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 alienation 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 810).

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).

"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

Crispin 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; JLPS 3027).

Robert Parker issued a good dance suggestion a while ago on his "Barefootin'" single, and teens liked it so much that there's a new "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...

A ONE IN A 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 Cohn. 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 Petsila 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 “Dean Brummet ’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 Mexico 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 “Brazililize.” 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.” 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 Oakeh. 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 Oakeh Records.”

(Continued on page 33)

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, speaking 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, moves 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 Cytos’ than anything else. But as many of you are aware, 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 independent so frequently on artistic changes, marketing changes, technological changes, international relationships 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 Chicago 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.
“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 July 10.

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 praise you 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 their 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!”

“ ‘Total Participation’ was the key to success. The people we introduced earlier into the organization were instrumental in successfully launching the careers of these unknown Columbia artists. He stated: “Joe Mansfield, a member of the Dallas branch organization, hired 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 the country. It is my pleasure to commend members of the various departments within Columbia.”

By arranging with Pickwick International, Inc., there are two engagements in the near future with the Hollywood Bowl Symphony and other groups, but the Pickwick International 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.

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 other groups.

Capitol will be issued in the next six months, 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.
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
albums from Kapp.

plus six singles that are selling!

The music you want when you want it is on
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—extrememont français—from her recent TVer. Flip's tops too.

RUNNIN' SCARED (Buff-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 wallows it out with fervor.

BATMAN TO THE RESCUE (Raleigh, BMI)
CALL ME DARLING (Anne Rachel, ASCAP)
LAVERN BAKER—Brunswick 53297.
LaVern gets after Batman to get after the criminal. Side swings out for good surfing.

THE SHADOW OF YOUR SMILE (Miller, ASCAP)
CARL HENDERSON—Renfro 115.
A pleasant song from the teeny bopping gang on this juicy, livery.

SUE THOMPSON—Hickory 1403.
CARL HENDERSON—Renfro 115.

KEITH EVERETT—TMP-ting 121.
PUT IT BACK (WHERE YOU FOUND IT)
(Chuck, BMI)
I CAN'T HELP IT (Fred Rose, BMI)
SUE THOMPSON—Hickory 1403.

OUT OF THE DUST (Raleigh, BMI)
Better ballad of love. Beat is just right for mid shuffle boogalo.

PUT IT BACK (WHERE YOU FOUND IT)
(Chuck, BMI)
I CAN'T HELP IT (Fred Rose, BMI)
SUE THOMPSON—Hickory 1403.

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

BOYS AND GIRLS TOGETHER (Cranebrook, BMI)
JOHNNY AND THE EXPRESSIONS—Jodie 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.
Intriguing 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.
Best rolls on out here with fellows taking merrv r/b ride. Teens will want to boogalo to it.

FOUR STAR **** PICKS

DIANNIE, DIANNIE (Buckhorn-Al Gallico, BMI)
ALL AMERICAN GIRL (Buckhorn, BMI)
Cute ditty describing what special teen gal is like. Fellowes have near boogalou surging sound.

WORDS (Screen Gems, BMI)
The REGENTS—Penhouse 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—Karaté 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.
Swingy sentimental ballad crooned breezily by the silken chorale. Should get attention.

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

DON'T THINK TWICE (Witmark, ASCAP)
ALL OVER BUT THE
(Bob Dorough, BMI)

LADY
(Bob Dorough, 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)
YOU TOOK MY HAPPY AWAY (Pamper, BMI)
DON'T KEEP ME LONELY TOO LONG (Glad, BMI)
ASHES TO ASHES (Screen Gems—Columbia, BMI)
YOU TOOK MY HAPPY AWAY (Pamper, BMI)

BABY I'M HERE JUST TO LOVE YOU (Jack, BMI)

THE KNICKERBOCKERS—Challenge 59335.
Ballad of reminiscence rises and falls pretty 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 73601.
Melba Montgomery penned this country-tried 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 MINDHENDERS—Fontana 1555.
Trio has groovy kind of follow-up to their chart topper. This one has bounce and strong love-lose 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 16006.
Girl is singing to her ex who has just been thrown over himself. Teens will love the nifty beat slice.

CHICARRONES (Glamorous, ASCAP)
EL REY (Glamorous, ASCAP)
RAY RIVERA—Lorique 101.
Spicy little Latin American musical offering should sell like chicharrones. Bright and beatful.

IT TAKES A LITTLE LOVELIGHT
(Captain Marvel, BMI)
I'M GONNA LOCK YOU UP (Captain Marvel, BMI)
Peppy rock item from funny-named new group. Happytime song will appeal to the teens immediately.
FASTEST BREAKING SINGLE IN ANYBODY'S HISTORY!

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

BY 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
A&M 810
TENDER LOVING CARE

NANCY WILSON—Capitol (S)T 2555.

Breathy, sensuous readings of love songs on this when-lights-are-low disk from Nancy. Sometimes the thrush tends to hover too long over a note—pulling and twisting—but that's probably just tender loving care. "Too Late Now," "Don't Go to Strangers."

HAPPENING!

DICK HYMAN—Command 899SD; RD 8995D.

The inventive musician moves to the harpsichord for this album of musicality mixed with whimsy and beat. Inspiration runs from Shakespeare to the Beatles and songs include "The Shadow of Your Smile," "Yesterday," et al.

NAT COLE SINGS THE GREAT SONGS

Capitol (S)T 2558.

Collectors will rejoice at this new selection of tunes never before available on a long-playing record. Nat warbles "An Affair to Remember," "You're My Thrill," "I Had the Craziest Dream," "Fascination."

JUST ABOUT EVERYTHING

BOB DOROUGH—Focus 336 (m-s).

A singer who's been singing to the delight of a large cult of jazz singing fans for the past decade, Bob puts together some of his wares on this package. Fast and funky "Don't Think Twice," "Baltimore Oriole," "Lazy Afternoon," more.

MEDICAL MISSION SISTERS—Avant Garde 101 (m-s).

The 11 nuns who sang and wrote 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.

JOY IS LIKE THE RAIN

JOHN CACAVAS—Gallery GM 3201; GS 6201.

Chappell publishing 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.

VELVET IS THE BEAT

MAN ON 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 orchestra 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. 7 (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 Listka, 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 V/V6-3659.

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 V/V6-3648.

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," "Boogaloovoo 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 "hip and high" 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 by Sid Maurer, Epic's Director, Merchandising, and Saul Saget, Manager, Advertising and Sales Promotion, Epic Records.

Cross roads 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 ad continues: "Inside information on music, that is. And you can be full of it, too," of Epic Records.

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."

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 200 markets. We reached 54 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 some 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 32 markets. In addition, we will use two newspapers in selected major cities to give us a consumer reach of 66 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 122 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.

Barry Takes Over Philles Producing

Jeff Barry and Philles Records toppler Phil Spector have recently entered into an agreement whereby Barry assumes production reins for that company, enabling Spector to devote all of his time to the making of motion pictures. The non-exclusive pact permits Barry to continue as an independent producer for other labels and artists.

Barry has just completed his first session (also written by Barry) with the Ronettes for Philles, in New York.

Barry has won over a dozen BMI awards. His background a producer-writer-arranger includes "Chapel of Love" (Dixie Cups), "Leader of the Pack" and "Remember, Walking in the Sand" (Shangri-Las); "Maybe I Know" (Leasley Gore); "I Wanna Love Him So Bad" (Jellybeans); "People Say" (Dixie Cups); "The Kind of Boy You Can't Forget" (Raindrops); "Don't Ever Leave Me" (Connie Francis); "I'll Take You Where The Music's Playing" (Drifters) and others.

Besides "Hanky Panky," Jeff has also written "Da Doo Ron Ron" (Crystals) "Be My Baby" (Ronettes); "Do Wah Diddy Diddy" (Manfred Mann); "Then He Kissed Me" (Crystals); "Chip Chip" (Gene McDaniels); "Baby I Love You" (Ronettes); "Wait Til My Bobby Comes Home" (Darlene Love); and others.

The current Neil Diamond climber, "Solitary Man," is a Barry production, as is Diamond's just-released "Cherry Cherry" on Bang.

"One day," he smiles—if you press him—"I hope to make the charts as a singer."

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.
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. Levey 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 inception of the new media - priced 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 Rabino-witz, 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 Hatfield, 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 visual; 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 Wi- denmann, Director, Administration, A and R, was the product coordinator.

The seven hours of visual presentations, one period of two days, were produced entirely by Columbia’s creative group. The 1966 Convention presentation is divided into three separate visual components: 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 a Superman,” are doing the screenplay. Girls will film in New York and Europe. Motown signed Heller to produce the flick.

Holmes’ Summer Hit

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.

The importance of “Total Participation” in merchandising was stressed by Stanley J. Kavan, Columbia Records’ A&R Director, 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 Popu-lar 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 three —every day, in fact—we bring new products, embracing more new ideas, to market them than perhaps any other business.”

“Any album, any new guidance feature, the copy where it can be purchased, and excited by the concepts behind these albums. During the coming year, we will be developing 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 twelve cards which ex- tend 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 consum- er’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 his selection.

“Total Merchandising Aspects Explored at Col Convention

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—Vol-ume One,” 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 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 developing 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!”

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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
HANKY PANKY

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 De Ville 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 "De Ville Run" sales incentive program.

The "De Ville Run," launched on Jan. 1, was a "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 "De Ville Run" marked the first time computers were used in any record label's sales program.

To maintain excitement throughout the "De Ville 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,Armstrong, 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-Shallman-Sequence music combine and most recently handled the music publishing interests of the ABC network.

Mills to Fox

(Continued from page 4)

First sides produced by Mills under his new assignment are by Harry Belts. Set for early release, they are: "Who's Afraid" from "Virginia Woolf" and "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," "Mystery Blaise" and "The Bible."

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

Warner-Reprise Meets

(Continued from page 2)

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.


"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 Swag 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 department store and 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," the distributor earns points based on his performance in the sale of records during the 100 days between July 22 and Oct. 29.

Each distributor 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 "De Ville Run" saw the introduction of computers into 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 winner. The country has been divided into four sales regions. Each 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 will have an additional percentage will be declared the winner.

Beattles 'Revolver'

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

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."

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<tbody>
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<td>1. TOSSIN' AND TURNIN'</td>
<td>B. Lewis-Belltone</td>
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<td>2. HATS OFF TO LARRY</td>
<td>Del Shannon-Big Top</td>
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<td>3. DUM DUM</td>
<td>B. Lee-Decca</td>
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<td>4. TOGETHER</td>
<td>French-Manhattan</td>
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<td>5. QUARTER TO THREE</td>
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<td>8. LAST NIGHT</td>
<td>Mark Rut—Satellite</td>
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<td>9. WOODEN HEART</td>
<td>J. Dowd—Smash</td>
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<td>10. NEVER ON SUNDAY</td>
<td>Chordettes—Cadence</td>
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<td>6. BOLL WEEVIL SONG</td>
<td>B. Boen—Mercury</td>
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<td>7. CAN'T SIT DOWN</td>
<td>P. Upchurch—Boyd</td>
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<td>8. SCHOOL IS OUT</td>
<td>U. S. Bonds—Legend</td>
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<td>9. PLEASE</td>
<td>Drifters—Atlantic</td>
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<td>10. RAINING IN MY HEART</td>
<td>S. Harpo—Excello</td>
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“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

Subscribe Now To RECORD WORLD

Making Rounds

International trade magazine for the music business, featuring the latest news, trends, and information for music industry professionals. sculptures and artwork by world-renowned artists.
1. **Too Soon to Know** (Acuff Rose, BMI)
   Ray Crisisson—MGM 13549
2. **United** (Sherpa, BMI)
   Intruders—Gamble 201
3. **Angelica** (Screen Gems, Col. BMI)
   Barry Mann—Capitol 5695
4. **Tell Her**
   (Robert Martin, BMI)
   Dean Parrish—BooM 60012
5. **Wipe Out**
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6. **Drive My Car**
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<td>LIL' RED RIDING HOOD</td>
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<td>5</td>
<td>I SAW HER AGAIN</td>
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<td>THEY'RE COMING TO TAKE ME AWAY, HA-HA!</td>
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<td>SWEET PE</td>
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<td>PAUL REISEN &amp; SETH</td>
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<td>THIS DOOR SWINGS BOTH WAYS</td>
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<td></td>
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<td>26 OVER, UNDER, SIDWAYS, DOWN</td>
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<td>15</td>
<td>LOVE LETTERS</td>
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<td>AM I NO ROCKET (Atchison, BMI)</td>
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<td>BLACK &amp; BLUE (Evelyn, BMI)</td>
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<td>BLOWIN' ALONG COMES MARY (Davon, BMI)</td>
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<td>BOP THE主題 (Arabia, BMI)</td>
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<td>BLOW THE DOOR OFF (Petersen, BMI)</td>
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### Primary Radio Exposure Chart

**An Exclusive RECORD WORLD Feature**

This chart is designed to show the initial exposure of new records. Therefore all records which have gone over 50 in Record World's Top 100 are eliminated.

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**An "OVERNIGHT" Smash**

**“BAREFOOTIN’ TIME IN CHINATOWN’’**
Lester Young
Barry 1009

**Breaking in the South!!**

**“I’M SO GLAD”**
Frank Howard and The Commanders
Barry 1008

**On Its Way!!**

**“THE WAY I FEEL”**
Cynthia
Barry 1007

OLD TOWN RECORDS · 1697 Broadway, New York, N.Y. · 212 CI7-2436
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<td>Dick Haymes — Monument MLP-2105</td>
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**LP’S COMING UP**

1. ONE OF THOSE SONGS (Ray Charles—RCA Victor LPM-2998)
2. THE FUGS FIRST ALBUM (ESOTERIC)
3. IT'S OVER (Jim Mitchell—RCA Victor LMP-3309)
4. I'M SO LONESOME I CRY (Tommy Makem—RCA Victor LPM-3309)
5. THE IMPERIAL MONUMENT M-2105
6. Jack Jones — King LK-1468; Rca Victor LPM-3307
7. WAYNE NEWMAN, NEW (Barry Manilow—Capitol CL-2477)
8. I WANT TO GO WITH YOU (Eddy Arnold—Capitol CL-2478)
9. THE BEST OF HERMAN'S HERMITS (RAH Band—RCA Victor LPM-2479)
10. DO YOU BELIEVE IN MAGIC (Linda Ronstadt—Capitol CL-2477)
11. LOUIE LOUIE (Bo Diddley—Columbia CL-2478)
12. SEPTEMBER OF MY YEARS (Frank Sinatra—RCA Victor LPM-3307)
13. LIGHTLY LULLABY (Elvis Presley—RCA Victor LPM-3308)
14. I STARTED TO CRY (Al Martino—Capitol T-2459)
15. I HEAR A SYMPHONY (Ray Charles—RCA Victor LPM-3309)
16. SOUL MESSAGE (Ray Charles—RCA Victor LPM-3309)
17. THE RIME (Johnny Mathis—Columbia CL-2478)
18. EVERYBODY LOVES A NUT (Johnny Carson—RCA Victor LPM-3309)
19. (YOU DON'T HAVE TO SAY YOU LOVE ME (Johnny Mathis—RCA Victor LPM-3309)
20. A GROOVY KIND OF LOVE (Hank Ballard & The Midnighters—Soulnote 577)
21. BEST OF THE BEACH BOYS (Capitol CL-2479)
22. GREATEST HITS (Chris Connelly—Epic 2185)
23. (THE LAST WORD IN LONESOME (Ray Charles—RCA Victor LPM-3309)
24. I'LL BE TRUE TO MY HEART (Ray Charles—RCA Victor LPM-3309)
25. (YOU DON’T KNOW (Ray Charles—RCA Victor LPM-3309)
26. (THE TIME (Ray Charles—RCA Victor LPM-3309)
27. (THE BEST OF CHAD & JEREMY (Walter Beach—Columbia CL-2478)
28. (ONE NIGHT STORMY (Ray Charles—RCA Victor LPM-3309)
29. (MARATHA AND THE VANDENBULS’ GREATEST HITS (Gordy G-917)
30. BILL COSBY'S FAMOUS FUNNY FELLOW, RIGHT (Warner Bros. W-1318)
31. 56 BARRACKS OF THE GREEN BERETS (S. Barrett & S. David—RCA Victor LPM-3309)
32. PARADISE HAWAIIAN STYLE (Roy Charles—RCA Victor LPM-3309)
33. LOVE THEME FROM FLIGHT OF THE PHOENIX (Ennio Morricone—MGM E-4321)
34. DON'T GO TO STRANGERS (Frank Sinatra—RCA Victor LPM-3309)
35. (THE BEGINNING (Ray Charles—RCA Victor LPM-3309)
36. (THE FIRST TIME (Ray Charles—RCA Victor LPM-3309)
37. (THE BEST OF AL HIRT (RCA Victor LPM-3309)
38. (THE COUNTRY MUSIC (Jimmy Rodgers—RCA Victor LPM-3309)
39. (THE BEST OF BLUE (RCA Victor LPM-3309)
40. (EVERYTHING THAT RAYS (RCA Victor LPM-3309)
Cy Leslie, President of Pickwick International, Inc., announced that in the fiscal year ended April 30, 1966, the lead economy priced record unit shipments for Capitol to distribute Pickwick/33, Hilltop, Cavalier, Cricket, “Instant” Learning Records and Design Records surpassed all expectations.

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 Records has exceeded all expectations.

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.

Copeeland 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. Leslie, who manages 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 a 30-day period ended April 30, 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 $83 per Consolidated Foods common share, it was reported.

Word around is that if the merger goes through, United Artists will undertake a larger 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 aloft extrapolagously once more—this time docked at the New York State Theater.

The merger of the beloved musical is beautiful and impeccably produced and marvelously played, under Franz Alfers’ directorship, and sung by Barbara Cook, who is bringing much youth and gaiety and understanding to the role of Magnolia; Steven Douglass, a dignified, caring Ravalen; Constance Towers, a competent Julie; William Warfield; spunky David Wayne as Captain Andy; Allyn Ann McLeir; 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 itself into a theatrically unified play. The story has its drama and romance and comedy and, of course, it has the magnificent score.

You pay your money and you take 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 “Blll?” (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 exec Joe Kolsky and Phil Kahl hosted a press party to salute the Dove opening.

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 Parme and Ted Williams, with Ronnie, center; and at right, Phil Kahl, VP of Diamond Records, and Dove.
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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Sledge Sells Million

Percy Sledge's record of "When a Man Loves a Woman" on Atlantic was certified by the R.I.A.A. as a million seller.
Continued from page 24

"Guajira" y "La Leyenda del Beso"... René Cabel (El Tenor de las Antillas) interpreta "Vagabundo," "Porque Tu me Acostumbre..." "Volveré" y otras piezas maravillosas, en un nuevo grabación Puchito... Salieron dos "elepes" 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 popularizará Javier, tales como "Payaso," "Cuatro Círculos," "Si Dios Me Quita la Vida," "Adelante" y otras... Se lanzará como solista, la famosa compositora Trini Márquez, integrante del célebre Trio Las Hermanas Márquez... Muy bueno "El Album" de Columbia de Trini Márquez... Muy bien "la bunny" al "Header" a Mexico" de Columbia... Triunfan en España y Paris "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 le está imponiendo Luis Anguile. Manolo Muñoz, vendiendo como loco, su grabación de este número en la República Mexicana.

Muy bueno el "elepe" de Emilita Dago y sus "Meloclicos," interpretando "Qué gente Averigua"... Agradecemos todas las cartas y "releases" que estamos recibiendo... Muchos agradecimientos a 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 "in" rhythm... An instrument on the back, an instrument on the back... "Downtown" by Los Magníficos, is moving quickly... A single by Mario y sus Diamantes (Palacio) containing "El Cable" and "Atlántico" is being well in Venezuela, where "El Cable" tops the "Hit Parade." This hit could spread to other areas.

Palacio released a LP titled "Bailabiles" No. 2, by Hugo Blanco, su Arpa Viajera y su Conjunto. Maceo 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 Kubañey 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 Alguvin Músas," 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 Raúl is a member of the Orquesta Broadway (Musicor).

Discs, Ltd., which should help bulk up business... Discophone, in good number. "Descargas at the Village Gate," Vol. 1, 2 and 3, released by Kubaney several months ago. Hugo Blanco and his Orchestra, interpreting "Asi Bota la Pelota" and "Luces de Barcelona." Audio Discophone, Ltd., which should help bulk up business... A TV program in Spanish (Channel 47, N. Y.), is moving the recording of Eva, Raul and Alguien Alas," a TV program.

En Español

"Sevilla," "Guajira" y "La Leyenda del Beso"... René Cabel (El Tenor de las Antillas) interpreta "Vagabundo," "Porque Tu me Acostumbre..." "Volveré" y otras piezas maravillosas, en un nuevo grabación Puchito... Salieron dos "elepes" 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 popularizará Javier, tales como "Payaso," "Cuatro Círculos," "Si Dios Me Quita la Vida," "Adelante" y otras... Se lanzará como solista, la famosa compositora Trini Márquez, integrante del célebre Trio Las Hermanas Márquez... Muy bien "El Album" de Columbia de Trini Márquez... Muy bien "la bunny" al "Header" a Mexico" de Columbia... Triunfan en España y Paris "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 le está imponiendo Luis Anguile. Manolo Muñoz, vendiendo como loco, su grabación de este número en la República Mexicana.

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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 Valdés 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.

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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 Convention during its National Sales Convention in Las Vegas last week.

Seecono
**Weiser UAMC VP on Coast**

Murray Deutch, Executive VP and General Manager of United Artists Music Companies, announces the appointment of Norman Weiser to the position of Vice President and Manager of the Coast Operations. Weiser was formerly UAMC's West Coast Manager.

Weiser will coordinate and supervise the Music Companies' vital activities with the production companies and film music composers on the West Coast.

Deutch pointed out that United Artists Music Companies is continuing its growth pattern. Deutch stated that "The key personnel changes and promotions will enable United Artists Music Companies to continue its record-breaking stride in the music industry."

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**Mustang's Bobby Fuller Dead**

HOLLYWOOD—Bobby Fuller, Mustang Records song star, died July 18 in the front seat of his car with a plastic hose and gas can at his side, police reported. According to an AP news story, the 23-year-old Fuller had been despondent and recently cancelled a San Francisco engagement.

Police listed Fuller's death as "cause undetermined, pending a coroner's autopsy."

Bob Keene, President of Stereo Fi Corp., issued the following statement:

"Contrary to many reports which have come to my attention, to the best of my knowledge, Bobby Fuller was in a perfectly normal state of mind prior to his death. I have been closely associated with him for the past two years during which time he had given no indication of being unstable emotionally. He enjoys people, had many friends and no excesses. Just prior to his death, he was making plans to move into a new apartment and was very happy about his career which was blossoming beautifully. He left no note or in any way gave any indication of being despondent or morose. Prior to his death, in fact, just before he left his house the Monday of his death, he had called his girlfriend in N.Y.C. to come to the West Coast and join him. He also told his brother and his road manager who both lived with him that he was pleased with the song he had just finished that very day."

---

**In Normal Good Spirits**

"I saw him on Sunday, the day before his death, while he was with some of his friends from Texas and he was in his normal good spirits. Also at that time he mentioned that he had purchased an automobile from another member of his group who has been drafted. In connection with the draft, Bobby was exempt because of his lifetime history of asthma. Therefore, he had no worries in this regard."

"In my 10 years in the industry I have never met a more singularly ambitious young man completely devoted to his career of music. I feel without a doubt that Bobby Fuller did not die of his own intentions, and in support of this belief I have retained through my company the services of the necessary people to investigate his death to determine actually what happened," concluded Keene.

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**Coast Capers**

By JACK DEVANEY

Nancy Ames opened at the Westside Room of the new Century Plaza Hotel in Century City Tuesday night. Epic Records hosted opening night festivities. Filmways Records getting pick hits across the country on their new single "Dream With Me" by Jacobsen and Tansey... Don Schmizler has joined Warner-Reprise handling publicity for Merchandising Veep, Joel Friedman... Floyd and Jerry, hitting via their Presta Records waxing of "Summer Kisses," booked for a series of 17 one-nighters throughout the Southwest...

Mira's Handy Wood to New York for a week. Label current... hot with "Liberation" by the Afro-Blues Quintet and the new Leaves single, "Too Many Old People." Latter group made their motion picture debut in new film, "Cool Set."... Imperial's National Promotion Manager, Johnny Musso, gets... great reaction for the country on the new Georgie Fame outing, "Get Away."... The Turtles, currently at the Whiskey A-Go, hitting the local TV shows with their latest on White Whale, "Outside Chance."... Vikki Carr... has been set by executive producer Bonis... CBS-TV's first "Danny Kaye Show" to be taped for the next season... Snuff Garrett, President of Snuff Garrett Productions, back from New York and Nashville where he set tunes for up-coming recording sessions by Gary Lewis and Brian Hyland... New singer Suzi Jane Hokom signed to an exclusive recording contract by MGM Records, Lee Hazlewood wrote and produced her first single, "Need All The Help I Can Get"... The Sunrays play the Northwest starting July 26. They dig in Walla Walla, Seattle, Ontario, Portland, Spokane and Eugene.

First album to be cut live at the Sahara Hotel in Lake Tahoe is being waxed this week by the Kingston Trio. New LP will be produced by Mosrite Records releasing first single, "Dirty Water" single and album, has picked up a hot master from the Mascot label "What Am I Doin' Here With You" by P-Nut Butter (P-Nut Butter??). Record is Top 10 in the Phoenix, Las Vegas market and will soon be breaking nationally, according to A&R chief Eddie Ray... Tommy Boyce, 24-year-old composer, has been signed as a performer to record for A&R Records. First release due this week is "Sunday, Day Before Monday" it was announced by A&M toppers Herb Alpert and Jerry Moss. Boyce and partner Bobby Hart have written the theme to the "Monkees" TV series and will write and produce the first Monkees album... Mel Carter has signed for a return headline engagement at the Village Theatre at Disneyland for a special one night concert Aug. 2.

Barry White, recently named A&R Director for Stereo-Fi Corp., has signed a recording single for new vocalist Viola Wills, titled "Lost Without The Love Of My Guy," disk is released this week on Bronco label... New group the Regents have been recorded by Pat Boone's Penthouse Productions for release on Mira Records... Moira Records releasing first sides by new find, 17-year-old Ronnie Sessions.

---

**DJ Changes**

PAUL A. DUNN

Upated at: WVGA-Geneva, N. Y.

General manager: AUDREY KING

Upated at: WMCA-New York, N. Y.

Strass Broadcasting Group Public relations assistant: VICTOR A. SABATINI

NORMAN L. POSEN

To: KFWB-Hollywood, Calif. Account executives: White A&R Director For Mustang-Bronco

HOLLYWOOD — Bob Keene, President of Stereo-Fi Corporation, announces the signing of Barry White, Head of his A&R Department on an exclusive basis for the Mustang and Bronco labels.

White believes the West Coast A&R talent has not been tapped. "There is a reason why the West Coast cannot play the largest role on the American R&B scene," says White.
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 the 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 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 with whom this year has 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 extensive, 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 teen-age part of our business but our roster today of contemporary artists is the envy of the entire recording industry. With experimentation, originality, hard work and perseverance, our A&R men and our artists have innovated with the folk music message song, so closely identified with Bob Dylan and so well expanded upon by Simon and Garfunkel, and with folk rock and with rag-a-roo, so creatively demonstrated by the Byrds. These plus the exciting Paul Revere and the Raiders, the Cyrkle, Billy Joe Royal—all of whom have had Top 3 records this year—plus the many others who have contributed so much to our overall image."

"We have done this all and still during the past year released the much praised Legacy package, 'John P. Kennedy—As We Remember Him,' returned 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 he is 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 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 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 reach 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 steady course of action based on the best real evidence available.

"Further, individually and collectively, we must not be afraid to hear 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 be 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 will certainly 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 minior 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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33
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 100 best sellers. This is a fantastic feat, but the most important thing to note is that in 1965, Columbia had 22 different artists on the singles charts, seven of whom were new recording artists who placed even more new artists on the charts—such as the Pozo-Seco Singers, the Harden Trio, Paul Peck, the Cyrkle, and Susan Christie, 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 making the charts, as compared to total records released. For the first six months of its existence, and it requires the purchasing of masters, working with independent producers and working on all types of records. There is no patent formula. It's going to be—as often as possible—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 will make some noise with other artists and that they will come through with subsequent releases."

Noonan introduced the four Date Regional Promotion Managers—Bill Keane, Ron Alexander, 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 now paying dividends."

"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 "Vince Edwards, TV's "Ben Casey,"" into a 12-months exclusive contract 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 niteroy 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 was 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 all 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 Starliner 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 Irving Place fashions.

In addition to the Grand Prize, Epic is offering 519 other prizes: The Second-Prize winner will receive a $2,000 travel scholarship to the school of her choice; the Third-, Fourth-, and Fifth-Prize winners will each receive a handmade 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 coop for the entire campaign and discographies which calls attention to both the contest and the new Bobby Vinton albums. The kit also contains components (Kleenstick album-cover sticks 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 winners will bring a national prize 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.

Sidewalk

(Continued from page 28)

In addition to Joe Leahy and the Arrows on Tower Records, other Sidewalk produced artists on Tower are Jerry Naylor, Aaron McNeil, Sam Riddle and Band Without a Name. On the Sidewalk label are the Riptides, Ritchie Allen, the Mugwumps and Jimmy August.

Sidewalk also produces the Satans and Tony Dean on the Manhattan label; Joe Sanchez for Imperial Records; Gary Ferguson for Atlantic; Moore and Moore for Vantage; Oakwood, the Osmond Brothers of the Andy Williams TV show; Mary Ford of the Les Paul and Mary Ford duo, and Terry Stafford of "Suspicion" fame.
**R & B Beat (Continued from page 27)**

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

Latosh McGee 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... 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 WCBH, Detroit, and continues his drive-time slot... Congrats, Ray... Have a Little Faith," Fantastics, S.S. 7, starting to come in.

Hersl Thompson, John Cleve, KSSL, San Francisco, New: Mad Lads; Impressions; 5 Stairsteps; Buddy Ace; Vernon Garrett; Alvin Cash; James Brown; Vann Terry. Ed Teamer, Larry McKinney, 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," Robbins, Sonny.

Frankie Crocker of WWRL-New York and Jack Walker of WLIB-New York, VP and President of the New York Chapter of NABA, 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 smashs 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 Man," The New Orleans, Smashes: Roscoe Robinson; Joe Simon; James Carr.

We wish to express our condolences to George and Ernie Leener of One-der-Ful Records and United Distracts, respectively, in Chicago, on the loss of their father. One-der-ful's Anne DuConge has announced the appointment as National Promo-

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, Philips and Decca. He has also announced a substantial expansion of the label.

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

1. Sticking to a special field in which an individual knows how to market and out-produce and out-sell the next fellow, no matter how big his organization or his capital. Request specializes in the International field with "Music of Many Lands."

2. No overselling customers with only the same old moves. By now, 99% of all orders received by Request Records leave the selections to Lengsfelder. This happy relationship resulted in large orders running below 1 1/2% of total sales. Request sales this year have trebled already.

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

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

**Club Review**

**Nancy's Smart Supper Club Track**

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 "Calypso" and "Spanish Eyes." 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 Adderley before leaving to form his own group.

Time spent in Europe brought back a much more mature tenor man still equipped to write that exotic music and has 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.

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**Sheet Innovation**

HOLLYWOOD—With the release of Nancy Sinatra's Reprise record of two Lee Hazlewood songs, "First We Take Manhattan" and "Hutchinson Jail," Mickey Goldsen's Criterion Music will incorporate into the sheet music the revolutionary "a-b-c-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.
Staraday Convenes in Nashville

NASHVILLE—Staraday 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 Staraday 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 Staraday 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 we can see and learn firsthand about what’s happening in Music City.”

An active two days of both business and pleasure have been carefully planned for Staraday 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 Staraday’s home offices, the group will then journey out to the Staraday 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 preambule to the evening festivities which will center around the Staraday 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 Staraday artists along with other guest stars.

Afterwards, the group will return to the Staraday Studios where they will participate in a recording session, 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 speciality designed areas, as yet not formulated for the purpose of producing and promoting country music shows in speciality 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 with and work for Nugget had nothing to do with the future for the well known Square Dancers which he heads, for they will continue to be represented by the Moeller and Purell agencies.

RCA’s 1st Gantry

NASHVILLE—RCA Victor’s first Gantry, Drury, 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 theme. Dave Dudley will also warble the title tune, penned by Hilious Buttram.

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 Eills, 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.

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, 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 music, 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. The 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 Bremer 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.
### Record World: July 30, 1966

**Country Single Reviews**

**DIDK—Detroit, Mich.**

1. *Almost Persuaded* (David Houston)
2. *Steel Rail Blues* (George Hamilton IV)
3. *I'm Wild Bill Tonight* (Billie Black & Wood)
4. *I'll Take The Dog (Shepard-Pillow)*
5. *I'm A Nut* (Leroy Pullins)
6. *Standing In The Shadows* (Carl Perkins)
7. *You Ain't Woman Enough (Loretta Lynn)*
8. *You Can't Roller Skate (Roger Miller)*
9. *I'm Hurting* (Don Gibson)
10. *Ain't Had No Lovin'* (Connie Smith)

**CHED—Edmonton, Alberta, Can.**

1. *It's So Good To Feel Me* (The Browns)
2. *Lucky* (Bobby Vinton)
3. *A Million And One* (Billy Walker)
4. *I'll Take The Dog* (Shepard-Pillow)
5. *Making Plans* (Johnny Russell)
6. *Standing In The Shadows* (Shep Williams)
7. *I'm Hurting* (Don Gibson)
8. *So Much For Me* (Liz Anderson)
9. *Talkin' To The Wall* (Warner Mack)
10. *You Can't Roller Skate* (Roger Miller)

**KPIK—Colorado Springs, Colo.**

1. *Think Of Me* (Buck Owens)
2. *Swinging Doors* (Merle Haggard)
3. *Don't Touch Me* (Jeanne Seeley)
4. *The Streets Of Baltimore* (Bobby Bare)
5. *Goodnight Little Blonde* (Don Gibson)
6. *The Right One* (The Statler Brothers)
7. *I'll Take The Dog* (Shepard-Pillow)
8. *I'm Hurting* (Don Gibson)
9. *You Ain't Woman Enough* (Loretta Lynn)
10. *Ain't Had No Lovin'* (Connie Smith)

**KFWV—Mobile, Ala.**

1. *Almost Persuaded* (David Houston)
2. *Thank You Very Much* (B. Owens)
3. *Almost Everythin'* (Priscilla Mitchell)
4. *Ain't Had No Lovin'* (Connie Smith)
5. *I'll Take The Dog* (Shepard-Pillow)
6. *Standing In The Shadows* (Billie Black & Wood)
7. *You Ain't Woman Enough* (Loretta Lynn)
8. *Tell Me When You Want It* (Billie Black & Wood)
9. *I'm Hurting* (Don Gibson)
10. *Steel Rail Blues* (George Hamilton IV)

**WPIX—Lexington Park, Md.**

1. *Thank You Very Much* (B. Owens)
2. *I'll Take The Dog* (Shepard-Pillow)
3. *Don't Touch Me* (Jeanne Seeley)
4. *The Last Word In Lonesome Is Me* (Eddy Arnold)
5. *Standing In The Shadows* (Billie Black & Wood)
6. *You Ain't Woman Enough* (Loretta Lynn)
7. *I'm Hurting* (Don Gibson)
8. *Steel Rail Blues* (George Hamilton IV)
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**RCA Victor 47-8902.**

- "Almost Persuaded" by David Houston
- "Steel Rail Blues" by George Hamilton IV
- "I'm Wild Bill Tonight" by Billie Black & Wood
- "I'm A Nut" by Leroy Pullins
- "Standing In The Shadows" by Carl Perkins
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Sultry heat weather as well as red hot country and Western records have been the order of late around Music City. The historic 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 Oxfords, Lisl Hank and Dean Hamilton 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 Simon Chisca. It was related that the album due for release in the near future. One selection in it is Del Reeves again. He had a copy of his new United Artists album due for release any day now. Warner's due a new release any day now.

Donna Lyman, who penned Rex Allen's "I'll Be Yours," is the first local appearance by Bill with the exception of the Ernest Tubb Midnight Jamboree, just signed with Dot and his first release, "Those History Repeats Itself," topped the country chart this week.

SET-UP FOR COMMERCIAL

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

Aiding Salesmen

Avin 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 process. If it 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 bit of all is Product—its artist, its appearance, its timeliness, the performance. The other components are Display, Package Design, Selling Promotion, Publicity and, of course, that hard reality, Price."

Joe Norton, Director, Promotion Material and Popular Country Merchandising, emphasized the importance of the salesman. 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 blister displays done in the manner of traffic signs. Other aids include a special country-and-Western display kit, a special jazz display,packaged divider cards for leading teen artists, divider cards for new artists, and a special Simon and Garfunkel browser display.

"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."
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<th>Chart</th>
<th>This Week</th>
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<td>DON'T TOUCH ME</td>
<td>Johnny Cash—Columbia 45757</td>
<td>16</td>
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<td>2</td>
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<td>THINK OF ME</td>
<td>Back Owens—Capitol 5647</td>
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<td>SWINGING DOORS</td>
<td>Hank Snow—Capitol 5600</td>
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<td>YOU AIN'T WOMAN ENOUGH</td>
<td>Loretta Lynn—Decca 31966</td>
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<td>Wilma Burgess—Decca 31927</td>
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<td>STANDING IN THE SHADOWS</td>
<td>Hank Williams, Jr.—MGM 3378</td>
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<td>AIN'T NO LOVIN'</td>
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"ARTIFICIAL ROSE", "BACK POCKET MONEY" And Now Another Hit!!

"BRING YOUR HEART HOME" c/w "UNWANTED FEELING"  
Jimmy Newman  
# 31994

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Published by Newkeys Music, Inc.,  
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