Deutsche Vogue to Distribute Dot Label
By OMER ANDERSON

COLOGNE—Deutsche Vogue has signed a distribution contract with the Dot label. The contract provides that Deutsche Vogue will have access to the entire Dot repertoire for West Germany, Austria, Switzerland, France and Belgium.

Deutsche Vogue's partner firms will take over distribution of the Dot label in Italy, Holland, and Brazil. These are Sear, Grammophon, and Pye, respectively.

This will give Deutsche Vogue access to labels including Daily Vaught, Pat Boone, and Lawrence Welk, among others. Deutsche Vogue announced that these and other Dot recording artists will have a European tour and will also profit from Deutsche Vogue's affiliation with Dot.

Meanwhile, Deutsche Grammophon Geseellschaft, in Hamburg, will distribute classical titles under the Command label. Grammophon has distributed product of the U.S. firm for the past six years, in Germany, Austria, Switzerland, and Belgium.

Deutsche Grammophon said that because Command specializes in top-quality stereo, Grammophon will continue to handle bulk orders.

Grammophon's first Command series in stereo will be a new series of eight LPs recorded by the Pittsburgh Symphony Orchestra under the direction of William Steinberg and featuring the works of Schubert, Brahms, Tschaikovsky, Rachmaninoff, and Richard Wagner.

BRITISH DISK FIRMS PLAN FIGHT ON PRICE FIXING

LONDON—Despite the Royal Assent given last week to the government's Resale Price Act—which will make price fixing illegal here—reports that Britain's major record companies will continue to fight the measure. The industry is threatened with not only the bill but also with the likely death of a store or more radio stations if commercial broadcasting is made illegal—all of which would put the industry in a similar state as America's.

EMI Managing Director Lee Wood said his company will apply to the Price Court for exemption under the act—an allowed legal step for manufacturers who wish to continue price maintenance.

BMI Songwriters Chalk Up Top Television Score Assignments
By MIKE GROSS

NEW YORK — Music carrying the label of 'British origin' will be in the spotlight this coming season. The TV producers are placing a heavier accent on the theme music and background scores of their shows than ever before, and the Broadcast Music, Inc.-affiliated writers are picking up the choice assignments on the prime-time shows.

BMI's dominant position in the TV music field is now more prominent than ever. Since the 1964-1965 season is probably due to the fact that many background scores were written by BMI composers. For example, BMI's share of the scores recorded by the Pittsburgh Symphony Orchestra under the direction of William Steinberg and featuring the works of Schubert, Brahms, Tschaikovsky, Rachmaninoff, and Richard Wagner.

U.S. Copyright Revision Bill Major Step: British Writers

LONDON—The Songwriters' Guild of Great Britain has not yet had an opportunity to study in detail the new bill presented to the House of Lords by the Library of Congress to revise the U.S. Copyright Act of the United States. But judging from the details given in Billboard Aug. 17, several features are welcomed by writers and writers' organizations.

They would welcome the proposed increase in the gramophone record payment for 4 cents to 3 cents per work, or 1 cent per minute of play, which ever is greater. This would yield about $500,000 on a sale of 1,000 records carrying one work running not more than 3 minutes on each of its two sides. The comparable change in similar British records would be $40,000. The only point likely to be questioned here is whether 3 cents is enough, bearing in mind the general rise in the cost of living since the 2-cent rate was fixed. People disagree in principle on the fixing of the rate by royalty.

Reeves: A Talent Forever Stilled

CARTHAGE, Tex. — Final rites were held here last week for country artist Jim Reeves. Reeves was born March 21, 1929, in Fort Worth, Texas. He is the youngest in his family and remains in Nashville and continue operation of Jim Reeves Enterprises. This includes Shannan Records and Acadian, Open Road and Tuckahoe publishing firms.

Reeves and Manuel were re- musician, radio program manager, Janie Manuel. Both were killed in a crash of their private plane, Friday, July 31. Reeves was 60 years old, and Manuel was 30. Reeves is survived by his widow, Mary, who plans to remain in Nashville and continue the operation of Jim Reeves Enterprises. This includes Shannan Records and Acadian, Open Road and Tuckahoe publishing firms.

Reeves and Manuel were re-turning from Batesville, Ark., and were within a few miles of the Nashville airport when the plane disappeared from the radar screen. Following a two-day search, joined by top country personalities Eddy Arnold, Charley Gracie, and Stonewall Jackson, the wrecked plane was found in a heavily wooded area less than a mile away from Mary Robbins' home. At the request of Billboard's editors, Reeves had written a story about the internationalization of country music. It was received a day before the accident. Reeves was 53, and was the "World of Country Music" editor, to be published in November.
TWO NEW SINGLES FROM RCA VICTOR
TAILORED FOR THE TOP TEN

JOHN GARY
"SOON I'LL WED MY LOVE"
c/w "THE YOUNG LOVERS"
CLAUS OGERMAN, ARRANGER/CONDUCTOR #8413

CLAUS OGERMAN
AND HIS ORCHESTRA
"FIDDLER ON THE ROOF"
c/w "SUMMER SKA"
#8417

RCA VICTOR
The most trusted name in sound®
**Vacations Delay Approval by FTC of Record Trade Rules**

WASHINGTON—It probably will be at least September before the Federal Trade Commission approves any industry-wide record trade rules for the record industry. With most of the commissions away on August vacation, it is believed that the final rules will not be put out until sometime in September, when commissioners will be present to answer any questions or challenges that may arise.

The FTC may be taking extra care in polishing the final rules, because of the concern expressed by John Reilly, president of I.R.I., the record industry's House Small Business Subcommittee, which includes highly popular songs from the-yen's most popular country artists.

Levine was not available for comments, however, and his absence from the press conference may indicate that the final rules are not yet ready for release.

**Beatles in Joint Film Operation**

NEW YORK—With the Beatles' first film, "A Hard Day's Night," being an unprecedented worldwide hit, it is no surprise that a sequel is being planned. UA's plan will include the Beatles' music, and the film will be shot in London in February.

The global success of the first film has led to the expectation of a sequel, and UA is believed to be at the forefront in planning its release. The film will be shot in London, and will feature the Beatles' music and songs from their upcoming album.

**Seek Comment On Copyright**

WASHINGTON—The Senate Judiciary Subcommittee on Copyrights is now considering the Copyright Act of 1976, which has passed the House of Representatives. The committee is expected to hold hearings on the proposal in the near future.

The Copyright Act of 1976 is being considered by the Senate Judiciary Subcommittee on Copyrights. The bill would make significant changes to the current copyright law, including the establishment of an independent copyright office and the extension of copyright protection for original works of authorship.

The Subcommittee on Copyrights is expected to hold hearings on the proposal in the near future. The committee is likely to hold public hearings to allow interested parties to present their views.
Cabaret Tax Can Hit Small Location, House Committee Told

WASHINGTON—The House Ways & Means Committee was told recently that the cabaret tax, supposedly aimed at luxurious dining, entertainment and dance places, was placed in the wrong location if there is dancing or singing to a piano or a jive box or record player (as in the new Dicotheques), even if there is no one actually present to entertain in sight.

This was one of several appeals from spokesmen for music and entertainment industries in the hearings on the same subject, which ended last week. Spokesmen for the legitimate theater’s musicals of independent films, for movies, for musicians, actors, cabaret owners and wired-music operators all pleaded during a House Ways & Means hearing for Congress to lift the vote of admission, cabaret and other existing taxes from their industries. They followed a new threat from the home-entertainment equipment spokesmen who asked relief from the NABO’s proposed phonograph sales records, records, and phonographs (Billboard, Aug. 5).

Richard A. Kaskowitz, an associate, American Federation of Musicians, backed by Rep. Charles B. Pelly (D., Maine), asked about the 10 per cent cabaret tax which had caused several of them, record and live musicians. A. W. Zelomic, speaking for the AFM, thanked the House for taking the 20 per cent tax in 1960, but said the 10 per cent was holding practically the number of places employing music-related talent, on the assumption that the loss (22 per cent) out of the small cabaret tax to Treasury, after the 10 per cent cut, was more than made up by an increase of tax revenues on income and business. Music performer-manhour employment was up 34 per cent with reduction of cabaret tax, he maintained, and was still badly needed, musicians said.

Strong protests against the cabaret tax were made by the spokesmen for the American Hotel and Motel Association and the National Restaurant Association and the National Nightlife and Amusement Establishment. Robert Vanville, speaking for the last-named, pointed out that the 65 of these places, restaurants and taverns in the group were “small business.”

Many complained that a sudden jive box by way of entertainment, but even in this mellow kind of set-up, and without the “live entertainment” that incurs tax on enterprise, as people averaged during the entertainment period, (Continued on page 39).

Reds Dip Into W. German Music Instrument Efforts

Bonn—West German music instrument manufacturers are studying the possibility of tapping the West German export market for music instruments, an export market which still has to be developed in Central Europe, the West German music instrument manufacturers’ association, the UFA, said last week.

The West German government seems to be interested in the possibility of tapping the West German export market for music instruments, the UFA said, after the German government indicated its interest in tapping the market for music instruments in Central Europe.

The U.S. took 25 per cent of all music instrument exports last year, and the U.S. government has agreed to pay 10 per cent of all music instrument exports.

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LEIBER STOLLER GOLDNER
Present
THE
SHANGRI-LAS

REMEMBER*
(WALKIN’ IN THE SAND)
RED BIRD 10-008

Published by Tender Tunes and Trio Music

*FENWAY DISTRIBUTORS, Pittsburgh, Pa., broke this record 1st in the country—NICK CENCI, Mgr. of Promotion!
Ariola Sets Sights on Leading Phone Output in Common Market

GUETERSLOH — Ariola is preparing a strong bid for leadership of phonograph production in the European Common Market, along with gaining for itself a pre-eminent position in the German disk trade. Ariola's upward thrust is being augmented by its parent organization, the Bertelsmann conglomeration, and is being fueled by Bertelsmann's acquisition recently of the important Universal Film AG (UFA) properties.

These acquisitions, together with Ariola and other Bertelsmann assets, provide a solid base for the moves now being taken.

Bertelsmann will concentrate its music production at Munich, coordinating much of Ariola's activities with UFA properties and operations there.

Timing of the move is important. Munich is the city of Richard Strauss, the 100th anniversary of whose birth is being celebrated this year.

Bertelsmann is shifting to Munich all Gueterloh music production (Ariola) and classic (Eurodisc). A new organization has been founded in Munich, Eurodisc Production GmbH, which will become the central production unit for Bertelsmann.

Ariola's Eurodisc production will be headed by a top executive with Bertelsmann's film and TV organization, UFA-Bertelsmann in Munich, and music activities—UFA Musikverlag.

Kazdin Upped By Columbia

NEW YORK—Andow Kazdin has been upped to the post of music editor in Columbia Records' master recording department. He'll be responsible to John McMurtry, vice-president in the company's work, for editing and recording tapes and producing albums. Kazdin was transferred from organization planning and management development where he was last been a management trainee since April 1964.

New Members Join NARAS

NEW YORK — George Simon, director of the New York chapter of the National Academy of Recording Arts and Sciences, has been busy signing up new members the last few weeks. Those who have joined are Designer, Manny Gross, of the Simon and Lewis, the national Academy of Recording Arts and Sciences, has been busy signing up new members the last few weeks. Those who have joined are Courtenay Processing, Eddy Conner, Al Hirt, Steve Lawrence, Barbra Streisand, Burt Bacharach, Hal David, Brian Boz, Bugs Bower, Roy Burns, Robert Elston, Rob- on G. Goldstone, Stanley Green, Phil Medley, S. F. Frankie, Randy Gallant, Joe Rene, Martin Green- va, Russ Sanders, Joseph Sherman, Michael Stewart, Gary Ter- rill, Robert Wiener, Macco Wil- liams, and Don Davenport. With the addition of Eddy Thomas and Thomas White have taken the 1,000 mark.

Vernon Kerrick and Sheldon Toumey have joined as associate members and Jerry Blaine has rejoined.

ASCAP TABS LOUIS DREYFUS

NEW YORK—Louis Dreyfus, president of Chappell, has been quoted as saying that he has no plans to exchange the rights of his company's catalogue of FM/AM performances with the rights of his catalogue of masters.
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PHILIPS RECORDS
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Dot Moves to Wrap Up Plans For New Set-Up on Continent

HOLLYWOOD—In a move to speed up Dot's representation on the Continent, Jim Bailey, label's international director, flies there Tuesday (11) to finalize license contracts and to plan reception which will launch the company. Bailey said he would be gone two to three weeks, during which time he would visit all the European countries to look at release programs and straighten out any confusing points being raised by licenses or potential plans. Plans are now for Dot to debut its own logo through local licenses in November instead of in September as had been mentioned earlier.

One reason given for the slowness in securing final contracts from licensees as a result of Dot's not renewing with British Decca, has been the voluminous mail correspondence. Bailey believes an impersonal visit to all potential licensees will speed up the negotiation process. He is scheduled to speak before PYE's national sales convention Aug. 14 in London on Dot's objectives in the foreign market. Pye has recently been named Dot's licensee in England. Bailey will also meet with his Scandinavian licensee, Knappup, to discuss their contract renewal.

"If the U.S. licensees don't work out," Bailey said before leaving, "we'll have to resign to change them." When the label was handled by British Decca, which operated under license of Decca of Europe, it was difficult to break away. But with the present Decca-Dot relationship of many licensees, Dot wants to catch until a new license representation can be in place.

Once the distribution network is more firmly established, Randy Wood plus a score of artists will visit the new licensees to introduce themselves and the line.

Cameo Label in OK Shape Despite Six-Month Deficit

PHILADELPHIA — Bernard Lewis, Cameo Records president, told stockholders that the cash position and financial condition of Cameo remains strong, despite a $100,000 loss during the past six months. The company's budget label Wynette, is continuing to grow in market acceptance after only six months of operation.


The company was told that the label's new facilities at 309 S. Broad Street, will be fully completed soon and that all administrative, executive, sales and recording personnel will be headquartered under one roof.

Lewis attributed the loss to the "English Sound," which is in direct competition with Cameo.

Lewis also reported that overstocking by the label's distributors has resulted in unusually large returns for credit and exchange.

"I believe that this situation, which practically all record companies are confronted with at the present time," said Lewis, "will be corrected by the end of this year, when our distributors' stocks can be good in balance," said Lowe.

Another reason given for the deficit was that because of the loss of Lowe, was the failure of Cameo to successfully anticipate public taste.

"No record company has ever been able to forecast on a basis of public taste on a consistent basis," Cameo is no exception," Lowe said.

British Disk Sales Up 10%

LONDON — British Manufac- turers sold 10 percent more records in May than in the same month last year—continuing the current expansion trend. Sales were valued at $412,000, as compared with $374,000 in May 1963.

But despite the pickup in April, export figures for May were most disappointing. Exports totalled $563,000, compared with $592,000 in the corresponding month last year. Home sales were up by almost $50,000.

On the manufacturing side, a total of 7,074,000 records were pressed (compared with 6,015,000—2,111,000 of them LP's (compared with 1,472,000).

Audio Fidelity To Cut 'Folies'

NEW YORK—The cast album of the Folies Bergere, recently recorded, will be recorded by Audio Fidelity. The album will feature Patachou, recently hired as special conductor Joe Basile. Arthur Lester is this week preparing the Folies Bergere show and Four Star Television Music produces the score.

NARAS Chapter Elects King

LOS ANGELES — Local NARAS board have elected composer Peter King president of the Los Angeles chapter. Elected first vice-president was F. M. Scott, with Dave Pell second vice-president; Ernie Freeman, secretary, and Neely Puchkowker as treasurer. The officers serve one-year terms. King succeeds Les Brown, who remains on the board as governor as a national trustee.

Parker Joins Marks Firm

NEW YORK—Fred Parker has joined Richard Edward B. Marks publishing firm. He'll be working in the standard department, but he'll also obtain records of new and the standard. He'll fill the recently created General Manager Arnold Shaw and Fred Wolff, associate director of recordings.

Parker has been in the music business for the past 17 years and has been associated with Shapiro-Bernstein, Bourne and Allied Entertainment.

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* REGIONAL BREAKOUT—BILLBOARD, AUG. 8
Talent

Surveys Score Cabaret'Tax

WASHINGTON—Two na-
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and entertainment showed that

Vic Damone

Makes Singing

Look Cinchy

LOS ANGELES—Vic
Damone is a class vocalist who
enjoys both singing and en-
tertaining his fans. He is a
favorite at the Cocoanut Grove Thurs-
day (30) after an absence of
months.

The handsome performer bases his act on a casual attitude as he moves slowly around the stage. His voice is one of the best in the business and his phrasing has been faulted by the St. Zeiten band, with Damone's own pianist Joe Par-
netto featured on several tunes. Damone offered a program of tunes inspired by the Hispanic and suggests the inclusion of some never before heard songs will update the act for the benefit of college and high school crowds.

Escaping the normal flag-waving opener, Damone began with a soft and tender, "You and the Night and the Music," opening the first chorus with only Par-
etto's piano playing melody. Damone is a singing pianist, he begins gently and builds to dynamic crescendos.

Vic Damone has been influ-
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Damone on the dynamic music of "West Side Story," Damone's haunting "Tonight" and "Maria" in dramatic fashion. He neither flings off his jacket or lets his voice get too hard—although his face is very expressive—which may account for the disappointment of some of his fans. Staid, Damone has been singing success in Damone's recent LP and has appeared on several labels without a true smash record, but as a night club en-
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\[ \text{Glossy Photos} \]
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South America, South Africa, Rhodesia, Hong Kong, Singapore (via Air Dispatch) $65
All Countries Not Listed Above, via Sea Mail $39

Surveys Scoi
WASHINGTON — Two national surveys on the economic impact of tax on music and entertainment showed that the incen-

vic Damone Makes Singing Look Cinchy
LOS ANGELES— Vic Damone is a class vocalist who enjoys singing and entertaining bistro audiences. He has been

married to the Cocoanut Grove Thurs-

day (30) after an absence of about ten years.
The handsome performer bases his act on a casual attitude as he moves slowly around the stage. His voice is one of the best in the business and his choreography has perfect timing by the St. Zinner band, with Damone's own pianist, Joe Par

nello featured on several tunes. Damone offered a program of tunes every evening keeping the inclusion of some newer reperrore would update the act for the benefit of the college high school crowd.

Encouraging the normal swingswinger audience, he began with a soft and tender, "You and the Night and the Music," singing the first chorus with only Parr
nenello's piano playing melody. Damone's singing is looking easier, he begins gently and builds to dynamic crescendos.

The program has been influenced by the boetto nova rhythm plus other Latin moods, as it glided over "I Am in Love" as a boetto nova, "They Can't Take My Music Away from Me" as a samba and "Aidor" as a num

ber. During the dynamic mu

sic of "West Side Story," Damone interspersed "Maria" and "Maria" in dramatic fashion. He neither flies off his high notes, nor does he sound overly hard—although his face is very expressive—which may account for his great "pop" success among his fans for granted. True, Damone has been singing since the late 40s and has appeared on sev

eral labels without a true smash record, but as a night club entertain

er he is tops, capable of handling the finger snapping tunes ("She Loves Me") and the emotional kind ("Someone To Watch Over Me"). It's amusing to hear an artist who honestly sings. Damone fits this category.

ELIO TIEGEL

‘Golden Boy’ a Champ With Sammy In Ring
BOSTON—For Sammy Davis and Capitol Records there seems no doubt that they have a winner in "Golden Boy," which opened a pre-Broadway stand at the Shubert in Boston last week (29). And when the music

cal aspect is concerned there is entertainment of a glittering quality. The plot is something different. Here is hard-driving tragedy with strange little old-fashioned lines, typical of the desperate 1930s of Clifford Odets, but curiously out of place in the successful 1960s. But the personality of Davis alone should dispel any doubts as he gets into the character of the Italian violinist who emerges as a Negro pianist clashing his way up in the world of pug and making Joe a Negro has given breadth and bite to the tragedy. There are songs that will make a full album stand by and say "Don't Forget 127th St. is a production number with great vitality that fairly sizzles. "This Is the Life," "I Want to Be With You," "The Many Arts" and "You Can" all create moods that pull up and down the emotions. Sammy Davis's fans will not be disappointed for he puts a golden touch on all he does and leaves the stamp of a master performer.

There is tremendous vitality in the movement and the music, although there are one or two scenes that falter. Doubtless these will be tightened before Broadway. But the plot of this musical adds luster with his "Golden Boy," although he needs not sing so much when he acts. Paula Wayne handles a touch role well as the mistress and Kenneth Tanke, Ted Bennet and a host of other lend ex

cellent support. The boxing scene between Davis and Jaime Rogers is a moving experience. There has been much talk of rock 'n' roll and other popular forms, its message will reach many listeners. The music, like all music, is a vehicle of expression. It is itself, as Dick Clark puts it, "music that is for all people."

Says Folk Music Needs Swing to Have the Zing
LOS ANGELES—When folk music fans come to rock 'n' roll and other popular forms, its message will reach many listeners. The music, like all music, is a vehicle of expression. It is itself, as Dick Clark puts it, "music that is for all people."

Doug Weston, folk music entrepreneur, who made these statements, believes folk music in its ethnic offers an excellent message. But, he warns, the only way this message will be carried to all corners of the world is through popular music forms.

Weston, whose empire includes the Troubadour Enterprises, Weston Productions and Weston's current ball, The Milt grapefruit juice.
Trini’s newest single is a whole new kind of TRINI!!!

“San Francisco de Assisi” (0300)

Wild Strings! Wild Spanish!
With a Wild NEW Dimension!
It proves — instantaneously —
that America’s great new male recording artist is TRINI LOPEZ

San Francisco de Assisi
published by ZELLER MUSIC,
6223 SELMA AVE., HOLLYWOOD,
CALIFORNIA  90028

Which calls to mind Trini’s newest runaway LP winner...

Produced by Don Costa Productions, Inc.
HOT POP SPOTTLIGHTS

FOUR SEASONS—Sincerely (Regent, BMI) (2:36)—Dreamy, meaningful delivery of old in expected 4 Seasons’ high-pitched style. Flip: “One Song” (Bourne, ASCAP) (2:05).
Vee Jay 608

Deed 131

BETTY EVERETT—It Hurts to Be in Love (ROT, BMI)—Effective bluesy rocker sung with conviction. Dual track vocal adds to impact. Flip: “Until You Were Gone” (Hill & Range, BMI). This side is a strong r&B entry. Vee Jay 610

GLADYS KNIGHT & THE PIPS—LOVERS ALWAYS FORGIVE (Maxx, BMI) (2:36)—Doleful creative with Parkway-style arrangements. The words are making it big today. Flip: “Another Love” (Glad, BMI) (2:42).
Maxx 329

MARSHA & THE VANDALLAS—DANCING IN THE STREET (Jocob, BMI) (2:57)—HERE HE IS (AT MY DOOR) (2:50)—Both sides pack a catchy vocal with the first side featuring a reprise of “Please Be Mine.” Both will be worth watching by the teen set.
Gordy 7033

ROBBY JAMESON—I Wanna Love You (Markman, BMI) (1:48)—I’m Lonely (Markman, BMI) (1:56)—Powerful, guitar and string-tinged vocal which should go pillow-pipe the gals. Jam- son’s sound is reminiscent of the late Buddy Holly style.
Tamla 4584

MAJOR LANCE—RHYTHM (Jaylene-Cortrom, BMI) (2:24)—And rhythm it got with powerful brass punctuation on the beat. Arrangement is a gas! Lances and male vocals give out with outstanding performance. Flip: “Please Don’t Say No More” (White Castle, BMI) (2:18).
Okeh 7203

PROGRAMMING SPECIALS

HOT POP

AMAZING BRYANT—Welcome Welcome Home (U.S. Songs, ASCAP) (2:17)—Luring on the Goodbye (Crying on the Hereafter) (Gover, BMI) (1:53).
Mel Carter—What’s On Your Mind (Master, BMI) (2:55)—Died I Do (Master, ASCAP) (2:43), Imperial 6072
PATIENCE AND FORTITUDE (F-Moody, ASCAP) (1:45).
John CHETTER—Ree Ree Johnny (Johnny Be Good) (Jewel, BMI) (1:48).
Steve ALAMO—I Don’t Know (Binions, BMI) (2:17)—That’s What Love Was Made For (Binions, BMI) (2:11).
Bernadette CARROLL—Happy Birthday (Schwartz, BMI) (2:22), Laurie 2338
Crosby—(Love, BMI) (2:25), MGM 1528
Nancy ADAMS—Jingle Bell Smile (A Peart, BMI) (2:20), RCA Victor 4199
Tutti Hill—He’s a Lover (Real, ASCAP) (2:25), Arock 1012
Valentines—(Mambo) (Mambo) (2:35), ASCAP 604
Robbie DOYLE THREE—Don’t Feel Rude Raided (Cape Ann, BMI) (2:56), Warner Bros. 4542

POP STANDARD SPOTTLIGHTS

POP STANDARD

ANTHEW FIELDS—Mr. Sandman (Marcus, ASCAP) (2:47)—This Is My Prayer (Chappell, ASCAP) (2:50), Dolly 94
DIONNE SKEITH—(Soul Street Blues) (Reprise, ASCAP) (2:25), Vee 1033
Randy CRAWFORD—(When You’re Smiling) (Benoit, ASCAP) (2:59), Ain’t Misbehavin’ (Dibs, ASCAP) (2:56), Warner Bros. 4542

SINGLES REVIEW PANEL

Every single sent to Billboard in time for the listing is considered by Billboard’s Review Panel, and its programming and sales potential is rated within its category of sound and appeal.

SPOTLIGHTS OF THE WEEK

Pep singles that are issued with sufficient programming from a single week are listed. A list of currently available Hot 100 is included for the benefit of broadcasters. Spotlights are broken down as follows: (1) most played this week, these are records with an average of at least 20 spins per week for the week ending Saturday, August 9. (2) Spotlights are records applicable for all program formats. Hot Pop Spotlights are records that rank highly in that category and are likely to do well if played. Pop Standards Spotlights are records that rank highly in that category and are likely to do well if played. Programming Specials Spotlights are records applicable for programming in specific specialty categories.

SALES POLICY

(Please Note: Due to Page Length, Single Sales Policy is not included here.)

RHYTHM & BLUES

ENCHANTERS—I Wanna Thank You (Kittrell, BMI) (2:45), Imperial 2424
ALVIRA 224
Kenny RUSH—My Magic (Cami) (2:30), Bell 420
Junior PARKER—(Dawn, BMI) (2:44), Duke 346
Carl UNDERWOOD—Don’t Ever Stand At (Motown, BMI) (2:45), Joe SENOR—(That’s Your Love You’re in) (Dionne, BMI) (2:18), Vee Jay 609

COUNTRY & WESTERN

FRANCES SELF—Pickin’ Up the Pieces (New Key) (2:15), Monument 9577
STACEY & THE TEENS—Where There’s a Will (Brentwood, BMI) (2:05)—Time (ABC) (2:50), King 5916
Mack FIELDS—(I Used To Rode That Rendy, BMI) (2:27), Ramco 104
Swanee CALWELL—Something to Remind Me of You (Duke, BMI) (2:07), ABC 933
Merie HAGGARD and Bonnie OWENS—(Soo) But Satin (MGM) (2:20)—(Two Weeks in a Row) (BMI) (2:20), Tall 181
Travie CRENSELL—It’s a Big Old Heartache (BMI) (2:39), BMI 182
Eddie POWERS—(Hold That Fender, BMI) (2:20), BMI 181
Donnie OWENS—(I’m Too Young (Buddy, BMI) (2:17), BMI 181
Wayne JENNINGS—(Just to See You Swingin’ (Fox, BMI) (2:15), BMI 181
A M 79
Tollie BROS—we Ain’t Got No Tricks (BMI) (2:20), Tall 181
NORMAN WHITLIER—(Orange Blossom Special) (2:25), Disneyland 401
Roy AUCOTT—(I’m A Rockin’ Man) (BMI) (2:25), Reprise 308
Hickory 121
JIMMY RUFFIN—(Don’t You Love Me (Tell Me Now) (Pye) (2:20), BMI 181
COWBOY COPAS—(Prisoner of Love) (BMI) (2:18), BMI 181
BONNIE OWENS—(I’m Too Young (Buddy, BMI) (2:17), BMI 181
Ralph STANLEY—(Just to See You Swingin’ (Fox, BMI) (2:15), BMI 181

HOT POPS

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GENE PITNEY
BIG SMASH! BIG, BIG MONEY MAKER!

"IT HURTS TO BE IN LOVE"

MUSICOR 1040
DISTRIBUTED BY UNITED ARTISTS RECORDS

MUSICOR RECORDS

OUR NEW ADDRESS:
826 SEVENTH AVE. (AT 53rd), NEW YORK 19, N.Y. PHONE: CIRCLE 6-3775
NEW YORK — The decision by the Federal Communications Commission last week calling for the sale of radio stations WRCV, Philadelphia, owned by NBC, with KYW, owned by CBS, has been the subject of much discussion in the radio business. Under the FCC ruling, the stations will be bought by WHK, a group of Westinghouse stations in the Philadelphia area.

The sale is expected to bring in millions of dollars for the station owners and will create new opportunities for the buyers. WHK has already announced plans to expand its programming and advertising efforts to reach a wider audience.

Putting Stations Back to Status Quo

By GIL FAGGEN

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Focus on the Deejay Scene...

New Yorkers are gin' out people and, of course, so are the millions of visitors who annually head for New York to see and to do. To accommodate these new FM radio stations and visitors in hotel rooms so equipped, the New York City Reflector is now getting information on what's happening for the FM band. The Reflector's new "Broadway Music Hall" — a 90-minute weekly survey of New York radio programming is broadcast each Sunday from 12:30 to 1:00 P.M. on WABC.

Produced and hosted by Phil Burrell, the audio version of Cue Magazine (New York's entertainment guide), this show introduces a soundtrack and original cast albums. In addition, it is the only show in the city to provide reviews of new motion pictures on a regular basis, and to give a week's premieres, film critic Lee Breuer is the regular contributor to these columns.

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WASHINGTON — FCC has awarded interim operation of KRLA, Pasadena, Calif., to Oak Knoll Broadcasting, subsidiary of the Educational Broadcast Foundation of California, Inc. The Commission passed over urgent pleas by four other interim applicants, including Goodson-Todman, Inc.; Radio Eleven Ten, and other two applicants who gave Oak Knoll license for interim operation starting Aug. 1, 1964, when KRLA's license revocation went into effect. Oak Knoll will not be among the 19 applicants for permanent ownership of KRLA. Interim operation could last three years, while the talent salaries for this $1,500,000-a-year AM station, forfeited by Donald Coolse in 1962.

The disinterested Commissioners Bartley and Leesinger object strongly to the interim grant, partly because it will continue KRLA's "frantic rock 'n' roll programming."

Applicants who criticized KRLA music format, in favor of good music and cultural programming, did not win FCC over on these grounds. The Commissioners said Oak Knoll proposes to increase news, add an educational program for children, and promises 24 percent of broadcast week of 163 hours will be given to non-entertainment. This would quiet the records for 38 hours. Also, FCC says applicants who would put down KRLA on the programming format have not proved that there is any lack of good music and cultural programming in the area. FCC was also won by Oak Knoll's proposal to turn over 80

Spec'l Music
On Politics

NEW YORK — With the Democratic convention forthcoming and a national election in November, Procasula Ltd., here is offering to radio, TV stations, advertising agencies and producers a collection of authentic Presidential political music, recently recorded in England for the American election season.

Titled "Presidential Bandwagon," the tunes are supplemented by a kit which includes historical voices from campaigns of the past, motion picture clips, stills and portraits.

Nearly a hundred songs, gathered over a period of many months and recorded in the rollicking, rambunctious idiom of their own period, with full orchestra and soloists, are included.

"Presidential Bandwagon" covers almost every Presidential candidate from George Washington to John F. Kennedy and draws source material from private collections and anthologies such as "Whig Hymnal" and "Log Cabin Song Book" of 1836. Of particular interest are the songs of 1864, including Lincoln's re-election, a comedy song, "Uncle Sam's Message," and "McClellan and Union," taken from "The Poems of Roni Dandece."

Another for KNUZ

HOUStON—KNUZ has won its sixth Key Station Award of the Texas Associated Press Broadcaster's Association. The award, presented for the radio station's coverage of the recent Mair Shepps robbery case.
THAXTON (center with microphone) involves his audience personally in his record mine TV show.

**POP RECORD SHOW HITS MAJOR SCALE**

**PROGRAMMING NEWSLETTER**

**Music Director an MD-of-Mus**

By BILL GAVIN
Contributing Editor

**MUSU DIRECTORS, as I've had occasion to remark in previous columns, are important. In some cases, the "MD" makes the difference between good or poor ratings for his station. He has a much bigger job than many people— including his boss—realize. Let's take a look at his job.

First of all, the music director is expected to evaluate current hits in his city. Unless he has an unusually competent secretary, he takes the weekly survey himself, by phoning a list of local retailers and one stops. He won't report his account to each dealer's sales volume and type of operation. His research produces the key to the programming bible for the coming week. It had to be accurate, and it generally is. Probably the most important phase of the music operation is the interpretation of retail sales data, in terms of a particular area. How are the emphasis should be placed upon kidd sales? On how do sales? On on-stop sales? On rack sales? Should certain volume stores, with a reputation for being first to sell the new singles, be weighted more heavily than suburban stores where the action is slower? In a large city, should the same stores be called every week? Which stores are known to falsify their reports when motivated by freebies? Answers to these and other questions have much to do in determining the chart outcome. The way the MD does this is through the music director's knowledge of his market end of his audience.

**ONCE THE HITS have been determined, the next item is his boss's idea of what other records are to be played. These fall into four general classifications: former picks that have not started to sell, but could; older releases that are selling in other areas, and brands new records that the music director personally thinks that they will hit. Some his previous picks will have moved up onto the chart. This makes room in his extra list for several additions. Some of these records may be local strength and should be dropped. Which ones?

It's up to the music director to know whether or not non-charting records have been receiving enough airplay to provide a fair test. Should they be dropped on the basis of decay indifference or outright rejection? Leaving them on for one more week?

Some less experienced music directors conceive the main responsibility to pick all new records by their own ear. Others, while willing to take their jobs on their personal, started to sell,#for music, prefer to select merely those that have proven their strength in other areas. These men (and women, too) are in regular contact with key radio people in other cities, getting the worst on what's happening.

Some music directors are trying to sift genuine fact from the inevitable hype that comes with their way from record promoters. All this information is weighed to determine the viability, obtain records for programing. Every record newly listed must qualify as a new orbit of involvement, and potential hit. Every record that is picked and later found wanting can be considered just that much wasted air time, to be taken advantage of by the competition. This, of course, is the ideal picture. In practice, it is impossible for any music director to be 100 per cent objective. He may deliberately play a record by an artist who "co-operates" at hop and promotion appearances. He may unconsciously give preference to records handled by his favorite promoters. But, for the sake of his job, and the station, he has to try and hold these subjective deviations to a minimum.

**SOME MUSIC DIRECTORS—** a majority—consider it important to achieve a fair balance between extremes of hard rock and Top 40 sounds. Thus, if their survey comes up slanted towards one extreme, they aim a larger than normal amount of their selections in the opposite direction. With an "average" survey, they try to avoid either extreme in their picks.

The music director operates a communications center. He is, as a rule, much closer to the existing world of making and breaking hits than anyone else at the station. He tries to communicate this excitement to the disk jockeys. Unless this can be done, the DJ's can easily become bored with the impersonality of the weekly charts.** WNEW:** "The music director provides the spark for continued staff interest and awareness.

Finally, the communications between the record world and the radio station channel through the music director. Since both these businesses represent millions of dollars of investments, this is a highly important field of communication. In this field, the music director's duties do not end with the selection of the record. Their product provides his source of livelihood. Their information can be helpful to him. It is also up to him to have the right policy to the record representatives, and to apply it in such a way that his station will not incur unnecessary expense.

Being a music director calls for a variety of skills and talents. The many people who perform this job successfully deserve our admiration and respect.

---

**GETS THEM WED ON TIME**

WILLIAMSON, W. Va.

The importance of a comprehensive music library was vividly demonstrated recently when a couple here had to be married in a home ceremony, discovered there was no music.

In desperation, the mother of the bride to be phoned WBTH, sending account executive Mark Webb scurrying to the library in his appropriate dress shoes. With time to spare, WBTH agreed to play the music on the air.

Radio tuned to WBTH, the couple was married on schedule.

Bob Harvil, general manager of WBTH, said: "The request threw me for a moment, but you get used to requests of every nature from a loyal radio audience."
NEWS OF THE WORLD

HOLLYWOOD

Adam Ross, former independent executive of Buena Vista, has formed his own production-publishing firm. He had been assigned to the Capitol publishing firm for over two years.

Bobby Boyd, head of his own Oklahoma City record company, visited Los Angeles with a group of young, new teenage artists, Jan and Jilly Lawhon. The attractive sisters are going the scene big and were in the audience Monday (27) at a coffee shop to learn from Billboard's market research program from the department's head, John Lassiter.

Jerry Williams, former New York executive publisher George Finch was swept through L.A. last week with wife Florence, picking hit paydirt by publishing 10 Beatle tunes.

Cincinnati's first girl film, "The Candidate," starring Nanette Fabray, has not had any cover soundtrack LP on Jubilee. Steelie Warren has been signed by Jerry Stallone to compose the score.

Columbia's A. B. Davis-Skeel office looked like an extension of 799 Seventh Avenue, with a host of new ex-employees passing through after attending the sales convention in Chicago.

Eliot Tiegel

CINCINNATI

Ray Hill, for the last two years with Liberty Records on regional work in the South, has left the label to engage in indie record promotion, covering Cincinnati, Dayton and Columbus, Ohio, and Nashville and St. Louis.

Lee Carlin, half of the Bud-Jay promotions NE office, has become a registered professional with Cleves-Disc here, joined the ranks of benefactors with his marriage to Miss Carlton, and Millard Stewart, a registered nurse. They tied the knot for keeps, with ceremonies at both the Mount Auburn Presbyterian Church and in the courthouse.

Andy Williams comes to town Saturday (Aug. 19) as the special feature in the heart of downtown.

Dick Pike and Dee Felker have sold their entire house in the Penthouse, jazz club located in the lower level of Hotel Metropole, to their partners in the venture, Jerry Murrill, local real estate and financial nabob. Pike, former-}

merly for 11 years at WNOB, Newport at the start, and as general manager, last week joined local WZLP, where he will try a very careful and morning jazz-platter show daily.

Dale Stevens, The Cincinnati Post and Times-Star entertainment editor, who recently shaved his full beard so that his young daughter might see her dad as he really is, is letting the foliage grow again, but may publish music news.

Bill Dawson, former manager of the local Capitol Records branch, is now working in a similar capacity in Baltimore.

George Weinstein, producer of the Ohio Valley Jazz Festival to be held at Colony field here, August 14-16, in town last week to host a local press party at the Vernon Manor Hotel. He flew out of New York for Europe later in the week, where he plans jazz fests for Berlin, Paris, Stockholm and Copenhagen in the late fall.

Bill Sachs--

DALLAS

Evans Young Wyatt, head of the Dallas Theater League, has booked the Dave Clark Five for one-nighter at the Dallas Memorial Auditorium on Dec. 7. Tickets are priced at $5.95 and only 4,500 seats will be sold.

The Clark group is currently touring the United States in the sales. The Beatles are slated to appear here in person for their only Texas date, Sept. 29.

The Dallas Theater League presents Duke Ellington in a concert at the Dallas Memorial Theater in September. Negotiations are under way for a possible appearance by the New Christy Minstrels and the Henry Mancini orchestra.

The first Discotheque opened Aug. 8, with the Beatles and Oak Lawn. Leland Dysart will operate the club, to be known as Dixie a Go Go.

PHILADELPHIA

Little Debbie Music Publishing Company sets up shop here at an ASCAP firm, with Thomas Fausto and John Fausto the principals involved. Bob Allen, who handles RCA Victor record promotion here, now also covers Pittsburgh and Wheeling, W. Va. American Record Guild, Inc., has been chartered by the State of Delaware, in the state of Delaware, in the state of Delaware.

Fran Williamson, head of Impala-Delsey Records, has purchased the assets of the defunct Capitol label here and concluded a deal with James-Coleman (Mallory) for the label nationally.

Fred Laffon and David H. Eiler have taken over control of the Ace Records label, the new Hip Records single, "Little Queenie" and Bob-Roy, when they start their four-week tour with the Beatles Aug. 19 at San Francisco.

Tex Ritter still has the old charm. He warned two big crowds at the State Fair, for Gov. Frank G. Clement last week in Memphis.

Clement is a candidate for the record industry's Sam Houston-Ike Lilly award for his contributions to industry.

ELTON WHISENHEU

ROME

Six more new comers have made their disk debuts, and from present indications it appears that more than 200 Italian vocal groups are cutting their first disk during 1962. Latest are Gino Tria and Piero Cotto for Polydor, Nella Borrero for Style, and Roberto Davini, Suss Turk and Averno Jozzetti for C.O.D.

Another big trend in Italian disks is for foreigners to sing in Italian. In this year's new comers, Israel's Riki Zarell for Bet Air, the Rivers for Ki-Fi's record label and Gianni Cittadini, and Tinto Caruso, and in Greece's Yovanva for Polydor. TV's successful reprise of "Johnny 7" has brought new sound disks from Johnny Do-relll ("I Was September") and "You at the Seashore and I in the Mountains" -- latter is full edition of "Sugar and Spice," and Giglio Cingotti, "When I Cross the Bridge With You" and "I Will Phone," both from original French. Miss Cingotti has just received a platinum disk from C.O.D. for worldwide sales of more than 2,000,000 records of her "San Remo Breakout" single.

YER ALL HEART, HARRY!

"Good mornin'; Chess Records." "Hi, Sweetie; this is Peter Perfect from Billboard. Is Mr. Heartless in?"

"Hold on, please . . . Perfect on seven-three, Harry."

"That figures. OK; I'll take it. Hello."

"Harry! Haven't spoken to ya in months, ya' sonnavigun!"

"Sure, Pete; to you it's already months; to me it was yesterday. Let's talk about yer cockamamie charts, huh."

"Oh, c'mon, Harry! Chuck Berry is 66 this week, Jackie Ross is 70 and the Ramsey Lewis album is 134."

"And they should all be higher! Look, I don't wanna argue, Pete . . . I'll jus' ruin my day. What's up?"

"I'm callin' about an ad in our special issue that's goin' all over the world, Poland, Ukraina, Afghanistan, Des Moines. Gonna be a great issue, Harry."

"Forget it, Pete. I'm not interested. I don't need it!"

"I think yer makin' a mistake, Harry. This issue won't blow away at the end of the week. It's. . ."

"Hey! Hold it! No one throws National Geographic away, and I'm not goin' for an ad with them either!"

"Jeez, Harry, yer impossible! Well . . . anyhow . . . anything hot comin' out?"

"Jus' released two great ones — a Johnny Nash and a Matte Collier, and our MUSIC FOR SELF-SERVICE ELEVATORS album is doin' great! I gotta go, Pete."

"Music for self-service elevators! Yer kiddin'!"

"Don't have time to kid, Pete. You got any idea how many self-service elevators there are in this country? Seven in my building alone! Well, one LP for ev'ry one of those phonographs on top of each elevator and, we'll, you figure it out, Pete."

"Harry, yer out of yer . . . Harry, there aren't phonographs on top of those elevators!"

"Yer wrong, Pete. Check it next time yer in one. Goodbye, Pete."

"Sli'long, Harry."

CHESS producing company

2120 S. Michigan Ave, Chicago 16, Ill.
## Billboard Hot 100 for the Week Ending August 15, 1964

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

### Top 100 Songs

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Everybody Loves Somebody</td>
<td>Steve Wonder, Motown 603</td>
</tr>
<tr>
<td>2</td>
<td>I'll Cry Instead</td>
<td>The Crystals, Mercury 505</td>
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<tr>
<td>3</td>
<td>Keep You Satisfied</td>
<td>Timmi, Capitol 939</td>
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<td>4</td>
<td>I'll Always Love You</td>
<td>The Four Seasons, Capitol 929</td>
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<tr>
<td>5</td>
<td>You're My World</td>
<td>The Righteous Brothers, King 027</td>
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<tr>
<td>6</td>
<td>Try I'll Take You</td>
<td>The Platters, Epic 644</td>
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<tr>
<td>7</td>
<td>Maybe I Know</td>
<td>The Righteous Brothers, King 027</td>
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<tr>
<td>8</td>
<td>Selfish One</td>
<td>The Four Seasons, Capitol 929</td>
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<td>9</td>
<td>I'm Fighting It</td>
<td>Della Reese, Epic 644</td>
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<td>10</td>
<td>The House of the Rising Sun</td>
<td>The Beatles, Capitol 1033</td>
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<td>I'll Never Tell</td>
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<td>12</td>
<td>Love Him So Bad</td>
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<td>I Can Go On</td>
<td>The Dells, Atlantic 1155</td>
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<td>Steal Away</td>
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<td>Dang Me</td>
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<td>The Girl From Ipanema</td>
<td>Mitch Miller &amp; His Men, Capitol 1033</td>
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<td>Hand Me My Man</td>
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<td>Love Me Now</td>
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<td>I Love Her</td>
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<td>Such a Night</td>
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<td>Al-Di-La</td>
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<td>I Can't See That She's Mine</td>
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<td>I Like It Like That</td>
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### Hot 100—A to Z

- Publisher: Billboard

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<th>Title</th>
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<tr>
<td>31</td>
<td>Sole Sole Sole</td>
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<td>32</td>
<td>Bread and Butter</td>
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<td>33</td>
<td>Worry</td>
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<td>34</td>
<td>No One To Cry To</td>
<td>The Righteous Brothers, King 027</td>
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<td>35</td>
<td>Everybody Needs Somebody To Love</td>
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<tr>
<td>36</td>
<td>Ringo's Theme (This Boy)</td>
<td>The Righteous Brothers, King 027</td>
</tr>
</tbody>
</table>
First HICKORY Release!

The Newbeats

BREAKING
EVERYWHERE!
(BUT HONG KONG)

BREAD
AND
BUTTER

HICKORY 1269

IT STARTED IN ATLANTA! SPREADING LIKE WILD FIRE!

Dean and Mark

WHEN I STOP DREAMING

HICKORY 1249

Hickory RECORDS, INC
2210 Franklin Blvd, Nashville, Tenn 37204
Listen to this:

Since forming, Peter, Paul & Mary have played over 400 concerts before a total audience in excess of 2 million people. Now, Warner Brothers announces the release of the first Peter, Paul & Mary concert album. Ear-marked as a collector's item, this four-sided album is a composite collection of music, comedy material and audience response that captures the spirit, intensity and enthusiasm of a live Peter, Paul & Mary concert. It's their most important release to date.
Now listen to this:

Peter, Paul and Mary In Concert
Special merit picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

**BREAKOUT ALBUMS**

**EVERYBODY LOVES SOMEBODY**
Dean Martin, Reprise R 6130 (M); RS 6130 (S)

**PETER, PAUL & MARY IN CONCERT**
Warner Bros. SW 1555 (M); 2WS 1555 (S)

**SUGAR LIPS**
Al Hirt, RCA Victor LPM 2965 (M); LSP 2965 (S)

**LICORICE STICK**
Pete Fountain, Coral CRL 72460 (M); CRL 72460 (S)

**THE LATIN ALBUM**
Trudy Lopez, Reprise RS 6135 (M); RS 6135 (S)


dores of ROY ORBISON'S GREATEST HITS...
Monte Carlo MLP 0024 (M); JAP 10024 (S)

IT MIGHT AS WELL BE SWING
Frank Sinatra, Capitol S 1012 (M); FE 1012 (S)

NINA SIMONE IN CONCERT
Phillips EPA 599-139 (M); HIS 600-315 (S)

MILES DAVIS IN EUROPE
Columbia S 1153 (M); CS 8935 (S)

WATER SKING
Duane Eddy, RCA Victor LPM 1610 (M); LSP 2918 (S)

ROGER WILLIAMS ACADEMY AWARD WINNERS
Kapp KL 1405 (M); KS 2405 (S)

THE BEST OF FLOYD CRAMER
RCA Victor LPM 2088 (M); LSP 2088 (S)

**POP SPECIAL MERIT**

**THE KING AND I**
Original Cast, RCA Victor LOC 1092 (M); ESO LOC 1092 (S)

An operetta arranged by R. Skorin and Barrett & McRae, now new and exciting. Cast special merit for its commercial and programmatic promise.

**POP SPECIAL MERIT**

**A COLLECTION OF 16 ORIGINAL BIG HITS**
Various Artists, Tom 156

Albums of collections of the original big hits have a natural life. No one will buy it, even when it's new, and it's rare for it to have any commercial potential. This album is that album. It's got to sell built-in.

**POP SPECIAL MERIT**

**FRANKIE AVALON—15 GREATEST HITS**
United Artists UAL 3292 (M); UAS 6302 (S)

Although Avalon has not had a top record yet, he's got a big following and he's capable of much more. This album is a natural for these young listeners.

**POP SPECIAL MERIT**

**HALLELUJAH...LOUIS JORDAN IS BACK**

Tangierine TIC 1020

The many Louis Jordan fans will be happy to have this album. It has all the original, uptempo, rhythm and blues sound of the old days. If they turn up in the record stores, the must-sell.
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<td>43</td>
<td>I WISH YOU LOVE</td>
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<td>56</td>
<td>BREWED</td>
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<td>Capitol</td>
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<td>DAYS OF WINE AND ROSES</td>
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<td>LITTLE CHILDREN</td>
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<td>67</td>
<td>TROVER NOT GREATFORD CAMBRIDGE</td>
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<td>MONDO CANE</td>
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<td>64</td>
<td>MOVING</td>
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<td>TRINI LOPEZ ON THE MOVE</td>
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<td>ROBIN AND THE 7 MOLDS</td>
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<td>MANHATTAN TOWER</td>
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<td>RITA PAYSON</td>
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<td>JACK LONDON AND ROSES</td>
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<td>PETER, PAUL &amp; MARY</td>
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<td>DAYS OF WINDS</td>
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<td>PETE'S NEW ORLEANS AT MIDNIGHT</td>
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<td>ROY ORBISON'S GREATEST HITS</td>
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<td>BACK IN TOWN</td>
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<td>THE MANY SIDES OF THE BEST</td>
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<td>JOAN BAEZ IN CONCERT</td>
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<td>CHARADE</td>
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<td>RING OF FIRE—THE BEST OF</td>
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<td>I LEFT MY HEART IN SAN FRANCISCO</td>
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<td>I WALK THE LINE</td>
<td>Johnny Cash</td>
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<td>THE WONDERFUL WORLD OF MAKE BELIEVE</td>
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<td>HOW THE WEST WAS WON</td>
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<td>LITTLE DEUCE COUP</td>
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<td>CATCH A RISING STAR</td>
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<td>MARY WELLS AND MARVYN GAYE</td>
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<td>THE MIGHTY SAPPHIRE</td>
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<td>I'M A BELIEVER</td>
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<td>THE BEST OF JIM REEVES</td>
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<td>LAWRENCE OF ARABIA</td>
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<td>MY FAIR LADY</td>
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<td>THE LETTERS LOOK AT LOVE</td>
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<td>BACH TO THE BLUES</td>
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<td>EARLY HITS OF 1964</td>
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<td>I'LL SEARCH MY HEART</td>
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<td>BOYS, BOYS, BOYS</td>
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<td>SO TENDERLY</td>
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<td>JOAN BAEZ, VOL. 2</td>
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<td>MARY WELLS SINGS MY EDDY</td>
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<td>WE SHALL OVERCOME</td>
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<td>CONNIE FRANCIS SINGS SONGS FROM LOOKING FOR LOVE</td>
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<td>MY ROY ROY</td>
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<td>THE LAWRENCE TELEGRAPH SHOW 10th ANNIVERSARY</td>
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<td>CONNIE FRANCIS SINGS SONGS FROM LOOKING FOR LOVE</td>
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Compiled from several weeklies and early online sources. Compiled by ARIF, a project of the Radio History Group, Billboard.
THE AURORA 403
GAVIN'S PERSONAL PICK: “An inspired performance”
ALREADY A HIT IN S.F.
and in ATLANTA!

THE ORLEANS
C 332
A BOB CREWE PRODUCTION

BARBARA LYNN
Headed for the Top!
“OH! BABY (We Got a Good Thing Goin’)
JAMIE 1277

Breaking Nationally! KREGS and TOBIN'S GREAT TRIBUTE TO MR. J. F. KENNEDY
“SHE TOOK THE RING FROM HER FINGER”
NORM BURNS
L-301
Sterling Records Boston, Mass.

DON COVAY
MERCY, MERCY
ROSEMARY 801
DIST. NATIONALLY BY ATLANTIC

American Radio History
Trips to South Africa where he made personal appearances and starred in a motion picture, "Kimberly Jim." The film is just being released in this country. He was licensed as a private pilot a little over a year ago.

The death of Jim Reeves is the latest in a run of tragedies plaguing the country field, and includes performers Patsy Cline, Cowboy Copas and Hawshaw Hawkins, who were killed in a plane accident near Camden, Tenn., a year and a half ago. Agent Randy Hughes was also killed in that crash. While in Cline's plane, Beleshazzar Anglin, of Johnny and Jack, was killed in an automobile accident. In March, Texas Ruby Fox died in a fire at her home here.

On a recent tour of Europe, Reeves received tremendous acceptance. His "I Love You Because" was the most popular record in Norway during the first six months of this year. He was the only American artist to have a record among Norway's Top 10 during that period. His "I Won't Forget You" is currently on the Top 10 and "Fire." Among his other hits were "Mexican Joe," "Four Walls," "He'll Have to Go" and "Bimbo."

He turned to music following an injury received sliding into second base while a member of the St. Louis Cardinals. He recorded for Fabor Robinson's Abbott Records before beginning his long association with RCA.

RCA Victor Artist Jim Reeves (left) and Deean Millen, his road manager and pianist, who were fatally injured in a plane crash near Nashville July 31.

His first hit was "Mexican Joe" on Abbott. When RCA signed Reeves it also acquired the Abbott label's Reeves catalog, consisting of some 36 sides. He is currently represented on the U.S. charts with the No. 1 country album, "Moonlight and Roses," and "The Best of Jim Reeves," in the No. 10 position on the same chart. His "I Guess I'm Crazy" is currently No. 2 on the country singles chart and "Love Is No Excuse," a duet with Dottie West, is No. 47 in its 21st week on the chart.

Small Stephens, Mg.

WHEELING, 9.-Jim Small, country music veteran, has taken over the management of Jimmy Stephens, one of the featured "Memphis Cats," here. After suffering two recent heart attacks, Small sold his A.B.S. Record Company to Howard Rash in Wilmington, Del. He has moved to Wheeling to devote his full time in managing and promoting Stephens. The latter recently returned from a Canadian tour with his New England Country Gentlemen featuring Jean Perron.

Charlie Louvin, following a three-day stand in Montreal, August 1-3, dropped down to the Washington area for three days, then Huntington, W. Va., August 7. From there he returned to Nashville to cut a new album for Capitol.

COUNTRY MUSIC CORNER

By BILL SACHS

Tompall and the Glaser Brothers are this week's feature (3-8) at the Flame Club, Minneapolis. On August 16 they show their wares at Harry and Eleanor Smythe's Buck Lake Ranch, Angi, Ind. The Chuck Glasers recently moved their new home on the river in Madison, Tenn. Tompall Glaser, the 1978 recipient of the car thief, is keeping his record intact. This time he was a prowler who made off with Tompall's wallet while he was out buying the new Compact Discs from Flia.

...Sonny James' mom and pop, veteran country and folk singers who formerly toured under the name of the Lowidents, visited the "Grand Ole Opry" recently, the stars of the "Opry," lead by Deean Turner, turned the tables on them and went out front to catch the turn and greet them. The Lowidents grabbed a huge round of applause when they announced that they were also celebrating their wedding anniversary.

August bookings for George Hamilton IV carry him to Dal-lastown, Pa., 8; Waterbury, Conn., 9; Barre, Vt., 10; Mansfield, Ohio, 11; Governor, N. Y., 12; Bedford, Pa., 13; Greenup, Ky., 14; Clarksburg, W. Va., 15; Green-ville, Ohio, 16; Greenfield, Ill., 17; Macomb, Ill., 18; Among the acts are pictured recently in the Medford Matador of the Buena Vista Hotel, Salford, Ariz., were the stars of the "Opry," Ray Clary, Wanda Jackson, Mike Lane, Devry Davisport, Chuck Glaser, John Leister, Johnny Leister, Lonzo and Ors-es and Jim Boyd... Flatt and Scruggs are routed for Clear-field, Pa., Aug. 6; Middletown, Ind., 8; and Philadelphia, Milwaukee, 14-18... They tell us that the Willis Brothers have played their best singles of all times in their new Starland release, "Give Me A 40 Acres (To Turn This Rig Around)'". Out only three weeks, the tunes are getting early action in both sales and station play. The Willis Brothers are in New York Sunday playing new songs on "As We Go Along," then up to Faith, S.D., for Aug. 7, and Maquoketa, la., 8.

PICTURED FOLLOWING the signing of a long-term management contract are Jimmy Key (center left), of Key Talent, Nashville, and Columbia's Billy Wolter (second from right), and Dave Dudley, Mercury artist, both of whom are also managed by Key Talent.
Stone Re-Links With Cap

LOS ANGELES — Cliff Stone, country music artist and producer, associated with Capitol Records since 1947, last week inked a new recording pact with the label. Stone's new contract covers both albums and singles, with his first album under the new signing slated for release in September. Among the artists Stone has brought to the Capitol label are Tennessee Ernie Ford, Ferlin Husky, Red Maddox and Stan Freberg.

New C&W Label Bow

MONROE, Mich.—A new label, American Artist Records, devoted entirely to country and western music, has been formed here by Ruffin Taylor, former- ly engaged for nine years in the juke box operating business in this area. New firm's head- quarters are at 1028 Laplans- ane Street here. Company's in- itial release, featuring Kelly Rogers on both sides, is due out early in September.

BMI MOVES AREA OFFICE

NASHVILLE — Broadcast Music, Inc. (BMI) has moved its regional office serving 14 Southern States to a new location at 710 16th Ave., South. The move was made July 27, according to Frances Preston, BMI vice-president, who said that the door is open to visitors.

August 15, 1964, BILLBOARD
Big Consumer Ad Program To Back Webcor Recorders

CHICAGO—Webcor’s recently introduced line of tape recorders, ranging in price from $89.95 to $500, is being backed by an extensive advertising campaign that includes more than 100 consumer magazine ads scheduled between September and the end of the year.

The company, with the exception of two Compact recorders, features the Webcor "Magic Sound" line, with all models and models; the line, playback and erasing tracks.

Six speakers and three-speed stereo system are among the features found in Webcor’s Coronet Model 2523 stereo tape recorder. Two and four-track stereo operation and two extremely sensitive ceramic microphone elements are included at a retail price of $295.95.

Webcor’s Regent IV model 2520 stereo tape recorder, with "Synchrono-track", let the user record one track and play it back as a second track is being recorded. Also featured are the Twinplex control panel, three-speed and four-track stereo operation and two ceramic microphones.

Retail price is $199.95.

The Webcor Viscount IV model 2503 monaural tape recorder has two wide-range, permanent magnetic speakers, full fidelity recording-playback tape heads and remote volume control. Retail price is $195.

The Webcor Compact Deluxe model 2502 includes simplified operation with two speeds, full fidelity sound and hand-held microphone. Retail price of $109.95 smaller Compact sells for $89.95.

NO MICROPHONES USED

Repeat Releases First Singles in Move to Broader Catalog Appeal

LONG BEACH, Calif.—Repeat, which pioneered recording without the use of microphones, has released its first single and third and fourth L.P. in a move to provide broad catalog appeal for the sound-conscious consumer.

In operation since November 1963, Repeat, which is operated by John Berry, ake director, and L.M. Burack, engineering head, has been selling its product through franchised dealers in Southern California.

The controversial company uses the Barco-Berry direct recording process which eliminates microphones for a specially designed transducing system. This process converts an instrument’s energy into an electrical system which is fed directly through the recording mixer and onto tape. The system has been under development for three years, according to Berry, and offers sound which is completely unaffected by acoustical influences. Berry also claims that since the instrument is recorded exactly as it is played, control over dynamic balance is removed from the audio engineer and returned to the musician. He claims his recording is truer with the direct record process and the two channels are required instead of the usual three.

The new products just released are the L.P.’s "Rural Rhythm", a country and western package, and "Doowop’s Quintet in G. Opus 77" by a studio quintet. The single is "Orange Blossom Special" culled from the "Rhythm" album. Repeat’s first two L.P.’s released earlier in the year are "Opus 1", which offered broad popular music and "Gentle Jazz," for that specialty market.

Berry told Billboard several thousand copies of the initial release have been sold on the market.

Ampex Names Nine Mgrs.

REDWOOD CITY, Calif.—The Ampex Corporation has named nine district managers to handle sales and service of its audio tape recording equipment and has also named several district managers to handle sales for the entire line.


CHAIN UPS SALES 15% ANNNUALLY FOR LAST 20 YEARS; CREDITS MEETINGS

By ROBERT LATIMER

SALT LAKE CITY—"Letting the right hand know exactly what the left hand is doing" is an essential in selling a profitable volume of stereo and high-fidelity phonographs, tape recorders and components at the three stores operated by Nick and Pete Yorvits in Salt Lake City, Cottonwood and Graber, Utah.

Highly successful appliance and television dealers, the Yorvits brothers have found that in operating branch stores, what will normally get results in one store is likely to do as well in another. For that reason, there is a sales meeting held at the main store every Thursday, Friday and Saturday morning to insure that each store benefits by the others’ experience.

On Thursday morning meetings of the hi-fi stereo department in each store discuss problems affecting such things as service, customer approach, display and other store operations.

The appointments are lightened, often with demonstration by factory representatives and otherexpenses are considered.

Discus Advertising

On Saturday the agenda is the advertising which is being run for the weekend, and the first three days of the following week, with emphasis on prices, special offers, salient selling points, and similar information. There is plenty of time in the meeting, brief as it is, for questions and general information discussion.

Highly stimulating to managers and salesmen are awards given on a competitive basis between the three stores, each of which has a manager and four salesmen. Based on equitable competition which takes into consideration such factors as traffic and square footage in the store, the incentive program awards a bonus to the top salesman.
$51,000,000 a day in gift sales!

and this new **Mercury Phonograph** Gift Promotion is the answer to sales every day, every gift occasion!

- **$18,600,000,000 YEARLY IN GIFT SALES! MORE THAN ALL ANNUAL DEPARTMENT STORE SALES!**
- **XMAS? MOTHERS DAY? FATHERS DAY? THEY ACCOUNT FOR ONLY HALF THE GIFT VOLUME. $9 BILLION YEARLY IS SPENT FOR OTHER GIFT OCCASIONS, 365 DAYS A YEAR!**

A complete gift promotion for use all through the year, for every gift event—yours now—ready for back-to-school selling! Mercury's Personal Portable Phonographs make great gift items ... particularly great for young people—and there are more youngsters than ever ... more gift giving events (15,000,000 birthdays every month!)

**COMPLETE IN-STORE PROMOTIONAL PROGRAM!**
- Window streamers ... new gift display ... full color stuffers ... ad mats ... radio commercials!

**NEW 10-YEAR CARTRIDGE GUARANTEE!**
- Cartridge, including diamond sapphire needle, replaced for $3.00, anytime within 10 years!

**NEW SLIP-ON GIFT CARTON!**
- Slips over regular phonograph carton—beautifully designed to say "gift" to customers.

**FREE** copy of the new booklet that gives you facts on the gigantic gift market... designed to help you sell any product!

Send for your
FREE copy!

PHONOGRAPH DIVISION,
MERCURY RECORD CORP., 35 E. WACKER DR.,
CHICAGO, ILLINOIS, PHONE: DE2-5788

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**DELUXE ALL-TRANSISTOR PORTABLE WITH BIG 7" TICONAL SPEAKER!**
MODEL AG-4125, ONLY

**$59.95** LIST

**NEW BOOKLET GIVES YOU FACTS ON THE GIGANTIC GIFT MARKET... DESIGNED TO HELP YOU SELL ANY PRODUCT!**

Send for your
FREE copy!

**PHONOGRAPH DIVISION, MERCURY RECORD CORP., 35 E. WACKER DR., CHICAGO, ILLINOIS, PHONE: DE2-5788**

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**$39.95** LIST

**$59.95** LIST

**$139.95** LIST

**$9 BILLION YEARLY IS SPENT FOR OTHER GIFT OCCASIONS, 365 DAYS A YEAR!**

**XMAS? MOTHERS DAY? FATHERS DAY? THEY ACCOUNT FOR ONLY HALF THE GIFT VOLUME.**

$18,600,000,000 YEARLY IN GIFT SALES!

MORE THAN ALL ANNUAL DEPARTMENT STORE SALES!
A TREMENDOUS HIT!!

THE BACHELORS
"I BELIEVE"

London 9672

LOUISIANA RED
I'M TOO POOR TO DIE

JP-3002

GLOVER RECORDS

FAN MAIL GLOSSY PHOTOS

All stores — questions — order back and white. Post card, mailed blanks. It will pay you to use our free post card. Address: Marilyn. Write today for our free catalog. Address: Marilyn. Write today for our free catalog.

MULLEN STUDIO
Box 1941, Bridgewater, Conn.
Say You Saw It In Billboard
Three are several Since LP's on previous periods, the musicians are John Berry on modified violin; Marshall Mossen, modified violin; Roland Bondack, modified bass; Kurt Reher, modified colo, and Louis Kivierka.

LP's were sold through the 55 franchised dealers. He said plans are being formulated to increase distribution through additional dealers in other areas. Mono and stereo versions sell for $5.98.

In developing the recording process, the company redesigned several instruments, as they are electrically wired to feed their impulses directly into the mixer. Three unorthodox instruments already in operation are a baritone violin and bass viola and snare drum.

Berry says engineer Barnes and he are still coping with a method of directly recording the human voice. He explains the system evolved after the two men began studying mike placement three years ago. "We gradually discovered things which we felt you could use in conventional mike design to none at all," Berry said.

The ad man explained that working with classical music provided the best environment since the sound is always true to the 'gimmicked sound so prevalent in pop music.' On the planning board are LP's in the jazz and pop fields with the instrumentation expanding slowly from the small groups used on the first four packages.

BEST SELLING PHONOGRAPH RECORDS & TAPE RECORDERS

--- Continued from page 59 ---

BEST SELLING AM-ONLY TABLE RADIOS

--- Continued from page 59 ---

SYDNEY

Already receiving tremendous airplay in Australia, Allan Sher- man's "Hello Madge, Hello Faddah" on Warner Bros. is selling well for the Australian Record Club. The ABC's General Sales Manager Ray Bull, after a flying trip around the capital cities of Australia, reports that Peter, Paul and Mary's Warner brand, "The Sound of Silence," and EP's are still drawing excellent interest. It is the fact that it is two months after it was released in this country, that indicates it was swinging again after the quiet period when few local records were being played, plus placing "Poisin Ivy" with Big- top, "A Time for Us," World Ex-Australasia, they have now been successful in having "It's Party Time," by Frenzy Conde and Warren Williams, released in France. Two recordings will be released by Fred and Bert Blau. Originally recorded by Williams of the World and World, "It's Party Time" is an important export for the Williams-Conde Company in Singapore.

Ron Gillespie, managing director of WDQG Records, advised Billboard that he is working on an international worldwide release of a new locally produced album, "The Flipper." — an industrial side released by an Australian group, for the record companies in the countries and companies participating in the release are Arctic Records, London, Melbourne Records (Canada), H.M.V. (New Zealand), Telefis Importadora (Mexico), Melbourne Records (U.S.A), Electro Acoustic Records (New Zealand), Troubadour Records (South Africa). "The Flipper" is an original by a member of the Breakaways and Australian publishing rights are held by "His Master's Music and Womooer Music—the latter company holding world rights to "The Flipper." Gillespie said his enthusiasm for the record was shared by all the overseas companies who have joined in this special simultaneous release.

Due to the success of Bill Haley's revival of "Rock Around the Clock" which is currently number one on the top on national charts last June, other companies are getting on the bandwagon by re-releasing old rock standards. The latest one on the scene is Freddie Bell's "Ding Dong" from his album "on Philips." Kevin Richie, sales manager for MCA, announced that a report EMI (Australia) reports heavy advance sales on the Bell's album "Hard Day's Night" which hit the market Aug. 6. J. Albert's & Sons, Mondial, and others, have gone into the independent field of producing record for distribution through the EMI group. Their first features a Sydney instrumental and vocal group, Billy Thorpe and the Aztecs, who previously recorded on the Linda Lee label.

Johnny Devlin, Festival artist who recently appeared at the supporting artist with the Australian and New Zealand tour, has just completed an album for Festival Records titled "Singing Son of the South." Devlin leaves soon for a month's tour of Australia.

GEORGE HILDER

PARIS

Henri Salvador, whose Salvage label is distributed by Phil- ips, has created a new label, Radio Argentina, which will be distributed by Vogue. Artist signed to the new label are Tiny Yong, And- re, Jacky Nchelles, and others.

In the South!

LOUISE

by Robert McCoy

SOU-112

Broken in Birmingham, thanks to "Thin Man" on WNOV and Little Walter and Willie McKin- nery on WJL. The guys in At- lanta at WORK and WXGN are breaking it there now. This song follows, one's headed for the Top 20.

Walt for "Soul 114"

DIVISION OF VULKAN RECORD COMPANY

314 Windsor Drive

BIRMINGHAM, AL 35209

205-871-2650

TRAY CHARLES has a big new hit

"NO ONE TO CRY TO" is a "Tear FELL"

ABC-10971

NEW SMASH ON THE HORIZON

DIANNE RENAY'S

"IT'S IN YOUR HANDS"

Ton 511

20TH CENTURY

RECORDS

Bobby Goldsboro

ME JAPANESE BOY I LOVE YOU

UA 742

on the one to watch

United Artists

IT'S HERE!

The first pachyderm BOP CHRIST- MAS chart-topper, "Me Japanese Boy" sleeve crafted by Readers, ASCAP mem- ber, seeks top-flight company to handle. Contact Mr. Verley, 29, 3 St. N.Y.C. 10016, or Tel. 212-752-6984.

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

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

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Operetta to Make Tour

NEW YORK—An authentic version of the Johann Strauss parent, "Wiener Blut" (Vienna Life), will open today on the coast-to-coast tour of the U. S., according to the wisdom of William Morris concert division.

The company of 65 includes a corps de ballet, orchestra, chorus and outstanding Viennese stars. This is the first time that an operetta production, organized and staged in Vienna, will tour here. It opens at the Greek Theater, Los Angeles, July 28. Following Amphitheater in Washington, D. C., at the week of Aug. 17, then goes to O'Keefe Center in Toronto, Aug. 25. splashing a week in Ottawa and Montreal Sept. 1-2 and 4-6, then opens at the Lent Fontaine Theater here for three weeks beginning Sept. 1. A six-week, one-nighter tour begins Oct.

Negotiations are reported for the performance to be recorded after the tour arrives in the U. S.

WAVA Caters to 'Old Teens'

WASHINGTON—Old favorites and popular music for the "older-than-you" will be featured on a new weekend "Million Dollar Sound" show by Milt Grant over WAVA, AM-FM, Arlington, Va. Grant, formerly a member of the dance-encore on WTTG-TV and with deep interest for a radio network" featuring music for the "older-than-you" set in the Washington area, will be heard on WAVA from 12 noon to 6 p.m. on Monday and Sunday.

WAVA is practically an all-news broadcasting station during the week, and will continue putting on news and other items every variety during the weekend show. Grant will conduct informal telephone conversations with the fans for their favorites on the air.

Newley Show Opens

LONDON—Norman Wisdom has opened in the pre-London, atmospheric and Broadway musical, "The Roar of the Grasshopper—The Smell of the Crowd." Newley directed the musical, but he will not record tape the show. The show runs at the Embassy, Essex Music is publishing.
Kantor Routes Geared For Penny Operations

CHICAGO — First National Vending Service, major Midwestern bulk vending operation, is still geared to a penny operation. Bob Kantor, First National owner, feels that a penny operation offers a greater profit margin than 5-cent, 10-cent and 25-cent capsule routes because of lower service costs. He cited the expense of filling capsules and the greater capacities, in terms of items, of 1-cent machines.

"When you get up to 25 cents," Kantor explained, "you are no longer trying to sell to kids, and that alters the nature of our business."

First National specializes in supermarket and chain store locations. Such stores as the A&P, National Tea, Rexall, Liggett, Woolworth and K //- are serviced by the company. To maintain these routes requires a fleet of trucks and eight drivers.

Kantor has developed a flexible system of contractual associations with operators in other cities when he finds it necessary to change operators that are too far off his routes to be profitable. This happens when, one of the chains he services asks him to take on a spot in one of their branches in subsidiaries.

First National then works with a local operator and supplies either the machine or the merchandise, or both. The local operator is responsible for servicing and repair of the location and equipment belong to First National.

Kantor enters these arrangements for competitive reasons. Neither operator to do so, he will supply a Chicago-based chain store with machines in other cities.

Bulk Operators Exempt From Mo. Sales Tax

JEFFERSON CITY, Mo.—Bulk vending operators do not have to pay 3.75 percent Missouri per-cent sales tax, according to a recent ruling by the Missouri Supreme Court.

The court ruled that vending machine sales of less than 25 cents are exempt.

The court ruled that the State Revenue Department must re-fund the $500 of 3.75 percent interest, paid under protest by the three firms which instituted the suit against the state.

They are Automatic Vendors, Inc.; Spot Sales, Inc.; and Coffee Time, Inc., all of St. Louis.

Stiff LA License Fee Rise Averted

LOS ANGELES Local vending machine operators are breathing more easily with the cancellation of a proposed vending license fee increase. Under terms of the scheduled fee increase, Los Angeles County food and beverage machine operators would pay $20 a loca-tion head of the $1 per ma-chine health permit in the City of Los Angeles and $2 a ma-chine in Los Angeles County.

The new fee schedule, prompted by the recent merger of Los Angeles City and County, calls for a $20 per operator fee, plus $3 for each food and bev-erage machine on location.

The more favorable fee schedule was the result of a series of conferences between Sidney Kal-lick, Western counsel for the National Automatic Merchandising Association, and Los Angeles County officials.

Hutchinson Named Oak Alba. Distributor

Los ANGELES — The Oak Manufacturing Company here has announced that R. H. Hutchinson, a veteran of 17 years in bulk vending in Atlanta, has been named as the company's distributor to include Alabama. Hutchinson also represents the company in Georgia, Mississippi and Northern Florida.

Politicians Provide Poor Subjects for Charms

NEW YORK — While the charm manufacturers, who are bucking the trend of novelty and current events, the 1964 Presidential campaign will probably provide little new material for the charm manufac-turers.

Charm manufacturers are usually quick to recognize and capitalize on fads and heroes—the Beatles and the astronauts are two prime examples.

But politics is a trickier mat-ter for the charm vending in-dustry. Some manufacturers will surely come out with Johnson and Goldwater charms, and that should be the extent of it.

Not Sophisticated

Youngsters of the charm-buying age too sophisticated politically, and their heroes tend to be bandleaders and space explorers.

Also, even if the youngsters show some interest, it generally is the interest demonstrated by their parents. Hence a bit bringing home a donkey charm to a Republican family might cause the parents to raise their eyebrows and say nasty things about the bulk vending ma-chines.

Youthful brickwashers vote on the basis of who is 'hip' and who isn't. Kids are bad for the asking, and the thinker can get exactly what he wants. In the vending machine he must take pot luck.

Kennedy Rings

Kennedy rings have been pop-ular for many months, but that was after the late President as-signment when he was a nation-wide hero rather than a political figure.

But passions are usually high in an election campaign, and a younger bringing home a still being the wrong candidate could hurt the bulk industry.

Millions of dollars will be spent on merchandise this year for the November election, and the industry is hoping that the future may be rosier.

In addition to the charm manufacturers, the glove manufacturers, button manufacturers, pin manufacturers, and the like, will be expected to come out with a full line of merchandise.
Royal Flash 7019

CHICAGO — Chicago Coin Machine Company this week introduced three new games—the Royal Flash, a pin game; De'Ville, a puck bowler; and Majestic, a ball bowler.

Royal Flash is a two-player game, features a coin silvered roll-over button adjustable for the first, third or fifth ball, two side scoring targets and four pop bumpers. Object of the game is to complete the hand shown on the colorful back glass, using the flippers to hit the targets. The machine has plastic handrests and a cabinet trimmed with stainless steel and metal corners. Royal Flash is adjustable for three or five-ball play and is also available in an add-a-ball model.

Majestic is a six-player automatic bowling lane, cork insulated and with a rubber-mounted play field for quiet operation. A special feature is the automatic lighting up of directional arrows showing players where to aim to pick up each spare. Strike and spare values change and advance by frames to provide high scoring. A new frame, dual flash, flashomatic and regulation scoring are featured.

The machine is available in lengths of 13, 16 and 21 feet and in 10-cent and two-for-25-cent models.

De'Ville is a six-player puck bowler with the same scoring features as the Majestic. Both machines incorporate a novelty called "spot-life" or shadow bowling, played without visible pins. The player aims for the strike spot, and if he misses, the "spot-life" directs the athlete to the spare. De'Ville has Formica rail face, a rear score frame that goes all the way to the floor, and a wider and higher playing field than previous models.

All three new games have been designed to provide operators with easy access to the interior for service and adjustments.

U. S. Phono Exports to Germany On Way to Setting New Record

By OMER ANDERSON

BONN — U. S. phonograph shippers to West Germany so far this year have surpassed all expectations and, at the present pace, will establish a new record for 1964.

Figures show that West Germany is importing U. S. phonographs—new—at the annual rate of 6,300 machines valued at about $4,000,000. This compares with 1963 totals of 5,997 machines costing $3,672,000.

These figures do not take into account new U. S. phonographs shipped to Belgium, the coin machine crossings of Europe, and then reshipped to West Germany.

New Gain

Thus, direct shipment to Germany of newly produced U. S. phonographs is not only holding its own in the German market, but is actually posting new gains.

These figures underline the dominant position gained by U. S. equipment in the prestige market, and the inability of European manufacturers—or perhaps better the hesitance of European producers—to compete with the U. S. equipment in the prestige field.

There has been almost a perpendicular drop in shipments of U. S. reconditioned equipment directly to Germany. The annual rate has sagged to less than 200 machines valued at $59,000, compared to 334 machines valued at $89,980 for 1963.

Neither set of figures takes into account the U. S. shipments to U. S. subsidiaries valued at $179,000 for 1963.

(Continued on page 42)

LA Financial Trade Views Scopitone

LOS ANGELES—Scopitone, a coin-operated projector of color motion pictures with high fidelity sound, was introduced here Tuesday (8) at a showing for the business press and security analysts.

At the showing in the Venetian Room of the Ambassador Hotel, the acquisition of 50 per cent of the shares of Scopitone Inc., U. S. licensees for the machine by Tel-A-Sign, Inc., was announced by A. A. Steiger, Tel-A-Sign president. He said the acquisition would improve the company's earning potential.

Steiger said Scopitone has already delivered about 200 machines in the U. S. and has a firm order backlog of about 1,000 units for this year and more than 2,500 orders for future years.

Scopitone is represented in the Los Angeles area by Visual Enterprises, Inc., in Van Nuys.
At least a dozen phonographs are being sold weekly at a midtown Chicago shop which specializes in antique and collectible machines. Each phonograph is accompanied by a kid's own box and cigarettes machines. Y., who owns the shop, is said to be particularly interested in the phonographs. He has just bought a rare one that he is planning to use in his own collection.

The phonographs are all in working condition and are priced from $25 to $100. Many of them are in original condition, with the original labels still intact. The collection includes machines from various manufacturers, including Wurlitzer, Mutoscope, and others.

Manager of the shop, a music enthusiast, said that he is planning to expand his collection and hopes to have a full-fledged phonograph museum someday. He encourages people to visit the shop and take a look at the collection.

The shop is located at 1211 S. Michigan Ave., Chicago, and is open from 10 a.m. to 5 p.m. Monday through Saturday. For more information, call 555-5555.
ROME - Coin machine people, long frustrated by their futile fight to control pinball machines, are now faced with repercussions on another frontier. As a result of official anti-noise campaigns, juke boxes have been singled out as primary offenders.

Among the proposals, which include shutting off juke boxes as early as 10 p.m., particularly at resorts which yield the greatest income, are the use of special police squads to respond to phone calls reporting noisy locales.

**NY STATE MEET SLOGGED SEPT. 17**

**NOTOMAT'S FATE HANDS**

LEGHORN, Italy — Government agencies are trying to find a way of reviving Notomat, the coin machine manufacturing company which filed in liquidation.

The company has assembled and manufactured juke boxes and recently opened a new plant for automatic washing machines and other metal equipment. It was considered to be in good shape and the action came as a surprise to the working staff, the unions and the community.

In a series of meetings, Dr. Cipriani, the company representative, said the company was trying to continue in business, but its future would depend on its ability to sell 50 per cent of its stock to another organization that would invest in it. Among those who have been asked to look into the company's prospects is the giant Montecatini manufacturing and mining company.

**NEW SALE**

Wurlitzer Reports 1st Quarter Loss

CHICAGO — The Wurlitzer Company has reported a first quarter loss of $32,718 on sales of $7,176,026. This compares with a profit of $7,005,344 for the same quarter a year ago.

Although the loss is due to the seasonal nature of the music business, R. C. Raffling, Wurlitzer president, said the company expects fall and winter business to be good.

Probe Arcade Theft

WEIRS BEACH, N. H. — Police are investigating the theft of about $200 from the amusement arcade at the Half Moon, operated by Sidney Ames.

**THE WIDE RANGE OF EXPORTS OF PINBALL MACHINES IS SHOWN BY THESE STORAGE CARDS INSTALLED IN THE MUSIC BOX MANUFACTURING COMPANY FOR USE WITH MACHINES IN AUSTRIA, CYPRUS, DENMARK, FINLAND, FRANCE, GERMANY, ITALY, JAPAN, NETHERLANDS, SWEDEN AND THE UNITED KINGDOM.**
Racial Demonstrations Take Heavy Toll on Juke Boxes

NEW YORK—Empire State juke box operators are bearing bitter with the smoldering resentment of the racial demonstrations here and in Rochester.

In Rochester, Linda Nance reports that bars in the Negro section were closed for four days, reopening late last week. Business was at a complete standstill. Citizens were not allowed on the streets without reasons sufficiently impressive to satisfy the police. Violence in Harlem, which reached its peak late last week, had nearly the same effect as a tavern shutdown. Tourists steered clear of the 125th Street area, and many residents felt it best to stay at home.

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Everything exciting is within walking distance. Free radio and TV. Drive-in garage parking.

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Travel

August 15, 1964, BILLBOARD

MOA Encourages Stats, Local Group

CHICAGO—The Music Operators Association of America is pushing hard on its policy of encouraging growth in State and local coin machine associations. All such groups have been invited to hold their meetings during the annual convention here Oct. 13-17. To date, State groups in Illinois, Indiana and Wisconsin have been organized. A group of Michigan members is expected.

The surveys show a partnership between State and local groups, with the State groups covering the entire State and the local groups focusing on specific areas.

European News Briefs

African Plants

PARIS—French coin machine producers are supplying technical assistance for the construction of machine-production plants in the former French colonies in Africa. Among the countries are Guinea, Senegal and Madagascar. Studies are being made to determine the feasibility of constructing plants which would assemble mechanisms imported from France.

The surveys indicate a partnership between French firms and local interests, with the French supplying mechanisms and parts, technical assistance and part of the financing.

Scopitone Test

STOCKHOLM—The Scopitone film phonograph is being tested in Sweden, and results are described as encouraging. A machine contributed to Sweden by the Automatic Cameron Company of America, as a distributor, as in West Germany, where Helmut Rebrock, the AMI distributor, has had a good response.

Scopitone's reception here has been so good at certain sites as to prompt predictions that eventually the film juke box will provide strong competition for conventional phonographs.

Makes Bing Ball

PARIS—A French games inventor, Georges Maugras, has produced a new game, wedging the U.S. pinball and the European soccer game. The result is "Bing Ball," the first game to provide electronic action for the manually operated soccer game.

Points are awarded for each goal, and for shots between certain gates on the playing field. The game is novel. It penalizes defensive players who fail to stop the ball by subtracting points from their scores. The game is played in European trade, and the pinball has won a large European following. Maugras believes his game will capture fans from both camps.

Seek 50/50 Split

STOCKHOLM—Svenska Spelbordet, the Swedish trade organization, is resisting demands by location owners that they share their revenue be boosted to near U.S. levels.

Locations are in revolt against the present split of 25% per cent for phonographs and 30 per cent for games. They maintain that the U.S. 50/50 split between operator and location should prevail in Sweden.

Locations claim, furthermore, that the importation of equipment has not been liberalized to the point where operators are unable to claim any special hardship warranting their present share of collections.

Klinger Re-Elected

BINGEN—The Rheinland-Palatinate operators' association has elected Karl Klinger to another term as president.

The meeting which had as the main item of business a proposal that the association supply financial support to a small distributor firm in dire

strains and threatened with bankruptcy.

Debate focused on severe shortage of technicians in the German trade, and proponents of propping up the firm financially pointed out that it supplied service and maintenance for a number of operators who have no service group of their own.

Action was deferred, however, on the grounds that financial participation by the association would place it in conflict with its own primary interest—in an operator organization.
**COINMEN IN THE NEWS**

*Continued from page 37*

mark in the Gebris Lanes Sum-
mer Major League. ... The in-
troduction of Soloman Katz, 52, who operated the Katz Music Machine Vending Company, has taken his home in the Park City West Apartment Complex, where his widow Sylvia, his father, two sisters and two brothers... and John Alpert, owners of E-Sal-
wowsky have joined forces to form a musical instrument leasing and financing company, with offices and showroom located in the city at 1117 Division Street.... Leo Holtz, owner of the Voger machine company, reported to the police that thieves stole his truck containing $200 in cash and $300 worth of cigarettes while he was serving a cig-
tar advertising call.... At nearby Atlantic City, James P. Toomey, resort vending machine dealer, was named by Atlantic City's Mayor Joseph Altman to serve as a member of the seven-man Se-
queantic Authority which will build and operate a $4 million Sequeantic attraction for resort visi-

tors.

**MAURIE H. OREDENKER**

*Los Angeles Angles*

Jack Leonard of the Los Angeles branch of Advance Automatic Sales, and his wife, Dorothy, are rapidly getting ac-
quainted with their new French poodle, Andre. Jack's father, Lou, is spending some time in San Francisco and root-
ing for the Giants. This, how-
ever, has not phased Dorothy's fervor for the Dodgers....

Bob Cathcart of Salinas, was in town and stopped off to renew ac-
quaintances at Advance Auto-
matic with Bob Petelle....

Wolcher, head of Advance Auto-
matic, and his wife, Claire, val-
ued the Los Angeles branch and was well pleased with the progress he is making.

Tony Salas, Needles, has re-
turned to his home there fol-
lowing surgery in a Los Angeles hospital. His many friends will be glad to learn of his quick recovery.

Harold Sharkey, Los Angeles operator, stopped off at the Long Beach office to see his daugh-
ter, vernel, phonograph service man at Gaynors is recovering from an ear infection.... Walter Cook, Palos Verdes operator, is back from a business and pleasure trip to Yosemite, where he has some land holdings.... Operator for the American Amusements included George Lakes, Artisla, Manuel Chavez, Redlands; Bob Hathaway, Ventura, and

Spen, Lynwood. A later development is the purchase of Deines Music Com-
pany, Boulder, Colo., by Mike Savio, Denver, where they have been operating the Deines routes for the firm.

Howard Held, one of the execu-
tive regional service instructor for Vending, is in the San Diego area.... A. J. (Bart) Bartholomew, sales-
man who has recently joined the firm, is at the Wurlitzer head office branch in Las Vegas.

Ken Sler, Vending sales staff in Los Angeles, is away on his an-
nual vacation.... Pat Pietkow-
iewicz, secretary to A. D. Palmer, advertising and sales promotion manager for Wurlitzer, and Adelde Deines, secretary to Harold Schwartz, musical prod-
ucts engineering department, in its factory, were reported to have ended their California stay and returned to the New York fac-
tory....

While on the West Coast they were hosted by Walt Huber of the San Francisco, Westcooler branch; Don Bannister, manager of the Wurlitzer display at Dis-
neyland, and Clayton and Ger-
na Ballard, manager of the Los Angeles branch, at their home in Glendale, Calif.: Moses Piet-
kowitz and Dvoraska spent the week-end with the Bannisters in the Bra-


Harry Bannister, also of Bakersfield, was in town at R. Lou Bennett, Seal Beach, Calif., stopped by to see T. K. F. Games to visit with Don Edwards.

Frank Davis, general manager at Associated Amusement Com-
pany, Inc., Los Angeles, has returned from a vacation in Scripps-
avor Beach, where he was with the Misses Bart and Vicki Watson, Los Angeles ASCA officers. Davis spent a week-
end on his vacation and in the mountains....

Johnny Flynn, route super-
visor for the Los Angeles ASCA is back from his vacation in the mountains....

Harou Maki, Los Angeles ASCA officer, is recovering from the mumps and is back on the job.

SAM ABBOTT.

**BULK BANTER**

*Continued from page 37*

up with one another for when one has something, the other gets it. Eddie Rosen, Op-

erators salesman, is on vacation.

The many friends of Eugene Ba-
ley, LaMadina operator, will be glad to learn that his daughter has

a new operation; she is doing well following surgery.... Leo Willis, Passa-
qua operator, is taking a vacation that he designed at Acme Vending. ... Al Moore was a customer at Acme for his route in the Upland area....

Raymond Newman, Riverside, ac-
vited to Acme to buy merchandising for his route in that area.

Gussie Feldman, wife of Lew E. Feldman, Acme, took her granddaughters, Lori and Sandy, to Knott's Berry Farm in Buena Park. Father Bob, also of Acme, took the weekend to play golf. ... George Templin is raising pedigreed French po-

ndles along with operating his bulk route.... Joe Arguello, Joe's Vend-
ing, Seal Beach, was in town shopping for supplies.

Victor Jeneara, San Fernando Valley, purchased equip-

ment and merchandising at Acme....

Mario Puig who gave up vend-
ing to open a meat market is reported to have sold the meat market and is returning to vend-
ing.

Rex Funke, Long Beach, is in town shopping for mer-
chandise for his Enterprises. Murray Carr was an Acme visitor. Others at Acme in-
cluded Mike (Butch) Fisher Jr., Dave Slivkovick, Civic Vend, William Siegel, Single Vending, Beverly, Dan Lally, Civic Vend Serv-
ing, Anaheim, and Clarence and Bernell Ketles, Port Hueneme.

Bill Montoya, Indio, dropped into Operators for supplies for his fast growing route.**

3 ways to get Extra Balls

**COLORFUL CARRY-OVER FEATURE**

Kick-Back Game is always open, permits player to flip-kick balls back to area above Top Rollers; collecting 50 points on the way. Free-Ball Game turns two-hole balls into extra balls. Tour Game delivers free ball, scores 100, lights next city in 1-to-10 carry-over feature. Plenty of extra balls and 25 ways to score points insure driving appeal, top earning-power. Get GRAND TOUR going for you now.

**NEW E-Z LATCH FRONT MOLDING**

Permits quick effortless (to balls and wing nuts) removal of integral glass enclosures enables cleaning of playground and arch, speeds up maintenance and repair of playground.

**NEW E-Z LATCH PLAYFIELD PANEL**

Speeds up maintenance and repair of front cabinet parts by eliminating time consuming removal of front panel playfield. Exclusive Bally "light-
grip" design integrates detail of latest panel without danger of panel warpage.

**NEW AUTOMATIC BALL-RETURN**

Saves the trouble of pushing ball After ball, speeds up play, eliminates maintenance and service of ball-tiller and ball trough.

U. S. Phonos Exported to Germany

*Continued from page 38*

Belgium, whence many of the machines (Belgium received 3,479 U. S. used machines in 1962 valued at $947,912) are forwarded to West Germany.

However, it is a fact that Eu-
ropean and especially German production of impact phono-

graphs have taken away the market for reconditioned Ameri-
can machines. The preference now is for the new high-quality Euro-

pean equipment rather than the used U. S. machines.

Replacement Market

This means, in turn, that U. S. producers are in the position of finding a re-

placement market for that lost

in Europe.

There is some cheer for U. S. producers of coin-operated games. German imports of U. S. games are running about even with those of 1963 figures. At the present rate, Germany will im-
port about 6,000 U. S. games in 1964 valued at $227,000.

Oscar Johnson, Operators Vending is on vacation. ... Bob Caplan, Universal Sales in Ore-
gon, was in Las Angeles and visited the Oak Plant, where production has been doubled on the Tilton and package venders.

Bill Petron has added a new service truck for his operation. ... Art Vogel made his usual stop last week at Acme Vend-
ing. ... Dave Slivkovick, Civic Vend, spent some time at Acme picking up supplies. Sum Moriwick is in Paris on his way around the world. Post cards are being received, which will serve as a picture tour of the areas he is covering. ... Al Sourd is reported to have purch-

ased the route of Will Diages. ... Ken Parsons stopped off at Acme, as did Dave Smith, for supplies. ... John Chen was in from his home base in Whittier....

Gene Lawrence, Los Angeles operator, showed at Acme. Dan Lally and his family have moved into their home in An-

heim.

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**U. S. Phonos Exported to Germany**

*Continued from page 38*

This compares with imports of 6,950 worth $2,199,195 for

1963. European games production is in 1964 is expected to

show a slight increase, but German sprogs are emerging up all over the Con-

ting area. Western Europe in particular. Production remains small and experimental, on the whole, but is growing as volume, King of Games

Moreover, Europeans, for all their imagination, still have not produced a reliable game theme to compete with the U. S. pin-

ball market, which remains consistent year-over-year as well as in the U. S. It is a market that is surprisingly significant, that no European photographer producer is attempting to enter. All attempts of European U. S. producers in the prestige equipment sector. Moreover, U. S. companies, in designing a box for the European market, stick to economy com-

stantly. Examples are Automatic Canteen's Electronic and Wurl-

itzer's Lyric. There is no Euro-

pean joke box version of the Mercedes Benz, the Lamborghini or the Ferrari.
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Three volume settings—high, medium and low. Customer chooses his own sound level.

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New Phonette permits playing of LP's or singles; 33½ or 45 rpm records from customer's seat.
BILLBOARD SPOTLIGHT PICK
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a potential of 5 or more in Billboard's Top LP's chart. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT
SUGAR LIPS
At Home, RCA Victor LPM 19695 (M), LSP 19695 (S)
Here's a hit with another 29, swinging, album hit song by "Sugar Lips" that is in the top 10 of the charts. The title song in the style, "Sugar Lips," was written by January, and "Sugar Lips" has been a hit in the top 10 in Billboard's Top LP's charts. "Sugar Lips" is a hit that's "happy" scared.

POP SPOTLIGHT
EVERYBODY LOVES SOMEBODY
Dean Martin, Reprise R 6130 (M), RS 6130 (S)
Dean has done it again with a "Singer" hit single. "Everybody Loves Somebody." This hit record is a definite to increased album sales for an artist. Despite the hit Dean is in his best on this album of "Peculiar" vocals, which are providing throughout. The arrangements are bright, which is a hit. Selections include: "We Meet Tonight," "Things," "Shoofties and Bawds," "Carnal Comedy.

COUNTRY SPOTLIGHT
SONGS OF TRAGEDY
Hank Snow, RCA Victor LPM 2901 (M), LSP 2901 (S)
With 28 years of recording experience, click with RCA and a collection of top songs about personal trouble, you have a winner in Hank Snow. The hit song "The Color Songs" and "Walking the Last Mile" are examples to prove the point.

CAMPAIGN SPOTLIGHT
ALBUM REVIEWS POLICY
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is ranked within its category of music. Some reviews are presented for Spotlight Picks and Special Word Picks. All other albums are listed in their respective categories.

CLASSICAL SPOTLIGHT
MOZART: SONATA IN C MAJOR, BEETHOVEN SONATA IN E FLAT MAJOR
Erico Morini, Violin, Rudolf Ru- kinus, Piano, Decca DL 10904 (M), DL 710904 (S)
Neither of these two fine works has been exaggerated. The playing of Erico Morini's violin and Rudolf Ru kinus's piano has produced rich and sensitive interpretations of Mozart and Beethoven that should be worthy welcomed by collection of the two masters.