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Dealers Seeking Better Radio Charts

*Continued from page 1*

be asked whether they favor shrink-wrap on the sheet from 40 to 30 times.

Though results of this poll were mixed, the Billy Joel Billboard's own survey of local dealers showed that dealer favor such a change if it would result in sales.

Many Chicago-area dealers have been forced to rely on the WLW list, but some still fear the demise several months ago of the so-called "Livingston Sheet," a local, independent survey. The WLW sheet is preferred by dealers as a buying guide over the "Seven Ten Tune" published by WCFL Radio because it is a full top 40 sheet. The WCFL sheet lists only 20 records and is described by dealers as not nearly as accurate.

In response to customary radio station replies to dealer complaint—in which the stations disclose the panel members for financial damage to merchan-
dise resulting from station surveys—stores may begin to refuse to pay for such surveys. "I'm in the record business," said one dealer, "not in the radio business. Why should I be duty-bound to report the truth—or to report anything at all?"

The main reason for dealer editors in the station surveys, most dealers said, was to receive some reciprocal benefit. "Inaccurate charts are of no value to us," said one record store owner, "and now valuable those charts that are accurate. Imagine if they were dropped in Chicago—or even any other market."

Indeed, in the new beginning of the WLW sheet list dealers were now demanding it reprinted and promoted it.

Declared Morris Goldstein, owner of World Record Distributors, Inc.: "The dealer who stocks records on the WLW sheet will get stuck with 80 per cent of the two or three records that drop off the bottom half of the sheet in a mysterious manner each week."

Asked to be more specific, Goldstein cited the chart where the seven or so records dropped off the WLW-listed Chicago Top 40 every week, two or three were obviously oops. "The station has no right to print a sheet knowing that record stores will get stuck with them!"

Why do Chicago dealers buy such a sheet knowing they'll get burned? "That's the only sheet they sell in the store—themselves, even though they know some records are hogs," Goldstein said.

According to Sipiora, "About 75 per cent of the dealers we cover themselves, even though they know some records are hogs, are stuck with them." Goldstein agreed. "And no head-office claims either!

On June 17, Sipiora pointed out. "Break Out," by Mitch Ryder & the BottleRockers, hit the WLW sheet at 35th posi-
tion. The next week, the song dropped two notches.

"And most dealers want to stay in the business!"

In the "sudden-death" complaint category, i.e., legitimate hits that drop off the top 20, Sipiora cited the following example: "Paint It, Black," by the Rolling Stones, was in first position on the WLW sheet on May 27, on June 3, the song disappeared from the sheet. (The record was in fourth position on the Billboard Hot 100 the week it vanished from the WLW sheet.)

As another example cited Johnnie Sox's "Day for Decision," which hit the WLW list on May 27 at 40th position, climbed to 14th on June 3, ninth on June 10 and dropped off the chart on June 17. (The week the record dropped off the WLW sheet it climbed from 51 to 36 on the Billboard Hot 100.)

Although no significant re-
search was done on the correlation between the disappear-
ance of a song from the top 40 radio station sheet and the showings of the same record on the charts, there is a relationship exists—and hurts. "It is not only true of a legitimate hit," Sipiora explained.

Gard, William R., executive director of the National Association of Music Dealers (NAMM), told Bill-
board last week that the associa-
tion has decided to form an ad hoc committee for the purpose of recommending ways to improve NAMM's communication with phonograph record dealers.

Formation of the committee, said Gard, was decided upon after a motion at the NAMM board of directors meeting last week that NAMM's board of directors at a recent meeting. The new com-
mittee will be headed by S. H. Galperin, who is also chairman of our phonograph record mar-
ket research. The group will be composed of five or six persons— including people who might have something solid to contribute even though they are not NAMM members. Current plans are to hold the meeting in Chicago sometime in last August or early September.

Specific Program

The purpose of such a meet-
ging, said Gard, would be to develop a specific program for phonograph record dealers. The committee will work out a fore-
cast for 1967 which we will immediately present to the board of directors. If the board goes along with the program, we will immediately proceed with initial steps of the program.

"I think we will quickly be able to determine whether the record dealer can satisfactorily af-
filiate with NAMM." Gard said. As executive director of the National Association of Record Dealers, Sipiora had been holding sporadic talks with Gard for several years, but had never gotten anywhere. The man in the hot seat was not going to have the opportunity to take over the job.

"And most dealers want to be-
Would You Rather Be A Squirrel?

Classified Advertising Department
BILLBOARD MAGAZINE
130 West Randolph Street
Chicago, Illinois 60601

Please run the classified ad copy shown below (or enclosed separately) in __________ issue(s):

PLEASE TYPE OR PRINT YOUR AD COPY IN THE ABOVE SPACE. FULL PAYMENT MUST ACCOMPANY YOUR CLASSIFIED AD ORDER.

NAME
ADDRESS
CITY ______ STATE ______ ZIP CODE ______
AUTHORIZED BY ______ AMOUNT ______ ENCLOSED ______

Type of classified ad desired—check one
□ Regular Classified
□ Display Classified

Heading Desired:

Chicago Top

• Continued from page 33

don't know how to report. And they just simply may not keep accurate inventory records.

Draper does not think of his station survey as a selling tool for dealers.

His station surveys for the top 30 sellers in preparation of its top 20 sheet. According to Taylor, WLS asks for the top 20 sellers in polling for its top 30 chart.

"I don't think the radio stations should play around with the lists," Draper said. "In most stations around the country, they are not reliable, they should take a poll to identify it as such.

"We know that certain dealers may be misrepresenting sales of a record to us due to various reasons." Taylor said. "But we feel that by calling a good credit section of dealers we can eliminate the obvious untruths.

Draper insisted that the sheet situation is much improved over three years ago, partly because of obvious changes in methods of promoting records and partly because of elimination of giant stations in each market.

"The strength of some single station is now reduced," he said.

"The pattern used to be a strong top 40, a big network outlet and a lot of local spots. Now there is competition in every category.

"It also proves to the record company that they are not, let's say, the number one," he said.

Taylor viewed local dealer complaints as routine. "This is a continuing sort of thing." he said. "I don't think that complaints have been any more frequent than usual. Inaccuracies occur for various reasons. Sometimes there is confusion over the lower half of the chart because we feel they will become hits. Most of them, however, are due to the nature of the business. We identify some sort of sale reaction - usually at the distributor level. Things will pop on for one or two weeks and then drop off. I know this hurts the dealer and I think dealers would be wise to put more attention to the bottom half of such a chart. We've dealt in situations where probabilities here and mistakes are apt to occur regularly," he said.

He asked about high-flying hits that suddenly disappear from the sheet, Taylor said: "These usually reflect the fact that there is no action on the record at the distributor level. If the distribution isn't moving the record it will use something new that is coming up. He admitted that he felt premature removal of a hot record could adversely affect its sales: "Yes, dealers may be still selling the record when we drop it off—and it's possible that certain records have been slowed down this way."

BATTERY OPERATED phonograph and AM radio by Matsushita Electric for Panasonic. Model SQ-550 operates on six D batteries and plays at three speeds. Ideal for trips, on the beach or in the boat and at picnics. This unit retails for $29.95. A step-up version, Model SQ-551, has the same features but operates on AC as well as battery power and is available at $49.95.

NEW PRODUCTS

This MONURAL CORDLESS PHONOGRAPH features AC operation and automatic four-speed changer. VM has introduced this lightweight portable in a molded luggage style case exclusively for the younger set. It is listed at $49.95.

BATTERY/AC OPERATED portable from Major features the BSR automatic micchanger. It is a solid state, all transistor unit whose other features include two controls, four speeds and 45 RPM adapter. It retails for just under $20.
BULK VENDING NEWS

New President
Of Cramer Gum

IRON CROSS (CONT.)

A Member of the Post-War Generation
Enters L. C. Debar

During recent weeks we’ve opened these pages to expressions of opinion and con-
on the vending of charms items inspired by the Iron Cross. We
newly published point of view on the controversial sub-
ject. The author is the 25-year-
old son of Earl L. Groux, Min-
nesota State University student.
A recent graduate, Summa Cum
Laude, of Macalester College in
St. Paul, the writer entered R. F.
officers candidate school late
last month.—Ed.

By EARY L. GROUX JR.

This brief essay is addressed to the manufacturers and mer-
chants of the older generation who are producing and selling
the Iron Cross charms for dis-
tribution. As a member of the post-war
 generation, the generation which will
decide whether or not to buy your Iron Cross charms, I wish
to enter the debate currently under
way concerning this item. My father is a well-established
and veteran member of the vending industry, and I am
familiar with all of the Iron Cross debate as it now stands
in Billboard magazine. It seems to me that this controversy
tacks two things: clear thinking and the viewpoint of the
people to whom you wish to sell this item.
So far the arguments for and
against the production and mar-
keting of the Iron Cross have been
strongly riddled with emotion-
ality and thoroughly riddled
with faulty logic. Perhaps the reason why you cannot think,
clearly in this matter is because
the Iron Cross means something
to you other than what it does to me, the members of the post-wa
 generation. (By post-war genera-

tion, I mean the 10 to 15 years following World
War II.) You are justified con-

sidering the impact of this item on American society. Thus
I seem to detect that you should consider the views of myself and
at people in general. This would mean a loss of good

Some Damage
In Cleveland

CLEVELAND—While taking
its toll of some key supermarket
locations here, the recent Cleve-
land disturbance did not create
great losses for many operators.
While losses to supermarkets
and other bulk vending locations
were estimated at over $1 mil-
ion, a local vending company
spokesman said damage to bulk
vending machines “probably
wouldn’t amount to $1,000.”

He explained that while rott-

ers in the Hoohg area have long
been dissatisfied at retail food
stores for alleged discriminatory
pricing, they have always been
content with their penny pur-
chasers from bulk vending
machines.

Local vendors do express
some concern, however, about possibly creating a situation
that major food market chains intend to
discontinue this practice.
This would mean a loss of good

when answering ads . . .
Say You Saw It in
Billboard

WHEN YOU SAY:
Pat and Lyn
Jawbreakers

YOU’VE SAID A MOUTHFUL!!!

HUGE, SHINY, BEAUTIFUL COLORS
UNLIMITED SHELF-LIFE, LOVE HEAT

Pat and Lyn
CANDIES
DELIVERED TO YOU BY THE WORLD'S LARGEST
BULK VENDING CANDY MANUFACTURER

STANDARD SPECIALTY COMPANY
101 Thomas Ave. N. St. Paul, Minn. CALL 3-6001
DISTRIBUTOR INQUIRIES WELCOME

AUGUST 6, 1960, BILLBOARD
NEW YORK—Bulk vendors are bypassing a major market and source of income by not appealing to teenagers. This is the opinion of Bob Guggenheim, owner of Karl Guggenheim, Inc. Guggenheim has hopped on the teenager-handwagon and is consequently enjoying a strong rise in sales.

"The teenager market is virtually non-existent," Guggenheim says. "Most of the machines are oriented to the four to ten year olds. Teenagers stay away from them because there is nothing inside that appeals to them."

Guggenheim used to use his daughter's opinion as a barometer of an item's success. But when she reached her teenage years, she promptly told her father, "It's square. Nobody my age uses candy machines."

The words got Guggenheim to think. "After all, teenagers do go to places where the machines are located. And besides, they are mobile and have their own money. They are the ones running on their own. How can I get to them to rediscover the bulk machine?"

Keen observation led Guggenheim to a successful breakthrough.

by HANK FOX

through the market. In searching for items, he says he looks for items that are "out here, man!" to the man who's done everything."

The ring, a 10-cent item, is similar to a ring being sold in variety stores for $1. At that price it underwent strong sales. Guggenheim was able to get mold-inject and mass produce the ring for half the price. The ring would just sit in the machine for about two or three weeks, he explained. "But then, suddenly, it took off. We couldn't fill them fast enough."

From our own observations, we see that it's the teen-agers who bought them. At first they didn't know that the rings were in the machines.

According to the annual directory of Toys and Novelties Magazine, the total number of machines between the ages of 13 and 17 exceeds 17,800,000 on a national basis. In 1963 the National Education Association reported that two million 13 to 19 year olds spent some $11 billion per year. By 1970 the figure is expected to top $21 billion, with the number of teen-agers projected to increase by 25 percent. An analysis of the Chicago Daily News reported that the average allowance for a 13-14 year-old boy was more than $4, while girls received about $3. The average doubles for 15 to 17 year olds.

The success of the Go Ring has sparked Guggenheim's marketing of "Fancy Fingers" and Fancy Toes" capsules. The set of fancy fingers consists of imitation nail decorations being sold in high fashion shops. Another of his pieces is a small plastic beast which simply requires a press. Just writing out of the machine. (Continued on page 62)

SCHOENBACH CO.

Manufacturers Reps. Reps. Representatives in all major markets

With every OAK VISTA 35 Model \tFull Color \tColor TV complete \tColor TV complete \tColor TV complete \n
SCHOENBACH CO.

800 W. Buckeye Rd., Chicago, Ill. 60639

YOU COUNT MORE WITH OAK

You can carry a supply of clean glass panels and simply switch while on route. Wash the old ones which are made of Oak's exclusive Zetafin which is impervious to oil. This machine is a sure fire winner. It stands 17" high, is 8" deep and 12" wide.

Time payments available on OAK Machines through all distributors.

THE BEST IN VENDING

Exciting is the word for Horby's new KOMPACK stand.

Single lock. Rapid Service. Openers may service one or more units in seconds by just turning the key. A fully enclosed "ball" vinyl backed gasket and heavy duty chrome plating. Size: 17" x 16" x 42" Unit shipped one to a freedom assembled.

KOMPACK Stand and Four Units
"YOUR PROFIT IS OUR BUSINESS"

HARRY INDUSTRIES

45 North Market Street

Berkeley, California 94704

BIRMINGHAM, Ala.—Bob Kaplan, owner of Kelly Vending Co., reports the next most efficient bulk vendor maintenance shop located in the basement of his home. Kaplan says, "It is not easy to maintain these machines. We often have to take them apart to see what's wrong, but once we identify the problem, it can be repaired quickly."

As has been recounted before in these pages, Kaplan uses a $130 compressor outfit for spray painting of machines with a special high gloss, quick-drying synthetic enamel, which gives such extreme pressure that paint flakes up into much tinier molecules than is possible with an aerosol spray can. He paints as many as 20 or 30 vending machines at a time, having only one spray gun set-up and cleaning job to do. The refin- ished machines, as shown, are racked on large white pine shelves, on the opposite side of the workroom from his bench.
In Support of Bill

At this writing, there await New York Gov. Nelson Rockefeller’s signature a bill to bring up the ante for amusement game operators under general business regulations of the State. We favor his signing.

The measure has two functions: (a) to insure that good businessmen operate amusement equipment in New York State and (b) to all State authorities and law enforcement agencies a good working definition of an amusement game. The former purpose is to clear the State of all gambling devices. The latter purpose is, in the words of Senate sponsor, Thomas Laverne (R., Rochester), “to clear up the ludicrous and ridiculous situation wherein different law enforcement officers, State police and city police within the same time zone have received conflicting instructions and interpretation of the law as to which machine is legal and which is illegal.”

Some in the business have raised an objection to paying a $600 business license every two years. “Why should we be singled out” is the query. Fact is, as licensed businessmen amusement machine operators will be joining a 300,000-member club of legitimate businessmen in the State. That’s good policy.

Wallace Speaks at S. Trade Meeting

CHARLESTON, S.C.—The South Carolina Coin Operators Assn. met this past weekend, July 30 and 31, at the Frances Marion Hotel here. Main speakers, all regularly scheduled quarterly event were Music Operators of America President John Wallace and Jim McGrath, attorney general of the South Carolina State Tax Commission.

Wallace spoke about the upcoming last (tenth of October) MOA convention in Chicago and predicted the biggest and most successful convention in the association’s history. Wallace also spelled out the details of MOA’s hospital insurance plan and urged South Carolina operators to help in MOA’s current membership drive. McGrath spoke on the subject of public relations.

The South Carolina group, considered to be one of the most progressive in the country, is being actively sought by both national and local authorities.

Deadline Is August 4

ALBANY, N.Y.—Up-State operators awaited hopefully this week the signing of the industry-sponsored amusement machine operators licensing bill twice passed by the State Legislature and vetoed both times by Gov. Nelson Rockefeller.

“Closest we’ve ever come,” declared the bill’s foremost industry proponent, Mrs. Amelia (Millie) McCarthy, contacted by this magazine just before press time. Mrs. McCarthy, president of the New York State Coin Machine Operators Association, said hopefully: “The bill has the support of law enforcement officials, the resort industry, and has been receiving favorable press all over the State.”

The measure must be handled by the Governor by the Monday (July 30) He could sign it into law veto it, or let it alone for a pocket veto.

Applying only to jurisdictions outside cities, has a Compensation of a million or more persons, which means the law operates not to apply to New York City operators), the measure does two things, specifically: 1. It amends the general business laws of the State to provide uniform regulations, control and supervision of amusement games. (The consumer committee would be identical to that which exercises control over some 300,000 other businesses in the State.) 2. It amends the State’s penal law to specifically define an amusement game, using a definitions similar and a standard set by the American Bar Association for merchandise at a meeting in San Francisco in 1972.

One provision of the bill is to give the New York Department of State the authority to regulate and license amusement games. This does not include jukeboxes. The annual license fee will amount to about $300 annually.

MOA Drive Enters Final Phase

CHICAGO—The Music Operators of America kicked off the final three-month portion of its membership drive with an appearance of Chicago Mayor Richard J. Daley who addressed the membership drive. John Wallace asking district chairmen to make special efforts to reach their quotas. The current total of new members is 151, only 99 short of the 250-man quota.

Both Wallace and Fred Granger, executive vice-president of the MOA, told Billboard that “the goal will be reached.” Granger cautioned, however, that hard work will be needed “not only from the drive chairman, but also from all the board members. We have asked members of the board to help out in this final segment of the drive.”

Wallace’s appeal, in the form of an open letter to the drive’s national chairman, Jack Boss, and to each of the nine district chairmen, said that “most of you have been trying to bring in new members since the drive started, but not all of you, as I can tell.”

“If some of you cannot do the job,” Wallace continued, “then I would prefer that you let Fred (Granger) know so that we can appoint a new chairman in your area. We are not about to accept another 100 new members.”

Granger said that current leaders in the drive are Robert Nims, chairman of district five, with 44 new members, and Len Mon, district six chairman, with 26.

Along with the open letter, Wallace sent the chairman a special copy of a letter which he had already sent to MOA’s new officers to prospectives. The letter, the chairman said, out that MOA has saved the coin industry millions of dollars through legislative efforts. It states that the Group Life Insurance, through a new plan, a completely new body and a new plan, is now available for the first time run. “And according to the test results already in, Cinema-Jukebox promises to be the best of the MOA show,” said Rosen. The new Cinema-Jukebox is being manufactured by Innocente in Milan, Italy. It is one of the world’s largest industrial complexes. In addition to the managements, the British Morris and other European-manufactured automobiles, the Lambretta motor scooter, as well as heavy materials handling machinery.

The new Cinema-Jukebox, said Rosen, will be officially the #250 machine at the MOA show in Chicago where the first trade viewing will be staged. The 250 number, said Rosen, “is not a number taken out of the thin air.”

“Number 250, which will identify the new Cinema-Jukebox," Rosen explained, "actually indicates the number of ways the machine can be played by the public. It’s not only a two-in-one machine, but actually a 250-in-1 machine, with 250-fold impact for audio-visual play.”

Rosen explained that the #250 Cinema-Jukebox has 40 color-music film subjects, 200 phonograph records, 9 picture slides and one kaleidoscope, to make for a total of 250 units. The machine will be 100 per cent visual at all times. And it will be full color at all times as well.

All the film subjects are in full color, and when the jukebox (Continued on page 62)

CureS for the Commission Chaos

By S. JOHN INSALATA

High commissions are like the weather: everybody talks about them but . . . etc. Why is this the case?

The answer to that one should come easily for anyone connected with the coin machine business but—it doesn’t. Therefore, the following study of the problem of high commissions is offered in the hope that the operators will have some new ideas about overcoming this common problem.

How critical is the problem of commissions today? The most recent Billboard survey of the coin machine industry listed the six most common headaches of coin machine operators, as the opera-

S. JOHN INSALATA: A cure for "commissionitis." (Continued on page 58)
ELECTRO SCORCHERS...2 Models
OVERHEAD MODEL
Naturally finished cabinet!

[Table with details not transcribed]

BILLIARD SUPPLIES

[Table with details not transcribed]

NEW SIDE-MOUNT MODEL

[Table with details not transcribed]

MARVEL Mfg. Company

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BILLBOARD'S COIN SECTION

Music—Vending—Amusement Games

is edited to provide the operator with industry news and ideas for additional profit-making games.

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BOSTON

Music operaors in the Greater Boston area see the domain covered by the operating territories they will know that Al Robbins, founder of Melrose Tone Vending Co., is shooting for the rehabilitation of retarded children. He knows that Grand Master of his Masonic Lodge and has been a lifelong contributor to the help of retarded children when he was also appointed "The Little Captain" by the school board and is now president of the Boston Retarded Children's School. His first step was to get sponsorship of the NAMA to place coin machines in all locations, with a 50-mile radius of Boston, a program geared to assist in getting the machines installed. The collection is to be used in local schools and the school board will have a guaranteed amount of cash to be used. The machines are to be placed in all locations, with a guaranteed amount of cash to be used. The program is to be a success for both parties, with the school board gaining from the increased cash flow and the operators gaining from the higher profits. The operators are convinced that the program will be a success, and they are confident that they will be able to place the machines in the schools and obtain the necessary cash flow to make the program a success.

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BOSTON

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COMMISSION ABUSES

Here are the seven deadly sins with respect to commission practices in the coin machine industry:

I. Using commissions to substitute for good business practices.
II. Paying high commissions out of custom or habit.
III. Using high commissions as the "easy way" of meeting competition.
IV. Basing commission rates on your competitor's practices rather than on your own sound fiscal policies.
V. Using commissions to "attract" customers, hoping that you can lower the rate later.
VI. Using unprofitable machines because you hope to make it up on high profits from another machine on the premises.
VII. Encouraging commission arrangements with locations where you are free to use commission arrangements. It is important to avoid these practices, as they can be detrimental to the industry and can harm the business of all operators. The benefits of using commission arrangements should beweighed against the potential problems, such as increased costs, decreased profits, and the potential for abuse. In conclusion, operators should use commission arrangements with caution, and only when it is clear that the arrangement will be beneficial to both parties. It is important to remember that the goal of any commission arrangement should be to increase profits and enhance the business of all operators.
INTERNATIONAL news reports

YAKKET YAK!
Mongolia Swings To The U.S. Pop Sound

ULAN BATOR, Mongolia—"Years and years seem to be rapidly fading into the distance with Ulán Bator's Mods and Rockers." So says the New York Times Harrison E. Salisbury in a report on the rise of the jukebox's popularity with the youth of Mongolia.

Salisbury cites the driving power of the two Rowe AMI phonographs located in Ulán Bator, crowded capital of the country. "There are no Russian, no Chinese, no Mongolian ouvertures," he writes. One will find hot items such as Petula Clark's "Downtown," "Michies" by theBeatles, and Rolling Stones' "As Tears Go By." Just as in Western markets are the perennial favorites—Glen Miller, Elvis (no less no more is listed on the title strips), Frank Sinatra. "Down town" is the hit of Ulán Bator's younger set. Salisbury reports the two jukeboxes are located in the capital's hotel, one on the mainfloor in the dining room and the other in the "elit" VIP dining room where diplomats, special guests and young Mongolians hold intimate dinners.

ULAN BATOR—Mongolia is a haven for the country's youth, the report says. Population has risen from 160,000 in 1960 to more than 250,000 this year. (Incidentally, a yak is a Mongolian animal and a vurt is a traditional type of conical felt tent.)

Can Pool Hurt Jukebox Play?
NAZARETH—It is generally accepted that pool helps jukebox play—but this may not apply to jukebox artists.

Country singer Faron Young was disabled here recently when a misguided cue ball struck him on the head during what was described as an argument. Young's condition was not described as serious.

New Home for Lincoln Vending
NEW YORK—Lincoln Vending Corp. has moved to a new location: 4103 Church Avenue, Brooklyn, New York.

The firm is headed by Al Devore, vice-president of Music Distributors of New York.

OSAKA, Japan—Sega Enterprises, largest coin machine operator in the Orient and distributor of Rock-Ola equipment, recently conducted a series of Rock-Ola service seminars which commenced here and was concluded in Tokyo. The seminars involved service of Rock-Ola machines in Osaka, Kyoto, Tokyo, Yokohama, Saitama, Chiba, Gunma, Tochigi, Ibaragi and Shizuoka.

The seminars included the Kansas District of southern Japan and the Kanto District, or north Japan. This district, which includes the islands of Japan, incorporates 33 local districts of which 20 are handling over 600 people servicing 2,400 similar machines. The seminars were taught by the firm's home offices in Tokyo, Japan.

John Kano said that Sega finds it important to operate a trouble-free line of phonographs because the traffic on replacement parts is quite high in Japan.

"We've found with Rock-Ola American distributors are practically nil," he said.

Service Schools Go International

IN JAPAN the coin machine technicians attend service schools decked out in suits and ties, such as at this recent class sponsored by Sega Enterprises. A student has risen to ask a question.

Pool Gambling Hit In K.C.

KANSAS CITY, Mo.—Local location owners were warned by the city liquor director to supervise their pool tables in order to eliminate gambling activities by players.

"Tavern owners in this city are going to have to make up their minds whether they are running a tavern or a pool hall," said Bartley Myers, the director. "If they aren't able to supervise their pool games they'll better get out of them right now." Myers' statement came during a hearing on a tavern owner who was charged with allowing pool players to gamble on their games. The owner said he did not go "so far as to take money after the game, but his license was suspended for two weeks.

COMING EVENTS


Sept. 6-8—United States Exhibit of Automatic Merchandising, Zagreb.


Oct. 28—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel; Chicago.

Nov. 29—Nov. 1—National Automatic Merchandising Association convention and exhibition, McCormick Place, Chicago.


Dec. 20—12th annual convention and trade show of the California Coin Machine Operators Association, Chico, Calif.

Watch Your Profits Soar!

Red Tape Snarls Export But Distributors Persevere

By BRUCE WEBER

LOS ANGELES—The ever-increasing amount of red tape forced upon coin machine exporters is making it relatively impossible for them to compete in the export market.

Although the paper work is costly and time consuming, the amount of return profits, distributor here feel it is necessary to maintain business relations with foreign markets, however difficult the link may be.

Keen competition among export foreign trade makes it an unprofitable, but still slightly profitable venture. "Because of today's competitive market," said Joseph S. Duarte, president of Duarte International Sales, Los Angeles, and secretary of the Budge Sales & Vending Co., Los Angeles, export must be able to cut through the red tape and provide the needed product, equipment and cost-saving devices to consider the expense.

Except for red tape and paper work, Duarte said, conducting foreign trade is no more difficult than the pursuit of domestic business. There is, however, a vast amount of paper work and correspondence to be completed for each order—an almost impossible task.

Not Handicapped

"The distributor's capabilities required to develop and selling coin machine markets overseas are much greater than those required for successful marketing in the United States," Duarte said.

Several distributors here understand that anyone who has never sold their products abroad are so reluctant to investigate the possibilities of foreign trade.

George Morasko, Simon Distributing Co., and Marvin Miller, Coin Machine Service Co., both of Los Angeles, agree that it is worth exporting products today, but say the profits are not handsomely gained by the keen competition among Americans for the export dollar.

Both also agree with Duarte that exporting is relatively difficult today because of the demands placed on the export; governments involved in the transportation, duties and handling problem. Industrial interests both in this country and in Japan have made it even more impossible for the American business man to make an export deal.

"The profit margin is getting smaller and smaller," Miller said, "and the red tape is getting thicker and thicker."

There are differences between domestic marketing and selling in foreign countries, Duarte said, but I'm convinced we can diffuse it and deal with intelligence by the distributor in this country if he is knowledgeable about the product.

Balance of Payments

Commerce Secretary John T. Connor said that exports now have been more important to the United States than today. "By increasing our payments abroad, we can greatly ameliorate the balance of payments situation," he said. "The government is trying to cut red tape to assist the manufacturer and the independent exporter.

Although coin machine distributors feel the export market is being flooded by competition and with wiser foreign buyers, they disagree with businessmen authors Charles J. Olson and Ray Ellis, that conducting foreign trade is no more difficult and involves no more red tape than does the pursuit of domestic business. Olson and Ellis feel so strongly about the strengths to be gained in exporting that they have written a book on the subject.

(Continued on page 62)

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Harry and Les Join the MOA Member Push

RICHMOND, Va. — Music Operators of America membership drive chairman Jack Bess announced here last week that J. Harry Snodgrass of Albuquerque, N.M., and Les Montooth of Peoria, Ill., have been added to the roster of district drive chairmen.

Snodgrass replaces Peter Geritz of Denver as District 8 chairman; he will seek 15 new members in Montana, Idaho, Wyoming, Colorado, New Mexico and Arizona. Geritz was unable to continue in the job because of the press of other duties.

Montooth replaces Bill Peas of Aurora, Ill., who recently resigned from MOA to enter the electronic equipment business. Montooth is seeking 50 new members in District 6, which includes Illinois, Wisconsin, Indiana, Ohio and Michigan.

The drive, in progress since Jan. 1, has netted 150 new members to date. It closes with the MOA convention in Chicago Oct. 31.

MOA President John Wallace of Oak Hill, W.Va., expressed delight with the addition of Snodgrass and Montooth to the roster of chairmen.

association's newest membership service—Group In-Hospital Indemnity Insurance. Most members should receive applications soon. MOA Executive Vice-President Fred Granger calls the plan "just what many of you have wanted." He described the rates as "low.

"We're looking very closely at two or three prospects, so could well be enterprises in the areas of janitorial, security watch and other services.

He also announced that Canteen is entering the hotel management field, contracting to operate the new Tower Plaza in Las Vegas.

ARA Finds Place for Blind

PHILADELPHIA—There's a place for the legally blind in food vending, declares Automatic Retailers of America. The company already has 3.4 million persons on the job. More visas are in the works.

Robert Taylor, Seversna Park, Md., ARA national executive representative, told the fifth annual convention of the American Council for the Blind in Atlanta last week that legally blind persons are capable of taking full charge of a vending installation.

"I hope ARA is setting example for the food vending and service industry as a whole in enlarging economic opportunities for the legally blind," Taylor said.

Blue Book Off the Press

CHICAGO—The Blue Book of Automatic Merchandising, 1966 edition, is off the press. The publication, a service of the National Automatic Merchandising Association, is a complete industry directory, containing updated data about manufacturers, product suppliers, parts firms and all NAMA member operating firms.

Copies are available at $3 per copy, $1.50 for each additional copy, from NAMA, 73 S. Dearborn Street, Chicago, Ill. 60603.

Cigaret Short... 

R. J. Reynolds Tobacco Co. has reported record sales and earnings for both second quarter and first half, which attributes the rise, in part, to the company's March price increase. . . . The Federal Trade Commission is setting up a cigarette smoking machine in Washington to test the tar and nicotine content of the products. Results will be released to Congress and the public.

Tax volume paid in the U. S. on cigarettes during May of this year increased 6.9 per cent over the same month last year. . . . Vending Machine—pulled out in 1964—may soon be allowed back in Los Angeles hospitals because the ban works a hardship on patients who run out of cigarettes. . . . Santa Barbara, Calif., followed the lead of the country in rejecting a proposed 2-cent-per-pack cigarette tax increase recently. . . . New York City reports its cigarette tax collections dropped 18.9 per cent during the fiscal year ended June 30. . . . True, a high-filtration cigarette from F. Lorillard will soon be available nationally. . . . U. & T. Tobacco reports increases in profits for both the first quarter and half.

New Cinejukebox to Debut

Continued from page 37

The 11-frame, true panoramic unit is in play, there will be animation also in full color with the kaleidoscope, adding play and visual appeal to the beat of the records. When the machine is not in play, the stereopticon wheel providing for nine color slides frames will continue to create a color aura around the machine. The slides can be used for promotion by the location owner, to plug and promote coming film attractions to be featured in the machine, or even to be sold for commercial announcements to provide added revenue for both the operator and the location owner.

Rosen said that interest and enthusiasm over the new machine has been the greatest since he first entered the audio-visual field. Many were clamoring for the new machine. Rosen will pass on the machine to complete every field location and engineering test so that when the Cinejukebox is unveiled at the MOA show, it will be "product perfect on every count."
The perennial sponsor of the bill is Sen. Thomas Laverne of Rochester, who emphasizes that the measure will, at long last, clarify the definition of a "thing of value" under the Penal Code. "This is necessary," he is on record as stating, "because of the confusion that exists due to the conflicting interpretations by the courts and the regulatory agencies.

"When a player inserts his coin, he is actually receiving full value. Any additional opportunities to replay without cost are the result of establishing his competence and skill."

**Thing of Value**

The law's definition of a coin-operated amusement machine is as follows: "That coin-operated game which is designed solely for amusement and which may confer on an immediate and unrecorded right of replay on players of such an amusement game, and this replay is continued for amusement for the original consideration, and not a thing of value, provided that there shall be no method by which any of the accumulated games can be recorded or released except by a normal continuing play of the machine.

This, the third form of the measure, was passed by the Senate June 25 and the Assembly June 29. This bill carries some sterner language than its predecessor, i.e., it gives authorities the right to open machines and it provides that no operator or stockholder with more than 10 percent interest in the operation who has had a felony conviction in the last five years may be granted a license to operate amusement games.

In vetoing the measure in the past, Governor Rockefeller used such strong language as "the bill would furnish a cloak of respectability for the few it seeks to curb and would hurl the public into licentiousness."

**Optimistic**

Such is not expected this year. The trade is optimistic because the bill this year was, in fact, sponsored by the New York Association of Chiefs of Police. This group, always strongly supported by the sheriff's association, the bill also has the support of the State's influential resort industry, the hotel association and such newspapers as The Newburgh Evening News, The Binghamton Press, The Middlebrook Record, and even The New York Daily News.

The irrelevance of the measure to New York City, of course —one of the principal areas stems from the fact that flipper games are outlawed by ordinance.

If signed into law, the licensing measure will become effective April 1, 1967.

In fighting for the bill last year, Mrs. McCarthy wrote the following letter to Governor's counsel, Sol Corbin:

"Since my husband and I started out 10 years ago to defend ourselves against the underworld, I have been widowed. My children are now in the business with me. I sincerely and properly want to make it safe, legal and worthy of pride for them to do the same. Something should happen to me. I personally have taken many measures to make it so."

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**Will Rocky Sign Bill?**

*Continued from page 57*

Tennessee Operator Running for Office

Drew Canale, president of Canale Amusement Co. and Canale National Tobacco Co., is in the midst of a hot campaign for election as State Senator.

A veteran of 16 years in the coin machine business, Canale is interested in politics, he explains, "because I am very much interested in good government and also in our youth."

Canale has been called the "Singing Senator" because of his amateur singing activities. He frequently sings during his campaign appearances.

"One of these days I'm going to make a jukebox record," he vows.

Canale attended Memphis State University and is a graduate of Southern Law University. He is a veteran of World War II, is active in many civic organizations, is a director of the Memphis and Shelby County youth guidance commission and is a member of the Juvenile Court Advisory Council.

**An Asset**

Canale advocates improved treatment facilities for emotionally disturbed children. Better facilities for mentally retarded children, immediate assistance to dependent children, establishment of a Tennessee Youth Authority, legislation to improve the educational systems of Memphis and Shelby County, and has taken a definite stand on the issue of distribution of tax revenue in Tennessee.

One of the novelties of Canale's campaign is the local telephone recording he maintains, which permits any voter to call and express his opinions on legislative matters.

Canale's candidacy has captured the interest of the coin machine industry. Says George W. Samsom, Sammons-Pennington Co., "We all feel that it would be an asset to our industry to have someone interested in us to represent us in our Legislature."

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**Dave Rosen's Catalog a Hit**

*Continued from page 58*

but that enthusiasm runs just as high in every part of the nation.

What is most encouraging, said Rosen, was the response he received from operators after they received the catalog. Rosen's Filmchoque-Discophone Film Catalog lists the names and selections of the artis...
Another LP Release by Seeburg

CHICAGO — The Seeburg Corp. Little LP release schedule is as follows:


Lenny Dee, "My Favorite Things," Decca (No. 1024).
Hank Crawford, "After Hours," Atlantic (No. 1025).

MOA Drive in Final Phase

"Continued from page 57"

Since Program paid a dividend during the past year, and that a pension plan is coming up soon.

"MOA represents the industry on a national scale—to the business community, to the press, before Congress," reads the sheet. "Everyone associated with the coin-operated music and amusement industry should take pride in knowing that he has a national trade association and knowing, too, that he is helping to support it by his membership."

The membership drive, started on the first of the year, will end at the termination of the annual

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Red Tape Snars Export

"Continued from page 55"

they have written a book, "Ex- port or Die," about the subject.

They suggest that a small manufacturer or an independent exporter use a simple procedure, step by step, beginning with the simplest tasks

"Experience has proved that any manufacturer who can compete successfully in the domestic market has the originality and imagination to apply methods that will cope with almost any competitive situation overseas," Olson and Ellis said.

Coin machine exporters agree with Olson and Ellis in part, but answer:

"How do you control the competition among American exporters? How do you control the actions of other countries? How do you cut through red tape and paper work?"

The answers, according to the authors, are:

"Americans who think that international marketing is beyond their present capabilities should be convinced that in some ways it is less difficult to enter a new market overseas than it is in the United States."

"With an established product, most of the product research and development have been done."

It's Maintenance

"Continued from page 56"

where at a glance he can determine the inventory on hand.

Unwilling to suffer the long delays which occur sometimes in attempting to obtain a part, Kane decided to make his own parts, even complex threaded items, or multiple-purpose parts from stocks of copper, brass, steel, rod iron, and threaded rod. His "home-made" parts have often saved

the day from a collection standpoint, during the 12 years he has been operating the bulk routes.

Wallace speaks

"Continued from page 55"

was recently lauded by MOA Executive Vice-Preside Fred Granger for starting its own group life insurance plan on June 1 of this year. The association also has been cooperating with the State vocational services department in a pilot school for training young men in various coin industry skills.


The weekend affair kicked off with a Sunday evening gathering at the Folly Beach Lounge and, for the ladies, a Sunday afternoon boat tour of the Charleston harbor.
THE PUBLIC GOES FOR PRIVATE LISTENING

- Wurlitzer Model 5220 Remote Speaker Wall Boxes enable you to turn booths, bars and counters into extra profit-producing private listening centers. Music lovers really go for them. Amazing bass response. True stereo reproduction. Actually, the only remote speaker wall box offering the Golden Bar. Little LP's or ten top tunes for a half dollar or two quarters. Ask your Wurlitzer Distributor for a demonstration of this proven investment. Choice of 100 or 200-selection models.

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ALBUM REVIEWS

BILLBOARD SPOTLIGHT PICK
For LP Specialists are those albums with sufficient sales potential that they are featured on Billboard's Best Seller chart. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

ALBUM REVIEW POLICY
Every album sent to Billboard for review is handled by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and SpecialMerit Picks. All other albums are listed in their respective categories.

POPCO M ANS COLVES SINGS THE GREAT SONGS
Capitol T 2556 (M); ST 2556
Seventeen never-before-released songs by the late vocalist are contained in this outstanding program of beautiful melodies. Nelson Riddle and Gordon Jenkins arrange the songs, and both conducters give the unusual material an excellent presentation. "Our Very First Love," "Our Little Black Sheep," "The Gypsy" and "When the Sun Comes Out" are among the outstanding numbers.

DON'T BE A STRANGER
Billboard T 2555 (M); ST 2555
Miss Bill's unique presentation visualized by J. J. Cale's treasured new melody "The Night Before," is another fine example of the singer's unique style. "An Affair to Remember," "You're My Heart," "Still My Heart" and "Fascination" are selections.

THE BAREFOOTIN' BIG BAND
RCA Victor LPM 2558 (E); 106-1601 (M)
A Brian's initial sound hit single, "Barefootin'" is highlighted on the 10-track album. The LP, launched recently with considerable attention, was chosen by Brian Parker's vocalists to include "Happy Days," "The Drifters," two potential singles.

RAY ROBERTSON: THE WORLD OF THE HEFTI IN GOTHAM CITY
Nashville Hit Moll Orchestra and Chorus, RCA Victor LPM 2557 (M); ST 2557 (E)
New material from Brian's album and overlooked hits over the past several years will follow the same chart trend. It is much indebted of the Hefti organization interesting fact that it contains some excellent music. Look for "Mary, Mary," "Good Night," "What's Goin' On," "I'll Stay," "Sparkle," "I'm in Love," and "On a Clear Day." Bill Anderson.

SHIRLEY MEANS BASSEY
Shirley Bassey, United Artists UA 2554 (M); UAS 6454 (E)
Every song sounds like a new tune when it is phoned by the bewitching vocalist. The latest release is "You Can Have Him," "All or Nothing at All." Bassey is one of the greatest singers in the world, and we are happy to report that she is still finding the time to offer great recordings. The LP features Bassey, Carole King and Charles Calef.

CLASSICAL SPOTLIGHT
HENRYK BERGMAN CONDUCTS A CONCERT IN THE PARK
New York Philharmonic (Bremen: Columbia 2519 (M); 025 2519 (E)

STRAUSS: FOUR LAST SONGS
Elizabeth Schwarzkopf/George Szell/Angel 3632 (M); 36327 (E)
Miss Schwarzkopf does some of her most exquisite singing in the "Dusk" Quartet. The LP has its place on the second shelf of all LP'S, but fans of the famous "Carnival" airwaves of the recently performed "Ride of the Valkyries" is a real hit in this LP. Miss Schwarzkopf has yet to equal this LP, but still holds a tournee winner.

Gospel Spotlights
THE REFERENCES QUARTET: "IN THE NAME OF JESUS"--ANOTHER WEALTH OF SONGS!
RCA Victor LPM 3624 (M); LSP 3624 (E)
The References Quartet with Music Lister continue to please listeners and this LP lives up to the "in the name of Jesus" tradition. "It's Better to Have You Than None," "This Will Make Up Your Mind," "Happy Phrasing With the Lord," "All the Glory Will Go to Him," "You Make Me Whole," "Nothing Is Better Than My Lord."