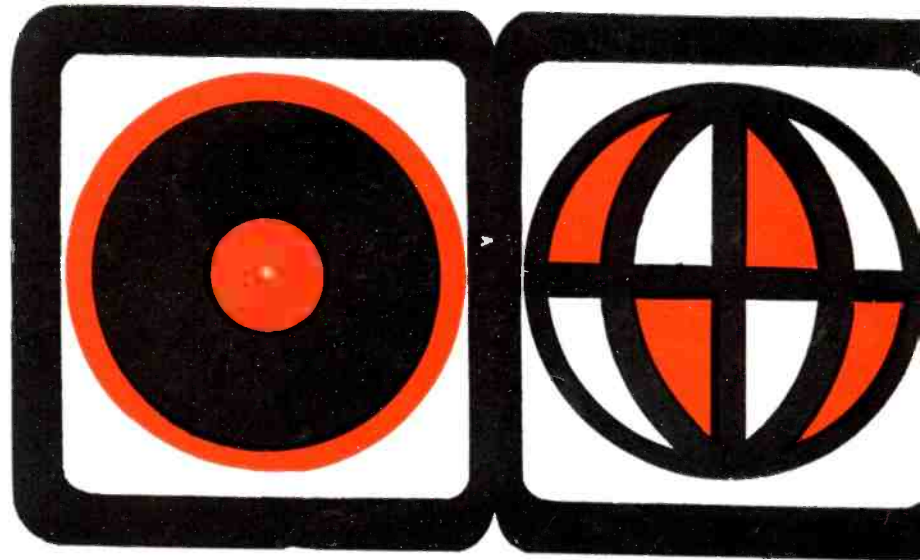


record world

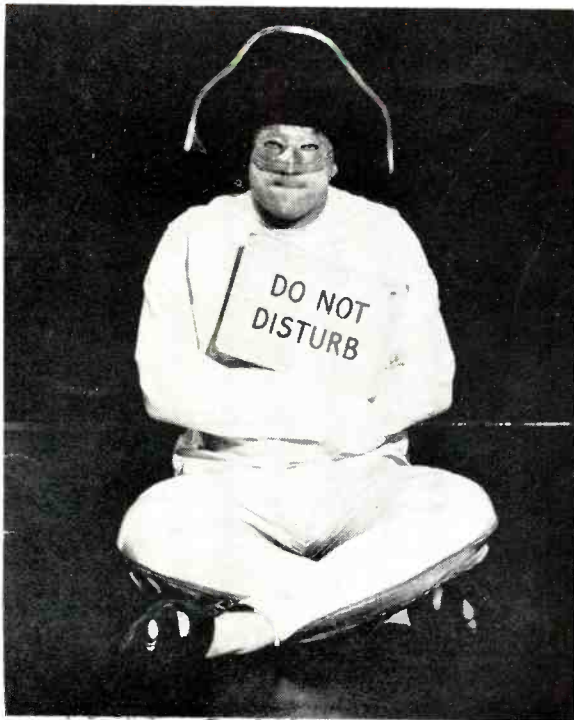
Dedicated To
Serving The
Needs Of The
Music & Record
Industry



Vol. 21, No. 999

July 30, 1966

WHO IN THE WORLD



Napoleon XIV Has Really 'Blown His Mind' Over The Phenomenally Fast Success of His Warners Novelty, 'They're Coming To Take Me Away, Ha-Haaa!' Single Has Sold More Than A Half Million Since Release Two Weeks Ago.

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

SINGLE PICKS OF THE WEEK

Simon and Garfunkel reiterate their money-making theme—the lack of communication. The pretty tune with vivid lyrics of aloneness will catch (Columbia 4-43728).

Multi-talent Neil Diamond should click again and stronger with his groovy "Cherry, Cherry." Nifty piano and guitar backing will get teeny boppers dancing (Bang 528).

With "Morning Means Tomorrow" Jimmie Rodgers has another lovely song about what happens when a love affair is over. Deck should do extremely well for him (Dot 16916).

SLEEPERS OF THE WEEK

"Bread" is a song in a boogaloo beat about the basic needs of all people. Norma, who co-wrote the ditty, has quite an effective slice to offer to buyers (New Voice 815).

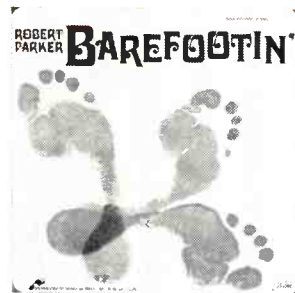
Unhappy-clown theme is packed into these grooves. Gene Summers is smooth and appealing as he warbles, "The Clown." One to watch very closely (Charay 47).

Jingly, jangly rock and roll tune, "Bonnie's Part of Town," is about a girl who lives on the wrong side of the tracks. Randy and the Rainbows shake it up gustily (Mike 4008).

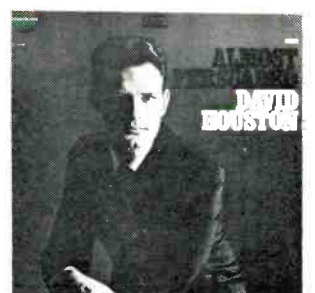
ALBUMS OF THE WEEK



Crispian St. Peters proved to be a pied piper to teen coin with his "Pied Piper" single and the same crowds will be lining up for his likewise titled new album (Jamie JLP 3027; JLP 3027).

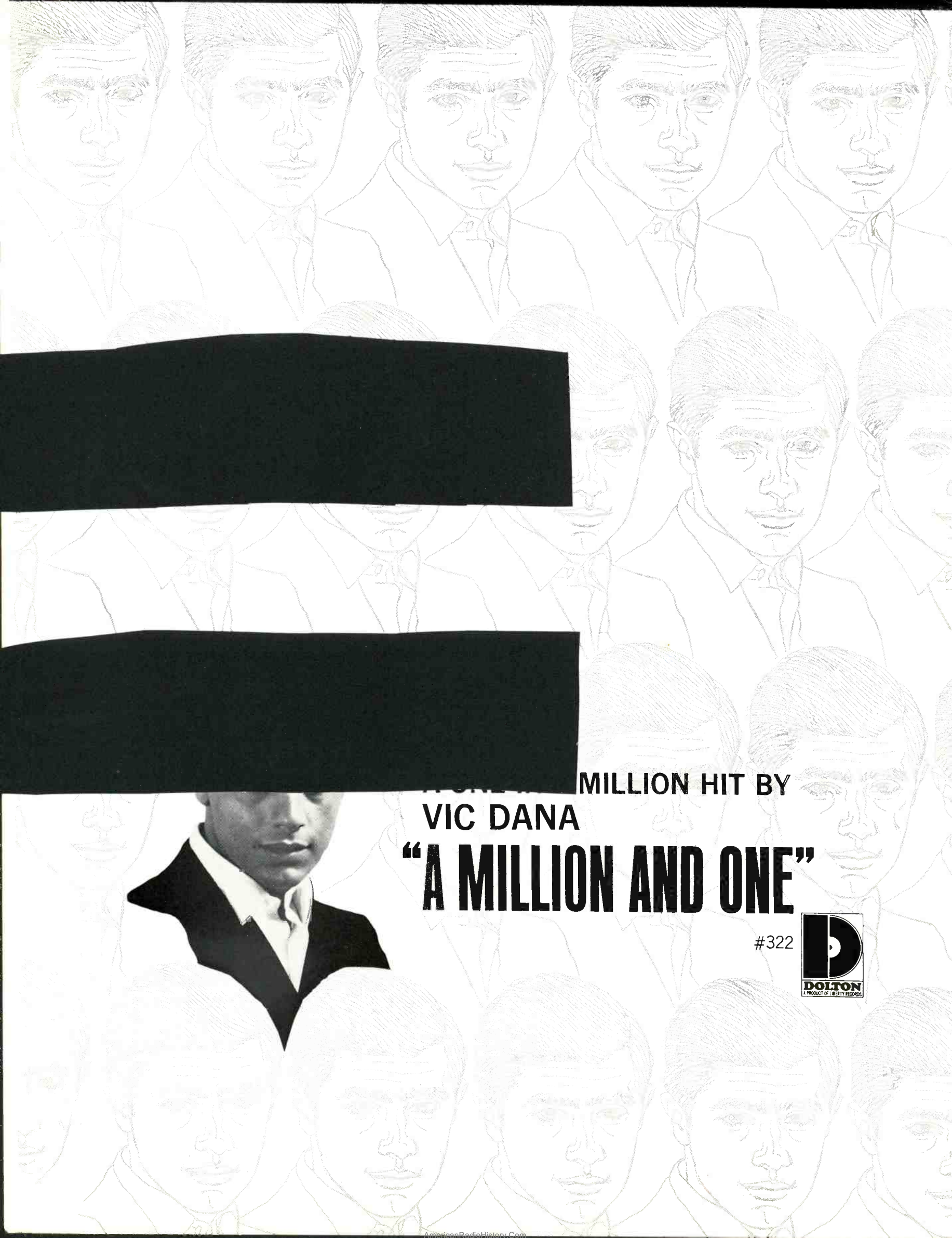


Robert Parker issued a good dance suggestion a while ago on his "Barefootin'" single, and teens liked it so much that there's now a "Barefootin'" album on the market. Lots of other danceable tunes make this a strong commercial offering (Nola 1001).



David Houston is jumping up the singles charts with his "Almost Persuaded" single and album buyers will be fully persuaded when they see this collection of pop-country tunes (Epic LN 24213; BN 26213).

we repeat...



MILLION HIT BY
VIC DANA
"A MILLION AND ONE"

#322



WB - Reprise Hold 4 Distributor Meets

BEVERLY HILLS — Warner Bros.-Reprise Records held the first of four scheduled regional sales meetings at the Beverly Hilton Hotel on Friday, July 15, attended by distributor personnel from the 11 Western states.

New fall product was presented to the meeting in a three-hour audio-visual presentation, produced by Stan Cornyn. Excerpts from the new albums were played and accompanied by pictures and commentary by the various artists involved. After a luncheon at the hotel, distributors met with the different department heads to place their orders for the new fall product, presented under the theme "More Hits More Often."

Other meetings took place in Chicago, July 18; Atlanta, July 20; and New York, July 22.

The fall line-up from Warner Bros. Records consists of 10 new albums. Coming off a smash single of the same name is Petula Clark with "I Couldn't

Live Without Your Love." "The Peter, Paul and Mary Album" finds the trio with instruments other than their own for the first time, while "Beau Brummels '66" spotlights the American group with a collection of chart items.

"Two Yanks in England" has Don and Phil Everly doing songs easily identified with the center of music today. "The Further Adventures of the Mexicali Singers" by same, is a follow-up to the group's first LP for Warners.

Ralph Carmichael arranged and conducted "The New Sounds of the Fabulous King Sisters." New from Brazil, Marcos Valle does all original material for "Braziliance." Jimmy Durante sings "One of Those Songs" and nine others as only Jimmy can do them. "Allan Sherman—Live" is a group of entirely new topical parodies, done by their inventor.

James Last's "American Pa-

(Continued on page 16)

At Epic's Vegas Convention:

Mutual Growth, Expansion Theme of VP Levy's Speech

Leonard S. Levy, Epic Records' Vice President, officially opened the label's 1966 National Sales Convention at the General Session held on Monday morning, July 18, in Las Vegas.

During his address to the distributors, Levy stated: "The new product, new ideas, new merchandising techniques to be presented at this Convention will offer unquestionable proof of our tremendous growth and expansion. However," Levy continued, "no matter what we attempt to do as a manufacturer, whatever new heights we seek to achieve by the acquisition of artists, the creation of new marketing policies and the development of new product lines, you and only you will determine the success of our efforts."

"As the recording industry develops and as more statistics become available, I never cease to be amazed by the yet untapped growth potential of our business. Each time new

findings are reported, our management team tries to translate their meanings in terms of their direct application to Epic and Okeh. Taking that application one step further, we try to foresee what the progress will mean where you are concerned, how your position and your growth will be affected by the ever-expanding, ever-changing, more diversified market.

"After four or five years of controversy and upheaval due to a change in the basic principles of retail marketing which has affected all consumer goods, the wholesale record distributors—as we now know and recognize you — have emerged as the truly strong link in the chain of sales between ourselves as a manufacturer and the eventual consumer. You are, in fact, the true marketing arms of Epic and Okeh Records.

(Continued on page 33)



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SUBSCRIPTIONS: One year (52 issues) U. S. and Canada—\$12; Air Mail—\$30; Foreign—Air Mail \$40. Second class postage paid at New York, New York. **DEADLINE:** Plates and copy must be in New York by 12 noon Friday.

Published Weekly by
INTRO PUBLISHING CO., INC.

RECORD WORLD—July 30, 1966

Columbia Meet Label's Largest; Davis Cites Challenges

Clive J. Davis, Vice President and General Manager, CBS Records Division, in a speech to the opening session of Columbia Records' 1966 National Sales Convention in Las Vegas Thursday, described the meet (the largest in the company's history) as a forum for the exchange of fresh ideas.

"I am eager," he said, speak-

ing for Columbia Records, "to meet the many challenges that await us in the future."

Davis then described the company's vast growth, in its varied operations.

Said Davis: "Much has happened during the year since our last convention. I certainly never expected, when relaxing on an off day in the Florida sun last July thinking of ways to keep Columbia out of legal trouble, that I would be spending this year thinking of schemes which could probably lead to that very same trouble. However, as you are all aware, things move rapidly in our industry. Before I knew it Messrs. Robinson and Patman were far less familiar names to me than Simon and Garfunkel and the initials FTC seemed much more logical to mean 'Follow the Cyrkle' than anything else. But as many of you—especially those with whom I have worked so closely for the last six years—know, I love this business, I am proud and excited to be a part of it. I am eager to meet the many challenges that await us in the future."

"And what challenges there will be. Our industry is a complex one. Growth is dependent so frequently on artistic changes, marketing changes, technological changes, international relationship changes and so on.

"Look around us here today and we see a product of those changes. The vast sales, distribution, advertising and merchandising organization so vitally necessary to get our product through the rack jobber, one stop and dealer to the consumer; the ever growing manufacturing operation whose skills have been enormously refined over the years and whose ability to plan for the unforeseen has enabled us to increase our production requirements from 66 million records as recently as 1960 to 121 million records in 1964, 150 million records in 1965 and close to 200 million records are now estimated for 1966. The ever resourceful research and development group which cannot stop to rest on its past accomplishments, of which there are many,

(Continued on page 33)

Heading For Lib's Chi Convention



Macey Lipman, Liberty Records' District Manager, is shown with Blue Note's A&R chief Al Lion as the lucky airline ticket holders headed for the Liberty Convention at the Sheraton Chicago Hotel, July 20-23.

VP Gallagher On Columbia's Theme: Total Participation

"Total Participation" was proclaimed the theme of Columbia Records' National Sales Convention by William P. Gallagher, VP, Columbia label, in his opening address to the Convention on July 21.

Reviewing the past year, Gallagher stated: "The Columbia catalog maintained its position as the finest in the industry. We successfully established a commanding position in the burgeoning teen market! . . . Success doesn't come easy. It requires hard work; it demands teamwork; and once you've achieved the pinnacle, you must work twice as hard to stay there."

Gallagher continued: "Each year as we open our National Convention, we commend you and pay tribute to your success. I think it's high time we paid tribute to the fine support organizations that make your continued success possible."

Gallagher introduced and commended members of the various departments within Columbia. He pointed out to the salesmen that "if any of these people along the line failed in his responsibilities, there might possibly be no contracts, no recording sessions, no records to ship, no jackets to put them in, no programs, no policies. In other words, no sales!

"It will be comforting for you to know," Gallagher continued, "that as the best-equipped, best-directed sales organization in the industry, you have 6,800 Columbia employees supporting your efforts and activities. If we divide the number of Columbia salesmen by the total number of Columbia employees, we quickly determine that each Columbia salesman in this room—each and every one of you—is backed by approximately 70 Columbia support people. What more dramatic way of explaining why you're the finest organization in the industry? These people do their jobs, and they do them well—they're dedicated to a policy of 'Total Participation.'"

"Gentlemen, thanks to this imposing group of support people, you've had a great year. I know I can speak for all of them as I pledge their continued support in the months ahead."

"Total" Salesmen

Further stressing the importance and the magnitude of the "Total Participation" concept,

Gallagher cited those salesmen who, during the past year, were instrumental in successfully launching the careers of then unknown Columbia artists. He stated: "Joe Mansfield, a member of the Dallas branch organization, heard an exciting new group on a small label. The group was The Pozo-Seco Singers, and instead of lamenting the fact that they weren't ours, he set the wheels in motion that resulted in our signing this fine group. The Pozo-Seco Singers will emerge this year as one of the top-selling folk groups in our industry — thanks to the 'Total Participation' of Joe Mansfield and the Dallas organization.

"'Wednesday Morning, 3 A.M.' was just another album we released last year until Bud Walker, a salesman in Cocoa Beach, Fla., did something about it. He ignited the enthusiasm of every last man on the Miami sales and promotion staff. His 'Total Participation' resulted in three Top-10 Simon and Garfunkel records this year—and the successful addition of a top-selling album group to the Columbia catalog.

"Dick Ware, our man in Kansas City, is another 'Total Participant.' He took an unknown group singing a song about fancy wallpaper and stayed with it until some Doubting Thomases finally became believers. The result — a hit song, 'Flowers on the Wall,' and, most importantly, a hit group, the Statler Brothers.

"This kind of initiative is not exclusive with Columbia. Jim Riggins, our Florida promotion man, gave our new Date label its first chart record, 'Stop! Get a Ticket' by the Clefs of Lavender Hill.

"There are many more examples of 'Total Participation' that I could illustrate here. Unfortunately, the time allotted to me precludes this, but those of you who displayed the initiative and tenacity that resulted in success stories know well who you are."

Stronger Teen Position

After examining Columbia's current position of strength in the burgeoning teen market, Gallagher declared: "With your 'Total Participation,' we plan to strengthen our position still further. Just how burgeoning is the burgeoning teen market? And why will this be a primary

target for our concentration this year? Here's why:

"The New York Youth Research Institute stated:

There are 25 million youths in the United States between the ages of 13 and 19, and these teen-agers have 18 billion dollars a year in allowances and earnings to spend as they see fit!

"And, according to Scholastic Magazine:

17% of these teen-agers own television sets.

42% own phonographs.

68% own cameras.

By 1970, teen-agers will number 30 million, and—would you believe it?—their yearly disposal income will be in excess of 30 billion dollars.

"And remember, it's not just today's market we're after; it's the long haul we must set our sights on. Today's teen star will be tomorrow's Andy Williams, Robert Goulet or Barbra Streisand."

Gallagher continued: "In the months ahead, only you can assure the continued success of these artists plus the full-line merchandising concentration for the complete Columbia catalog." Gallagher proclaimed the primary assignment and challenge for each salesman to be the development of new artists in all categories.

Gallagher concluded: "Gentlemen, imagine, if you will, that the Columbia support people we spoke of before are all pouring their maximum efforts, their expertise into a funnel, the most effective directional device known to man—and I can assure you that they will be. Who's at the bottom of this funnel? You are! You're the recipients of a success formula that combines all the talents of the people we introduced earlier today. You can put this success formula to work."

Nicastro Is Seeburg Prez

CHICAGO—Louis J. Nicastro has been elected president and chief administrative officer of the Seeburg Corporation. Post had been vacant for several months following the resignation of J. Cameron Gordon because of ill health.

Nicastro, 37, joined Seeburg in May, 1965, as a Vice President and became Executive Vice President in August. In December he became a member of the board of directors.

Ling Exits Mills Music

Mills Music, Inc., announced that Warren Ling is no longer associated with Mills Music.

Cap, Pickwick 10 - Year Deal

NEW YORK—The entire non-current catalogue of Capitol-label popular recordings will become available for economy-price release by Pickwick International, Inc., as a result of a 10-year agreement announced today by Alan W. Livingston, President, Capitol Records, Inc., and Cy Leslie, President, Pickwick International, Inc.

Under the agreement, which becomes effective immediately, Pickwick will have access to recordings by pop artists Nat King Cole, Dean Martin, Peggy Lee, Al Martino, Judy Garland, Tennessee Ernie Ford, The Louvin Brothers, Ray Anthony, Jody Miller and many other top-name personalities. The agreement also gives Pickwick access to Capitol's important classical catalogue, including artists like Leonard Pennario, Nathan Milstein, William Steinberg, Carmen Dragon, The Roger Wagner Chorale, The Hollywood Bowl Symphony and others.

The Capitol recordings will be issued on the Pickwick/33 and Hilltop labels, and album jackets will bear the legend, "By arrangement with Capitol Records."

Jackie Mills Fox A & R Dir.

Jackie Mills was recently appointed A&R Director for 20th Century Fox Records by Executive VP of the parent film company, Seymour Poe. Mills will headquarter at the Fox studio in Beverly Hills where he will be auditioning new talent for the label and acquiring material for new artists as well as for artists currently under contract to the label.

The appointment of Mills coincides with 20th Century Fox Records' recent distribution agreement with ABC Records.

(Continued on page 16)



and then...

along comes

THE ASSOCIATION
singing... along comes mary
& eleven wild new songs
a great valiant effort with
a fantastic new sound

VALIANT RECORDS
MONO 5002 • STEREO 25002

PRODUCED BY C. BOETTCHER FOR OUR PRODUCTIONS

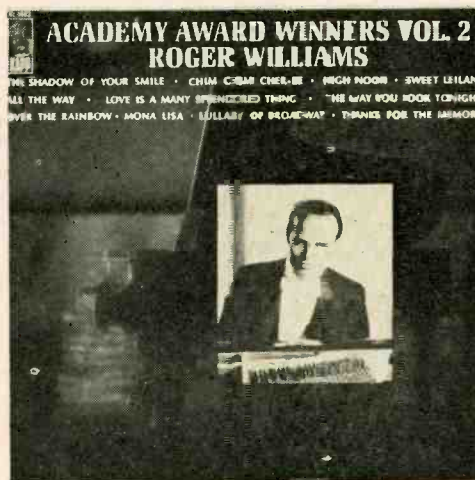
VALIANT RECORDS • 6290 SUNSET BLVD. • HOLLYWOOD 28, CALIFORNIA

Clear the racks, Irving. Here come 15 hot new



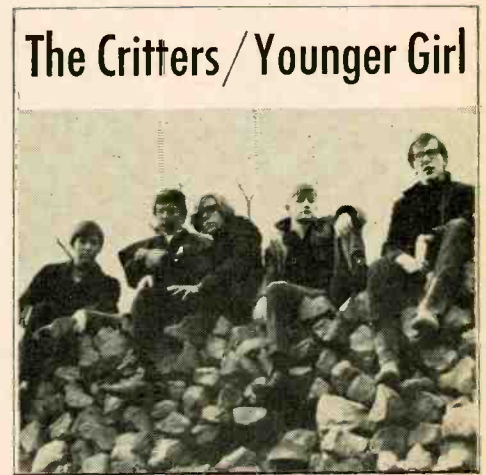
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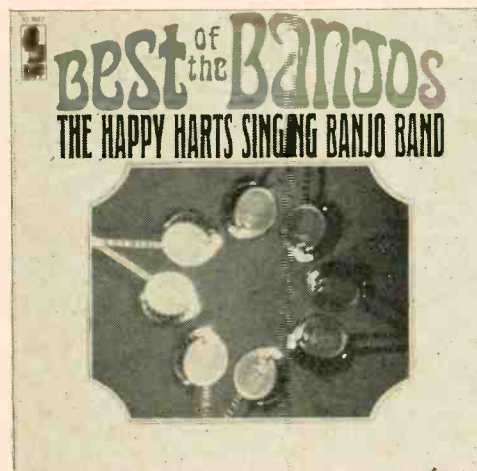
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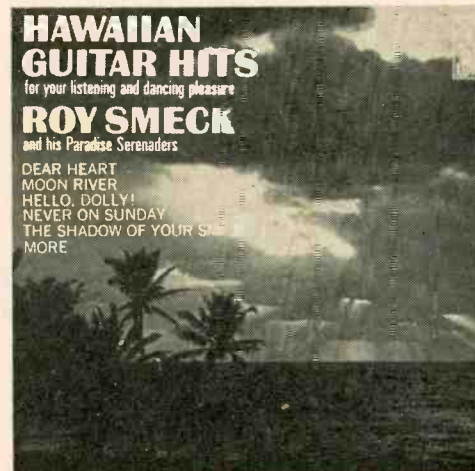
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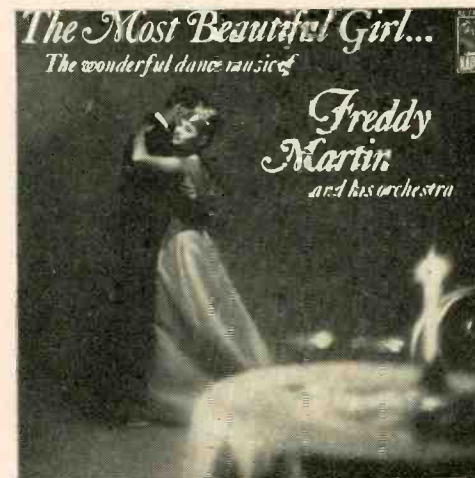
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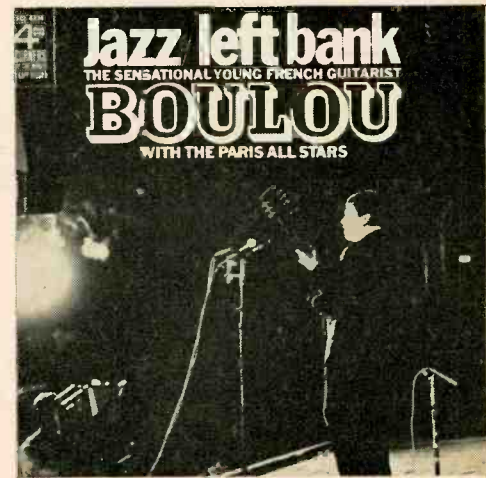
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FCL-4234

FCS-4234

albums from Kapp.



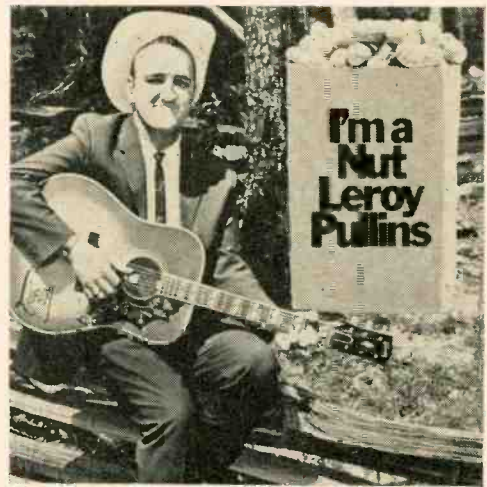
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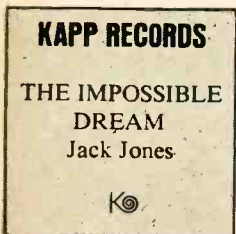
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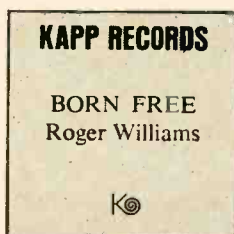
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plus six singles that are selling!



45 rpm single

K-755



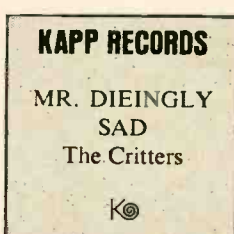
45 rpm single

K-767



45 rpm single

K-758



45 rpm single

K-769



45 rpm single

K-759

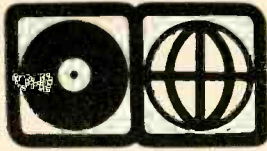


45 rpm single

K-768

The music you want when you want it is on





SINGLES REVIEWS

THREE STAR ★★★ PICKS

NON . . . C'EST RIEN (Kiki, BMI)
LE MUR (Kiki, BMI)

BARBRA STREISAND—Columbia 4-43739.
Barbra goes Gallic on this intense number—extremement francais—from her recent TVer. Flip's tops too.

★★★
RUNNIN' SCARED (Acuff-Rose, BMI)
HE'S BACK AGAIN (Eden, BMI)

PEGGY MARCH—RCA Victor 47-8903.
The Roy Orbison song from girl's point of view. Peggy wallops it out with fervor.

★★★
BATMAN TO THE RESCUE (Raleigh, BMI)
CALL ME DARLING (Anne Rachel, ASCAP)
LAVERN BAKER—Brunswick 55297.
LaVern gets after Batman to get after the criminal. Side swings out for good fun.

★★★
THE SHADOW OF YOUR SMILE (Miller, ASCAP)
ALL BLUES (Musical Frontiers, BMI)
ERIK KLOSS—Prestige 412.
Young master of the sax, Erik does it right to the Oscar-winning ditty. Funky and alive.

★★★
SHE'S THE ONE WHO LOVED YOU (Toddmark, BMI)
LOOKIN' SO FINE (Toddmark, BMI)
KEITH EVERETT—TMP-ting 121.
Easy-going ballad of love. Beat is just right for mid shuffle boogaloo.

★★★
PUT IT BACK (WHERE YOU FOUND IT) (Jack, BMI)
I CAN'T HELP IT (Fred Rose, BMI)
SUE THOMPSON—Hickory 1403.
Clever ballad in two parts about a girl who never gets what she wants. Sue wrings tears with it.

★★★
YOU'RE ALL I NEED (Anthony Renfro, BMI)
THAT GIRL (Anthony Renfro, BMI)
CARL HENDERSON—Renfro 115.
R/beat ballad for the slow dancing crowds. Carl puts heft into the delivery.

★★★
BOYS AND GIRLS TOGETHER (Cranebrook, BMI)
JOHNNY AND THE EXPRESSIONS—Josie 959.
Falsetto-charged group sings about the teeny bopping gang on this juicy, lively deck.

★★★
I HAVE SENIORITY (OVER YOUR LOVE) (Vault, BMI)
A GOOD FOOL IS HARD TO FIND (Vault, BMI)
BOBBY KIMBLE—Fat Fish 8004.
Insinuating slow beat marks this slice. Bobby is bound to hit sales with the mesmerizing song.

★★★
BABY, I'M HERE JUST TO LOVE YOU (Slide, ASCAP)
FREE AT LAST (Slide, ASCAP)
THE STAGEMASTERS—Slide 2101.
Beat rolls on out here with fellows taking merry r/b ride. Teens will want to boogaloo to it.

FOUR STAR★★★★ PICKS

DIANNE, DIANNE (Buckhorn-Al Gallico, BMI)
ALL AMERICAN GIRL (Buckhorn, BMI)
RONNY AND THE DAYTONAS—RCA Victor 8896.

Cute ditty describing what special teen gal is like. Fellows have near boogie surfing sound.

★★★★
WORDS (Screen Gems, BMI)
THE REGENTS—Penthouse 502.
The beat builds here to driving mid tempo sound. The word will be favorite among teens.

★★★★
JELLY BELLY (B. W., ASCAP)
THE SEVENTH VEIL (B. W., ASCAP)
NAI BONET—Karate 532.
Cute and rhythmic dance song introduced by belly dancer Nai Bonet with winsome singing.

★★★★
PROMISES (Chappell, ASCAP)
IT'S TIME TO SING (Manor, ASCAP)
THE RAY CHARLES SINGERS—Command 4085.
Swingly sentimental ballad crooned breezily by the silken chorale. Should get attention.

★★★★
ROLL CALL (Tune-Kel, BMI)
SURE IS NICE (Tune-Kel, BMI)
OLIVER MORGAN—Seven B 1738.
Partytime sound with chorus chanting and keen instrumentalizing. Lots of fun in grooves.

★★★★
DON'T THINK TWICE (Witmark, ASCAP)
BETTER THAN ANYTHING (Granada, BMI)
BOB DOROUGH—Focus 10035.
This could be the cut of this Dylan tune that gets song all the attention it deserves. Bob gives it oomph.

★★★★
ALL OVER BUT THE CRYING (Teete Town, BMI)
BALLAD TO A MISSING LOVER (Teete Town, BMI)
THE SAND PIPERS—Tru-Glo-Town 1001.
The beat goes beat beat beat and the girls tell a rockatale of woe that kids will find irresistible.

★★★★
ALMOST PERSUADED (Al Gallico, BMI)
I'LL GET MY LIE THE WAY I WANT IT (Blue Crest, BMI)
JERRY NAYLOR—Tower 264.
Version of the country hit aimed at the pop market. Story of guy meeting temptation in form of another girl.

★★★★
ALL'S FAIR IN LOVE AND WAR (Metric, BMI)
MIDNIGHT LACE (Daywin, BMI)
THE CASCADES—Arwin 134.
Sweetly blended voices and Spanish guitar make for lulling listening on this easy beat rockaballad.

★★★★
LINES AND SQUARES (Mirby-Exbrook, BMI)
MAKIN' DEALS (Mirby-Exbrook, BMI)
THE SATANS—Manhattan 801.
Contemporary beat beat side with British song. "Squares" is pretty hip and ripe for teen enjoyment.

TURN DOWN DAY (Northern, ASCAP)
BIG, LITTLE WOMAN (Nemperor, BMI)
THE CYRKLE—Columbia 4-43729.
Bouncy as "Red Rubber Ball" and just as appealing a tune. About guy having a bad day.

★★★★
WHY CAN'T I? (Trippington, BMI)
PUCCI GIRL (Trippington, BMI)
THE NEW ORDER—Warner Bros. 5836.
Irresistible nitty gritty rock love ballad by these young music-making experts. To the top with it.

★★★★
GO AHEAD AND CRY (Righteous Brothers, BMI)
THINGS DIDN'T GO YOUR WAY (Righteous Brothers, BMI)
THE RIGHTEOUS BROTHERS—Verve 10430.
Original sound with big choir supporting the Brothers on big sound deck. Can't miss.

★★★★
CHAPEL IN THE FIELDS (4 Star, BMI)
JUST ONE GIRL (4 Star, BMI)
THE KNICKERBOCKERS—Challenge 59335.
Ballad of reminiscence rises and falls prettily as these guys go for their next hit. Meaningful lyric.

★★★★
DON'T KEEP ME LONELY TOO LONG (Glad, BMI)
YOU TOOK MY HAPPY AWAY (Pamper, BMI)
TIMI YURO—Mercury 72601.
Melba Montgomery penned this country ballad. Timi pours heart and soul into. Deserves to click.

★★★★
ASHES TO ASHES (Screen Gems-Columbia, BMI)
YOU DON'T KNOW ABOUT LOVE (Kenstreet, BMI)
THE MINDBENDERS—Fontana 1555.
Trio has groovy kind of follow-up to their chart topper. This one has bounce and strong love-lost lyric.

★★★★
LOOK IN THE HEAVENS—IT'S A FALLING STAR (Painted Desert, BMI)
I WISH YOU WERE A GIRL (Painted Desert, BMI)
CATHY CARROLL—Dot 16908.
Girl is singing to her ex who has just been thrown over himself. Teens will love the nifty beat slice.

★★★★
CHICHARRONES (Glamorous, ASCAP)
EL REY (Glamorous, ASCAP)
RAY RIVERA—Cotique 101.
Spicy little Latin American musical offering should sell like chicharrones. Bright and beat-iful.

★★★★
IT TAKES A LITTLE LOVELIGHT (Captain Marvel, BMI)
I'M GONNA LOCK YOU UP (Captain Marvel, BMI)
ALL THE MARBLES—Oliver 2004.
Peppy rock item from funnily-named new group. Happytime song will appeal to the teens immediately.

**FASTEST
BREAKING
SINGLE IN
ANYBODY'S
HISTORY!**



WARNER BROS.
RECORDS

**"THEY'RE COMING
TO TAKE ME
AWAY, HA, HAAA!"**

BY

#5831

NAPOLEON XIV

**THE 3RD CONSECUTIVE HIT FROM THIS GREAT
NEW ARTIST FROM THE CURRENT CHART ALBUM**



**CHRIS
MONTEZ
THERE
WILL
NEVER
BE
ANOTHER
YOU**

B/W

YOU CAN HURT THE ONE YOU LOVE

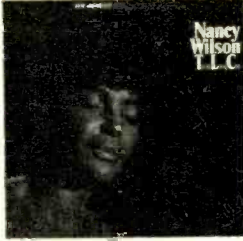
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ALBUM REVIEWS

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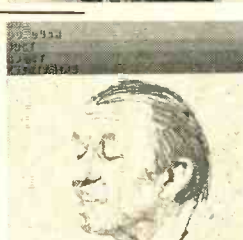

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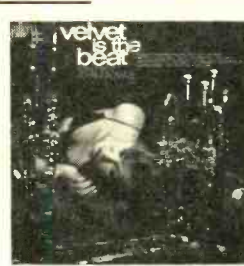


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note the songs for this lovely album of folk music with its inspiration in faith sound like an angel's chorus. Tunes include "Speak to Me, Wind," "Pilgrim Song," "Come Down, Lord" and more.


VELVET IS THE BEAT
JOHN CACAVAS—Gallery GM 3201; GS 6201.
Chappell pubbery has inaugurated this new series of disks to promulgate the Chappell catalog. Lush, romantic outings are provided some of the great songs of the last couple of decades. "Speak Low," "Do I Hear a Waltz?" and more.




MAN OH MAN
THE WOMENFOLK—RCA Victor LPM 3527; LSP 3527.
Just girls, folksters no more. The Womenfolk show that the only thing nicer than a pretty girl with a song is five pretty girls with a song. Enchanting music here. "The Maybe Song" is beguiling as is "Yesterday," etc.



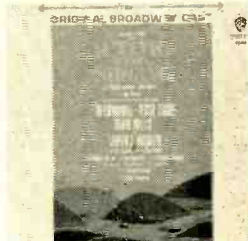
MAME
SKITCH HENDERSON—Columbia CL 2518; CS 9318.
Jerry Herman's music for "Mame" is lively and cheer-uppy if not particularly deep. And Skitch Henderson and ork bring out all the plus factors of the score on this merry disk. "If He Walked Into My Life," "Mame," "We Need a Little Christmas" and the others.



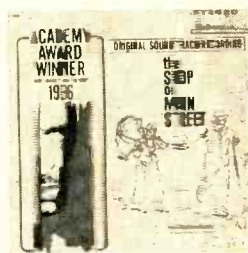
COUNTRY MUSIC SPECIAL
JOHNNY WRIGHT—Decca DL (7)4770.
One of the country music giants, Johnny does a whole clutch of recent country goodies, including "Waitin' in Your Welfare Line," "Ballad of the Green Berets," "May the Bluebird of Paradise" and "Nickels, Dimes and Quarters."




A TIME FOR SINGING
ORIGINAL CAST—Warner Bros. W(S) 1639.
The score for the recent adaptation of the beloved Richard Llewellyn novel and subsequent movie had its moments and musical comedy collectors will be overjoyed to have them. Ivor Emmanuel, Shani Wallis and Tessie O'Shea star.




SOUNDTRACK
THE SHOP ON MAIN STREET
SOUNDTRACK—Mainstream 56082; S/6082.
This is the score from the Academy Award winning best foreign movie of 1965. Film is a poignant story of a relationship between an old Jewish woman and a young man in the pre-war Czechoslovakia. Zdenek Liska, the composer, matched music to theme well.




AROUND THE WORLD UNDER THE SEA
SOUNDTRACK—Monument MLP 8050; SLP 18050.
An action-packed underwater adventure opened at theaters around the country. The music from the pic, which stars TV favorites like Lloyd Bridges, David McCallum and Brian Kelly, was written by Harry Sukman and sounds just right.



JAZZ
BASIE'S BEATLE BAG
COUNT BASIE—Verve VIV6-8659.
Whether this is Basie in a Beatles bag or the Beatles in a Basie bag is no matter. The orchestra sounds terrific on this long medley of Lennon-McCartney song. Bill Henderson sits in for "Yesterday." "Michelle," "Can't Buy Me Love," "She Loves You," etc.



UNO DOS TRES 1 2 3
WILLIE BOBO—Verve VIV6-8648.
This jazz contingent somehow gets the sound of the city into the grooves. The music is raucous, compelling, gritty, majestic, up-to-date. "Night Song," "Goin' Out of My Head," "Old Man River," "Boogaloo in Room 802." With it.



Swinging Classical Label, Crossroads, Is Set by Epic

Epic Records, in a departure from the traditional means of marketing classical product, introduced its new medium-priced Crossroads label as a "highbrow and hip" line at the Epic Records National Sales Convention held in Las Vegas. Crossroads will be promoted via imaginative graphics and advertising concepts, it was announced on July 19 by Sol Rabinowitz, Epic's Director, Merchandising, and Saul Saget, Manager, Advertising and Sales Promotion, Epic Records.

Crossroads Records will carry the low suggested list price of just \$2.49 for both mono and stereo albums. Crossroads has the exclusive American distribution rights to the entire existing catalog of the Czechoslovakian label Supraphon of Prague and to all other material to be recorded by the label in the future. All performances are being released for the first time in this country. They will not be found on any other domestic label.

The Crossroads label is intended to appeal to the "hip" 20th-century consumer, and the album covers, executed under the guidance of Art Director Sid Maurer, have accordingly been designed in a lighthearted and whimsical manner. The tongue-in-cheek humor of the illustrations used for every album cover will attract the young, new classical consumer as well as the veteran buyer,

label feels.

To Generate Curiosity . . .

National advertising has been scheduled and is designed to generate curiosity about Crossroads Records. The headline "We're full of it!" has been geared to intrigue even the most blasé individual. The ad continues: "Inside information on music, that is. And you can be full of it, too."

The "inside information" is contained in a Crossroads Digest of Musical Minutiae entitled "Poof! You're an Expert." The booklet will be available to consumers free of charge, when they mail in the coupon contained in each Crossroads ad. "Poof! You're an Expert" contains everything anyone will ever need to know about classical music, from "How to Strike a Blow for Brahms" to "The Correct Thing to Say When Caught Sleeping at a Concert."

Throughout the booklet are reproductions of Crossroads album covers, and there is also a complete listing of Crossroads repertoire.

In introducing the label, Leonard S. Levy, VP of Epic Records, said: "We believe that this campaign to introduce and promote the Crossroads Records catalog is one of the most refreshing and inventive ever undertaken by any record company."

MOA Appoints Dist. Chairmen

CHICAGO — J. Harry Snodgrass of Albuquerque, N.M., and Les Montooth of Peoria, Ill., have been appointed to district chairmanships in the MOA membership drive. Announcement came from National Chairman Jack Bess of Richmond, Va., who says he is confident that MOA will reach its quota of new members by convention time, Oct. 28, 29 and 30 at the Pick Congress Hotel.

Les Montooth, a Vice President of MOA and co-chairman of this year's convention, replaces Bill Poss who recently resigned from MOA to enter another industry. Montooth now heads up District Six which comprises Illinois, Indiana, Ohio, Michigan and Wisconsin.

Snodgrass, a Vice President and former President of MOA, takes over District Eight to help out former chairman

Peter Geritz who was unable to continue because of the press of other duties. District Eight comprises Montana, Idaho, Utah, Wyoming, Colorado, New Mexico and Arizona.

MOA President John Wallace says that he is "very pleased" to see these two veteran MOA boosters step in to help out the drive.

Fox' 'Lock Up'

Fred Fox, President of Sam Fox Publishing Company, Inc. (publishers of "Man of La Mancha") will enter into discussions in London for the purpose of presenting, on Broadway, the London success, "Lock Up Your Daughters." Score, controlled by Fox Publishing for the United States, is by Lionel Bart and Laurie Johnson.

Columbia's Supplement Campaign

William P. Gallagher, Vice President, Columbia label, announced plans for Columbia Records' fall-winter newspaper supplement merchandising program during the label's National Sales Convention in Las Vegas. The supplement is part of the greatest consumer-oriented record advertising campaign in history, label stated.

Following announcement of the 1966 supplement, Gallagher reviewed the success of the label's three previous newspaper supplements. "In 1963, we started in a modest way by placing our supplement in the leading newspapers in New York, Chicago and Los Angeles. We reached 16 million consumers. In 1964, we enlarged the program, based on our 1963 success, to include 20 markets. We reached 60 million consumers. Last year's story is fresh in your minds. The supplement went to 23 markets, and we reached 82 million consumers. We found out that one out of every two families kept our supplement for two weeks or longer; we also found out that one out of every four bought one or more albums listed in the supplement. In fact, we found that we did in excess of 3 million dollars in incremental business in those markets in which the supplement appeared."

Gallagher stated: "This year we intend not only to repeat our success, but to improve upon it significantly. Our 1966 supplement will go to 33 markets. In addition, we will use two newspapers in selected major cities to give us a consumer reach of 96 million readers. And just to make certain that every market gets its share of incremental sales, we will be running full-page advertising and a saturation radio campaign—merchandising the entire program in an additional 26 markets so that the total consumer impact of our fall-winter merchandising program will saturate the United States and reach 135 million consumers."

Gallagher indicated that other phases of Columbia Records' unique newspaper supplement merchandising program would be revealed at a later date.

L.A. 'Sunshine'

The Epic disk, "Sunshine Superman," by Donovan, is happening in Los Angeles.

Getting Smart



Here's Don Adams, hot comic via NBC's "Get Smart," one of the season's top-rated TV programs. Adams has recently cut an album for United Artists Records aptly entitled "Get Smart," slated for release this week by United Artists.

THE R & B VERSION!

**THEY'RE
COMING
TO
TAKE
ME
AWAY"**

B/W **I'M MOANIN'** #750

**ROSE
BROOKS**

*Soul
City*

DISTRIBUTED BY LIBERTY RECORDS



Plenty of Action At Epic Convention

LAS VEGAS — Epic and Okeh Records held their action-packed 1966 National Sales Convention at the Sands Hotel from July 17 through July 19. Leonard S. Levy, Vice President, Epic Records, made the official welcoming speech at the General Session on Monday morning, July 18. Levy set the pace for the three-day meet as he proclaimed "mutual growth and expansion" its theme.

Among the highlights were the presentation of the labels' new product, the announcement of the Bobby Vinton Cover Girl Contest, and the introduction of the new medium-priced classical line, Crossroads. (See separate stories.) Victor Linn, Epic's Director of Administration, presided over a Finance Seminar at which Leonard Hirsch, a management consultant, was guest speaker. A Merchandising Seminar headed by Sol Rabinowitz, Epic's Director of Merchandising, and Mort Hoffman, Epic's Director of Sales, also took place. In addition, the labels held a concluding Grand

Banquet with entertainment provided by an array of Epic and Okeh recording artists including Bobby Vinton, Bobby Hackett, Walter Jackson, the Vibrations and Ronnie David. Show was produced by Epic A&R Director Bob Morgan.

The Epic, Okeh and Crossroads product presentation was made especially attractive this year through the utilization of the Cellomatic process, which creates the illusion of animation in still photographs. Approximately 1,000 photographs were selected for the presentation from more than 10,000 taken during a period of five months. The presentation, under the guidance of Art Director Sid Maurer, was unified by shots of a typical young couple traveling via such unusual means as pogo sticks, rafts, bicycles, wagons and hansom cabs to such places as the Botanical Gardens, nightclubs, restaurants, art galleries, a Central Park lake and river piers. Each sequence contained a story line appropriate to the new album being introduced.

Col Creates Own Presentation

Again, for the sixth year in a row, Columbia Records has created its own product presentation for its National Sales Convention, according to an announcement by Stanley J. Kavan, Vice President, Merchandising.

The 1966 Convention presentation was worked on by the following Columbia team: Robert Cato, Director, Art and Design, conceived and created the visuals; Maida Schwartz, Manager, Administration, Art and Design, was the visual coordinator; Robert Hughes, Music Editor, Popular Artists and Repertoire, served as auto coordinator; Ray Moore, Recording Engineer, was the engineering technician; Don Doughty, Product Manager, Merchandising, was the continuity writer; and Jack Wiedenmann, Director, Administration, A and R, was the product coordinator.

The seven hours of visual presentations, over a period of two days, were produced entirely by Columbia's creative group. The 1966 Convention presentation is divided into three separate visual compo-

nents: a filmstrip, running for over two hours, for the August-September product; the Cellomatic process, which creates animation through the use of still photography and drawings, employed for the merchandising support speeches; and color film especially shot by Cato to introduce the new Columbia 8-track Stereo Tape Cartridges.

Supremes Film

DETROIT — The Supremes are having a movie written for them to be produced by Paul Heller. David Newman and Robert Benton, who scripted "It's a Bird It's a Plane It's Superman," are doing the screenplay.

Girls will film in New York and Europe. Motown signed Heller to produce the flick.

Holmes' Summer Hot

LOS ANGELES — Bud Dain, National Sales-Promotion manager of World Pacific Records, has set a summer promotion on a half-dozen albums which feature the artistry of Richard "Groove" Holmes. Program is underway through July 29, 1966.

Total Merchandising Aspects Explored at Col Convention

The importance of "Total Participation" in merchandising was stressed by Stanley J. Kavan, Columbia Records' VP, Merchandising, in his address on July 21 to the labels National Sales Convention in Las Vegas.

"Total Participation" Kavan declared, "means a lot of things, but it all reduces to this: At every level of this business, our involvement must be complete and total to achieve full, satisfying success. At the national level, 'Total Participation' means understanding the needs and desires of the customer and using every skill to fulfill those needs and desires. And at the local level, it means employing all available merchandising techniques and know-how to achieve complete follow-through.

"The Columbia catalog," he continued, "is not a fixed thing. To remain great, a catalog needs to be fed and groomed continually. We do this in two basic ways—through constant product and through constant attention." Kavan then introduced five of the people responsible for these activities: Bruce Lundvall, Product Manager, Popular Albums; Charles Burr, Product Manager, Shows and Special Products; Peter Munves, Product Manager, Masterworks; Alvin Goldstein, Director, Advertising and Sales Promotion; and Joe Norton, Director, Sales Promotion Material and Popular Albums Merchandising.

Merchandising techniques for popular albums were presented by Bruce Lundvall, who commented: "Our is a business seemingly preoccupied with creating new ideas and conditioning the public to accept them. For record people, the idea may be a new sound, a new song, or a new way of combining both. Every week—every day, in fact—we bring more new products, embracing more new ideas, to market them than perhaps any other business you can name. Some albums are pre-tested via singles that have attained a modicum of success. Others are pre-sold by singles that have steamed their way to the top of the charts."

Lundvall went on to discuss Columbia's "Greatest Hits" merchandising program. "A total 'Greatest Hits' merchandising concept on a grand scale," he stated, "had never been

tried before, to our knowledge. Judging from the sale of 'Greatest Hits' albums—many of which registered as much as a 300% sales increase over the same period in 1965—our idea was not only new, but revolutionary."

Specialized Selling

In discussing Show and Special Products albums, Charles Burr emphasized that "specialized records demand specialized selling." Citing two new releases, a two-record set entitled "Edward R. Murrow—A Reporter Remembers—Volume One: The War Years" and the latest addition to the CBS Legacy Collection, "The Irish Uprising, 1916-1922," Burr stated: "The concepts of these sets are very different, but both are unique, and each has a strong appeal for its own, special public." Addressing the salesmen, he continued: "It is your job to see that these people are reached locally, informed of the product, told where it can be purchased, and excited by the concepts behind these albums. During the coming year, we will be devising programs to help you sell albums like these. The point of these programs will be to encourage you to put your efforts into marketing the albums where they are wanted, where they will sell—and not where they won't!"

Peter Munves spoke of new Columbia Masterworks merchandising aids, among which is a "World's Favorite Music" pre-pack of 30 top-selling light-classical and classical albums. "We have updated the pre-pack by replacing older selections with new top-turn-over sellers," Munves announced. He also introduced a new point-of-sale kit that consists of backer cards which extend 12 inches above the albums and "grab" consumers with full-color reproductions of nine hit albums. In addition, Columbia has designed six new divider cards "which draw the consumer's attention with all-time best-selling titles—titles which have sold millions of records. As a new guidance feature, the copy on these cards now reads, for example, 'If you like "Green-sleeves," you will like . . .' Thus, each title exposes the consumer to other albums he might enjoy if he likes the 'grabber' selection. We've also developed a

(Continued on page 38)

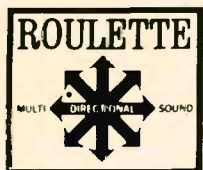


**forced
by demand
to release
"SAY I AM"**

B/W

**"LOTS OF
PRETTY GIRLS"**

**TOMMY JAMES
and the Shondells**



**ROULETTE 4695
FROM THEIR SMASH HIT LP
HANNY PANNY**

**Estamos Haciendo Algo Bien!
We Must Be Doing Something Right!**

JOE CUBA SEXTET



**70,000 SINGLES IN N.Y.
ALREADY A HIT IN LOS ANGELES, CLEVELAND
50,000 LP'S
BREAKING ACROSS THE COUNTRY**

EL PITO I'LL NEVER GO BACK TO GEORGIA
FROM THE ALBUM "ESTAMOS HACIENDO ALGO BIEN!"
WOULD YOU BELIEVE...

**WE MUST BE DOING SOMETHING RIGHT
JOE CUBA SEXTET**



Epic DeVille Run Winners

At the Grand Banquet held on Tuesday, July 19, during Epic Records' National Sales Convention in Las Vegas, Leonard S. Levy, the label's VP, announced the winners of the "DeVilleville Run" sales incentive program.

The "DeVilleville Run," launched on Jan. 1, was a "road race" in which a distributor earned points, translated into miles, based on his performance in the sale of records during the race.

In order that the size of an individual organization did not determine the winner, all distributors participated equally on the basis of a market-share index compiled through electronic data processing. The "DeVilleville Run" marked the first time computers were used in any record label's sales program.

To maintain excitement throughout the "DeVilleville Run" program, status reports in the form of maps were mailed to distributors every two weeks. These reports ended the last week of June so that the winning distributorships would be a surprise.

Prizes To . . .

The First-Prize winner is Best Records of Buffalo, N.Y. Owner Len Silver will receive a 1966 Cadillac DeVille convertible. Second Prize went to Comstock Distributing Company in Atlanta, Ga., and Don Comstock, its owner, won an all-expense-paid, week-long trip to Paris for two. Eastern Record Distributors in East Hartford, Conn., was awarded the Third Prize. Its owner, Dick Godlewski, will receive a week-long, all-expense-paid trip for two to the Caribbean.

Prizes awarded to other personnel in the top three Epic distributor organizations include 19" table-model color television sets to each promotion manager and operations manager, as well as to all salesmen. In addition, every member of the office and warehouse staffs will receive a Ronson butane pocket cigarette lighter.

Mrs. Miller's Next

The next LP from Capitol's lady in Claremont, Calif., will be called "Will Success Spoil Mrs. Miller?" First sessions yielded Mrs. Miller's own rendition of "Strangers in the Night," set for early release as a single.

Eddie Fisher Back at RCA

HOLLYWOOD — RCA Victor Records has signed Eddie Fisher to an exclusive recording contract. Announcement was made here by Joseph E. D'Imperio, Division VP, Product and Talent Development, following Fisher's opening to rave reviews at Los Angeles Coconut Grove.

D'Imperio commented: "We are proud to have Eddie back on RCA Victor. His is one of the most illustrious names in show business, and his reputation as a performer is synonymous with quality."

Goldmark Pop Talent Chief at Big 3

NEW YORK—In another move to boost his professional staff for a further push into the current music market, Arnold Maxin, Vice-President and General Manager of Big 3 Music, named Aaron "Goldie" Goldmark as the firm's Coordinator of Pop Talent.

Goldmark is a 20-year veteran of the music industry who has covered the publishing scene, record production and pop artist relations. He first made his mark in the field as a West Coast exec for Lou Levy's Duchess Music and the Leeds organization. He also headed the Sheldon-Shalimar-Sequence music combine and most recently handled the music publishing interests of the ABC network.



Joseph E. D'Imperio, Eddie Fisher

Fisher was under contract to RCA from 1950 through 1959. During that period he had many big record hits, including four which sold more than one million copies. The million sellers were "Anytime," (1951); "I'm Walking Behind You" and "Oh, My Papa," (1953) and "I Need You Now," (1954). Other big sellers included "Heart."

Mills to Fox

(Continued from page 4)

First sides produced by Mills under his new assignment are by Harry Betts. Set for early release, they are: "Who's Afraid" from "Virginia Woolf" and "Way Way Out" from the Jerry Lewis picture. Mills has also produced four sides by Hoyt Axton from the film "Smokey" including the title tune. Soundtrack albums due for release on the Fox label are music from "How to Steal a Million," "Modesty Blaise" and "The Bible." Also scheduled is an album by Billy May of the music from the new Fox TV series, "Green Hornet."

Before joining 20th Century Fox, Mills handled West Coast A & R, Sales and Promotion for Mainstream Records.

Warner-Reprise Meets

(Continued from page 3)

trol," a Mexican sound that is currently enjoying the number one status.

13 From Reprise

Reprise Records' fall release consists of 13 new albums.

Headlining is a double pocket set "Sinatra at the Sands, Live" with Count Basie. Ever present on the charts nowadays, daughter Nancy Sinatra offers "Nancy in London."

"Wild Is Love" by Morgana King, arranged and conducted by Torrie Zito, is a follow-up to Morgana's first love album. "The Second Latin Album" by Trini Lopez, produced by Don Costa, is the result of response to Trini's first "Latin Album."

On "Songs by Tom Lehrer," Lehrer does "The Old Dope Peddler" and "The Wiener-schnitzel Waltz," among others. "The Kinks' Greatest Hits" is an LP that goes back to some of the group's earliest hits as

well as some of their latest efforts. "Big Band and Ballads" by Buddy Greco features 11 songs. "Out of Sight and Sound" by Harold Betters follows a successful first album for Reprise. Also, a "live" album from Las Vegas, "Sammy Davis with Buddy Rich."

A new artist to the Reprise roster, Duane Eddy has "The Biggest Twang of Them All" produced by Lee Hazlewood. While a guy with a rapidly expanding audience on the mainland, Don Ho, does "You're Gonna Hear From Me."

A "Dean Martin Christmas Album" is also included on this release.

These new albums will be supported by national trade and consumer ad campaigns, point-of-purchase displays, including a special Sinatra-Basie display and numerous merchandising, promotion and publicity projects.

Epic's Sales Program

On Tuesday, July 19, during Epic Records' National Sales Convention, a new sales incentive program was introduced by Mort Hoffman, Epic's Director, Sales, and Victor Linn, the label's Director, Administration. In the program, entitled the "Hot 100," a distributor earns points based on his performance in the sale of records during the 100 days between July 21 and Oct. 28.

Each distrib will be assigned a sales goal in each of three categories: Crossroads albums, Epic and Okeh LPs and Epic and Okeh singles. In each of the categories, a distributor will begin to earn points once he has attained a specified percentage of his assigned objectives. In order that the size of an individual organization does not determine the winner, all distributors will participate equally on the basis of a market-share index, compiled through electronic data processing. This marks the second time computers have been used in Epic's sales incentive program. The label's recently completed "DeVilleville Run" saw the introduction of computers in a record company's sales program.

Regional Competition

While distributors are competing for points on a national level in the "Hot 100," they will also be involved in a regional competition. The final results of this competition will mean more valuable prize points for the winners. The country has been divided into four sales regions. Each distributor will be in competition with the other distributors in his region only. At the conclusion of the "Hot 100," the top distributor in each region will earn a large prize-point bonus. The second distributor in each region will also earn an additional quantity of prize points.

In addition, each total region will be in competition with the other three regions. In order to maintain a fair and equitable policy, since each region does not have the same number of markets, that region which exceeds 100% of its dollar quota by the greatest percentage will be declared the winner.

Beatles' 'Revolver'

The title of the new Capitol Beatles' album, due for release late next month, is "Revolver."



Industry free lance photographer **Popsie Randolph** and his wife **Carol** welcomed a baby girl, **Donna**, last week.

Bob Robin of Dover Records became the father of a baby born July 7 when wife **Janice** presented him with **Gregory Dean**. Robins now have three boys and a girl.

Felix S. Balkin announces that he has resigned as Vice-President of **Temmy Enterprises, Inc.**, parent company of **Cloud Records**, **Temmy Music** and **Cumulus Music**.

Chet Gierlach, **Prexy** and **Leonard Whitcup**, Managing Director of **MusicMusicMusic, Incorporated**, are scheduling a return visit to **Nashville** in August to visit **A & R** men and look for office space for their planned expansion into **Music City**.

Richard Lewine announces the formation of **Canto Productions**, for television and feature

productions. Offices are at 600 Madison Ave., N.Y. The first properties **Lewine** has scheduled are two "ABC Stage '67" specials: "Rodgers & Hart Today" and "Flip Side."

Ralph Stein, Director of Creative Product and producer of "Name That Trivia" on **Frisky Records**, is on a junket to **Buffalo**, **Detroit** and **Cleveland**. **Jerry Geller**, National Sales Manager for **Frisky**, off in the opposite direction covering **Philadelphia**, **Baltimore**, **Washington** and points West.

Coral Inks Roman & The Viscounts

Leonard W. Schneider, Executive Vice-President of **Decca Records**, a division of **MCA, Inc.**, announces the signing of pop vocalist **Dick Roman** and pop instrumentalists the **Viscounts** to long-term exclusive contracts with **Coral Records**.

Roman, night club, TV and record personality, has been set for a minimum of 12 vocal guest appearances by **Jackie Gleason** on his TV in the upcoming season. The label is rushing out the songster's first single, "Green Years," the love theme from the **Alfred Hitchcock** Universal picture "Torn Curtain," coupled with "Ivy," cut under staff **A & R** producer **Henry Jerome**.

The **Viscounts** have been one of the most consistent record sellers in the industry for a number of years. Their first single under this new affiliation, produced by **Shore Productions** and supervised by **Decca-Coral** staffer **Dick Jacobs**, was rushed out last week and couples "Off Shore" and "Come, Come On Back."

Subscribe Now To
RECORD WORLD

Making Rounds



Ina Kent, new **20th Century Fox** vocalist, is shown flanked by **Larry McCormick** and **Gene Weed**, **KFWB** disk jockeys, as she made the rounds in **Los Angeles** with **Record Merchandising's** **Don Grierson**, right, with her debut disk, "I'm To Blame."

THREE CHEERS FOR BENEDICT ARNOLD!

"RIVER DEEP—MOUNTAIN HIGH"

by

IKE AND TINA TURNER

PHILLES RECORD #131

NUMBER ONE IN ENGLAND

Philles Records Inc.

A Division of Phil Spector Productions



TOP POP—5 YEARS AGO

JULY 31, 1961

1. TOSSIN' AND TURNIN'
B. Lewis—Belltone
2. HATS OFF TO LARRY
Del Shannon—Big Top
3. DUM DUM
B. Lee—Decca
4. TOGETHER
C. Francis—MGM
5. QUARTER TO THREE
U. S. Bonds—Legrand
6. I LIKE IT LIKE THAT
C. Kenner—Instant
7. LET'S TWIST AGAIN
C. Checker—Parkway
8. LAST NIGHT
Markeys—Satellite
9. WOODEN HEART
J. Dowell—Smash
10. NEVER ON SUNDAY
Chordettes—Cadence

TOP R&B—5 YEARS AGO

JULY 31, 1961

1. TOSSIN' AND TURNIN'
B. Lewis—Belltone
2. I LIKE IT LIKE THAT
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3. LAST NIGHT
Markeys—Satellite
4. LET'S TWIST AGAIN
C. Checker—Parkway
5. QUARTER TO THREE
U. S. Bonds—Legrand
6. BOLL WEEVIL SONG
B. Benton—Mercury
7. CAN'T SIT DOWN
P. Upchurch—Boyd
8. SCHOOL IS OUT
U. S. Bonds—Legrand
9. PLEASE STAY
Drifters—Atlantic
10. RAINING IN MY HEART
S. Harpo—Excello

Stone Hits!



"PASS THE HATCHET" PT. 1

Roger & the Gypsies

SEVEN B 7001

"ROLL CALL"

Oliver Morgan

SEVEN B 7003

"WHERE THE LONELY'S GO"

c/w

"I WONDER WHAT WOULD HAPPEN"

Sharon Gilbert

SEVEN B 7004

Seven B Producing Corp.

504-522-1060

715 CAMP ST., NEW ORLEANS, LA.



UP SINGLES COMING

- 1 **TOO SOON TO KNOW**
(Acuff Rose, BMI)
Roy Orbison—MGM 13549
- 2 **UNITED**
(Sharpe, BMI)
Intruders—Gamble 201
- 3 **ANGELICA**
(Screen Gems, Col. BMI)
Barry Mann—Capitol 5695
- 4 **TELL HER**
(Robert Mellin, BMI)
Dean Parrish—Boom 60012
- 5 **WIPE OUT**
(Miraleste, BMI)
Sufaris—Dot 144
- 6 **DRIVE MY CAR**
(Maclen, BMI)
Bob Kuban—Musicland 20-007
- 7 **GEORGIA ROSE**
(Feist, ASCAP)
Tony Bennett—Columbia 43715
- 8 **IN THE BASEMENT**
(Chevis, BMI)
Etta James & Sugar Pie De Santo—
Cadet 5539
- 9 **CRADLE OF LOVE**
(Hanna Barbera, BMI)
Ronnie & Robyn—HBR 489
- 10 **(YOU MAKE ME FEEL)
SO GOOD**
(Grand Canyon, Hill & Range, BMI)
McCoy—Bang 527
- 11 **YOU'RE GONNA MISS ME**
(Acquire, BMI)
13th Floor Elevators—
International Artists 107
- 12 **LOOK AT ME GIRL**
Playboys of Edinburg—Columbia 43716
- 13 **WE CAN MAKE IT**
(Picturetone, Eden, BMI)
Ruby & Romantics—Kapp 759
- 14 **7 AND 7 IS**
(Grass Roots, BMI)
Love—Elektra 45606
- 15 **I JUST LET IT TAKE ME**
(Metric, BMI)
Bob Lind—World Pacific 77830
- 16 **WHEN YOU WAKE UP**
(Twin Tone, BMI)
Cash McCall—Thomas 8830
- 17 **I CALL YOUR NAME**
(Maclen, BMI)
Buckingham—U.S.A. 848
- 18 **YOUR GOOD THING**
(East, BMI)
Mabel John—Stax 192
- 19 **TO SHOW I LOVE YOU**
(Leeds, ASCAP)
Peter & Gordon—Capitol 5684
- 20 **THIS IS MY HOUSE**
Maody Blues—London 1005
- 21 **PASS THE HATCHET**
Roger & Gypsies—Seven B 7001
- 22 **OUT OF THIS WORLD**
(Roznique, Elmin, BMI)
Chiffons—Laurie 3350
- 23 **SUNSHINE SUPERMAN**
(Southern, ASCAP)
Donovan—Epic 10045
- 24 **SATISFIED WITH YOU**
Dave Clark Five—Epic 10053
- 25 **THE DANGLING
CONVERSATION**
Simon & Garfunkel—Columbia 43745
- 26 **TAKE YOUR LOVE**
(Screen Gems-Col., BMI)
Bobby Goldsboro—United Artists 50044
- 27 **GO GO TRAIN**
(Crazy Cajun, BMI)
Rick Nelson—Decca 31950
- 28 **JUST A LITTLE BIT OF YOU**
(Blue Crest, BMI)
Dallas Frazier—Capitol 5670
- 29 **IT'S A SIN TO TELL A LIE**
Bobbi Martin—Decca 62488
- 30 **SO YOUNG (AND SO
INNOCENT)**
(Sagittarius, BMI)
Poets—Symbol 216
- 31 **I'M WAITING**
Joe Hinton—Back Beat 565
- 32 **DON'T TAKE YOURSELF TOO
SERIOUSLY**
(Sea of Tunes, BMI)
Sunrays—Tower 226
- 33 **EL PITO**
Joe Cuba—Tico 470
- 34 **MOST OF ALL**
(Geld-Udell, ASCAP)
Cowells—Philips 40382
- 35 **HEARTBURN**
(Meager, BMI)
Johnny Maestro—Parkway 987
- 36 **LONELY SUMMER**
(Gamba, BMI)
Shades of Blue—Impact 1014
- 37 **LIVIN' ABOVE YOUR HEAD**
(Wippity, BMI)
Jay & Americans—United Artists 50046
- 38 **LA ROSITA**
(ASCAP)
Bob Ellis—EK 100
- 39 **SUDDENLY**
Salomon Burke—Atlantic 2345
- 40 **CAMPFIRE GIRLS**
Billy Joe Royal—Columbia 43740
- 41 **GOD ONLY KNOWS**
(Sea of Tunes, BMI)
Beach Boys—Capitol 5706
- 42 **TAKIN' ALL I CAN GET**
Mitch Ryder—New Voice 814
- 43 **BABY, YOU DON'T HAVE TO
TELL ME**
(Saturday, BMI)
Walker Bros.—Smash 2048
- 44 **DON'T LET ME DOWN**
(Verity, BMI)
Stephan & Janis—Columbia 43665
- 45 **WALKIN' ON NEW GRASS**
Kenny Price—Boone
- 46 **MAY I**
Zodiacs—Deesu 304
- 47 **TOMORROW'S OK BY ME**
(Leo Feist, ASCAP)
Arthur Godfrey—MGM 13517
- 48 **TOBACCO ROAD**
(Cedarwood, BMI)
Blues Magoos—Mercury 72590
- 49 **WITH THE WORLD AT MY FEET**
(Timi, BMI)
Gini Eastwood—Tower 249
- 50 **SWEET DREAMS**
(Acuff-Rose, BMI)
Mighty Sam—Amy 957

Pickwick Sales High in '66

LONG ISLAND CITY, N. Y.—Cy Leslie, President of Pickwick International, Inc., announced that in the fiscal year ended April 30, 1966, the leading economy priced record merchandiser, for the 13th consecutive year, score the highest sales and profits in its history. "The performance of Pickwick International (Great Britain) Ltd. is a source of great satisfaction. We have added substantially both to our product line and to our list of customers. Using our English subsidiary as a base, we have established exclusive distributorships in Ireland, Sweden, Denmark, Holland and Germany," stated Leslie.

In the Canadian record market, which Leslie called "the second fastest growing in the world," the Pickwick President indicated that the company's agreement with Capitol Records for Capitol to distribute Pickwick/33, Hilltop, Cavalier, Cricket, "Instant" Learning Records and Design tapes has exceeded all expectations.

At the same time, Leslie revealed that the sales of his budget album labels — Design and Grand Prix, have continued to grow faster than the general industry pace.

Pickwick/33 Records, the \$2.00 album line culled from the catalogs of 14 record companies including Capitol Rec-

ords, was called a "tremendous success." Reviewing Pickwick's activities in music publishing, which were highlighted last year by the establishment of a Nashville office, Leslie said.

The Pickwick President also disclosed that the company's sales of Picturesound recordings and slide screens for General Electric's "Show 'N Tell" educational toys have maintained their pace and distribution has been expanded to include foreign markets.

The company's proudest attainment during the past year, according to the statement made to its shareholders, was its receiving a "Symbol of Excellence" award from Sears, Roebuck & Co.

Copeland to ABC

The Allen Copeland Singers have signed an exclusive recording contract with ABC Records, according to an announcement made last week by Bob Thiele, ABC's director of artists & repertoire. Negotiations were finalized through Richard O. Linke, who managers Alan Copeland.

One of the first albums to be released featuring the Alan Copeland Singers is "Basie Swingin', Voices Singin'." Due early in August, the LP is the first recording made by Count Basie and his band with a choral group. Other LPs will follow starring the Alan Copeland Singers.

UA Corp. to Consolidated Foods

NEW YORK—United Artists Corp. is just about to be acquired by Consolidated Foods Corp. for common stock valued at about \$140, it was revealed last week.

The acquisition is subject to approval by stockholders of both companies and to a favorable tax ruling by the Internal Revenue Service.

The merger of United Artists into Consolidated Foods would create a concern with annual

sales of more than \$1 billion and net income topping \$3 per Consolidated Foods common share, it was reported.

Word around is that if the merger goes through, United Artists will undertake a large expansion program — possibly moves into ownership of TV stations and book and magazine publishing to complement the movie and record activities of the present corporation.

Stage Review

'Show Boat' Score Still Magnificent

NEW YORK—The Jerome Kern-Oscar Hammerstein-Edna Ferber "Showboat" is afloat extravagantly once more — this time docked at the New York State Theater.

The revival of the beloved musical is beautiful and impeccably produced and marvelously played, under Franz Allers' conductorship, and sung by Barbara Cook, who is bringing much youth and gaiety and understanding to the role of Magnolia; Steven Douglass, a dignified, caring Ravenal; Constance Towers, a competent Julie; William Warfield; spunky David Wayne as Captain Andy; Allyn Ann McLerie; Eddie Phillips and Margaret Hamilton.

At this point in the show's 40-year history, it's only an upstart who would criticize the fact that the book, although dealing with rather dramatic contemporary problems, is sometimes too novel-like in the way it sprawls to make into a

theatrically unified play. The story has its drama and romance and comedy and, of course, it has the magnificent score.

You pays your money and you takes your choice. Do you prefer "Old Man River," "Make Believe," "Why Do I Love You?" "Life Upon the Wicked Stage," "Can't Help Lovin' Dat Man" or "Bill"? (The latter was sung, as always, in Helen Morgan fashion and drove the crowd crazy.)

RCA will release the cast album, under its agreement with Lincoln Center, and a showy one it should be.—Dave Finkle

Triple R Signs

Triple R Associates, fast growing public relations company in the New York area, has just been retained as publicity consultants by Leonard Stogel & Associates, Inc.

Scoundrels to ABC

The Scoundrels, New York City group, has been signed to an exclusive recording contract by ABC Records. Their first record, "Up There."

"remarkable talent."

Dove is including his hits like "One Kiss For Old Time's Sake" and "Kiss Away" along with some country standards in heavy beat treatment in the act.

Diamond record execs Joe Kolsky and Phil Kahl hosted a press party to salute the Dove opening.

Ronnie Dove Opens At Living Room

NEW YORK—Ronnie Dove bowed at New York's Living Room last week. It was his first appearance in a New York club and Living Room co-owner Sammy Davis introduced the young Nashville country rocker as a



Pictured above at the Ronnie Dove press party preceding his opening at New York's Living Room are, from left: Record World's Dave Finkle, Mort Hillman, Sid Parnes and Ted Williams, with Ronnie, center; and at right, Phil Kahl, VP of Diamond Records, and Dove.

ONE STOP TOPTEN

DICK'S RECORD CO.

Boston, Mass.

1. You Don't Have To Say You Love Me (Dusty Springfield)
2. The Work Song (Tijuana Brass)
3. Little Girl (Syndicate of Sound)
4. Along Comes Mary (Association)
5. Love Letters (Presley)
6. Friday's Child (Nancy Sinatra)
7. Rock A Bye Your Baby (Jim Neighbor)
8. Tar & Cement (Verdelle Smith)
9. Dirty Water (Standells)
10. I Saw Her Again (Mama's & Papa's)

IDEAL RECORD PRODUCTS

Newark, New Jersey

1. Ain't Too Proud To Beg (Temptations)
2. Li'l Red Riding Hood (Sam the Sham & Pharaohs)
3. Wild Thing (Troggs)
4. Sweet Pea (Tommy Roe)
5. Pied Piper (Crispian St. Peter)
6. Not Responsible (Tom Jones)
7. If I Could (Mama's & Papa's)
8. Dirty Water (Standells)
9. They're Coming To Take Me Away Hal Hal (Napoleon XIV)
10. Blowin' In The Wind (Stevie Wonder)

REGAL RECORDS

Pittsburgh, Pa.

1. Li'l Red Riding Hood (Sam the Sham & Pharaohs)
2. Along Comes Mary (Association)
3. Hungry (Paul Revere & Ralders)
4. I Saw Her Again (Mama's & Papa's)
5. Muddy Water (Johnny Rivers)
6. Love Letters (Elvis Presley)
7. Searching For My Love (Bobby Moore)
8. Land Of Milk And Honey (Vogues)
9. Pied Piper (Crispian St. Peter)
10. Sunny (Bobby Hebb)

RADIO DOCTORS

Milwaukee, Wis.

1. Hanky Panky (Shondells)
2. Wild Thing (Troggs)
3. Pied Piper (Crispian St. Peter)
4. Li'l Red Riding Hood (Sam the Sham & Pharaohs)
5. Sweet Pea (Tommy Roe)
6. The Work Song (Tijuana Brass)
7. Popsicle (Jan & Dean)
8. You Wouldn't Listen (I'des of March)
9. My Little Red Book (Love)
10. Mother's Little Helper (Rolling Stones)

SINGER ONE STOP

Chicago, Illinois

1. Without A Song (James Cleveland)
2. I Love You 1,000 Times (Platters)
3. Right Track (Billy Butler)
4. Open The Door To Your Hearts (Banks)
5. Who Dun It (Monk Higgins)
6. Ain't Too Proud To Beg (Temptations)
7. Your Good Thing (Mabel John)
8. What Becomes Of Broken Heart (Ruffin)
9. Summertime (Billy Stewart)
10. The Creeper (Freddie Robinson)

RAYMAR SALES

Jamaica, New York

1. They're Coming To Take Me Away (Napoleon XIV)
2. Hanky Panky (Tommy James)
3. Wild Thing (Troggs)
4. Misty (Richard "Groove" Holmes)
5. Pied Piper (Crispian St. Peter)
6. Li'l Red Riding Hood (Sam the Sham & Pharaohs)
7. In My Neighborhood (Jene J.)
8. Mother's Little Helper (Rolling Stones)
9. Happy Summer Days (Ronnie Dove)
10. This Door Swings Both Ways (Herman's Hermits)


Expansion For Seeco

NEW YORK — Sidney Siegel, President of Seeco Records, who just returned from a month-long trip to Israel, France, Italy, Spain and England, is off again this week — this time staying within U.S. boundaries, however.

Purpose of the trip, Siegel told Record World last week, is for a planned Seeco expansion whereby the label would open factory branches in Chicago, California, Los Angeles and Texas. Siegel will check these and other locations for Seeco distribution branches.

On the European scene, Siegel said, "Business seems to be better there right now. They have more hits than we do, at present. Everybody is busy. They have a

(Continued on page 25)



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| | Lewdisc | |

O I G A

BY TOMAS FUNDORA



(This column appears first in Spanish and then in English.)

Ha sido sorprendente la reacción ante el "sencillo" que grabó Vicentico Valdés, de "No Puedo Olvidar" (Strangers in the Night) para el sello Seeco. Desde los primeros momentos, el poder de venta se hizo presente, y aumenta por momentos. Por otra parte, salió también la versión de Miguelito Valdés, interpretando este mismo número que Frank Sinatra ha popularizado en Inglés, y se nota también un movimiento muy favorable hacia este número . . . El instrumental de Gema, "Downtown" interpretado por Los Magníficos está comenzando a moverse con gran agilidad . . . El "sencillo" de Mario y sus Diamantes, del Sello Palacio, conteniendo "El Cable" y "Atlántico" se está vendiendo mucho en Venezuela, motivado principalmente por mantenerse en el "Hit Parade" de Clemente Vargas Jr., que se transmite por Radio Caracas, el número "El Cable" . . . Está muy bueno y posiblemente siga avanzando hacia otras áreas. El "elepé" de Hugo Blanco, su Arpa Viajera y su Conjunto, "Bailables" No. 2, que trae "Carrito Por Puesto," "A la Buena de Dios," "La Marcha de las Boinas," "El Cable" y otras, ha comenzando a moverse intensamente . . . ¡Nos alegramos! . . . Acaba de regresar Mateo San Martín, Presidente de Southeastern Records de una gira por más de 10 países latinoamericanos. Después de breve estancia en Miami, Mateo partirá hacia California, donde espera consolidar negocios de gran importancia. Ha tenido muy buena acogida el último "elepé" que Kubaney sacó de "Mi Música Favorita" de Tony Oliva (sobresaliente pelotero cubano de los Mellizos del Minnesota). La música es de excelente calidad y el atleta goa de gran popularidad . . . La dirección de Independent Music Sales, empresa interesada en la distribución de



Trini Marquez



Belisario Lopez



Eva Flores

Sellos Latinoamericanos es: 800 Mariposa St., San Francisco, Calif. 94107. Att. Mr. Al Solorzano . . . ¿O. K., Al? . . . Esperamos a Alberto Maravi, de Fermata-RGE a finales de julio por Nueva York . . . El programa de T.V. (En Español) por el Canal 47 de Nueva York, "Eva, Raúl y Alguien Más," está moviendo muy bien las últimas grabaciones de Eva Flores y Raúl Marrero. La grabación de Eva, es del sello, J. G. y la de Raúl, del Sello Montilla. Sale esta semana, el "álbum" de Los Trovadores de España . . . Los tres "elepés" de Tico titulados "Descargas at the Village Gate Live," Vol. 1, 2 y 3, están fabulosos y la reacción ha sido en extremo favorable. Han tomado parte en est grabación en vivo, realizada en uno de los lugares de más sabor y fama del Greenwich Village de Nueva York, famosos intérpretes, tales como: Johnny Pacheco, Joe Cuba, Chocolate, Cándido, Charlie Palmieri, Chino Pozo, Ray Barreto, Cachao, Tito Puente, Bob Pourcelli, Ricardo Ray, Chivirico Dávila, Santos Colón, Jimmy Sabater, John Rodriguez, V. Frisaura, Eddie Palmieri y toda una constelación de estrellas . . . Felicitamos a Tico por este acierto . . . Y por supuesto, a Pancho Cristal y Symphony Sid.

Ha sido genial la grabación del Maestro Belisario López de "La Sombra de tu Sonrisa" para el Sello Ansonia. Trae al dorso "Buscate un Chino" . . . Audio Recorders puso a la venta su grabación "Viva," interpretada por Pedro Bugarin y su Orquesta en la cual aparecen "Asi Bota la Pelota" y "Luces de Nueva York. Celia Cruz al Flamingo de Tijuana el día 3 de Agosto . . . Su último "elepé" "Cuba y Puerto Rico Son" con el Maestro Tito Puente, se está vendiendo muy bien . . . Muy bueno el "álbum" "Flamenco Sax of Alex Ruano" con Orquesta, grabado para Puchito. Es un instrumental muy bueno, en el cual se interpretan entre otras "María la O," "Ojos Verdes," "Sevilla,"

(Continued from page 25)

Latin American Single Hit Parade

- HAMBRE**
Autor: Dino Alvarez
Blanca Rosa Gil (Velvet)
Fernando Albuerne (Suaritos)
- EL PITO**
Autor: Jaime Sabater
Joe Cuba (Tico)
- CUANDO VIVAS CONMIGO**
Autor: José Jiménez
Felipe Pirela (Velvet)
Fernando Albuerne (Suaritos)
Antonio Aguilar (Musart)
Pepe Jara (RCA)-(Ansonia)
- CELOSA**
Flor Silvestre (Musart)
Blanca Rosa Gil (Velvet)
- PAYASO**
Autor: F. Z. Maldonado
Javier Solís (Columbia)
Bienvenido Granda (Musart)
Daniel Santos (Velvet)
- UNA LIMOSNA**
Autor: Indalecio Ramirez
Flor Silvestre (Musart)
Marínés Rodriguez (Musart)
Javier Solís (Columbia)
- VIRGEN NEGRA**
Autor: Jorge Monsalvo
Anibel de Peña (Kubaney)
Los Brillantes (Discarico)
Hnos. Reyes con Teresita (Musart)
Daniel Santos (Velvet)
- NO PUEDO OLVIDAR (EXTRAÑOS EN LA NOCHE)**
Autor: Bert Kaempfert
Vicentico Valdés (Seeco)
Miguelito Valdés (Valmont)
- ARRIMATE PA'CA**
Autor: R. T. Márquez
Orq. Broadway (Musicor)
- HOGUERA DE AMOR**
Autor: Julio Rodriguez
Julito Rodriguez y su Trio (Ansonia)
- PEDACITO DE LLUVIA**
Autor: Manuel del Valle
Los Condes (Gema)
- SIGUE DE FRENTE**
Autor: Mario de Jesus
F. Pirela (Velvet)
Joe Valle (Ansonia)
- ESOS OJITOS NEGROS**
Autor: De la Calva-Arcusa
Duo Dinámico (Parnaso)
Gran Combo (Gema)
- EL ARBOL**
Roberto Ledesma (Gema)
Lola Flores (Belter)
- HOY SIN AYER NI MAÑANA**
Autor: Myrta Silva
Trio de Oro (Remo)
Myrta Silva (Musicor)
- MIS NOCHES SIN TI**
Autor: M. T. Márquez-D. Ortiz
Vicentico Valdés (Seeco)
Olga Chorens (Parnaso)
El Trio de Oro (Remo)
Daniel Santos (Velvet)
Gilberto Monroig (Gema)
- RONDANDO TU ESQUINA**
Autor: Charlo
Raúl Marrero (Montilla)
- ASI CANTA EL CORAZON**
Autor: L. Garcia
Vicentico Valdés (Seeco)
- LA PEREGRINA**
Autor: Vazquez-Valdés
Miguelito Valdés (Valmont)
- EL CABLE**
Autor: Mario Carniello
Mario y sus Diamantes

Sledge Sells Million

Percy Sledge's record of "When a Man Loves a Woman" from Atlantic was certified by the R.I.A.A. as a million seller.

Oiga (Continued from page 24)

"Guajira" y "La Leyenda del Beso" . . . René Cabel (El Tenor de las Antillas), interpreta "Vagabundo," "Porque Tu me Acostumbraste," "Volveré" y otras piezas maravillosas, en un nueva grabación Puchito . . . Salieron dos "elepés" más de Daniel Santos, esta vez en el sello Velvet. Hablamos de "Recordando a Javier Solís" y "Esa es la Puerta" . . . En este último, Daniel interpreta magistralmente "Virgen Negra" y "Venganza" y en el anterior, canciones que popularizara Javier, tales como "Payaso," "Cuatro Cirios," "Si Dios Me Quita la Vida," "Adelante" y otras . . . Se lanzará como solista, la famosa compositora Trini Márquez, integrante del célebre Trío Las Hermanas Márquez . . . Muy bueno el "álbum" "Cantos a Mexico" de Columbia . . . Triunfan en España y París "Los Yor's," artistas exclusivos de Musart . . . Triunfó rotundamente Mike Laure en el Teatro Million Dollar de Los Angeles . . . Juanita Banana es un "hit" en Méjico. Por aquí la está imponiendo Luís Aguilé. Manolo Muñoz vendiendo como loco, su grabación de este número en la República Mexicana.

Muy bueno el "elepé" de Emilita Dago y sus "Melódicos," interpretando "Qué gente Averiguá" . . . Agradecemos todas las cartas y "releases" que estamos recibiendo . . . Mucho agradeceremos fotografías de sus artistas exclusivos y comentarios al particular . . . Y ahora, como siempre . . . ¡Saludos!

Lend an Ear . . . In English

A single by Vicentico Valdés (Seeco) containing "No Puedo Olvidar" ("Strangers in the Night") is becoming a smash in the Latin market . . . Another version of "Strangers in the Night," Miguelito Valdés, was released by Valmont Records, with the new "Peregrina" rhythm on the back. An instrumental by Gema, "Downtown" by Los Magníficos, is moving quickly . . . A single by Mario y sus Diamantes (Palacio) containing "El Cable" and "Atlántico" is doing well in Venezuela, where "El Cable" tops the "Hit Parade." This hit could spread to other areas . . . Palacio released an LP titled "Bailables" No. 2, by Hugo Blanco, su Arpa Viajera y su Conjunto. Mao San Martin returned from a tour through 10 Latin American countries. After a few days in Miami, he will depart for California, where he expects to build up good business . . . An LP released by Kubaney several weeks ago Tony Oliva, a famous Cuban baseball player, and interpreted by a wonderful orchestra is selling very well.

Address of Independent Music Sales, firm deeply interested in the distribution of Latin labels, is: 800 Mariposa St., San Francisco, Calif. 94107. Attention Al Solorzano . . . Alberto Maravi, from Fermata-RGE, is expected in New York at the end of this month . . . "Eva, Raúl and Alguien Más," a TV program in Spanish (Channel 47, N. Y.), is moving the recording of Eva Flores and Raúl Marrero, the stars of this show. Eva is an exclusive artist of J. G. Records and Raul is a Montilla artist.

"Descargas at the Village Gate," Vol. 1, 2 and 3, released by Tico, is doing very well. It is a live recording in which the Tico All Stars go all out. We counted Johnny Pacheco, Joe Cuba, Chocolate, Cándido, Charlie Palmieri, China Pozo, Ray Barreto, Cachao, Tito Puente, Bob Pourcelli, Ricardo Ray, Chirivico Dávila, Santos Colón, Jimmy Sabater, John Rodriguez, V. Fraisa-aura and Eddie Palmieri. We congratulate Tico for this recording, as well as Pancho Cristal and Symphony Sid.

Belisario López recorded a new single for Ansonia, in which "The Shadow of your Smile" really goes Latin. It's fabulous! . . . Audio Recorders released a single by Pedro Bugarin and his Orchestra, interpreting "Así Bota la Pelota" and "Luces de Nueva York." It's a Viva recording . . . Celia Cruz will perform at the Flamingo, Tijuana, from Aug. 3. Her latest album for Tico, "Cuba and Puerto Rico Son," with Tito Puente, is selling . . . "Flamenco Sax of Alex Ruano" and Orchestra (Puchito) is very nice and will sell . . . "María la O," "Ojos Verdes," "Sevilla," "Guajira" and "La Leyenda del Beso" are very well played in this album . . . René Cabel, (El Tenor de las Antillas) recorded a new album with "Porque Tu Me Acostumbraste," "Volveré" and others . . . Two more LP by Daniel Santos were released, this time by Velvet. Titles are "Recordando a Javier Solís" and "Esa es la Puerta" . . . Trío Hermanas Marquez has been famous for over 25 years. Now, Trini Márquez will go it alone, as a soloist. Trini gained a wonderful reputation as a song writer . . . "Cantos a Mexico" by Columbia is fabulous . . . Mike Laure performed at Million Dollar Theater in Los Angeles and people went mad for him.

Latin American



LP

Hit Parade

1. HAMBRE
Blanca Rosa Gil (Velvet)
2. ESTAMOS HACIENDO ALGO BIEN
Joe Cuba (Tico)
3. CUANDO VIVAS CONMIGO
Felipe Pirela (Velvet)
Antonio Aguilar (Musart)
Pepe Jara (R.C.A.)
4. PAYASO
Javier Solís (Columbia)
Bienvenido Granda (Musart)
5. EL SOLTÓ
Ricardo Ray (Alegre)
6. ASI CANTA EL CORAZON
Vicentico Valdés (Seeco)
7. ARRIMATE PA'CA
Orquesta Broadway (Musicor)
8. SU ALMA VENEZOLANA
La Lupe (Tico)
9. ANIBAL DE PEÑA CON LOS
DIPLOMATICOS
Anibal de Peña (Kubaney)
10. TU Y MI CANCION
Dominico Acevedo y La Panamericana
(Tico)
11. TRIUNFAMOS
Trío Los Panchos (Columbia)
12. CUBA Y PUERTO RICO SON
Celia Cruz y Tito Puente (Tico)
13. PARA ENAMORADOS VOL. II
R. Ledesma (Gema)
14. Y SIGUEN LOS EXITOS
Olga Guillot (Musart)
15. HOY SIN AYER NI MARANA
Trío de Oro (Remo)
Myrta Silva (Musicor)
16. SIGUE DE FRENTE
F. Pirela (Velvet)
17. RONDANDO TU ESQUINA
Raúl Marrero (Montilla)
18. AMOR
Eydie Gorme & Los Panchos
(Columbia)
19. MALDITO CALLO
El Gran Combo (Gema)
20. BAILABLES NO. 2
Hugo Blanco (Palacio)

Shapiro Export Co.

MIAMI—Raoul Shapiro, vet record man, announces his resignation as General Manager of Budisco One Stop and Budisco International. Shapiro is forming his own company, Musical Export Sales, Inc., handling a complete line of records, tapes, accessories, etc., for export.

Col Convention Paper

Columbia Records published a daily newspaper known as The Columbia Conventioneer during its National Sales Convention in Las Vegas last week.

Seeco Expands

(Continued from page 24)

lot of American songs, of course, but they're using much more of their own material than ever before."

England Still Tough

He continued, "There's a good demand for Latin American product in Europe, although England is a little tough. However, we just made a good licensing arrangement there with R&B Discs, Ltd., which should help that situation." England is using Seeco's jazz and pop catalogs, though, in good number.

Siegel added that he has a lot of material due here momentarily from Discophone, the Seeco Spanish affiliate in Barcelona. Label's "Strangers in the Night" by Vicentico Valdes is proving one of their biggest hits, overseas and stateside, and Siegel informed that an LP probably using "Strangers" for its title is in the works.

—Doug McClelland

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R & B BEAT

WHERE IT'S AT

By KAL RUDMAN

The hottest breaking record of the week is "World of Fantasy," 5 Stairsteps, which has exploded and has gone pop immediately in a big way at places like KDKA, Pittsburgh and WLS, Chicago. Watch for Cameo's new Johnny Maestro, "Come See Me" . . . "Philly Freeze," Alvin Cash, is way up in sales, and a new Josephine Taylor is coming.



Kal Rudman

"Ain't Nobody Home," Howard Tate, Verve, owns Detroit and is #1, and broke in Baltimore and is being played everywhere . . . "No Greater Love," O'Jays, Imperial, is a giant in Cleveland, and is getting big support which pleases Ed Wright . . . "El Pito," Joe Cuba, is as hot as a fire cracker . . . Chuck Jackson looks like a stone winner, and both sides of the Maxine Brown are taking the trip . . . Ramsey Lewis has a giant!

Max Cooperstein caught a big one pop and R&B with "Summertime," Billy Stewart, and it's all over the trade charts . . . Much play on the Poets for Juggy, as Bobby Lee picks up steam in Cleveland and Detroit . . . Mike Williams keeps driving and so does the Joe Simon . . . Automatic play on Holidays.

The hottest blues is "I'm Gonna Love Somebody's Baby," Johnny Taylor, Stax . . . The hottest cuts in the Sam & Dave LP are "Ease Me" and "It's A Wonder" . . . The fantastic record of the week is "Land of 1,000 Dances," Wilson Pickett, and the flip side, "You're So Fine," is an old favorite of a lot of deejays . . . Percy Sledge and Joe Tex are off to the races . . . Lee Dorsey and Stevie Wonder have automatic big records.

Though my name was inadvertently left out, I wrote the liner notes for the "Barefootin'," Robert Parker, LP. The hot cuts are side two, bands one and two—"The Scratch" and "Happy Feet."

Baltimore and Washington plus New Orleans have made a big one out of "I Want To Be With You," Dee Dee Warwick . . . WOL, Washington, Rudy Runnells, Play: Lee Dorsey; Vernon Harrell; Knight Brothers; Fantastics; Eddie Holman; Garnet Mimms; Joe Hinton; 5 Stairsteps; James Carr. Play also on "Look At Yourself," Shalimars, Verve.

Robert B. Q., Katz, St. Louis, is with Maxine Brown, Dee Dee Warwick, James Carr, Barbara Lewis, Billy Stewart.

Ken Hawkins, Curtis Troup, Will Rudd, WJMO, Cleveland. Sales: Joe Cuba; Poets; Bobby Lee; Billy Butler; Don Gardner; Garnet Mimms; Johnny & Expressions; Vernon Garrett.

New Play: Holidays; Howard Tate; Kenny Wells; Chuck Carter; Chuck Jackson; Mill Evans.

Dr. Rock, WMPP, Chicago, Hot Play: Zodiacs; Holidays; Darrow Fletcher; Don Gardner; Fantastic 4; Wilson Pickett; "Love You From the Bottom of My Heart," Buckner Brothers, Samla.

Ed Wright, Mike Payne, WABQ, Cleveland. Picks: James Brown; Johnny & Expressions; Holidays; Eddie Holman; Fascinations. Sales: Poets; Volcanos; Steve Wonder.

"Where Did Our Love Go," Don Gardner, broke in Philadelphia, says George Wilson of WHAT and Georgie Woods. Sonny Hopson was high on the record from the start. Donny Brooks and Larry Daly of WDAS, Philadelphia tell me the Ramsey Lewis is a smash. Jimmy Bishop, WDAS, went on: Fascinations; Monk Higgins, Billy Stewart; Jr. Walker. Hit: James Brown.

Ruffin, Butler Score in Cleveland, Chicago

Jimmy Ruffin went Top 10 in Cleveland and broke in Chicago, and Billy Butler is also a hit in those cities . . . Alvin Cash is Top 3 in Chicago . . . Breakouts in Chicago: Monk Higgins;

(Continued on page 27)

Top 50 R & B

1. OPEN THE DOOR
Dorrell Banks—Rivilot 201
2. LET'S GO GET STONED
Ray Charles—ABC-Paramount 10808
3. AIN'T TOO PROUD TO BEG
Temptations—Gordy 7054
4. I LOVE YOU 1,000 TIMES
Platters—Musicor 1166
5. WADE IN THE WATER
Ramsey Lewis—Cadet 5541
6. SUNNY
Bobby Hebb—Philips 4365
7. PHILLY FREEZE
Alvin Cash—Mar-Vel-Ous 6012
8. CAN I
Manhattans—Carnival 517
9. YOUR GOOD THING IS ABOUT TO END
Mabel John—Stax 189
10. UNITED
Intruders—Gamble 301
11. GO GO TRAIN
Jackie Paine—Scepter 725
12. THAT'S ENOUGH
Roscoe Robinson—Wand 1125
13. WHEN YOU MAKE UP
Cash McCall—Thomas 8830
14. COODTIME CHARLIE
Bobby Bland—Duke 402
15. TRAINS & BOATS & PLANES
Dionne Warwick—Scepter 12153
16. SUMMERTIME
Billy Stewart—Chess 1966
17. WORLD OF FANTASY
5 Stairsteps—Windy C 602
18. WHOLE LOT OF SHAKIN' IN MY HEART
Miracles—Tamla 54131
19. WORKIN' IN THE COAL MINE
Lee Dorsey—Amy 958
20. SWEET DREAMS
Mighty Sam—Amy 957
21. LONELY SOLDIER
Mike Williams—Atlantic 2339
22. NO TIME FOR YOU
O'Jays—Imperial
23. WARM & TENDER LOVE
Percy Sledge—Atlantic 2342
24. DIRTY WORK GOIN' ON
Little Joe Blue—Checker 1141
25. BLOWIN' IN THE WIND
Little Stevie Wonder—Tamla 54136
26. EL PITO
Joe Cuba—Tico 470
27. MISTY
Richard "Groove" Holmes—Prestige 401
28. GOTTA GO ON WITHOUT YOU
Van Dyke—Mata 530
29. TEENAGER'S PRAYER
Joe Simon—Sound Stage 7 2564
30. HE'LL BE BACK
Players—Minit 32001
31. SHARE WHAT YOU GOT
William Bell—Stax
32. LOVE ATTACK
James Carr—Goldwax 309
33. WITHOUT A SONG
James Cleveland—Savoy 4269
34. HOT SHOT
Buena Vistas—Swan 4255
35. I WAS BORN A LOSER
Bobby Vee—Sue 144
36. MAKE ME BELONG TO YOU
Barbara Lewis—Atlantic 2346
37. I WANT A GIRL
Mad Lads—Volt
38. BEST OF LUCK TO YOU
Earl Goines—HBR 481
39. I'M WAITING
Joe Hinton—Back Beat 565
40. BIRD BRAIN
James Rivers—Eight Ball 1560
41. WHERE DID OUR LOVE ME
Don Gardner—Tru-Glo-Town 501
42. TALK OF THE GRAPEVINE
Donald Height—Shout 200
43. LAND OF 1,000 DANCES
Wilson Pickett—Atlantic 2348
44. MY BACK SCRATCHER
Frank Frost—Jewel 765
45. MONEY WON'T CHANGE YOU
James Brown—King 6048
46. SO YOUNG (AND SO INNOCENT)
Poets—Symbol 216
47. MAY I
Zodiacs—Deesu 304
48. BABY IT'S OVER
Bob & Earl—Mirwood 5517
49. SUDDENLY
Solomon Burke—Atlantic 2345
50. YOUR MONEY AIN'T LONG ENOUGH
Al King—Sahara

Latin American Album Reviews

BAILABLES NO. 2

Hugo Blanco, *Su Arpa Viajera y su Conjunto*
—Palacio LP-6176.

Las grabaciones de Hugo Blanco, han disfrutado de un potencial de ventas envidiable en Suramérica, Europa y Japón. Este disco contiene "El Cable," "Carrito Por Puesto," "Una Lágrima en tu Rostro," "La Marcha de las Boinas," y otras piezas, que lo harán un favorito.

Hugo Blanco recordings have been selling niftily in South America, Europe and Japan. This LP contains "El Cable," "Carrito Por Puesta," "Una Lágrima en tu Rostro," "La Marcha de las Boinas" and others that will make a best seller out of it.



★★★★

THE FLAMENCO SAX

Alex Ruano and Orchestra (Instrumental)
—Puchito 596.

Magnífico instrumental, en el cual Alex Ruano se luce en la interpretación de "Gajira," "Ojos Verdes," "En el Mundo," "María la O," "Sevilla" y otras.

This is a very good instrumental album, in which Alex Ruano and his Orchestra excellently play some beautiful tunes such as "En el Mundo," "La Leyenda del Beso," "La Virgen de la Macarena," "Granada," "Sevilla" and more.



R & B Beat

(Continued from page 26)

Commands; Dionne Warwick; Van Dykes; Billy Stewart; 5 Stairsteps. (Those six records are WINNERS there.) "United," Intruders, Gamble, finally broke open in Chi-Town.

Hits in Atlanta at WIGO: Cash McCall; Bobby Lee (which confirms Philadelphia); Intruders; Mad Lads; Joe Simon; Rex Garvin; Roscoe Robinson; Mike Williams; Mighty Sam; Magnificent Men; and "If It's For Real Baby," Porgy & Monarchs, Musicor.

Bob Jones, Jimmy Whittington, Tommy Goodwin, Johnny Persons, Soul Poppa—Picks: Lee Dorsey; 5 Stairsteps; Howard Tate; Sol Burke. Note: Soul Poppa has replaced Paul Raggedy Flagg.

Mike Payne, WABQ, Cleveland, tells me his wife had a six pound girl. Congrats! . . . Mac McKinney is the new Capitol R&B promo man for Chicago, and I'm happy to say I had a little to do with getting it effected. Bob Austin, Publisher of Record World, was also a big help to Mac. Good luck, and all the deejays are happy for you.

Fat Daddy, WWIN, Baltimore, tells me that "Since My Baby Put Me Down," Flamingos; "May I," Zodiacs, Deesu; "Ain't Nobody Home," Howard Tate, Verve; and the Wilson Pickett and Jr. Walker are giants. The new #1 record is "I Want a Girl," Mad Lads as "United," Intruders, goes to #2 and WCAO picks it up pop . . . The Dee Dee Warwick is Top 10 . . . Hits: Lee Dorsey; Van Dykes; James Carr; 5 Stairsteps; Don Gardner; Johnny Taylor.

The new Little Milton, "Man Love 2," is a certain Smash. It

Junior Parker To Mercury

CHICAGO — Another important artist acquisition strengthening Mercury Records as a rhythm & blues power was announced by Irwin H. Steinberg, Exec. Vice-President. With the expiration of his present contract with Duke Records, Junior Parker joins the Mercury roster on Aug. 8 in a long-term pact.

Parker cut the first half of his many recordings 14 years ago for the Sun label. A year later he switched to Duke where his long career has been marked by many hits, notably in the R&B field.

It was as a West Memphis teen-ager that Parker, originally named Herman, acquired his "Little Junior" nickname. He had his picture taken with the late Sonny Boy Williamson and Memphis music fans noted the striking resemblance between the youthful Parker and his idol. Thinking that the boy was Williamson's son, they named him Junior and the tag has remained through the years. Both Williamson and Parker became famous as blues singers who also played virtuoso blues harmonica.

Ink Corporate Image

NEW YORK — Alan Lorber Productions has signed the Corporate Image to an exclusive recording contract. They will record for MGM.

Concert Review

Tops Spun Gold At Rheingold Fest

NEW YORK—The Four Tops spun into Central Park's Rheingold Music Festival last week (Saturday 16) and worked two capacity crowds into euphoria. The lads exhibited slick styling of their big hits—"Baby I Need Your Loving," "Shake Me, Wake Me When It's Over," "Can't Help Myself," etc.—and threw in nice versions of "Fascinatin' Rhythm" and "The Girl From Ipanema" as well.

The 8000 plus audience that saw the shows (there were a couple of thousand turned away) boogalooed the short night away in great pleasure.

Jean DuShon opened the show and, as someone behind this reviewer remarked, "she sang the hell out of a song." Her rhythmic approach to "More," "What Now My Love" and "Feeling Good" was just what the crowd needed as starters.

THREE Chart Busters

#95 RECORD WORLD Top 100

1 "I WAS BORN A LOSER"

Bobby Lee

Sue 144

A Follow-Up Smash

2 "SO YOUNG"

(And So Innocent)

Poets

Symbol 216

New Instant Hit

3 "BOOGALOO"

Quovans

Symbol 217

SUE RECORDS

265 W. 54th St.
New York, New York
212-PL 7-2711

KAL RUDMAN'S

Money Music

Several records are finally stepping out of the pack: "Born a Woman," **Sandy Posey**, which broke in Nashville and Memphis looks like a winner . . . "Tar & Cement," **Verdelle Smith**, which made it large in Detroit and Philadelphia, looks like it will come in . . . "Summertime," **Billy Stewart**, Chess, just will not be denied . . . **Bill Gavin** called the shot on one of the most melodically beautiful Latin folk songs known, "Guantanamera," **Sandpipers**, A&M . . . **Walt Maguire's** patience on "I Put a Spell," **Allan Price Set**, paid off thanks to Orlando and Dallas. It looks like top 10 . . . **Jim Golden** finally got lucky with "Sugar & Spice," **Cryan Shame** . . . **Shelby Singleton** and WMCA, N. Y., told us from the beginning that "Joker Went Wild," **Brian Hyland**, was a winning record . . . **Chad & Jeremy** have the sound that sells . . . So does **Nancy Sinatra** . . . "Make Me Belong To You," **Barbara Lewis**, is just a fantastic side . . . "So Good," **McCoys**, is getting big action . . . **Pet Clark** is now a giant!

The reaction to "Cherry, Cherry," **Neil Diamond**, is wild, and it will be bigger than his first winner . . . "You're Gonna Miss Me," **13th Floor Elevators**, is being retained and looks like a hit . . . "United," **Intruders**, is a pop giant in Philadelphia, (WIBG); L. A.; Baltimore (WCAO, WITH); is cooking on CKLW, Detroit; and WMCA, N. Y., and sells where played . . . "Open the Door," **Darrell Banks**, Revilot, is Top 5 pop in Detroit, and I say again—IT IS A HIT and time will prove me correct! . . . "Cradle of Love," **Ronnie & Robyn**, HBR, is a Detroit hit . . . **Gary Lewis** has a natural, as is "Livin' Above Your Head," **Jay & Americans** . . . "Million & One," is a hit song . . . "Almost Persuaded," **David Houston**, Epic, is gaining . . . Ditto for "Searching For My Love," **Bobby Moore**, Chess, which sells big (like #3 with **Bertha Porter** in Hartford) where played . . . "Warm & Tender Love," **Percy Sledge**, and the **Joe Tex** are big ones, with very strong sales . . . "Most of All," **Cowsills**, is really selling . . . "Wipe Out," **Surfaris**, can't miss the Top 10—try it at the hops and request lines . . . **Mike Williams** is potent . . . "Pied Piper," **Crispian St. Peters**, hit #1 in Detroit and Cleveland.

And the smaller market stations keep checking in: **Mack Rice**, WCOW, a five KW in Tomah and Sparta (Wisconsin), uses this column quite a bit, and he is out to get records started. WCOW is high on the **Buckinghams** out of Destination in Chicago. I'll give you a "sleeper" to become a hero on in the small markets. This is the "B" side of a new release on Vanguard, "Your Hasty Heart," **Vagrants** . . . The new **Chiffons**, "Out of This World," sounds automatic . . . **Johnny Canton** tells me that "Bus Stop," **Hollies**, hit Top 10 at WIXY, Cleveland. Four pop stations cover that Cleveland market! . . . **Al Martino** has a hit in Philadelphia with "Just Yesterday" . . . "Mind Excursion," **Trade Winds**, Kama Sutra, sounds like a sure hit!

We were right about "Open the Door To Your Heart," **Darrell Banks**, Revilot, because WFUN, Miami, went on it and broke it wide open. Now WMCA, N. Y., went on it and Atlanta broke it wide open WCAO, Baltimore and it is Top 5 at WKNR, WXYZ, CKLW in Detroit and continues #1 R&B for the fourth straight week nationally and it is building bigger in R&B sales. This is a giant. The South is just starting R&B and pop! I insist that this record is another "When a Man Loves a Woman."

Dex Allen, KOL, Seattle, reports that "Hey Little One," **Woody Carr**, Jerden, and the **Entertainers** are making noise . . . "Workin' in the Coal Mine," **Lee Dorsey**, is looking very strong pop in many markets . . . "Who Do You Think You Are," **Shindogs**, Viva, has gotten quite large regionally . . . "Happy," **Steve Alaimo**, ABC, was out a year ago, and is now a smash in Florida . . . "Look At Me Girl," **Bobby Vee**, is very big in Atlanta and Florida . . . "With a Girl Like You," **Troggs**, is a stone smash . . . "Cast Your Fate," **Shelby Flint**, Valiant, is getting giant smooth music station play, went on WMCA, and should do well . . . The **Pet Clark** and **Allan Price Set** look like certain Top 10 . . . "Get Away," **Georgie Pet Clark** and **Allan Price Set** look like certain Top 10 . . . "Get Away," **Georgie Fame**, Imperial, sounds like a sure hit, and KYA, S. F. went with it.

Joe Galkin called and he tells me that "Sock It To 'Em J. B.," **Rex Garvin**, Atlantic, is Top 10 pop in Atlanta. I agree with him that this a pop smash that is being overlooked . . . Months ago I

wrote about "Non, C'est Rien," **Barbra Streisand**, which was #1 in France. It is now out as a single, and it is the greatest thing since **Edith Piaf** . . . Good play on "Sunshine Superman," **Donovan**, Epic.

More word from small market stations.

Don Douglas, of KOAM, a 10 KW station in Pittsburg, Kansas, tells me that the reason stations like his don't jump on R&B hits is that "it's a hard enough job prying some of the Top 40 pop sounds out of companies, let alone R&B records." Top action: **Kingsmen**, **Cryan Shames**, **Shelby Flint**, **McCoys**, P. F. **Sloan**, **Chiffons**, **Lovin' Spoonful** going No. 1.

Bertha Porter, WDRG-Hartford, reports **Bobby Hebb** is No. 2, **Bobby Moore**, No. 3, **Crispian St. Peters**, No. 5, **Ray Conniff**, No. 7, **Happenings**, No. 9, **Alan Price Set**, No. 11, **Tokens**, No. 15. New Picks: **Teddy and the Pandas**, **Roy Orbison**, **Cryan Shames**, **Mel Carter**, **Ramsey Lewis**, **Darell Banks**, **Dean Martin**, **Hollies**, **Eddy Arnold**, **Wilson Pickett**, **Beach Boys** **Gary Lewis**. The **Rex Garvin** has jumped to Top 25, which confirms Top 10 pop sales at WQXI-Atlanta.

Bob Robbins informs that "May I," **Zodiacs**, Deesu, just busted in New Orleans pop on WNOE and WTIX, as his "Barefootin'" did last February. "May I" hit No. 1 at WKIX-Raleigh and is Top 10 in a half-dozen stations through the Carolinas . . . **Maj. Bill Smith** called from Fort Worth and it looks like he has another million seller on his hands: "The Clown," **Dean Summers**, Charay. A number of big labels are after it. He has the Pick at KLIS-Dallas and is on KXOL and KCUL-Fort Worth . . . **Neil Bogart** of Cameo reports the following pop stations now on World of Fantasy," 5 **Stairsteps**: WLS and WCFL-Chicago; WCAO-Baltimore; WIXY-Cleveland; KDKA-Pittsburgh; WPGC-Washington; WDRG-Hartford; WPTR-Albany; and WDEE-New Haven.

Col Intros 1st TC8 Releases

Columbia Records introduced its first release of 8-Track Stereo Tape Cartridges on July 22 during the label's National Sales Convention in Las Vegas. Columbia's tape-cartridge line, which entered the market with 52 releases, will be known as TC8.

Earlier this year, Columbia's formal entry into the auto-tape-cartridge field was announced by Clive J. Davis, VP and General Manager, CBS Records Division.

George Novak, Manager, Sales and Market Development, Columbia Tape Products, introduced Columbia's initial release 8-Track Stereo Tape Cartridges at the label's National Sales Convention. Novak stated: "Columbia's technical know-how has added a new audio dimension to the 8-track, continuous-loop system. Our cartridges are technically the finest available. With Columbia's entry into the tape-cartridge field, we automatically set the standards for the future of the tape-cartridge industry.

Columbia's initial release consists of 52 established best-selling albums which cover each area of musical endeavor. These cartridges will be available in stores Aug. 1.

Included in this release are 49 single cartridge packs and three twin-packs. The twin-packs are each equivalent to two complete stereo LPs.

Col Unveils New Tape Equipment

In line with its policy of meeting the needs of an expanding tape market, Masterwork Audio Products introduced its new tape-cartridge playback equipment on July 22 during Columbia Records' National Sales Convention.

The introduction of this new equipment was carefully timed to coincide with the announcement of Columbia Records' first release of 8-Track Stereo Tape Cartridges.

The new Masterwork Audio Products equipment was presented by J. J. Harris, General Manager, Masterwork Audio Products. Harris stated: "The Masterwork playback units are the result of considerable engineering and marketing research. Particular attention has been given to the consumer's requirements to provide exacting equipment to assure top audio quality. The suggested list prices are competitive and attractive, with appeal to the potential market, which is rapidly increasing."

Keeping Track of Tape

Pickwick/33 Into Budget Tape

LONG ISLAND CITY, N.Y. — Cy Leslie, President of Pickwick International, Inc., has announced the availability of 4-track and 8-track stereo tape cartridges for both automobile and home use to be called Pickwick/8 and Pickwick/4.

The tapes will retail for \$4.95 for 8-track single album lengths, \$5.95 for 4-track single album lengths and \$6.95 for Twin Packs on Pickwick/8.

Leslie revealed that there will be 35 single units and six twin packs in the first release, due out immediately. These will include such top names as Jack Jones, Harry James and Sammy Davis. Pickwick/8 will be merchandised through Pickwick's regular channels of distribution and will include pops, classics, children's material, country and Western selections and six show and "mood" Twin Packs. There will be individual full color covers on each box.

Herb Linsky, recently appointed Products Manager, will be in charge of the tape program.

Club Review

'New' Eddie Fisher At Coconut Grove

HOLLYWOOD—Playbills distributed at Eddie Fisher's opening at the Coconut Grove recently carried a list of the songs "Mr. Fisher will sing." During his first few minutes on stage it was evident that Fisher was discarding the list of songs with which he has been identified, and was presenting an entirely new act. Results were refreshing, and revealed a relaxed and poised Eddie with a different and well-executed turn.

Opening with a slow ballad, Fisher went on to sing several current hits such as "Strangers in the Night" and several choruses of "Mame." A very entertaining bit was his duet with his long-time pianist Eddie Samuels on "Do Re Mi," followed by his Jolson medley.

Carol Channing joined Fisher on stage to read a congratulatory telegram from Maurice Chevalier who had sent a floral replica of the Eiffel Tower to celebrate Fisher's Bastille Day opening.—Jack Devaney.

Caedmon Deal With Aura Sonic Tape

RUNNEMEDE, N.J. — Bob O'Brien of Caedmon Records and Joe Bott of Aura Sonic Corporation have completed negotiations to give Aura Sonic exclusive rights to the use of Caedmon material on tape cartridges for auto, boat and home.

Bott plans an August release of at least 20 of these selections from the Caedmon catalog. They will include such outstanding live-performance features as John F. Kennedy's "A Self Portrait," Dylan Thomas' rendition of his complete recorded poetry; "The Glass Menagerie" with Montgomery Clift, Julie Harris, Jessica Tandy and David Wayne; and Basil Rathbone's readings from the works of Edgar Allen Poe and Sir Arthur Conan Doyle's "Sherlock Holmes."

Dot Pacts Carroll

Dot Records has signed Bob Carroll, who has cut "I Am Yours," the French hit record by Mireille Mathieu. Charles Grean produced.

Lear Jet Appoints

DETROIT — The appointment of William F. Grady to the post of Operations Manager of the Stereo Division of Lear Jet Industries, Inc., was announced by Kenneth M. Miller, Division President and Corporate VP. Grady has the responsibility to administer the manufacturing and engineering activities of the Stereo Division.

Daisy Doings



World Pacific Records hosted a party at the Daisy in Beverly Hills last week to introduce new singing duo Gil and Johnny who bow on the label with "Come On Sunshine." From left: Annette Tucker, co-writer of the tune, Johnny (Cole), Nancie Mantz, co-writer, Gil (Garfield) and Liberty's Vice-President of A&R and Promotion, Bob Skaff.

Bestselling Tapes — 4 Track

JULY 30, 1966

1. STRANGERS IN THE NIGHT
Frank Sinatra—
Reprise (10-427) (Muntz)
2. WHAT NOW MY LOVE
Herb Alpert and the Tijuana Brass—
A&M (F51-114) (ITCC)
3. THE SUPREMES AT THE COPA
Motown (M4-636) (Motown)
4. SOLID GOLD SOUL
Various Artists—
Atlantic (21-284) (Muntz)
5. NO MATTER WHAT SHAPE YOUR STOMACH'S IN
T-Bones—Liberty (LTR-4614) (Liberty)
6. AIN'T SHE SWEET
Beatles, Various Artists—
Atco (21-276) (Muntz)
7. IF YOU CAN BELIEVE YOUR EYES AND EARS
Mama's and Papa's—
Dunhill (AS 2091) (Aurasonic)
8. MY FAIR LADY
101 Strings—
Aurasonic (CAS 1006) (Aurasonic)
9. RUNAROUND SUE
Dion and the Belmonts—
Laurie (36-2009) (ITCC)
10. OUR DAY WILL COME
Ruby and the Romantics—
Kapp (52-3323) (ITCC)

Bestselling Tapes — 8 Track

JULY 30, 1966

1. WHAT NOW MY LOVE
Herb Alpert and the Tijuana Brass—
A&M (L51-114) (ITCC)
2. HARD DAY'S NIGHT
Beatles' Soundtrack—
United Artists (UA8T 3006) (UA)
3. THE SOUND OF MUSIC
Soundtrack—
RCA Victor (O8S1001) (RCA Victor)
4. STRIKE UP THE BAND
Tony Bennett, Count Basie—
Roulette (L22-2531) (ITCC)
5. ROCKABYE YOUR BABY
Jimmy Roselli—
United Artists (UA8T 1032) (UA)
6. I HEAR A SYMPHONY
The Supremes—
Motown (MOT 8-1643) (Motown)
7. MOTOWN REVUE IN PARIS
Various Artists—
Motown (TAM 8-1264) (Motown)
8. GERSHWIN HOLIDAY
Various Artists—
RCA Victor (P8S5037) (RCA Victor)
9. BIG BAND SCENE '65
Count Basie, Maynard Ferguson—
Roulette (L22-52117) (ITCC)
10. ST. THOMAS
Herbie Mann—
United Artists (UA8T 1039) (UA)
Courtesy of Wally's Stereo Tape City

HEY BABY AND PAULA,

The LAST KISS I Had
Went To #1, But Since
Then I Have Had To
Become The CLOWN To Get
Back Up To #1 With You.

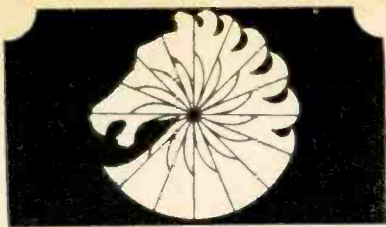
Sincerely,

Major Bill Smith

P. O. Box 11152

Ft. Worth, Texas

P.S. It's On Charay #47



LP/LPS 767—Gotta Travel On—Ray Bryant

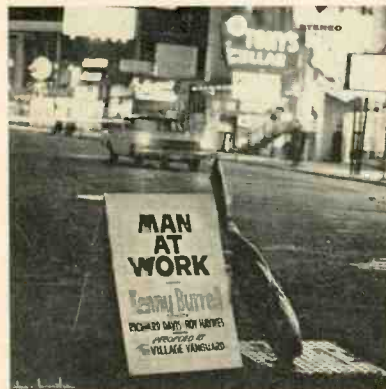


LP/LPS 764—Rhapsody—Ahmad Jamal w/Strings

ON THE
CHARTS



LP/LPS 765—The Wailer—Sonny Cox



LP/LPS 769—Man At Work—Kenny Burrell

CHART
BOUND

there's a world of
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Taking Care of Business

BY DEL SHIELDS

While the long active life of a jazz LP does not reflect much change on the top selling LP list, there is a continuous flow of albums of outstanding musical quality that merits more than cursory attention.

During the past weeks, in keeping with our theme, "Jazz is better than ever," the producers of albums have given great support to this thesis. Many of the newly released albums will make their way to the best selling charts thus receiving the approval of the increasing jazz-loving public.



Del Shields

There's "Duke Ellington's Concert of Sacred Music," RCA Victor. This album was chosen by us as an Album of the Week on our WLIB/FM show. There are no words to describe Duke, his myriad talents, his orchestra, or his creativity. All of these facets make up the man. In this new album, the Duke has recorded the service that was seen by millions of television viewers last Dec. 26. Incidentally, it was a beautiful post Christmas present.

The record captures the flavor of the show. And one of the really startling cuts of the album is the magnificent "David Danced Before the Lord With All His Might," featuring Bunny Briggs. Briggs, for the uninitiated, is about the last of the active artists practicing tap dancing. He sounds like a deft percussionist playing the snare drum and gives evidence that the tap dancer is greatly responsible for the concept of modern drumming. And lastly, only Mr. Ellington could produce a show on the pulpit of a church; have it nationally televised; bring in a tap dancer; record the LP; and still be beautiful and artistically valid.

Ellington has taken excerpts from such well known classics as "Black, Beige, Brown," "New World A Comin'," "My People" and the first four words of the bible and has produced an album that is inspiring.

The Quartet Tres Bien's new album is "In Motion," Decca. Jazz has a colorful language all its own. So much can be said with a few words. In trying to define the QTB, there is no description more apropos than "together." Yet, this does not give a full, adequate portrait.

There is an original and stylish quality to their music. It is pulsating, rhythmic and sometimes provocative. There is a high degree of musicality and melodic touches are always dominant in their themes.

In this album that for once carries a suitable title that depicts the content of the music, the QTB are really in motion. And in motion they are inventive. Check out "It Ain't Necessarily So." The four musicians, Jeter Thompson, piano; Richard Simmons, bass; Albert St. James, drums; and Percy James, bongos, display a rare kind of unity. For the jazz jock who looks for music that deserves to be heard and promoted, the QTB stands ready. There is no reason for them not to be regular chart makers.

"Bustin' Out Gentlemen Junie Gardner," Emarcy, is a new artist to this writer. There is one cut in the album that shows Junie has done some homework. "99 Plus One" has reminiscences of "Soul Serenade."

From what I can gather, Junie is based in New Orleans and his roots are reflected in his interpretations. The entire album is highly programmable. Junie is indeed ready to really bust out.

"A Change Is Gonna Come/Brother Jack McDuff," is Jack's debut on Atlantic. With the large number of releases including many best sellers, he was wise to change his setting. He has enlarged his organ sounds and augmented his trio with trumpets, trombone and guitar. Thus he comes up with a good little band sound. The organ remains the principal solo voice.

Jack has always had a reputation for being one of the most adventurous among the organ players with an ear for a good sound.

This album is an auspicious debut for him. The title tune

(Continued from page 35)

TOP
20
LPs

Jazz

1. LOU RAWLS, LIVE
Capitol T-2459: ST-2459
2. A TOUCH OF TODAY
Nancy Wilson—
Capitol T-2495: ST-2496
3. CRYIN' TIME
Ray Charles—ABC-Paramount
ABC-544: ABCS-544
4. SOUL MESSAGE
Richard "Groove" Holmes—
Prestige PR-7435
5. GOTTA TRAVEL ON
Ray Bryant—Cadet LP-767: LPS-767
6. RHAPSODY
Ahmad Jamal—Cadet 764: S-764
7. GOT MY MOJO WORKIN'
Jimmy Smith—Verve V-8641: V6-8641
8. MONGO SANTAMARIA AT
THE VILLAGE GATE
Mongo Santamaria—
Riverside 3529: 93529
9. LIVE AT THE LIGHTHOUSE
'66
Jazz Crusaders—
Pacific Jazz PJ-10098: ST-20098
10. HEY LET'S PARTY
Mongo Santamaria—
Columbia CL-2473: CS-9273
11. MONDAY NIGHT AT THE
VILLAGE GATE
Herbie Mann—
Atlantic 1462: SE-1462
12. GOIN' OUT OF MY HEAD
Wes Montgomery—
Verve V-8642: V6-8642
13. JAZZ DIALOGUE
Modern Jazz Quartet & All Star
Band—Atlantic 1449: SD-1449
14. TOGETHER AGAIN
Ray Charles—ABC-Paramount
ABC-520: ABCS-520
15. THE MODERN JAZZ QUAR-
TET PLAYS JAZZ CLASSICS
Prestige 7425
16. JOHN HANDY—LIVE AT
MONTEREY
Columbia CL-2462: CS-9262
17. A LOVE SUPREME
John Coltrane—Impulse A-77: AS-77
18. TELL IT LIKE IT IS
Richard "Groove" Holmes—
Pacific Jazz PJ-10105: ST-20105
19. UNO, DOS, TRES
Willie Bobo—Verve V-8648: V6-8648
20. HANG ON RAMSEY
Ramsey Lewis Trio—Cadet LP-761

Davis Speech

(Continued from page 3)

but which must keep us on top of changes in the production and quality of the disk and also must always be alert to the possibility of new forms of sound reproduction.

"Then, of course, around us here today are our welcome relatives from the newly formed direct marketing services division and the international division. Each of these divisions has participated in its own revolution—one, the Columbia Record Club; involving the selling of records to almost two million members through the mail and the other involving the creation and development of a one world concept of records. How amazing it is to see records being created at one of our own studios in the United States and then to find them on top of the charts in England or Japan or Germany or Mexico or Hong Kong and so on.

"This brings me to the last group to be mentioned, the creators of our product—our A&R Department. I mention this group last only to underscore their importance because it is this group whose strides this year have been really made with giant steps—and upon whom every one in this room depends so greatly. Our A&R Department justly deserves our warm gratitude. They have helped build the foremost artist roster extant, strong in every category of music. The names of our artists read like a who's who of the entertainment world. All of this took thoughtful creativity and much effort."

Continued Davis: "It is no secret that two years ago we were lagging in the vital teenage part of our business but our roster today of contemporary artists is the envy of the entire

to the top of Broadway with 'Mame,' 'Sweet Charity' and 'The Mad Show' and pioneered in recording the works of Carl Nielsen and Charles Ives.

"So much is due to the leadership of one individual—one who surely deserves to be called the dean of our industry. I believe it is fair and objective to say that it is he more than any other person who has set the standards of taste, creativity and experimentation for the rest to follow during this period of fantastic, and somewhat chaotic, growth. It is he who has shown that culture can be combined with a profit motive and that the record industry can offer the public a brilliant and exciting variety of musical and educational recordings. I am referring, of course, to the esteemed president of all of us here today—Goddard Lieberson.

"Mr. Lieberson in his new role as president of the CBS/Columbia Group will of course continue to remain as active as ever with us, guiding and helping as best he can but necessarily he will be spending time on the other vital businesses and potential businesses that make up the assuredly expanding CBS/Columbia Group. Therefore, the burden of continuing the pace of the past, of meeting the task to form, satisfy and adapt to the tastes of the public and that of accepting the responsibility to bring the best of our contemporary cultures into the homes of the world falls to us.

"The job isn't easy. I am certainly aware of the keen competitive battles we face as resourceful companies have come along, with considerable financial backing, to challenge us . . . To keep ahead of our competitors, it is necessary that we undertake constant self-evaluation. We all have to ask: is the decision we made two years ago—indeed six months ago—still the right one for today's business? Are we using our intuition and past experience too much and not enough market research and testing? You all know that ours is a business that thrives on rumor, exaggeration and intuitive know-how. Let us not emulate this crude and primitive approach. We have to be careful to utilize modern methods and tools which will protect us from these rumors, help us differentiate fact from fiction and enable us to plan a future course of action based on the best real evidence available.

"Further, individually and collectively, we must not be afraid to be heard on issues but should speak out to get a healthy exchange of views."

Epic's Growth, Expansion

(Continued from page 3)

"I think, in fact I know, that my staff and the people behind the scenes who guide the financial destinies of Epic Records have done more to help solidify the position of the independent distributor than any of our competitors. We have made available financial and marketing know-how because we believe this aid is forming the firm foundation for your growth, the growth which must accompany our own if we are to be successful.

Relation of Sales, Profits

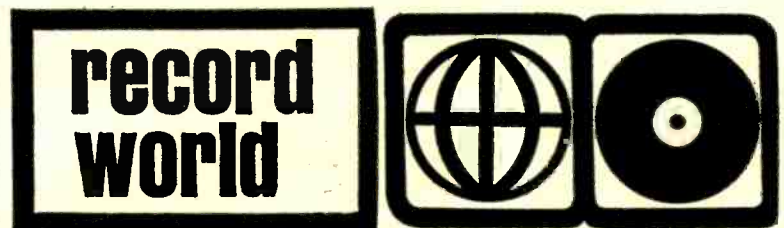
"Your sales and your profits on this new product, and for that matter, on the entire Epic and Okeh lines, are directly related to our own. We neither intend to walk the road of expansion and growth alone, nor will we tolerate anyone who is not prepared to walk the road with us. Your cooperation goes beyond just participating in the profits to be gained by the pre-selecting or 'cherry picking' of established artists. We willingly invest a considerable amount of time and money in the development of new artists who conceivably could account for greater mutual profits. Along with our financial and time investment, there is also a considerable risk involved—

there always is in this kind of business.

"As yet, no one has come up with the proverbial crystal ball which predicts hits. We expect to make the financial investment and take the risk—this is all part of the game, and it's the only way we as a company can grow. When we find that some of our distributors are often hesitant to assume even a minor share of the risk and investment to back up our efforts with new product and new artists, we begin to wonder if there is any loyalty in this business and just how short some memories really are.

"Everyone of you," Levy concluded, "has amply partaken of the sweet taste of the Epic and Okeh volume profits. We fully intend to perpetuate the sales and the resulting profits in the months and years to come and further the growth that began five years ago. As I said before, we're going up the road of expansion; if you want to join us, we'll expect your full cooperation. But we're not here today only to look back; we're here to lay the foundations for the future. This new cycle of mutual growth and expansion begins right here and now."

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Total Approach Vital to Col's 45 Sales

Tom Noonan, Director, National Promotion, Columbia and Date Labels, stressed the importance of "Total Participation" in singles merchandising and sales at Columbia Records' National Sales Convention.

Noonan noted Columbia's progress as seen on the singles charts from 1961 to 1966. He remarked: "Today, Columbia Records is the hottest label in the business, and that includes singles and LPs. Since the last Convention, Columbia has placed 58 different records on the singles charts. This is a fantastic feat! I find it interesting to note that in 1965, Columbia had 22 different artists on the singles charts, seven of whom were new recording artists, and in 1966, we placed even more new artists on the charts—such as the Pozo-Seco Singers, the Harden Trio, Paul Peek, the Cyrkle, and Susan Christie, as well as the Clefs of Lavender Hill on the Date label."

Seven Singles a Week

Noonan presented statistics which showed that Columbia has averaged seven singles per week during the past year, making a total of 344 new releases from July, 1965, to July, 1966. The industry average for all singles making the charts, as compared to total records released, is 4.5%. Columbia Records has, in the past year, made an impressive showing, with 17% of all Columbia singles placing on the charts.

Noonan, stressing the importance of a consistently large volume of strong product, stated: "If Columbia didn't release the number of records that it does, we would NOT have with us today such artists as Simon and Garfunkel, the Cyrkle, Billy Joe Royal, Bob Dylan, the Pozo-Seco Singers, Susan Christie, the Statler Brothers, the Harden Trio or the Clefs of Lavender Hill. And we would not today be sitting in the beautiful position of being loaded with talented new artists who—guaranteed—will be big this time next year."

Noonan continued: "The record industry of today must satisfy a wider range of musical tastes than ever before. To do this, it must produce the new sounds, capitalize on new trends as they begin to develop, and even establish new trends. This requires experimentation

—more so, possibly, than ever before in our history."

Charting a plan of action, Noonan stated: "To prepare for the future—before the future is upon us—requires the signing of many new artists, as well as keeping all contract artists current. It requires the purchasing of masters, working with independent producers and working on all types of records. There isn't any pat formula. It's going to bat—as often as feasible—to bang out the hits and maintain a profitable average. Experimentation means releases!"

20 on Date, So Far

Turning the discussion to the new Date label, Noonan remarked: "Date is now a significant addition to the Columbia family. Approximately 20 records have been released on Date, and we have our first chart record, 'Stop!—Get a Ticket' by the Clefs of Lavender Hill. We feel we've also made noise with other artists and that they will come through with subsequent releases."

Noonan introduced the four Date Regional Promotion Managers—Bil Keane, Ron Alexenburg, Mort Weiner and Mitch Manning—and then commented: "Sufficient time has now elapsed for all four of these men to become well known in their respective regions by both radio and Columbia personnel, and this is now paying dividends. These men work closely with Columbia's vast promotion staff and help to establish the separate image we seek for Date."

"Date is capable of breaking lose at any time with several simultaneous or consecutive hits. We have made great progress with Date in the six short months of its existence, and it will continue to be the source of extra profits for all of us. It requires your . . . 'Total Participation.'"

Vince Edwards Joins Kama Sutra

Kama Sutra Records has disclosed a major expansion move into the pop music field with the signing of Vincent Edwards, TV's "Ben Casey," to an exclusive contract calling for two albums and eight singles to be released during the next 12 months, it was announced by Artie Ripp, President.

First etchings will be made by Edwards upon conclusion of current nitery stand at Harrah's, Reno, which concludes Sept. 1. Sessions will be cut in Hollywood.

Bobby Vinton Cover Girl Contest

A Bobby Vinton Cover Girl Contest and its related major promotion campaign were announced at the Monday morning General Session of the Epic Records National Sales Convention in Las Vegas by Sol Rabinowitz, Epic's Director, Merchandising, and Saul Saget, Manager, Advertising and Sales Promotion. Contest is part of a massive campaign designed to promote Vinton's entire catalog of LPs. The contest, which begins on Aug. 15 and continues through Oct. 5, is one of the most extensive programs ever launched by Epic to stimulate the sale of any particular series of LPs.

The Grand-Prize winner, in addition to being featured on the cover of Vinton's next Epic album, will fly to New York via TWA Starstream Jet for an all-expense-paid weekend for two. Highlighting this thrilling weekend will be a dinner date with Vinton at the Copacabana and a complete wardrobe of Irvington Place fashions.

In addition to the Grand Prize, Epic is offering 519 other prizes: The Second-Prize winner will receive a \$2,000 scholarship to the school of her choice; the Third-, Fourth-, and Fifth-Prize winners will each receive a handsome Columbia 360 Stereo System, and the next 15 winners will receive Masterwork AM/FM Shortwave Portable Transistor Radios. The 500 remaining finalists will be awarded a copy of the Bobby Vinton Cover Girl album, upon its release.

Entry blanks for the contest will be available free of charge from local Epic Records dealers throughout the country.

Releasing 2 Vinton LPs

In an unprecedented move, Epic Records is releasing two new Vinton albums to spearhead the all-out Bobby Vinton Campaign: "More of Bobby's Greatest Hits" and "Bobby Vinton Live at the Copa."

Epic has launched an extensive nationwide advertising and merchandising campaign to promote the Bobby Vinton Cover Girl Contest and Vinton's two new LPs. Epic also has developed for distrib use two display kits. One kit contains a quantity of contest entry blanks and fan photo discographies, as well as an eye-catching counter dispenser for the entry blanks and discographies which calls attention to both the contest and the new Bobby Vinton albums. The kit also contains components (Kleenstick album-cover



slicks and pennants) for an easy-to-assemble hanging in-store display. In addition, the kit features a quantity of 8" x 10" glossy photographs of Vinton, a supply of mounted album covers, and two large streamers suitable for use in windows or on walls. The other kit contains a big, colorful, window-display centerpiece and two handy counter album dispensers.

In conjunction with the Vinton Cover Girl Contest and the total Vinton promotion campaign, Epic is announcing a Bobby Vinton Dealer Window Display Contest, which also commences on Aug. 15. Both the dealer and his Epic salesman are eligible for major cash awards. For judging purposes in the contest, Epic has divided the country into four geographical regions.

Following are the prizes to be awarded in each region: 1st Prize, \$100 in cash to the winning dealer and his Epic Records salesman; and 2nd Prize, \$50 in cash to the winning dealer and his Epic Records salesman.

In addition, the best of the four regional windows will bring a national award of \$200 to both the dealer and his Epic Records salesman. Thus, the national winning dealer and salesman will each receive a total of \$300.

R & B Beat (Continued from page 27)

Smashes: Lee Dorsey; Joe Tex; Barbara Lewis; Alvin Cash; James Carr; 5 Stairsteps; Fascinations.

Very good reports are coming in on "I'm Gonna Leave You," Bobby Powell . . . The new Carla Thomas is called, "B-A-B-Y," and it is fantastic . . . The new Eddie Floyd is "Knock on Wood" . . . Scepter has a new Judy Clay that is sure Top 10 called, "You Busted My Mind." Bill Curtis heard it and fell out . . . Everybody in the R&B world is buzzing about the hydrogen bomb that exploded in Washington last week . . . Brother Ray Henderson tells me that he has been promoted to Assistant PD under Bill Curtis at WCHB, Detroit, and continues his drive-time slot. Congrats, Ray . . . "Have a Little Faith," Fantastics, S.S. 7, starting to come in.

Herb Campbell, Tom Johnson, Sly Stewart, KSOL, San Francisco, New: Mad Iads; Impressions; 5 Stairsteps; Buddy Ace; Vernon Garrett; Alvin Cash; James Brown; Vann Terry.

Ed Teamer, Larry McKinley, Gus, Ronnie, WYLD, New Orleans, Smashes: Roscoe Robinson; Joe Simon; James Carr. Play: Soul Brothers; Donald Height; Howard Tate; Vernon Garrett; Alvin Cash; Garnet Mimms; Mike Williams; Buddy Ace; Percy Sledge; Maxine Brown; Groove Holmes; "Soul Sound," Sonny Hopson, WHAT, Philadelphia, is gassed by "My Wife Can't Cook," Kingsmen, for R&B. He likes the Billy Stewart.

Laurie has a tremendous R&B record with "Friends and Lovers Don't Go Together," Hoagy Lands . . . A good Memphis deck is "She Put Me Down," Bobbies, Sonny.

Frankie Crocker of WWRL-New York and Jack Walker of WLIB-New York, VP and President of the New York Chapter of NARA, are working hard to get everything ready for the Convention Aug. 11-16 at the Waldorf-Astoria. Frankie tells me that the golf tournament will be "out of sight." Marty Wekser of WWRL reports a number of big breakouts in New York. The new Wilson Pickett is a giant and should be No. 1 shortly. The new Joe Tex and Stevie Wonder are already Top 5. Other smashes are Darrell Banks, Ramsey Lewis, Mighty Sam, Cash McCall, Roscoe Robinson. Bobby Hebb is No. 1 and Joe Cuba, No. 3. New Play: "May I," Zodiacs, "Lucky Old Sun," Jimmy Radcliffe, "Gonna Fix You Good," Little Anthony, Patti La Belle, Little Richard, Eddie Holman, Mitch Ryder, Junior Walker and Chris Clarke.

We wish to express our condolences to George and Ernie Leaner of One-der-ful Records and United Distributors, respectively, in Chicago, on the loss of their father. One-der-ful's Anne DuConge has announced the appointment as National Promotion Director of Fred Garrett, formerly PD of WSID-Baltimore . . . Robbie D, the blue-eyed soul brother who does the night teen show on WCHB-Detroit, reports that "Peace of Mind," Magnificent Men, Capitol, has busted into the Top 10 and Robbie feels that this great record could go Top 10 everywhere. The artists are from Harrisburg, Pa. . . . The new Fontella Bass on Chess is a soul ballad called "You'll Never Know." Max Cooperstein is very excited about this record, and he is ecstatic about the new Little Milton, "When a Man Loves 2."

Russell Simms called from Nashville and he tells me he has an immediate smash with his new Kelly Brothers, "Can't Stand It No Longer" . . . WDAS-Philly went right on the new B. B. King blues on Kent, "I'll Stay in the Mood" . . . Hot Rod, the drive-time dj on WWIN-Baltimore, tells me they have busted a smash on Swan, "Got to Find the Right Boy," Audrey Slow . . . Joe Kolsky is very excited about the action in Atlanta, Cleveland and Baltimore on his great new artist, Ruby Winters, and her "In the Middle of a Heartache" . . . Amy Records reports Lee Dorsey's "Working in the Coal Mine" is an R&B giant and has busted wide open pop in Boston, Pittsburgh, Cleveland and Baltimore.

Eddie Holland, of WMPP-Chicago, called to announce these breakouts: Bobby Lee, Bobby Powell, Joe Simon, Wilson Pickett, 5 Stairsteps. Pick: "Lucky My Boy," Patrice Holloway, Capitol. I also enjoy speaking with Steve Nolan, dj on WMPP.

Exits Mainstream

NEW YORK—Chet Woods, head of Mainstream Records,

announces that Ann Lipton, Publicity Director for the label, has left the firm "in an amicable agreement."

Winning Hand



Above, Jerry Meyers, National Promotion Manager, Smash label; Jack Baverstock, Philips-Fontana Records A&R exec, London; and Lou Dennis, Smash-Fontana Product Manager. Dennis holds the winning card for the Auto-Matic Sales Contest wherein Tom Schlesinger of Jay-Kay Distributors, Detroit, won a 1966 Mustang as first prize. Drawing was made by Baverstock.

Club Review

Nancy's Smart Supper Club Act

HOLLYWOOD—Epic songstress Nancy Ames made her Coast club debut on a recent Tuesday night in the beautiful Westside Room of the new Century Plaza Hotel, Century City.

The elegantly gowned and coiffed Miss Ames presented a sophisticated act that should fare well in smart supper clubs across the country. First portion was devoted to current hits such as "Call Me," "What the World Needs Now Is Love" and "Strangers in the Night." A short reference to her days as the TW3 girl led to her singing of the Tom Lehrer spoof, "Pollution." Most familiar to record buyers was her "Malaguena Salerosa," in Spanish. A clever bit was her use of the "Name Game" song to introduce her conductor and musicians.—Jack Devaney.

Shields - Jazz

(Continued from page 30)

and "Can't Find the Keyhole Blues" are particularly inviting.

Then there's "The Dream Weaver Charles Lloyd Quartet," Atlantic. A few seasons back, Charles wrote "Forest Flower" while a member of the Chico Hamilton Group. The album landed on the national charts as a result of "Forest Flower" and the music world suddenly began taking notice of Charlie. After Hamilton he joined Cannonball Adderly before leaving to form his own group.

Time spent in Europe brought back a much more mature tenor man still equipped to write tunes that have a great commercial sound. "Sombrero Sam" is heading upward. The tune will also enhance his position as a writer and should lead him up the charts again.

Request's Secret Of Success

NEW ROCHELLE, N. Y.—Among the independent record companies that have not only weathered the competition of "majors" but made a resounding success, is Request Records, Inc., headed by Hans J. Lengsfelder, also a writer, composer and music publisher.

Lengsfelder has announced the signing of contracts with major companies such as RCA, Columbia and Deutsche Gramophon for different territories, with more such contracts under negotiation. Lengsfelder is proud of the fact that Request packaging is used unaltered by all of these companies. Fired by the acceptance of its product in the U. S. and abroad, the firm also announced a substantial expansion of catalog.

Lengsfelder explains the reasons for the rapid growth of Request Records as follows:

1. Sticking to a special field in which an individual know-how can out-produce and outsell the next fellow, no matter how big his organization or his capital. Request specializes in the International field with "Music of Many Lands." (Lengsfelder, European-born, lived in nearly all the countries which he now revisits every year.)

2. Keeping recording costs in line with sales potential. (No matter how good artists are, each nationality has its saturation point.)

3. No overselling customers with releases they cannot move.

By now, 99% of all orders received by Request Records leave the selections to Lengsfelder. This happy relationship resulted in last year's exchanges running below 1/2% of total sales. Request sales this year have trebled already.

Request Records also has branched out into another specialty field by releasing 14 dramatic plays under the new label Library Editions.

Sheet Innovation

HOLLYWOOD—With the release of Nancy Sinatra's Reprise record of two Lee Hazelwood songs, "Friday's Child" and "Hutchinson Jail," Mickey Goldsen's Criterion Music will incorporate into the sheet music the revolutionary "a-b-simplified system" of guitar notation.

This new style of piano copy will add letters of each note of melody so that any guitarist can read it immediately, whether they are beginners, slow readers or play by ear.

Starday Convenes in Nashville

NASHVILLE—Starday President Don Pierce will host a distributor sales meeting here Friday and Saturday, July 29 and 30.

"This is the first National Record Distributor Sales Meeting to be held in Music City, U.S.A.," said Pierce, "and Starday is pleased to add another first to a long line of fresh concepts in the marketing of country music. Down through the years, artists, song writers, publishers, disk jockeys and others in the music field have been feted by the Nashville music trade—and rightly so. However, we here at Starday feel strongly that the record distributors have been overlooked. It's about time that the merchandisers who have done so much to make Nashville internationally known as Music City, U.S.A. should receive recognition for investing hard earned money in product produced in Nashville. The distributor has read and heard all about the Nashville Sound and by bringing the mountain to Mohammed he can see and learn first-hand about what's happening in Music City."

An active two days of both business and pleasure have been

carefully planned for Starday distributors. Traveling by chartered bus, the group will be taken to the Governor's office at the State Capitol where they will be officially welcomed to Tennessee. Following a tour of Music City's Record Row, including Columbia's new studio facilities, the distributors will then proceed to the Nashville Mayor's office for further official recognition. After a brief introductory stop at Starday's home offices, the group will then journey out to the Starday guest cottage on the scenic shores of Old Hickory Lake in nearby Hendersonville. An afternoon of food, fishing, boating, water skiing, sailing and golfing at Bluegrass Yacht & Country Club will serve as a pre-amble to the evening festivities which will center around the Starday Movie Ranch, also located on Old Hickory Lake, at Five Coves. An outdoor Tennessee Bar-B-Q will set the stage for an entertainment under the stars by Starday artists along with other guest stars.

Afterwards, the group will return to the Starday Studios where they will participate in a live recording session and the creation of a future potential hit with the Nashville Sound.

Logan Announces Nugget Productions

NASHVILLE — Jack Logan, manager of Lonzo and Oscar and A & R man for Nugget Records, has announced the formation of a new company to be known as Nugget Productions. The production company has been formulated for the purpose of producing and promoting country music shows in specially designed areas, as yet not disclosed.

Heading Nugget's new division is Ben Smathers, veteran showman, and leader of Grand Ole Opry's Stoney Mountain Cloggers. He said that his association and work with Nugget had nothing to do with the future work of the well known Square Dancers which he heads, for they will continue to be represented by the Moeller and Purcell agencies.

RCA's 1st Gantry

NASHVILLE—RCA Victor's first single by Chris Gantry will be released July 26, the same week the singer debuts in New York's Bitter End. Lead side of the single is "Charming Ne'er-Do-Well."

Gemini Orbits With 2nd CW Feature Pic

NEW YORK—Gemini Pictures, producers of the successful "Music City U.S.A." flick now around country markets, is planning a second feature film, "King of the Wheels," for nation-wide release in January.

Dave Dudley has been signed to star in the flick, which'll have a motorcycle racing theme. Dudley will also warble the title tune, penned by Hillous Buttrum.

Music in the movie is planned as rock and roll and country to appeal to a wide range of tastes.

Preston Collins, director of "Music City," is slated to do repeat duty for the Eastman color film.

Dottie in Pic

NASHVILLE — RCA Victor songstress Dottie West was named to play the female lead in a new country music movie opposite Atlanta actor George Ellis, according to W. E. Moeller, Miss West's agent. Color filming of the wide-screen feature, "There's A Still On The Hill," runs from July 23-Aug. 10 on location in Clayton, Ga.

CMA Board Meets, Covers Busy Agenda

BEVERLY HILLS — Officers and directors of the Country Music Association held their third quarterly board meeting at the Beverly Hilton Hotel here July 14 and 15, covering a busy agenda.

Final plans were discussed for the Country Music Hall of Fame and Museum building, under construction in Nashville. Completion date on the building is expected to be Oct. 1, with construction running well ahead of schedule. During the CMA Board meeting it was announced that Liberty Records will make a \$10,000 contribution to the Country Music Hall of Fame, ABC Records will make a \$5,000 contribution to the building fund and Dot Records' Randy Wood increased his pledge to total \$15,000. The "Walkway of the Stars," which is to be built honoring the various artists who have contributed to the building, will be constructed in mid-August, with over 90 artists set to be honored.

A "CMA Country Club" was organized by the Board to honor the friends of country music around the world. Membership in the honorary club will be restricted to those individuals who have made significant contributions to country music. Only CMA organizational members, officers of the CMA and directors on the Board will be allowed to present the special memberships.

Hubert Long, chairman of the membership committee, announced country music membership has now reached an all-time high, with over 1,550 individual members and 111 organizational members in the CMA.

The annual Country and Western Broadcasters Meeting sponsored by the CMA has been set for Oct. 19, just prior to the annual Country Music Festival in Nashville, with attendance at several sessions limited this year to organizational members of the Country Music Association. The meeting will feature industry leaders from the broadcasting, advertising and marketing fields, speaking on various areas of country music.

C/W Broadcast Aids

The CMA also announced a new package of programming and sales aids will be developed for the C&W broadcast members, including a series of jingles for use by CMA broadcast members. The package which will be developed by Bill Hudson, Jerry

Glaser, Dan McKinnon and Carl Brenner is expected to be ready for use by organizational members this fall.

Dan McKinnon of KSON in San Diego reported on his committee's work in arranging a live country music presentation before the motion picture, television and advertising executives of California this fall. The star-studded show will be staged at the Coconut Grove in Los Angeles with over 900 key executives expected to attend. Advertising executives from San Francisco will be flown in to attend the show, along with top Hollywood executives in September. Frank Jones of Columbia Records reported on his committee's work on the annual CMA banquet during the Country Music Festival in Nashville on Oct. 21. The event which will be staged again this year at the Municipal Auditorium will feature a show, dinner and dance.

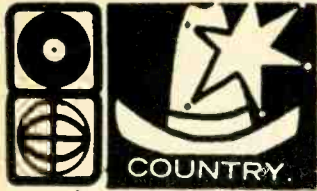
Jerry Glaser, chairman of the Special Projects Committee, reported on various projects aimed at both broadcasters and advertisers, including participation again this year in the annual NAB Convention in Chicago. The overwhelming success of last year's participation by the CMA has resulted in country music presentations before several NAB programming seminars around the United States during the past few weeks.

At the conclusion of the first day's board meeting, the officers and directors of the Country Music Association were guests for cocktails and dinner at the home of Mrs. M. I. Peer-Morris, the President of Peer-Southern Music Publishing Company, at her home on Hollywood Boulevard.

Backstage At the Opry



Backstage at the Grand Ole Opry, Nashville: from left, Ray Pillow, Mary M. Anderson and Jean Shepard. Mrs. Anderson is seeking support of Opry stars in her bid for State Senator.



DISK JOCKEY REPORTS



KWNT—Davenport, Iowa

1. Get Your Lie The Way You Want It (Bonnie Guitar)
2. Think Of Me (Buck Owens)
3. You Ain't Woman Enough (Loretta Lynn)
4. Wallpaper Roses (Jerry Wallace)
5. I'd Just Be Fool Enough (The Browns)
6. Lovin' Machine (Johnny Paycheck)
7. Standing In The Shadows (Hank Williams, Jr.)
8. I Want A Happy Life (Charlie Louvin)
9. Evil On Your Mind (Jan Howard)
10. A Million And One (Billy Walker)

CHED—Edmonton, Alberta, Can.

1. Think Of Me (Buck Owens)
2. Take Good Care Of Her (Sonny James)
3. Don't Touch Me (Jeannie Seely)
4. Swingin' Doors (Merle Haggard)
5. The Last Word In Lonesome Is Me (Eddy Arnold)
6. Would You Hold It Against Me (Dottie West)
7. Distant Drums (Jim Reeves)
8. I'll Take The Dog (Shepard-Pillow)
9. Yes I'm Hurtin' (Don Gibson)
10. Ain't Had No Lovin' (Connie Smith)

KPIK—Colorado Springs, Colo.

1. Get Your Lie (Bonnie Guitar)
2. Time To Bum Again (Waylon Jennings)
3. Think Of Me (Buck Owens)
4. The Last Word In Lonesome Is Me (Eddy Arnold)
5. Yes I'm Hurtin' (Don Gibson)
6. She Didn't Come Home (Jim Nesbitt)
7. I'll Take The Dog (Shepherd & Pillow)
8. Mean Old Woman (Claude Gray)
9. I'll Leave The Singing To The Blue Birds (Sheb Wooley)
10. Standing In The Shadows (Hank Williams, Jr.)

WTUF—Mobile, Ala.

1. Almost Persuaded (David Houston)
2. Million And One (Billy Walker)
3. Don't Touch Me (Jeannie Seely)
4. Think Of Me (Buck Owens)
5. You Ain't Woman Enough (Loretta Lynn)
6. Day For Decision (Johnny Sea)
7. I'm Losing You I Can Tell (Hugh X. Lewis)
8. Evil On Your Mind (Jan Howard)
9. Take Good Care Of Her (Sonny James)
10. Who's Gonna Love Me (Romeo Sullivan)

CHNS—Halifax, Can.

1. Steel Rail Blues (George Hamilton IV)
2. The Count Down (Hank Snow)
3. Take Good Care Of Her (Sonny James)
4. Think Of Me (Buck Owens)
5. Distant Drums (Jim Reeves)
6. Put It Off (Bill Phillips)
7. Evil On Your Mind (Jan Howard)
8. I'm Hurtin' (Don Gibson)
9. I'm A Nur (Leroy Pullins)
10. Couldn't Get My Love (Leroy Vandyke)

WEXL—Detroit 20, Mich.

1. Think Of Me (Buck Owens)
2. Ain't Had No Lovin' (Connie Smith)
3. Get Your Lie The Way You Want It (Bonnie Guitar)
4. A Million And One (Billy Walker)
5. I Can't Keep Away From You (Wilburn Brothers)
6. Standing In The Shadows (Hank Williams, Jr.)
7. You Ain't Woman Enough (Loretta Lynn)
8. The Right One (The Staffer Brothers)
9. The World Is Round (Roy Drusky)
10. You Just Can't Quit (Rick Nelson)

SLIM JIM LENGYEL
Council Bluffs, Iowa

1. Thank You Very Much (B. Till)
2. I'm Wild Bill Tonight (McBride-Stovall)
3. Friday Night Fights (C. Wood)
4. Think Of Me (B. Owens)
5. Back Pocket Money (J. Newman)
6. Turn Me Loose-90 Proof (J. Foster)
7. I'm Losing You (H. X. Lewis)
8. Shindig In The Barn (T. Collins)
9. That's Me (B. Withers)
10. Talkin' To The Wall (W. Mack)

ROCKY WILLIS
WPIX—Lexington Park, Md.

1. Don't Touch Me (Jeannie Seely)
2. Take Good Care Of Her (Sonny James)
3. Evil On Your Mind (Jan Howard)
4. Think Of Me (Buck Owens)
5. I'll Take The Dog (Shepard-Pillow)
6. Distant Drums (Jim Reeves)
7. The Last Word In Lonesome Is Me (Eddy Arnold)
8. Swingin' Doors (Merle Haggard)
9. Talkin' To The Wall (Warner Mack)
10. Almost Persuaded (David Houston)

VERNE LOTZ SHEPPARD
KOTA—Rapid City, S. Dak.

1. Last Word In Lonesome Is Me (Eddy Arnold)
2. Think Of Me (Buck Owens)
3. Little Black Bug (Buddy Meredith)
4. Talkin' To The Wall (Warner Mack)
5. Almost Persuaded (David Houston)
6. Yes I'm Hurtin' (Don Gibson)
7. Back Pocket Money (Jimmy Newman)
8. Take Good Care Of Her (Sonny James)
9. A Million And One (Billy Walker)
10. You Can't Roller Skate (Roger Miller)

DARRELL "SMITTY" SMITH
WSTH—Taylorsville, N. C.

1. Lucky Me (Ron Karchner)
2. You Ain't Woman Enough (Loretta Lynn)
3. I'm A Nur (Leroy Pullins)
4. Dear Brother (The Harden Trio)
5. Because It's You (Wanda Jackson)
6. Flip Side Of Your Heart (Bennie Benfield)
7. Don't Touch Me (Jeannie Seely)
8. Standing In The Shadows (Hank Williams, Jr.)
9. Tubulo County Jail (The Stonemans)
10. Cell 29 (Carl & Pearl Butler)

GARY DALTON
WCLE—Cleveland, Tenn.

1. The Lovin' Machine (Johnny Paycheck)
2. Almost Everything (Priscilla Mitchell)
3. So Much For Me (Liz Anderson)
4. At Ease Heart (Ernest Ashworth)
5. Almost Persuaded (David Houston)
6. Don't Count On Tomorrow (Marion Worth)
7. Highway Patrol (Red Simpson)
8. Heck Of A Fix In '66' (Jim Nesbitt)
9. Lonelyville (Dave Dudley)
10. Too Much Of You (Ott Stephens)

COLEMAN O'NEAL
WKDX—Hamlet, N. C.

1. I'll Leave The Singin' To The Bluebirds (Sheb Wooley)
2. Too Much Of You (Ott Stephens)
3. Too Late Now (Jimmy Louis)
4. Almost Persuaded (David Houston)
5. Heck Of A Fix In '66' (Jim Nesbitt)
6. From The People Comes The Gossip (Max Powell)
7. So Much For Me So Much For You (Liz Anderson)
8. I Won't Be Long In Your Town (Claude King)
9. Think Of Me (Buck Owens)
10. Most Likely To Succeed (Ted Kirby)

JUST PLAIN GENE
WCER—Charlotte, Mich.

1. Think Of Me (Buck Owens)
2. Almost Persuaded (David Houston)
3. The Shoe Goes On The Other Foot Tonight (Marty Robbins)
4. The Streets Of Baltimore (Bobby Bare)
5. Yes, I'm Hurtin' (Don Gibson)
6. Evil On Your Mind (Jan Howard)
7. Ain't Had No Lovin' (Connie Smith)
8. You Ain't Woman Enough (Loretta Lynn)
9. Little Pedro (Carl & Pearl Butler)
10. I Hear Little Rock Calling (Ferlin Husky)

LARRY BRUNER
WBGC—Chipley, Fla.

1. Don't Touch Me (Jeannie Seely)
2. Think Of Me (Buck Owens)
3. You Ain't Woman Enough (Loretta Lynn)
4. Standing In The Shadows (Hank Williams, Jr.)
5. Day For Decision (Johnny Sea)
6. Ain't Had No Lovin' (Connie Smith)
7. The Lovin' Machine (Johnny Paycheck)
8. Time To Bum Again (Waylon Jennings)
9. Swingin' Doors (Merle Haggard)
10. Almost Persuaded (David Houston)

DAVE PERKINS
KTON—Belton, Texas

1. Day For Decision (Johnny Sea)
2. Too Late Now (Jimmy Louis)
3. Johnny Lee (Roy Robinson)
4. Making Plans (Johnny Russell)
5. You Ain't Woman Enough (Loretta Lynn)
6. I Can't Keep Away From You (Wilburn Bros.)
7. I'm Wild Bill Tonight (Janet McBride & Vern Stovall)
8. Almost Persuaded (David Houston)
9. Mean Old Woman (Claude Gray)
10. At Ease Heart (Ernie Ashworth)

DON MACLEOD
KVEC—San Luis Obispo, Calif.

1. The Shoe Goes On The Other Foot Tonight (Marty Robbins)
2. The Countdown (Hank Snow)
3. The Last Word In Lonesome Is Me (Eddy Arnold)
4. Swingin' Doors (Merle Haggard)
5. Four-O-Thirty Three (George Jones)
6. I'm Wild Bill Tonight (J. McBride/V. Stovall)
7. The Atlantic Coastal Line (Burl Ives)
8. Little Pedro (Carl Butler)
9. The Tip Of My Fingers (Eddy Arnold)
10. Mommy's Little Angel (Archie Campbell)



ROOM IN YOUR HEART (Marson, BMI)

HOW MANY TIMES CAN A MAN BE A FOOL (Marson, BMI)

SONNY JAMES—Capitol 5690.

Country waltz Sonny sings sunnily. Chorus aids him heartily. A chart-climber for sure.

IF I COULD FIND OUT WHAT IS WRONG (Tuneville, BMI)
INDIAN SUMMER DAYS (Combine, BMI)

JOE DOWELL—Monument 952.

Spritely march about fighting and dying for freedom. Has magnetic singalong quality.

BLUE SIDE OF LONESOME (Glad, BMI)
IT HURTS SO MUCH (Acclaim, BMI)

JIM REEVES—RCA Victor 47-8902.

Velvet song of woe from Gentleman Jim. No doubt about this one's impending success.

ANYTIME (Hill and Range, BMI)
TRYING THE LEAVES (Starday, BMI)

KENNY ROBERTS—Starday 769.

This oldie and greatie sounds as good as ever with refreshing Kenny Roberts reading.

THE COMPANY YOU KEEP (Combine, BMI)
THE LIES JUST CAN'T BE TRUE (Needahit, BMI)

BILL PHILLIPS—Decca 31996.

Bill and boys and girls of the chorus sing about a girl who's running around with the wrong people. Slick.

BIG "O" (Fretboard, BMI)
I GUESS YOU'RE FINALLY SATISFIED (Fretboard, BMI)

RONNIE SESSIONS—Mosrite 230.

Lusty song and singing from this fellow. Tale of a country singer will keep listeners interested.

MEMORY FIT (Yonah, BMI)
NUMBERS LIL (Yonah, BMI)

BUDDY HUGHEY—Chart 1355.

Country all the way as fellow bemoans fate of love affair with chorus sighing in back. Very nice.

SWEET IRENE (Margie, BMI)
STILL IN LOVE WITH YOU (Margie, BMI)

DAVEY D—Dot 16905.

Song about a special girl with steel guitars wailing behind virile singer, Davey. Has strong appeal.

DADDY, DON'T HANG UP THE PHONE (Silver Star, BMI)
LETTERS HAVE NO ARMS (Rio Grande, ASCAP)

LOIS JOHNSON—Epic 5-10043.

Repentant daughter, a bad seed, seeks forgiveness from her parents on this heftily delivered weeper.

WHAT KIND OF GIRL DO YOU THINK I AM (Canyon, SESAC)
CONSTANTLY (Vanjo, BMI)

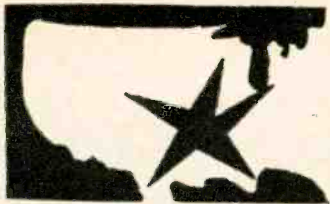
BILLIE BEA BROWN—Topic 8042.

The age-old question asked on attractive country ballad. Billie-Bea has recommended c/w voice.

THE LAST PLACE YOU GO (Tablerock, BMI)
CRYIN' AND I'M ONLY HALF WAY HOME (Newkeys, BMI)

SHIRLEE HUNTER—Mercury 72599.

New songstress from Nashville bows on Merc label with lots of verve and vivacious ballad.



NASHVILLE REPORT



BY PAUL PERRY

Sultry hot weather as well as red hot country and Western records have been the order of late around Music City. The historical Grand Ole Opry house was filled and refilled approximately four times Saturday night in spite of the fact that there is no air conditioning. While 10,000 fans jammed Nashville's Centennial Park bandstand to see **Tex Ritter** and the Browns perform last Sunday.

Speaking of the Browns, **Maxine** and **Bonnie** were by the office, to get out of the extreme heat they said, a couple of days ago. They had just gotten off the recording set along with brother **Jim Edward** at Victor's Studios. It was related that the local park concert doings was the first personal appearance, aside from the Opry, that they had done as a group in over two years. **Bonnie** resides in Little Rock while **Maxine** and **Jim Ed** both are local dwellers.

One of Decca's top hit makers, **Warner Mack**, was by the house to let me in on the news that he's opening a **Mary Carter** paint store in the Nashville suburb of Madison in the near future. It'll be known as **Warner Mack's Mary Carter Paint Store**. Too, **Warner's** due a new release any day now.

WPLO, Atlanta's giant C & W power plant, has designated this week of July 25 as **Country Music Week**. Victor's **Stu Phillips**, **Vernon Oxford** and **Hank Locklin** are three of the talent draped line-up set for the affair. Hear you're doing a wonderful job C & W music down there, fellows.

Little Darlin's **Johnny Paycheck** is in town this week doing sessions under the watchful eyes of the label's **A & R** whiz **Aubrey Mayhew**

Sam Glen Sutton, who's certainly financially over-joyed with "Almost Persuaded" which he co-wrote with **Billy Sherrill**. This one will make a terrific young talent named **David Houston**.

And what a success story **Blue Crest Music** has been! The company's prexy **Ray Baker** told me that during the first year of operation ending June 1 of this year, the firm had 91 of its songs released or cut. **Blue Crest** is owned jointly by **Baker** and **Pappy Daily** with **Dallas Frazier** topping the writer list.

Chatted with **Lorene Mann**, who penned **Rex Allen's** few-years-ago smash, "Don't Go Near the Indians." She's all thrills over the new **Lorene Mann—Justin Tubb** album release. Included are four duets, four cuts by **Justin** and four by **Lorene**.

Lawton Williams called from **WMQM**, the new all C & W station in Memphis. They just changed over from a good music format and need records badly. Send to **PD Eddie Stewart**, **Chisca Hotel** building, Memphis, Tenn.

Pint-size singer **Teresa Brewer** just finished work on two **Mercury** albums in this city last week. One of the LPs is slated for release in three months.

Tommy Smith—everybody calls him the **Hair Stylist** of the Stars and a regular member of the **Ernest Tubb** **Midnight Jamboree**, just signed with **Dot** and his first release, "Those Rings," is getting fast local reaction. **Tommy** keeps many of the leading artists' hair groomed. Just shook the hand of one **Del Reeves** again. He had a copy of his new **United Artists** album due for release in the near future. One selection in it is "Laughter Keeps Running Down My Face" and **Del** out does himself on this one.

Capitol's local **A & R** chief **Marvin Hughes** took the **Ferlin Husky** show to a local eating establishment, **Shakey's** on **Hillsboro Road** where the young gather, and did an entire album with live audience and all. On the show with **Ferlin** were side kick **Simon Crum**, **Marvis Thompson**, guest **Dallas Frazier** and the **Hush Puppies**. This one should escape late this autumn.

There's lots of talk about the **Black Poodle**, located in Nashville's glittering **Printer's Alley**, booking **Bill Monroe** and his **Bluegrass Boys** for two weeks starting this week, July 25. This is the first local appearance by **Bill** with the exception of the **Opry** in many years.

Bill Phillips, whose "Put It Off Until Tomorrow" has been a major success, dropped off his new **Decca** delite, "Known By the Company You Keep." **Bill**, along with the **Kitty Wells—Johnny Wright** show, played **Franklin, Ohio**, this past Sunday.

Columbia Merchandising

(Continued from page 14)

'World's Favorite Music' display kit and related radio spots, as well as **Ormandy** and **Bernstein** browser bins for impulse items. Research shows that close to 50% of store sales are made on impulse, and consumers buy what they see."

Munves also showed the salesmen a number of specially designed displays and ad mats.

Aiding Salesmen

Alvin Goldstein, Director, Advertising and Sales Promotion, described how **Columbia's** advertising program aids the salesman in presenting the product.

"The function of advertising," he stated, "is to perform certain parts of the marketing job with greater economy, speed and repetition than can be accomplished through other means. Advertising's job, purely and simply, is to communicate. Advertising succeeds or fails depending on how well it communicates our message at the right time to the right people at the right cost. Advertising is only one of several marketing forces that lead to the ultimate objective of a sale. There are at least seven other forces that must be blended with advertising to consummate a sale. The most important of all is **Product**—its artist, its appearance, its timeliness, the performance. The other components are **Display**, **Package Design**, **Personal Selling**, **Promotion**, **Publicity** and, of course, that hard reality, **Price**.

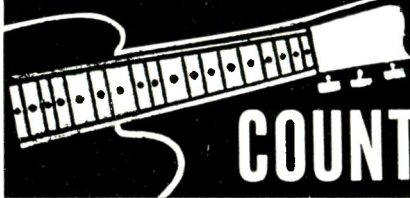
Joe Norton, Director, Sales Promotion Material and Popular Albums Merchandising, concluded the presentation. He stated: "Capturing the consumer at point of purchase is mandatory for any 'Total Participation' program." **Norton** then introduced the new **Columbia** selling aids: wing displays, a hanging mobile, handsome sketches of **Columbia's** leading artists, and eye-catching blinker displays done in the manner of traffic signs. Other aids include a special country-and-Western display kit, a special jazz display package, divider cards for leading teen artists, divider cards for new artists, and a special **Simon and Garfunkel** browser display.

In summation, **Norton** said: "The basic premise that 'Display means sales' is irrefutable. Your 'Total Participation' in obtaining and maintaining more display for your product will put you that much closer to capturing the total business."

TOP COUNTRY LP'S



| This Wk. | Last Wk. | Wks. on Chart | Title | Label |
|----------|----------|---------------|---|-------|
| 1 | 1 | 10 | DISTANT DRUMS | 10 |
| | | | Jim Reeves— | |
| | | | RCA Victor LPM-3507: LSP-3507 | |
| 2 | 2 | 9 | DUST ON MOTHER'S BIBLE | 9 |
| | | | Buck Owens— | |
| | | | Capitol E-2497: ST-2407 | |
| 3 | 3 | 10 | TRUE LOVE'S A BLESSING | 10 |
| | | | Sonny James— | |
| | | | Capital T-2500: ST-2500 | |
| 4 | 5 | 10 | EVERYBODY LOVES A NUT | 10 |
| | | | Johnny Cash— | |
| | | | Columbia CL-2492: CS-9292 | |
| 5 | 6 | 14 | I LIKE 'EM COUNTRY | 14 |
| | | | Loretta Lynn— | |
| | | | Decca DL-4744: DL-74744 | |
| 6 | 7 | 8 | PLEASE DON'T HURT ME | 8 |
| | | | Norma Jean— | |
| | | | RCA Victor LPM-3541: LSP-3541 | |
| 7 | 8 | 7 | I'M A PEOPLE | 7 |
| | | | George Jones— | |
| | | | Musicor MM-2099: LS-3099 | |
| 8 | 9 | 5 | LONELYVILLE | 5 |
| | | | Dave Dudley— | |
| | | | Mercury MG-21074: SR-61074 | |
| 9 | 4 | 22 | ROLL OUT THE RED CARPET | 22 |
| | | | Buck Owens & Buckaroos— | |
| | | | Capitol T-2500: ST-2500 | |
| 10 | 12 | 4 | DON'T TOUCH ME | 4 |
| | | | Wilma Burgess— | |
| | | | Decca DL-4792: DL-75792 | |
| 11 | 11 | 20 | I WANT TO GO WITH YOU | 20 |
| | | | Eddy Arnold— | |
| | | | RCA Victor LPM-3507: LSP-3507 | |
| 12 | 14 | 6 | JIMMY DEAN'S GREATEST HITS | 6 |
| | | | Columbia CL-2485: CS-9285 | |
| 13 | 13 | 19 | BEST OF JIM REEVES, VOL. II | 19 |
| | | | RCA Victor LPM-3482: LSP-3482 | |
| 14 | 10 | 12 | JUST BETWEEN THE TWO OF US | 12 |
| | | | Bonnie Owens & Merle Haggard— | |
| | | | Capitol T-2435: ST-2435 | |
| 15 | 18 | 3 | MANY HAPPY HANG-OVERS TO YOU | 3 |
| | | | Jean Shepard— | |
| | | | Capitol T-2547: ST-2547 | |
| 16 | 19 | 3 | DON GIBSON WITH SPANISH GUITARS | 3 |
| | | | RCA Victor LPM-3594: LSP-3594 | |
| 17 | 20 | 2 | THE COUNTRY TOUCH | 2 |
| | | | Warner Mack— | |
| | | | Decca DL-4766: DL-74766 | |
| 18 | (—) | 1 | THE LAST WORD IN LONESOME IS ME | 1 |
| | | | Eddy Arnold— | |
| | | | RCA Victor LPM-3622: LSP-3622 | |
| 19 | 21 | 3 | COUNTRY ALL THE WAY | 3 |
| | | | Kitty Wells— | |
| | | | Decca DL-4776: DL-74766 | |
| 20 | 15 | 6 | FOLK COUNTRY | 6 |
| | | | Waylon Jennings— | |
| | | | RCA Victor LPM-3515: LSP-3515 | |
| 21 | 16 | 8 | TIPPY TOEING | 8 |
| | | | Harden Trio—Columbia CL-2506 | |
| 22 | 23 | 5 | TOGETHER AGAIN | 5 |
| | | | Roy Drusky & Priscilla Mitchell— | |
| | | | Mercury MG-21078: SR-61078 | |
| 23 | 17 | 22 | MEAN AS HELL | 22 |
| | | | Johnny Cash—Columbia CL-2446 | |
| 24 | 26 | 2 | DAY FOR DECISION | 2 |
| | | | Johnny Sea— | |
| | | | Warner Bros. W-1659: LS-1659 | |
| 25 | (—) | 1 | SUFFER TIME | 1 |
| | | | Dottie West— | |
| | | | RCA Victor LPM-3587: LSP-3587 | |
| 26 | 30 | 2 | HISTORY REPEATS ITSELF | 2 |
| | | | Buddy Starcher— | |
| | | | Decca DL-4796: DL-74796 | |
| 27 | 27 | 11 | A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU | 11 |
| | | | Dick Curless & Kay Adams— | |
| | | | Tower T-5025: ST-5025 | |
| 28 | (—) | 1 | LONELY IS ME | 1 |
| | | | Charlie Louvin— | |
| | | | Capitol T-2842: ST-2842 | |
| 29 | 22 | 19 | MISS SMITH GOES TO NASHVILLE | 19 |
| | | | Connie Smith— | |
| | | | RCA Victor LPM-3520: LSP-3520 | |
| 30 | 29 | 7 | ON THE ROAD | 7 |
| | | | Porter Wagoner— | |
| | | | RCA Victor LPM-3509 | |



TOP COUNTRY SINGLES

| This Wk. July 30 | Last Wk. July 23 | Wks. on Chart | This Wk. July 30 | Last Wk. July 23 | Wks. on Chart |
|---|------------------|---------------|------------------|------------------|---------------|
| 1 | 1 | 16 | 14 | 19 | 9 |
| 1 DON'T TOUCH ME Jeannie Seely—Monument 933 | | | | | |
| 2 | 2 | 10 | 15 | 16 | 11 |
| 2 THINK OF ME Buck Owens—Capitol 5647 | | | | | |
| 3 | 3 | 13 | 16 | 17 | 17 |
| 3 SWINGING DOORS Merle Haggard—Capitol 5600 | | | | | |
| 4 | 4 | 8 | 17 | 20 | 5 |
| 4 YOU AIN'T WOMAN ENOUGH Loretta Lynn—Decca 31966 | | | | | |
| 5 | 7 | 13 | 18 | 9 | 12 |
| 5 DON'T TOUCH ME Wilma Burgess—Decca 31927 | | | | | |
| 6 | 8 | 11 | 19 | 34 | 5 |
| 6 STANDING IN THE SHADOWS Hank Williams, Jr.—MGM 13504 | | | | | |
| 7 | 10 | 8 | 20 | 21 | 5 |
| 7 AIN'T HAD NO LOVIN' Connie Smith—RCA Victor 8842 | | | | | |
| 8 | 15 | 6 | 21 | 26 | 6 |
| 8 ALMOST PERSUADED David Houston—Epic 10025 | | | | | |
| 9 | 5 | 13 | 22 | 25 | 7 |
| 9 EVIL ON YOUR MIND Jan Howard—Decca 31923 | | | | | |
| 10 | 11 | 12 | 23 | 24 | 5 |
| 10 (YES) I'M HURTING Don Gibson—RCA Victor 8812 | | | | | |
| 11 | 12 | 10 | 24 | 18 | 11 |
| 11 LOVIN' MACHINE Johnny Paycheck—Little Darlin' 008 | | | | | |
| 12 | 13 | 8 | 25 | 14 | 22 |
| 12 DAY FOR DECISION Johnny Sea—Warner Bros. 5820 | | | | | |
| 13 | 6 | 17 | 26 | 42 | 3 |
| 13 TAKE GOOD CARE OF HER Sonny James—Capitol 5612 | | | | | |
| 14 IT'S ALL OVER Kitty Wells—Decca 31957 | | | | | |
| 15 TIME TO BUM AGAIN Waylon Jennings—RCA Victor 8822 | | | | | |
| 16 BORN TO BE IN LOVE WITH YOU Van Trevor—Band Box 367 | | | | | |
| 17 THE STREETS OF BALTIMORE Bobby Bare—RCA Victor 8851 | | | | | |
| 18 THE LAST WORD IN LONESOME IS ME Eddy Arnold—RCA Victor 8818 | | | | | |
| 19 A MILLION AND ONE Billy Walker—Monument 943 | | | | | |
| 20 LONELYVILLE / TIME AND PLACE Dave Dudley—Mercury 72585 | | | | | |
| 21 OLD BRUSH ARBORS George Jones—Musicor 1174 | | | | | |
| 22 CHICKEN FEED Bobby Staff—RCA Victor 8833 | | | | | |
| 23 I'M A NUT Leroy Pullins—Kapp 758 | | | | | |
| 24 I'LL TAKE THE DOG Jean Shepard & Ray Pillow—Capitol 5633 | | | | | |
| 25 TALKIN' TO THE WALL Warner Mack—Decca 31911 | | | | | |
| 26 THE TIP OF MY FINGERS Eddy Arnold—RCA Victor 8869 | | | | | |

| This Wk. July 30 | Last Wk. July 23 | Wks. on Chart | This Wk. July 30 | Last Wk. July 23 | Wks. on Chart |
|--|------------------|---------------|------------------|------------------|---------------|
| 27 | 30 | 8 | 44 | 28 | 20 |
| 27 EVERYBODY LOVES A NUT Johnny Cash—Columbia 43573 | | | | | |
| 28 | 32 | 4 | 45 | 48 | 2 |
| 28 I CAN'T KEEP AWAY FROM YOU Wilburn Bros.—Decca 31974 | | | | | |
| 29 | 29 | 5 | 46 | 47 | 3 |
| 29 BECAUSE IT'S YOU Wanda Jackson—Capitol 5645 | | | | | |
| 30 | 31 | 5 | 47 | 49 | 3 |
| 30 THE WORLD IS ROUND Roy Drusky—Mercury 72586 | | | | | |
| 31 | 22 | 18 | 48 | 50 | 7 |
| 31 DISTANT DRUMS Jim Reeves—RCA Victor 8789 | | | | | |
| 32 | 35 | 6 | 49 | 51 | 2 |
| 32 DOGGIN' IN THE U. S. MAIL Hal Willis—Sims 2288 | | | | | |
| 33 | 36 | 6 | 50 | 54 | 2 |
| 33 THE SHOE GOES ON THE OTHER FOOT TONIGHT Marty Robbins—Columbia 43680 | | | | | |
| 34 | 23 | 20 | 51 | (—) | 1 |
| 34 STEEL RAIL BLUES George Hamilton IV—RCA Victor 8758 | | | | | |
| 35 | 37 | 4 | 52 | 52 | 5 |
| 35 YOU CAN'T ROLLER SKATE IN A BUFFALO HERD Roger Miller—Smash 2043 | | | | | |
| 36 | 38 | 4 | 53 | 60 | 2 |
| 36 LOVE'S SOMETHING (I CAN'T UNDERSTAND) Webb Pierce—Decca 31982 | | | | | |
| 37 | 41 | 3 | 54 | 58 | 2 |
| 37 WALLPAPER ROSES Jerry Wallace—Mercury 72589 | | | | | |
| 38 | 43 | 4 | 55 | 55 | 2 |
| 38 GETTIN' ANY FEED FOR YOUR CHICKENS Del Reeves—United Artists 50035 | | | | | |
| 39 | 39 | 6 | 56 | 56 | 2 |
| 39 THE RIGHT ONE Statler Bros.—Columbia 5661 | | | | | |
| 40 | 45 | 2 | 57 | 57 | 5 |
| 40 AT EASE HEART Ernie Ashworth—Hickory 1400 | | | | | |
| 41 | 44 | 3 | 58 | (—) | 1 |
| 41 WHO LICKED THE RED OFF YOUR CANDY Little Jimmy Dickens—Columbia 45701 | | | | | |
| 42 | 27 | 15 | 59 | (—) | 1 |
| 42 A WAY TO SURVIVE Ray Price—Columbia 43560 | | | | | |
| 43 | 33 | 20 | 60 | (—) | 1 |
| 43 WOULD YOU HOLD IT AGAINST ME Dottie West—RCA Victor 8770 | | | | | |
| 44 PUT IT OFF UNTIL TOMORROW Bill Phillips—Decca 31901 | | | | | |
| 45 YOU DON'T TREAT ME RIGHT Faron Young—Mercury 72567 | | | | | |
| 46 I HEAR A LITTLE ROCK CALLING Ferlin Husky—Capitol 5679 | | | | | |
| 47 MEAN OLD WOMAN Claude Gray—Columbia 43614 | | | | | |
| 48 I'M WILD BILL TONIGHT Janet McBride & Vern Stovall—Longhorn 571 | | | | | |
| 49 SOMETHING'S WRONG Charlie Louvin—Capitol 5665 | | | | | |
| 50 IF TEARDROPS WERE SILVER Jean Shepard—Capitol 5681 | | | | | |
| 51 I REMEMBER YOU Slim Whitman—Imperial 66181 | | | | | |
| 52 ALMOST EVERYTHING A LONELY GIRL NEEDS Priscilla Mitchell—Mercury 72565 | | | | | |
| 53 BLUES PLUS BOOZE Stonewall Jackson—Columbia 43718 | | | | | |
| 54 HONDA Larry Haerberlin—K-Ark 694 | | | | | |
| 55 I'M LOSING YOU Hugh X. Lewis—Kapp 757 | | | | | |
| 56 I'D JUST BE FOOL ENOUGH Browns—RCA Victor 8838 | | | | | |
| 57 YOU'RE RIGHT Don Winters—Ashley 171 | | | | | |
| 58 UNWANTED FEELING Jimmy Newman—Decca 31994 | | | | | |
| 59 A TASTE OF HEAVEN Jim Edward Brown—RCA Victor 8867 | | | | | |
| 60 NO LOVE AT ALL Johnny Tillotson—MGM 13519 | | | | | |

"ARTIFICIAL ROSE", "BACK POCKET MONEY" And Now Another Hit!!



"BRING YOUR HEART HOME"

c/w

"UNWANTED FEELING"

Jimmy Newman

31994



Written by
Tom T. Hall

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(at 16th Ave. So.)
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