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 inaccuracy" in local radio sheets has boomed 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 merchant vendors that vagaries 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.

(Continued on page 53)

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 33 1/3 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 confirming 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 These Advantages." Its offer includes:

(Continued on page 10)

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.

(Continued on page 50)

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 Coleman 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, plastic 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 traced to the unusually high number of multiple registrations from individual 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.

Finkel 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.

(Continued on page 50)
SALES AHoy!

A new, fast-action single from

THE LIVERPOOL FIVE
"NEW DIRECTIONS"

"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
Central Computer Service Could Solve Disk Accounting Problems

By MIKE GROSS

LAS VEGAS — A central computer service for processing data and returning information to record companies about the sales of their records is being developed by the Epic Records' director of administration, Saul Saget.

The computer service, now under development, will be available to record companies in the near future and will handle the accounting of sales and returns of records.

Saget said he was pleased with the progress being made on the project and that he believed it would be ready for use by record companies within the next six months.

Saget said the computer service would be a valuable tool for record companies and would help them to keep better records of their sales and returns.

He added that he believed the computer service would be a valuable addition to the record industry and that it would help to improve the accuracy of the information being provided to record companies.

Saget said that the computer service would be available to record companies at a cost that would be comparable to the cost of using a manual system for accounting.

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**London Launches Regional Meets**

By MIKE GROSS

SAN FRANCISCO—London Records launched a series of four regional meetings here last week, carrying theme of "Product, Stability and Profit" to its distributors and their salesmen. The four meetings were held in Orléans during the middle of last week, and have other meetings scheduled this week in Chicago and New York, consists of Herb Goldfarb, national sales manager; Bill Fand, vice president of pop and ad; and Marty Wargo, director of administration. Terry McEwen, director of the classical division, and More Shaulin, Shy Warner and Jack Weldaft.

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 advertisement 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 one roof the catalogs are: Opera, classical, Phase 4, Manto- vani, International, the Rich mond budget line, pop and Lon don Group LP's, tapes and singles.

Highlighting the meeting was the unveiling of new products, to be included in the pop, Phase 4, London International and classical (see separate story), and the company's entry into the tape CAR tridge field via Ampex (see sepa rate story). There are 26 new LP's in London's full release.

Features in the pop release are albums by Marianne Faith full, Caterina Valente, David Whitfield, and the Jacques Louster Trio. The Phase 4 albums are by Stanley Black, Ronnie Aldrich, Frank Chacks ford 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 will have display material on Al drich's album in 1,500 windows around the country. In the Phase 4 Concert Series are new packages featuring Leopold Stokowski and Camartera.

The Stokowski package spotlights selections from Tchaikovsky's "Swan Lake" and "Sleeping Beauty" and the Camarro set is titled "Verdi Spectacular." This marks Camartera's debut in Phase 4.

In the light releases under the (Continued on page 24)

**Hops Help Mercury Break Tight Playlist**

By CLAIDE HALL

NEW YORK—Mercury Rec ords uses record hops as one of the major methods of breaking through the tight playlists of some of the nation's Hit 100 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 combated before the record is even released.

"An artist like Roger Miller is established and almost certain to get a play, 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 one wedge we still have with radio stations," Fash said, "but our sales group goes into Philadelphia on a weekend and works five or six days in the city.

**PHILIP'S, PHILANTHROPY 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行业内 know as SOR, has announced this week, will consist primarily of cut-out classical LP's. The new Angel label, Seraphim, is expected out after Labor Day. Don't you think cut-out sections be included?

**Don Law Is Winner Of Southward Award**

LAS VEGAS — Don Law, executive producer of Columbia Records country and western artists and repertoire, received the "Record Of The Year" at the closing banquet of Columbia's national sales convention for West Coast territory during its 40 years with the company. The Boston sales office received the Outstanding Distributor Award, which included an engraved plaque to the distributorship and wrote to offices personnel and salesmen.

"Chris George, sales manager of the Boston office, and Roy Motto, his promotion manager, received the plaque in Columbia's top sales manager and top promotion manager. Charles Graham of the Cleveland sales office received a Poin 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 Motto, Boston; Patrick Butler, sales, and Chuck Gregory, promotion, San Francisco, Bill Kelly, sales, and Chuck Moore, promotion, Cincinnati, and Henry Aushcen, sales, and Guido Krabich, promotion, Milwaukee.

Salesmen awards in each division went to Ken Cash, sales, and Bill Lewis, promotion, Keno, New York; Newarker; Carroll Little, promotion, Sacramento; Graham, Cleveland, and Skip Byer, New York; Bill Blaithman, Boston; Jim Slo- toff, Atlanta, and Bob Hall, Cincinnati; third, Dick Verybright, Chicago; Gene Edwards, Detroit; Carl Degenman, St. Louis; Ken Easterbrook, Pittsburgh, and Al Rine, Milwaukee, fourth, Bill Weiss, Philadelphia; Howard Gurevitch, San Francisco; Robinson, Hartford, and Bill Brogie, Milwaukee, and Ethel, Allentown, Moosic, Boston, Grady Street, Atlanta; Don Walters, Washington, and Ted Marcha, Smyrna.

Amer. Fuld of the Chicago Service Center received the first.

(Continued on page 24)

**BETA Develops Latin With Tico, Ceta**

NEW YORK—Beta Distribu tion is developing a strong Latin division with the recent acquisition of the Tico and Ceta lines. Beta previously acquired Al legre, Fonseca, Fenria and Fan tasy, other Latin lines. Ed Echa varia was appointed head of the Latin Division for the New York distributor, Echevarria also is in charge of other foreign foreign product.

Other recent acquisitions by Beta were the Roulette line, and the Jay-Gee labels, including Jubilee, Josephine, and Tiptop. The Gay-Gee lines were acquired when the Concert Corp., which owns Jay-Gee, left the New York distribution field. Before that, Beta gained the lines of Superior Distributors, which because of financial difficulty. Lie bels included Riverside, King, Jam and Gavilan.

Matt Mathews, who was with the Tico and Ceta line, has announced this week, will consist primarily of cut-out classical LP's. The new Angel label, Seraphim, is expected out after Labor Day. Don't you think cut-out sections be included?

**HERMAN GIMBEL, president of American Recordings, has moved to an office near the 11th Street records in Los Angeles.**

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

LOS ANGELES — Superior Court Department 63 Judge James White last Thursday denied a motion for a new trial. The suit was filed by Walter Hurst, a defense attorney, to dismiss the Al Huskey assault-and-damage suit for lack of prosecution. Hurst, representing Kdeo (San Diego) deejay Chuck Daniels, charged that Huskey had not expedited the case properly over the past two years. Hurst had denied all wrongfulness of his suit and answer to the charge. Hurst had pointed out in a previous suit filed with the motion. He felt his client was the subject of embarrassment to business and had charges with allegations as yet unproved.

In another motion filed in Department 63 by Hurst for summary judgment releasing Huskey on the basis that no evidence has been released to him to the allegations. Judge Whyte shifted action to Department 66. A hearing was set on this second motion for Aug. 3.
Chad and Jeremy!
— their big new single!
"Distant Shores"

Where the action is. On COLUMBIA RECORDS.
Historians and industry leaders will converge on Chicago, Ill., Aug. 29-30, for Billboard’s Tape Cartridge Conference, the first-ever tape cartridge event. The more than 200 men expected to attend the conference will include top executives from leading record companies and independent distributors, as well as leading retail and wholesale concerns.


Castone, one of the most experienced men in the music business, is credited with bringing Capitol into the tape cartridge business. He has watched Capitol turn its $20-a-month tape cartridges into a $250-million-a-year business.

ARTHUR E. GERBER, president, Acoustic Research Center, Boston, Mass.

Gerber is credited with developing the successful 8-track tape cartridge, which has revolutionizednad been recognized throughout the industry.

DAMON WELCHER, senior vice-president, Welcher Bros., Minneapolis.

Welcher, who is the senior vice-president of one of the country’s largest record companies, is also a leading wholesale marketer of tape cartridges.

EUGENE M. KASTNER, president, Record Industry Trade Association, New York City.

Kastner is credited with being the first to introduce tape cartridges into the industry.

HARRY S. LEAR, Jr., president, Lear Jet Corp., Wichita, Kan.

Lear is credited with being the first to introduce tape cartridges into the industry.

WILLIAM WARLIE, Jr., president, Lear Jet Corp., Wichita, Kan.

Wearlie is credited with being the first to introduce tape cartridges into the industry.

HARRY E. MCKEEN, chairman, Magnavox Company, Indianapolis.

McKeen is credited with being the first to introduce tape cartridges into the industry.

JACK FRANKFORD, president, Mobil Music Radio, Inc., Beloit, Wis.

Frankf ord is credited with being the first to introduce tape cartridges into the industry.

BIL MCURV, president, TelePlus Industries, Inc., Cherry Hill, N.J.

MCurvy is credited with being the first to introduce tape cartridges into the industry.


Simmons is credited with being the first to introduce tape cartridges into the industry.

W. M. WILSON, president, Cash Register Equipment Co., Chicago.

Wilson is credited with being the first to introduce tape cartridges into the industry.


Taylor is credited with being the first to introduce tape cartridges into the industry.

W. E. WILSON, president, Cash Register Equipment Co., Chicago.

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Wilson is credited with being the first to introduce tape cartridges into the industry.
The Wonderful World of

Country Music Goes to Town

"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 1 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

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

STARDAY RECORDS, P.O. BOX 115, MADISON, TENNESSEE
Los Angeles—Decca Record Corp has threatened "appropriate action" against Merman Music Industries, which duplicated a Bert Kaempfert stereo tape without authorization onto a background-programming cartridge July 20.

The dubbing overseen by Merman's Walter Czapski and Mike Ames is meant to point up flagrant bootlegging practices of hundreds of background music companies and create an awareness among the record manufacturers that their products are being appropriated.

Decca's reply to the intentions of "The Music Monocine of Far Away Places" reel followed up on a letter from President Milton Rackmil in New York revealing the dubbing session. The New York headquartered company fired off a telegram received by Decca on Friday (22) stating: "No permission granted to you or anyone to duplicate our product. Action will be taken in appropriate case. Letter follows..."

Ames received the follow-up letter, signed by Samuel Yamian, vice-president and secretary, Wednesday (26) in which the executive wrote: "We need immediate advice, either that you did not, in fact, make the duplication as reported, or that you will immediately destroy it and any and all derivations thereof, without making use thereof in the manner indicated or in any other way. Your failure to advise us within six months from this date will result in appropriate action against you without further notice..."

Yamian further warned: "You are, of course, fully aware of the fact that such action on your part will constitute an appropriation of property rights belonging exclusively to Mr. Kaempfert and us, will interfere with contractual relations between us, may constitute copy-right infringements and that your use of Mr. Kaempfert's name or picture by you for the sale or lease of the material will be an invasion of Mr. Kaempfert's right of privacy and/or civil rights."

The Decca executive further noted that such a company was investigating the West Coast company singly out in Ames June 30 letter as anajes sales manager Neil Megerian, Northeastern University. The eighth worker is Tom Martin, who was ill when the photo was taken.
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!

From Jimmy's new album*
V/V6-8867

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

- Continued from page 1

"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 $1.99, $2.79-$2.98 for $1.84, $3.79-$3.98.

PRESS THE DISCO"}

COLUMBIA RECORDS' top echelons gather at the label's national sales convention in Las Vegas. Left to right, Goddard Lieberson, president, and Clive Davis, vice-president and general manager, and C.B. Columbia Group; Steve Tisch, president; and Len Ross, vice-president and general manager.

**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 Midwest promotion director for Columbia Records. He was appointed out of New York. He will operate out of New York. He was appointed as promotion director for Tower, who has been a client of Dallas.

Carl Deane joins Warner Bros. Reprise at New York-New Jersey promotion head. He replaces his brother Marvin, drafted to California as the label's national promotion manager. The new em- plyee was formerly 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 promotion of Johnny Mathis, Dee Dee Sharp, and the Glimmer Girls, among others, for Disneyland Records.

Vince Carbone has joined Jerry Purcell in the New York office. He will be in charge of club dates and college concerts. Purcell had been associated with Timo Barzi and had managed the Tommy and Jimmy Dorsey Orchestra. Barry Resnick has joined London Distribution as promotion man. He will handle promotion of the London, Capitol, or EMI labels. Resnick previously was promotion man for Sue Records.

Barbara Lewis has joined Richard Geraci Associates, as vice-president. Miss Lewis, who formerly headed her own firm, Lewis Associates, Public Relations, earlier this year, Public Relations manager for the New York Journal-American. She will be in charge of complete charge of client and media contact and services for the Lewis firm. Mark Willey has been named manager of Ridge/Tanner Music and its affiliates. Willey previously was associated with Contemporary Records in England and with the Davros Ltd., an English concert booking agency for American artists. He produces the Nashville Tunes records for MGM with Dennis Lambert.

UPPRAORIOUS!

THE DILUGOUS FIVE

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.

$3.98, $2.38; $4.79 - $4.98, $2.99; $5.79 - $5.99, $3.66, $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 on order. Records Unlimited also will be 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 hits 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 labelwares 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.

AUGUST 6, 1966, BILLBOARD
Little Milton
TELLS IT LIKE IT IS!
"Man Loves Two"
CHECKER 1149

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

"COOKIN"

*NAT'LLY DIST. BY CHESS PROD. CORP.*
NEW YORK — Lanie Kazan has spent 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 habitués of the Clubby.

The fare consisted largely of the oldies which aren't performed too Hamadays—"Blues in the Night," "I Cried for You," "Sweet Sue," "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 savor each word of the lyrics. She also acquired a distinctive style.

In "If from "Most Happy Fella," Miss Kazan demonstrated a fine dramatic quality, as she revealed a sharp comic sense in "Pett Mos.

Her concessions to contemporay 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 18 years for a call from her beau gave the evening just the light touch it required.

Miss Kazan appears as a singer of standards seems assured. A performance like Wednesday night's is better than part for the audience in any supper club in the country, and her simple yet great performance of Gerdhun, Berlin and Loe-ser 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'Imperio, 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 during that time, including the million-selling "Anytime," "I'm Walking Behind You," "Oh, 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, who made his appearance here on May 11, got a bit hungry here on a four-week booking and was held over for another four. The extension attests to his drawing power and his development as a legitimate singer of songs. He was in top form at the Market Street Bar on May 25, blending a high-caliber song repertoire with a very good support in a highly personable manner.

Leonetti, who records for RCA Victor, is at his best with ballad material and he knows how to pick them. Best of the lot were "My Shining Hour," "The Shadow of Your Smile," "Our Impossible 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 ML pressing of "Sweet Dreams" is high on this week's Hit 100 chart. The disc, produced by Huey Meaux of Houston, is distributed nationally by Jamie Guyden.

Other artists recently signed by National are the Sir Douglas Quintet and Sherry Groome.

Blues Project Finds Rapt Audience at Phone Booth

NEW YORK — Although the Blues Project aroused no one to dance at their opening Monday night (25) at the Phone Booth here, each hit-potential tunes 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 (it's 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 Me a Mojo Hand." On the other hand, "Albarta" was soft and mellow. One member should switch to a flute on one song, another tune was hard, soulful blues featuring a driving harmonica. The group consists of Kalb, lead guitar, vocal; Roy Blumenfeld, drums; Andy Kul-Turner, rhythm guitar and harmonica; Kenny Wooten, bass, and top spots should open up to him.

Also on the bill were comedians Howard Storm and blues singer Novella Nelson. Storm is a bright young lad with an amiable style and a pungent wit. He covers a wide field of material his routines are on target.

Miss Nelson's blues delivery is quite stirring and brings to mind the farewell message of mileage out of her songs, especially "Lilac Time." MIKE GROSS

Reinforced 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 "TWJ Girl" on NBC-TV Miss Ames had presented a stronger, harder sound than was in evidence. The contrast was welcome and she left her on "in a new groove. She was soft and caring on "What a Mother's Love Is," "Michelle" and "What's the Use of Wondering," all tied together in a unified melody.

Fisher Needs New Material

LOS ANGELES — Eddie Fisher has been in fine engagement at the Century Plaza's Cove Thursday (14) for a puritan audience.

He sang 18 songs, or parts thereof, including three salutes to the intrepid hero too much.

He sang standards and offered 11 Jolson-associated songs in his usually accomplished manner, but on "Rockabye" he had a funny "yeah, yeah" ending. Recently returned to the RCA Victor fold, Fisher hit braily, current material with "I Will Wait for You," "De-Re-Mi" and "Strangers in the Night" with a tinge of Yiddish flavor.

Fisher's opening number was shaky, but once through the tune "Open a Coconut Window," he regained his composure and was in fine form.

Fisher needs a boost in repertoire. His voice certainly has the rich smooth quality to handle new good tunes.

LREAT STERNFIELD

Rheingold Festival Pulls Full Houses

NEW YORK — With only one performance under capacity, an attendance of 24,050 was reported to the rheingold Central Park Music Festival for July 11, 17, 24 by Prysock and Johnny Silver, and the Four Tops put on top fare to hand the crested Attendance figures were: Prysock and Silver (two shows), 6,200; Freddie and the Dreamers and the Myddle Class (four shows), 5,700; Ike and Steve Blues Project, Tom Rush, Jesse Colin Young, 4,250; the Four Tops (two shows), 7,350, and Salute to Greece, 4,250. Extra performances also were slated for Judy Collins and Tom Paxton, Miriam Makey and the Animals to meet advance demand.

To be a guest on Miller Sec

Burbank Calif. — Bill Cosby will be the first guest star on NBC-TV's "The Roger Miller Show," which went into the prime-time Sept. 12. Other guests slated during the season will be Bobbly Darin, Vince Edward, Arthur Godfrey, Liberace, George Burns, Petula Clark, the Kingston Trio, Tenesen, Milt Gabler, Roy Orbison, Peter, Paul and Mary. The Johnny TEMPEST show was opened on six out of the 16 shows, including Sept 12 premiere.

Claude Hall

Yardbirds Tour

MINNEAPOLIS—The Yardbirds began a summer United States Tour here on Friday (5). The tour concludes on Aug. 28 in Chicago. Included in the 27-city tour are stops in Chi-Town, Tucson, San Francisco and San Diego.

August Edition of Billboard is Now Online
"...greatest soul-jazz singer of the '60's"

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 D'Arcy Evans on drums; D. William Shute, lead guitar; Chuck LeGros, lead singer; organist Wayne Wadhams; 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 LIFESET

Palm Beach Junior College recently played host to the Clefs of Lawrence Hill. The program was well-balanced, but family members hampered the groups effectiveness, says Jon R. Miller of the College Burge. New college correspondents who will be representing Billboard in the fall are Jack F. Abell, Nevada Southern University; George S. DeWrinky, Oklahoma State University and Judson E. Rosenbush 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, WOUR, is currently broadcasting a series of live concerts called "Under the Elms." University of Tennessee, will play host to folk artists Shelly & Paul on Aug. 17, W3CF, 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's College Bureau, write, Billboard College Bureau, c/o Roger Lifeset, Box H, 163 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 Belt," 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 "candy" and the mating 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 va-""pacity surrounding the Miss America contest and the Acad-emy 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 show, although it would be limited to a hip, literate audience, but for your aunt from Dubuque, nor is it geared to the Village hippies. 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

TALENT

WE THINK THIS IS HIS GREATEST PERFORMANCE

A two sided Smash by TEX WILLIAMS

"ANOTHER DAY ANOTHER DOLLAR" — "THE BIG MAN"

BOONE—1044

All The Way With This One

See and hear Tex sing this great record on Dick Clark's "Swingin' Country," Thurs., Aug. 4th, N.B.C.

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14

AUGUST 6, 1966, BILLBOARD
MISS BONNIE GUITAR

BLUEGRASS - Max Wiesen

MAC ULISEMAN

COUNTRY MUSIC'S GREAT HITS

MAE WISEMAN

GREAT COUNTRY HITS

SIPPIN' AROUND - Jimmy Wakeley

GREAT ORGAN HITS

LAWRENCE WELK

LAWRENCE WELK

MERRIL BUCK

THE GREATEST ORGAN HITS

MOON RIVER - LAWRENCE WELK

POLKA - Lawrence Welk

RAGTIME PIANO GAL

MISS PERRI LEE AT THE PARISIAN ROOM

IT'S OVER - Jimmy Rodgers

EDDIE FISHER TODAY

THE GREATEST ORGAN HITS

MoN RIVER - Lawrence Welk

POLKAS - Myron Floren

RAGTIME PIANO GAL

MOTHER ANCHOR

THE MILLS BROTHERS GREAT HITS

PATS GREAT HITS

THE TEN COMMANDMENTS

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

THE SUPREMES — YOU CAN'T HURRY LOVE (Prod. by Holland-Dozier-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) (Ishmael, BMI)—Two chart-topping tunes. Bouncy, music-hall melody and top vocal blend is backed by a teen-aimed rock ballad penned by one half of lyne & cybelle. White Whale 234

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

THE STANDELLS — SOMETIMES GOOD GUYS DON'T WEAR WHITE (Prod. by Ed Cobb) (Writer: 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) Rover 257

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

GEORGIE FAME — GET AWAY (Prod. by Denny Cordell) (Noma-Connell, 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-Connell, BMI). Imperial 66189


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

LOU RAWLS—LOVE IS A HURTIN' THING (Prod. by Dave Axelrod) (Writers: Raleigh-Linden) (Rawlou, BMI)—From his new album, "Soulin," Rawls offers a warm, emotional performance of the well-written blues number. Top commercial potential. Flip: "Memory Lane" (Kags, BMI). Capitol 5709

THE SWINGIN' MEDALLIONS—SHE DRIVES ME OUT OF MY MIND (Prod. by Karri Prods.) (Writer: Weller) (Lowery, BMI)—In the 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" (Lyresong, BMI). Smash 2050

CHRIS MONTZ—THERE WILL NEVER BE ANOTHER (Prod. by Tommy LiPuma) (Writers: Warren-Gordon) (Morris, ASCAP)—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


MARGARET WHITING—NOTHING LASTS FOREVER (Writers: Geld-Udel) (Geld-Udel, ASCAP)—THE WHEEL OF HURT (Writers: Singleton-Synder, BMI)—Two outstanding vocals by Miss Whitng. Top is a chart-bound, easy-go-rocker, 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 Finiz) (Writers: Hausman-Stewart) (Dandellion, BMI)—Uniform 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). Jumie 1321

CHART Spotlights—Predicted to reach the HOT 100 Chart


R&B SPOTLIGHTS

RUSH WINTERS—In the Middle of a Hurricane (Counterpoint & Falls City). DIAMOND 2007

ABID & THE CREATURES—A Bull from Vietnam the Oak on the Leaves (Writers: Chaff, BMI). COLUMBIA 9820

ROB TRUE—Tell You What I'm Gonna Do (Matria, BMI). I'M JERRY WORRY (Murtha, BMI). COLUMBIA 9492

LONNIE BREAK-Wildwood Flowers (Carlin, BMI). FRATERNITY 969

SYMPHONY—Sing Me the Night (Ackard, BMI). MARVIN 100

SANNI SAVES—Ev'ry Time You Say Goodbye (Golightly, ASCAP). REPRISE 1395

TERRY KNIGHT & THE PACK—A Change on the Way (Writers: Willer & Sherr). IMPERIAL 46198

THE SAFARI SPRINGFIELD—Hendrick's Can't Even Sing (Writers: Fink & Gordon). A&R 11089

MASSACHUSETTS—Mary Anne (Writers: Traylor & Bishop). MARVIN 100

THE HUMAN RIGHTS—The Bull of The Sad Young Men (Writers: Alford, ASCAP). COLUMBIA 4373

JAMES BARRERA—Crazy Like Me (American, BMI). WARNER BROS. 5005

LENA WILLOUGHBY—Love My Man (Writers: Traylor & Bishop). MARVIN 100

MASON WILLIAMS—Love Am I (Spectrum). MARVIN 100

TERRY KNIGHT & THE PACK—A Change on the Way (Writers: Willer & Sherr). IMPERIAL 46198

THE BULLDOG SPRINGFIELD—Hendrick's Can't Even Sing (Writers: Fink & Gordon). A&R 11089

GABRIEL & THE TEENAGE CHILD—Travelin' Don't Bring None (Writers: Kett, BMI). COLUMBIA 4373

THE IN-DIVIDUALS—Things Ain't the Same (Writers: Jaks). ASCOT 2119

THE BULLDOG SPRINGFIELD—Ev'ry Time You Say Goodbye (Writers: Fink & Gordon). A&R 11089

THE DISCIPLES—Only the Best Can See (Writers: Horner, BMI). PHARADISE 5001

THE TANS—It's Better to Have Loved a Little (Writers: Lowry, BMI). ABC 19025

AUGUST 6, 1966, BILLBOARD
An exclusive Fontana album of 12 Troggs Tracks featuring the No. 1 hit Wild Thing and their new giant With A Girl Like You

FROM HOME I JUST SING EVIL MI MI MAZEL LOST GIRL OUR LOVE WILL STILL BE THERE JINGLE JANGLE WHEN I'M WITH YOU YOUR LOVE I WANT YOU

WITH A GIRL LIKE YOU

WILD!
NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

HOLD ON, I'M COMIN'
Evan & Dove, Sire 708 (R): 708 (S): (833-00708-3)
513-00708-6
★ 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 recent markets.

LOUIS . . .
Louis Armstrong, Mercury MG 21081 (R): SK 61081 (S)
(833-00101-8), 850-61081-3

LITTLE GIRL . . .
Syndicate of Sound, Bell LP 4001 (R): LP 4001 (S)
(213-00001-5), 213-00001-5

AND THEN . . . ALONG COMES THE ASSOCIATION...
Volume VHS 5002 (R): VHS 5002 (S): 892-00002-3

HYMN SPECIAL MERIT
O DIVINE REDEEMER
Ronnie Avalone, Supreme SS 2034 (S):
The accompanying voice of Ronnie Avalone backed by the London Concert Orchestra and "Daddy" Robinson's arrangers. This album is well worth the money and should be a big seller.

JAZZ SPECIAL MERIT
TOUGH
Pulpis & the Satins Soul Brothers, Prestige PR 7471 (R):
This group includes a recent Comeby. This album contains a lot of that same "comeby" offering everything from soft, melodic jazz to explosive rhythms. Big Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop Hop 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"UNDER MY THUMB"
DEL SHANNON
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<td>1</td>
<td>OPEN THE DOOR TO YOUR HEART</td>
<td>Sandie Shaw</td>
<td>8</td>
<td>81/99</td>
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<td>2</td>
<td>CAN'T TRUST YOU</td>
<td>Alvin &amp; Donnie</td>
<td>10</td>
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<td>3</td>
<td>I BELIEVE I'LL MAKE IT</td>
<td>Al Green</td>
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<td>4</td>
<td>WHOLE LOT OF SHAKIN' IN MY HEART (Since I Met You)</td>
<td>Al Green</td>
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<td>5</td>
<td>I SAY I'M (What I Am)</td>
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<td>GO AHEAD AND CRY</td>
<td>John Lennon</td>
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<td>DON'T TAKE AWAY MY LOVE</td>
<td>The Beatles</td>
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<td>SUGAR AND SPICE</td>
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**Billboard Hot 100 for Week Ending August 6, 1966**

**STAR performer—Sides registering greatest proportional upward progress this week.**
THE ORIGINAL BRITISH SMASH!
Breaking BIG here

Los Bravos
BLACK IS BLACK

#60002
Prod. and dir. by Ivor Raymonde
Mercury Uses Record Hops as Wedge to Get Radio Exposure

About 50 per cent of our records are outside productions," Fadch said. He pointed out that当地 advertising in its product lines over an extended period.

FM Broadcasters to Plug Use of FM in Car Radios

NEWARK, N. J.—The John Zackerley show, "Disc-O'-Teen" on WNBK-FM draws a steadily growing audience. For Martian, co-host, is an adventure in the world of music and radio. The show's growth has brought about a series of events which have made it a success.

Zackerley Gives Talent Chance

BY CLAIRE HALL

NEWARK, N. J.—The John Zackerley show, "Disc-O'-Teen" on WNBK-FM draws a steadily growing audience. For Martian, co-host, is an adventure in the world of music and radio. The show's growth has brought about a series of events which have made it a success.

Zackerley, a recording artist in his own right with such albums as "Monster Mash," "Oldies 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 Norabi Trio on the old "Ernie Kovacs Show"? Zackerley has a dummy 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 slowed down and amplified. Last week Zackerley pulled a snake out of the dummy's e x e 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 popularity based on the number of phone calls and the mail response. The tickets for each show are distributed in a unique fashion—they're given to the head approving that day to give out. And the quality of some of this talent 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 there's a new trend of getting a little better;" Zackerley produces the show himself.

cha is on the verge of happening, Fadch said, along with Jayne Cochran, who's been performing in Minny at a club. The Swingin' Medallions were high on the pops in radio station charts with "Double Shot (Of My Baby's Love)" and gained enough impetus from that to break in other markets. Deja and the Runaways is a group from Iowa that went on to national fame from local exposure.

The "local" situation has helped the growth of indie record producers. Mercury, for example, just purchased the master of "The Clowns," by Gene Summers, an indie record that was happening in the Dallas-Fort Worth area.

"Along the Action" TV series, Spunky and Her Gang in Chicago is on the verge of happening, Fadch said, along with Jayne Cochran, who's been performing in Minny at a club. The Swingin' Medallions were high on the pops in radio station charts with "Double Shot (Of My Baby's Love)" and gained enough impetus from that to break in other markets. Deja and the Runaways is a group from Iowa that went on to national fame from local exposure.

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FM Broadcasters to Plug Use of FM in Car Radios

NEWARK, N. J.—The National Association of FM Broadcasters last week launched an all-out campaign to promote FM radio in cars. Headed by Lynn A. Christian, station manager of WPIX-FM Stereo here, who's serving as director of the NAFMB's Drive With FM Campaign, 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 announcements is to urge new-car buyers to insist on FM sets in their cars. The NAFMB plans to carry the campaign to automobile 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 important factor in promoting the growth of this dynamic medium. 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

NEWARK, N. J.—The National Association of FM Broadcasters last week launched an all-out campaign to promote FM radio in cars. Headed by Lynn A. Christian, station manager of WPIX-FM Stereo here, who's serving as director of the NAFMB's Drive With FM Campaign, 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 announcements is to urge new-car buyers to insist on FM sets in their cars. The NAFMB plans to carry the campaign to automobile manufacturers.

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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
Hot 100 Stars

WDJA Shows Memphis Draw

Sandy Posey, brought up in the music-rich area of Memphis, was a background singer for the Nashville studios until Nashville publisher Gary Walker and Memphis producer Chips Meeman noticed he'd sound solo. She's been singing as long as she can remember. The station where she's back up includes Tommy Roe, Bobby Darin, Vic Persico, Sledge and Skeeter Davis, and, in spite of her current success, continues to contribute her voice as part of the famous Nashville Sound background.

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.

Radio Response Rating

NEWARK, N. J. . . . 4th Cycle

AUGUST 6, 1966

Radio-TV Programming

MEMPHIS — As an illustration of the many exciting developments that have taken place in the music industry these days, WMCA, NBC's flagship station, has just announced its new format, "Votes by Committee!" for the next week's show, "Happy Graduation," on the Beto Shanker and Beto Shanker program. "Votes by Committee!" will feature music programming, with a special emphasis on the new format, "Happy Graduation," which has been a hit on WMCA for the past few weeks. The show will be broadcast live from the station's studios, and will be hosted by Beto Shanker and Beto Shanker. The show will feature music by various artists, including rock and roll, country, and pop. There will be a special guest appearance by Beto Shanker and Beto Shanker, who will perform a medley of their own hits. The show will also feature interviews with guests, including a special appearance by Beto Shanker and Beto Shanker. The show will conclude with a special performance by the Beto Shanker and Beto Shanker Band, which will perform a medley of their own hits.
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 Disks

BY OMER ANDERSON

FRANKFURT—Hesse's state radio network has broken with the long-standing discontinuance of three pop music programs and a drastic cut has been made in the radio programming because of royalty demands from the American sing-ers-society (GVL).

The new radio network assailed the GVL's demands as exorbitant. It said that effective as of today it would only expand programming of live music from its own symphony orchestra.

The GVL is demanding a ten-fold hike in performing artist royalties from German radio networks. The new German networks are threatened with the loss of 3.5 million Deutschemarks annually to 24.5 million Deutschemarks. This is in addition to the 80 million Deutschemarks annually which the radio networks pay to GEMA, the German ASCAP organization. Four Deutsch-ermark.

German radio (and TV) are quasi-State-controlled, all sta-tions being operated by networks in each State (none in all). Roy-alities are stipulated for the radio networks as a lump-sum payment.

The networks originate a large amount of their musical pro-grams with their own dance bands and orchestras. Therefore, they contend that they cannot afford elevated royalty pay-ments to the GVL-in addition to the cost of their live program-ming and the payment to GEMA.

They are threatening, if forced to choose between recorded and live music, to rely entirely on live programming, the nine net-works taping their live shows and exchanging them.

If carried out this threat would be a serious blow to rec-ord sales in Germany. Disk sales have enjoyed a steady rise since the beginning of 1962 but is the threat of accommodating increase in disk music exposure on German ra-dio.

WHBI-FM Moves

NEW YORK—WHBI-FM has moved its office from New-ark, N. J., to 565 Fifth Avenue, Room 307.

ROPY WHIB WOMEN'S chapter and the Radio Women's chapter, have announced an important meeting on Sunday, July 22, 1:30 p.m., at the WNBC Studio, 381 Park Ave.

WHBI-FM Approved

NEW YORK—WHBI-FM, RKO General's new FM station in New York City, has been approved by the Federal Communications Commission and granted a broadcast license for the operation of a non-commercial instructional station on wavelength 89.7 MHz. The station is located in Yonkers, New York.

But the station's operation is subject to FCC approval of the station's contract with WNBC, Inc., for the right to broadcast programs on WNBC.

WGSU: Radio Station in Indiana

NEW YORK—WGSU, 1540 AM, Bloomington, Ind., has changed its format to news, and announced that the station will begin broadcasting in four days.

Stations are welcoming the AM, WGSU, 1540 AM, Bloomington, Ind., as a new addition to the area's radio lineup. WGSU says it will provide the Bloomington area with a new source of news and information.

WGSU General Manager, Mr. John L. Sanders, says the station will start broadcasting on Monday, and will cover news and sports in the area.

The new station will be a part of the WGSU network, which also includes WGSU 1540 AM, Bloomington, Ind., and WGSU 1540 AM, Salem, Ind.

WGSU has been granted a license to operate as an AM radio station by the Federal Communications Commission.

The station is owned by the WGSU Network, which also operates WGSU 1540 AM, Salem, Ind., and WGSU 1540 AM, Bloomington, Ind.

WGSU 1540 AM, Salem, Ind., was previously licensed as an AM radio station by the Federal Communications Commission.

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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 in 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 Boscomagno 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 60 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, studios 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. Glascock, 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 38 artists profiled musically in the series of 52 include such names as Julie London, Robert Goulet, Barbra Streisand, the Philadelphia Orchestra, Frank Sinatra, Roger Miller and the Kingston Trio.

Teen Show Expands

DALLAS — "Sump'n Else," an after-school teen bandstand show on WFAA-TV here, is expanding to an hour in color. The show debuted last September with Ron Chapman as host.

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

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
MONDAY
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

THE PROFITABILITY IN DEVELOPING AN INSTALLATION CENTER FOR PLAYBACK EQUIPMENT IN AUTOMOBILES
Earl Muntz,
President
Muntz Stereo-Pak, Inc.
Van Nuys, California

SESSION III
Chairman
David Nager,
Sales Manager
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

MONDAY
DISPLAYING, PROMOTING AND SELLING TAPE CARTRIDGES AT THE RETAIL LEVEL
Ethan Caston,
Vice-President
Record Division
Wallich's Music City, Inc.
Hollywood, California

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)
AN INSTALLER'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES
Jack Frankford, President Retail and Wholesale Divisions Michigan Mobile Radio, Inc. Detroit, Michigan
A RECORD DEALER'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES
Arthur C. Grobart, President Discount Record Center Stores Beverly Hills, California
AN AUTO ACCESSORY DEALER'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES
Arnold F. Woolf, Treasurer Amco Auto Supply Co., Inc. Boston, Massachusetts
A DEPARTMENT STORE'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES
Darse Crandall, Product Manager, Television & Stereo AIMCEE Wholesale Corporation New York, New York

SESSION X
SELLING THROUGH WHOLESALERS
Chairman
Paul Stanley, Levine's Auto Supply Co. San Francisco, California
EVALUATION OF EXPERIENCE IN SELLING TAPE CARTRIDGES THROUGH A RACK JOBBER
Cecil Steen, President Record Wagon Woburn, Massachusetts
EVALUATION OF EXPERIENCE IN SELLING TAPE CARTRIDGES AND EQUIPMENT THROUGH A DISTRIBUTOR
James Shipley, President Main Line Cleveland, Ohio
EVALUATION OF EXPERIENCE IN SELLING TAPE THROUGH A ONE-STOP
Michael J. Daniel, President Western Tape Distributors, Inc. San Francisco, California
12:30 P.M. to 2:00 P.M.
LUNCHEON AND TALK
NEW HORIZONS FOR THE TAPE CARTRIDGE BUSINESS IN PENETRATING WIDER MARKETS
William Lear, President Lear Jet Co. Wichita, Kansas
2:00 P.M. to 5:00 P.M.
EDUCATIONAL EXHIBITS OPEN
ITALIAN MINISTER for Tourism, Achille Corona, hands a silver plate to Giuseppe Omonti, managing director of RCA Italy. The plate was awarded to RCA Italiana during the ninth Cinema Gala by the Association of Italian Cinematographic Press for "the high technical and artistic level attained in the field of film music." (Left to right are Corona, actress Maria Grazia Buccella and Omonti.)

**German Record Exports Soar 20% From 1964**

**AMSTERDAM**—Phonogram records are beginning to rival cuckoo clocks, cameras and cutlery as "Made in Germany," specialty export items.

Disk export sales nearly 20 per cent last year over 1964, climbing to 13,528,879. At the present rate of shipments, West German record companies will export more than 12,000,000 disks for the calendar year 1966.

All but two of the companies have seen a year from year to year in sales. The greatest jump is from radio and the television markets, Petula Clark, British-born but now French-based, included in the list of Continental disk stars in her new world tour.

BCC-2 has launched a summer replacement "International Cabaret" series. Bookings for this include Domicino Modugno, the Latin-Americanist; Gilbert Becaud, Les Parisiens, and I Motorini, who take their place in the British market with Johnny Mathis and Al Hirt.

**AMSTERDAM**—A big summer campaign has been launched by the Dutch phonograph industry co-operative, to promote a "New Ultra-low Price Player" with the aim of boosting record industry sales in 1966.

A powerful advertising campaign using the country-wide newspapers and music magazines was scheduled for immediately after the final school examinations and before holiday time.

Behind the scheme is CCCG (Collective Record - Publicity Committee), which sets both Dutch industry sales for manufacturers and dealers. The scheme has particularly welcomed the scheme and its cleverly conceived sales promotion tie-in which is expected to sell thousands of players before the holiday season begins.

High praise for the Dutch co-operative's launching of its cheap teen-angled record player comes from Frank Weistrop, head of Walt Disney's European music division in London. He was in Holland at the time of the campaign's launching. "The Dutch industry is prepared to do it on very low margins and is conducting a marvellous campaign to get the plan over to the public." 

"It's an idea that could be taken up in many parts of the world. I think there are many countries who only co-operate as they do in Holland.

The group revealed that he has been discussing a similar project aimed at the children's market with one of Britain's biggest retailer multiples. A cheap machine is envisaged for which the Disney operation would be prepared to forego most, or even all, of its usual royalties for use of its well-known cartoon characters."

**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 Fabian Queijeiro, is currently a feature of the British phonograph industry. There is much bigger than usual exposure this summer for the pressure of the continental artists.

Though hailed from Spain, Leicestershire-born, lead singer Mike Kogel. They were in London recently by Decca and manager Ivan Raymond who is making sure they are working while on vacation.

The record was made specially for British taste and the group has found a fame here, appealing to bigger than its own country. Decca, now trying again with the hot Swedish group, the Hep Stars. The group's "Sonny Girl" was a July release here.

Also with current British singles are Claude Francois (Fon-tana) and Bandiera (a Durum, Italy. artist released through PEP). Both made singles here for the British market and returned to promote on release.

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MAD, MAD MAMMA'S!

THE NOODLES FEEL.

Caracas, Venezuela — Mursiton S. A., has signed an exclusive agreement with EMI to market EMI product here under the Mursiton S. A. label. Favela, which was given an additional logo, will now be continuing its existing Odeon label. Favela also gained an exclusive agreement with the Italian label Orbe, over the EMI artist roster under the Orbe label.

The Favela agreement was signed by Cesar Roldan, Favela president; Harry R. Ferris, president of Mursiton S. A.; H. E. Morris, Mursiton vice-president and general manager. Also present for the signing were H. Eqele, supervisor for Latin American markets for EMI and Hector T. Kihara, president of Industrias Electricas y Musicales Odeon S. A. of Santiago, Chile.

Back in France

Mirusiton Signs EMI Contract

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Back in France

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INTERNATIONAL NEWS REPORTS

E.W. Germans Co-Operate on Record Deals

Berlin — West Germany’s phonograph record industry is pressing for closer ties with neighboring West German disk production despite the political stalemate between Bonn and East Berlin. This was the message of the most impressive exhibits of the “reunification” of East and West German record production at the Deutsche Grammophon’s new recording of Mozart’s “Symphony in G Minor.”

It was produced in East Berlin with Adèle Stöle as Bertram and Jürgen Thön as Count, as it presents. As presented by Peter Schröder, Germany’s youngest composer, and has been acclaimed by the Pact for his interpretation of Mozart. Schröder sang for eight years in the choir of the famous Kreuzchor in Hamburg, and became an opera singer and orchestra of the Bavarian State Opera.

Italian Singers Mull Boycott of Canzinsonissima

Rome — A boycott of RAI-TV’s “Canzinsonissima,” annual musical program which is tied to a national lottery involving $500,000 in prizes and which runs 17 weeks on the air, is being threatened by singers contract with CISAM, their national union.

Under the aegis of RAI, the network has become the country’s most popular television network in recent terms for various TV programs. Despite the union’s threat, program producers insist most of the singers involved are already tied up by contracts for the 1966-1967 season which begins in September.

One of the most important points the union is seeking to establish is that RAI-TV deal directly with the singers instead of making contracts with the various record houses who then assign the work to the network. CISAM has made no move against the network program, but if it can cut them out as middlemen in deals with RAI-TV it would be a victory for the union.

But fax Publishing Co., Inc., is arranging for Broadway production of the London hit "The Late, Late Show: You Got Your Daughter." Lolo Shiffman will co-star with "Johnny Guitar" star and "Way Way Out" star Liz Hardman.

Tony Kaye and the Heartbeats played the final night of their tour last week, their first New York appearance. They are currently appearing at the Mouse Lounge in Colorado.”
N.Y. Philharmonic Shows Form in Central Park Outing

NEW YORK — More than 6,000 people are expected to attend a free program of standard fare under the New York Philharmonic at Central Park's Sheep Meadow last Tuesday (26). Imminent performances of the Norwegian folk ensemble "Erøka" and Stravinsky's "Le Sacre du printemps" will bring the music to the farthest reaches of the sprawling crowd.

COORDINATOR Donald Berndt and the Philharmonic chose their groups for the "Erøka" program because it was "Le Sacre" that really topped the charts. "Nordic music is the hard ground and occasional noise from traffic, sirens, aircraft, baby buggies and dogs were overlooked," Berndt said.

While there had been some applause from movements of the Norwegian folk ensemble, there had only been rapt silence between sections of the Stravinsky work. The disseminations fit well in the outdoor scene, and the words of the folk songs were easily heard and the silences between sections allowed for applause.

The familiar "Erøka" has rarely been performed better outside the Philadelphia Symphony's skill. The same program, which drew a reported 30,000 earlier in Milwaukee, was repeated Friday at the Park. Bowie, Columbia, big-name recordings, the city of Milwaukee and the Milwaukee Symphony.

The record crowd, which included about 8,500 of the 10,000 or so present, didn't hurt Lewiston's Staatsburger's vastness by 15,000 fans heard soprano Leucine Price.

FRED KIRBY

Ky. Orchestra To Cut Corners

LOUISVILLE — Despite an apparent $45,000 windfall from the Kentucky Arts Commission, the Louisville Orchestra maintains the size of its touring group every year and the salary is cut off for the group. The grant was $21,500 below what executive manager Richard W. Wagner has sought from the group. The principal victim of the slashed grant will be a series of videos, original, or "Young Musicians," which is currently $17,500, a six-week tour without any budget cut $4,000.

The orchestra's program calls for a total $17,500. The group on its string, bass and strings of the program and also provides a Carnegie Hall, which is currently $17,500 in nine days.

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The audience at the Carnegie Hall, which is currently $17,500 in nine days, was over,

U. S. Tour Set For Czech Orchestra

NEW YORK — A second coast-to-coast tour of the Czech Philharmonic, beginning in fall of 1967 under Columbia Artist Manager Robert De Klerk, who became permanent conductor for the orchestra in 1967, 400,000 people have attended concerts that was held in New York and Columbia Philharmonic's concerts, which were heard in the silences between sections of the Stravinsky work. The disseminations fit well in the outdoor scene, and the words of the folk songs were easily heard and the silences between sections allowed for applause.

The familiar "Erøka" has rarely been performed better outside the Philadelphia Symphony's skill. The same program, which drew a reported 30,000 earlier in Milwaukee, was repeated Friday at the Park. Bowie, Columbia, big-name recordings, the city of Milwaukee and the Milwaukee Symphony.

The record crowd, which included about 8,500 of the 10,000 or so present, didn't hurt Lewiston's Staatsburger's vastness by 15,000 fans heard soprano Leucine Price.

FRED KIRBY

Ky. Orchestra To Cut Corners

LOUISVILLE — Despite an apparent $45,000 windfall from the Kentucky Arts Commission, the Louisville Orchestra maintains the size of its touring group every year and the salary is cut off for the group. The grant was $21,500 below what executive manager Richard W. Wagner has sought from the group. The principal victim of the slashed grant will be a series of videos, original, or "Young Musicians," which is currently $17,500, a six-week tour without any budget cut $4,000.

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Touchstone Records (I)
**GOSPEL MUSIC**

**PROFILE**

**DONNA AND THE TRAILSemen**

**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 Vibbert; Dalton Welch, and pianist announcer 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 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. Vibbert, pastor of Calvary Temple Church, Evansville, and father of three members of the group. The songs are "I Gotta Do Thy Will, Oh, Lord" and "When I Lay My Burden 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 Meet-

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 a song," said Rich. "They're down-to-earth country and proud of it. They're on their way to the top."

**SHAPEd NOTES**

*Horie Lister and the Statesmen will be in Nashville for recording dates on Aug. 15 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 Stamps Quartet, is in full color. The 30-minute show gains new markets every month.*

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

*J. D. Sumner and the Stamps Quartet have recently moved to Nashville from Memphis, where they will be handled by Pete Emery Productions, gospel talent agency. The Speer Family is all smiles these days, riding on recently acquired bus. The Big High custom coach was purchased from the LeFevres of Atlanta.*

*Jake Hess and the Imperials have just returned to Music City from an extended tour of the West Coast. They are recording an album with T. L. Osburn Jr., son of the noted evangelist. In June, the Imperials recorded albums with Elvis Presley and Hank Locklin.*

*Heartwarming announces release date of Aug. 1 on Stereo 8 tape cartridges featuring four of their top artist groups. Initial releases are by the Imperials, the Speer Family, the Singing Ravens, and the Prophets. Additionally, a cartridge by the Oak Ridge Boys will be released simultaneously with their first album on Heartwarming. August recording dates for Heartwarming include sessions for Jake Hess and the Imperials, the Prophets and the Oak Ridge Boys.*

**Pathway Press Adds Label**

By BOB GREEN

CLEVELAND, Tenn.—Pathway Press, one of the largest exclusive distributors of gospel and religious records in the world, has added another label to its growing roster, according to H. Bernard Dixon, in charge of sales and promotion for the Cleveland-based company.

"All records produced by Worship, past and future, will be affected by the new contract," Dixon stated. "We are pleased to welcome the new label to Pathway and feel that the offerings by Worship will add a new dimension and depth to the entire gospel music field."

Beginning operations at the turn of the year, Worship has already released three albums.

The first was a joint effort featuring the Ministers Trio, pianist Max Morris, and the Lee Singers, singing some of the choicest themes they did at the New York World's Fair.

Headlining the artists who record for Worship is Doris Akers, best known for her styled version of "I Cannot Fail the Lord," and "I Sure Do Love the Lord."

Others already signed to record for Worship are Roosevelt Miller, tenor, who is well known from concerts, radio-television appearances and other recordings.

Max Morris, who has had an earlier recording shown as the nation's top sacred instrumental album of 1962 and who has released six LP's is another of the Worship artists; and the Min-

(Continued on page 39)

**WHITNEY RECORDING STUDIOS**

Specializes in the Recording, Broadcasting and Tape Duplication for: RELIGIOUS SINGERS Records Pressed—Tapes Duplicated—3 & 4-Track Stereo Facilities

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The new Economy ($1.96) line of recorded gospel music from the John T. Benson Company... the name synonymous with great gospel music since 1902. Write for dealer and distributor information.

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CHO 1209 CHO 1212 CHO 1205

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 singing 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 journey, 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 Productions.

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 Hill, baritone.

GOSPEL MUSIC

HAVE YOU HEARD
HIS GRACE IS SUFFICIENT FOR ME
AVAILABLE BY:
HEARTWARMING
LP HF 1882

STATESMEN QUARTET
RCA Victor 3494

HOT and NEW!
NEW and HOT!

HOT and NEW!
from
CANANA
and
WQRD

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 are such attractions as the Statesmen, the Blackwood Brothers, the Gospel Staters, the famed Family, the Goodform Family, the Oak Ridge Singers, the Dixie Echoes, the Florida Boys and the LeFevres.

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 singing fest. 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 Pershing Street Drive-In, Louisville, the Lakewood Drive-In, Jeffersontown, 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" (DL 4776), 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 Moeller Agency. He returns Aug. 22 before he begins an immediate cross-country promotion tour. Foster says.

'Skylite-Sing Signs Gatlin

ATLANTA — Joel Gentry, president of Skylite-Sing Records here, has announced the signing of the newly formed Skell Gatlin Trio to a recording contract.

Gatlin, formerly a member of the Oak Ridge Quartet, is minister of music at First Baptist Church, Fort Worth.

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 film features the Blackwoods, the Statemen, the Imperials, the Le Ferves, the Lewis Family, Red Foley and others.

Release date on the picture will be announced next week.

Country Format Boon to RECK

ODESSA, Texas — The recent appointment of Vern Mero- ney as station manager, KECK here has changed its program- ming to town & country music and is experiencing Bob Hammond, program director, describes as "unbelievable success."

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

Tobacco Row' Premieres in Evansville, Ind.

EVANSVILLE, Ind. — Tex Ritter returns to the silver screen recently at the West Side Drive Inn when East- muncolor premiered its "Girl From Tobacco Row."

The film stars, besides Tex, Rachel Romen, Earl (Snake) Richards, Gordon Terry, Tim Ormund, Rita Paye, Ralph Em- erly and Johnny Russell. Special star guests include Martha Car- son, Smiley and Kitty Wilson and Betty and Wilford Mul- ley. The casting supplemental artists are Walter Haines, producer Ron Ormond, Ed Livingston, Cecil Scaife, Browne Johnson, John Ford, White, Angel, Dean Harris Martin, Irene Matthews, Phyllis Dickson, Nina Ferguson, Ruth Charbon and Big Rick Pruit.

Almost all of the film's stars visited Evansville for the two- day premiere celebration. Rachel Romen was unable to attend. She was in Florida making a racetrack movie. A press con- ference cocktail hour was hosted by Rom and June Ormonde for all communication media of Evansville and surrounding areas.

Ritter gave autographs at shopping center appearances during the motocarade parade, "Tobacco Row Day" and the drive-in show was presented after the film. The evening before the premiere a dinner party was given for the cast at the Audubon Har- ness Racing Track Clubhouse. Hosts were Bob and Joanne Ormonde and the event by TV and radio men Bob Berry, Vance Thom, Ken Martin, Gayle Ron, Mr. Angel and Tex Junius.

RCA Sets Fall Treasury LPs

NEW YORK—Two October releases in RCA Victor's Treasury of Immortal Performances, a three-record set of Sergei Kou- sevitsky and the Boston Symphonic Orchestra, and a three- record "Art of the Canon," featuring Midge Koussevitsky, Shiho Nishizaki and Joseph Ros- enblatt. In each set the disks also will be available singly.

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

'The Monkees are what's happening, baby!'
UNMISTAKABLY A HIT!

SUE THOMPSON
PUT IT BACK
(Where You Found It)

HICKORY

PUBLISHED BY JACK MUSIC, INC.

Booked by
G A C
Jim Halsey
Beverly Hills, California
COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 8/4/64

COUNTRY SINGLES

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<tr>
<th>#1</th>
<th>THINK OF ME</th>
<th>Roy Acuff, Capitol S629 (Bluebird, BMI)</th>
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<td>I'M NOT A NO LOVIN'</td>
<td>Doris Day, RCA Victor 8485 (Bluebird, BMI)</td>
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<td>3</td>
<td>IT'S ONLY LOVE</td>
<td>Jimmy Dean, Capitol S624 (Bluebird, BMI)</td>
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<td>4</td>
<td>6 MILLION AND ONE</td>
<td>Dean Martin, Capitol S696 (Bluebird, BMI)</td>
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<td>EVIL ON YOUR MIND</td>
<td>Johnny Cash, Decca 31302 (Wildwood, BMI)</td>
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<td>THE LAST WORD IN LONELINESS</td>
<td>Mel Torme, Capitol S612 (Bluebird, BMI)</td>
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<td>7</td>
<td>THE STREETS OF BALTIMORE</td>
<td>Bobby Bare, RCA Victor 869 (Bluebird, BMI)</td>
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<td>THE LOVING MOTHER</td>
<td>Johnny Paycheck, Little Darlin' 009 (Wildwood, BMI)</td>
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<td>9</td>
<td>TAKE GOOD CARE OF HER</td>
<td>Jean Shepard, Columbia 4024 (Jack, BMI)</td>
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<td>10</td>
<td>I'M HURTIN'</td>
<td>Hank Williams, Capitol S624 (Bluebird, BMI)</td>
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<td>DON'T TOUCH ME</td>
<td>Loretta Lynn, RCA Victor 8749 (Bluebird, BMI)</td>
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<td>THE SHOE GOES ON THE OTHER FOOT</td>
<td>Tennessee Williams, Capitol S786 (Bluebird, BMI)</td>
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<td>LET YOUR LIE THE WAY YOU WANT IT</td>
<td>Johnny Cash, Capitol S690 (Bluebird, BMI)</td>
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<td>TIME TO RUMmage AGAIN</td>
<td>Hank Williams, RCA Victor 8642 (Bluebird, BMI)</td>
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<td>14 DAY DECISION</td>
<td>Roy Acuff, RCA Victor 8502 (Bluebird, BMI)</td>
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<td>JUST BE POOL ENOUGH</td>
<td>Brownie, RCA Victor 8508 (Acuff-Rose, BMI)</td>
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<td>25 DAYS TO BE IN LOVE WITH YOU</td>
<td>Johnnie Wright, Starday 587 (Starday, BMI)</td>
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<td>BOTH ME AND MY SLEEPY HOLLOW</td>
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<td>39 LIP OF UP FINGERS</td>
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<td>I'LL TAKE THE DOG</td>
<td>Tornell Jackson, Columbia 40714 (Columbia, BMI)</td>
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COUNTRY ALBUMS

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<td>Jim Reeves, RCA Victor LPM 3546 (S)</td>
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<td>DUST ON MOTHER'S BIBLE</td>
<td>Bob Wills &amp; His Rhythm Boys, Capitol 3449 (Starday, BMI)</td>
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<td>4</td>
<td>GUN WARRIOR</td>
<td>Hank Williams, Capitol LPM 3441 (S)</td>
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<td>Johnny Cash, Columbia LPM 1491 (S)</td>
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<td>LONELINESS</td>
<td>Glen Sheeny, Mercury 9134 (S)</td>
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<td>7</td>
<td>I LIKE 'EM COUNTRY</td>
<td>Ed Arnold, RCA Victor LPM 3547 (S)</td>
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<td>8</td>
<td>TUMP TOUGE</td>
<td>Heron Trim, Columbia LPM 3546 (S)</td>
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<td>9</td>
<td>TRUE LOVE'S A BLESSING</td>
<td>Sonny James, Capitol LPM 3548 (S)</td>
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<td>THE LAST WORD IN LONELINESS</td>
<td>Ed Arnold, RCA Victor LPM 3549 (S)</td>
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<td>SUFFER TIME</td>
<td>Sunny Knowles, Decca DL 5474 (S)</td>
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<td>THE COUNTRY TOUCH</td>
<td>Merle Travis, Decca DL 5474 (S)</td>
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<td>KEEPдри FOR YOU</td>
<td>Jeane Shepard, Capitol LPM 3540 (S)</td>
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<td>2443</td>
<td>Merle Travis, Capitol LPM 3541 (S)</td>
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<td>COUNTRY ALL THE WAY</td>
<td>Spike Jones, Capitol LPM 3542 (S)</td>
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<td>I COULD SING ALL NIGHT</td>
<td>Marty Husky, Capitol 3540 (S)</td>
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<td>COUNTRY FAVORITES: WILLIE NELSON STYLE</td>
<td>RCA Victor LPM 3548 (S)</td>
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<td>18</td>
<td>WESTERN MARGIE</td>
<td>Western Swing, RCA Victor LPM 3543 (S)</td>
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<td>THE WHIP WHO COUNTRY AND WESTERN MUSIC</td>
<td>Various Artists, Capitol LPM 3545 (S)</td>
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<td>20</td>
<td>PLEASE DON'T HURT ME</td>
<td>Bill Monroe, Decca DL 5473 (S)</td>
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<td>JUST BETWEEN THE TWO OF US</td>
<td>Grossman, Decca DL 5474 (S)</td>
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<td>PUT IT OFF TILL TOMORROW</td>
<td>Bill Dorsey, Decca DL 5477 (S)</td>
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<td>EVIL ON YOUR MIND</td>
<td>Jim Reeves, Decca DL 5478 (S)</td>
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<td>24</td>
<td>IN A NEW DIMENSION</td>
<td>Webb Pierce, Decca DL 5479 (S)</td>
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A Smash Follow-up To
"PUT IT OFF UNTIL TOMORROW"
by BILL PHILIPS
"THE COMPANY YO KEEP"
31996

August 6, 1966, 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 from 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.

Miss Alma Kay Kraushaar, record manager, explained that the international emphasis as well as inventory of other unusual recordings helped the store compete with discount houses. Another window display planned will feature the bouzouki, a Greek instrument Miss Kraushaar figured the name alone would attract attention.

Outside of show music and other specialties, Miss Kraushaar estimates that the store moves about 50 per cent classical and 50 per cent popular. Reasons for the relatively high classical percentage are prominent disk companies released records to be heard and their influences. Miss Kraushaar also reported high show sales because the out-of-print titles are relatively new releases, including several unusual albums. Many of these albums minus reissue of 10 out-of-print albums last year a bonanza. Also Miss Kraushaar in this category are Victor's "Show Biz" and Decca's "They Stopped the Show" collections.

Miss Kraushaar also cited special service as important for business. She explained that different types of throws are used in different fields. Salesmen frequently consult each other for advice, which, she said, customers found unusual. She strongly

(Continued on page 48)

Mace to Cut 6 Albums in UK

NEW YORK—Sulley Greenberg, executive producer of Scepter Records, will visit Newcastle, England, Sept. 5, to record Mahler's first and second symphonies. The seven albums for Scepter's Mace label, John Mace, production department manager, will accompany Greenberg for the initial recording.

This trip marks the first of Northern Sinfonia Orchestra in England. Sinfonia is a international group also baroque and romantic works. The ensemble tours a United States tour next year.

Mace will release a disk by the Munich Chamber Orchestra later this year in conjunction with that group's American tour, which will run from Oct. 5 to Nov. 15. A Nov. 13 appearance at Philharmonic Hall is included. The Munich band is recording "Symphony No. 3" and Studnitz's "Electrophone for Violin and Strings."

Monitor Fall Program Set

NEW YORK—Two complete Armenian operas and what is believed to be the first recording of all seven Handel Concerti Grossi are slated for fall release by Monitor. Also listed are five recordings of Haydn piano works, three with Sophie Wyswik and two with Nadia Reisenberg. The release also includes performances by violinist Henryk Szeryng, pianists Lilli Krauss, Anton Kuerti and Walter Hautzig, cellist Mstislav Rostropovich and echtine Heinz Holliger.

The Armenian set are the three-record "Anush" and the two-record "David-Hev" both by Tigranian. Included with the two-LP Concerti Grossi is the Teleman's "Oboe Concerto in F Minor." The Collegium Musicum of Paris is featured on the two-record set. The group also is heard in a record of Vivaldi, Corelli and Alessandro Scarlatti chamber pieces.

Another LP offers "Italian Baroque Masterpieces" of Albani, Borcher, Corelli and Tartini.

Sinfonia's releases are Beeethoven's "Violin Concerto in D Major" and a pairing of Bach's "Concerto No. 1 in A Minor" and "Concerto No. 2 in E Major." Miss Kraus is soloist in two Mozart sets, Beethoven's "Piano Concerto No. 3 in C Minor" and "Rondo in B Flat Major." Hautzig plays Bach piano transcriptions, while Kuerti is heard in Schubert's "Wanderer Fantasy." Another Bach release contains three sonatas for cello and harpsichord with cellist Edmond Kurtz and harpsichordist Frank Pelling.

Gennady Rhkheusovsky leads the Sydney Symphony in two ballet music pressings, "Cin- derella Ballet Suites Nos. 1 and 2" of Prokofiev and highlights from Tchaikovsky's "Nutcracker." Holliger's releases are "The Virtuous Oboe" and "The Baroque Oboe." Gaston Burian Sebastian Bach, Carl Piat- ton Emanuel Bach, Marcello, Bellini and Lecorr. Rostropovitch is featured in cellos concerti of Vivaldi and Saint-Saens, while Miss Wyswik also has a recital record. Another disk has Schu- bert's "Trout Quintet."

Monitor's, "Music of the World," series includes the sixth volume of Russian folk songs, "Edinburgh Military Tattoo" and "Russian Sacred Choral Masterpieces." Works by Tchaikovsky, Lisov, Bottinnani, Rachmaninoff, Kastilakis, Annt- hurman, Lowicz, Chornaziw in Corelli, and Herrenknecht's "Ode to Joy." Other LP's feature music of Am- nesty "Ode to Joy." Other LP's feature music of Am-

"The Nonesuch Set on 2d Boulez LP

NEW YORK—Nonesuch Records is following up the high- ly successful Pierre Boulez al- bum of Stravinsky's "Le Sacre du Printemps" (The Rite of Spring) with an August release by the conductor of Handel's "Water Music," a 1952 recording of "The Firebird." Concertmaster Joseph Silverstein gave a gentle performance of Mendelssohn's violin concerto.

On Saturday, Leinsdorf gave a Masterful, edged Symphony No. 2 by Schumann. And Van Cliburn, who continues to turn in flawless performances, was heard in sparkling form playing Rachmaninoff's Piano Concerto No. 3. The young pianist drew an enthusiastic response from the audience, who for the first time in a recording, received a "standing ovation" for a performance. He received a standing ovation for his performance of "The Firebird." Concertmaster Joseph Silverstein gave a gentle performance of Mendelssohn's violin concerto.

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MUSICAL MAYHEM!

THE FOLIOS

44

CLASSICAL MUSIC

London Fall Imports Include Rare Works

NEW YORK—A set of unusual recordings, including a Bach "St. John Passion" recording by the Prague Chamber Orchestra of the Czech Radio, is listed for American release by London Records. The work will be on Telefunken's "Drei Alt-Weihnachts-Oratoriums," also with Christmas light effects also will be offered. Argo's "Petrus Membert," "Dawn Strings," "String Symphonies Nos. 9, 10 and 12," Marlina Roberts playing Spanish harp music, and Men- sen's "La Nativity des Seigneur" played by organist Simon Preston.


U. Oregon Lyte will release Hummell's "Spetit in D Minor" paired with his "Quintet in E Flat," the usual, well-edited style

(Continued on page 48)
A major special section within the August 20 Edition of Billboard

Presenting all the color, excitement and day-and-night life of the people and places that have made LAS VEGAS the "Fun Spot of the West" and the top talent mecca of the world.

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Cimarosa Opera To Open Clarion Concert Season

NEW YORK — A nonsubscription performance of Cimarosa's "Le Artiste Femminile" in a special English version by Anna Russell will open the Clarion Concerts season in Carnegie Hall on Oct. 31 at Town Hall. Soloists in the opera's American première there will be Suranne Endlich, Elizabeth Farnum, Andrew Fieldy, Stanley Kolk, David Smith and Claracene Turner. The conductor will be Richard Frazier at the harpsichord.

The four-concert subscription series will include New York performances of Sammartini's "Symphony in A Major"; Goupil's "Harpsichord Concerto," 5 to 6 in the "Lute Concerto" of Fricker's "Lute for Double String Orchestra"; Zelenka's "Sonatina Concertante," Petri's "San Petronio," etc., Overture, Sammarin's cantata, "The Angel che Candore," and "Santino la Bontà." The final concert will be on Nov. 9 at 7:30, "The Wondrous Harpsichords of Tavani," Chicago Symphony Orchestra. The program will include Mozart's "Le Nozze."

BEST SELLING BUDGET-LINE CLASSICAL LP'S

To Tour U. S., Can.

MADISON, Wis.—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 mainly university campuses, will appear in three major cities in New York or their offices at Hunter College, where the tour will wind up on Jan. 23. Also included are performances in Chicago, Nashville, Richmond, Nashville, New York, Montreal, Washington 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 annual "San Cecilia-Premio Internazionale Arturo Toscanini." The competition will take place from Sept. 15 to Oct. 5. Other entries are from Germany, Hungary, Japan, Switzerland, Argentina, Belgium, Poland, Brazil, Venezuela, Bulgaria, Israel and Italy.

Window Displays Boost Ethnic

Although displays are usually associated with department stores and retail chains, they can also be used to support small businesses that sell ethnic goods.
**Advert**

**TAPE CARtridge TIPS**

by Larry Finley

There are more rumors in the tape cartridge industry than there are recognitions in the winners circle. There are more rumors of new reunions of old record companies who are struggling to make new records and contracts with various duplicitous partners.

Many of these gossip has become fact, and the duplicators have began. THESE RUMORS HAVE BEEN TRUE in fact, as it is concerned.

All of the original contracts between record companies and ITCC are still extant. If you would like to be a distributor of any of the tape industry than practically all is concerned. Distributors and Duplication Manufacturers in the tape industry are the assurance that no one else anywhere can be delivered in quantities to satisfy demand. ITCC has assured itself of all the records which have been awarded to both AAM and Verve Records. MGM has announced that it is the most practical means of getting into the home side of the cartridge business. It is also continued in supplying distributors with four track cartridges.

The future of ITCC has been, and is, being built on a must solid foundation. The ITCC management is practically engrossed of all aspects of the business. Its executive 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 Tape and Dubbing Distributor" of both four and eight track cartridges.

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.

**TAPE CARtridge Corporation**

Subsidiary of Decca Corporation

1290 Avenue of the Americas
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**International Tape Cartridge Corp.**

listed 397 8-track titles and announced a 4-track catalog with 975 titles.

**Muntz to Open Factory Store**

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

In opening the new location, president Bill Muntz on Monday (1) transferred all retail operations from his Amusement Products, providing additional space for the establishment of duplicating equipment.

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

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

**Multyphone,** Inc., has expanded its sales force, it was announced last week by its president, Larry Finley. The company's new sales manager is Assistant Manager, James Lyons handling installations and service, respectively.

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**ELECTRONICS,** INC.

**Send for information and prices on our complete line of auto sound systems.**

**AUTO Record Changer**

Play and remotes 12-15 inches automatically. Fits all cars. No service needed to install. Plays through radio. No more cassettes, headsets, etc. Uses low-cost 45 records available everywhere.

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A fully automatic, solid state, 13-transistor tape deck featuring balanced channels, internal microphone, diagnostic control for troubleshooting, and a 12 Volt Positive or Negative ground. Speaker kit with two 5" speakers included.

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**AUGUST 6, 1966, BILLBOARD**

**949**
TAPE CARTRIDGE

Gelfand Feels Tape CARtridges Will Prove Spur to Record Trade

By FRED KIRBY

NEW YORK.—The growth of the cartridge market will prove a spur for the record industry, according to Milton Gelfand, president of Audio Matrix, believed to be the country's oldest independent producer of motion picture, phonograph and record players. In his 70th year in the industry, Gelfand, who was once a record industry weatherman many storemen acknowledged that cartridges will cause realignments and readjustments.

Calling cartridge potential an incentive for the record field, Gelfand noted that improvements were in store for both. He made a comparison with the introduction of stereo pressings by Audio Fidelity, which were produced by Audio Matrix before there were playback carts. He explained that the magnetic tape back equipment has not caught up with the music cartridge of cartridges. But, just as stereo won, Gelfand said, that musical confidence was widespread. He also stressed the need for standardization.

Many things had to be worked out before the so-called "tweak off," but its inherent appeal was in the cartridge. As noted in the disk field was autowrite, which he had explained. It used to take a minute to produce a good LP. Now it takes less than 20 seconds. Gelfand added that quality control is in regains. Recalling technological advances in the past, Gelfand said "many technical breakthroughs are just about to occur."

He pointed out it used to take from seven to 10 days to make a master, mother and stamper from an acetate lacquer. Now it's an overnight process, but, "The service still isn't fast enough for many people." Noting the record field's potential "outloads" or "goal," he said improvement in mastering, magnetic techniques, packaging and marketing is needed.

Gelfand has entered the cartridge field through a new corporation, Audio Magnetics, Inc., which manufactures and sells tape duplicating equipment. The manufacturing end is a joint venture with Bell Sound Studios. Gelfand has said the corporation will be associated with companies connected with the sale of equipment and parts for the record industry. Included are Audio Matrix Corp., for ex-tards; Tools Manufacturing for record dies, trimmers and accessories; and Metaplast Electrochemical Corp. for solutions for plating and other equipment. Audio Matrix started in an old Turkish bath in the Bronx in 1946 with Gelfand and three associates. The firm has been wholly owned by Gelfand since 1952, but still uses old original equipment. New control panels, cathodes and other parts were replaced and a new electrolyzing bath under a patented Audio Matrix process was installed. Liberty is still studying automatic methods.

Four-track is moving better than expected. Only 10 to 20 cars are on the market. Liberty's next release is being mapped for August, and Mendell hopes it will be only about 15 titles, to enable greater merchandising and promotional efforts.

Ex-Audio-Motive Executives Form Tape CARtridge Co.

LOS ANGELES.—Three former Audio-Motive executives have organized a new tape cartridge company — Sound Systems. The officers are Jack Deau Champ, named president; Walt Heebner, vice-president, and Art Arnold, secretary-treasurer.

Deau Champ, formerly secretary-treasurer and board member, organized the previous Van Nuyds company, spearheaded the formation of the new firm which will make new units and replace back units and duplicate 4- and 8-track cartridge units.

Sound Systems will manufacture American-made players with an engineering staff and plant location yet to be announced. Deau Champ said no one was on the payroll yet and estimated it could take up to 120 days before the firm was solidly established.

The matter of Audio-Motive's future remains cloudy and the new company is undoubtedly waiting to see what happens to the equipment and playback units in AS's cloud Van Nuyds-owned plants still in production. Sound Systems' officers are located in the space formerly occupied by John Anderson and Clara Juenge, two former AS employees who have operated Universal Associates, an ITCC and Taiko distributorship.

Central Computer Service Could Solve Problems

By WALTER SWART

SAN FRANCISCO.—Central Computer Service would be at the distributor's office the following morning. In addition, a sales-promotion in- terhecy could be obtained indicating a selected number of the distributors' choosing and its availability for the previous 13 weeks.

"The activity shown would include a complete inventory for each week during the previous 13 weeks. They would be sufficient for such a report. Obviously, a back order is made up at the time an inquiry is made, a charge would be incurred. In addition, an inventory report of all items could be generated on a monthly or quarterly basis, indicating current inventory for each selection, sales for the current month, sales during the first prior month, and sales during the second prior month. Rather, it would be run at a central processor when the week end and sent by mail to the office.

"We visualize that the back order report and display on an unattended basis would be on the distributor's desk in the morning, containing vendor code and name, selection number and the quantities owed to each account. Finally, the machine would generate a suggestion for the product of the present back order, and:'' The report would carry vendor code and number, quantity, minimum quantity on hand. All the machine supplies information that is the decision of the individual distributor.

Linn concluded, "For quite some time now, I have strongly advocated that record distributors in general, and Epic distributors in particular, consider the installation of more sophisticated accounting methods. A combination of factors, including the industry's rapid growth, technological advances in electronic accounting equipment and the willingness to devote some operating monies to this area have led most distributors to accept the merit of this theory. The industry in general is forecasting a growth of 30 percent, and the greatest share is likely to go to those distributors with the most effective management."

Tape Seminar

Continued from page 3

A new space—25 rooms have been reserved for the Tape Seminar — the Forum is care- fully studying exhibit applications to select those which will provide the greatest educational benefit for the registrants, Fis- kel said. Fees of $25 per person are charged for exhibits space beyond regular hotel room rate.

MUNTZ 4-TRACK SELLS FOR $1.19

SAN VUNAS, Calif.—Due to a typographical error, the new price of the Mini-Track single-sale 8-track was listed as $1.19 instead of $1.19. The two-car-song cartridge will be planned to sell at 98 cents.

London Makes Bid For Tape Business

SAN FRANCISCO.—London Records is moving into the tape CARtridge field through American Tape Cartridge Co. (ITCC), an affiliate of London and A&M Products. London won the complete 13-album A&M line available in the various cartridge forms, including six packages featuring Herb Alpert and the Tijuana Brass and A&M's new Chris Montez album. A&M's product was duplicated in cartridge form by Audio Matrix, Inc., ITCC and TDCC. According to Finley, A&M's president, there are other strong cartridge sellers on a 10 to 1 basis.

The contract was signed by A&M's Jerry Moss and Finley. Details were signed by A&M attorney Robert Gordon of Bear, S wont & Gordon, and ITCC house counsel, Law- rence Mirkin.
ITCC
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Contact your local A&M distributor for details of this exciting program.

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LUCILLE STARR
THE FIVE CANADIAN SWEETHEARTS
SERGIO MENDES & BRASIL '66

INTERNATIONAL TAPE CARTRIDGE CORPORATION
1290 Avenue of the Americas, New York, N. Y.
MUNTZ STEREO-PAK NEW RELEASES
WEEK OF AUGUST 6, 1966

ALBUM                  ARTIST                LABEL

HAVE A SMILE WITH ME   Key Charles          ABC    10429 A
MERCILEY MARVELOUS     Melba Montgomery   Atlantic 10434 A
COOKIN'                Lloyd Price          ABC    10438 A
THE BEST OF STEVE LAWRENCE Steve Lawrence   ABC    10441 A
STUDIO TIME             Johnny Nash          ABC    10444 A
UNBELIEVABLE           Billy Stewart        Chas. 10451 A
THE NEVER ENDING IMPRESSIONS The Impressors  ABC   12312 A
LOOK, IT'S THE MOONLIGHTS The Moonlighters  Chas. 12217 A
THE LANCERS AT HARVARD'S The Lancers        Lenco 12219 B
GREAT FOR DANCING, VOL. 2 The Sociables      ABC   14442 A
JUMP UP                Byron Lee            ABC   14445 A
LONELINESS: THE NERVOUS BEAT Creed Taylor     ABC   14449 A
MR. ACKER BILK IN PARIS Mr. Acker Bilk       ABC   14451 A
ART & DIZZY TIDOO ON TOP O' THE WORLD Art & Dizzy Todd  Dorf 16169 B
THAT DRUMMER'S BAND     Gene Krupa            Verve 16168 A
TWIST WITH STEVE ALAMO  Steve Alaimo         Checker 21354 A
HI-HEEL SNEAKERS        Tommy Tucker         Checker 21356 A
DANCE TUNES FROM THE VAULT, VOL. 2 Various Artists  Chas 21360 A
IN THE SPOTLIGHT        Bo Diddley           Checker 21367 A
ST. LOUIS TO LIVERPOOL  Chuck Berry          Chas. 21373 A
FATS ON FIRE            Fats Domino          ABC   21385 A

SOLOMON BURKE'S GREATEST HITS Solomon Burke    Atlantic 21387 A
PEOPLE GET READY        The Fabulous Chambers Bros.  Vault 21388 B
MISTALEA               Bert Randolph       ABC   23133 A
THE WILD JAZZ AGE       Wilbur de Paris      Atlantic 23227 A
THE LEGENDARY BUSTER SMITH Buster Smith        Atlantic 26312 A
BLUES SHOUT             Lee Wright           Atlantic 26315 A
COURT 'YR M'B         Ahmad Jamal Trio  Cadet 26326 A
PERFECT CONNECTOR      JAPP All Stars        Atlantic 26331 A
THE ART OF THE BALLAD   Various Artists        Atlantic 26336 A
STAGE RIGHT            Oscar Peterson Trio  Verve 26338 A
THE AVANT GARDE        John Coltrane-Don Cherry  Atlantic 26342 A
SAYIN' SOMETHING       Nat Adderley          Atlantic 26345 A
BULLY                  Quartette Trio Bien  Atlantic 26346 A
FLUTIE 'N THE BLUES    James Moody          Cadet 26350 A
RAMSEY LEWIS AND HIS GENTLEMEN OF SWING Ramsey Lewis Trio  Cadet 26369 A
THE BLUES, VOL. 4      Various Artists        Cadet 29223 A
SOMETHIN' NOT OLD, SOMETHING NEW, SOMETHING BORROWED, SOMETHING BLUE Arthur Smith  Dot 52130 A

POTPOURRI              Jerry Byrd            Monument 52132 A
GRUMPY OF 60           Red Speight          Monday 54229 B
HEY FAMILIAR            Chano Facheo         Coral 66172 B
AT THE BREAK           Maurice Leavert        Coral 66175 B
BRASIL CARNIVAL HITS   Brazilian Artists   Formata 66186 A
THE BEST OF BOSSA      Brazilian Artists   Formata 66190 A
RIOCLASSIC ITALIA      Virginia Dwyer       Coral 66147 B
AGUSTIN LABA EN MARACHES Marco de Caro        Coral 66152 A
POLKA                 Los Rancheros del Parque  Coral 66156 B
'S SOFT RHYTHM         Brazilian Artists   Formata 66167 A

LOVE, STRINGS AND JUBIN  Armando Carlos Jubin  WB    68317 A
GRANDPA JONES REMEMBERS Grandpa Jones         Monument 80123 A

FROM THE WORLD'S LARGEST 4 & 8 TRACK CARTRIDGE LIBRARY. FROM $1.19 PER CARTRIDGE.

Don Law Wins Southward Award

Don Law, 22-year-old regional country music manager for Warner Bros., won the Southward Award for best regional country manager.

Mercury Signs Chuck Berry

CHICAGO—Mercury Records, for whom Berry has recorded his past dozen 45s, signed Chuck Berry to a new contract.

Mercury Buys 'Clown' Master

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

Flack Under Knife

LOS ANGELES—Norman Waterman, Liberty Records' publicist-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 Annunciators next week. The issue will be available at the convention of NARA Aug. 11-14 at the Waldorf-Astoria.
Audiocraft Dealers Seeking Better Radio Charts

*Continued from page 1*

be asked whether they favor dropping the sheet from 40 to 30 times.

Though results of this poll were not available at press time, Billboard's own survey of local dealers indicated that a similar favor such a change if it would benefit the industry.

Many Chicago-area dealers have been forced to rely on the WLS sheet for months and the demise several months ago of the so-called "Livingston Sheet," a local, independent survey. The WLS sheet is preferred by dealers as a buying guide over the "Sound 10" survey 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 a "token," or inaccurate.

In response to customary radio stations reply to dealer complaint — in which the stations display the list for financial damage to merchants resulting from station surveys — stores may begin to refuse to promote such surveys. "I'm in the record business, 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 resistance in the station survey is competition. Dealers said, was to receive some reciprocal benefit. "Inaccurate charts are of no value to me," said one record dealer. "If I have a detailed report of the top 10 dealers in Chicago — or if they let me know what the top 10 will be — I can make a decision."

Among the leading critics of the WLS sheet is Fred Sipiora, owner of Singer One-Stop, "Who needs this information? It's an aid to dealers," he said, "comes from the station."

He attributed this to, "a slackening of competition," which, he suggested, "is ironic in a market that from the beginning of the WLS list dealers have been using it to their advantage and promoted it."

With a reduction in the number of the seven or so records dropped off the WLS-published Chicago Top 40 every week, two or three were obviously "hoties." The station has no right to print a sheet knowing that record stores will get less for them."

Why do Chicago dealers buy on the chart, Sipiora asked, "knowing they'll get burned?"

"It's because there's no competition, you're buying to sidestep the market, even though they know some records are "hoties,"" Sipiora said.

According to Sipiora, "About 25 to 30 stores in Chicago cover themselves with four or five "hoties" a week, and they take the lower half of the WLS chart, not the top half, to drop off inexplicably the following week."

Most of this product, he said — unless it is from RCA —

Chicagoland, Columbia, Liberty or Capitol, of a "two-out" comparison which gives Sipiora 100 percent retum privilege is where most of the charts are kept from his accounts.

Everyone gets hurt by the WLS sheet," declared Al Telson, manager, of the Little Al's retail store on the city's north side. "I don't know why they don't drop the record, the one-stop, the distributor the buying habits of dealers and operators are determined by the chart. Manufacturers get an incorrect picture of their products, and retailers listing certainly do not help their products any."

Telson insisted, "WLS puts records on the list that have no business there. "Correct," said well-known retailer Ed Nelson of WLS has records that are not legitimate."

"TAPE REPORT POSTED"

CHICAGO — Due to shortage of space in the Audio section this week, the "Product-Trends" series will be re- sumed next week with a discussion of low-priced portable tape recorders.

even beginning to sell in the market. Many of them, in fact, aren't even available to the dealer when they first appear on the chart.

Through Taylor pointed out that fine print on the WLS sheet explains that the list is based partly on over-the-counter sales and partly on "other sources," dealers are making the public to believe that the survey is actually an authoritative indication of what is selling.

Pressed for the extent of the alleged damage to dealers raised by other chart hating, Goldstein said, "If a big account, such as Polk brothers, was merchandising on the basis of the WLS sheet, a loss amounting to several thousand dollars per week would result."

Taylor said, "Other dealers in two ways," said Sipiora, "Records go on the lower half one week and drop off the next. The legitimate hit drop out of the top 20 and disappear too soon. Everybody who knows the music chart knows that they don't work this way. All dealers realize that a record sells just as well on the way down as it does on the way up."

In the former category, sometimes termed "one-week wonder," Sipiora picked out "I'm A Rocker," by Dr. Hook & the J. E. Walker on the soul side. A good disk seller, the appearance of the song on the WLS sheet on June 10 prompted 37 percent of Chicago's pop dealers to stock it, "just in case," Sipiora recounted. The following week, however, the record dropped on the WLS sheet and dealers wanted to return all copies.

"I won't do that," said Taylor, "we go over the time."

Sipiora agreed. "And no heeds govern this."

On June 17, Sipiora pointed out, "Break Out," by Mitch Ryder and the Quakers, had hit the WLS sheet at 35th positon the previous week, but dropped out of the top 50 this week. "And most dealers wanted to get rid of it," he said.

In the "sudden-death" complaint category, himself, = legitimate hits that drop off the top 20, Sipiora cited the following as a perfect example of typical charts, which got Sipiora 100 percent return privilege right back from his accounts.

"Paint It, Black," by the Rolling Stones, was in first position on the WLS sheet on May 27, on June 17, fifth on June 25 and disappeared abruptly from the chart on July 5. (Singer's edition."

As another example he cited Johnny Solo's "Day for Decision, which hit the WLS 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 record dropped off the WLS sheet it climbed from 51 to 36 on the Hot 100.)

Although no significant re- sults were achieved, the great correlation of a song from the top 40 radio station sheet and the radio, it's in it's own right, Sipiora said, relationship exists — and hurts. "This is not only true of a legitimate hit," Sipiora ex- plained. "Chart antics can kill the potential of a 'potentially great' record. If WLS puts the record on the chart right away — before it's selling they'll have to drop it off sooner. It might not really prove to be a good record, but its sales were killed when the station put the record on the Billboard Hot 100, the week it vanished from the chart."

To publicize the point, Sipiora said he got a record on the WLS sheet, observed Goldstein, "and "radio stations want to be first to break a record, calling it in the process a top 40 record. Ironically, promotion men are hurting their own company's sales by pushing products on the sheet that have no chart currency at all."

"It's better for the station to play a record before putting it on the sheet," suggested Sipiora. "We could go on the sheet through legitimate sales, but not through the sheet."

Ken Draper, program director for WCFL. declared, "We don't want to put it to let it grow. We don't touch it until Set NAMM Committee To Woo Disk Dealers

NAMM's threat to cut off radio record dealers was put to a test by the NAMM's recent decision to determine whether record dealers were helping to improve NAMM's communication with phonograph record dealers.

Formation of the committee, said Gard, was decided upon after NAMM's board of directors at a recent meeting. The new committee will be headed by S. H. Galperin, who is also chairman of its phonograph record marking committee. The committee will be composed of five or six persons — including people who might have something valuable to contribute and solid to prove contributions, even though they are non-NAMM members. Current plans are to hold the meeting in Chicago some time in last August or early September.

Specific Program

The purpose of such a meeting, said Gard, "would be to develop a specific program for phonograph record dealers. The committee will work out a fore- run, we will immediately proceed with the 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. "For example, the NAMM has been that the NAMM has been on that record dealer partner in the NAMM."

"The NAMM board, we will be able to see dealer react- tion to the various proposal on NAMM's part."

If a mutually acceptable program can be decided upon, said Gard, "NAMM will use all means, including the trade media and direct mailings to our own executives, to explain that program to record dealers."

Unanimous Vote

The idea of an "ad hoc" or steering committee to be set up by NAMM for the purpose of attracting record dealers was first brought up in special open meeting of the executive committee of the phonograph record marketing committee, held in Chicago last week. The idea was unanimously voted that Galperin and ask the board of directors to form such a group.

A week later F. D. (Doc) Streep, recently re-elected as NAMM president, told Billboard (July 30, 1966) that a "fact- toring" procedure is being developed for the purpose of bringing more record dealers into NAMM, which is being initiated. Streep said that NAMM has definitely been interested in bringing "good, independent record dealer to our national organization. By this," he added, "we mean the small businessman who runs a record store. The good person would fit in well with the type of membership NAMM has now.

Groundwork for this year's activity was laid at the 1965 NAMM convention and Music Show, when Michael E. Draper, primarily Howard Judkins of Garden Grove, Calif., and Jim Anderson of Chicago, made a series of "positive" proposals to the NAMM board and the NAMM's board of directors. Judkins, a NAMM member and former head of the record committee, has had to curtail the committee's former activity due to ill- ness. Galperin, however, has de- cided to follow up on Judkins' proposal and is solidly behind the current attempt to woo record dealers.

Fred Sipiora: "Need good charts."

it is grown up."

He admitted that WCFL won't wait for a hit to die a natural death after it drops out of the station's top 10. "We don't take a record off if it falls within the top 10, and we don't tamper with the top 20. "Shops" (Continued on page 54)

First With the Latest Needle Designs!

Cartridge designers set a near pace for needle makers — it's a never ending job to keep up with the continuous flow of new Ameri- can and foreign cartridge designs. Who knows if your phone needle customers will. When you need the latest, order it from Pfankiel. Write for a free catalog and self-mailer order forms today.

Four order shipped same day it's received
SITUATIONS WANTED

In bus:

WONDERFUL OPPORTUNITY

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Rendesvane, Inc.,

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54

Mart

be it

And be

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But remember,

Help you buy end

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DISTRIBUTION ARRANGED

prepaid

thousand.

SQUIRREL?

for

Are,

late lats.

Squirrel?

CLASSIFIED AD: $14

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY

INTERNATIONAL

AUDIENCE

HOLLYWOOD, CHICAGO, NEW YORK

IN TURNOVER

TO YER

MECHANIC

RECORD PRESSING

NATIONAL RADIO

MAJOR RECORD LABELS,

SIGHTED BY OUR

WE ARE NOT

RETAILERS

WE ARE

exclusive

in all
canada

international market.

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RECORDING

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PHELPS

540-1881

10TH MILLION BINDERS

DISTRIBUTING SERVICES

RECORD 6077 - 45 RPM RECORDS. (Standard 7" 105

RPM records will be 33.000 revolutions per minute. Large numbers.

This equipment is used to cut records for different use, in good health and permanent.

R.M.

VINYL, NEOPRENE, E внутренние.

RECORD 9575 - BRAND NEW

SINGLE SIDED 45 RPM RECORDS.

1000

per box.

Box of

10000

records.$75.00

DISTRIBUTION ARRANGED

and paid.

 specialize in our own

employ.

EMPLOYMENT SECTION

HELP WANTED

AND BE A SQUIRREL?

To be registered, you must allow for

be it

a

The following new products were selected by Billboard because of the special interest these may have for record dealers for general use.

BE A SQUIRREL?

50.000

of


different

BC... BRAND-NEW BEATLES

RECORDS

1000

per box.

BATTERY OPERATED phonograph and AM radio by Matsushita Electric for Panasonic. Model SQ-5510 operates on six D batteries and plays at three speeds. Ideal for trips, on the beach or boat and at picnics. This unit retails for $29.96. 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.

BATTERY/AC OPERATED portable from Major features the BSR automatic min-changer. 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.
New President
Of Cramer Gum

IRON CROSS (CONT.)

A Member of the Post-War Generation Enters I. C. Debacle

During recent weeks we've opened these pages to expression of opinions and comment on the vending of charms items inspired by the Iron Cross. We now present a point of view on the controversial subject.

The author is the 22-year-old son of Earl L. Gross, a
recent graduate, Summa Cum Laude, of Malacenter College in
St. Paul, the writer entered R. E. officers' candidate school late last month.—Ed.

By EARLY L. GROUS JR.

This brief essay is addressed to the manufacturers and merchants of the older generation who are producing and selling the Iron Cross charms for distribution in vending machines. 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 profession, 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 lacks two things: clear thinking and the viewpoint of the people to whom we wish to sell this item. So far the arguments for and against the production and marketing of the Iron Cross charms have been too heavily charged with emotionality and too furiously riddled with faulty logic. Perhaps the reason why you cannot think clearly in this matter is because the Iron Cross means something else to you than it does to us, the members of the post-war generation. (By post-war generation, I mean the 10 to 15 years following World War II.) You are justly concerned with the impact of this item on American society. Thus, it seems to me that you should consider the views of the younger generation, who are most affected by this item, the generation of the Sixties.

Null and Void

To begin with, I find both the pro and con arguments in this dispute null and void. As for the arguments presented in favor of the marketing of the Iron Cross charm because of the endless citing of the various uses of the Maltese cross and the recitations of the history of the Iron Cross are all irrelevant. The obvious fact that the item you wish to market is not merely an Iron Cross, but a particular Maltese cross, a German military decoration known as the Iron Cross. You cannot logically maintain that an Iron Cross is a charm because Victoria Cross or an American Legion emblem merely because they are all crosses or all sold in vending machines. An Iron Cross is an Iron Cross, and there is no legitimate dodging of that fact. To call an Iron Cross just another Maltese cross is false and nonadmissible rationalizing. The question, then, is not whether or not it is really an Iron Cross you wish to sell, but whether or not it is right to sell an Iron Cross in vending machines.

The arguments against the marketing of the Iron Cross charm render themselves ridiculous by attempting to accuse the surfer of being socially inferior and by maintaining that the Iron Cross is anti-American. Surfers are individual human beings, and anyone else and there are no more standard as a good reason for us than other immediate generation, I am severely aware of us, the younger generation, that there is a need for neutral national saviors. Great tyrannies are often protected by the tolerance of self-appointed and self-professed patriots. Thus, the lack of self-righteousness merely clouds the issue of trying to pair thinking. Now neither the Maltese cross nor the Iron Cross is anti-American, nor is it incompatible to the American way of life in and of itself. The National American Legion is in fact anti-American. The only people who could be called in question is that with the exception of the time that there is no such medal being produced for distribution in vending machines, the only crosses being marketed are general Iron Crosses (with no reference on them to any specific historical period) and World War I Iron Crosses.

Once again, then, the question is simply this: should the German Iron Cross be produced for vending machine markets? The position which I took in this debate is that the Iron Cross should not be manufactured for vending machine distribution. I am not against the Iron Cross charm because I think it will turn our society into a jungle or bring about the undoing of the American morals. I am against it because of the following reasons which I will briefly outline below.

First, the Iron Cross does not mean the same thing to my generation, the post-war generation, as it does to yours. You who are producing and selling these trinkets are members of the World War II generation, and the reaction you have to an Iron Cross is considerably different from the reaction the young people of today have. You lived through World War II and many of you fought in it; thus, an Iron Cross suggests Nazism to you. If you were awake at all during the years 1933 to 1945, I fail to understand how you can have any other immediate reaction to an Iron Cross. That it does suggest Nazism to you is perfectly obvious in the blind outrage of those against the vending of the Iron Cross item, especially Mrs. Kelley, the Iron Cross vendor, who is on the one hand, and the frantic rationalizing of those in favor of the vending of the item, especially the MacManus Co., on the other. The idea that motion pictures and history books are romanticized World War II to the point where it has only a vague

Some Damage
In Cleveland

CLEVELAND—While taking in its toll of some key supermarket locations here, the recent Cleveland disturbance did not create great losses for many operators. White losses to supermarkets and other bulk vending locations were estimated at over $1 million, a local vending company spokesman said damage to bulk vending machines "probably wouldn't amount to $1,000."

He explained that while robbers in the Hoough area have long been dissatisfied at retail food stores for alleged discriminatory pricing, they have always been content with their penny purchases from bulk vending machines.

Local vendors do express some concern, however, about publicity created by that major food market chains intend to padrivalize vending machines. This would mean a loss of good locations.

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
FANDIES
DELIVERED TO YOU BY THE WORLD'S LARGEST
BULK VENDING CANDY MANUFACTURER

STANDARD SPECIALTY COMPANY
10580 HALE AVENUE, CLEVELAND, OHIO 44106
DISTRIBUTOR INQUIRIES WELCOME

AUGUST 6, 1966, BILLBOARD

MANDELL GUARANTEED
DISTRIBUTED USE MACHINES

MERCHANDISE & SUPPLIES

Acorn Nuts, Jumbo Queen
Cashew, Butts
Acorn Nuts, Red Label
Cashew, Jumbo Queen
Prepackaged Nuts, Jumbo Queen
Prepackaged Nuts, Red Label
Prepackaged Nuts, Jumbo Queen
Prepackaged Nuts, Red Label
Prepackaged Nuts, Jumbo Queen
Prepackaged Nuts, Red Label
Prepackaged Nuts, Jumbo Queen
Prepackaged Nuts, Red Label

MACHINES

Established in 1938
1030 N. Wood St., Chicago 10, Illinois

For information write, wire or phone
CONRAD EAGLE, President

Carnival, Carnival, Carnival
You Never Get Enough

CHARM THE KIDS
with.

Northwestern's
SUPER 60
CAPSULE
VENDOR

Charms attract kids - and kids mean profits! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you an attractive unit that's in with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-K-O. No stepping or crowding of merchandise! Starting moving to profit with the Model 60 Capsule Vendor. Wire, write or phone for complete details.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN GUM

GET YOUR SHARE WITH Northwestern

GUM VENDOR PACKAGE

This amazing vendor kit, a sure hit for big gum profits, a retailing merchandiser that gives you the biggest bang for your buck! Write or phone today for details.

Stamp Fields, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINES, INC.

NORTHERN SALES AND SERVICE CO.

MOE MANDELL

446 W. 34th St., New York 18, N. Y.

Phone 4-6461
Blended and dried plants are one of the most abundant of nature's resources. They collect and store the sun's energy. The world is beginning to tap into this energy and to use it in new and exciting ways. This new source of energy is called "green" energy.

One of the most promising "green" energy sources is biomass. Biomass is any organic material that is collected and processed to produce energy. This material can be plants, trees, or other materials that are found on the earth. Biomass is an important source of energy because it can be used to produce electricity, heat, and transportation fuels.

Biomass can be used in a variety of ways. One of the most common ways is to use it to generate electricity. This is done by burning the biomass in a power plant. The heat from the burning biomass is used to produce steam, which is then used to drive a turbine. The turbine is connected to a generator, which produces electricity.

Another way that biomass can be used is to produce heat. This is done by burning the biomass in a boiler. The heat from the burning biomass is used to heat buildings and industrial processes.

Biomass can also be used to produce transportation fuels. This is done by converting the biomass into liquid or gaseous fuels. These fuels can be used in internal combustion engines to power vehicles.

Biomass is an important source of energy because it is renewable. This means that it can be replenished naturally over time. This is in contrast to other energy sources, such as coal and oil, which are non-renewable.

In conclusion, biomass is a promising "green" energy source. It is renewable, and it can be used to generate electricity, heat, and transportation fuels. This makes it an important part of our energy future.

By: John Doe

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New Vendors Boost Attendance

NEW YORK—The combination of increased awareness of the business potential of wedding invitations resulted in stepped up attendance and greater efficiency at the American Greeting Vendors Association's monthly meetings. The meetings, now held at the Sheraton-Tenney Inn, feature an afternoon of swimming, dinner, and a two-hour meeting and a game card. The facilities are more centrally located than our old location, the Patti at the Hilton. The old location meant operators would have to travel to the city with their cars. Parking, of course, is difficult to find and what is available is at a premium.

A Route Is No Better Than Its Maintenance

BIRMINGHAM, Ala. (Aug. 1)—Steve Kaplan, owner of Kelly Vending Co., according to a recent survey, has the most efficient bulk vend machine maintenance shop in the world. Every man, woman, and child in Birmingham has a refrigerator in their house. Kaplan is the man who supplies the special machines that keep the cold drinks flowing. Kaplan has the stores all equipped with switches which he built himself, are out in plain view.

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 refinished machines, as shown, are racked along plain white pine shelves, on the opposite side of the workroom from his bench.
In Support of Bill

At this writing, there awaits New York Gov. Nelson Rockefeller’s signature a bill to bring up-to-date 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) that all State authorities and law enforcement officials have a good working definition of an amusement game. The former purpose is to clear the State of all gangsters, and the latter purpose is, in the words of Senate sponsor, Thomas Laverne (R., Rochester), “to clear up the lurid and ridiculous situation wherein different law enforcement officers, State police and city police within the same jurisdiction 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 good company.

Wallace Speaks at S. C. 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 at the regularly scheduled quarterly event were Music Operators of America President John Wallace and Jim McGrath, attorney-at-law and chairman of the South Carolina State Tax Commission.

Wallace spoke about the upcoming (last of October) MOA convention in Chicago and predicted the biggest and most successful convention in the organization’s history. Wallace also talked about 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 of the State’s operators, is fully proportionate and has saved millions of dollars.

Wallace concludes, however, that hard work will be needed “not only from the drive chairmen 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 Rosen, and to each of the nine district chairmen, said that “most of you have been bringing 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 territory about getting another 100 new members.’ Granger reported that many of the new members, chairman of district five, with 44 new members, and Lee Mon- tooth, district six chairman, with 26.

Along with the open letter, Wallace sent the chairmen a special letter informing them of the total MOA members is now 151, only 99 short of the 250-man quota that was announced by Jim McGrath.

MOA Drive Enters Final Phase

By PAUL ZAKARAS

CHICAGO—The Music Operators of America kicked off the final three-month portion of its membership drive with an address to four hundred operators 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.”

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A Cure for High Commissions

At Bill Cannon, successful New Jersey operator, has put it, "The prize is profits. You're in business to put volume in the bank and the number of locations you service—it's the other way around: you get volume and take on new locations all the time. But you can't win if you don't bring the profits away the prize.

CANON IV. Offer the location an alternative. If you can intelligently explain to the location you want to service, the facts that you can pay unrealistically high commissions without a minimum, you've got a real advantage. Your package that you can supply at realistic commission rates, you can avoid commission chaos. Offer the location a fair commission that meets your requirement—NO COMMISSION—but show him that your package, combined with the location's own high profit making, attractive equipment that functions faultlessly, specialized and custom attention, frequent service.

Where locals, advance commissions or bonuses are a business practice, these should be viewed together with the commission question and the payment of these incentives may call for and enable you to obtain a more realistic commission structure.

CANON V. Know the "new location neurosis." For instance, an operator who is in the habit of raising commissions in an existing location, even in response to bids by competitors, will sometimes go overboard in an attempt to obtain a new location. The bird in the bush seems to bring bad commission practices to the fore. Think of it this way: for every new operator you bring in, you have one chance to avoid the pitfalls of bad commission practices. It is a perfect opportunity to start a new and improved location with no commission questions, and you can do it at a lesser cost per location. If you open to the new operator a commission question, the bidding process may go into overdrive. In short, be sure to set a high commission that is acceptable to the location, and make sure that the location will not be put off by the competitive bidding procedures.

CANON VI. Do not neglect your "reallocation" maneuvers. Another thing that will inevitably arouse the sleeping warrior in every operator is location reallocation. Sometimes it does not even have to be a location he wanted to keep. But, to prove that no competitor can take him for a "suck touch," the operator then retaliates by taking one of his competitor's locations—or by making his location a better deal. But this kind of behavior seldom helps the operator's position. If you can make your location more attractive to the new operator, you'll be ahead in the game. Even if your location is not included in the contract, be sure to keep your location in mind. You may just find that your location is the one that the new operator wants to have. Sometimes you may even have to include your location as a part of your contract. The new operator may be willing to include your location as a part of his contract in order to make your location more attractive to the new operator.

S. John Inrouta holds a degree in law and a Master's degree in industrial relations from Loyola University, Chicago. He is a member of the National Automatic Merchandising Association and a frequent speaker at the Chicago Coin Operators Federation and U. S. Supreme Court bars. This article is available in reprint form at 15 cents per copy (in cases of 100 or more at 10 cents each). Write COMMISSION CURE REPRINT, BILLBOARD MAGAZINE, 140 West Randolph Street, Chicago, Illinois 60601.

COMMISSION ABUSES

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

I. Dishonesty in the form of Substituting 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 "soft touches" to attract customers, hoping that you can lower the rate later.

VI. Using high commissions because you hope to make it up in high profits on another machine.

VII. Using high commissions because you have the commission right in a location and you want to show competition that you're no "soft touch."
INTERNATIONAL news reports

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

ULAN BATOR, Mongolia—Years and yaks seem to be rapidly fading into the distance with Ulan Bator's Mobs and Rockers. So says elfie New York Times Harrison E. Salisbury in a report on the rise of the jubeke's popularity with the youth of Mongolia.

Salisbury cites the drawing power of the two Rowe AMI phonographs located in Ulan Bator, crowded capital of the country. "There are no Russian, no Chinese, no Mongolian nurses," he writes. One will find hot items such as Petula Clark's "Downtown," "Michelles" by the Beatles and the Rolling Stones' "As Tears Go By," just as in Western markets are the perennial favorites—Glen Miller, Elvis (no last name is listed on the title strip), Frank Sinatra and Dean Martin.

"Downtown" is the hit of Ulan Bator's younger set, Salisbury reports. The two jubekeos are located in the capital's hotel, one on the main floor in the dining room and the other in the "elbow" V.I.P. dining room where diplomats, special guests and young Mongolians hold intimate dinners.

Ulan Bator is becoming 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 yurt is a traditional type of conical felt tent.)

Can Pool Hurt Jukebox Play? NASHVILLE—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, N.Y. The firm is headed by Al Devore, a vice-president of Music Enterprise Inc. of New York.

OSAKA, Japan—Sega Ente-
prises, largest coin machine op-
erator in the Orient and distributor of Rock-Ola equip-
ment, recently conducted a series of Rock-Ola service seminars which commenced here and was concluded in Kobe, Kyoto, Tokyo, Yokohama, Saitama, Chiba, Gunma, Tochigi, Ibaragi and Shizuoka.

This included the Kansai Dis-

tict of southern Japan and the Kanto District, or north Japan. The spreading market of Japan, incorporates 33 local dis-

ticts, representing more than 600 people servicing 2,400 pieces.

The firm's home offices are in Tokyo. (Continued on page 62)

Service Schools Go International

IN JAPAN the coin machine technicians attend service schools decked out in such fine suits, 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 there.

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 know the men were going to come in and make money after the game, but his license was suspended for two weeks.

COMING EVENTS


Sept. 1-4—United States Exhibit of Automatic Merchandising, Zagreb.


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

Oct. 29-Nov. 1—National Amusements and Vending Association convention and exhibition, McCormick Place, Chicago, Ill.

Nov. 12-15—International Congress and Exhibition of Coin- Slot Machines for Industry and Trade (INCOMAT); Kemthorn, Australia.


Feb. 20—Catering Trade & Coin Machine Exhibition, March 13-14—Catering Trade & Coin Machine Exhibition; Exhibit, 10:00 A.M. to 6:00 P.M.

Watch Your Profits Soar!

COMING EVENTS

August 6, 1966, BILLBOARD

Ray Ellis, that conducting for-

eign trade is no more difficult and involves no more red tape than does the pursuit of domest-

ic business. Olson and Ellis feel so strongly about the opportunities that the present day is a key time for American businesses to start exporting. (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 and Les Montooth of Phoenix, Ariz., have been added to the roster of district drive chairmen.

Snodgrass replaces Peter Geritz of Denver as District 8 chairman; 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.

The drive, in progress since Jan. 1, has netted 130 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.

Canteen in Acquisitive Mood

NEW YORK—"Canteen Corp. is in a position to consider acquisitions," declared company president Patrick L. O'Malley here last week.

"After a period of consolidation," O'Malley told security analysts, "we're looking very closely at two or three prospects, and I think it 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 300 vending machines operated by legally blind persons on the job.

Robert Taylor, Severna 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 and 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 18.6 per cent during the fiscal year ended June 30.

True, a high-filtration cigarette from P. Lorillard will soon be available nationally. U. S. Tobacco reports increases in profits for both the first quarter and half.

New Cinejukebox to Debut

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 stereoscopic wheel providing for nine color side 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. While many are clamoring for the new machine, Rosen said that the need 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."

VENDING NEWS DIGEST

EMPLOYEES' LOUNGE at swank Ramada Inn near O'Hare Airport, Chicago, now sports this Rock-Ola 3304, type 410 can cold drink vender for the employees. A unit of J&L Merchandising, Park Ridge, III., demonstrates the new unit for one of the employees.
Will Rocky Sign Bill?

Continued from page 57

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 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 only way for establishing his competence and skill."

Thing of Value

The bill's definition of a coin-operated amusement machine is as follows: "That coin-operated game which is designed solely for amusement and which may conceivably be mistaken or 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.

Thus, the third form of the measure, was passed by the Senate June 27 and the Assembly June 29. This bill carries some stronger 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 per cent 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 dull 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 State Association of Chiefs of Police. This group is 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 Middlesex Record, and even the New York Daily News.

The irresolution of the measure to New York City, of course, is not going to come down a cent 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 Ciorba: "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 am desperately want to make it safe, legal and worthy of pride for them in the event something should happen to me. I personally have taken many

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 jukbox 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 emotion-ally 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 Mem-phis and Shelby County, and has taken a definite stand on the issue of distribution of tax reve- nue in Tennessee.

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

Canale's candidacy has captured the interest of the coin machine industry. Says George W. Samson, Sammon-Penning-ton Co. "We all feel that it would be an asset to our indus-try to have someone interested in us to represent us in our Leg-islature."

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 Photochrome-Disco-thque Film Catalog lists the names and selections of the art-ists and carries a short synopsis of each film, making it a real programming tool for the opera-

Rosen said that copies of catalogs are still available without charge for the asking. How-
erver, to make certain that the catalog goes only to those in the industry, the request must be made on company stationary.
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 amuse-

ment 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 member-

ship."

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

MOA convention which is being held in Chicago on the last week of November.

Direct chairmen and their tots of new members to date are: Tom Greco, district one, 4 members; William B. Cannon, district two, 17 members; Wil-

liam Anderson, district three, 22 members; C. C. Bishop, district four, 10 members; Nims, Mont-

tooth; Ted Nichols, district seven, 17 members; J. Harry Srodag, district eight, 9 mem-

bers; Henry Myers, district nine, 2 members. Srodag (who has a quota of 15) and Nims (a quota of 10) are only six members short of fulfilling their annual

goals.

Another LP Release by

Seeburg

* Continued from page 55

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

Aug. 15 — Wayne King, "Dance Date,"


Loney Dee, "My Favorite Things," Decca (No. 1024).

Hank Crawford, "After Hours," Atlantic (No. 1025).

Aug. 30 — Sammy Kaye & Ork, "Shall We Dance?" Decca (No. 1026).


Red Tape Snarls Export

* Continued from page 59

... Continued from previous page

the cover story

they have written a book, "Ex-

press or Die," about the subject.

"Step by Step"

They suggest that a small manufacturer or an independent exporter use a simple procedure, step by step, beginning at home, which is

... Continued from previous page

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the growing independence of the domestic market has the originality and imagination to develop 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 com-

petition among American ex-

porters? How can you get your

machines to the German market? How do you cut through red tape and paper work?"

The answers, according to the authors, are:

"Americans who think that in-

ternational marketing is beyond their present capabilities should be convinced that in some ways it is easier to do a new

market overseas than in the United States." Their reasoning:

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

It's Maintenance

* Continued from page 56

... Continued from previous page

where at a glance he can deter-

mine the inventory on hand.

Unwilling to suffer the long

periods during which orders which

are sometimes in attempts to ob-

tain a part, Karl Frank says that he
does make his own parts, even

complex threaded parts. He uses

multiple-purpose parts from stocks of copper, brass, steel, rod iron, and threaded rod. His "re-

mode" parts have often saved

the generation of the 1960's, Germany or any ally, not as an enemy. So why insult the Ger-

man nation by making their military exports into a toy? Because Germany is our ally, we

are not playing the part of a plump-

thing of their Iron Cross for the same reason we should not make trinkets and toys out of the Victoria Cross of Great Britain, the Croix de Guerre of France, or the Medal of Honor of our own country; it is bad taste.

Teen Market Untapped, Says

Bob Guggenheim

* Continued from page 56

the current protest movements, Guggenheim has slogans such as "Stop Boot Rat Finks" imprinted on the capsule machines.

He discounts any possibility of difficulty in reorienting teens' tastes to the capsule.

"The American public is so ac-

climated to the use of coin-

machines that the rediscovery should be minimal. It certainly is not as serious a problem as it was 50 years ago.

"Many bulk vendors are aim-

ing at the capsule market... and

something like the 25-cent item," Guggenheim continued. "What they should be doing instead, is broadening their market with existing devices. The differ-

ent priced items mean a further way of classifying which machines are needed. The oper-

ator's money is being tied up in inventory. By selling some of his machines to a different market, he can collect his profits." The idea is similar to jukebox programming.

Guggenheim says that bulk vendors have never been able to promote their products through advertising to the public. "The only thing we can do is have the owners put the machines in prominent locations and use bright colors on the front display pieces."

Wallace Speaks

* Continued from page 60

The weekend affair kicked off with a Sunday afternoon gathering at the Folly Beach Lounge and, for one of the operators, it was a Sunday afternoon boat tour of the Charleston harbor.

the day from a collection stand-

point, during the 12 years he has been operating the bulk routes.

The capsule machines are a

different breed, he says, with tools, and feels that this is actu-

ally a form of salesmanship, in-

asmuch as it is trouble-free, smoothly functioning machines which make the expression of tastes and wants of the public.
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.
BILLBOARD SPOTLIGHT PICK
For a complete review of this album, please refer to the review in Billboard's Record Review Panel, in which our panel of experts has provided a detailed analysis of the music and production quality. Billboard's panels are comprised of a diverse group of music critics and industry professionals, ensuring a comprehensive and unbiased assessment of each release.

ALBUM REVIEW POLICY
Every album sent to Billboard for review is evaluated by our panel of experts, and its potential is noted within its category of music. All reviews are presented for Spotlight Picks and Special Picks. All other albums are listed in their respective categories.

LOW PRICE CLASSICAL SPOTLIGHT
Haydn: The Creation
Various Artists, Bellador HS 25028-2 (S), H 25029-2 (A)
[Review text]

LOW PRICE SPOTLIGHT
Wilson, Nancy (M), Capitol 2559 (M), ST 2559 (S)
[Review text]

LOW PRICE SPOTLIGHT
Bill Anderson (S), Decca DL 47771 (S), DL 47771 (M)
[Review text]

LOW PRICE SPOTLIGHT
Bill Anderson (M), Capitol DL 36347 (M), DL 36347 (S)
[Review text]

LOW PRICE SPOTLIGHT
Nancy Wilson (M), Capitol T 2555 (M), ST 2555 (S)
[Review text]

LOW PRICE SPOTLIGHT
Bill Anderson (S), Decca DL 47771 (S), DL 47771 (M)
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