

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phono-Tape Merchandising • Coin Machine Operating

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 repertory 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 Britain. These are Saar, Negram and Pyc, respectively.

This will give Deutsche Vogue access to the titles of Billy Vaughan, Pat Boone, and Lawrence Welk, among others. Deutsche Vogue announced that these and other Dot recording artists will make a European tour in September to promote Deutsche Vogue's affiliation with Dot.

Meanwhile, Deutsche Grammophon Gesellschaft, in Hamburg, will distribute classical titles under the Command label. Grammophon has distributed pop product of the U. S. firm for the last two years in West Germany, Austria, Switzerland, and in Scandinavia.

Deutsche Grammophon said that because Command specializes in top-quality stereo, Grammophon will distribute only Command stereo records.

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

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Darin Back With Capitol

HOLLYWOOD — Bobby Darin is returning to Capitol Records. It's understood that the singer, who broke with the label last March after a two-year hitch over renewal terms, has signed for a five-year term and will be reunited with artists and repertoire man Jim Economides.

Negotiations for Darin's return were handled by the disk company's President Alan Livingston. His return means that both parties have hit upon a workable agreement. During the past several months Darin has concentrated on strengthening his T. M. music-production firm.

In the jazz field, it's expected that Capitol will shortly announce the signing of pianist-composer Bill Evans.

Sears, Montgomery Ward Form New Supply Set-Ups

By LEE ZHITO

NEW YORK—Two of the country's largest chain stores—Sears, Roebuck & Company and Montgomery Ward — last week changed their methods of product procurement, and started formulating sources of supply. Both giants will kick off their new policies as of Sept. 1.

Sears had been acquiring disk product from Chicago distributors, but last week it informed them that effective Sept. 1 they no longer will be "our prime source of supply." According to reliable trade sources, Sears' complete chain will be supplied by Al Levine, the New York rack jobber (New Deal Record Service) and distributor. According to these reports, Levine is seeking distributor status with the various labels and will function in that capacity in servicing Sears.

The Sears chain consists of 750 stores, of which approximately 700 handle records.

Divides Country

Montgomery Ward had been supplied by individual distributors and rack jobbers on a local

basis. Its new program consists of dividing the country into four segments, with a major rack jobber servicing its outlets in each of these regions.

As exclusively revealed by Billboard last week, the Handleman Company was named to service 175 stores in the MW chain. Handleman will rack stores in the territory that extends from west of Pennsylvania, south to Florida, going through the Midwest to Texas and Oklahoma, excluding Chicago.

The Windy City will be handled by Musical Isles in a territory that covers Minnesota, and west of the Mississippi down to Oklahoma and the Rockies, including the Denver market.

Leonard Smith's Bee Gee will cover the Northwest, racking MW stores from Maine down to north of Baltimore, and West to, and including, all of Pennsylvania.

Monroe Goodman's Tip Top (San Francisco) and Record Service (Los Angeles) will cover the 11 Western States.

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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—it appears that Britain's major record companies will continue to fight the measure. The industry, now extremely prosperous, is threatened with not only this bill but also with the likely birth of a score or more radio stations if commercial broadcasting is made legal—all of which would put the industry in a similar state to America's.

EMI Managing Director Len 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.

(Continued on page 4)

BMI Songwriters Chalk Up Top Television Score Assignments

By MIKE GROSS

NEW YORK — Music carrying a BMI licensing banner will be in the TV 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 sweepstakes for the 1964-1965 season is probably due to the facts that many background score writers have wound up their ties in recent years with the American Society of Composers, Authors and Publishers to switch to BMI, and, what is probably most important to a writer's bank account, BMI's performance rate payoff is attractive. For example, a writer who has written a score for a half-hour network TV show can average about \$12,500 in performance fees alone.

There will be 92 prime-time shows in the upcoming season, of which 39 will be new programs. In this latter group, 20 have theme music and background scores by BMI writers, 9 are by ASCAP writers, and 3 are not yet set. Of the 53 shows that have been renewed from the previous season, 16 have

(Continued on page 6)

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 put out by the Library of Congress to revise the old 1909 Copyright Act of the United States. But judging from the details given in Billboard Aug. 1, several features are welcomed by writers and writers' organizations.

They would welcome the proposed increase in the gramophone record royalty from 2 cents to 3 cents per work, or 1 cent per minute of play, which-

ever is greater. This would yield about \$58.80 on a sale of 1,000 records carrying one work running not more than 3 minutes on each of its two sides. The comparable royalty payable on 1,000 similar British records would be \$48.30. 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 with the practice of fixing the rate of royalty by

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MARILYN BURROUGHS, PHILIPS RECORDS' fresh and exciting new singing star, is letting TV viewers know how pretty she feels. Watch for her this month on Johnny Carson's "Tonight Show" and the Steve Allen Show. Her first album on Philips, "Marilyn Burroughs—I Feel Pretty," is showing all the early signs of moving in for a long stay on the charts. (Advertisement)

Reeves: A Talent Forever Stilled

CARTHAGE, Tex. — Final rites were held here last week for country artist Jim Reeves, following combined memorial services the previous day in Nashville for Reeves and his pianist-road manager, Dean Manuel. Both were killed in a crash of their private plane, Friday, July 31. Reeves was 40 years old, and Manuel was 30.

Reeves is survived by his widow, Mary, who plans to remain in Nashville and continue

operation of Jim Reeves Enterprises. This includes Shannon Records and Acclaim, Open Road and Tuckahoe publishing firms.

Reeves and Manuel were returning 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, Chet Atkins, Ernest Tubb 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 and will appear in Billboard's "The World of Country Music" edition to be published in November.

Reeves traveled extensively by commercial plane, including

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**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

(RCA) The most trusted name in sound (V)



ELVIS PRESLEY, who has been awarded more gold records than anyone else in the history of recording, was the recipient of still another gold record plaque. A. G. J. McGrath, director of the Teal Record Company, RCA Victor's South African licensee, visited Hollywood and gave Presley the plaque for South African sales of his single, "Kiss Me Quick."

Sears, Montgomery Ward Form New Supply Set-Up

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Jack Halleck, MW's national sales manager of the electronics

Col. Disk Club Ruling Delayed

WASHINGTON—Due to the complexity of the case, and the general workload, FTC Hearing Examiner Donald Moore has asked for his third extension of time in coming to an initial decision on the FTC's complaint against Columbia Record Club for alleged monopoly and deceptive pricing practices. Moore has been given until the end of September, which means the initial decision would not be made public until a week or two after that.

The voluminous Columbia Record case produced extended hearings, over 12,000 pages of testimony and statistics, and involves many complicated issues of fact and law. FTC spokesmen pointed out. During final argument here, FTC attorneys in the case said they feared total monopoly of LP sales if Victor and Capitol clubs followed the Columbia course in exclusive licensing of outside labels for club sale. (Billboard, May 9, 1964.)

JFK LP HELPS FINANCE W. GERMAN PEACE CORPS

BONN—Sales of a Deutsche Grammophon LP pressing of the late President Kennedy's speeches in Germany are helping finance a German version of the U. S. Peace Corps, which is sending out its first volunteers.

Deutsche Entwicklungsdienst GmbH (D.E.D.)—German Development Service—organized as a public corporation, is sending 53 young Germans, including eight women, to Tanganyika, Libya and Afghanistan.

The D.E.D. was organized on the occasion of President's visit to West Germany in June 1963, with the U. S. Peace Corps as its model.

Unlike its U. S. model, however, the German Development Service is being financed, not directly by the government, but through public contributions.

Deutsche Grammophon, following President Kennedy's visit, issued an LP with selected excerpts from the speeches he made on his German visit, including the famous "I-Am-a-Berliner" speech in West Berlin.

Grammophon then turned over the net earnings from the Kennedy LP to the D.E.D.

Vacations Delay Approval by FTC of Record Trade Rules

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

The FTC may be taking extra care in polishing the final rules, because of Rep. James Roosevelt's (D., Calif.) expressed interest in them. Representative Roosevelt, who is chairman of the House Small Business Subcommittee on Distribution, held lengthy hearings on problems of dual distribution (where the sup-

plier is also a competitor at retail level), and heard the independent record merchandisers and distributors (ARMADA) story in 1963.

FTC members have conferred on the rules with commissioner in charge, John Reilly, who with an assist from FTC attorney John Benton, conducted the oral hearing on the proposed rules in March. Although no public announcement has been made, it is possible that there has been tentative agreement on final draft by the passing-around method used when commissioners meeting schedules are overloaded. ARMADA has hoped

the record industry rules would be out during its convention at Miami Beach, Fla., in June, when Commissioner Reilly talked to the gathering. Reilly had warned that the "tailor-made" rules were not "boiler-makers" and might take some time in readying.

There were some hefty challenges to the tentative rules during the oral discussion here last March, over the ways to identify unfair and discriminatory practices in the industry. One such challenge was failure to wait for the outcome of the Columbia Record Club case, in which the FTC has charged the club with ultimate aim of monopolizing sales of LP records, and with deceptive pricing practices.

However, it was pointed out that the Columbia case might drag on for a matter of years through court challenges, if FTC found against record club practices—and meanwhile, the industry would be without guidelines. If the club practices were ruled legitimate, in final decision of the Commission, there would be no change in the status quo (except possibly a further trend to take-on of outside labels by clubs, as evinced in recent moves by Victor and Capitol clubs). (See separate story re Columbia Club.)

Expansion At Roulette

NEW YORK—When Morris Levy, president of Roulette Records announced the return of Hugo Peretti and Luigi Creatore (Billboard, Aug. 8) the trio announced their intent to expand company operations at all levels. The first expansion move took place last week when Charles Koppelman and Don Rubin, formerly with Screen Gems Columbia Music and Colgems Music, joined as vice-presidents.

They will be involved with the music publishing activities for the Planetary, Nom, Patricia and Frost Music firms. Levy said the publishing firms were growing rapidly on the basis of strong catalog copyrights. He cited "My Boy Lollipop" as an example, which has achieved world-wide popularity via the Millie Small waxing. Accordingly, Koppelman and Rubin will involve themselves with both domestic and foreign activities while seeking to build staff writers, new talent and ideas.

ASCAP Series On Music to Start in Sept.

NEW YORK—The American musical theater will be the subject of the first session of the ASCAP Symposium on American Music, to be held Sept. 10 at Judson Hall here.

Participating will be Ervin Drake, Harold Rome and Julie Styne.

Free tickets to the six-week series may be obtained by writing Dick Frohlich, ASCAP director of public relations, at 575 Madison Ave., New York.

Other topics to be covered in the series include folk and country music, Sept. 17; symphonic and concert music, Sept. 24; jazz, Oct. 1; pop music, Oct. 8, and film and TV scoring Oct. 15.

department (which includes record sales), told Billboard the reason for the change is the chain's desire to avoid the pitfalls of its previous system. These, he said, were overstocking on some items, and "the tendency not to have the right records in stock to meet market demands." Price policies, he said, will be determined by local competitive conditions.

Halleck said that the rackers have already started to supply stores in the major centers and that they will rapidly take over outlets in the lesser markets. He said that approximately 60 per cent of the chain's 600 stores are now handling records. He hopes to convert almost the entire chain to disk product, excluding the stores too small to warrant a record department.

Frank Hendricks, Sears' record buyer, refused to confirm or deny whether he had concluded

an arrangement with Levine. He issued a carefully worded statement that Sears was altering its present supply procedure but refused to say what source will be replacing it.

Levine was not available for comment. Various record manufacturers, however, confirmed that overtures were being made by Levine to secure distributor status for their lines. Rumor had it that MGM-Verve, Roulette, and the Tower line had already granted Levine distributor recognition. Arnold Maxim, MGM president, and Morris Price, its national sales director, denied this.

Tower's Vito Samela, its national sales and promotion manager, told Billboard that his label had named Levine as distributor for the New York area, but insisted that this was in no way involved with the Sears set-up. Tower will be issuing singles at the outset, he said, and will not be a strong factor in the Sears LP heavy stocking program.

Beatles in Joint Film Operation

NEW YORK — With the Beatles' first film, "A Hard Day's Night," hitting an unprecedented world print order of between 1,500 and 1,800, Walter Shenson, the movie's producer, has formed a producing company with the British group to make more films. The new company will be called Proscenium

Films and plans now call for the production of two more Beatles films to be released through United Artists. The second in the series is expected to go before the cameras in London this February.

The global saturation of the first picture also includes a date behind the Iron Curtain. It's scheduled for an October showing in Prague, Czechoslovakia as part of a British cultural exchange. Other dates behind the Iron Curtain will be sought if the pic is successful in Prague.

Meantime, UA Records is reporting that the soundtrack album of "A Hard Day's Night" has passed the 1,500,000 mark and pushing fast toward a

2,000,000 rack-up. And as a sidebar to UA's ride on the Beatles' film is the growing sales pace of the George Martin single of "Ringo's Theme." Martin, who is the musical director for the Beatles, has been signed as an artist by UA.

Seek Comment On Copyright

WASHINGTON — The Senate Judiciary Subcommittee on Copyrights is now beginning its consideration of the new omnibus bill to revise the 1909 Copyright Act (S. 3008). Copyright Subcommittee Chairman John L. McClellan (D., Ark.) would like to have all interested parties submit statements or comments on the new proposals. (Billboard, Aug. 1.)

All material should be sent to Senate Subcommittee on Patents, Trademarks & Copyrights of the Judiciary Committee, Room 349A, Old Senate Office Building, Washington 25, D. C. Other members of the Subcommittee are Sens. Olin D. Johnston (D., S. C.), Philip A. Hart (D., Mich.), Quentin N. Burdick (D., N. D.), Hugh Scott (R., Pa.) and Hiram L. Fong (R., Hawaii).

Warners Ink Walt Brown

HOLLYWOOD—San Francisco folk singer, Walt Brown, has joined Warner Bros. with his debut LP to be cut at the Ice House in Pasadena, Calif., for release in October.

Pacting gives WB additional folk strength behind Peter, Paul and Mary; the Modern Folk Quartet, Phoenix Singers, and recently signed Mike St. Shaw.

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Cabaret Tax Can Hit Small Location, House Committee Told

By MILDRED HALL

WASHINGTON—The House Ways & Means Committee was told last week that the cabaret tax, supposedly aimed at luxurious dining, entertainment and dance places, can hit the smallest location if there is dancing or singing to a piano or juke box or record player (as in the new Discotheques), even if there is not a live musician or entertainer in sight.

This was one phase of appeal from excise as spokesmen for music and entertainment industries came down to Washington en masse last week. Spokesmen for the legitimate theater's musicals and drama, for the movies, for musicians, actors, cabaret owners and wired-music operators all pleaded during a House Ways & Means hearing for Congress to lift the yoke of admission, cabaret and other ex-

cise taxes from their industries. They followed by a week the home-entertainment equipment spokesmen who asked relief from taxes on radio, television sets, records and phonographs (Billboard, Aug. 8).

AFM Asks Repeal

The American Federation of Musicians, backed by Rep. Charles M. Pelly (R., Wash.), asked repeal of the 10 per cent cabaret tax which had caused severe loss in revenue for live musicians. A. W. Zelomek, speaking for the AFM, thanked the Congressmen for halving the 20 per cent tax in 1960, but said the 10 per cent was still holding down drastically the number of places employing musicians. Also, statistics showed 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. Musician man-hour employment went up 34 per cent with reduction of the tax, but elimination was still badly needed, musicians said.

Strong protests against the cabaret tax were made by the spokesmen for the American Hotel & Motel Association, the National Restaurant Association and the National Licensed Beverage Association. Robert Zantville, speaking for the last-named, said the 40,000 small cafes, restaurants and taverns in the group were "small business." Many could provide only a juke box by way of entertainment. But even in this modest kind of set-up, and without the "live entertainment" that incurs tax on food or beverages served during the entertainment period.

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

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statute, and would prefer a *minimum* to be fixed, leaving it open to writers and publishers to negotiate a higher price. U. S. legislators may wish to bear this in mind.

Secondly, the Guild would welcome the inclusion in Congressman Celler's Bill, H.R. 7194, designed to end the jukebox royalty exemption. There was never any justification for this exemption, which was, and is, grossly unjust to all copyright owners.

Next, Guild members are glad to note the proposal that copyright in all works shall subsist during the life of the writer and for 50 years thereafter. This change will bring U. S. practice closer to that of most of the other music-producing nations. Here it has never been clear to writers why their copyright property should cease to belong to their heirs after an arbitrarily fixed term of years. As was pointed out in the second reading debate on the British Copyright Bill in the House of Commons June 4, 1956, by Sir Leslie Plummer (Labour) and Sir Beverley Baxter (Conservative), copyright is the only form of property so treated.

Other forms of property—houses, stocks, shares, jewelry, etc., do not pass into the "public domain" 50 years after their owners' deaths. This is another point which U. S. legislators may wish to consider.

It is good to see the stronger measures designed to prevent record piracy, but the Guild, in common with all writers' organizations, will regret that the compulsory licence is to be retained. Some of its worst consequences may, however, be avoided by the proposed provision that recorded arrangements "shall not change the basic melody or fundamental character of the work." This may prevent some ruthless murders of well-beloved melodies by modern arrangements for wholly unsuitable combos.

In general, it seems that writers here are likely to regard the bill as a big step in the right direction.

HOLLYWOOD — Harry Maselow has assumed the presidency of Crusader Records following the sudden departure of John Fisher, who joined the young label at its inception several months ago. Fisher was a former independent distributor promotion man. He has not announced his future plans.

BRITISH DISK FIRMS PLAN FIGHT ON PRICE FIXING

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Wood states that his company will discuss a possible joint move with the other companies, but is prepared to go it alone, if necessary. However, Decca has already announced its intention of going to the Price Court to prevent price cutting on records.

Because of its previously announced policies, Philips is expected to do the same but Pye is not clear. The latter may well prove to be in favor of a more competitive market on commercial tactics, rather than product.

Several of the record bosses heeded Wesley Rose, who warned last year that despite the solvency of the British industry, it could develop along the same lines as the American industry and enter "the same era of profitless prosperity as we are going through in the U. S."

For similar reasons, the phonographic industry is keen to discourage the government from allowing commercial radio stations to spring up for they are likely to rely for entertainment on the industry's product, obviously lessening its over-the-counter demand.

Now there is a strong undercurrent from the highly successful wave of independent disk producers for a big, entirely independent distributing network—which could result in a rash of "one hit" companies.

Guild Music Sues Capitol

LOS ANGELES—The pounding beat of three surfing records has cascaded into a lawsuit brought by Hite B. Morgan's Guild Music against Capitol Records. Morgan charged copyright infringements on three Beach Boys singles in the civil suit filed in U. S. District Court.

The alleged infringement concerns the singles "Surfer Girl," "Surfin" and "Surfin Safari." Morgan, through attorneys Alfred Schlesinger and Aubrey Finn, is asking that Capitol be enjoined from permanently infringing on his copyrights, that the label pay damages, account for all profits and that all copies of the works be delivered to the plaintiff and impounded during the pendency of the suit.

The complaint states that Morgan received copyright certificates for the three tunes and entered into agreements at different times with Capitol for the rights to manufacture the records.

The complaint charges that Capitol after July 26, 1962, infringed upon the copyright of "Surfer Girl" by manufacturing and selling the record; violated the terms of the license for "Surfin" and "Surfin Safari" by refusing to pay royalties for the quarter ending June 30, 1963, and continuing to use the compositions.

Brandt to Head Music Unit of Morris Dept.

NEW YORK — Jerry Brandt will head the music division of William Morris' personal appearance department. He has been with the Morris agency for two and a half years and succeeds Rosalind Ross, who resigned to join Dick Clark Enterprises. Brandt's appointment was announced by Nat Kalcheim, department head of the international management firm, who has set Steve Leber to work under Brandt's supervision and head up the college involvements of the music division.

Brandt came to William Morris from General Artists Corporation, as did Miss Ross, who had been with them for 11 years. In

Reds Dip Into W. German Music Instrument Efforts

BONN—West German music instrument manufacturers are warning the Bonn government that music instrument exports are threatened by cheap exports from Communist countries.

The Federal Association of German Music Instrument Manufacturers (Bundesverband der Deutschen Musik - instrumenten-Hersteller E. V.) complains that German music instrument exports are being put under growing price competition because of rising German wages.

In 1954, wages and salaries accounted for 23 per cent of gross sales revenues; by 1962 the figures had risen to 35 per cent, and last year it reached 39 per cent.

The manufacturers say the industry has reached the limits of cost-cutting by production rationalization and automation, and that rising wages and reductions in the work week force price increases which restrict export sales.

German music instrument production last year was valued at DM 90 million (the mark is 25 cents), compared with DM 83 million in 1962. Seventy-five per cent of the total production was exported, or DM 68 million, compared with DM 63 million in 1962. These figures exclude piano and pipe organ production.

The industry employs 5,000. Harmonicas are still an important production item, and

Weiss Back In Hollyw'd

HOLLYWOOD — Bobby Weiss returned here last week after spending the past 11 weeks in the Orient on business. The initial four weeks were devoted to activities in behalf of Harry Fox, and the remaining time on his own transactions.

He will remain in Hollywood for at least four weeks, meeting with local record companies, music publishers and agents. While in the Orient, he visited Japan, Manila, Singapore, Bangkok and Hong Kong, seeing local leaders of the record industry in behalf of his clients.

While in Hong Kong, local legal advice prompted him to change the name of his company from International Holding Company, Ltd. (due to a similar name already registered) to Robert B. Weiss, Ltd. While here, he is headquartering at 1416 Queens Road, Hollywood.

Deutschman Quits Decca

NEW YORK—Ben Deutschman has resigned from his post in the classical department of Decca Records to become business manager of the Erie (Pa.) Philharmonic Orchestra and Chorus. During his five-year stay with Decca, Deutschman served as educational director of the label, as well as publicity and promotion director for the Decca Gold Label Classical Division.

her new affiliation with Clark, which will begin in two weeks, Miss Ross will operate from California.

An interesting sidelight to Brandt's appointment is the fact that he worked for William Morris some years ago before going to GAC.

the German industry produced 900,000 flutes. But electro-acoustic and electronic music instruments account for an increasingly larger share of German exports, in 1963 amounting to 63 per cent of total music instrument exports.

The U. S. took 25 per cent of German music instrument exports last year; countries of the European Free Trade Association (EFTA, the British-led trading bloc), 30 per cent; the European Common Market countries, 20 per cent, and the rest of the world, the remaining 25 per cent.

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(WALKIN' IN THE SAND)

RED BIRD 10-008



*FENWAY DISTRIBUTORS, Pittsburgh, Pa., broke this record 1st in the country—NICK CENCI, Mgr. of Promotion!

Written by George Morton
Produced by Artie Ripp and Jeff Barry



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Published by Tender Tunes and Trio Music

Ariola Sets Sights on Leading Phono 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 directed by its parent organization, the Bertelsmann concern, and is being fueled by Bertelsmann's acquisition recently of the important Universum 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, consolidating most 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 Guetersloh music production—pop (Ariola) and classical (Eurodisc). A new organization has been founded in Munich: Eurodisc-Produktion GmbH, which will become the central music production agency for Bertelsmann.

Ariola's Eurodisc production will be co-ordinated in Munich with Bertelsmann's film and TV organization — UFA-Bertelsmann—and its music publishing activities—UFA Musikverlag.

Geared for ACM

On the blueprint is an integrated musical colossus geared for no-quarter competition in the European Common Market. Bertelsmann's acquisition of UFA gives the Guetersloh firm depth and flexibility of opera-

tions unrivalled by any other German firm.

UFA is the prewar German film production colossus which prior to the Third Reich dominated European film production with films such as "The Blue Angel," and stars such as Marlene Dietrich and director Josef von Sternberg.

The Nazis destroyed UFA international position and TV killed its chance for a postwar comeback in film production. UFA switched to TV film production and it still comprises valuable properties and assets.

Ariola's Munich operation will be headed by Egmont Lueftner with the title of business manager. Lueftner has been the Ariola-Eurodisc chief in Vienna.

Business management for Ariola-Eurodisc GmbH will remain in Guetersloh, along with manufacturing and distribution. Chief of the Guetersloh operations will be Herbert Mulhaupt, with Dr. Werner Vogelsang as his deputy.

The importance of the shifting of Ariola's music production to Munich, and its consolidation

there with Bertelsmann's UFA activities, is indicated by the role assigned Rudolf Engleder, general manager of Ariola-Eurodisc.

Engleder has been placed in charge of Ariola's move to Munich and the co-ordination there of its operations with those of UFA. Engleder switched from Electrola to Ariola in 1962.

Meantime, Rudolf Schroeder's Monopol-Verlag is producing eight singles which will be distributed by CBS Germany. The first single is dance music composed by Will Meisel.

In Hamburg, Manfred Weisleder, co-owner of the Star Club twist palace, has announced plans to produce phonograph records under the Star Club label.

Epic Adds 2 To Roster

NEW YORK—Epic Records bolstered its roster last week with the signing of the Yardbirds, a new British vocal instrumental group, and organist Eddie Layton.

In the deal with the Yardbirds, EMI (Electric & Musical Industries) has given Epic the U. S. distribution rights to "I Wish You Would," the group's hit single in Britain. With the acquisition of the five boys, Epic currently represents five major EMI artists in the U. S. The other four are the Dave Clark Five, Cliff Richard, Rolf Harris and Andy Stewart.

Layton, who will leave on a world-wide jaunt in October, has just completed his debut Epic LP, which features Christmas standards.

New Members Join NARAS

NEW YORK — George Simon, director of the New York chapter of NARAS (National Academy of Recording Arts and Sciences), has been busy signing new members the last few days.

Those who have joined are Connie Francis, Eydie Gorme, Al Hirt, Steve Lawrence, Barbra Streisand, Burt Bacharach, Hal David, Alan Botto, Bugs Bower, Roy Burns, Robert Elston, Robert G. Goldstein, Stanley Green, Phil Medley, Si Rady, Frankie Randall, Joe Rene, Martin Rivera, Russ Sanders, Joseph Sherman, Michael Stewart, Gai Terrell, Robert Weiner, Maceo Williams and Jess Wiseman. Eddie Thomas and Thomas White have taken out lifetime memberships.

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

ASCAP TABS LOUIS DREYFUS

NEW YORK—Louis Dreyfus, president of Chappell, has been appointed to fill out the unexpired term on the board of the American Society of Authors, Composers and Publishers of his late brother Max Dreyfus who died last May.

The term runs until next April when new elections will be held.

BMI Writers Given Top TV Assignment

• Continued from page 1

theme music and background scores by BMI writers, 6 by ASCAP writers and 31 use music by writers affiliated with both societies.

Total Figure

The total breakdown of the music on the 92 prime-time programs shows that BMI has its theme music and background score writers represented on 36 programs, ASCAP has writers on 16 programs and BMI and ASCAP split licensing credits on 37 shows. The writing assignments on three new shows have not yet been designated.

With the TV-producing factories thinking more deeply about the music elements of their programs, the composer who has had wide diversification, especially in the recording field, is getting the writing assignment bid.

Among composer-arrangers who have expanded their activities from the recording field into TV are Nelson Riddle, Jerry Fielding, Herb Spencer, Pete Rugolo, Jack Marshall, Lalo Schiffrin, Johnny Richards, Leith Stevens, Lionel Newman, Jerry Goldsmith, Earl Hagen, Pete Candoli, Domenic Frontiere, Kenyon Hopkins, Johnny Williams and Dave Brubeck. The above-named writers are all in the BMI fold.

Pop Writers Wanted

The TV producers also are beginning to tap the pop songwriters for theme assignments. Jack Keller and Howard Greenfield have written a theme song for the New "Bewitched" series, Helen Miller and Howard Greenfield have written a new theme for the returning "Hazel" series, and Barry Mann and Cynthia Weill have written the theme song for the returning "Farmer's Daughter" series. It's

interesting to note that these three series are out of the Screen Gems TV factory and the writers belong to Don Kirshner's stable at Columbia Pictures-Screen Gems Music, a music publishing subsidiary of the picture and TV company.

In the theme music and background score roundup are Earl Hagen, who has "The Andy Griffith," "Dick Van Dyke" and "Gomer Pyle, USNC" shows; Lionel Newman has "Paxton Place," "Valentine's Day" and "Daniel Boone"; Pete Rugolo will be represented with "Many Happy Returns" and a 30-minute segment of "90 Bristol Court"; Nelson Riddle will be with "The Rogues" and "Profiles in Courage"; Kenyon Hopkins has "The Reporter" and "Barleys of Balboa"; John Williams will be in with "Gilligan's Island" and "Kraft Suspense Theater"; George Greeley has written for "My Favorite Martian" and "Living Doll"; Jack Marshall has a segment of "90 Bristol Court" and "The Munsters"; Frank Lewin has the returning "The Defenders" and "The Nurses"; Domenic Frontiere is doing "12 o'Clock High" and "Outer Limits" and Dave Brubeck has taken on "Mr. Broadway."

In addition, Paul Anka, also a BMI writer, has done the theme for NBC-TV's "Tonight" show in collaboration with Johnny Carson, and has done a solo writing job on the theme for "International Show Time."

With so many recording names now involved in writing for the new season it's expected that the disk coverage of video music will be larger than in previous years. Already, Columbia Records is out with Dave Brubeck's theme for "Mr. Broadway," although the premiere of the CBS-TV show isn't scheduled until the fall.

Fight in Opposite Corner, Dolton Answer to Beatles

HOLLYWOOD — Before the Beatle invasion, Dolton built its success through a tight artists' roster with its own sound. Today with Beatles' product dominating much of format radio, Dolton's general manager, Dick Glasser, believes the key to success is not competing with a similar Beatles sound but striving for the hit from left field.

"The only way to fight is to go in a completely opposite direction. Our aim is not to copy; we want to create our own things," explained Glasser, who has directed Dolton since last January when he shifted over from heading Liberty's publishing firms, Metric, Travis and Post.

Dolton's formula is still to work with a tight artist roster, Glasser reiterated. The head of the Liberty subsidiary said it was his intention to broaden the sales appeal of Vic Dana and the Ventures. "We will aim to strengthen these artists' positions in the adult LP market," Glasser stated.

In addition to Dana, Dolton's other best selling artists are the Ventures and Fleetwoods, both teen oriented groups who sell both singles and albums. "What we really need is a strong female rock 'n' roll group," Glasser revealed.

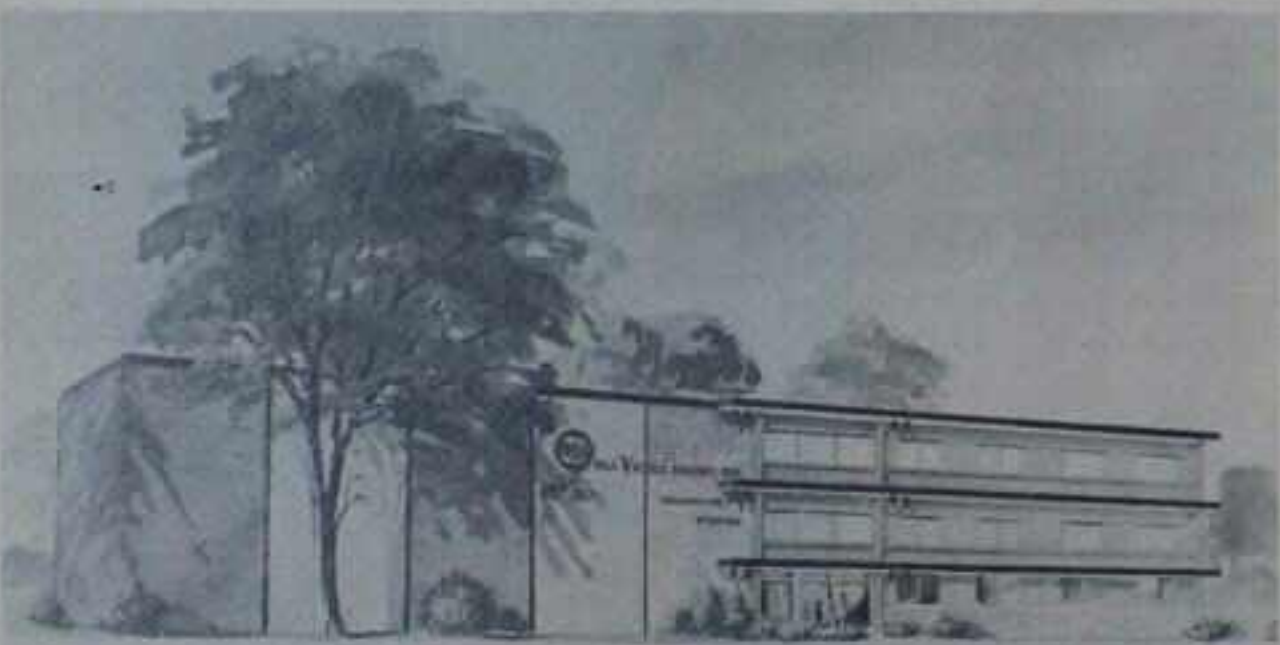
Glasser also performs a separate role for Liberty, handling

a&r for Jackie DeShannon; the Standells, whose debut LP, "Live at P.J.'s," will be out soon, and P. J. Proby, an artist Glasser believes is on the verge of breaking through as a solid performer.

While Miss DeShannon's two singles, "Needles and Pins" and "When You Walk in the Room," were both moderate hits, Glasser has high hopes that her recent signing to appear with the Beatles in concerts in San Francisco, Las Vegas and Hollywood will offer the exposure needed to break her as a national artist.

Colpix Kicks Off Contest

NEW YORK—Colpix Records has launched a window display contest for its soundtrack album of "The New Interns." Prizes will go to store owners, distributors and distributor salesmen. In order to be eligible, distributors must submit photographs of windows displaying "The New Interns" album, streamers and other promotion materials. Winning store owners will receive \$50 each, and each distributor and salesman may win \$25. The contest will run through Sept. 14.



PICTURED ABOVE is an artist's conception of the new RCA Victor Record Division studio-office building to be erected this year in Nashville. The modern, three-story facility will be located at 802-6 7th Avenue, South, adjacent to the present RCA Victor studio and office facilities.

SG Pays Adler 10G in Out-of-Court Settlement

LOS ANGELES — Screen Gems has paid Lou Adler \$10,000 for the copyrights to the 10 tunes mentioned in last week's Billboard in out-of-court settlement terms, closing the suit filed June 15 in U. S. District Court.

According to Screen Gems' attorney Irwin Robinson, SG acquired one half of the copyrights gratis and paid Adler's interests \$8,500 for the remaining tunes. SG gave Trousdale an additional \$1,500 to cover royalties which would have valued the material at \$10,000, Robinson said.

Adler was also given an additional \$15,000 "on delivery of

executed copies of the agreement," Robinson said.

The attorney said SG still owns Jan and Dean as artists and their contract remains in force with all options until 1969. Adler will continue to supervise their disks for release on Liberty.

SG will continue to receive royalties from Jan and Dean's "Dead Man's Curve" LP, Robinson said, as well as from the Johnny Rivers LP, "Whiskey a Go Go." Robinson explained SG will receive royalties on Rivers "to March 17, 1965, or the latest date to which the initial one-year term of the Dunhill Productions-Rivers contract shall be extended."

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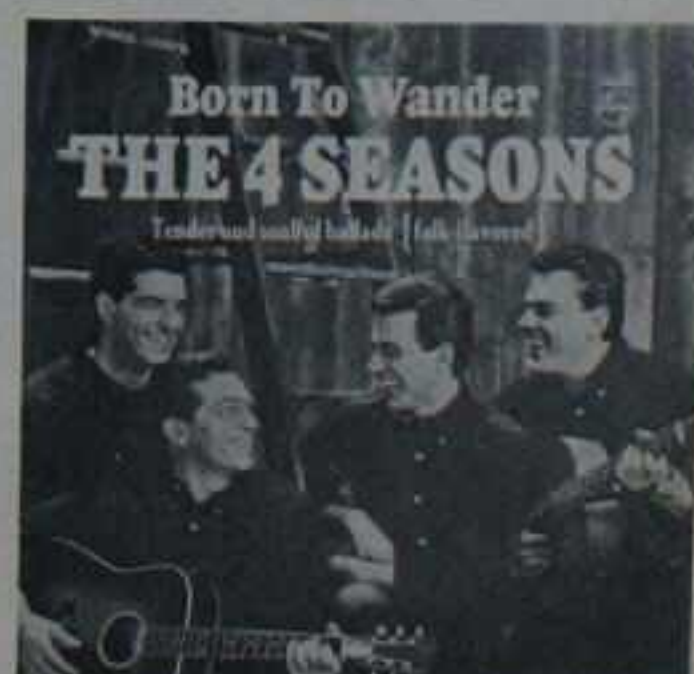


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PHS 600-129/PHM 200-129

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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 licensee contracts and to plan reception which will launch this fall.

Bailey said he would be gone two to three weeks, during which time he would visit all the European countries to iron out release programs and straighten out any confusing points being raised by licensees or potential licensees.

Plans are now for Dot to debut its own logo through local licensees 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 in-person visit to all potential licensees will speed up the final negotiations.

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 these new licensees don't work out," Bailey said before leaving, "we won't hesitate to change them." When the label was handled by British Decca, which offered blanket coverage of Europe, it was difficult to break away. But with the proposed new system of many licensees, Dot wants to search until it finds the best representation in each market.

Once the distribution network is finalized, then President Randy Wood plus a score of artists will visit the new licensees to introduce themselves and the line.

Dave Clark Five to Appear In New MGM Musical Film

LONDON—The Dave Clark Five will film segments for a new MGM Hollywood musical, starring Mitzi Gaynor and probably Richard Chamberlain. The picture is being made by Sam (Kissin' Cousins) Katzman. The Animals have been signed for another MGM movie.

A full MGM camera crew is flying from the U. S. to film the Clark group sequences at Elstree Studios. The group will be featured in two or three numbers which Dave has written—he has also penned another eight numbers as background mate-

rial. Some will be played on the soundtrack by the Five and the remainder by the MGM studio orchestra.

A full-score album will be issued in Britain by MGM, and on Epic in the U. S. Two of the group's feature numbers will be released as a single.

In another MGM film the Animals (who have scored a transatlantic hit with "House of the Rising Sun"), join Mary Wells and Stan Getz. The Animals will film their part in the Hollywood film at Boreham Wood later this month.

Starday Bows Summer Plan

NASHVILLE—For the fifth consecutive summer, Starday Records has introduced its summer sales plan which will continue until Sept. 30, and includes eight new albums on Starday and five albums on the firm's budget Nashville label. This is the first part of the plan.

Dealers will be offered a straight 20 per cent discount on all regular priced Starday albums, and the 100 per cent exchange privilege, in existence since the label's founding in 1952, will apply. Special order blanks, Country Oldies prepacks, metal display racks and other merchandising supplies are available.

The second phase begins Sept. 1 with eight more new Starday albums and will include 10 more country juke box oldies.

A similar plan will be in operation on the product by Spar-ton of Canada as well as to export firms and overseas Armed Forces exchanges. Co-op advertising will be available for dealers and distributors.

Cameo Label in OK Shape Despite Six-Month Deficit

PHILADELPHIA — Bernard Lowe, 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, Wyncote, is continuing to grow in market acceptance after only six months of operation.

The board of directors of Cameo Records declared a dividend of 7 cents per share to holders of Class A common stock of record Aug. 17, 1964, payable Sept. 10, 1964.

The stockholders were 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.

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

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

"We believe that this situation, which practically all rec-

ord companies are confronted at some time, will largely be corrected by the end of this year, when our distributors' stocks should again be in good balance," said Lowe.

Another reason given for the financial setback, according to Lowe, was the failure of Cameo to successfully anticipate public taste.

"No record company has ever been able to gauge the vagaries of public taste on a constant basis, and Cameo is no exception," Lowe said.

British Disk Sales Up 10%

LONDON — British Manufacturers sold 10 per cent more records in May than in the same month last year—continuing the current expansion trend. Sales were valued at \$4,412,000, as compared with \$3,974,000 in May 1963.

But despite the pickup in April, export figures for May dropped again. The value of exports totalled \$563,000, compared with \$592,000 in the same month last year. Home sales were up by almost \$500,000.

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" will be recorded by Audio Fidelity. The album will feature Patachou, George Ulmer and musical conductor Joe Basile. Arthur Lesser is the producer of the Broadway show and Four Star Television Music publishes the score.

WB-REPRISE IN CANADA

MONTREAL — A combined presentation of new Warner Bros.-Reprise product was recently offered the entire Compo Company, licensee for both lines, by WB president, Mike Maitland, and Reprise general manager, Moe Ostin. Compo, long affiliated with Warners, recently took on the Reprise line.

London Sets Big Fall Sales Program on LP Packages

NEW YORK—Attention was focused this week on the size of the London Records catalog when Marty Wargo, sales administrator, told distributors that the fall sales program involved selling the entire London catalog of more than 2,000 LP packages.

He urged the independent distributor to give specific attention to merchandising each section of the firm's catalog thoroughly as it is made available on the program.

Reminding distributors that London considers its vast catalog as the largest still available to independent distributors nationally, he emphasized the responsibility of servicing a major catalog label. He also informed distributors of extra discounts, delayed payments and advertising co-operation to which they will be entitled to throughout the program.

Part one of the fall program features the following categories: Mantovani, with 37 items; more than 100 Richmond classics; Richmond opera albums imported from England; 52 Telefunken "Das Alte Werk" catalog items, made available in the U. S. for the first time and pressed in Germany; 68 albums

from the Argo catalog from England.

Other London catalog sections, Opera, Classics, International, Phase 4 stereo and popular albums will be made available later, with new releases to be presented with each section.

Serendipity College Tour

NEW YORK—The Serendipity Singers begin a series of college concert dates Oct. 5 in East Orange, N. J. at Upsala College, and winds up Nov. 21 at Purdue. In between, they'll play at 36 other colleges and universities. On Thanksgiving evening Nov. 26, they'll be at Carnegie Hall. Their college tour includes:

October

- 5 Upsala College, East Orange, N. J.
- 6 University of Delaware, Newark, Del.
- 7 Moravian College, Bethlehem, Pa.
- 8 Rutgers University, New Brunswick, N. J.
- 9 Stevens Institute of Technology, Hoboken, N. J.
- 10 Montclair State College, Upper Montclair, N. J.
- 10 Villanova, Villanova, Pa.
- 11 Drexel Institute of Technology, Philadelphia
- 12 Adelphi College, Garden City, N. Y.
- 14 University of Connecticut, Hartford, Conn.
- 15 U. S. Merchant Marine Academy, Kings Point, N. Y.
- 16 Princeton University, Princeton, N. J.
- 16 Glassboro State College—Glassboro, N. J.
- 17 George Washington University, Washington
- 19 Westminster College, New Wilmington, Pa.
- 21 University of West Virginia, Morgantown, W. Va.
- 22 Ohio Northern University, Ada, Ohio
- 23 Western Michigan University, Kalamazoo, Mich.
- 23 Ohio Wesleyan University, Delaware, Ohio
- 24 Highland Park, College, Ford Auditorium, Detroit
- 28 Hanover College, Hanover, Ind.
- 29 Xavier University, Cincinnati
- 30 Earlham College, Richmond, Ind.
- 31 De Pauw University, Greencastle, Ind.

November

- 1 St. Joseph's College, Rensselaer, Ind.
- 4 Lincoln University, Jefferson, Mo.
- 5 North West Missouri State, Maryville, Mo.
- 6 Municipal University of Omaha, Omaha
- 7 St. Louis University, St. Louis
- 8 Kansas State College of Pittsburg, Pittsburg, Kan.
- 9 University of Oklahoma, Norman, Okla.
- 10 Kansas State University, Manhattan, Kan.
- 11 University of Missouri, Columbia, Mo.
- 13 Wisconsin State University, La Cross, Wis.
- 14 State University of Iowa, Iowa City, Ia.
- 16 Washburn University, Topeka, Kan.
- 18 University of Wisconsin, Madison, Wis.
- 19 University of Illinois, Urbana, Ill.
- 20 Purdue, LaFayette, Ind.
- 21 Purdue, LaFayette, Ind.

NARAS Chapter Elects King

LOS ANGELES — Local NARAS board members have elected composer Pete 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 Plumb, treasurer. The officers serve one-year terms. King succeeds Les Brown, who remains on the board of governors as a national trustee.

Parker Joins Marks Firm

NEW YORK—Fred Parker has joined the staff of the Edward B. Marks publishing firm. He'll be working in the standard department, but he'll also obtain recordings of new titles and the standard disks. He'll work closely with General Manager Arnold Shaw and Fred Woodruff, 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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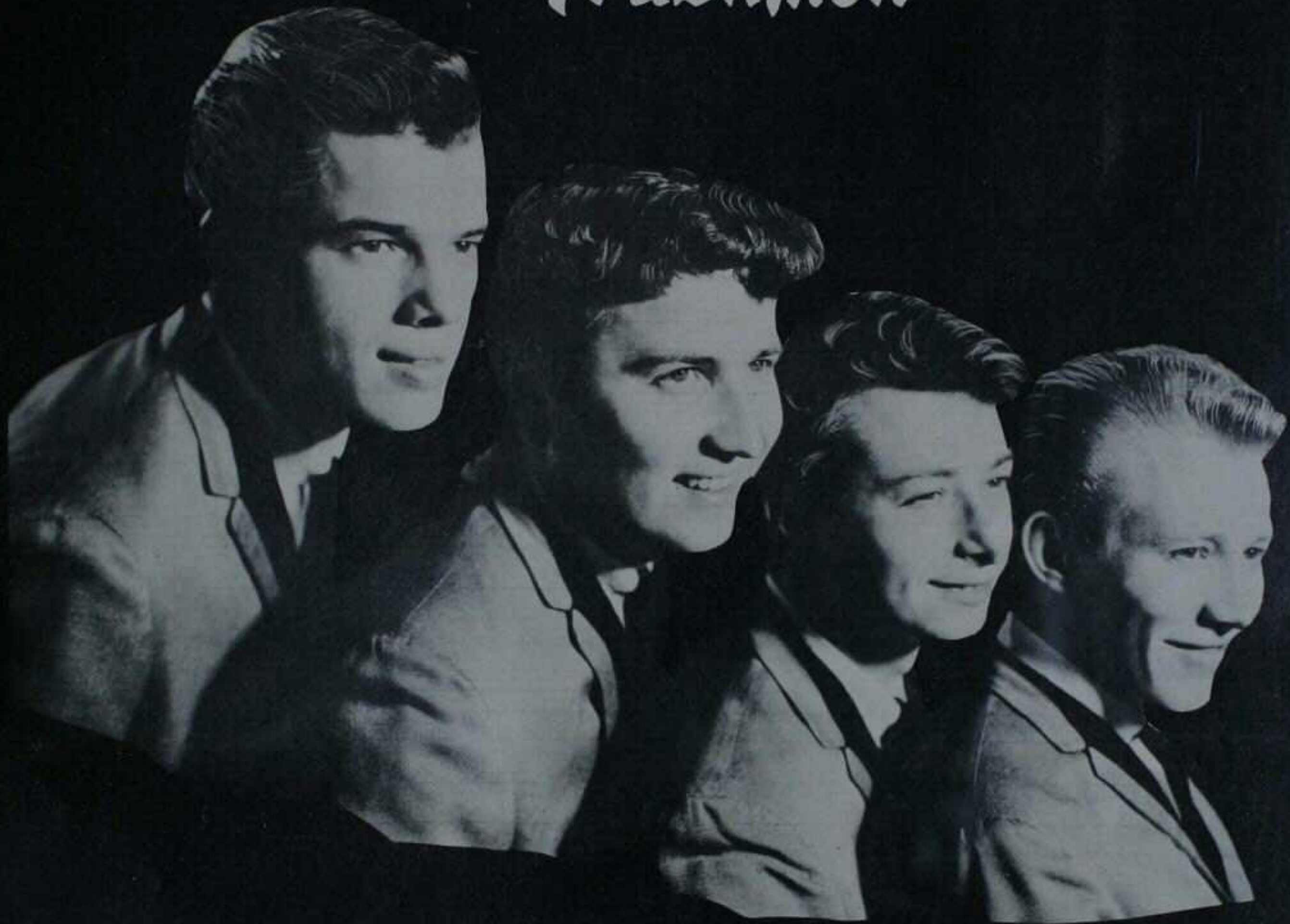
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S O M A

* REGIONAL BREAKOUT—BILLBOARD, AUG. 8

Surveys Score 'Cabaret' Tax

WASHINGTON — Two nationwide surveys on the economic impact of tax on music and entertainment showed that

Vic Damone Makes Singing Look Cinchy

LOS ANGELES — Vic Damone is a class vocalist who enjoys smooth sailing when entertaining bistro audiences. This he accomplished in his opening at the Coconut Grove Thursday (30) after an absence of almost five 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 phrasing is perfect. Backed by the Si Zentner band, with Damone's own pianist Joe Parnello featured on several tunes, Damone offered a program of time-tested evergreens. Perhaps the inclusion of some newer repertoire would update the act for the benefit of the college, high school crowd.

Eschewing the normal flag-waving opener, Vic began with a soft and tender, "You and the Night and the Music," singing the first chorus with only Parnello's piano playing melody. Damone makes singing look easy; he begins gently and builds to dynamic crescendos.

He has obviously been influenced by the bossa nova rhythm plus other Latin moods, as he glided over "I Am in Love" as a bossa nova, "They Can't Take That Away From Me" as a samba and "Adios" as a rumba.

Drawing on the dynamic music of "West Side Story," Damone interprets "Tonight" and "Maria" in dramatic fashion. He neither flings off his jacket or appears to be working overly hard—although his face is very expressive—which may account for the public's attitude of taking him for granted. True, Damone has been singing since the late '40's and has appeared on several labels without a true smash record, but as a night club entertainer he is tops, capable of handling the finger snapping tunes ("She Loves Me") and the emotional kind ("Someone To Watch Over Me"). It's assuring to hear an artist who honestly sings. Damone fits this category.

ELIOT TIEGEL

the Treasury would suffer no income loss, the nation's musicianship would be served and unemployment in the performing arts would be relieved through total repeal of the so-called "cabaret" tax. The results of the survey were revealed last week to the Ways and Means Committee of the Congress by A. W. Zelomek, president of the International Statistical Bureau of New York, who testified as business consultant to the American Federation of Musicians.

Halving of the 47-year-old World War emergency tax on May 1, 1960, resulted in a 34.2 increase in musician man-hour employment in establishments subject to the excise, Zelomek testified. Gains in business revenues, in musicians' income, and employment alone, not counting earnings of other employees in the heavily taxed major establishments, provided

more than enough income and business tax revenues to offset the 22 per cent drop in "cabaret" tax collections under the 10 per cent rate, the survey showed. Total elimination of the excise likewise will bring no net revenue loss to the Treasury, Zelomek insisted.

Meanwhile, Rep. Thomas M. Pelly (R., Wash.) filed with the Ways and Means Committee a plea for total elimination of the "misnamed" cabaret tax, asserting that wider work opportunities for musicians are essential to the health of the nation's foremost art form.

Numerous bills are pending in both houses of the Congress asking repeal of this excise which levies a 10 per cent addition on food and beverage charges in establishments that offer live entertainment. The AFM's attack on the tax as "repressive" was supported by several employer associations.

'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 musical aspect is considered there is entertainment of a glittering quality. The plot is something different. Here is hard-driving tragedy with strange little old-fashioned asides, typical of the desperate 1930's of Clifford Odets, but curiously out of place in the successful 1960's. But the personality of Davis alone should dispell any doubts as he gets into the character of the Italian violinist who emerges as a Negro pianist clawing his way up in the world of pugs and punks. Making Joe a Negro has given breadth and bite to the tragedy.

There are songs galore that will make an album stand by itself. "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 "Yes You Can" all create moods that play up and down the emotions. Sammy Davis' 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 in the music, although there are one or two scenes that falter. Doubtless these will be tightened before Broadway. Billy Daniels adds luster with his "Golden Boy," although he needs not tingle so much when he acts. Paula Wayne handles a touchy role well as the mistress and Kenneth Tobey, Ted Beniades and a host of other lend excellent support. The boxing scene between Davis and Jaime Rogers is a moving experience. Charles Strouse and Lee Adams have provided music and lyrics that fit the Odets' adaptation and Donald McKayle adds excellent choreography. "Golden Boy" has a lot going for it and seems assured of a glowing future. CAMERON DEWAR



SAMMY DAVIS AND PAULA WAYNE in a scene from "Golden Boy," the Charles Strouse-Lee Adams musical, now on its out-of-town tryout tour. Capitol Records has the rights to the original cast album.

PEOPLE AND PLACES

By MIKE GROSS

Warren Covington taking over the baton of the Glenn Miller orchestra from Aug. 9 through Aug. 20, during the absence of Ray McKinley. . . . Bobby Vinton, Epic Records' vocalist, provided the entertainment at the first rally of President Johnson's Youth Citizens' Committee in Washington last week. . . . Tom Kennedy, host of NBC's "You Don't Say," has written a tune of the same name to be published by Rayven Music. . . . Rip Taylor, who just completed his first album for Colpix, goes into New York's Copacabana Aug. 27. . . . Bobby Breen has cut an LP for the Motown label which will be released in the fall. . . . Franz Allers will conduct his 200th performance of "The Merry Widow" when the operetta premieres at the New York State Theater of Lincoln Center Aug. 17.

There will be a "Millie Small Day" at the New York World's Fair Aug. 12. The Smash Records artist will perform at the Singer Bowl there as part of the festivities. . . . Ray Charles, the composer-conductor, has written special music for the Texas Boys' Choir tour program. . . . Thelma Carpenter, just back from a summer tour in "Show Boat," is currently at the Bon Soir in N. Y.'s Greenwich Village. . . . Tony Bennett will star at the Oakdale Music Theater in Wallingford, Conn., beginning Aug. 24 for a special five-day engagement. . . . Earl Washington, Chicago lawyer and president of Bombay Records, will launch the label with Vera Sanford, who switched from legal secretary to vocalist. Narissa Nickel has been set as publicity director for the label. . . . Keith Albee and his orchestra now recording on the Albee label. . . . Sharon Shayne, actress-wife of theatrical manager Mel Shayne, has joined the cast of Broadway's "The Deputy."

The Bitter End Singers, Fred Weintraub's new Dixieland vocal group, are already booked for a concert at the University of Miami (Ohio) in the fall. . . . Ken Kragen, president of Kragen-Carroll management firm, to Canada and the Pacific Northwest for promotion on upcoming Smothers Brothers dates. . . . Allan Sherman does a concert at the Hollywood Bowl Aug. 14. . . . Mike Scott and the Nightriders will be recorded live at the Gold Bug, New York's new rock 'n' roll club. . . . Burt Bachrach just completed Tony Orlando's latest recording date. . . . Della Reese guests on Ed Sullivan's CBS-TV show Aug. 16.

Diane Lampert and Kenneth Lauber have written three songs for the new Bob Hope film, "I'll Take Sweden." In addition to the title tune, the songs are "Would You Like My Last Name" and "It Happens to the Best." . . . Rita Dayson, recent Four Star Records pactee, did her initial record session under the baton and arrangements of Dick Hyman and Belford Hendricks. . . . Mantovani will be making his eighth U. S. tour beginning Sept. 26 at New York's Lincoln Center. He'll play 65 dates and wind up Nov. 29. . . . The Bachelors, London Records group, are set for Ed Sullivan's CBS-TV show Aug. 30, and will make a tour of colleges and universities beginning Oct. 20. . . . Joe Sherman and George D. Weiss penned nine of the songs in Sherman's new World Artist album called "Seventh Dawn."

Says Folk Music Needs Swing to Have the Zing

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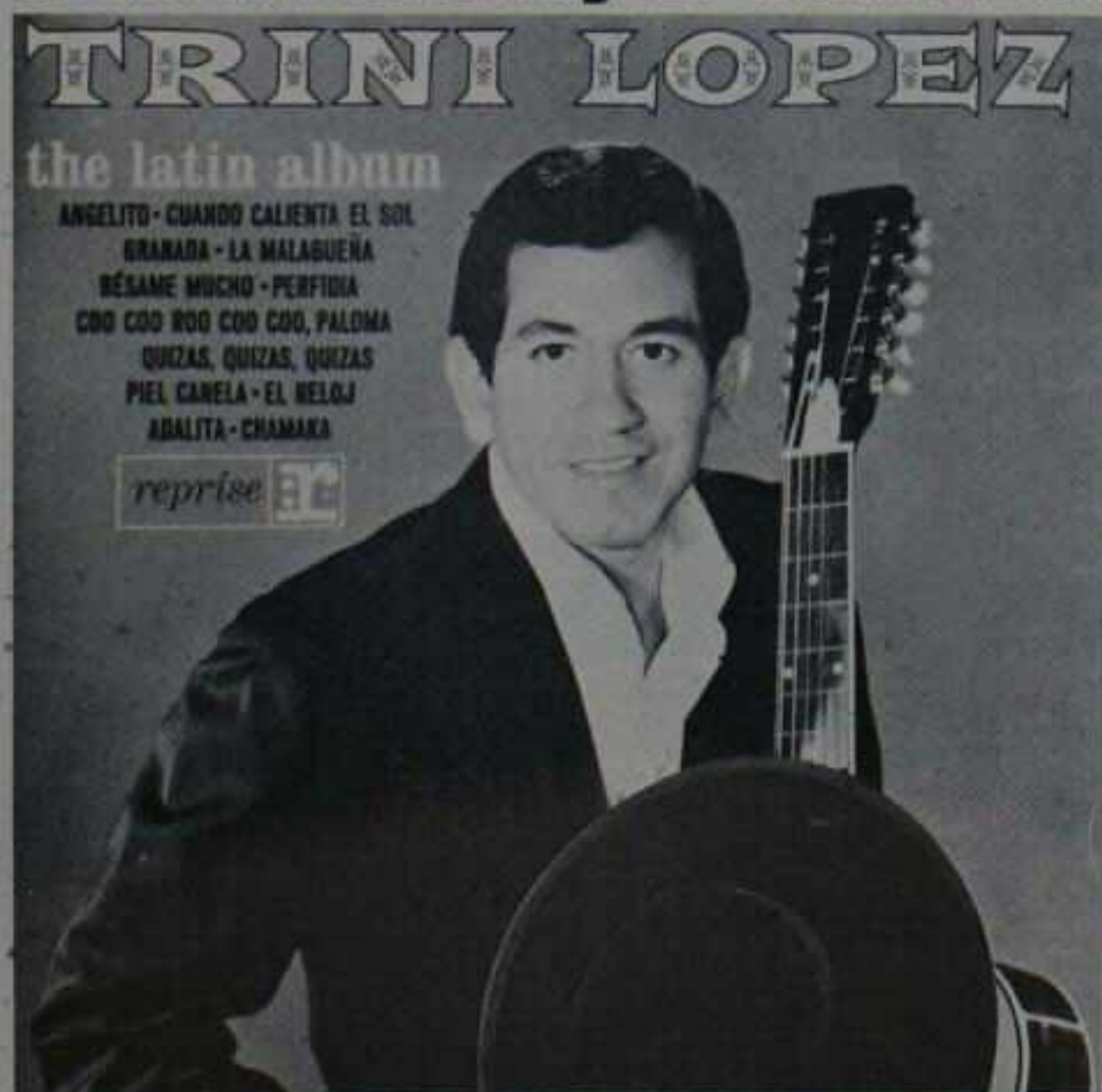
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Surveys Score

WASHINGTON — Two nationwide surveys on the economic impact of tax on music and entertainment showed that

Vic Damone Makes Singing Look Cinchy

LOS ANGELES — Vic Damone is a class vocalist who enjoys smooth sailing when entertaining bistro audiences. This he accomplished in his opening at the Coconut Grove Thursday (30) after an absence of almost five 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 phrasing is perfect. Backed by the Si Zentner band, with Damone's own pianist Joe Parnello featured on several tunes, Damone offered a program of time-tested evergreens. Perhaps the inclusion of some newer repertoire would update the act for the benefit of the college, high school crowd.

Eschewing the normal flag-waving opener, Vic began with a soft and tender, "You and the Night and the Music," singing the first chorus with only Parnello's piano playing melody. Damone makes singing look easy; he begins gently and builds to dynamic crescendos.

He has obviously been influenced by the bossa nova rhythm plus other Latin moods, as he glided over "I Am in Love" as a bossa nova, "They Can't Take That Away From Me" as a samba and "Adios" as a rumba.

Drawing on the dynamic music of "West Side Story," Damone interprets "Tonight" and "Maria" in dramatic fashion. He neither flings off his jacket or appears to be working overly hard—although his face is very expressive—which may account for the public's attitude of taking him for granted. True, Damone has been singing since the late '40's and has appeared on several labels without a true smash record, but as a night club entertainer he is tops, capable of handling the finger snapping tunes ("She Loves Me") and the emotional kind ("Someone To Watch Over Me"). It's assuring to hear an artist who honestly sings. Damone fits this category.

ELIOT TIEGEL

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hour employment in establishments subject to the excise, Zelomek testified. Gains in business revenues, in musicians' income, and employment alone, not counting earnings of other employees in the heavily taxed major establishments, provided

asking repeal of this excise which levies a 10 per cent addition on food and beverage charges in establishments that offer live entertainment. The AFM's attack on the tax as "repressive" was supported by several employer associations.

'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 musical aspect is considered there is entertainment of a glittering quality. The plot is something different. Here is hard-driving tragedy with strange little old-fashioned asides, typical of the desperate 1930's of Clifford Odets, but curiously out of place in the successful 1960's. But the personality of Davis alone should dispell any doubts as he gets into the character of the Italian violinist who emerges as a Negro pianist clawing his way up in the world of pugs and punks. Making Joe a Negro has given breadth and bite to the tragedy.

There are songs galore that will make an album stand by itself. "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 "Yes You Can" all create moods that play up and down the emotions. Sammy Davis' 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 in the music, although there are one or two scenes that falter. Doubtless these will be tightened before Broadway. Billy Daniels adds luster with his "Golden Boy," although he needs not tingle so much when he acts. Paula Wayne handles a touchy role well as the mistress and Kenneth Tobey, Ted Beniades and a host of other lend excellent support. The boxing scene between Davis and Jaime Rogers is a moving experience. Charles Strouse and Lee Adams have provided music and lyrics that fit the Odets' adaptation and Donald McKayle adds excellent choreography. "Golden Boy" has a lot going for it and seems assured of a glowing future. CAMERON DEWAR



SAMMY DAVIS AND PAULA WAYNE in a scene from "Golden Boy," the Charles Strouse-Lee Adams musical, now on its out-of-town tryout tour. Capitol Records has the rights to the original cast album.

Village. . . Tony Bennett will star at the Oakdale Music Theater in Wallingford, Conn., beginning Aug. 24 for a special five-day engagement. . . Earl Washington, Chicago lawyer and president of Bombay Records, will launch the label with Vera Sanford, who switched from legal secretary to vocalist. Narissa Nickel has been set as publicity director for the label. . . Keith Albee and his orchestra now recording on the Albee label. . . Sharon Shayne, actress-wife of theatrical manager Mel Shayne, has joined the cast of Broadway's "The Deputy."

The Bitter End Singers, Fred Weintraub's new Dixieland vocal group, are already booked for a concert at the University of Miami (Ohio) in the fall. . . Ken Kragen, president of Kragen-Carroll management firm, to Canada and the Pacific Northwest for promotion on upcoming Smothers Brothers dates. . . Allan Sherman does a concert at the Hollywood Bowl Aug. 14. . . Mike Scott and the Nightriders will be recorded live at the Gold Bug, New York's new rock 'n' roll club. . . Burt Bachrach just completed Tony Orlando's latest recording date. . . Della Reese guests on Ed Sullivan's CBS-TV show Aug. 16.

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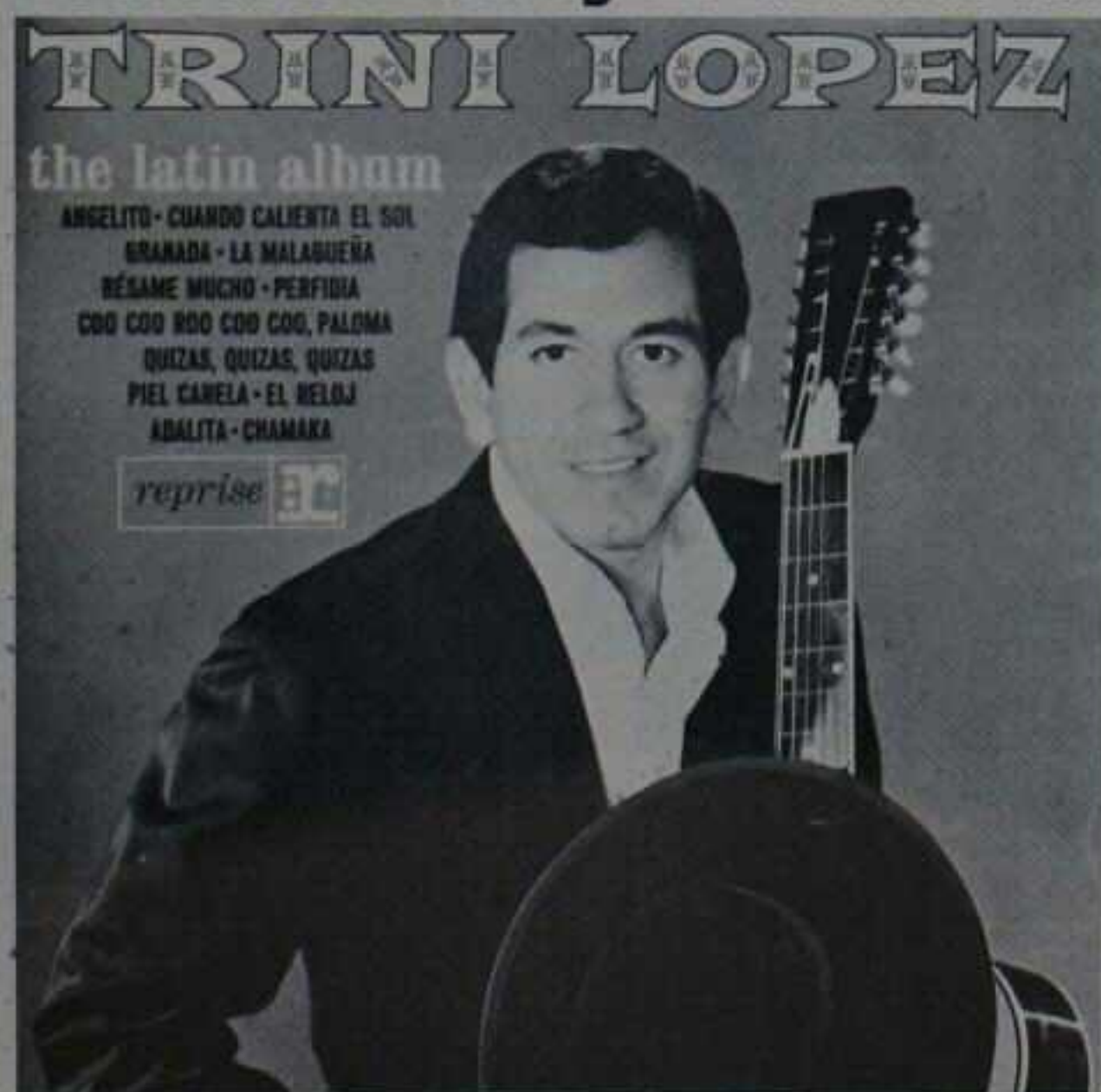
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HOT POP SPOTLIGHTS

FOUR SEASONS—SINCERELY (Regent, BMI) (2:36)—Dreamy, moaning delivery of old standard in expected 4 Seasons' high-pitched style. Flip: "One Song" (Bourne, ASCAP) (2:05). **Vee Jay 608**

ROY ORBISON—PRETTY WOMAN (Acuff-Rose, BMI) (2:55)—Great dance beat coupled with fine arrangement. Expected highly commercial treatment from Roy. Flip: "Yo Te Amo Maria" (Acuff-Rose, BMI) (3:15)—Tex-Mex ballad tenderly delivered. **Monument 851**

BETTY EVERETT—IT HURTS TO BE IN LOVE (R-T, BMI)—Effective bluesy rocker sung with conviction. Dual track voice 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 entry with Pagannini operatic approach. The weird ones are making it big these days. Flip: "Another Love" (Glad, BMI) (2:42). **Maxx 329**

MARTHA & THE VANDELLAS—DANCING IN THE STREET (Jobete, BMI) (2:37)—**THERE HE IS (AT MY DOOR)** (2:30)—Both sides pack a catchy vocal with the first side featuring a repetitive, driving beat. Both will be warmly accepted by the teen set. **Gordy 7033**

BOBBY JAMESON—I WANNA LOVE YOU (Markman, BMI) (1:48)—**I'M LONELY** (Markman, BMI) (2:03)—Powerful guitar and virtually youthful voice that should goose-pimple the gals. Jameson's sound is reminiscent of the late Buddy Holly on the blues-oriented ballad. **Talamo 1934**

MAJOR LANCE—RHYTHM (Jalynne-Curtom, BMI) (2:24)—And rhythm its got with powerful brass punctuation on the beat. Arrangement is a gas! Lance and male chorus give out with outstanding performance. Flip: "Please Don't Say No More" (White Castle, BMI) (2:18). **Okeh 7203**

REVIEWED THIS WEEK, 99—LAST WEEK 159

GUEST PANELIST OF THE WEEK

FRANK (Swingin') SWEENEY

Music Director-DJ
5-9 a.m., Mon.-Fri.
6-Noon, Sat.
WKNR, Detroit, Mich.



Since I've Lost You

JIMMY RUFFIN

Soul

Baby I Miss You

TOMMY GOOD

Gardey

Each week a program director and/or deejay is invited to sit-in and help Billboard's Review Panel select Spotlights. When unable to come to the New York office, guest panelists listen and vote via special WATS long-distance speaker-telephone hook-up. An opportunity is also given the guest to publicize his own or station "Pick of the Week."

TOMMY GOOD—BABY I MISS YOU (Jobete, BMI) (1:48)—Potent rhythmic offering with forceful vocal. Flip: "Leaving Here" (Jobete, BMI) (2:53). **Gordy 7034**

LITTLE JOE & THE MUSTANGS—LOVE ME ONE MORE TIME (Waredown, ASCAP) (2:13)—So don't holler!!! Flip: "I Dig You Baby" (Four Star, BMI) (2:36). **Challenge 59258**

CAROLE QUINN—WHAT'S SO SWEET ABOUT SWEET SIXTEEN (Seventh Avenue, BMI) (2:12)—Hitsville all the way! Dual track vocalizing is in the commercial groove. Great beat. Flip: "Good Boy Gone Bad" (Seventh Avenue, BMI) (2:40). **MGM 13265**

LOLLY-POPS—THE HAPPIEST BIRTHDAY PARTY (OF MY LIFE) (Dandelion, BMI) (2:30)—Nice group work, easy beat, chimes and all could ring this one in for a hit. Flip: "Tough" (Dandelion, BMI) (2:25). **Jaime 1283**

SAM (THE MAN) TAYLOR—Marnie (Hawaii, BMI) (2:15). **DECCA 31657**

THE HIGHWAYMEN—Sweet Mama Tree Top Tall (Hollis, BMI) (1:50). **UNITED ARTISTS 752**

FRANK SINATRA—Then Suddenly Love (Bourne, ASCAP) (2:15)—Softly, As I Leave You (Miller, ASCAP) (2:35). **REPRISE 0301**

JERRY VALE—Where Love Has Gone (Famous, ASCAP) (2:55)—The Love Goddess (Famous, ASCAP) (2:38). **COLUMBIA 43105**

PEGGY LEE—My Sin (DeSylva, Brown & Henderson, ASCAP) (2:17). **CAPITOL 5241**

BOBBY MARTIN—Don't Forget I Still Love You (South Mountain, BMI) (2:42). **CORAL 62426**

LITTLETOWN GIRLS—The Jazz Man Blues (Kati Kris, ASCAP) (2:51). **CARNEY 1001**

RON GRAINER—Nicola (Disney, ASCAP) (1:55). **VISTA 435**

MARTY GOLD & HIS ORK.—A Hard Day's Night (Unart-Maclen, BMI) (2:15)—Walk on By (Blue Seas-Jac, ASCAP) (2:39). **RCA VICTOR 8411**

MATT MONRO—Softly as I Leave You (Robbins, ASCAP) (2:04)—I Love You Too (Dick James, BMI) (2:25). **LIBERTY 55725**

JONI JAMES—Pearly Shells (Criterion, ASCAP) (2:28). **MGM 13267**

SPIRITUALS

REVEREND JULIUS CHEEKS & HIS FOUR—Waiting (For My Child to Come Home) (Excella, BMI) (2:30)—Meditation of My Heart (Lion, BMI) (2:43). **PEACOCK 3030**

MIGHTY GOLDEN TONES—Lord! Care for Me (Excella, BMI) (2:15)—My Saviour Lifted Me (Excella, BMI) (2:45). **NASHBORO 825**

BIVENS SPECIALS—Prayer Is the Key (Lion, BMI) (2:19). **SONG BIRD 1015**

WILLIAMS SINGERS—Troubled Mind (Excella, BMI) (2:30). **NASHBORO 826**

THE LOVING SISTERS—Trying Time (Lion, BMI) (2:28). **PEACOCK 3027**

RHYTHM & BLUES

ENCHANTERS—I Wanna Thank You (Rittenhouse, BMI) (2:54). **WARNER BROS. 5460**

ALBERT KING—C.O.D. (7-4, BMI) (2:02). **COUN-TREE 1006**

JIMMY RICKS—Trouble in Mind (Leeds, ASCAP) (2:12). **ATLANTIC 2246**

KENNY BALLARD—Mr. Magic (Danby, BMI) (2:45)—Oh! How I Cried (Danby-Playnote, BMI) (2:46). **KAPP 602**

PRODIGALS—Judy (Tollie, BMI) (2:31). **TOLLIE 9019**

JUNIOR PARKER—Last Night (Arc, BMI) (2:14). **DUKE 362**

CARL UNDERWOOD—Don't Ever Stop (Melodic, BMI) (2:30). **CELESTE 320**

JOE SIMON—Say (That Your Love is True) (Duane, BMI) (2:18). **VEE JAY 609**

POP STANDARD SPOTLIGHTS

PETE FOUNTAIN—THE HONEY-WIND BLOWS (Applesseed, ASCAP) (2:37)—Smooth instrumental with humming chorus make it a folk tune entry that will please many. Flip: "Humbug" (Two Beat, BMI) (2:00). **Coral 62427**

Album Reviews on Page 44

RHYTHM & BLUES SPOTLIGHTS

B. B. KING—THE HURT (Hill & Range, BMI) (2:05)—On the ball blues arrangement with easy-going beat. There's plenty of soul in King's delivery. It's got it and pop possibilities, too. Flip: "Whole Lotta Lovin'" (Modern, BMI) (2:25). **ABC-Paramount 10576**

CAROLYN CRAWFORD—MY SMILE IS JUST A FROWN (TURNED UPSIDE DOWN) (Jobete, BMI) (2:54)—Good melody, good performance and interesting lyric angle. It has pop potential. Flip: "I'll Come Running" (Jobete, BMI) (2:38). **Motown 1064**

COUNTRY & WESTERN SPOTLIGHTS

GEORGE JONES—SHE'S LONESOME AGAIN (Glad, BMI) (2:07)—**THE RACE IS ON** (Glad, Acclaim, BMI) (2:05)—It's another two-sided click for this steady c&w winner. "Lonesome" is a sobber done in expected mournful style. "Race" is a nifty uptempo offering with catchy lyrics. **United Artists 751**

CARL BELEW—IN THE MIDDLE OF A MEMORY (Four Star, BMI) (2:12)—Easy listening melody with a pleasing medium tempo. Flip: "Cheaters Never Propose" (Four Star, BMI) (2:01). **RCA Victor 8406**

CARL BUTLER & PEARL—FORBIDDEN STREET (Martin, BMI) (2:25)—Good follow up to their current hit, "I'm Hanging Up the Phone." It's a standout weeper ballad. Flip: "When the Door Swings Shut (On Old Memories)" (Novachminro-Pearl D, BMI) (2:22). **Columbia 43102**

COUNTRY & WESTERN

FRANCES SELF—Pickin' Up the Pieces (New Keys)—Heart Souvenirs (Window, BMI). **TIP 797**

STANLEY BROTHERS—I Just Stood There (Briarcliff, BMI) (2:18)—Train 45 (Lois, BMI) (2:40). **KING 5916**

MACK FIELDS—I Like to Yodel (Renda, BMI) (2:23). **RAMCO 3728**

SWANEE CALDWELL—Something to Remind Me of You (Dyche, BMI) (2:40). **KING 5914**

MERLE HAGGARD AND BONNIE OWENS—Slowly But Surely (Owen, BMI) (2:23)—Just Between the Two of Us (Yonah, BMI) (2:28). **TALLY 181**

TEENIE CHENAULT—It's a Big Old Heartache (Alear, BMI). (2:14). **ALEAR 103**

SLIM WHITMAN—I'll Hold You in My Heart (Adams-Vee & Albert, BMI) (2:30)—No Other Arms, No Other Lips (Whitney-Kramer-Zaret, ASCAP) (2:20). **IMPERIAL 66040**

COWBOY COPAS—Pretty Diamonds (Starday, BMI) (2:40)—An Old Man's Glory (Starday, BMI) (3:46). **STARDAY 685**

BONNIE OWENS—Lie a Little (Yonah-Owen, BMI) (2:27). **TALLY 184**

WAYLON JENNINGS—Just to Satisfy You (Irving-Parody, BMI). **A & M 739**

ADRIAN ROLAND—Toe Tic (Starday-Norris, BMI) (2:40). **STARDAY 684**

NORMAN WHISTLER—Orange Blossom Special (2:25)—Chicken Reel (2:38). **REPEAT 300**

ROY ACUFF—Do You Wonder Why (Acuff-Rose, BMI) (2:55)—Things That Might Have Been (Leeds, ASCAP) (2:20). **HICKORY 1271**

JIM NESBITT—If You Don't Love Me (Tell Me Now) (Peach, SASAC) (1:51)—Mother-In-Law (Peach, SASAC) (1:53). **CHART 1100**

TINY HARRIS & THE TALKABOUTS—Was He As Big a Fool As I (S & R, ASCAP) (2:01)—No Wedding Today (S & R, ASCAP) (2:56). **ACCENT 1134**

KIRK HANSARD—I Couldn't Stand It (To See a Big Man Cry) (Martin, BMI) (2:16). **COLUMBIA 43109**

DAVIS BROS.—This Working for a Living's Got to Cease (Seven Palms, BMI) (2:41). **LYNNE 105**

LAWTON WILLIAMS—Everything's O.K. on the LBJ (Western Hill, BMI) (2:23). **RCA VICTOR 4807**

PROGRAMMING SPECIALS

HOT POP

ANITA BRYANT—Welcome, Welcome Home (U. S. Songs, ASCAP) (2:13)—Laughing on the Outside (Crying on the Inside) (Gower, BMI) (2:45). **COLUMBIA 43106**

MEL CARTER—What's on Your Mind (Metric, BMI) (2:55)—Deed I Do (Laurel, ASCAP) (2:24). **IMPERIAL 66052**

PATIENCE AND PRUDENCE—Didn't I (Mappa, ASCAP) (1:43)

JOHN CHESTER—Bye Bye Johnny (Johnny Be Good) (Jewel) (1:59). **INTERPHON 7706**

STEVE ALAIMO—I Don't Know (Benders, BMI) (2:31)—That's What Love Will Do (Curtom, BMI) (1:53). **ABC-PARAMOUNT 10580**

SUGAR AND THE SPICES—Come on Over to My House (Linduane, BMI)—Boys Can Be Mean (Linduane-Karen, BMI) **VEE JAY 607**

BERNADETTE CARROLL—Happy Birthday (Schwartz, ASCAP) (2:32). **LAURIE 3268**

CHRIS CROSBY—Always (Berlin, ASCAP) (2:15). **MGM 13258**

NANCY ADAMS—Lipstick Paint a Smile on Me (Painted Desert, BMI) (2:27). **RCA VICTOR 8410**

TUTTI HILL—He's a Lover (Rual, ASCAP) (2:25). **AROCK 1012**

VALIANTS—Moonlight (Tri-City-Laddie, BMI) (2:15). **AMCAN 404**

BOBBY DOYLE THREE—Don't Feel Rained On (Cape Ann, BMI) (2:06). **WARNER BROS. 5462**

POP STANDARD

THE FLEETWOODS—Mr. Sandman (Morris, ASCAP) (2:07)—This Is My Prayer (Chappell, ASCAP) (2:50). **DOLTON 98**

JIMMY SMITH—Basin Street Blues (Mayfair, ASCAP) (2:21). **Verve 10330**

CAROL CHANNING—When You're Smiling (Mills, ASCAP) (2:07)—Ain't Misbehavin' (Mills, ASCAP) (2:06). **COMMAND 4051**

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel, and its programming and sales potential is rated within its category of music. Reviews are presented for Spotlight picks only.

SPOTLIGHT WINNERS OF THE WEEK

Pop singles Spotlights are those singles with sufficient programming and sales potential to achieve a listing in the top 50 of Billboard's Hot 100. For the benefit of broadcasters, Spotlights are broken down into specific programming categories. Cross-the-Board Spotlights are records applicable for all program formats. Hot Pop Spotlights are records picked for the contemporary and pop contemporary radio play. Pop Standards Spotlights are geared for pop standard and pop contemporary air play. Programming specials are other records applicable for programming in their specific categories.



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FCC Ruling Puts Stations Back to Status Quo Status

By GIL FAGGEN

NEW YORK — The decision by the Federal Communications Commission last week calling for the switching of radio and TV stations WRCV, Philadelphia, owned by NBC, with KYW, owned by Westinghouse, caught all concerned by surprise.

The FCC has called for the big switch to be pulled within 60 days (the entire matter has been in litigation since NBC and Group W swapped stations in 1956).

For the music business the swapping will take on some interesting ramifications. Cleveland, the battleground for the past four or more years between contemporary music formatted WBK and KYW, will be left with only one "rocker" when KYW pulls out. It is more than reasonably safe to say at this point that WRCV will make no bid for the pop music audience to be forfeited to WHK by KYW.

Management at WRCV will inherit a far better rating picture, both in radio and TV in Cleveland (both stations are top raters in the market) than Group W will be getting in Philadelphia where WRCV radio is topped rating-wise by everything but the Philadelphia Police Radio. The TV side fares considerably better.

The competitive picture has already sharpened in the City of Brotherly Love, with WIBG, the 50,000-watt Storer outlet, tossing its 99-record list to the winds last week in favor of a sock 'em in-the-head tight play list. WIBG has had the contemporary music market all to itself ever since WPEN dropped the "950 Club" in 1957.

To the trained observer there seems little doubt that when Group W moves back to Philadelphia, it will bring along its vibrant, aggressive music, per-

sonalities, news, public service and promotion which will place it in direct competition with WIBG, and to a lesser extent, WIP. Area promotion men will again be basking in the light of alternatives — something they have almost completely forgotten. Many of the area record promotion men do not even remember the market when it was competing with all kinds of pop music being played.

Another important facet of the switch is the nationally syndicated "Mike Douglas Show," produced and taped at KYW-TV's Cleveland studios. The show is a major and important showcase for record talent.

Although the No. 1 rated show has had little trouble getting name co-hosts, hostesses and guests, the task should be far less exacting with the show emanating from Philadelphia, only 90 miles away from New York.

Exactly what will be with call letters is conjecture at this point. The initial switch of properties involved the transfer of KYW to both the radio and TV stations in Cleveland replacing WTAM. NBC brought in WRCV — completely new call letters for its Philadelphia stations. It seems likely that NBC will carry WRCV AM-TV to Cleveland, with KYW returning to Philadelphia.

The action also will find Group W leaving an almost new radio and TV building, one of the finest facilities in the country, for the considerably older and smaller Chestnut Street headquarters of WRCV radio and television.

The compensation for the facilities headache is that Group W will be regaining a property worth \$35,000,000 in the nation's fourth market as opposed to the \$20,000,000 value of the Cleveland property in the nation's eighth market.

Radio-TV

PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER

Fla. Stations Offer Beatles Hops to Gator Bowl Show

MIAMI — One of the most urgent responsibilities a radio station must undertake is determining the needs of the community it serves and finding a way to help meet these needs.

In Miami, as in a number of other cities currently, one of the most urgent needs of many members of the community is how to get to see the Beatles during their forthcoming second visit to the United States.

The foremost contemporary formatted music stations of the area, WQAM and WFUN have both jumped to aid Beatle fans.

WQAM has chartered a National Airlines 120-seat DC-8 jet liner to take listeners to see and hear the Beatles in concert in Jacksonville's Gator Bowl Sept. 11.

WQAM operations manager, Charlie Murdock, has arranged with WAPE radio in Jacksonville, sponsors of the show, for front row seats to the tune of \$5 each.

Competitor WFUN has purchased 100 stageside tickets and will zoom its listeners to Jacksonville via chartered airliner.

Special buses will meet WFUN Beatlenicks at the Jacksonville airport and spirit them to and from the Gator Bowl.

Both stations ran contests inviting listeners to send their names in on a postcard—from these the lucky 220 persons have been selected.

The listeners aren't the only

ones getting into the act. WFUN is planning to pre-record certain programs so the entire deejay staff, Al Dunaway, Dick Starr, Bill Holley, Jim Howell, Greg Warren and J. M. Bey can make the trip.

The six WQAM airmen will also take to the air with their listeners. Lee Sherwood, Ted Clark, Jim Dunlap, Charlie Murdock, Rick Shaw, Jack Sorbi, plus Louise Harrison Caldwell, sister of George Harrison, and a number of the friends the Beatles met in Miami last February, are set for the run.

Industry observers are wondering at this juncture who will be minding the store Sept. 11?

Guests Do DJ Stint At WIND

CHICAGO — Radio station WIND's second annual summer policy of substituting name personalities for vacationing deejays is adding a pleasant dimension to the Windy City's summer radio schedule.

The Westinghouse outlet here started out with William Bendix for Bob Larson, Willard (Great Gildersleeve) Watterman for Lee Rodgers, George Jessel for Howard Miller, Vic Dana for Bruce Lee, and will end with Louis Nye for Dick Williamson.

Each of the "guests" bring something new to his deejay stint. With George Jessel, it's been the general world of show business. With Bendix, it was Hollywood and the movie world. With a recording career of his own, Dana was able to give an insight into the lives of many of the artists that might have eluded a professional deejay.

There was, as an example, an item about Ray Charles stopping a recording session because he heard the trumpet player hit a D natural instead of D sharp—this to introduce a Ray Charles disk. There was the introduction of Billie J. Kramer's disk with the news that Kramer and the Beatles had the same manager.

There was even a quote from Billboard's recent "Music on Campus" issue regarding the Lettermen and their big success with college concerts. And, of course, there were such delightful light-hearted moments as a spoof of the sponsor—after a husky, professional voice gave a refrigerator commercial, Dana quipped, "He makes Westinghouse sound sexy, doesn't he?"

And after a "Go You White Sox" commercial ended with a resounding yell, Dana comments: "If everyone yells like that, I don't think I'm going to go to the game." If Vic occasionally missed a cue (as he did by starting to talk before the Serendipity Singers finished) it was all part of the charm and spontaneity of the show.

NICK BIRO

Morning Man Series Bows

NEW YORK—The most exacting time slot in radio is the wake-up show. Radio listening is at its highest during the time the early morning deejay is working the turntables. As a result, commercials, public service announcements, traffic and weather reports come hot and heavy.

Programming the morning show is an exacting task. The host needs as much flexibility as possible when it comes to the length and sound of the music he offers. No matter what the station's format, the wake-up show has that particular sound and approach which differentiates it from shows on at other times.

SESAC, the music licensing firm, has come up with a new concept in LP programming with the problems of the morning man specifically in mind. The "Music for the Morning Man" is an eight-album package containing over 100 selections of wake-up music.

Released this month, the "Morning Man" series features numerous artists such as Warren Covington, Jose Melis, Sy Oliver, Chet Atkins, the Anita Kerr Singers, Count Basie, Woody Herman and many others.

Last month Sidney Guber, SESAC's sales manager, mailed a questionnaire to each morning man in the country asking him about his show, his opinions concerning the type of music most suitable for early morning listening, etc. The information was used to help compile the package.

So far the package, which is being offered on an outright sale basis for \$19.95, has been scooped up by WNEU, New York City; WMID, Atlantic City; WKAP, Allentown, Pa.; WHUM, Reading, Pa.; WJLK, Asbury Park, N. J.; WMMW, Meriden, Conn.; WKOX, Framingham, Mass.

"Music for the Morning Man" is the first of a series of special programming album packages entitled "Pacemakers" planned for release in the near future by SESAC.

Move En Masse

BALTIMORE — The still of the night was broken in Baltimore recently as the staff quickly moved the entire WCBM radio operation from the Sears, Roebuck Community House to new quarters at 2610 North Charles Street. The staffers were aided by three vans and a crew of 10 movers during the 12-hour, two-day move.

Official opening and dedication ceremonies will be held following exterior construction work on the building, which is expected to be completed early next year.

Center Spots

NEW YORK—WQXR, the radio station of the New York Times, is broadcasting by special agreement with the Lincoln Center for the Performing Arts hourly announcements regarding Center activities.

Lincoln Center has purchased from WQXR every 10-second time signal immediately preceding the hourly news reports, 122 each week. The announcements will cover music, drama, the dance and other Center activities.

Focus on the Deejay Scene . . .

New Yorkers are goin' out people and, of course, so are the millions of visitors that annually tread the city in search of where to go and what to do.

New Yorkers with FM radios and visitors in hotel rooms so equipped have a ready place for getting information on what's happening in and around Gotham via "Broadway Music Hall"—a 90-minute weekly survey of New York's performing arts aired each Sunday from 12:30-2:00 p.m. on WNCN.

Produced and hosted by Phil Burrell, the audio version of Cue Magazine (New York's entertainment guide) showcases music from 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 weekly basis. From the week's premieres, film critic Lee Beaupre selects a few to review on each broadcast.

Each week "Broadway Music Hall" provides radio "box-office reports" on the top 10 films and shows in New York, compiled and statistically weighted to allow for the variance in seating capacities of the local theaters.

Interview guests include celebrities from every phase of show business. Musical comedy star Vivian Blaine, composer Jerry Herman ("Hello, Dolly!"), comedy actor Alan Arkin, producer-director of "Charade" Stanley Donen, are a few of the guests that have visited the WNCN-Burrell microphone since the show's inception in March.

"BMH" was the first program in New York City to play the entire original cast recording of "Hello, Dolly!" according to Burrell.

Burrell, to keep up with the



newest in show music, frequently attends original cast recording sessions of shows to get a closer feel of the music he may soon be playing.

In planning his show, Burrell keeps in mind the vast amount of Broadway show music already available on New York radio and has set out to develop a concept that side-steps the original cast playback programming approach.

"Broadway Music Hall" uses a combined entertainment-information format.

"Because everybody was playing show music, we turned the major emphasis to film, and utilize 'Broadway Filmtrack' as the anchor around which other features such as musical profiles of artists are scheduled," said Burrell.

CKWW Format Hit Jackpot

WINDSOR, Ont.—The management of CKWW, Windsor's first new station in 30 years, reports that its all-standard album format is being rewarded with top Canadian ratings.

The station began broadcast operations two months ago. Although located just across the river from Detroit, CKWW stresses local Canadian news and features two 30-minute news summaries each day and a two-hour talk program in the morning and evening.

The station reports that although it does not aim its programming to the American side or accept non-Canadian advertising, it regularly receives mail from south of the border praising its all-album music.

KAOR BUYS ITSELF 'GIFT'

OROVILLE, Calif. — KAOR in the dam city of Oroville will mark its third anniversary with a gift to itself and its listeners, of a \$45,000 studio in a new business-motel complex. KAOR is inviting friends to come visit and swim in "its swimming pool." Oroville is the site of the "world's highest, longest and thickest earth-filled dam," currently under construction.

Knoll Broadcasting Gets KRLA Interim Operation

WASHINGTON — FCC has awarded interim operation of KRLA, Pasadena, Calif., to Oak Knoll Broadcasting Corporation, 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 talent applicants to give Oak Knoll license for interim operation starting Aug. 1, 1964, when KRLA's license revoke 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 scrambles for this \$1,500,000-a-year AM station, forfeited by Donald Coalse in 1962.

The dissenting Commissioners Bartley and Loevinger 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 Commission said Oak Knoll proposes to increase news, add an educational program for children, and promises 24 per cent of broadcast week of 163 hours will be given to non-entertainment. This would quiet the records for 38 hours weekly. 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

per cent of its profits during the interim period to Community TV of Southern California, permittee of L. A.'s only educational TV station, KCET (Ch. 28). Half this money will be held in escrow until the end of the interim period, for KCET, and can be used by Oak Knoll if necessary during the interim op-

eration. Remaining 20 per cent will go to various charities.

The grant has one thorny condition: KRLA must take steps to end interference and overlap with KFAB, Omaha, and KSDO, San Diego. If Oak Knoll cannot come up with a plan on this within 60 days, FCC may re-vamp its thinking.

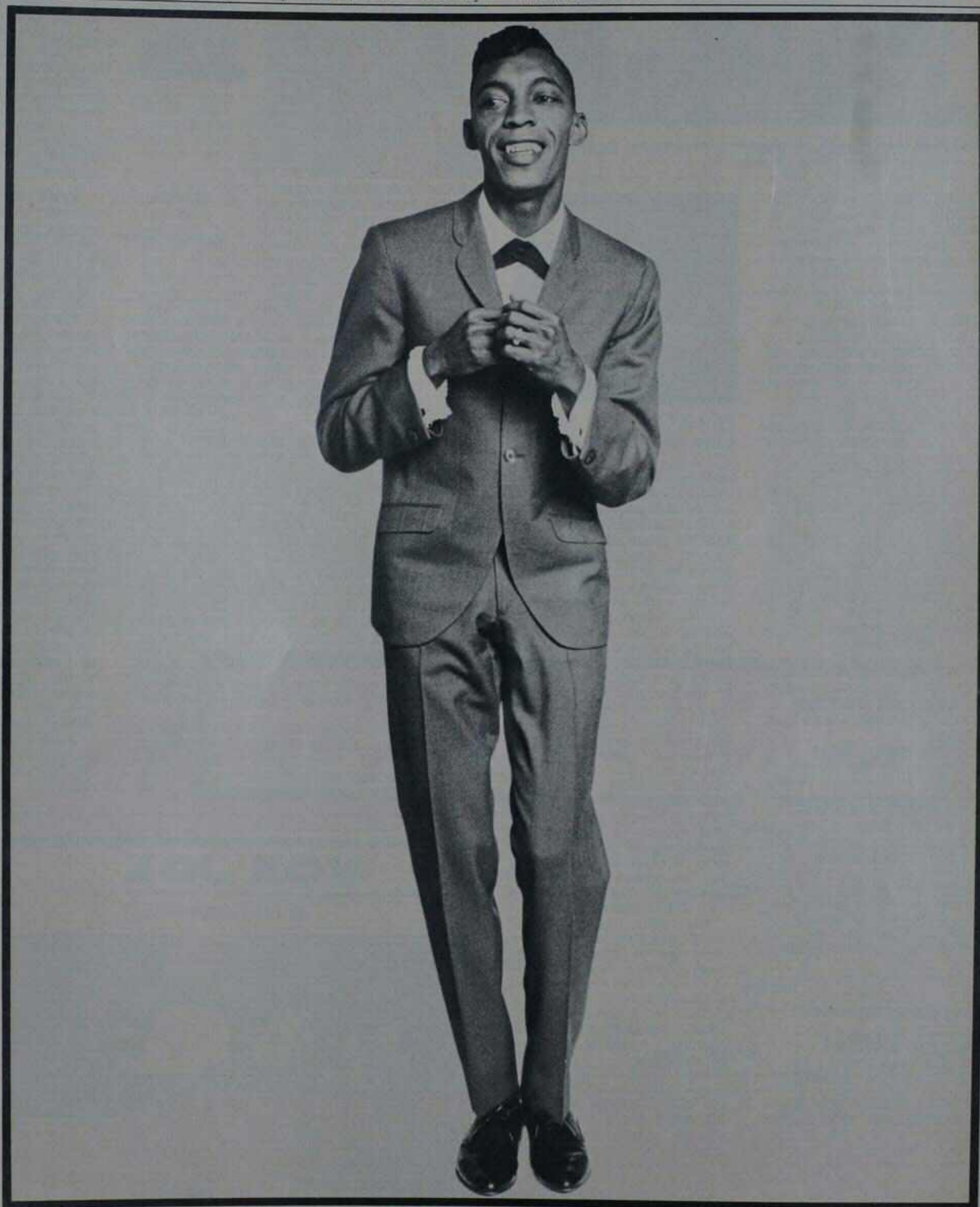
Oak Knoll expects annual revenue of \$1,500,000 with expenses of \$1,200,000. These are close to KRLA's 1963 operation figures of \$1,498,000 income, expenses \$1,070,000. FCC says

RADIO RESPONSE RATING

Next week Billboard will launch its "Phase Two" of the Radio Response ratings with a second look at the nation's first market, New York City. Included will be the "most influential" radio stations and air personalities according to the type of music they play. As an additional service, a breakdown according to time periods will be included.

station revenue continued to increase even after its 1962 notice that station license would be re-

voked—a mouth-watering prospect for the some-day lucky winner in the final contest.



"Rhythm"
4-7203

Spec'l Music On Politics

NEW YORK — With the Democratic convention forthcoming and a national election in November, Procaudio 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 1844. Of particular interest are the songs of 1864, including Lincoln's re-election, a comedy song, "Uncle Sam's Menagerie," and "McClellan and Union," taken from "The Sonnets of Bonnie Dundee."

Another for KNUZ

HOUSTON—KNUZ has won its sixth Key Station Award of the Texas Associated Press Broadcasters Association. The award, presented for the radio news story of the month, went to the station for its coverage of the recent Mair Schepps robbery case.

A MAJOR ANNOUNCEMENT FROM *Okeh*/MAJOR LANCE HAS ANOTHER CHART-BUSTIN' SINGLE!

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Pop Record Show Hits Major Scale



THAXTON (center with microphone) involves his audience personally in his record mime TV show.

HOLLYWOOD — Since the cut back to once a week of the Dick Clark TV dance show there has been a void on the national scene of TV programs featuring records. Many communities have their own local TV record-based variety show which is usually relegated to a once per week status.

The record industry, as well as the TV stations involved, are looking forward to the national syndication of the "Lloyd Thaxton Show." A rage on Los Angeles' KCOPTV for the past two years, the show is being offered nationally by MCA for stripping across the board, one hour a day (with MCA suggesting the 5-6 p.m. time period).

On Aug. 17 Thaxton takes to the road to personally introduce his musical variety show to client stations. Thaxton will visit WJW, Cleveland; WBNS, Columbus, Ohio; WNBQ, Chicago; WRCV, Philadelphia; WFAA, Dallas; KSTP, Minneapolis, and KTVI, St. Louis.

The Thaxton show is unlike any other TV show currently on the air and bears little resemblance to the "Bandstand" format.

Thaxton a Talent

The key to the success of the show is obviously Thaxton, who writes, produces and performs the daily 50-minute "visual to 40" show. Things usually get under way each day with a Thaxton lip-synch of a current pop swinger. On a representative tape shown to prospective clients one is impressed at the professional delivery and realistic performance by Thaxton of the current pop record fare.

The host isn't the only one

GETS THEM WED ON TIME

WILLIAMSON, W. Va. — The importance of a comprehensive music library was vividly demonstrated recently when a couple here, about 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 search of appropriate music.

With time a-fleeting, WBTH agreed to play the music on the air.

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

Bob Harvit, 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."



THAXTON does lip-synch aided by puppetlike thumb.

to engage in lip-synchs with the latest record releases. The young set, which comprises the daily audience, also gets into the act. Thaxton show-cases the audience as a group and also puts individuals in the spotlight.

An aircheck revealed clever camera work, the assistance of a studio teleprompter and the interest of the young folk in making a classic bit of entertainment out of a group sing-along to "Crooked Little Man," by the Serindipity Singers. Another bit revolved around a local football star who was tapped to lip-synch with Louis Armstrong's "Hello, Dolly!" The performance also included the Satchmo trumpet solo.

Another regular feature involves a novelty number done to a record by Thaxton (see photo) which may take the form of Lloyd playing three or four instruments or soloing with a puppet perched on his thumb.

Guest Record Artist

The show has its famous visitors from the world of records such as Peter, Paul and Mary; Johnny Mathis, Lesley Gore and Trini Lopez—many of whom perform "live."

Thaxton programs a wide variety of music on the show and does not confine the format to strictly rock 'n' roll. The musical variety itself is an important instrument in keeping the show excitingly paced and the policy has resulted in attracting women and men in droves. The program is rated an out-and-out No. 1 in its time period.

The show is slated for a regular run across the board on WNBQ-TV, Chicago; WJW-TV, Cleveland; WTVU, San Francisco; WITI, Milwaukee; WTAE, Pittsburgh; WGR-TV, Buffalo; KPRC-TV, Houston; WTTV, Indianapolis; WFLA-TV, Tampa; WAGA, Atlanta; KTVI, St. Louis; WRCV, Philadelphia; KSTP, Minneapolis, and WFAA-TV, Dallas.

WBNF, Columbus, Ohio, has contracted to carry the show from 5 to 7 p.m. on Saturdays and WPIX-TV, New York City, will carry the show for one hour a week with the time slot to be announced.

PROGRAMMING NEWSLETTER

Music Director an MD—of Sorts

By BILL GAVIN
Contributing Editor

MUSIC 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 weighs their reports according to each dealer's sales volume and type of operation. His research produces the survey, which is the programming bible for the coming week. It had better 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 much emphasis should be placed upon r&b sales? On c&w sales? On one-stop sales? On rack sales? Should certain volume stores, with a reputation for being first to sell the hot 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 in which they are answered is guided by the music director's knowledge of his market end of his audience.

ONCE THE HITS have been determined, the next step is to decide what other records are to be played. These fall into four general classifications: former picks that have started to sell; former picks that have not started to sell, but could; older releases that are selling in other areas; and brand new releases that have nothing to recommend them except that the music director personally thinks that they will be hits. Some of his previous picks will have moved up onto the chart. This makes room in his extra list for several additions. Some former picks are not showing strength and should be dropped. Which ones? It's up to the music director to know whether or not certain non-selling records have been receiving enough airplay to provide a fair test. Should he drop them on the basis of deejay indifference? or should he urge them to test them for one more week?

Some less experienced music directors conceive their main responsibility to pick all new records by their own ear. Others, while willing to stake their jobs on their personal judgment from time to time, prefer to select mostly records 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 word on what's happening.

They also are able to sift genuine fact from the inevitable hypes that come their way from record promoters. All this information is weighed to determine the suitability of each record for programming. Every record newly listed must qualify as a most likely candidate for a 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 welfare of his station, he had better hold these subjective deviations to a minimum.

SOME MUSIC DIRECTORS—a minority—consider it important to achieve a fair balance between extremes of hard rock and smooth 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 exciting world of making and breaking hits than anyone else at the station. He tries to communicate this news and excitement to the disk jockeys. Unless this can be done, the DJ's can easily become bored with the impersonality of the weekly statistics. This is an obvious weakness of centralized music control, for it moves the DJ's out of the orbit of involvement and responsibility. A few stations try to bridge this gap through weekly staff auditions of new records. In the long run, however, it is the skilled music director who provides the spark for continued staff interest and awareness.

Finally, most of the communications between the record world and the radio station channel through the music director. Since both these businesses represent multi-million dollar investments, this is a highly important field of communication. A good music director is considerate and fair to record people. Their product provides his source of livelihood. Their information can be helpful to him. It is also up to him to interpret station policy to the record representatives, and to apply it in such a way that his station will not incur needless resentment.

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.

VOX JOX

By GIL FAGGEN



Nat King Cole makes one of his rare deejay show appearances on KYV's "Steve Rizen Show." Appearing recently in a summer stock production in Pittsburgh, the Capitol Records star ran the gamut of everything from commercials to time and temp breaks from the ABC-owned station's window on the street studios.

Lotsa interesting letters and comments about the Bud Connell

memo to St. Louis promo men I ran in this column two weeks ago. A few of the comments received (paraphrased) are as follows:

"I was somewhat dismayed to see how you misinterpreted him. Evidently you don't know anything about him or his personality. I think, Gil, you were a little unjustified putting him down, since this was probably sent to you by a man who

doesn't enjoy his work. Personally, I always felt that the beautiful part of promoting a product was the challenge of getting a record played or turned down.

"Being an ex-program director yourself, I'm sure you understand that in stating a station policy, you try to make it as easy on the promotion men as possible and in my opinion Connell did just that with his humorous memo." STEVE BLAINE, president, Jubilee-Josie Records.



Top Gotham jockeys greeted Phyllis Diller at her recent opening at the Americana Hotel. Left to right are Ted Brown, WNEU; Ed Neilson, WJRZ; Gil Hodges, (Continued on page 17)

POP-STANDARD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	EVERYBODY LOVES SOMEBODY, Dean Martin, Reprise 0281	8
2	3	(You Don't Know) HOW GLAD I AM, Nancy Wilson, Capitol 5198	8
3	2	THE GIRL FROM IPANEMA, Getz-Gilberto, Verve 10323	11
4	5	AL-DI-LA, Ray Charles Singers, Command 4049	6
5	6	SUGAR LIPS, Al Hirt, RCA Victor 8391	6
6	4	YOU'RE MY WORLD, Cilla Black, Capitol 5196	7
7	7	I BELIEVE, Bachelors, London 9672	8
8	9	IN THE MISTY MOONLIGHT, Jerry Wallace, Challenge 59246	4
9	12	A TEAR FELL, Ray Charles, ABC-Paramount 10571	3
10	16	WORRY, Johnny Tillotson, MGM 13255	5
11	13	SOLE SOLE SOLE, Siv Malmkvist & Umberto Marcato, Jubilee 5479	5
12	11	LOVE IS ALL WE NEED, Vic Dana, Dolton 95	6
13	14	NO ONE TO CRY TO, Ray Charles, ABC-Paramount 10571	5
14	—	CLINGING VINE, Bobby Vinton, Epic 9705	2
15	19	RINGO'S THEME, George Martin & His Ork, United Artists 745	3
16	15	HELLO MUDDUH, HELLO FADUHU (1964 Version), Allan Sherman, Warner Bros. 5449	4
17	17	INVISIBLE TEARS, Ray Conniff Singers, Columbia 43061	5
18	—	WHEN YOU LOVED ME, Brenda Lee, Decca 31654	2
19	18	THE NEW FRANKIE AND JOHNNY SONG, Greenwood County Singers, Kapp 591	3
20	—	WE'LL SING IN THE SUNSHINE, Gale Garnett, RCA Victor 8388	2

VOX JOX

Continued from page 16

WABC; Long John Nebel, WOR (soon to be WNBC); and Varner Paulson, WNEW program director.

"Your article about the teacher at KXOK was beautiful!

"Attached is a follow-up. '0011.' (St. Louis).

"As a former president of the Philadelphia Promotion Men's Association, I know that I have the voice of all Philadelphia's promotion personalities in with me to say, 'Thanks, Gil, a job well done.' HARRY FINK, A & L Distributors, Inc.

SEGUE

Johnny Rabbitt, former KXOK deejay, now with KEWB (San Francisco) under name of Peter Bunny. . . . Frank Sweeney, sunrise deejay with WKNR (Dearborn-Detroit), named music director replacing Art Cervi.

Bill (Wee Willie) Winters, formerly with WLCY (St. Petersburg, Fla.), joins WQAM (Miami) air staff. . . . Three additions to WFAA-Radio (Dallas) staff and two transfers have been announced by Dan Hyrick Jr., station manager. Joining staff are Don Thomson (KNIN, Wichita Falls, Tex.) in the 10 a.m.-1 p.m. slot; Charlie Van

COUNTRY DJ OF THE WEEK



WSM's "Mister DJ, U. S. A." Aug. 14 will be Max Gardner, of Radio KOKE, Austin, Tex. Max has been in radio 18 years, starting with KONO, San Antonio, at the age of 14. In 1950 he moved to Austin and attended the University of Texas. In 1955 he joined the Army and spent two years in Special Services as a DJ. Following this, Max returned to Austin where he was associated with Radio KTBC. He joined the KOKE staff when the station changed to an all-country format four years ago. Max serves as station program director and emcees the monthly country shows brought into Austin. He and his wife Doris are the parents of two sons, Steven and Jack.

(KBOX, Dallas), 4-7 p.m.; and Don Robertson (WACO, Waco, Tex.) 7 p.m.-midnight. The trio replaces Ted Cassidy, Ben Laurie and Alan Bickley. Laurie and Bickley move in the WFAA news department and Cassidy goes to Hollywood to play the

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked in Billboard's chart of that time:

POP—5 Years Ago Aug. 17, 1959

1. A Big Hunk o' Love, E. Presley, RCA Victor
2. There Goes My Baby, Drifters, Atlantic
3. My Heart Is an Open Book, C. Dobkins Jr., Decca
4. Lavender Blues, S. Turner, Big Top
5. Lonely Boy, P. Anka, ABC-Paramount
6. What'd I Say, R. Charles, Atlantic
7. The Three Bells, Browns, RCA Victor
8. What a Diff'rence a Day Makes, D. Washington, Mercury
9. Just a Little Too Much, R. Nelson, Imperial
10. Forty Miles of Bad Road, D. Eddy, Jamie

RHYTHM & BLUES—Five Years Ago—Aug. 17, 1959

- Thank You Pretty Baby, B. Benton, Mercury
 What'd I Say, R. Charles, Atlantic
 There Goes My Baby, Drifters, Atlantic
 You're So Fine, Falcons, Unart
 There Is Something on Your Mind, J. McNeeley, Swingin'

POP—10 Years Ago Aug. 14, 1954

1. Sh-Boom, Crew Cuts, Mercury
2. Little Things Mean a Lot, K. Kallen, Decca
3. Little Shoemaker, Gaylords, Mercury
4. Hey There, R. Clooney, Columbia
5. Hernando's Hideaway, A. Bleyer, Cadence
6. In the Chapel in the Moonlight, K. Kallen, Decca
7. Three Coins in the Fountain, Four Aces, Decca
8. Goodnight, Sweetheart, Goodnight, McGuire Sisters, Coral
9. Happy Wanderer, F. Weir, London
10. High and the Mighty, V. Young, Decca

- I Want to Walk You Home, F. Domino, Imperial
 Lonely Boy, P. Anka, ABC-Paramount
 I'll Be Satisfied, J. Wilson, Brunswick
 The Battle of New Orleans, J. Horton, Columbia
 A Big Hunk o' Love, E. Presley, RCA Victor

role of Lurch, the butler, in the upcoming ABC-TV series "The Addams Family."

KEWB, Crowell-Collier's format station in San Francisco, has replaced two deejays, with a third set to leave in mid-August. Already departed are John Trotter and Roy Lyons, both two-year veterans. Scheduled to leave this month is Bobby Dale, who has been with C-C since 1959, according to General Manager John McRay.

Replacing Trotter in the 6-10 a.m. slot is Pete Bunny (Johnny Rabbit) from KXOK, St. Louis, with Lyons being replaced in

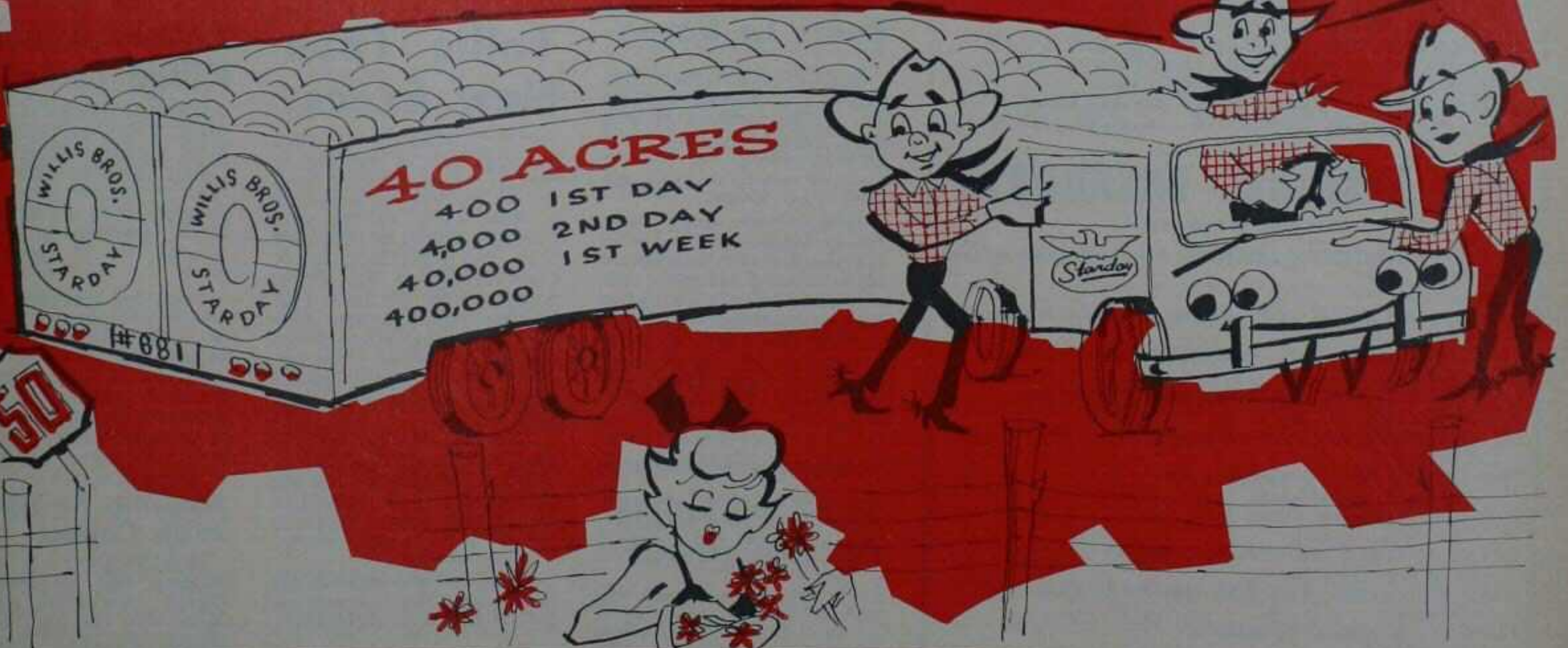
his 7-midnight slot by Bob Morgan of KROY, Sacramento. Set to replace Dale from 3-7 p.m. is Dan Steele from KISN, Portland.

Remaining with the station are Perry Roberts, Art Nelson and Scott Bridges.

VIP APPOINTMENTS: William H. Coss Jr., former Billboard staffer, joins WBZ-TV (Boston) as assistant advertising and promotion manager. . . . Dave Allen, formerly music director of WTUF (Mobile, Ala.), appointed program director, KLUE (Longview, Tex).

GIVE ME 40 ACRES

(TO TURN THIS RIG AROUND) Starday #681



THE WILLIS BROTHERS (Guy, Skeeter, and Vic) Stars of the "Grand Ole Opry" and featured performers on the recent Connie B. Gay Country and Western caravan to Europe, are currently enjoying a SMASH SINGLE . . . "GIVE ME 40 ACRES" C/W "GONNA BUY ME A JUKE BOX" (Starday #681).

For available dates to book Country Music's most fabulous stage performers, contact Lucky Moeller, Denny-Moeller Agency, 815 16th Ave. South, Nashville, Tennessee.

For truckload shipments of the Willis Brothers' Hit Single #681
 Box 115, Madison, Tennessee

WRITE, WIRE, PHONE

DON PIERCE, President

CHUCK CHELLMAN, Sales

INSIDE R&B

David & Bachrach Profile: Part 2

By KAL RUDMAN
Contributing Editor

Hal David, discussing his writing of lyrics says: "People in the music business always talk about and seek the 'commercial' song. In truth, the commercial song is only the one that is a hit. So many of the obvious, formula-type commercial songs don't become hits because in reality they are not commercial. We try to write at the highest level of our abilities and achieve the fullest possible limit of our potentialities, whether it may seem commercial or not on the surface.

"Very often our most uncommercial songs become the biggest hits in the country. 'Wives and Lovers' is an example. It was an assignment from Paramount Pictures. As we saw it, the only honest approach was to do it off-beat musically. So we wrote it as a jazz waltz which you will admit is very unlikely for commercial aspirations, at least it had been for

the last quarter century. The sophisticated lyric I wrote obviously was not designed for teen-age appeal.

"Kapp worked on the flip side to start with, and everything was against us except Gil Frazen, the Kapp promo man on the West Coast. He believed 'Wives' was the side, and single-handedly he proved it. This song is our most valuable copyright to date.

"I test the believability of my lyrics on myself and Burt in terms of the original idea. Very often I use my self-discipline to throw out a better or more clever line for one that is not quite as good or will sound as well on the surface, but which has more validity in the framework of the song. A hit song is a happy marriage between music and lyric.

"In the studio we use the same musicians over and over again, and, therefore, we know each other's temperament. I do not use 'head' arrangements. Most of what was questionable musically was either dropped or

left in before I got there. If I should have reservations about a figure, I almost always have a prepared alternate.

"I am as prepared as I can be when I walk in the studio, and I only experiment when my original rhythm pattern doesn't work. The rhythm men I use are tremendously helpful to me through their creative suggestions.

"At times, when the rhythm pulse of the record seems to be hanging up, I will put eight bars of the record on tape and quickly play it back. This pinpoints the problem so we change and remedy the thing. You must remember that this nucleus of musicians is always working together on many record dates."

Hal and Burt expect to go on cutting hit records. We have no doubts they will.

Eire Has New Copyr't Act

DUBLIN — The new Copyright Act, which consolidates the existing law and makes several changes and additions, will go into effect Oct. 1.

Section 8 of the Act states that copyright will subsist in a musical work for the lifetime of the author and a period of 50 years after the end of the year in which he dies, if the author at the time the work was first published was a citizen or resident in the state, irrespective of the place of first publication.

The Act includes a new provision whereby a person aggrieved by the false attribution of a work to him may take action against the offender.

Capitol Names Boots Le Baron

HOLLYWOOD—Boots LeBaron, Los Angeles publicity man, has been selected to handle press information for Capitol Records, filling the vacancy made by recently departed p.-r. chief, Fred Martin.

LeBaron will work under Brown Meggs, newly elevated vice-president for merchandising, advertising and public relations for the label's distributing corporation. Meggs has returned to Hollywood from New York.

The new press agent comes to Capitol after stints with Metromedia and Rogers & Cowan.

JAZZ DISTURBS PRAGUE PEACE

PRAGUE—Ten youths who gave an open-air jazz concert in this Czech capital were charged with disturbing the peace and given sentences ranging from four months to one year. Court action has no anti-American connotation. Jazz is a great national favorite. Supraphon, national disk house, releases jazz records by local and foreign combos constantly.

R&B Market Analysis: North Carolina

As reported by CHATTY HATTY, WGIV

1. WHERE DID OUR LOVE GO—Supremes (Motown)—Out of Sight
2. I STAND ACCUSED—Jerry Butler (Vee Jay)
3. JUST BE TRUE—Gene Chandler (Constellation)
4. SHARE YOUR LOVE WITH ME—Bobby Bland (Duke)
5. EVERYBODY NEEDS SOMEBODY—Solomon Burke (Atlantic)
6. I WANT TO THANK YOU—Otis Redding (Vee Jay)
7. QUIET PLACE—Garnett Mims (United Artists)
8. PEOPLE SAY—Dixie Cups (Red Bird)
9. HARD DAY'S NIGHT—Beatles (Capitol)
10. TRY IT BABY—Marvin Gaye (Tamla)
11. KEEP ON PUSHING/I LOVE YOU (YEAH)—Impressions (ABC Par.)
12. OH! BABY—Barbara Lynn (Jamaic)
13. I CAN'T HEAR YOU—Betty Everett (Vee Jay)
14. SOULFUL DRESS—Sugar Pie De Santo (Checker)
15. I WANNA LOVE HIM SO BAD—Jellybeans (Red Bird)
16. C'MON AND SWIM—Bobby Freeman (Autumn)
17. SELFISH ONE—Jackie Ross (Chess)
18. HEY GIRL DON'T BOTHER ME—Tams (ABC)
19. UNDER THE BOARDWALK—Drifters (Atlantic)—Both sides.
20. FUNNY—Joe Hinton (Backbeat)—Red Hot, Top 3 by Next Week.
21. I'VE GOT NO TIME TO LOSE—Carla Thomas (Atlantic)
22. OUT OF SIGHT—James Brown (Smash)
23. OUR LOVE—Sylvia Robinson (Sue)
24. MORE SOUL THAN SOULFUL—Eddie Harris (Columbia)
25. MO JO WORKOUT—Bobby Long (Vegas)
26. TENNESSEE WALTZ—Sam Cooke (RCA)
27. THE GIRL'S ALRIGHT WITH ME—Temptations (Gordy)
28. MAKE UP YOUR MIND—Anna King (Smash)
29. PART OF ME—Johnny Adams (Watch)—Out of New Orleans. It's a good southern sales record. Like Steal Away but more R&B.
30. MY EVERLASTING LOVE—Arthur Prysock (Old Town)
31. "20-75"—Willie Mitchell (Hi)
32. YOU NEVER CAN TELL—Chuck Berry (Chess)
33. THAT'S HOW STRONG MY LOVE IS—O. V. Wright (Goldwax)
34. LILY LOU—Donnie Elbert (Gateway)
35. BABY, WON'T YOU TRY ME?—Jill Harris (Capitol)
36. SI SENOR—Ben E. King (Atco)
37. HOUSE OF THE RISING SUN—The Animals (MGM)
38. YOU DON'T KNOW BABY—The Pacettes (Regina)
39. HELLO BETTY—Jimmy McGriff (Sue)
40. WHO'S THAT LADY—Isley Brothers (United Artists)

HEAVY CONCENTRATION SPINS OF THESE

- ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson (Big Hill)
 I JUST DON'T KNOW WHAT TO DO WITH MYSELF—Tommy Hunt (Scepter)
 STANDING ON THE PIER—Baby Washington (Sue)—Split play—also "The Clock"
 YOU'LL NEVER GET TO HEAVEN/HOUSE IS NOT A HOME—Dionne Warwick (Scepter)
 CLOSE TO ME—Dan Penn (Fame)—Out of Muscle Shoals, Ala. Vee Jay will distribute.
 DOTTIE—Vows (Tamara)
 SHOW ME YOUR MONKEY—Kenny Humber (De Jac)
 LET ME LOVE YOU—B. B. King (Kent)
 LOVER'S PRAYER—Wallace Brothers (Sims)
 TOO POOR TO DIE—Louisiana Red, Glover—Strong down-home blues.

BEST OF THE NEW RELEASES

- SQUEEZE HER—TEASE HER—Jackie Wilson (Brunswick)
 TROUBLE IN MIND—Jimmy Ricks (Atlantic)
 LOVERS ALWAYS FORGIVE—Gladys Knight and the Pips (Maxx)
 I WANNA THANK YOU—The Enchanters (Warner Bros.)
 OH MY HEART-ACHE—Art Grayson (Four Corners)
 LOVE COMES AND GOES—Roscoe Shelton (Sims)
 I'M ON THE OUTSIDE—Little Anthony & the Imperials (DCP)
 DANCING IN THE STREET—Martha & the Vandellas (Gordy)
 IN THE NICK OF TIME—Billy Lee (Select)
 IT HURTS TO BE IN LOVE—Betty Everett (Vee Jay)

HOT R&B SINGLES

(Not listed in rank order)

- UNDER THE BOARDWALK—Drifters, Atlantic
 JUST BE TRUE—Gene Chandler, Constellation
 KEEP ON PUSHING—Impressions, ABC
 SELFISH ONE—Jackie Ross, Chess
 EVERYBODY NEEDS SOMEBODY—Solomon Burke, Atlantic
 TRY IT BABY—Marvin Gaye, Tamla
 I LIKE IT LIKE THAT—Miracles, Tamla
 STEAL AWAY—Jimmy Hughes, Vee Jay
 I'VE GOT NO TIME TO LOSE—Carla Thomas, Atlantic
 GIRL'S ALRIGHT—Temptations, Tamla
 THANK YOU BABY—Shirelles, Scepter
 HEY GIRL, DON'T BOTHER ME—Tams, ABC
 HOW GLAD I AM—Nancy Wilson, Capitol
 QUIET PLACE—Garnet Mims, United Artists
 I STAND ACCUSED—Jerry Butler, Vee Jay
 OUT OF SIGHT & FLIP—James Brown, Smash
 YOU'RE MY REMEDY—Marvelettes, Tamla
 ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson, Big Hill
 BABY I NEED YOUR LOVING—Four Tops, Motown
 C'MON AND SWIM—Bobby Freeman, Autumn
 LET ME LOVE YOU & FLIP—B. B. King, Kent
 YOU NEVER CAN TELL—Chuck Berry, Chess
 LOVER'S PRAYER—Wallace Brothers, Sims
 HOUSE IS NOT A HOME—Dionne Warwick, Scepter
 YOU'LL NEVER GET TO HEAVEN—Dionne Warwick, Scepter

R&B REGIONAL BREAKOUTS

(Not listed in rank order)

- I'M ON THE OUTSIDE LOOKING IN—Little Anthony and Imperials, DCP (Baltimore)
 I'LL ALWAYS LOVE YOU—Brenda Holloway, Motown (Widespread)
 A FAVOR FOR A GIRL—Brenda Holloway LP, Motown (New York)
 I WANT TO THANK YOU—Enchanters, Warner Bros. (Philadelphia)
 I'M COUNTING ON YOU—Freeman Bros., Mala (Cleveland)
 THE CLOCK—Baby Washington, Sue (Cleveland, Philadelphia)
 BAD GIRL—Fabulous Dinos, King (Cleveland, Atlanta)
 BREAD AND BUTTER—Newbeats, Hickory (New York, Philadelphia)
 BABY WON'T YOU TRY ME?—Jill Harris, Capitol (Baltimore)
 FUNNY—Joe Hinton, Backbeat (Widespread)
 I JUST DON'T KNOW WHAT TO DO WITH MYSELF—Tommy Hunt, Scepter (Detroit)
 MORE SOUL THAN SOULFUL—Eddie Harris, Columbia (Charlotte, N. C., Baltimore)
 TOO POOR TO DIE—Louisiana Red, Glover (Widespread down-home blues sales)
 THAT'S HOW STRONG MY LOVE IS—O. V. WRIGHT, Goldwax (Widespread blues sales)

Tollie Tabs New Execs

LOS ANGELES — Tollie's executive team is beginning to emerge. Named managing director for the Vee Jay subsidiary is Steve Clark, shifting over from a&r director of the parent firm. Two other members of Clark's team are Pat Pipolo promoted from Vee Jay's Western sales rep to national sales manager and Ray Harris named national promotion manager. Harris was formerly Capitol's division promotion man in Atlanta.

Clark had moved west with Vee Jay from Chicago. He remains a vice-president of the corporation. It is anticipated that recently hired Lee Young will move into Clark's vacated Vee Jay a&r slot.

Pipolo has been with Vee Jay three years. The company has not yet named his replacement.

Crown Inks Mico

HOLLYWOOD—Crown, the budget-priced line, has signed Mico Industries of Manila as its pressing and distribution licensee for the Philippines. The expansion move was arranged by Crown's foreign management firm.

Robert Avnet Killed in Fall

LOS ANGELES — Robert Avnet, 45-year-old president of Avnet Electronics, which owned Liberty Records from May, 1962, to October, 1963, fell to his death from his eighth-floor balcony apartment in West Los Angeles July 28 according to police.

Avnet had purchased Liberty with 360,000 shares of its stock on a share trading basis. Al Bennett, the label's president, and three of its officers purchased the company back when it became known Avnet desired to relinquish control of the label.

Shearing Re-Signs With Capitol

HOLLYWOOD — George Shearing, who has been with Capitol since 1956, has resigned with the label. He has recorded over 24 LP's during this period in the jazz and popular fields. He is currently on a year's sabbatical from traveling around the country and is concentrating on staying in Southern California.

His next public appearance is at the Coconut Grove on a bill with the Four Freshmen in the fall.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

BREAD AND BUTTER

Newbeats, Hickory 1269

MABELLINE

Jahnnny Rivers, Imperial 66056

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

JAMES BOND THEME

Billy Strange, Crescendo 320 (Unart, BMI) (Minneapolis, St. Paul, Houston)

SOMEONE, SOMEONE

Brian Poole, Monument 846 (Nep, ASCAP) (Seattle, Baltimore)

HUGO

Linda Hall, Columbia 43067 (April, ASCAP) (Atlanta, Houston)

NEW GIRL

Accents, M-Pac 7216 (Va-Pac, BMI) (Chicago)

LA LA LA LA LA

Blendells, Reprise 0291 (Jobete, BMI) (Los Angeles)

A MILLION DRUMS

Jimmy Clanton, Philips 40208 (T. M., BMI) (Detroit)

REMEMBER

(Walkin' in the Sand)

Shangri-Las, Red Bird 10-008 (Tender Tunes-Trio, BMI) (Pittsburgh)

NEW ORLEANS

Bern Elliott & the Fenmen, London 9670 (Rockmasters, BMI) (Baltimore)

I GUESS I'M CRAZY

Jim Reeves, RCA Victor 8383 (Mallory, BMI) (New Orleans)

LITTLE LONELY SUMMER GIRL

David Box, Joed 116 (Tyco-Eastwick, BMI) (Houston)

THEME FROM "A SUMMER PLACE"

J's with Jamie, Columbia 43068 (Witmark, ASCAP) (Baltimore)

NEWS OF THE WORLD

HOLLYWOOD

Adams Ross, former independent contractee with Ardmore-Beechwood, has formed his own production-publishing firms. He had handled assignments for the Capitol publishing firm for over two years.

Bobby Boyd, head of his own Oklahoma City record company, visited locally to introduce his new teen-age artists, Jan and Jill Lawhon. The attractive sisters are going the solo bit and were in the audience Monday (27) at a coffee klatch to learn about Billboard's market research program from the department's head, Tom Noonan. . . . Veteran New York publisher George Pincus swept through L.A. last week with his wife Florence. Pincus hit paydirt by publishing 10 Beatles tunes.

Cosnat's first girlie film, "The Candidate," starring Mamie Van Doren and June Wilkinson, will have a cover soundtrack LP on Jubilee. Steve Karmen has been signed by Jerry Blaine to compose the score. . . . Columbia's Sunset Boulevard offices looked like an extension of 799 Seventh Avenue, with a host of New York executives passing through after attending the sales convention in Las Vegas.

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; Indianapolis, Louisville, Nashville and St. Louis. . . .

Lee Fogel, promotion expert with Cleves-Disc here, joined the ranks of benedicts with his marriage August 2 to Millicent Stewart, a registered nurse. They tied the knot for keeps, with ceremonies at both the Mount Auburn Presbyterian Church and the Rockdale Temple. . . . Andy Williams comes to town September 8, with the city fathers expected to designate it Andy Williams Day, with special ceremonies on Fountain Square in the heart of downtown.

Dick Pike and Dee Felice have sold their interest in the Penthouse, jazz club located in the lower level of Hotel Metropole, to their partner in the venture, Dale Murrison, local real estate and financial nabob. Pike, for-

merly for 11 years at WNOP, Newport, Ky., the last two as general manager, last week joined local WZIP, where he whirled a very early-morning jazz platter show daily. . . . Dale Stevens, The Cincinnati Post & 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 not by public demand.

Bill Dawson, former manager of the local Capitol Records branch, is now working in a similar capacity in Baltimore. . . . George Wein, producer of the Ohio Valley Jazz Festival to be held at Crosley 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 a one-nighter at the Dallas Memorial Auditorium on Dec. 7. Tickets are priced at \$5.95 and only 8,500 seats will be sold. The Clark group is currently outselling the Beatles in record sales. The Beatles are slated to appear here in person for their only Texas appearance in September. . . . The Dallas Theater League presents Duke Ellington in a concert at the Dallas Memorial Theater in September. Negotiations are under way for an appearance by the New Christy Minstrels and the Henry Mancini orchestra.

The first Discotheque opened Aug. 7 at Cedar Springs and Oak Lawn. Leland Dysart will operate the club, to be known as Disc a Go Go.

PHILADELPHIA

Little Debbie Music Publishing Company sets up shop here as 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, with offices in suburban Delaware County for the sale of records through the mails. . . . Fran Williamson,

head of Impala-Delsey Records, has purchased the assets of the defunct Chancellor label here and concluded a deal with Jamie-Guyden distributors to represent the label nationally. . . . Fred Lakoff and David H. Eiber have established the Decor Custom Stereo Company in the Frankford area shopping sector of the city.

MAURIE H. ORODENKER

MEMPHIS

Jimmy Griffin, a Memphis boy who was 21 Aug. 10, wrote the entire musical score for the teen-age movie "For Those Who Think Young." He also sings one of the tunes. . . . Bill Black's Combo will be plugging their new Hi Records single, "Little Queenie" and "Boo-Ray," when they start their four-week tour with the Beatles Aug. 19 at San Francisco.

Tex Ritter still has the old charm. He wowed two big crowds at rallies for Gov. Frank G. Clement last week in Memphis. Clement is a candidate for the U. S. Senate. . . . Groove Records Charlie Rich and Ace Cannon of Hi Records, were standouts at a big teen-age show at the fairgrounds which DJ George Klein emceed.

ELTON WHISENHUNT

ROME

Six more newcomers have made their disk debuts, and from present indications it appears that more than 200 Italian vocalists will cut their first disk during 1964. Latest are Gino Trioli and Piero Cotto for Polydor, Nella Bellero for Style, and Roberto Davini, Susy Turk and Alvaro Jozzelli for CGD. . . . Another big trend in Italian disks is for foreigners to sing in Italian. In this field are three newcomers, Israel's Riki Zarai for Bel Air, the Ravers for Ri-Fi's Variety label "Grazie Tante" and "Tanto Carino," and Greece's Yovanna for Polydor.

TV's successful reprise of "Johnny 7" has brought new show disks from Johnny Dorelli ("It Was September" and "You at the Seashore and I in the Mountains" — latter is Italo edition of "Sugar and Spice") and Gigliola Cinquetti, "When I Cross the Bridge With You" and "I Will Phone," both from French originals. Miss Cinquetti has just received a platinum disk from CGD for worldwide sales of more than 2,000,000 records of her San Remo

(Continued on page 27)

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' sonnavagun!"

"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 . . . It'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, Ukrania, 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 be thrown 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 Mitty 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, well, 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."

"S'long, Harry."

CHESS producing company

2120 S. Michigan Ave., Chicago 16, Ill.

HOT 100

★ STAR performer—Sides registering greatest proportionate upward progress this week.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'EVERYBODY LOVES SOMEBODY', 'WHERE DID OUR LOVE GO', 'A HARD DAY'S NIGHT'.

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'SHE'S THE ONE', 'I'LL CRY INSTEAD', 'I'LL KEEP YOU SATISFIED'.

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'HELLO MUDDUH, HELLO FADDUH', 'HAUNTED HOUSE', 'I'LL ALWAYS LOVE YOU'.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A through Z with publisher/licensee information.

Table listing songs A through Z with publisher/licensee information.

Table listing songs A through Z with publisher/licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100 with publisher/licensee information.

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.
2510 Franklin Road, Nashville, Tenn. 37204

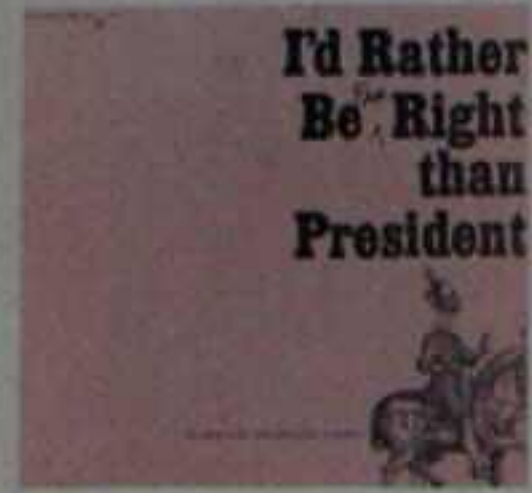
Listen to this:

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:



ALBUM REVIEWS (continued)



POP SPOTLIGHT

I'D RATHER BE FAR RIGHT THAN PRESIDENT

Len Maxwell. Divine Right 50

This album is causing quite a stir in the communications industry with lines being drawn being radio stations who have banned its play, and those who will. The trade and consumer press have been reporting it all as well. Len Maxwell and Will Jordan do the honors and sharply deliver the equally sharp barbs directed against some of our governmental figures and institutions.



POP SPOTLIGHT

MY FAIR LADY SWINGS

Kirby Stone Four. Warner Bros. W 1556 (M); WS 1556 (S)

"My Fair Lady" swings again as a result of the motion picture version scheduled for release soon. The talented Kirby Stone Four does the well-known and frequently performed songs in fresh swingin' fashion.



POP SPOTLIGHT

LEAVE IT TO THE LIMELICKERS

RCA Victor LPM 2906 (M); LSP 2906 (S)

This is the first album of songs by the trio without tenor Glenn Yarbrough, who has struck out successfully on his own. Although his ethereal tenor is missed, the Limelickers still come through with a fine, commercial sound. Their vocal ramblings are always entertaining and this album is no exception. Included is a merry mixture of traditional and new folk songs and the inescapable wry Limelicker humor.



LOW PRICE POP SPOTLIGHT

THE MAGIC OF SARAH VAUGHAN

Mercury Wing MGW 12280 (M); SRW 16280 (S)

Sarah is too, too divine as she sings in her incomparable rich, velvety style "That Old Black Magic," "Broken-Hearted Melody," "I've Got the World on a String," "Careless," "Sweet Affection" and others. The recording is technically excellent as well, with stereo carrying Sarah and the listener out of this world.

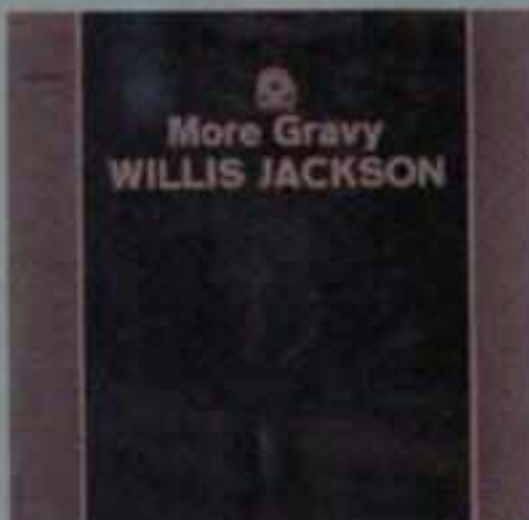


POP SPOTLIGHT

THE SWEETEST SOUNDS

Kate Smith. RCA Victor LPM 2921 (M); LSP 2921 (S)

TV guest appearances and a previous album "At Carnegie Hall" have put a spotlight on Kate Smith once again. In its warm glow, she turns in a strong performance of top recent ballads, including "The Sweetest Sounds," "Days of Wine and Roses" and "I Left My Heart in San Francisco." "More" from "Mondo Cane" stands out, as does "I Left My Heart in San Francisco."

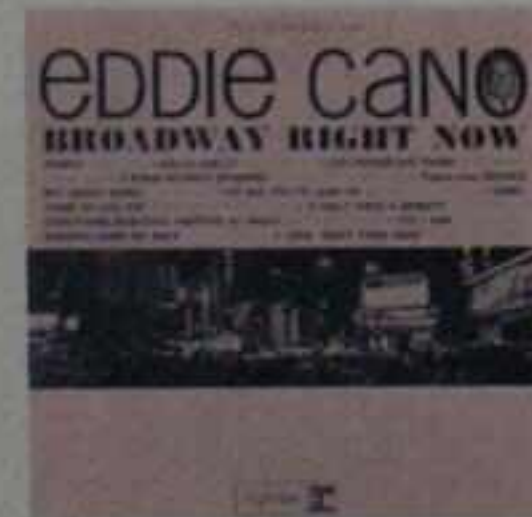


JAZZ SPOTLIGHT

MORE GRAVY

Willis Jackson. Prestige PR 7317 (M); PR 7317 (S)

Many critics of jazz on albums find displeasure with the lack of innovation and spontaneity. The criticism does not hold true here. There's much personal expression, musical exploration and creativity. Carl Willis, organ; Pat Azzara, guitar; Sam Jones, bass, and Joe Hadrick on drums just don't sit in on a bit like "Nuthin' Like Thuther'n," they move in, boosting Jackson's tenor sax wailing. Same holds true on "Pool Shark" and "More Gravy." It's great jazz, excitingly performed.



POP SPOTLIGHT

BROADWAY RIGHT NOW

Eddie Cano. Reprise R 6124 (M); RS 6124 (S)

Eddie Cano, the man who made it real big with his jazz-pop waxing of "Taste of Honey," does real well by 12 tunes from current Broadway musicals. Eddie's powerful jazz piano is fully supported by congas, bongos, drums, bass, claves and guiro. The torrid jazz approach prevails on numbers such as "Love, Don't Turn Away" (from "110 in the Shade"). A smooth and gently flowing tack is taken for such tunes as "People" (from "Funny Girl"), "Hello, Dolly!" and "Theme From Golden Boy."



CLASSICAL SPOTLIGHT

BOCCHERINI-BACH: CELLO-KONZERTE

Pierre Fournier. Festival Strings Lucerne (Baumgartner). Deutsche Grammophon 138 816 SLPEM (S)

Pierre Fournier masterfully performs Carl Phillip Emanuel Bach's Concerto for Violoncello and Orchestra in A major. This is the debut of the work on recording. Boccherini Concerto in B flat major, although represented in numerous recorded versions, makes for a fine classical coupling for lovers of the sensitive cello.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

EVERYBODY LOVES SOMEBODY . . .

Dean Martin, Reprise R 6130 (M); RS 6130 (S)

PETER, PAUL & MARY IN CONCERT . . .

Warner Bros. 2W 1555 (M); 2WS 1555 (S)

★ NEW ACTION LP's

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

SUGAR LIPS . . .

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

LICORICE STICK . . .

Pete Fountain, Coral CRL 57460 (M); CRL 757460 (S)

THE LATIN ALBUM . . .

Trini Lopez, Reprise R 6125 (M); RS 6125 (S)

MORE OF ROY ORBISON'S GREATEST HITS . . .

Monument MLP 8024 (M); SLP 18024 (S)

IT MIGHT AS WELL BE SWING . . .

Frank Sinatra, Count Basie & His Ork, Reprise F 1012 (M); FS 1012 (S)

NINA SIMONE IN CONCERT . . .

Philips PHM 200-135 (M); PH5 600-135 (S)

MILES DAVIS IN EUROPE . . .

Columbia CL 2183 (M); CS 8983 (S)

WATER SKIING . . .

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

ROGER WILLIAMS ACADEMY AWARD WINNERS . . .

Kapp KL 1406 (M); KS 3406 (S)

THE BEST OF FLOYD CRAMER . . .

RCA Victor LPM 2888 (M); LSP 2888 (S)



CLASSICAL SPOTLIGHT

THE WORKS OF JOHANN SEBASTIAN BACH: MUSICAL OFFERING AND ART OF FUGUE

Various Artists. Archive 198 820 SAPM (M); ARC 73230 (S)

A few years ago DGG established a History of Music Division, with the aim of making available, both to the specialist and the ordinary music lover the wide range of "early music" from the beginnings of Western tradition, circa 700 AD, to the "pre-classical" period a thousand years later. This album is only one in the series of works offered in their complete authentic form; performed in the original style using historical instruments, and featuring masterful interpretations by specialist performers. Archive Production has been divided into 12 "research periods," corresponding to the successive phases of musical history.



ALBUM REVIEW POLICY

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



SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POP SPECIAL MERIT

CALIFORNIA SUITE

Sammy Davis Jr. Reprise R 6126 (M); RS 6126 (S)

The emphasis here is on Torme's "California Suite," a sort of answer to "New York's My Home," a bit that Sammy does with even more zest. The seekers of the somewhat different will find the Suite appealing. The flip side has more commercial appeal (unless you're from California) with Sammy interpreting such great Torme penning as "The Christmas Song" and "Welcome to the Club."

POP SPECIAL MERIT

THE VERY BEST OF THE EVERLY BROTHERS

Warner Bros. W 1554 (M); WS 1554 (S)

Take the Everly Brothers, singing in top form, and put them in a studio and let them do newly recorded versions of their million-seller hits like "Bye Bye Love," "Wake Up Little Susie," "All I Have to Do Is Dream," "Bird Song," "Devoted to You" and "Cathy's Clown" and add six more big songs like "Lucille" and "Crying in the Rain" and you'll have an album that will please all their old fans and win them plenty of new ones. The sound is great and right in tempo with today.

POP SPECIAL MERIT

THE HIGHWAYMEN: HOMECOMING

United Artists UAL 3348 (M); UAS 6348 (S)

Some music industry observers may be reporting the demise of the pop-folk group and the hootenanny. Whether right or wrong it's not the music that makes an album great, but rather the performance. This is certainly the case with the Highwaymen, who, caught in the act at Wesleyan University, give a stimulating over-all performance. Stalwart folk fare included: "Gypsy Rover," "Careless Love," "The Sinking of the Reuben James" and "Brandy is My True Love's Name."

POP SPECIAL MERIT

CHARGE!

Routers. Warner Bros. W 1559 (M); WS 1559 (S)

The school season is nearly upon the youth of America once again. The Routers have provided music to swing into college by. The tunes are all great routers. The Routers give them a new lease on life with a rock-a-twist beat that's sure to go over big with the teen-agers graduating into colleges. The group pounds out excitingly such tunes as "On Wisconsin," "Anchor's Aweigh," "Buckle Down Winssocki," "Ramblin' Wreck" and a few originals like "Pop Rally," "Charge."

POP SPECIAL MERIT

THE KING AND I

Original Cast. RCA Victor LOC 1092 (M); LSO 1092 (S)

An excellent cast headed by Rise Stevens and Darren McGavin bring new luster to Rodgers & Hammerstein's immortal musical in a brilliant Dynagroove edition, offering top sales and programming promise.

POP SPECIAL MERIT

A COLLECTION OF 16 ORIGINAL BIG HITS, VOL. 2

Various Artists. Tamla 256

Albums of collections of the original big hits keep right on selling and when it's an album by Tamla, that has so many hot artists on its Tamla and Motown labels, who then puts 16 hits by those hot artists in that album, it's got to pull its weight. Mary Wells, Marvin Gaye, Temptations, Supremes, Marvelettes and Stevie Wonder are just a few examples, and this second volume should do right by them, Tamla and retailers with a teen clientele.

POP SPECIAL MERIT

FRANKIE AVALON—15 GREATEST HITS

United Artists UAL 3382 (M); UAS 6382 (S)

Although Avalon has not had a pop record hit in quite some time, he has, nevertheless, a small army of admirers who well remember his long string of hits. His motion picture roles and night club appearances have done much to keep him in the public's eye as well. The sweet nostalgia for youth includes "Venus," "De De Dinah," "Where Are You" and "You Are Mine."

POP SPECIAL MERIT

HALLELUJAH . . . LOUIS JORDAN IS BACK!

Tangerine TRC 1503

The many Louis Jordan fans will be happy to learn of his return to the world of records. The master of the rock beat hasn't lost any of his satirical punch. He zips through each performance with verve and never losing sight of that fabulous beat. Highlight in the album is Louis' rendition of "The Troubadour (Poor Willie)"—which if you begin listening from Side 1 Cut 1—will put you in the proper mood for a package of fine entertainment.

POP SPECIAL MERIT

MORE SONGS I SING ON THE JACKIE GLEASON SHOW

Frank Fontaine. ABC-Paramount ABC 490 (M); ABCS 490 (S)

Frank Fontaine's strappy renditions of pop standards have found a good market in the past, and this entry should prove no exception.

(Continued on page 36)

SEE ALBUM REVIEWS ON BACK COVER

TOP LP's

★ STAR performer—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart items 1 through 49.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart items 50 through 100.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart items 101 through 150.

A WINNER!

"IF YOU WANT THIS LOVE"

SONNY KNIGHT

AURA

403

GAVIN'S PERSONAL PICK: "An inspired performance"

TEMPO THE WIZARD PICK: "Out of left field but could be a monster"

ALREADY A HIT IN

S.F.

and in

ATLANTA!

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AURA RECORDS

8715 W. 3rd St. Los Angeles, Calif.

ALBUM REVIEWS

Continued from page 24

POP SPECIAL MERIT

IT'S A COZY WORLD

Cozy Cole. Coral CRL 57457 (M); CRL 757457 (S)

Cozy drums out a fast and furious pace featuring an unbeatable beat. Chorus and a great organ are on hand to help Cozy punctuate such classics as "Big Noise From Winnetka, Parts 1 & 2," "Topsy, Parts 1 & 2," and other rousers such as "Christopher Columbus," "Let There Be Drums," "North Beach" and another two-parter, "Indiana Love Call." Smooth rock all the way.

POP SPECIAL MERIT

GOLDEN WALTZES EVERYBODY KNOWS

George Feyer with Ork. Decca DL 4455 (M); DL 74455 (S)

Feyer's deft touch makes the piano sing the strains of the waltz. Strings galore offer backing for his piano artistry. A few of the 18 waltzes played are "Wunderbar," "Tenderly," "Skater's Waltz," "After the Ball," "Lover" and "Greensleeves."

POP SPECIAL MERIT

ELLINGTON 65 HITS OF THE 60'S THIS TIME BY ELLINGTON

Duke Ellington. Reprise R 6122 (M); RS 6122 (S)

Here is Duke Ellington with his great group of musicians including Cootie Williams, Johnny Hodges, Harry Carney, Paul Gonsky, to mention a few, with the Duke himself playing piano in his usual great style. The songs, like "Hello, Dolly," "Fly Me to the Moon," "Stranger on the Shore," "More" and "Blowin' in the Wind" sparkle with the arrangements by Ellington and Billy Strayhorn. Ellington fans will grab this one.

C&W SPECIAL MERIT

POP COUNTRY HITS

Various Artists. RCA Victor LPM 2949 (M); LSP 2949 (S)

Front cover says Pop Country Hits and backliner says Fluffy Country Favorites by Favorite Performers. Put the titles together and you've got a potent package of country hits by country performers. Start with offerings that include Hank Snow with "Ninety Miles an Hour," Jim Reeves' "Guilt," and stir in top performances by Don Gibson, Skeeter Davis, Dottie West, Porter Wagoner, Eddy Arnold, Floyd Cramer, Bobby Bare, John D. Loudermilk, Hank Locklin and George Hamilton IV and it's top fare for fans, pop-country flavored.

FOLK SPECIAL MERIT

I'M NEVER GONE—

Leadbelly. Folk Art FLP 5004

Folk Art has gathered a collection of Leadbelly's (Leadbetter's) songs and packaged them with a cover that reproduces the singer's death certificate (which spells his name Leadbetter instead of Leadbelly). Those familiar with his style of singing and 12-string guitar playing will want this album which includes parts 1 & 2 of "Frankie and Albert," "Green Corn" and "The Boll Weevil." Great Americana!

JAZZ SPECIAL MERIT

SEE YOU AT THE FAIR

Ben Webster. Impulse A-65 (M); AS-65 (S)

Ben Webster blows mighty fine tenor sax and his work is sweet, smooth and subtle in this collection of songs that show his abilities in their finest light. Try "Over the Rainbow" for sheer soft delight or "Lullaby of Jazzland" for up-tempo pleasure. Roger Kallaway on harpsichord adds a bit of window dressing for Webster's sax work on two numbers, while Osie Johnson, drums; Hank Jones, piano, and Richard Davis, bass, all mesh in beautifully with Webster's lead.

JAZZ SPECIAL MERIT

MINGUS PLAYS PIANO

Charlie Mingus. Impulse A-60 (M); AS-60 (S)

Known primarily for his work as a bassist, composer or leader, Charles Mingus is becoming to be known for his pianistic ability and this, his first album of piano solos, shows that ability and his creativity in many of his original compositions plus some articulate handling of standards like "I Can't Get Started," "Body and Soul" and "Memories of You."

JAZZ SPECIAL MERIT

FANTABULOUS

Oliver Nelson & His Ork. Argo LP 737 (M)

For those who like their jazz big and swingin', Oliver Nelson provides it here. The arrangements are stimulating and creative. The personnel gathered for this Chicago recording session are all top-notch sidemen, giving Nelson's tenor sax solos rich, full assistance.

JAZZ SPECIAL MERIT

BEAT

Roy Brooks. Workshop 220

Roy Brooks is a product of the company he has kept over the years. Experience has taught him much and it is reflected in this album. Drummer Brooks is a product of the Detroit jazz scene and has trained with Kenny Burrell, Pepper Adams and drummers Louis Hayes and Elvin Jones. He played with Hugh Lawson, Jon Henderson and Beans Richardson and moved from there to the Horace Silver Quintet in New York. It was this five-year stint that polished a raw talent.

JAZZ SPECIAL MERIT

PEPPER ADAMS PLAYS THE COMPOSITIONS OF CHARLIE MINGUS

Workshop 219

A superb matching of talents. Pepper Adams and that baritone sax are more than qualified to interpret the brilliant Charlie Mingus. The tunes, "Fables of Faubus," "Incarnation," "Portrait," "Black Light," to name a few, are 1960 Mingus, a period when he was at his most prolific compositional peak. Personnel on the takes are Thad Jones, trumpet; Bob Cranshaw, bass; Hank Jones, piano; Charles McPheerson, alto; Zoot Sims, tenor; Bernie Powell, trombone; Danny Richman, drums.

JAZZ SPECIAL MERIT

LOREZ ALEXANDRIA THE GREAT

Impulse A-62 (M); AS-62 (S)

A captivating vocal personality whose fresh and articulate jazz song stylings intrigue the ear and reveal an artist of significance. The instrumental settings are resourceful and enhance the mood of the songstress as she moves from an intimate tune to a rollicking riff, and the multihued shades in between. The performances are crisp and so is the recording.

LOW PRICE SPECIAL MERIT

ORIGINAL RECORDINGS BY GLENN MILLER & HIS ORK

RCA Camden CAS-829 (e) (S)

Excellent remastering of Glen Miller's top sellers, circa 1938-1941. Good companion to Camden's first Miller LP. Timed with 20th anniversary of Miller's death.

LOW PRICE SPECIAL MERIT

MY KINDA SWING

Ernestine Anderson. Mercury Wing MGW 12281 (M); SRW 16281 (S)

Ernestine possesses one of the most talented pair of tonsils in the business. She sings with feeling and professional agility. Soft tones and mellow pureness pervade all of the selections in this album. Among the songs are "My Kinda Love," "Moonlight in Vermont," "Land of Dreams," "See See Rider," "It Don't Mean a Thing."

LOW PRICE POP SPECIAL MERIT

MELODY OF LOVE

Living Strings. RCA Camden CAL 830 (M); CAS 830 (S)

To the sales-proved, lush "Living Strings" orchestral settings of Camden's Johnny Douglas is no stranger. The label now adds love poem readings to create a highly commercial package that's wrapped in the nostalgia of yesteryear's "Moon River" radio series.

FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

TELL 'EM I'M SURFIN' Fantastic Baggy's. Imperial LP 9270 (M); LP 12270 (S)

ARTURO ROMERO AND HIS MAGIC VIOLINS Reprise R 6129 (M); RS 6129 (S)

WHISTLING ON THE BEACH AT WAIKIKI Muzzy Marcellino. Coral CRL 57441 (M); CRL 757441 (S)

AUTUMN NOCTURNE Buddy Cole. Warner Bros. W. 1557 (M); WS 1557 (S)

A "POPS" CONCERT Original Piano Quartet. Decca DL 10098 (M); DL 710098 (S)

NORTHERN JOURNEY Ian & Sylvia. Vanguard VRS 9154 (M); VSD 79154 (S)

TWO GREAT GUITARS Bo Diddley/Chuck Berry. Checker 2991

CAROL CHANNING Vanguard VRS 9056 (M)

THE SOUL OF ME Kitty Lester. RCA Victor LPM 2945 (M); LSP 2945 (S)

BIG CITY BLUES John Hammond. Vanguard VRS 9153 (M); VSD 79153 (S)

FROM SCOTLAND WITH LOVE Martin Walker. ABC-Paramount ABC 483 (M); ABCS 483 (S)

COUNTRY

AT THE FAIR WITH THE DUKE OF PADUCAH Starday SLP 288

MR. & MRS. COUNTRY MUSIC Joe and Rose Lee Maphis. Starday SLP 286

CLASSICAL

SEGOVIA Andres Segovia. Decca DL 10093 (M); DL 710093 (S)

COMEDY

TERRY THOMAS DISCOVERS AMERICA Warner Bros. W. 1558 (M); WS 1558 (S)

JAZZ

RICHARD "GROOVE" HOLMES Warner Bros. W 1553 (M); WS 1553 (S)

JOHN, PAUL AND ALL THAT JAZZ Roger Webb & His Trio. Swan SW 516 (M)

FOLK

THE MIKE SHAW TRIO Reprise R 6128 (M); RS 6128 (S)

SPOKEN WORD

POITIER MEETS PLATO Sidney Poitier. Warner Bros. W 1561 (M); WS 1561 (S)

WALTON: FACADE Hermione Gingold, Russell Oberlin. Decca DL 10097 (M); DL 710097 (S)

INTERNATIONAL

POPULAR GREEK SONGS The Trio Attiko. Monitor MF 415 (M); MFS 415 (S)

RUMANIAN SONGS & DANCES Nicu Stancu and Victor Predescu Orks. Monitor MF 416 (M)

LOW PRICE POPULAR

TRY A LITTLE TENDERNESS Malcolm Dodds. RCA Camden CAL 831 (M); CAS 831 (S)

LOW PRICE COUNTRY-WESTERN

SINCERELY Johnnie and Jack. RCA Camden CAS-822 (e) (S)

LET'S DANCE TO COUNTRY POPS Tommy Jackson. Somerset SF 21800

LOW PRICE CLASSICAL

BEETHOVEN: SYMPHONY NO. 3 "EROICA" Minneapolis Symphony (Dorati). Mercury Wing MGW 140 47 (M); SRW 18047 (S)

POPULAR

WISH YOU LOVE Santo & Johnny. Canadian American CALP 1016 (M); SCALP 1016 (S)

TROY WALKER—LIVE HIFI L 1021 (M)

CLASSICAL

DE MONTE: MADRIGALS/HANDL: MOTETS Prague Madrigal Choir (Venhoda). The Bach Guild BG 655 (M); BGS 70655 (S)

FOLK

DOC WATSON Vanguard VRS 9152 (M); VSD 79152 (S)

SONGS FROM A COLONIAL TAVERN Tayler Vrooman. Decca DL 4546 (M); DL 74546 (S)

POLKA

POLKAS & WALTZES CHICAGO STYLE Happy Stas & His Band. Jay Jay 1075

INTERNATIONAL

MUY CERCA DE TI—NEAR TO YOU Roberto Yanes. Columbia EX 5124 (M)

LOW PRICE POPULAR

WE'RE GONNA STOMP AT A PARTY WITH THE VILLAGEMEN Somerset SF 21700

DUKE-PEACOCK HAS TWO NEW HITS—AS HOT AS THE TEXAS HEAT—

LITTLE JUNIOR PARKER'S

"LAST NIGHT"

AND "IT'S A PITY"

DUKE 362

AL "T.N.T." BRAGGS'

"I JUST CAN'T GET OVER YOU"

AND "HOOTENANNY HOOT"

PEACOCK 1931

ALREADY BURNING-IN-ALL STATES!

JOE HINTON'S "FUNNY"

BACKBEAT 541

Duke and Peacock Records, Inc. 2809 ERASTUS STREET HOUSTON 26, TEXAS OR 3-2611

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THE FOUR TOPS

"BABY I NEED YOUR LOVING"

MOTOWN 1062

Cameo's Latest Release features . . .

THE ORLONS

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THE BIG ONES ARE ON CAMEO/PARKWAY

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Headed for the Top!

"OH! BABY

(We Got a Good Thing Goin'")

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Breaking Nationally!

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"SHE TOOK THE RING FROM HER FINGER"

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DON COVAY

MERCY, MERCY

ROSEMART

801

DIST. NATIONALLY BY ATLANTIC

AUSTRALIA

(Courtesy Music Maker, Sydney)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Leeds
2	—	HOUSE OF THE RISING SUN	The Animals (Columbia)—Palings
3	9	CONSTANTLY	Cliff Richard (Columbia)—D. Davis
4	4	SOMEONE SOMEONE	Brian Poole & the Tremeloes (Decca)
5	10	THE SPARTANS	Sounds Inc. (Decca)
6	8	HELLO DOLLY	Louis Armstrong (Kapp)—Chappells
7	12	ONLY YOU	Wayne Newton (Capitol)—Chappells
8	11	WALK DON'T RUN '64	The Ventures (Liberty)—Chappells
9	—	I WANT TO HOLD YOUR HAND	The Boston Pops Ork (RCA)—Leeds
10	—	BLOWIN' IN THE WIND	Peter, Paul & Mary (Warner Bros.)—Allans
11	7	CAN'T BUY ME LOVE	The Beatles (Parlophone)—Leeds
12	—	YESTERDAY'S HERO	Gene Pitney (United Artists)
13	2	YOUR'RE MY WORLD	Cilla Black (Parlophone)—Leeds
14	3	LONG TALL SALLY	The Beatles (Parlophone)—Boosey & Hawkes
15	6	TELL IT ON THE MOUNTAIN	Peter, Paul & Mary (Warner Bros.)—Allans

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Northern Songs, Ltd.
2	2	IT'S ALL OVER NOW	The Rolling Stones (Decca)—Kags Music
3	7	DO WAH DIDDY DIDDY	Manfred Mann (HMV)—West One Music
4	5	CALL UP THE GROUPS	Barron Knights (Columbia)—Metric/Feldman/Northern Songs/Ardmore & Beechwood/Keith Prowse/Sherwin
5	3	I JUST DON'T KNOW WHAT TO DO WITH MYSELF	Dusty Springfield (Philips)—December Music
6	4	HOUSE OF THE RISING SUN	The Animals (Columbia)—Keith Prowse Music
7	10	TOBACCO ROAD	Nashville Teens (Decca)—Southern Music
8	6	HOLD ME	P. J. Proby (Decca)—Campbell Connolly
9	9	ON THE BEACH	Cliff Richard (Columbia)—Elstree/Shadows
10	8	I WON'T FORGET YOU	Jim Reeves (RCA)—Burlington Music
11	11	SOMEDAY WE'RE GONNA LOVE AGAIN	Searchers (Pye)—Toby Music
12	19	I GET AROUND	Beach Boys (Capitol)—Sea of Tunes
13	17	WISHIN' AND HOPIN'	Merseybeats (Fontana)—Belinda/London
14	20	IT'S ONLY MAKE BELIEVE	Billy Fury (Decca)—Francis, Day & Hunter
15	13	YOU'RE NO GOOD	Swinging Blue Jeans (HMV)—E. H. Morris
16	12	KISSIN' COUSINS	Elvis Presley (RCA)—December Music
17	—	FROM A WINDOW	Billy J. Kramer (Parlophone)—Northern Songs
18	15	IT'S OVER	Roy Orbison (London)—Acuff-Rose
19	16	LONG TALL SALLY (EP)	The Beatles (Parlophone)—Southern/Northern Songs/Essex/Aberbach
20	14	SOMEONE	Brian Poole and the Tremeloes (Decca)—Burlington Music
21	18	HELLO DOLLY	Louis Armstrong (London)—Chappell
22	21	RAMONA	Bachelors (Decca)—Francis, Day & Hunter
23	—	YOU'LL NEVER GET TO HEAVEN	Dionne Warwick (Pye Int.)—Belinda Music
24	—	I FOUND OUT THE HARD WAY	Four Pennies (Philips)—Flamingo Music
25	26	HELLO DOLLY	Frankie Vaughan (Philips)—Chappell

26	—	FERRIS WHEEL	Everly Bros. (Warner Bros.)—Acuff-Rose
27	29	NOBODY I KNOW	Peter and Gordon (Columbia)—Northern Songs
28	23	MY GUY	Mary Wells (Stateside)—Belinda Music
29	25	LA BAMBA	Crickets (Liberty)—Zycote Music
30	22	SWEET WILLIAM	Millie (Fontana)—Keith Prowse Music

EIRE

(Courtesy Evening Press, Dublin)

This Week	Last Week	Title	Artist
1	3	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Northern Songs
2	6	IT'S ALL OVER NOW	The Rolling Stones (Decca)—Kags
3	2	LIVERPOOL LOU	Domonic Behan (Piccadilly)—Active
4	1	SOMEONE, SOMEONE	Brian Poole and the Tremeloes (Decca)—Meric
5	7	KISSIN' COUSINS	Elvis Presley (RCA Victor)—December
6	4	I WON'T FORGET YOU	Jim Reeves (RCA Victor)—Burlington
7	—	HOUSE OF THE RISING SUN	The Animals (Columbia)—Keith Prowse
8	8	HELLO DOLLY	Louis Armstrong (London)—E.H. Morris
9	5	BLESS YOU	Royal Showband (HMV)—Noel Gay
10	9	RAMONA	Bachelors (Decca)—Francis, Day & Hunter

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	HEY BOBBA NEEDLE	Chubby Checker (Cameo-Parkway)—Belindamusic
2	4	SI JAMAIS	Adamo (Pathe)—Ardmore & Beechwood
3	1	QUAND LES ROSES	Adamo (Pathe)—Ardmore & Beechwood
4	6	IT'S OVER	Roy Orbison (London)—Acuff-Rose
5	7	MY GUY	Mary Wells (Motown)—Belindamusic
6	8	SUSPICION	Elvis Presley (RCA)—Belindamusic
7	10	MY BOY LOLLIPOP	Laura Lee (Moonglow)—Chappell
8	3	DRAAI 797204	Will Tura (Palette)—Southern
9	—	CONSTANTLY	Cliff Richard (Columbia)—World
10	—	ALLEEN	Mag Ik Niet Weg—Tony Geys (Show)—Passe Partout

Alternates with French (Walloon) chart.

GERMANY

Two Weeks Ago

This Week	Last Week	Title	Artist
1	1	LIEBESKUMMER LOHNT SICH NICHT	Siv Malmkvist (Metronome)—Intro
2	3	WUNDERSCHOENES FREMDES MAEDCHEN	Hans-Juergen Baumlner (CBS)—Melodie der Welt
3	6	HONEYMOON IN ST. TROPEZ	Marika Kilius/Hans-Juergen Baumlner (CBS)—Melodie der Welt
4	8	SCHWIMMEN LERNT MAN IM SEE	Manuela (Telefunken)—Budde
5	4	SCHOENE MAEDCHEN MUSS MAN LIEBEN	Bernd Spier (CBS)—Melodie der Welt
6	5	NAPOLI	Connie Francis (MGM)—Viktoria
7	11	ZWEI MAEDCHEN AUS GERMANY	Paul Anka (RCA)—Melodie der Welt
8	15	JETZT DREHT DIE WELT SICH NUR UM DICH	Gitte/Rex Gildo (Columbia)—Gerig
9	2	SHAKE HANDS	Drafi Deutscher (Decca)—Intro
10	14	SCHAFFE, SCHAFFE, HAEUSLE BAUE	Ralf Bendix (Electrola)—Gerig
11	—	SAG "NO" ZU IHM	Cliff Richard (Columbia)—Aberbach
12	—	KEIN GOLD IM BLUE RIVER	Ronny (Telefunken)—Marbot
13	—	HELLO DOLLY	Louis Armstrong (Ariola)/Will Brandes (Polydor)—Chappell
14	7	OH MY DARLING CAROLINE	Ronny (Telefunken)—Marbot
15	9	BYE, BYE, BLONDIE	Trini Lopez (Ariola)—Europaton

HOLLAND

(Courtesy Platennleuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	CONSTANTLY	Cliff Richard (Columbia)—World Music
2	7	HELLO DOLLY	Louis Armstrong (Kapp) Chappell & Co.
3	10	CAN'T BUY ME LOVE	The Beatles (Parlophone) Basart
4	—	ONLY FRIENDS	Francoise Hardy (Vogue)
5	—	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Basart/Amsterdam
6	—	MY BOY LOLLIPOP	Millie (Fontana)—Holland Music
7	2	ALL MY LOVING	The Beatles (Parlophone)—Basart
8	5	VOUS PERMETTEZ, MONSIEUR	Adamo (Pathe)—Anagon Music
9	4	QUAND LES ROSES	Adamo (His Master's Voice)—Anagon Music
10	3	DE WINTER WAS LANG	Willeke Alberti (Philips)—Basart

HONG KONG

This Week

This Week	Last Week	Title	Artist
1	1	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Northern Sounds
2	2	NON HO L'ETA	Gigliola Cinquetti (Diamond)
3	3	LONG TALL SALLY	The Beatles (Parlophone)—Northern Sounds
4	8	FUGITIVE	The Ventures (Liberty)—Little Darlin' Music
5	4	HELLO, DOLLY!	Louis Armstrong (Kapp)—E. H. Morris
6	5	LITTLE PEANUT SHELL	The Fabulous Echoes (Diamond)—Jim Skip Music, Inc.
7	6	ON THE BEACH	Cliff Richard and the Shadows (Columbia)—Elstree/Shadows Music
8	7	LOVE ME WITH ALL YOUR HEART	Ray Charles Singers (Command)—Peer Int'l
9	10	LAZY ELSIE MOLLY	Chubby Checker (Parkway)—Evanston Picturestone Music
10	9	KISSIN' COUSINS	Elvis Presley (RCA Victor)—Gladys Music, Inc.

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	IN GINOCCHIO DA TE	Gianni Morandi (RCA)
2	3	AMORE SCUSAMI	John Foster (Style)
3	2	IL PROBLEMA PIU' IMPORTANTE	Adriano Celentano (Clan)
4	6	QUELLI CHE HANNO UN COORE	Petula Clark (Vogue)
5	9	TI RINGRAZIO PERCHE'	Michele (RCA)
6	5	SEI DIVENTATA NERA	Marcellos Ferlat (Durium)
7	8	CON TE SULLA SPIAGGIA	Nico Fidenco (RCA)
8	4	CIN CIN	Richard Anthony (Columbia)
9	10	UN BUCO NELLA SABBIA	Mina (Ri Fi)
10	12	LA VOGLIA DELL'ESTATE	Paolo Mosca (Lord)
11	7	E' L'UOMO PER ME	Mina (Ri Fi)
12	13	SOLO DUE RIGHE	Peppino Di Capri (Carisch)
13	11	CREDI A ME	Bobby Solo (Ricordi)
14	—	SEI COME UNA LUCERTOLA	Jo Fedeli (Polydor)
15	—	FROM ME TO YOU	The Beatles (Parlophone)

JAPAN

This Week

This Week	Last Week	Title	Artist
1	1	TOKYO BLUES	Nishida Sachiko (Polydor)—JASRAC
2	3	ORE WA OMAE NI YOWAINDA	Ishihara Yujiro (Teichiku)—JASRAC
3	2	MOVIN'	The Astronauts (Victor)—Atlantic/Folster
4	4	KIMIDAKE O	Saigo Teruhiko (Crown)—JASRAC
5	5	SASURAI	Katsumi Shigeru (Toshiba)—JASRAC
6	6	SAVE THE LAST DANCE FOR ME	Koshiji Fubuki (Toshiba)—Aberbach
7	—	SURF PARTY	The Astronauts (Victor)—Victor
8	8	VIVA LAS VEGAS	Elvis Presley (Victor)—Aberbach
9	9	SURFIN' U.S.A.	Beach Boys (Capitol); The Astronauts (Victor)—Taiyo

10	—	SHIAWASE NARA TEO TATAKOU	Sakamoto Kyu (Toshiba)—JASRAC
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MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	1	WONDER	Rick Nelson (Decca)
2	2	EVERY NIGHT JOSEPHINE	Ronnie Jackson (20th Century-Fox)
3	3	THE CRUSHER	The Atlantics (CBS)
4	4	WRONG FOR EACH OTHER	Andy Williams (CBS)
5	5	I FALL IN LOVE WITH TWINS	Irving Twins (CBS)
6	6	THE WAITING GAME	Brenda Lee (Life)
7	7	CONSTANTLY	Cliff Richard (Columbia)
8	8	I SAW HER STANDING THERE	The Beatles (Parlophone)

PERU

This Week

This Week	Last Week	Title	Artist
1	1	COMO TE EXTRANO MI AMOR	Leo Dan (Columbia)
2	2	LITA	Leo Dan (Columbia)
3	5	AMOR MISTERIOSO	Duo Dinamico (Odeon); P. Carrasco (Sono Radio)
4	4	I SAW HER STANDING THERE	The Beatles (Odeon)
5	3	CRISTINA	Pepe Miranda (Virrey)
6	8	TORIBIO CARAMBOLA	Trio Servando Diaz (Maype)
7	6	BEATRIZ	Koko Montana (Sono Radio)
8	9	VIVA LAS VEGAS	Elvis Presley (RCA)
9	7	TE PIDO QUE ME GUIES	Leo Dan (Columbia); Carlos Pickling (MAG)
10	10	ESTA NOCHE	Silvino (Philips); Los Morunos (Sono Radio); Cesar Altamirano (MAG); Bernardo Balu (Sol); Pedrito y su Ritmo (Odeon)

PHILIPPINES

This Week

This Week	Last Week	Title	Artist
1	1	FROM RUSSIA WITH LOVE	Jack Jones (Kapp); Mareco; Matt Monro (Parlophone)—Dyna
2	3	IF EVER I WOULD LEAVE YOU	Robert Goulet (Columbia)—Mareco
3	2	BABY WHAT'D I SAY	Elvis Presley (RCA)—Filipinas Record Corp.

4	4	C'MON EVERYBODY	Elvis Presley (RCA)—Filipinas Record Corp.
5	—	THE GOOD LIFE	Tony Bennett (Columbia)—Mareco
6	5	MONEY	Astronauts (RCA)—Filipinas Record Corp.
7	7	ROLL OVER BEETHOVEN	The Beatles (Parlophone)—Dyna
8	6	LOSING YOU	Doris Day (Columbia)—Mareco
9	10	CIELTO LINDO	Trini Lopez (Reprise)—Cosdel
10	9	I WISH YOU LOVE	Robert Goulet (Columbia)—Mareco

SOUTH AFRICA

This Week

This Week	Last Week	Title	Artist
1	1	YOU'RE MY WORLD	Ray Walter (RCA)
2	3	CANT YOU SEE THAT SHE'S MINE	The Dave Clark Five (Columbia)
3	4	HELLO, DOLLY!	Louis Armstrong (London)
4	2	MY BOY LOLLIPOP	Millie (Fontana)
5	8	THE RISE AND FALL OF FLINGLE BUNT	The Shadows (Columbia)
6	7	C'MON EVERYBODY	Elvis Presley (RCA)
7	5	ONCE UPON A TIME	John Gary (RCA)
8	—	CONSTANTLY	Cliff Richard (Columbia)

SPAIN

(Courtesy Discomania)

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	MORE (Mondo Cane)	Enrique Guzman (CBS)—Armonico
2	1	LA MAMMA	Charles Aznavour (Barclay)—Quiroga
3	5	FANNY	Luis Aguile (Voz Amo)—Hispavox
4	2	LO NUESTRO TERMINO	Duo Dinamico (Voz Amo)—Musica Sur
5	—	ET POURTANT	Charles Aznavour (Barclay)—Armonico
6	4	SI JE CHANTE	Sylvie Vartan (RCA)—Canciones Mundo
7	—	BE MY BABY	Les Surfs (Hispanavox)—Aberbach
8	9	CAN'T GET USED TO LOSING YOU	Duo Dinamico (Voz Amo)—Aberbach
9	10	SAPORE DI SALE	Gino Paoli (RCA)—Aberbach
10	8	OGNI VOLTA	Paul Anka (RCA)—Musica Sur

NEWS OF THE WORLD

Continued from page 19

winner, "I'm Not Old Enough to Love You." . . . Ellen and Alice Kessler's latest Italo disk is "And the Story Goes On" and "Ciao to All." . . . Asso has just published a new number, "Topless." . . . DI-CA, after one year of experimentation, has decided to launch a permanent school of pop song in the Republic of San Marino in October. This year it launched four singers. Domenico Modugno cut a special singing and talking disk in English which has been sent to Richard Rodgers to determine whether he will play the lead in the new Broadway musical version of "Time of the Cuckoo." . . . Fonit's Stella Dizzy is being sought by Xavier Cugat to replace Abbe Lane. . . . Adriano Celentano Claudia Mori and many Clan and Fantasy artists will appear in the new film "Super-Robbery in Milan." . . . Catherine Spaak will make her TV debut in "Wake Up, Boys," which will present her in a new song each week for eight weeks.

Another musical tour of Italy to be known as the "Oscar of Three-Seas" will run from Rome to Taormina between Sept. 25 and Oct. 18. . . . Aug. 21 is saturation release date here for the Beatles' "A Hard Day's Night." Carisch and UA are planning special record and other merchandise promotions

in stores throughout Italy. . . . Fifty-two of the new recording voices of the year participated in Venice's "Limelight for Festivals" recently. . . . RAI has shifted Vittorio Zivelli from his new light music TV chores to the office of foreign relations. SAM STEINMAN

HOLLAND

The Italian-Belgian singer Adamo will make a one-month-tour of Holland with the Dutch vocalist Shirley Zwerus, starting in September. He will appear at the Grand Gala du Disque Oct. 3, where he is expected to be presented with an "Edison" award. On Oct. 5 he will give a concert in The Hague. . . . Gert Timmerman has a new release, "Der bunte Hochzeitswagen." . . . Shirley Zwerus will participate in the music festival of Warsaw. . . . Bovema's Kaag Concours, co-organized with Paul Acket's Muziek Expres, closed July 19 with the following winners: Les Gars du Nord, the Solids and the Oorthuysen Sisters. A special award, delivered by the Noisemakers (winners 1963) was given to the Lightnings. . . . The Russian composer Aram Chatsjatoerjan gave three concerts with the Residentie-Orchestra, The Hague, the first week of August. . . . The Rolling Stones gave a concert in the Kurzaal, Scheveningen, Aug. 8. SKIP VOOGD

(Continued on page 33)

By BILL SACHS

Tompall and the Glaser Brothers are this week's feature (3-8) at the Flame Club, Minneapolis. On Aug. 16 they show their wares at Harry and Eleanor Smythe's Buck Lake Ranch, Angola, Ind. The Chuck Glasers recently moved into their new home on the river in Madison, Tenn. Tompall Glaser, the recent victim of a car thief, is keeping his record intact. This time it was a prowler who made off with Tompall's wallet while he was onstage in Panama City, Fla., recently. . . . When Sonny James' mom and pop, veteran country and folk singers who formerly toured under the name of the Lowdens, visited the "Grand Ole Opry" recently, the stars of the "Opry," lead by Grant Turner, turned the tables on them and went out front to catch the turn and greet them. The Lowdens grabbed an extra round of applause when they announced that they were also celebrating a wedding anniversary.

August bookings for George Hamilton IV carry him to Dallastown, Pa., 8; Waterbury, Conn., 9; Barre, Vt., 10; Mansfield, Ohio, 11; Gouverneur, N. Y., 12; Bedford, Pa., 14; Grand Rapids, Mich., 20; Clarksburg, W. Va., 21; Greenville, Ohio, 23; Greenville, Ill., 24, and Mount Pleasant, Mich., 28. . . . Among the c&w acts who appeared recently in the Matador Room of the Buena Vista Hote, Safford, Ariz., were Patsy Montna, Bobby Barnett, Roy Clark, Wanda Jackson, Mike Lane, Devvy Davenport, Earl Scott, Georgie Riddle, Johnny Western, Lonzo and Oscar and Jim Boyd. . . . Flatt and Scruggs are routed for Clearfield, Pa., Aug. 6; Milledgeville, Ill., 8; Hamilton, Ohio, 12, and Milwaukee, 14-18. . . . They tell us that the Willis Brothers have come up with one of their best singles of all times in their new Starday release, "Give Me 40 Acres (To Turn This Rig Around)." Out only three weeks, the disk is reported getting heavy early action in both sales and station play, especially in the Southwest. The Willis lads are in New York State Tuesday and Wednesday (4-5), and then hop to Faith, S. D., for Aug. 7, and Maquoketa, Ia., 8.

Reeves: A Talent Forever Stilled

• Continued from page 1

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 Hawkshaw 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 going to Miss Cline's funeral, Jack 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 charts in Britain and Eire. Among his other hits



RCA VICTOR ARTIST JIM REEVES (left) and Dean Manuel, his road manager and pianist, who were fatally injured in a plane crash near Nashville July 31.

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.

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.

NASHVILLE SCENE

By ROSELLYN HUNTER

Merle Kilgore is booked for an extensive tour of Oregon and California in September, arranged by Shelley Snyder through the Bob Neal Agency. Merle recently returned from Hollywood, where Lorne Green recorded several Kilgore-penned songs. . . . Bob Gallion is in Nashville for a session to be handled by Wesley Rose. Lester Rose has just returned from a promotion tour to Philadelphia, Baltimore and Washington. . . . Still out pushing the Acuff-Rose and Hickory products are Joe Lucas and John Brown. . . . Roy Orbison is on the Monument schedule for a session this week, as is Rusty Draper. Lloyd Price is due in Nashville soon for his first Monument session.

Pamper Music's promotion man Wayland Stubblefield and Fraternity Records' Bobby Lewis are recuperating following an auto accident in Texas last week. . . . Decca's Clark Perkins is convalescing at home in Jackson, Tenn., following an accident with a fan while

onstage in Memphis last week. His hand was slashed by the blades but is reported healing properly. . . . Starday Records' Don Pierce welcomed Hubert Long and his family from Texas as guests at the Pierce cottage on Hickory Lake. The reunion was in celebration of Hubert's father's 81st birthday.

Capitol's Marvin Hughes has album sessions scheduled for Charlie Louvin. Single sessions are planned soon for Neal Merritt and Sonny James. Louvin is currently on tour in Ontario and resumes with a trek through Canada and the Northern States following the session.

Chuck Chellman, Starday's national sales and promotion man, is currently on a trip through Ohio, Michigan, Pennsylvania and the East. . . . Monument's Jack Kirby had a tooth pulled. After several days of further pain, a return to the dentist provided the answer. The wrong tooth had been pulled!

Nashville Chancery Court granted an injunction to Dub Allbritten, manager of Decca's Brenda Lee and the Casuals against Dick Clark and the Casuals of the "Caravan of Stars," prohibiting the use of the name Casuals. The Brenda Lee Casuals have provided the background for Brenda for several years, and have only recently returned from shows with Brenda in Mexico City and are scheduled for another European tour starting Sept. 19.

Starday Records' Homesteaders are appearing in Florida for several weeks' bookings, which will include an appearance at Cape Kennedy Base. . . . The Edison Room of the Edison Hotel, Toronto, has changed from an all-rock format to an all c&w policy. "Grand Ole Opry's" Roy Drusky began a two-week engagement there last week. . . . Red Sovine has just cut his first session for the RIC label, with release due soon. . . . Decca's Bill Anderson busy moving into a new home to be called Still Hill.

KBER Seeks More Time

SAN ANTONIO — A. V. Bamford, president of KBER, local daytime country and western music station, has applied to the Federal Communications Commission for an okay for the station to operate full time. The station would continue operation on 1150 kilocycles, with 1,000 watts power.



LINDA FLANAGAN, a Decca artist who has just signed a long-term booking contract with Haze Jones of Hal Smith Artists Productions. Here she and Jones are shown going over a promotional tour that has been lined up for Linda in Louisiana, Texas and Oklahoma. Her latest release on Decca is "There's Love All Around Me" c/w "Mama Kiss the Hurt Away."

Small Stephens Mgr.

WHEELING, W. Va.—Jim Small, country music veteran, has taken over the management of Jimmy Stephens, one of the featured acts the "WWVA Jamboree" here. After suffering two recent heart attacks, Small sold his ABS 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 Dallastown, Pa., for August 5; then Huntington, W. Va., August 7. From there he returned to Nashville to cut a new album for Capitol.



PICTURED FOLLOWING the signing of a long-term management contract are Jimmy Key (center left), of Key Talent, Nashville, and Columbia's Billy Walker (second from right). Looking on approvingly are Decca artist Jimmy Newman (left) and Dave Dudley, Mercury artist, both of whom are also managed by Key Talent.

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Say You Saw It in Billboard

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 8/15/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	DANG ME Roger Miller, Smash 1881	11	27	27	BE QUIET MIND Ott Stephens, Reprise 0272	10
2	6	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8383	6	28	25	TAKE MY RING OFF YOUR FINGER Carl Smith, Columbia 43033	9
3	3	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	9	29	28	SLIPPING AROUND Marion Worth & George Morgan, Columbia 43020	15
4	4	MEMORY #1 Webb Pierce, Decca 31617	12	30	44	ASK MARIE Sonny James, Capitol 5197	2
5	2	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	21	31	46	BLUE BIRD LET ME TAG ALONG Rosa Maddox, Capitol 5186	3
6	5	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	9	32	32	BE BETTER TO YOUR BABY Ernest Tubbs, Decca 31614	9
7	10	PASSWORD Kitty Wells, Decca 31622	12	33	31	SUGAR LUMP Sonny James, Capitol 5197	5
8	8	TOGETHER AGAIN Buck Owens, Capitol 5136	20	34	35	BLUE GUITAR Sheb Wooley, MGM 13241	5
9	7	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1265	9	35	40	MR. AND MRS. USED TO BE Ernest Tubbs & Loretta Lynn, Decca 31643	4
10	9	BURNING MEMORIES Ray Price, Columbia 42971	23	36	37	CHET ATKINS, MAKE ME A STAR Don Bowman, RCA Victor 8384	4
11	13	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	12	37	34	SWEET ADORABLE YOU Eddy Arnold, RCA Victor 8363	5
12	12	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	16	38	38	MEET ME TONIGHT OUTSIDE OF TOWN Jim Howard, Del-Mar 1013	5
13	11	WHERE DOES A LITTLE TEAR COME FROM George Jones, United Artists 724	9	39	29	PUT YOUR ARMS AROUND HER Norma Jean, RCA Victor 8328	9
14	16	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43030	11	40	36	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	23
15	15	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	14	41	41	I'M A WALKIN' ADVERTISEMENT (For the Blues) Norma Jean, RCA Victor 8328	10
16	17	ME Bill Anderson, Decca 31630	4	42	39	GONNA GET ALONG WITHOUT YOU NOW Skeeter Davis, RCA Victor 8347	14
17	20	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	6	43	45	BLUE SMOKE Warren Smith, Liberty 55699	3
18	14	CIRCUMSTANCES Billy Walker, Columbia 43010	17	44	47	TALKING TO THE NIGHT LIGHTS Del Reeves, Columbia 43044	2
19	19	BAD NEWS Johnny Cash, Columbia 43058	4	45	—	WORKIN' IT OUT Lester Flatt & Earl Scruggs & the Foggy Mountain Boys, Columbia 43080	1
20	18	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	22	46	42	GUESS WHAT, THAT'S RIGHT, SHE'S GONE Hank Williams Jr., MGM 13253	4
21	21	INVISIBLE TEARS Ned Miller, Fabor 128	17	47	48	LOVE IS NO EXCUSE Jim Reeves & Dottie West, RCA Victor 8324	21
22	23	ONE IF FOR HIM, TWO IF FOR ME David Houston, Epic 9690	6	48	49	FROSTY WINDOW PANE Joe Penny, Sims 173	5
23	22	PICK OF THE WEEK Roy Drusky, Mercury 72265	15	49	50	THE NESTER Lefty Frizzell, Columbia 43051	2
24	30	RHINESTONES Faron Young, Mercury 72271	3	50	—	SAM HILL Claude King, Columbia 43083	1
25	24	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	17				
26	26	I STEPPED OVER THE LINE Hank Snow, RCA Victor 8334	7				

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	11	12	12	THERE STANDS THE GLASS Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	7
2	2	MORE HANK SNOW SOUVENIRS RCA Victor LPM 2812 (M); LSP 2812 (S)	17	13	14	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	27
3	3	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	6	14	15	ROGER AND OUT Roger Miller, Smash MGS 27049 (M); SRS 67049 (S)	2
4	6	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	32	15	13	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	23
5	5	BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	6	16	16	FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	20
6	10	PORTER WAGONER—IN PERSON RCA Victor LPM 2840 (M); LSP 2840 (S)	9	17	20	GOLDEN COUNTRY HITS Hank Thompson, Capitol T 2089 (M); ST 2089 (S)	2
7	7	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	31	18	19	THANKS A LOT Ernest Tubbs, Decca DL 4514 (M); DL 74514 (S)	2
8	4	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	28	19	18	BLUE AND LONESOME George Jones, Mercury MG 20906 (M); SR 60906 (S)	7
9	8	BILL ANDERSON SINGS Decca DL 4499 (M); DL 74499 (S)	18	20	17	OUR MAN IN TROUBLE Don Bowman, RCA Victor LPM 2831 (M); LSP 2831 (S)	9
10	11	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	2				
11	9	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	32				



KITTY WELLS, Decca recording artist and "Grand Ole Opry" star, long known as the Queen of Country Music, is currently enjoying high chart position and heavy air play with her recording of "PASSWORD" (Decca #31622).

(Advertisement)

Shirlee Hunter On Fair Trek

RICHMOND, Va. — Shirlee Hunter, recently signed as a regular once-a-month feature with the "WWVA Jamboree," Wheeling, W. Va., last Wednesday (5) kicked off a string of fair dates arranged by Jim Gemmill Productions here. She played the Grafton, W. Va., event Wednesday, and followed with the fair at Boonville, N. Y., Friday and Saturday (7-8).

Other fairs on the route are those at Roanoke, Va., Aug. 10; Williams Township, Pa., 11; Waynesburg, Pa., 19; Walton, N. Y., 20; Newburgh, N. Y., 21; West Friendship, Md., 22, and Front Royal, Va., 24-29. Miss Hunter makes her regular appearance on "WWVA Jamboree" Saturday (15). September dates include McConnellsburg, Pa.; Big F Park, Hedgesville, W. Va.; Gloucester, Va.; Fair; Kingston, N. Y., and Monroe, N. C.

Kiwanis Charities To Benefit From WCMS's Promotion

NORFOLK — Johnny Cash, the Statler Brothers, June Carter and Don Reno and Red Smiley and the Tennessee Cut-Ups will be the features in Station WCMS's Radio Ranch promotion slated for two performances at Municipal Auditorium here August 23.

George A. Crump, producer of the show and president of WCMS-AM and FM, announces that all proceeds will go to the charities supported by the Norfolk, Portsmouth and Virginia Beach Kiwanis clubs.

Emcee chores will be handled by WCMS's Four Horsemen—Carolina Charlie Wiggs, Hopalong Joe Hoppel, Travelin' Jesse Travers and Sheriff Tex Davis.

KTVT-TV Beams C&W Saturdays

FORT WORTH—Three and a half hours of country and western music, both film and live, is being telecast each Saturday night on KTVT-TV, Fort Worth, from 6 to 9:30 p.m.

The Wilburn Brothers show from Nashville opens at 6 p.m., followed by "Cowtown Jamboree" at 6:30 p.m., telecast live from Panther Hall here, with well-known c&w artists as guest stars.

At 7:30 p.m. it's the "Porter Wagoner Show" from Nashville, followed by "Grand Ole Opry" at 8 p.m. and ending with the live telecast of the "Big D Jamboree" from the Sportatorium in Dallas, with Lawton Williams as emcee.

BILL ANDERSON WROTE IT!!!



Mercury

RALPH EMERY

Sings

"I CRY AT BALLGAMES"

BILL ANDERSON WROTE IT!!!



Capa

JOHNNY FOSTER

Sings

'My Own'

BILL ANDERSON WROTE IT!!!



Capitol

CHARLIE LOUVIN

Sings

"I DON'T LOVE YOU ANYMORE"

BILL ANDERSON SINGS!!!!!!!



Decca

"ME"

and

"CINNATI OHIO"

MOSS ROSE PUBLICATIONS, INC.

Hubert Long, Pres. Walter Haynes, V. P.

806 16th Ave. So. Nashville, Tennessee

Copyrights

Stone Re-Inks With Cap

LOS ANGELES — Cliffie Stone, country music artist and promoter, 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, Rose Maddox and Stan Freburg.

New C&W Label Bows

MONROE, Mich.—A new label, American Artist Records, devoted entirely to country and western music, has been formed here by Rufus Shoffner, formerly engaged for nine years in the juke box operating business in this area. New firm's headquarters are at 1026 Lapplaisance Street here. Company's initial release, spotting 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.

audio / video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

Big Consumer Ad Program To Back Webcor Recorders



VISCOUNT IV



REGENT IV



COMPACT MODEL 2501

CHICAGO—Webcor's recently introduced line of tape recorders, ranging in price from \$89.95 to \$500, is being backed by an intensive advertising campaign that includes more than 135 consumer magazine ads scheduled between September and the end of the year.

All models, with the exception of two Compact recorders, feature the Webcor "Magic Brain," which automatically aligns the record, playback and erasing tracks.

Six speakers and three-speed stereo system are among the fea-

tures found in Webcor's Coronet Model 2522 stereo tape recorder. Two and four-track stereo operation and two extremely sensitive ceramic microphones are included at a retail price of \$259.95.

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

crophones. 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 monitor tone control. Retail price is \$159.95.

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

NO MICROPHONES USED

Repeat Releases First Singles in Move to Broaden Catalog Appeal

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

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

The controversial company uses the Barcus-Berry direct recording process which eliminates microphones for a specially designed transducing system. This process converts an instrument's energy into an elec-

trical 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 stereo separation is also truer with the direct record process and only two channels are required instead of the usual three.

The new products just released are the LP's "Rural Rythm," a country and western package, and "Dvorak's Quin-

tet in G, Opus 77," by a studio quintet. The single is "Orange Blossom Special" culled from the "Rhythm" album. Repeat's first two LP'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 *(Continued on page 33)*

Ampex Names Nine Mgrs.

REDWOOD CITY, Calif. — The Ampex Corporation has named nine new district managers to handle sales and service of its audio tape recording equipment, and 10 new area distributors to handle sales for the firm's VR-1500 closed-circuit videotape television recorders.

The audio tape recording district managers are: Joseph Kazimer, Chicago; James W. Lantz, Oakland; Raymond Ingman, Cleveland; William Haas, Detroit; Barry Goldman, Baltimore; Donald Bruce, Cincinnati; Roderick Hunt, Bloomfield, N. J.;

Lee Manning, Miami, and John Slayton, Kansas City.

Videotape distributors are: Dynamic Associates, Burlingame, Calif.; AV Electronics, Fresno, Calif.; Mardix, Culver City, Calif.; S. Sterling Company, Southfield, Mich.; Video Systems Engineering, Minneapolis; Sound-Photo Equipment Company, Lubbock, Tex.; Consolidated Watland Brothers, Chicago; Pierce-Phelps, Philadelphia; Shrader Sound, Inc., Washington, and W. D. Gatchel & Sons, Louisville.

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 Vrontikis in Salt Lake City, Cottonwood and Granger, Utah.

Highly successful appliance and television dealers, the Vrontikis 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

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

BEST SELLING TRANSISTOR RADIOS

POSITION				
This Issue	4/18/64 Issue	1/18/64 Issue	BRAND	% OF TOTAL POINTS
1	1	1	Magnavox	17.4
2	2	2	RCA Victor	15.5
3	3	6	Zenith	13.2
4	6	4	General Electric	11.1
5	7	8	Channel Master	8.0
6	—	7	Motorola	7.0
7	—	—	Global	4.4
8	4	5	Sony	3.0
			Others	20.4

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

4/18/64 Issue: Philco (5).
1/18/64 Issue: Panasonic (3).

BEST SELLING CLOCK RADIOS

POSITION				
This Issue	4/18/64 Issue	1/18/64 Issue	BRAND	% OF TOTAL POINTS
1	2	1	RCA Victor	20.6
2	3	3	Magnavox	18.7
3	4	2	General Electric	18.5
4	1	4	Zenith	17.9
5	7	6	Motorola	8.8
6	—	5	Emerson	4.7
			Others	10.8

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

4/18/64 Issue: Admiral (5); Philco (6); Panasonic (8).
1/18/64 Issue: Arvin (7); Admiral (8); Westinghouse (9).

(Continued on page 33)

Chain Ups Sales 15% Annually for Last 20 Years; Credits Meetings

main store every Thursday, Friday and Saturday morning to insure that each store benefits by the others' experience.

On Thursday morning managers of the hi-fi stereo departments in each store discuss problems affecting such things as service, customer approach, display methods and demonstration. On Friday morning the promotions for the following weekend are limelighted, often with demonstrations by factory representatives and other experts.

Discuss 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 meetings, brief as they are, 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 equable competition which takes into consideration such factors as traffic and square footage in the store, the incentive program awards the manager who does the top sales volume for the month with a *(Continued on page 32)*

\$51,000,000 a day in gift sales!



All-transistorized battery-operated portable! Weighs only 4¼ lbs. . . . plays all speeds, all record sizes. Model AG-4000, only

\$39⁹⁵
LIST

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!

MADE IN HOLLAND BY PHILIPS

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.

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., 35E. WACKER DR.,
CHICAGO 1, ILLINOIS, PHONE: DE2-5788

NAME _____
TITLE _____
COMPANY NAME _____
ADDRESS _____
CITY _____ STATE _____ ZIP CODE _____



B I 7



Deluxe all-transistor portable with big 7" Ticonal speaker! Model AG-4126, only

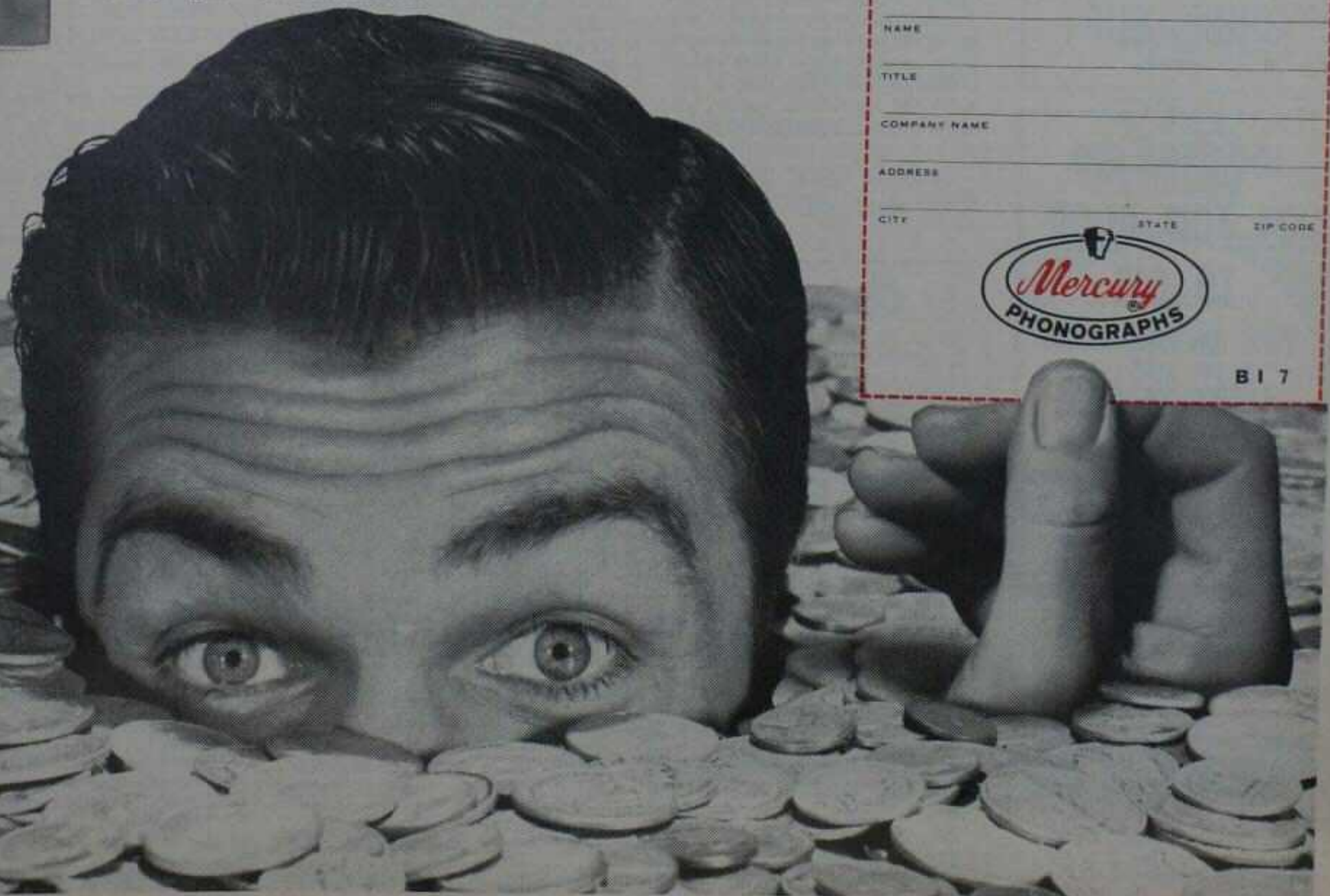
\$59⁹⁵
LIST

A. C. converter extra



Magnificent portable stereo phono, console-quality performance! Model AG-9125, only

\$139⁹⁵
LIST



Engineer Creates Unique LP Unit

By DAVID LACHENBRUCH
Contributing Editor

A man with a mission and an invention came to town last week. He's Jean Fofounis, a Swiss engineer from Lausanne and president of a manufacturing firm there called Gerinvox, S. A.



His mission was a seven-and-a-half-year drive to overcome what he considers the basic shortcoming of the long-playing record. While LP disks might conceivably be acceptable for complete works such as symphonies, he has been personally

dissatisfied with the inconvenience of LP's for playing short selections, such as popular music.

Fofounis has come up with a new long-playing system which doesn't use LP records. He enthusiastically calls it "the first real change in record player design in 30 years."

His "Discomatic" resembles a juke box movement—although it's designed for home use and is priced far below the juke box range. It accommodates up to 40 seven-inch records, placed vertically in a plastic rack. It can play any or all of them—either side or both sides.

THE MACHINE consists of three major components—a stationary base and push-button system, a traveling record selector and playing arm assembly driven by a small electric motor, and the record rack, which may be lifted out of the assembly and another rack of 40 records put in its place. Each record slot is numbered, and a series of 80 pre-selector-buttons lets you select the program to be played. Records may be rejected or the entire selection canceled by pushing levers. It can play either 33 or 45 r.p.m. seven-inch records. Used with 33's, it provides about 10 hours of playing time.

The complete unit, with amplifier and speaker, can be accommodated in a large suitcase-style cabinet. The records are played vertically. The machine has one tone arm and one cartridge with two diamond needles—one protruding from each side of the cartridge, so that either side of the record can be played in its vertical position.

Fofounis says he has interested two large British phonograph manufacturers in the system—British General Electric Company (GEC) and Standard Telegraph Cables (an ITT subsidiary) and they will unveil their versions of Discomatic, using Fofounis' components, at the British Radio Show which opens in London Aug. 28. His own

company is also producing portable Discomatic phonos for the Swiss market. They'll sell there for about \$175.

THE INVENTOR was in the U. S. to try to interest American phono manufacturers in the idea. His company hopes to supply the recording components to American manufacturers for assembly on their own production lines. The complete component kit, unassembled, costs \$36. Fofounis says Gerinvox is now making them at the rate of 5,000 per month and hopes to be turning out 10,000 monthly by the end of the year.

We don't pretend to know what kind of appeal this "home juke box" will have for the consumer market, but there's no question it's an ingenious device.

DIMENSIONS OF FM: In one of our columns last year, we undertook to estimate the size of the FM radio market. At that time, we forecast 1963 sales of FM receiving devices of all kinds at about 5,100,000 units.

It appears that we came out just about right, and the estimated 5.1 million FM sales last year were divided about this way: Domestically manufactured table, clock and portable sets with FM—1,545,000 units. Domestic phonographs with built-in FM—1,451,000. TV-phono combinations with FM—319,000. Component FM tuners—about 50,000. Auto FM radios—about 200,000. Imported FM receiving devices (all categories)—1,575,000.

Some of our estimates last year (table, clock, portable, phono) were a little high, but one—imports—was far too low, so they balanced each other.

For 1964, we conservatively estimate an increase of 20 per cent—to about 6,000,000 units. Sales could go as high as 6,500,000. Here is our prediction for this year, based on trends to date:

DOMESTIC TABLE, clock and portable sets—up 30 per cent to 2,000,000 units. Phonographs with FM—up less than 5 per cent to 1,500,000. TV-phono combinations with FM—unchanged at about 300,000. Component tuners—up 20 per cent to 60,000. Auto FM radios—big jump to 350,000. Imports—up about 13 per cent to 1,775,000.

The following year—1965—could be FM's year of the big move forward, to sales of as many as 8,000,000 sets. Many factors enter into this forecast, the most important of which is the anticipated increase in separate programming on FM stations.



C. VERNON PHILLIPS has been named to the newly created post of manager of phono products, consumer products division, Motorola, Inc. Phillips was previously a marketing executive since 1953 with General Electric.

Philco Appoints James Balderston

PHILADELPHIA—The Philco Corporation has named James C. Balderston assistant to the controller. Formerly supervisor of product plans and pricing, Balderston is now responsible for the planning and co-ordination of recruiting for the Corporate Finance Staff and for divisional controllers' offices. He'll also assist the controller in the management development, ranking, salary administration and organization of finance staff and divisional finance personnel.

Sandell Named By 3M Division

ST. PAUL—G. W. Sandell, formerly general manager of 3M's Revere-Wollensak division, has been named general sales and marketing manager of Videotape Productions, New York, a 3M subsidiary.

Sandell will be succeeded in his Revere post by R. J. Gavin, newly appointed vice-president and general manager of the division.

Zenith Subsidiary Names Walt Weiss

CHICAGO—Walter A. Weiss has been named vice-president and general manager of the Rauland Corporation, Zenith Radio Corporation's cathode ray tube manufacturing subsidiary. He replaces W. E. Phillips, who is retiring. Prior to joining Rauland, Weiss was associated with Sylvania Electric Products, Inc., Seneca Falls, N. Y., for 23 years.

HENRY ANDEREGG has been named a Magnavox Company zone manager, covering Texas, Oklahoma, Louisiana, New Mexico, Colorado and parts of Wyoming, Arkansas and Mississippi. Formerly regional manager in Salt Lake City, Anderegg will headquarter in Dallas. He succeeds William Scott, who has been transferred to Salt Lake City.

ADMIRAL TAKES ELEVEN FISHING

CHICAGO—Admiral is taking 11 of its distributor sales managers for a Florida weekend vacation. It's a reward for being tops in radio sales. Winners include: David E. Shirley, Knoxville, Tenn.; Hugo Sharp, Toledo; Jerry A. Morgan, Sioux Falls; Cal G. Jebens, San Antonio; Ves Taylor, Grand Rapids, Mich.; Charles Kinzig, Dayton; Andy L. Anderson, Columbus; R. J. Van Osdol, Peoria, Ill.; Lou Miller, Atlanta; I. Abraham, Kingston, Pa., and Marty Manin, Philadelphia.

A TREMENDOUS HIT!!!

THE BACHELORS

"I BELIEVE"

London 9672

LONDON RECORDS

LOUISIANA RED

I'M TOO POOR TO DIE

JP-3002

GLOVER RECORDS

FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO
Box 1941 Bridgeport, Conn.

Say You Saw It in Billboard

Ampex Renames Tapes

REDWOOD CITY, Calif. — Ampex is changing the name of its prerecorded tape manufacturing division from United Stereo Tapes to Ampex Stereo Tapes. John N. Latter, vice-president and general manager, said the new name more clearly identifies the production of prerecorded tapes with Ampex and reflects the company's intensified activity in the consumer field.

From an initial library representing 10 recording companies in 1959, Ampex has

grown to where it now offers 1,200 selections from 17 major recording companies, including ABC Paramount, Aeolian-Skinner, Atco, Atlantic, Audio Fidelity, Col-Pix, Command, Impulse, Kapp, London, MGM, Richmond, Vanguard, Verve, Warner Bros., Westminster and World Pacific.

Latter said the ampex prerecorded tape manufacturing plant will move to a new location in Hackensack, N. J. Marketing will continue to be headquartered in Elk Grove Village, Ill.

Chain Ups Sales 15% Annually

• Continued from page 30

\$50 award, the top salesman with \$20, plus smaller, \$10 prizes for other salesmen.

The Vrontikis brothers cheerfully pay out the bonus awards month after month, since the program has helped them to reach their annual goal—a sales hike of 15 per cent. That Vrontikis Bros. has never failed to reach this goal in the space of 20 years is a remarkable situation, but nevertheless true.

Break Up "Demos"

Store managers and salespeople get plenty of opportunity to compare notes. For example, it was found at one store that "breaking up" demonstrations into small individual rooms, only large enough for the salesman, the prospect and the stereo equipment being shown was so much more effective than at-

tempting to do the same thing in a single large area. All stores have since changed over to this sort of display system.

One store found, through assiduous testing, that weekend loanouts of stereo tape recorders, phonographs and even components made so many more sales that this, too, was adopted by the Salt Lake City chain.

"We want the customer to get exactly the same good treatment in each store," Nick Vrontikis said, "right down to the way he is greeted, how his questions are answered, and how demonstrations are carried out. It means a lot of long miles of driving for all personnel to reach the headquarters store early every Thursday, Friday and Saturday morning, but we have found this more than worthwhile."

Electro-Voice Sales, Net Dip

BUCHANAN, Mich.—Electro-Voice, Inc., has reported sales of \$2,519,000 for the quarter ended May 31, compared with \$2,765,000 for the same period last year.

Net income for the period hit \$10,000, equal to 2 cents per share, compared to a profit a year earlier of \$46,000, and 9 cents per share.

NICK'S HI-FI SUCCESS IS KEYED TO QUALITY

NASHVILLE—Quality and conscientiousness are the key words at Nicholson's High-Fidelity Center in Nashville.

Perhaps one of the largest record and equipment dealers in the Midsouth, Nicholson's started in 1946 as a small appliance shop.

"We evolved very slowly into a high fidelity center," President A. M. Nicholson said.

In 1959 "Nick's" business had developed so much he had to move into new quarters. The business moved to its present location on 19th Avenue South.

Nicholson's features a full stock of records from c&w to classics. Two soundproof rooms are maintained for the display and demonstration of high fidelity equipment. The store also has a large workshop where Nicholson does much of the repair work himself.

A specialty is custom installations. According to Nicholson, the records and equipment complement each other.

"At first we started with just a few records but had to expand because customers wanted to choose different types of music to use on the equipment they picked," he said.

Nicholson keeps a full line of small accessories and has "one of the largest stocks of prerecorded tapes in the nation."

No Microphones Used

Continued from page 30



MIKELESS SESSION: Classical musicians tape an LP for Repeat Records, using the revolutionary Barcus-Berry direct recording process. Each instrument is wired to transmit energy direct into a mixing machine and then onto tape, eliminating the need for microphones. From left to right, the musicians are John Berry on modified violin; Marshal Sosson, modified violin; Roland Bundock, modified bass; Kurt Reher, modified cello, and Louis Kievman, modified viola.

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 violoncello and bass violoncello and snare drum.

Berry says engineer Barcus 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 led us away from conventional mike design to none at all," Berry said.

The a&r man explained that working with classical music provided the best environment since the sound is always truer than 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

PHONOGRAPHS, RADIOS & TAPE RECORDERS

Continued from page 30

BEST SELLING AM-ONLY TABLE RADIOS

POSITION	ISSUE		BRAND	% OF TOTAL POINTS
	This Issue	4/25/64		
1	4	3	General Electric	23.1
2	1	1	RCA Victor	22.9
3	3	2	Magnavox	15.1
4	2	4	Zenith	13.2
5	5	6	Motorola	10.6
6	—	—	Olympic	3.4
			Others	11.7

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

4/25/64 Issue: Philco (5); Admiral (7).

1/11/64 Issue: Emerson (5); Panasonic (7); Monarch (8); Arvin (9); Westinghouse (10).

BEST SELLING AM-FM TABLE RADIOS

POSITION	ISSUE		BRAND	% OF TOTAL POINTS
	This Issue	4/25/64		
1	1	3	Zenith	19.6
2	2	1	Magnavox	17.0
3	4	4	General Electric	16.4
4	3	2	RCA Victor	12.9
5	8	7	Motorola	5.6
6	5	4	Panasonic	4.0
7	6	6	Masterwork	3.9
			Others	20.6

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

4/25/64 Issue: Philco (6).

1/11/64 Issue: Granco (8)

NEWS OF THE WORLD

Continued from page 27

SYDNEY

Already receiving tremendous airplay in Australia, Allan Sherman's "Hello Mudduh, Hello Fadduh" on Warner Bros. is selling well for the Australian Record Company. . . . ARC's General Sales Manager Ray Bull, after a flying trip around the capital cities of Australia, reports that Peter, Paul and Mary's Warner Bros. albums, singles and EP's are still drawing excellent sales despite the fact that it is two months since the famous trio performed in this country.

Belinda's export department is swinging again after the quiet period when few local records were being made. In addition to placing "Poisin Ivy" with Bigtop Records, Inc., for the World Ex-Australasia, they have now been successful in having "It's Party Time," by Franz Conde and Warren Williams, released in France. Two recordings will be released by Petula Clark and Burt Blanca. Originally recorded by Williams on the Festival label, "It's Party Time" is an important export for the Williams-Conde Company in Sydney.

Ron Gillespie, managing director of W&G Records, advised Billboard of the simultaneous worldwide release of a new locally produced single entitled "The Flipper"—an instrumental side recorded by an Australian group, the Breakaways. Among the countries and companies participating in the release are Ariola Records (Germany), Melbourne Records (Canada), H.M.V. (New Zealand), Disco Importadora (Mexico), Melbourne Records (U. S. A.), Electro Acoustic (Malaysia), and Troubadour Records (South Africa). "The Flipper" is an original by a member of the Breakaways and Australian publishing rights are held jointly by Leeds Music and Woomera 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 rocketed to the top on national charts last June, other companies are jumping on the bandwagon by reviving old rock standards. The latest waxing to come from the vaults is Freddie Bell's "Ding Dong" from Mercury on Philips. . . . Kevin Ritchie, sales promotion EMI (Australia) reports heavy advance sales on the Beatles' album "Hard Day's Night" which hit the market Aug. 6. . . . J. Alberts & Sons, music publishers, have gone into the independent field of producing records 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 Lea label. . . . Johnny Devlin, Festival artist who recently appeared as a supporting artist with the Beatles during their Australian and New Zealand tour, has just completed an album for Festival Records titled "Songs I Sang With the Beatles." Devlin leaves soon for a month's tour of New Zealand.

GEORGE HILDER

PARIS

Henri Salvador, whose Salvador label is distributed by Philips, has created a new label, Rigolo, which will be distributed by Vogue. Artists signed to the new label are Tiny Yong, Audrey, Jacky Moulere and Salva-

dor himself. . . . First stars of the new season at the Olympia will be Trini Lopez, Aug. 20, and Dionne Warwick, Sept. 15.

Actress-singer Jacqueline Danon will appear on Broadway this fall in a musical. Capitol has been getting good reaction to their promotional activities for her in the States. . . . Philips is running a record dealer promotion. Winners will receive French National Lottery tickets. Some 140 albums are involved in the sales sweepstakes.

Regine, whose night club is well known here, has made her singing debut on the Bel Air label. Charles Aznavour is writing special songs for her. . . . French Music reports that Steve Lawrence, currently on Broadway with "What Makes Sammy Run," will cut Aznavour's success, "Et Pourtant" (Yet I Know) for Columbia.

GRANDJEAN

DUBLIN

As expected, Beatles' movie "A Hard Day's Night" at Dublin's Savoy is doing excellent business, as is album of same title. . . . Come autumn Telefis Eireann's top disk exposure outlet, "Pickin' the Pops," is expected to be revived. . . . Freddie and the Dreamers set for three-day tour Sept. 10. . . . Irish singer John Doherty will be among those at the Liverpool Folk Festival in October. . . .

Dominic Behan's current tour for Paul Russell, Ltd., a record-setter. Initial reaction to his "When I'm 20" indicates a certain hit follow-up to "Liverpool Lou," which continues to sell very well. . . . Brian Poole and the Tremeloes at present making "A Touch of the Blarney" on location around Dublin. . . .

Little Richard tours for four days Oct. 9. . . . Tourist trade this year looks much better than last. . . . Michael O'Duffy, whose "Many Young Men of 20" EP is selling briskly, flew in for concerts and an extended vacation. . . . Slim Whitman set for his first tour here in October. . . .

"Finian's Rainbow," first seen here in 1957, opened at the Gaiety, starring Alice Dalgarno, Jimmy O'Dea and Milo O'Shea. Pye issued new Reprise Repertory Company album of show. . . . Telefis Eireann screened a special half-hour show featuring the Oscar Peterson Trio.

KEN STEWART

COPENHAGEN

The East German song contest was won by 26-year-old Danish singer Jette Ziegler singing the Italian song "Caracola." Gigliola Cinquetti, who won the European Song Contest in March at Tivoli, came here from Italy for TV appearances. She has gotten Danish composer Hugo Gyldmark to write songs for her next recording session. . . . The Hamlet Grand Prix song contest, held annually at Elsinore, was won by Lys Assia. . . . Osvold Helmuth just celebrated his 70th birthday. . . . Danish soldiers with the UN on Cyprus elected Tove Reinau to appear in their first military show on the island. Danish accordionist Mogens Ellegard will have his fourth album released this month in the U. S. on the Insignia label.

ERICK HAAEST

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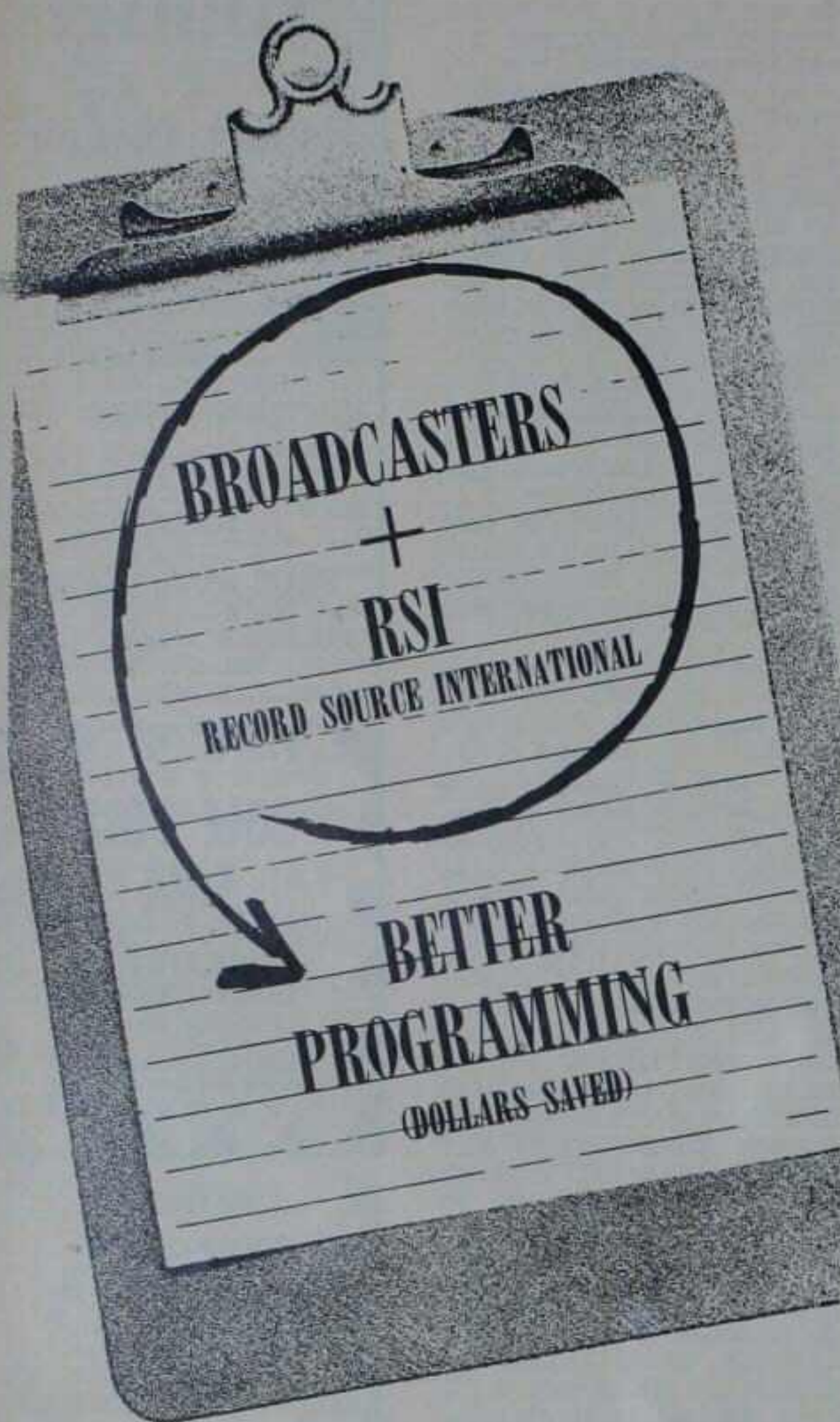
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hensible dilemma! In some ways it parallels the answer we received from Columbia when we sent a query on special juke box recordings, "people who listen to juke box recordings don't buy those records." We have quoted this daily to many people who insist "I know it's a 45, I played it on a juke box."

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Lauren H. Grandy, Manager Apex Music Korner Schenectady, N. Y.

• Ed.: Reader Grandy refers to Billboard, July 25, in which Goddard Lieberman, Columbia president, stated that Columbia is exploring various methods of expanding the classical LP market and noted "a serious decline in the number of record retailers who carry a full line of classical product," while the costs of producing classical repertoire is increasing substantially.

I procure records and pre-recorded tapes for an overseas military exchange system. You would think most record and tape companies would be more than happy to send me their latest release information so that I could consider placing orders. Rather, I find it most difficult to obtain this information from most record companies. Could you utilize your Letters to the Editor column to let record companies know some of the problems we record buyers have. I certainly don't have the time to write to each company. Thanks.

F. G. Lewis, Record Buyer Headquarters, Far East Exchange Service 8th Army—Fifth Air Force APO 503, San Francisco, Calif.

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via bus. The promotion received coverage in The Valley Times, a daily newspaper covering the San Fernando Valley.

Operetta to Make Tour

NEW YORK—An authentic version of the Johann Strauss operetta, "Wiener Blut" (Vienna Life), will make a coast-to-coast tour of the U. S., according to Klaus Kolmar, head 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 prepared in Vienna, will tour here. It opens at the Greek Theater, Los Angeles, Aug. 3; plays Carter Barron Amphitheater in Washington, D. C. the week of Aug. 17; then goes to O'Keefe Center in Toronto, Aug. 25; splits a week in Ottawa and Montreal Sept. 1-2 and 4-6, then opens at the Lunt Fontanne Theater here for three weeks beginning Sept. 11. A six-week, one-nighter tour begins Oct. 5.

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

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WAVA is practically an all-news broadcasting station during the week, and will continue putting on news and other items every 8 minutes during the week-end show. Grant will conduct informal telephone conversations, with requests from fans for their favorites on the air.

Newley Show Opens

LONDON—Norman Wisdom has opened in the pre-London Anthony Newley-Lesley Bricusse musical, "The Roar of the Greasepaint—The Smell of the Crowd." Newley has directed the musical, but he will not record any of the 17 songs which Essex Music is publishing.

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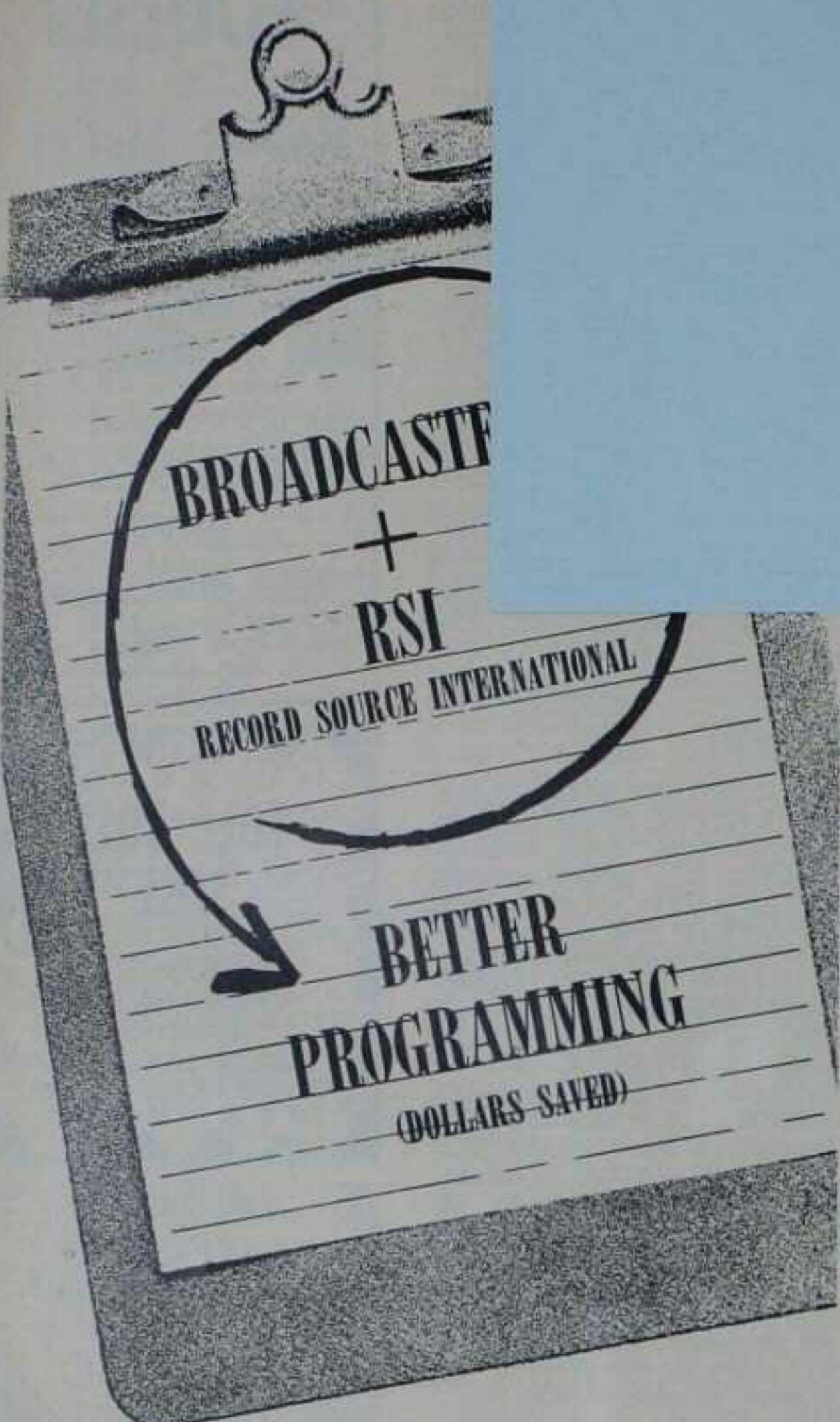
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LETTERS TO THE EDITOR

Our college plans to sponsor concerts using name performers. Can you help us? For our school, Mankato State College, we are interested in Peter Nero, Al Hirt, New Christy Minstrels, Harry Belafonte, and Peter, Paul and Mary.

Jon N. Kietzer
Vernon Center, Minn.

• Ed.: Copy of Billboard's Music on Campus edition sent.

This open letter is a deep expression of sympathy for poor Mr. Lieberman. I too fail completely to understand why dealers like myself no longer stock that marvelous classical catalog which my customers can buy much cheaper than I through the club plan which poor Mr. Lieberman fostered—or from the chain stores or the racks or Sam Goody. A most incomprehensible dilemma! In some ways it parallels the answer we received from Columbia when we sent a query on special juke box recordings, "people who listen to juke box recordings don't buy those records." We have quoted this daily to many people who insist "I know it's a 45, I played it on a juke box."

Unfortunately, our store only averages about one thousand customers for records per week during normal times, so we are in no position to judge a general public demand.

Lauren H. Grandy, Manager
Aurex Music Korner
Schenectady, N. Y.

• Ed.: Reader Grandy refers to Billboard, July 25, in which Goddard Lieberman, Columbia president, stated that Columbia is exploring various methods of expanding the classical LP market and noted "a serious decline in the number of record retailers who carry a full line of classical product," while the costs of producing classical repertoire is increasing substantially.

I procure records and pre-recorded tapes for an overseas military exchange system. You would think most record and tape companies would be more than happy to send me their latest release information so that I could consider placing orders. Rather, I find it most difficult to obtain this information from most record companies. Could you utilize your Letters to the Editor column to let record companies know some of the problems we record buyers have. I certainly don't have the time to write to each company. Thanks.

F. G. Lewis, Record Buyer
Headquarters, Far East Exchange Service
8th Army—Fifth Air Force
APO 503, San Francisco, Calif.

I'm in the country and western music business for 12 years as an artist and they call me the ambassador of c&w music over here. I'm starting my own radio show again here in Belgium called Melody Ranch. If you have any suggestions on how I can obtain country music, records and program ideas, I would be thankful. The fans here like real Bluegrass, five-string banjo and instrumental records.

Texas Kitty Prins
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S&S TAKES 'EM OUT TO BALL GAME

LOS ANGELES—The House of Sight & Sound, a key San Fernando Valley retailer, threw a baseball party, and over 200 persons took advantage of S&S's offer and went out to watch the Los Angeles Angels route the New York Yankees, 3-1, recently.

It was the second year that S&S had tied in with the Angels by offering a free ticket with the purchase of a radio during the special promotion.

Besides arranging for the loge tickets, President Jerry Johnson and associates rented three buses and provided all riders with free hot dogs and soda. Customers drove their cars to the store's two locations and went down to Dodgers Stadium via bus. The promotion received coverage in The Valley Times, a daily newspaper covering the San Fernando Valley.

Operetta to Make Tour

NEW YORK—An authentic version of the Johann Strauss operetta, "Wiener Blut" (Vienna Life), will make a coast-to-coast tour of the U. S., according to Klaus Kolmar, head 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 prepared in Vienna, will tour here. It opens at the Greek Theater, Los Angeles, Aug. 3; plays Carter Barron Amphitheater in Washington, D. C. the week of Aug. 17; then goes to O'Keefe Center in Toronto, Aug. 25; splits a week in Ottawa and Montreal Sept. 1-2 and 4-6, then opens at the Lunt Fontanne Theater here for three weeks beginning Sept. 11. A six-week, one-nighter tour begins Oct. 5.

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

WAVA Caters To 'Old Teens'

WASHINGTON—Old favorites and popular music for the "older-than-teens" will be featured on a new weekend "Million Dollar Sound" show by Milt Grant over WAVA, AM-FM, Arlington, Va. Grant, formerly a strong teen-dance emcee on WTTG-TV and latterly deejay for a radio "network" featuring music for the teen set in the Washington area, will be heard on WAVA from 12 noon to 6 p.m. on Saturday and Sunday.

WAVA is practically an all-news broadcasting station during the week, and will continue putting on news and other items every 8 minutes during the weekend show. Grant will conduct informal telephone conversations, with requests from fans for their favorites on the air.

Newley Show Opens

LONDON—Norman Wisdom has opened in the pre-London Anthony Newley-Lesley Bricusse musical, "The Roar of the Greasepaint—The Smell of the Crowd." Newley has directed the musical, but he will not record any of the 17 songs which Essex Music is publishing.

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BULK VENDING news

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 Kresge 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 association with operators in other

cities when he finds it necessary to establish locations 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 stop in one of their branches or subsidiaries.

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

Kantor enters these arrangements for competitive reasons. Rather than allow another 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 the Missouri 3 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 refund the \$412,550, plus 6 per cent 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 machine license fee increase.

Under terms of the scheduled fee increase, Los Angeles County food and beverage machine operators would pay \$20 a location instead of the \$3 per machine health permit in the City of Los Angeles and \$2 a machine 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 beverage machine on location.

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

Hutchinson Named Oak Ala. Distributor

LOS ANGELES — The Oak Manufacturing Company here has authorized H. B. Hutchinson, a veteran of 17 years in bulk vending in Atlanta, to extend his Acorn distributorship to include Alabama. Hutchinson also represents the manufacturer in Georgia, Mississippi and Northern Florida.

Politicians Provide Poor Subjects for Charms

NEW YORK — While the charm vending business is based on novelty and current events, the 1964 Presidential campaign will probably provide little new material for the charm manufacturers.

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

But politics is a ticklish matter for the charm vending industry. Some manufacturers will surely come out with Johnson and Goldwater pins, and that should be the extent of it.

Not Sophisticated

Youngsters of the charm-buying age aren't too sophisticated politically, and their heros tend to be ballplayers and space explorers.

Also, even if the youngsters show some interest, it generally is the interest demonstrated by their parents. Hence a tot 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 machines.

Youngsters do collect political campaign pins, but these may be had for the asking, and the moppet can get exactly what he wants. In the vending machine he must take pot luck.

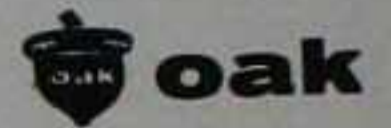
Kennedy Rings

Kennedy rings had been popular for many months, but that was after the late President assassination when he was a national hero rather than a political figure.

But passions are usually high in an election campaign, and a

youngster bringing home a trinket boosting the wrong candidate could hurt the bulk industry.

You count more with OAK!



MANUFACTURING COMPANY, INC.

11411 Knightbridge Ave., Culver City, California

BULK VENDORS

Clean, in Good Working Order

Victor Toppers, 1c B/G	\$ 8.50
Victor 2000's, 1c B/G, 100 ct.	16.50
Victor Vendoramas, 1c B/G	10.00
Victor Pen Machines	19.50
Atlas 1c & 5c B/G	13.95
N.W. Model 49, 5c mdse.	9.95
N.W. 1c B/G	9.95
N.W. Deluxe, 1c & 5c	9.95
N.W. Roll type Stamp, 25c, 10c	45.00
Silver Kings, 5c Mdse.	7.50
Schermack Roll type Stamp, 25c, 10c	45.00
Mills 6-col. Gum, 1c	9.95
DuGrenier 4-col., 1c	9.95
Stands, NEW, 12 lbs. each in lots of 10 or more	2.50

1/3 DEPOSIT ON ALL C.O.D. ORDERS.

SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

RAKE Coin Machine Exchange

1214 W. Girard Ave. Philadelphia, Pa. Center 6-4493

WAREHOUSE CLEARANCE BALL BUBBLE GUM
120 Count—250 Count Assorted Colors
21c per pound
"Write for Free Samples"
Terms: C.O.D., F.O.B. Los Angeles, Box A-269
The Billboard Publishing Co.
1520 North Gower St.
Hollywood, California 90028

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.80
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1/2 Tab Gum Mach.	18.00
N.W. Model #33, 1/2 Porc. Con-verted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1/2 Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.69
Pistachio Nuts, Jumbo Queen, White	.62
Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.64
Pistachio Nuts, Sheik, Red	.59
Cashew, Whole	.76
Cashew, Butts	.73
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Borton Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey's	.47

Rain-Blo Gum, 72 ct.	\$.32
Mall-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb., minimum prepaid on all Rain-Blo Ball Gum.	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

on the New

Northwestern

SUPER SIXTY



This capsule vendor is truly the most accurate on the market.
Handles all size capsules without "skipping," breaking or crushing.
Gold decorative front panel. Mammoth capacity.
Available with 5c, 10c or 25c Mechanisms

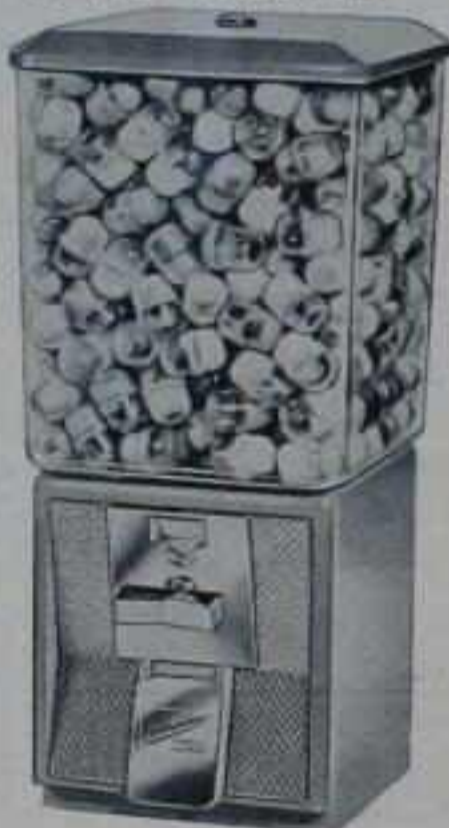
Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOnacre 4-6467

Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vendor.

Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE

Northwestern

CORPORATION

2843 E. Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

FIFTEEN DIFFERENT 10c CAPSULE MIXES FREE DISPLAY FRONT

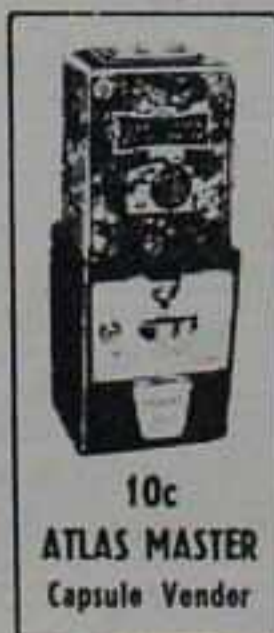
All mixes are packed 250 per bag hand counted . . . biggest value for the best quality in 10c Capsule vending.

FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The **PENNY KING** Company

2534 Mission St., Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



10c ATLAS MASTER Capsule Vender



BUILT FOR BUSINESS!

MARK-BEAVER Bulk Vendors serve you best—
• greater profits
• economy
• eye appeal.
MARK 1-4 Many models and combination units available. Send for full-line illustrated catalog, today.

VENDOR MFRS., INC.

1319 LEWIS ST. • NASHVILLE, TENN.
PHONE: 615-256-4148
(Distributor areas available throughout the world)

Vending Headquarters for VICTOR
The Most Complete and Finest Line of Bulk Vendors
NEW SELECTORAMA
BEAUTIFUL STORE WINDOW DISPLAY
Available in 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanisms. Unit can vend 100 count gum, V, V-1 and V-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for six or eight units.
Double or triple your sales with this great vendor. Write for further details, color circular and prices.
Large Stock of Vendors—Parts and Merchandise.
Write for Prices.
GRAFF VENDING SUPPLY CO., INC.
2817 W. DAVIS ST. DALLAS, TEXAS

BULK BANTER

COINMEN IN THE NEWS

Pacific Patter

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

BIG SAVINGS ON BALL AND VENDING GUMS

SAVE THE FLAVORS CENTERS AND COATING

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size . . . 38 1/2 lb.
 Chicle Ball Gum, 130 ct. . . 38 1/2 lb.
 Chloro-Vend Ball Gum . . . 43 1/2 lb.
 Chloro-Vend Chicks, 320 ct. . . 43 1/2 lb.
 Chicle Chicks, 320 & 520 ct. . . 39 lb.
 Bubble Chicks, 320 & 520 ct. . . 31 1/2 lb.
 Tab (short stick), 100 ct. . . 40c box
 5-stick Gum, 100 packs . . . \$2.00
 F.O.B. Factory 150 lb. lots

AMERICAN CHEWING PRODUCTS

40 years of manufacturing experience
 4th & Mt. Pleasant
 Newark, N. J. 07104

Johnson, Operators Vending, is on vacation. . . . **Bob Caplan**, Universal Sales, Oregon, was in Los Angeles and visited the Oak plant, where production has been doubled on the Titan and package vendors.

Bill Petron has added a new service truck for his operation. . . . **Art Vogel** made his usual stop last week at Acme Vending. . . . **Dave Sliykoff**, Civic Vend, spent some time at Acme picking up supplies. . . . **Sam Moriwaki** is in Paris on his jaunt around the world. Postcards are being received, which will serve as a picture tour of the areas he is covering. . . . **Al Soard** is reported to have purchased the route of **Will Dinges**. . . . **Ken Parsons** stopped off at Acme as did **Dave Smith**, for supplies. . . . **John Clem** was in from his home base in Whittier. . . . **Gene Lawrence**, Los Angeles operator, shopped at Acme. . . . **Dan Lally** and his family have moved into their home in Anaheim.

Arnold Provisor, general counsel for Operators Vending Machine Supply Company, is back from San Diego, where he spent a few days deep sea fishing. There is talk now of an operator's fishing derby. . . . **Danny Marshal**, Operators Vending shipping department, is back on the job following a vacation spent in Texas. . . . The daughter of **Bernie Salit**, Los Angeles operator, is touring Europe. She spent six months in Israel, where she worked during her stay. . . . The mumps have hit the **Rufus** twins. **Anita Rufus**, Operators Vending secretary, said **Susan** was first with **Mike** following. She says that the two-year-olds keep

(Continued on page 42)

Denver Doings

A welcome face at Draco Sales Company, Wurlitzer distributor here, is **Betty Ferguson Keys**, back in the office of distributor **Mike Savio** after an absence of three years. . . . **Mike Savio**, Draco Sales Company, has announced the purchase of **Deines Music Company**, Boulder, Colo., in partnership with **Howard Hold**. Until recently **Hold** was an operator in **Monte Vista, Colo.**, and before that a partner with **Savio** in the big Denver Wurlitzer distributorship. **Deines Music Company**, embracing a large tourist population almost the year around, as well as the University of Colorado with its 10,000 students, is an outstandingly good game and phonograph market.

Lee Wisecaver, Arvada, Colo., continues to concentrate on the bowling alley market, with probably more phonographs and games in bowling alley spots than any operator in the Denver area. . . . Reporting an extremely healthy market into mid-summer are **Ted Ross** and **Don Doctor**, Century Amusement Company, Greeley, Colo. Excellent agricultural and meat volume in the area have been responsible for much prosperity in the Greeley district.

Paul Scott, phonograph operator from Lander, Wyo., who operates a full-scale retail appliance business, was a recent winner in an appliance sales competition which brought him an all-expense trip to Miami. **BOB LATIMER**

Boston Briefs

Al Dolins, Hyannis, thinks he'll have to get a helicopter if he's going to keep his music route serviced, so great is the jam on the roads this summer. He admits that business is pretty good even at that. . . . **Dave Baker**, Melo-Tone Vending Inc., held a big party for a housewarming of his new home in Canton. Many notables, plus two officials of the NAACP were present. **Dave** is a life member of the organization and has worked for the cause for years. He has ample space now to ride his three horses. He lost one in a fire at a nearby stable where he had it boarded until he moved in.

Leo Gershman, Triangle Music Company, Providence, R. I., also held a housewarming with his wife **Shirlee**. **Leo** installed a genuine Turkish bath complete with bay leaves, which his friends call the "most fantastic thing since the sink." . . . Friends report that **Irwin Margold**, general manager of Trimont Automatic Sales Corporation, bought a new pair of golf shoes. They hurt so much that he played the last four

holes in his bare feet. He still won, though.

Bobby Dodd, Brockton operator, and his wife are expecting shortly. . . . **Ralph Cragan**, district manager for Wurlitzer, is visiting the area. . . . **Tom Byrne**, Redd Distributors sales staff, is back after a bout with hepatitis and off to Maine. **Bob Jones**, sales manager, is commuting from Cape Cod for the summer while the wife and kids are at West Hyannisport. . . . **Elliot Stone**, formerly of **Bernie's Music**, Cambridge, and an ex-deejay, is now presiding over the One-Stop at W. S. Distributing Company (Seeburg) in Allston. He's been in the business for 12 years. . . . **Tony Cinquegrana**, State Music Company, Pawtucket, R. I., and **Leo Del Dicci**, Del's Music Company, North Providence, R. I., are enthusiastic about the summer business, but both miss the fishing through the ice in Maine.

CAMERON DEWAR

Philadelphia Patter

The Variety Vending Corporation bowling team is in first place at the season's halfway

(Continued on page 42)

SPECIAL!

FOR \$22.50

We Will Give You



ONE NEW 5¢ ACORN JUMBO CHARM VENDOR

PLUS 600 JUMBO ROCKET CHARMS

Rush 1/3 With Order, Bal. C.O.D.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900

HEADQUARTERS FOR Northwestern SUPER 60

Capsule Vendor

- No Breaking
- No Crushing
- No Missing

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.



Call "HUTCH" Today for further information. No matter what your bulk vending requirements might be—we can help you!

A complete stock of machines, merchandise, parts and supplies is always available.

Write for complete list of prices.

H. B. HUTCHINSON, JR.
 Southeast Warehouse for Leaf Brand Gums
 1784 N. Decatur Rd., N.E.
 Atlanta 7, Ga.
 DR 7-4300

CARDINAL VENDING CO.

New, well-financed Vending Company needs area managers in various Ohio cities and in Pittsburgh. Candidates must be experienced in vending operations, between 30 and 40 years of age. Salary will be commensurate with experience. Interviews will be held soon in nearby cities. Send complete resume, including education, to

CARDINAL VENDING CO.
 1880 Guildhall Bldg.
 Cleveland 15, Ohio
 Attention, J. H. Smith

Vending Headquarters for VICTOR

The Most Complete and Finest Line of Bulk Vendors NEW SELECTORAMA®

BEAUTIFUL STORE WINDOW DISPLAY

Available in 1c, 5c, 10c, 25c or 50c coin mechanisms. Unit can vend 100 count gum, V, V-1 and V-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for six or eight units. Double or triple your sales with this great vendor. Write for further details, color circular and prices. Large Stock of Vendors, Parts and Merchandise. Write for Prices.

BITTERMAN & SON

Member National Vending Machine Distributors, Inc.
 4711 E. 27TH ST. KANSAS CITY 27, MO.
 Phone: WA 3-3900

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
 COMPANY _____
 ADDRESS _____
 CITY _____

Fill in coupon, clip and mail to:

KING & COMPANY

2700 W. Lake St. Chicago 2, Ill.
 Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk; Panned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets; Coin Wrappers; Stamp Folders; Sanitary Napkins; Sanitary Supplies; Route Cards; Charms; Capsules; Cast Iron Stands; Wall Brackets; Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.



Court Grants Buffalo Ops Stay on Fees

BUFFALO—An order issued by Supreme Court Justice Joseph A. Nevins has temporarily stayed the City of Buffalo from collecting taxes on vending machines.

The stay is effective until a court determination is made on the validity of an ordinance calling for \$2 to \$25 per-machine fees.

Some 15 operating firms are challenging the ordinance in court.

EXHIBIT'S NEW MODEL X500 TWIN 2¢ CARD VENDERS "YOUR SILENT SALESMEN" PROVEN PROFIT PRODUCERS (FOR COUNTER OR STAND)



Battery of Three Exhibit 2¢ X500 Card Venders pictured above are mounted on sturdy Tri-stand. Each twin-column X500 Card Vender holds 500 Fast-Selling Exhibit Cards. Total capacity one thousand cards per Vender.

Operators actually have two machines in one when they load machine with two different card subjects. Illustrated card catalog available on request which lists over 50 different fast-selling card series.

FEATURES OF MODEL X500

- Cards are easily loaded from rear of machine.
- Two ABT 2c side-by-side coin chutes.
- Rear door locks machine.
- Separate cash box container.
- Improved front card delivery adjustment.
- Sturdy steel construction . . . hammerloid finish.
- Standard Mounting holes in base of cabinet.
- Quick-change advertising area. (X500 display signs furnished FREE upon request.)
- Designed for years of profitable and trouble-free service.
- The X500 Card Vender measures 18" high, 7" wide and 8" deep.
- Each Vender carries a 90-day warranty from date of shipment covering parts and workmanship.

LIMITED INTRODUCTORY PRICE ONLY \$49.50 ea. F.O.B. Factory

Price includes 1,500 FREE CARDS with purchase of each and every X500 Card Vender. (Ship wt. 42 lbs. incl. 1,500 cards.)

Introductory offer of 1,500 FREE CARDS with each machine when sold at 2c each will gross \$30.00 in a given return on your original investment. Sturdy STANDS available for mounting one, two or three Venders. PRICE \$8.75 ea.

Order one or several machines today. Place them on location. See for yourself the profit potential!

THE EXHIBIT SUPPLY CO.

4719 W. LAKE ST. CHICAGO, ILL. 60644
 PHONE ES 8-9070 ES 8-9071 AREA CODE 312

COIN MACHINE news

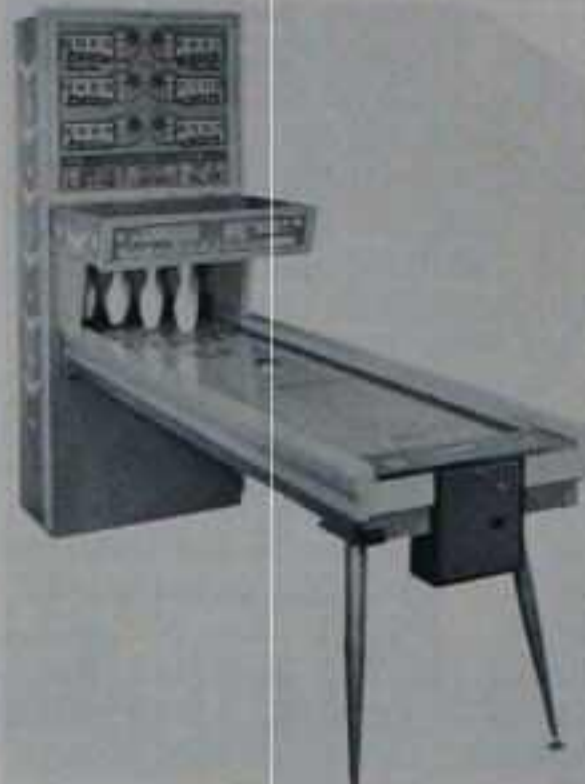
Chi Coin Bows 3 New Games, Royal Flash, DeVille, Majestic



Royal Flash 7018



Majestic 7019



DeVille 7020

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

Royal Flash, a two-player game, features four flippers, a special 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. Add-a-frame, dual flash, flash-o-matic 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.

DeVille is a six-player puck bowler with the same scoring features as the Majestic. Both machines incorporate a novelty called "spot-lite" or shadow bowling, played without visible pins. The player aims for the strike spot, and if he misses, the "spot-lite" directs the aim for the spare. DeVille has Formica hand rails, a rear score frame that goes all the way to the floor, and a wider and higher playfield 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 shipments 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 \$3,677,000.

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

New Gains

Thus, direct shipment to Germany of new U. S. phonographs so far this year clearly confirm 1963 U. S. export figures as showing that U. S. product 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 disinclination of European producers—to compete with the U. S. equipment in the prestige field.

There has been an almost 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 ma-

chines valued at \$89,980 for 1963.

Neither set of figures takes into account U. S. shipments to

(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 (3) at a showing for the business press and security analysts.

At the showing in the Venetian Room of the Ambassador Hotel, the acquisition of 80 per cent of the shares of Scopitone, Inc., U. S. licensee for the machine by Tel-A-Sign, Inc., was announced by A. A. Steiger, Tel-A president. He said the acquisition will improve the company's earning potential.

Steiger said that 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.

MOA ON A STAMP KICK TO PLUG '64 CONVENTION

CHICAGO — In addition to the customary U. S. postage, mail received from the Music Operators of America carries a green stamp with a drawing of a harp, the MOA symbol. Copy on the stamp reads: "1964 Music Operators of America Convention and Trade Show, The Sherman House, Chicago, October 14-15-16."

It's MOA's way of reminding operators of the show. Green

stamps are placed on all correspondence between now and convention time.

Any person who wants to use these stamps on his own letters may get a supply by writing MOA, 228 North LaSalle Street, Chicago.

Fred M. Granger Jr., MOA managing director, said the organization will send out any amount—from 500 to 5,000 at no charge.

Grand Prix Raceways Deliveries Being Made

LOS ANGELES—Deliveries are now being made on the first of series of Grand Prix Miniature Raceways, Gustave C. Galas, president of the company, said.

The Grand Prix features a glass covered cabinet four by eight feet, and 40 inches high with a bar top for comfortable operation. Four continuous slots guide that many model racing cars for nine-lap races. An electric panel indicates the completed laps and signals the winner.

The cars are activated by a 10-cent coin in each of the chutes with from one to four playing simultaneously. An individual hand control determines the speed of each car. Galas said the cars are scientifically secured to the track.

The game is durably and precision designed, Galas ex-



GRAND PRIX

plained, for arcades and operator locations. The use of Formica and glass cover permit easy maintenance and make the Grand Prix theft proof.

This model of Grand Prix sells for \$1,750, f.o.b., Los Angeles. A limited number of distributorships are still available, Galas said.

Recent

STEREO RELEASES for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

ELLA FITZGERALD—Early Ella Decca
Mixed Emotions—It's Too Soon to Know—Walkin' by the River—Baby Doll—I Hadn't Anyone Till You—So Long

PAUL ANKA—Diana RCA Victor
Diana—Put Your Head on My Shoulder—Lonely Boy—You Are My Destiny—I Love You, Baby—Tonight My Love, Tonight

Pop Instrumental

DUANE EDDY—Mr. Guitar Man RCA Victor
Walk Right In—Guitar Child—Mr. Guitar Man—My Baby Plays the Same Old Song on His Guitar All Night Long—He's So Fine—Guitar'd and Feathered

Country/Western

LEFTY FRIZZELL—Saginaw Michigan Columbia
Saginaw Michigan—Hello to Him (Goodbye to Me)—I Was Comin' Home to You—When It Rains the Blues—Through the Eyes of a Fool—James River

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

Colpix, Epic Set for MOA

CHICAGO—Colpix and Epic last week signed to exhibit at the Music Operators of America convention at the Sherman House here Oct. 14-16, bringing to eight the number of diskeries participating.

Two other firms, U. S. Billiards, Inc., Amityville, N. Y., and the Star Title Strip Company, Pittsburgh, have also said they will exhibit.

Fred Granger, MOA managing director, left Saturday (8) for California to pitch West Coast diskeries for the MOA show. He will stop in Denver on his way back here to discuss with Peter Geritz, Mountain Distributors and an MOA director, ways to promote membership in the area.

Granger also expects to talk with Mark L. Ellis, Skyline Music Company, Denver, about formation of a regional operators' association.

CIG OPS BID ON CONTRABAND

MONTPELIER, Vt.—Vending machine operators were given an opportunity to get a good buy on 1,240 cartons and 59 packages of contraband cigarettes which were sold recently at public auction here by the State Commissioner of Taxes.

A wide variety of popular brand cigarettes had been seized by tax commissioners at various locations in Rutland, Bennington, Windham and Washington counties. Wholesalers, retailers "and other interested persons" were invited to bid on the cigarettes.

MOA Preps New Slate

CHICAGO — In accordance with its bylaws, MOA's nominating committee will present a slate of prospective directors and officers to the general membership at the national convention here in October.

Each member is receiving a postcard on which he may indicate whether he would like to run for election or recommend others.

Board members' terms begin Oct. 17, 1964, and run for three years. The board meets every spring and in the fall, prior to the national convention. Each director pays his own expenses to attend the meetings.

Apex Repair and Replacement System Maintains Top Quality

CHICAGO — Maintaining equipment on a music machine route involves more than occasionally repairing juke box and replacing obsolete equipment. It requires a repair and replace-

ment system which keeps track of every machine on location and which maintains a steady quality at every stop.

Such a system has been devised by the Apex Amusement

Company here, headed by Earl Kies. Apex operates juke boxes and cigaret machines.

Figuring a five-year depreciation period for phonographs, the company replaces about 20 per cent of its juke boxes with new ones each year. The average age of equipment on location thus remains constant. The location that gets a new unit usually already has one that is relatively new and this may be moved to a slightly less profitable stop.

At the bottom of the list, the oldest phonographs are not completely written off. They are cleaned up, repaired, and if unusable in any other way, are cannibalized for parts, many of which have become otherwise unavailable.

Repair of juke boxes is made with extreme care. No stop-gap repairs are made. Each piece of equipment is broken down, completely renovated, inspected and tested. The Apex repair shop resembles more that of a distributor's than an operator's, and Kies puts each box into the same kind of shape that a distributor would have to achieve to give a guarantee.

Emergency service calls are answered promptly, of course, but Apex uses a card system that enables the staff almost to anticipate and frequently actually avoid distress signals from locations.

Every service call is noted for location, with a brief description of what was repaired or replaced, the date and the identity of the mechanic.

The other side of the card gives the juke box model, its age and when it was installed.

Kies maintains this updating and rotation even though it is difficult to find good mechanics. There is a demand for such men in other lines. Kies considers himself fortunate to have Norm Dompke as service chief.

Apex entrusts its record buying to routemen, on the theory that they know what is wanted at each location. The company keeps in close touch and avoids some of the location complaints that may plague an operator.



PAT PIETKOWITZ, left, secretary to A. D. Palmer, Wurlitzer advertising and sales promotion manager, and Adele Dworzanski, secretary to Harold Schwartz, musical products engineering, in North Tonawanda, N. Y., get briefed on Disneyland by Clayton Ballard, Wurlitzer Los Angeles branch manager. On their vacation tour of the West Coast, the women also visited San Francisco, where their host was Walt Huber, manager of the Wurlitzer office there. Ballard points out the location of the Wurlitzer display at Disney's Magic Kingdom, one of the spots they visited while in Southern California.

Cabaret Tax Can Hit Small Location, House Committee Told

Continued from page 4

the tavern keeper can inadvertently become liable if there is singing or dancing.

What's Entertainment?
IRS spokesmen told Billboard's reporter that generally if a location provides music, whether by juke box or record player or a piano, there is no tax unless there is dancing. But if the location advertises group singing, or follows a consistent policy of having guests join in singing to the music, then, as the old tune has it, "That's entertainment!"

The whole cabaret tax for

fiscal 1963 amounted to something under \$40 million, which was 3/10 of 1 per cent of total excise collections, said Zanville. The tax is regressive, from a business standpoint, adds cost and administration difficulties far beyond its worth, and mars the "good will" of restaurant or tavern patrons who resent the tax. Various subtleties in ways the tax is incurred keep the cabaret owner in constant danger of violation, on such fine points as when a customer, dining, may be able to look from his room or alcove, into the adjacent entertainment section, and may incur tax.

David Merrick, producer of "Hello, Dolly," "Carnival," and many other hits, and Harold Prince, producer of West Side Story, "Fiorello," et al., were shepherded into the hearing by Rep. John Lindsay (R., N. Y.). They told the committee the admissions tax on live theater ticketing could mean "Goodbye, Dolly!" to musical productions. Costs have mounted phenomenally: In 1946 it cost about \$100,000 to put on "Oklahoma," while today's "Dolly" and other musicals cost nearer \$450,000 to produce.

The admissions tax, on all amounts over \$1, deters those masses of middle and lower income ticket buyers who could keep the hit shows going for long and profitable runs, and allows the near-hits to stay on the boards, employing entertainers, customers, musicians, et al.

Theater spokesmen sighed over ticket "scalpers" who siphon off the best seats for v.i.p. sale, but admitted that probably little could be done about a racket that has persisted since live theater began.

Motion picture theater spokesmen pleaded for admissions tax relief since television had pulled away so much of the movie patronage, shutting down hundreds of theaters.

Muzak president, Charles C. Cowley, protested the 8 per cent tax on wired background music as discriminatory. Congress has put down IRS attempt to tax broadcast background music, and there is no tax on an on-premises systems, said Cowley—leaving the wired-in music the only one in this field subject to an excise tax.

Bomb Wrecks Quarters Of Tucson Vending Co.

TUCSON, Ariz. — The Tucson Vending & Amusement Company here, operated by Sal Spinelli, was wrecked by an explosion recently.

The bombing is the latest episode in what appears to be a spreading contest for control of the city's coin machine business. Five such bombings have been reported in the last eight months.

The explosion caused about \$20,000 damage to the building which Tucson Vending recently leased from Ken Williams, owner of the Trail Dust Development, and destroyed about 40 vending machines. The machines were estimated to be worth about \$25,000.

Joseph H. Soble, attorney for Spinelli, said the building was being used as an office and

storage room, but that Spinelli had planned to remodel it soon and to use the front end as an amusement machine arcade.

Spinelli will remain in the coin machine business, but presently doesn't know where he will operate, Soble said.

The City Council is studying a proposed ordinance which would license operating machine firms and prevent them from being owned or managed by anyone who has been convicted of a felony charge in the last five years. The council is scheduled to act on the law Monday (10).

Local vending machine operators have said that the law is discriminatory and unnecessary. They contend that they can police their business by driving out underworld elements through competition.

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Bally Bank Ball	195
Bally Spinner	55
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Gottlieb Gaucho	395
Gottlieb Lancer	315
Wms. Titan Gun	195
Wms. Hercules Gun	165
Seeburg V200	125
Rock-Ola 1454	195

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Italian Anti-Noise Drive Singles Out Juke Boxes

ROME — Coin machine people, long frustrated by their fight to reinstate pinball machines, are now faced with restrictions 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.

At one tourist office, Rimini, an important resort on the Adriatic, a suggestion is under consideration to use limited hours of juke boxes as an advertising lure to prove the serenity of the resort. Operators have countered by demanding TV, radio and phonographs in private homes be placed in the same category.

Tourism Minister Achille Corona has been asked to consider all phases of this problem by SAPAR, national coin machine organization.

L'Informazione Parlamentare, a legislative news agency, took issue with the anti-noise campaign, pointing out that the drop in tourism is due to "our country becoming too expensive." Automaton, coin machine weekly, points out that the majority of Italy's tourists come from countries where the per capita presence of juke boxes is far greater than in Italy.

United Tool Names Hyatt for Pa., N. J.

CINCINNATI—United Tool & Engineering Company, a division of the Daniels Company, has appointed Jack W. Hyatt Philadelphia representative for its kiddie ride line.

Hyatt, who operates his own firm, J. W. Hyatt Company, King of Prussia, Pa., will handle sales in Philadelphia and Southern Jersey. The line includes Sandy the Pony, Porky the Pig, Rudy the Deer and a Kiddie Boat.

NY STATE MEET SLATED SEPT. 17

ROCHESTER, N. Y. — The New York State Coin Machine Association holds its annual meeting Sept. 17 at the Starlight Roof of the Sheraton Inn here.

Notomat's Fate Hangs

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, 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 complex.

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 \$35,465 on sales of \$7,005,344 for the same quarter a year ago.

Attributing the loss to the seasonal nature of the music business, R. C. Roling, 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.

ΠΕΝΤΕ ΣΦΑΙΡΑΙ 1 ΠΑΙΧΝΙΔΙ ΔΡ.1 2 ΠΑΙΧΝΙΔΙΑ ΔΡ.2	5 BALLE PER SPELER 10 CENT PER SPEL
5 PALLOA PELAAJAA KOHTI 1 PELI 20 p.	3 BALLS PER PLAYER 6d
3 Baller for hver speller 1 Spil 25 øre 4 Spil 1 Kr.	三球一遊 一遊二十五分 四遊一角
3 Bocce per Giocatore 1 Partita L.50 3 Partite L.100	5 Billes 20 Fr.
3 Bollar 1 spel 50 öre (skott 25 öre 2 gaepr) 3 spel 1 Kr.	3 Kugeln für jeden Spieler 1 Spiel 20 Pf. (Einwurf minimal 10 Pf.) 3 Spiele 50 Pf. (Ein Spielstück)
3 BALLS 25 MILS	3 Kugeln für jeden Spieler 1 Spiel 2 S

THE WIDE RANGE of exports of pinball games is shown by these player instruction cards made by Bally Manufacturing Company for use with machines in Austria, Cyprus, Denmark, Finland, France, Germany, Greece, Italy, Japan, Netherlands, Sweden and the United Kingdom.

Operator Enjoins Location From Removing Phono

BURLINGTON, Vt. — A temporary injunction restraining a Burlington restaurant owner from removing a juke box from his establishment has been issued by Judge William C. Hill, sitting as chancellor in Chittenden County Chancery Court here.

The petition for the injunction had been filed by Henry L. Turner, Burlington, against Donald R. Evarts, proprietor of the Wishbone Restaurant here, and Arthur K. Strahan, Greenfield, Mass.

Turner claimed he installed the juke box under a three-year contract signed Aug. 23, 1963, and that he and the restaurant owner were to share in the profits. However, he said, Evarts had threatened to remove the juke box and Strahan planned to install another one.

The temporary injunction will

Laniel New Wico Head

CHICAGO — Wico Canada, Inc., associated with the Wico Corporation here, has been established in Montreal to provide a complete line of parts and supplies for all coin-operated machines.

Roger Laniel is managing director of the new firm, which is located on the Trans-Canada Highway.

Wico Canada will supply Canadian coin operators with a wide variety of parts.

remain in effect until further order of the court.

Italian Games

MILAN—Italy is winning attention as the center for the European coin games industry.

To the list of half a dozen new games to come out of Milan in the last year has just been added Moto-Ball, an electronic motorcycle polo game. The players guide a motorbike polo player through a game of polo.

Moreover, there has been a virtual overwhelming output of new billiard games, and some producers predict that billiards eventually will challenge the primacy of pinballs (which are still prohibited but, nonetheless, beloved) in Italy.

FOR SALE PHONOS

Wurlitzer 2150	\$185.00
Wurlitzer 2300 Stereo	355.00
Wurlitzer 2400 Stereo	475.00
Wurlitzer 2500 Stereo	535.00
Wurlitzer 2610 Stereo	645.00
Wurlitzer 2700 Stereo	845.00

GAMES, KIDDIE RIDES

Chicago Coin Citation Bowler	\$400.00
Williams Vanguard Gun	145.00
Williams Hercules Gun	185.00
Williams Space Glider	275.00
Keeney Two Gun Fun	125.00
Midway Skee Fun	100.00
Bally Spinners, Ea.	50.00
Williams Auto Test	145.00
Capitol Drivemobile	250.00
4 Player Pro-Golf, Tech Industries, latest model	225.00
Williams Darts	80.00
Williams Coquette, 2 player	235.00
Williams Beat the Clock, like new	365.00
Bally Champion Horse, like new	600.00
Tusco Horse, good shape	295.00

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Racial Demonstrations Take Heavy Toll on Juke Boxes

NEW YORK—Empire State juke box operators are breathing easier with the abatement of the racial demonstrations here and in Rochester.

In Rochester, Lindy Nardone 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.

Across the Hudson River, in Jersey City, it was more of the same, as police and demonstrators of the non-violent variety took to the streets.

Traditionally, the best juke box locations are not the posh cocktail lounges but the corner bars in the poorer neighborhoods. Thousands of locations in New York and New Jersey which fall into this category are in Negro sections.

In Rochester, the operators suffered more than a temporary

loss of revenue. Hoodlums damaged equipment, some of it beyond salvage.

Vandalism

Looters went after the back bars with the hard stuff, and smashed the juke boxes for the records and the money. Cigarette machines were given the same treatment.

Rochester's Joseph and Clinton avenues, in the main business section of the city, were barricaded for a while, but too late to save the equipment.

MOA Encourages State, Local Group

CHICAGO—The Music Operators of America is pushing hard on its policy of encouraging progress in State and local coin machine associations. All such groups have been invited to hold their meetings during the annual MOA convention here Oct. 15-17. To date, State groups in Nebraska, Illinois and South Dakota have accepted. More are expected.

MOA President Lou Casola said the national group will give the State association complete co-operation in arranging meeting rooms and times.

Casola and MOA Managing Director Fred Granger will attend the annual convention of the West Virginia Music &

Vending Association in Huntington, W. Va., Sept. 17-19.

On tap either before or during the MOA convention is a meeting between MOA and the Record One-Stop Association. The two groups will discuss methods of improved merchandising of records through juke boxes.

MOA members are being asked if they want to be candidates for the organization's board of directors. Cards have been sent to all MOA members by Jack Bess, chairman of the nominating committee.

If a member wants to run for office, he indicates so on the card. All cards must be received by Aug. 21.

EUROPEAN NEWS BRIEFS

African Plants

PARIS — French coin machine manufacturers are supplying technical assistance for the erection of coin 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 envision a partnership between French firms and local interests, with the French supplying mechanisms and other parts, technological assistance and part of the financing.

Scopitone Test

STOCKHOLM — The Scopitone film phonograph is being tested in Sweden, and results are described as encouraging.

Scopitone is being distributed in Sweden by the Automatic Canteen Company of America distributor, as in West Germany, where Helmut Rehbock, the AMI distributor, is claiming 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, wedding 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.

Soccer games are basic to the 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 Spelbord, the Swedish trade organization, is resisting demands by location owners that their share of collections 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 now 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 Rhineland-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

straits 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 setup 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 as an operator organization.

Partnership Formed

HAMBURG — Two pioneer German coin machine firms have formed a partnership to develop coin games.

They are the Max Tiarks organization of Herford and the Skriver Brothers of Hamburg. The first product of the partnership is the already successful driving reaction test game "Kilometerfresser."

Tiarks, who has been in the German coin trade for 37 years, has wide experience as both manufacturer and operator in all fields—phonographs, games and vending equipment. He has developed a number of vending machines.

The Skriver brothers operate amusement arcades in Hamburg, and firm is rated as among the most progressive operating organizations in West Germany.

Say You Saw It in Billboard

LOCATION TESTED TO SHOOT PROFITS UP

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GUNS—RIFLES—PISTOLS

Wild West 195	Gun Club 250	Davy Crockett 195	Gen. Sky Rocket 175	Polar Hunt 150	Vanguard 185	Hercules 210	Crusader 210	Titan 225	Space Glider 225	Pistol Pete 65	Desert Hunter 225	Pony Express 275	Long Range 395	Ray Gun 225	Riot Gun 395	Seeburg Bear Gun 150	Seeburg Coon Gun 150	Bally Sharp Shooter 195	Bally Bull's-Eye 195	Bally Marksman 195	Gun Patrol 110	Six Shooter 110	Pop Gun Circus 195	Ex. Jungle Hunt 225	Mid. Shooting Gallery 195	Deputy Sheriff 125	Pirate Gun 175	Bonus Gun 195	Sky Raider 195	Two Gun Fun 195	Bazooka 195	Mid. Deluxe Shooting Gallery 210	Mid. Rifle Range 195	Mid. Rifle Range 495	Gen. Nite Fiter 110	Gen. Sky Fiter 110	Cops & Robbers 225	Gen. Rifle Gallery 110	State Fair 150
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COINMEN IN THE NEWS

• *Continued from page 37*

mark in the Gehris Lanes Summer Major League. . . . The industry mourned the recent death of **Solomon Katz**, 52, who operated the Katz Music Machine Vending Company from his home in the Park City West Apartments. He is survived by his widow **Sylvia**, his father, two sisters and two brothers. . . . **John Kapel** and **Andrew Didawsky** have joined forces to form the new Munchie Vending & Catering Company, with offices and showrooms located in the northeast section of the city at 6117 Disston Street. . . . **Leo Hotz**, owner of the Vertex Vending Company, reported to police that thieves stole his truck containing \$200 in cash and \$300 worth of cigars while he was servicing a cigarette machine at a tavern location. . . . At nearby Atlantic City, **James P. Tooney**, resort vending machine dealer, was named by Atlantic City's Mayor **Joseph Altman** to serve as a member of the seven-man Seaquarium Authority which will build and operate a \$4 million Seaquarium attraction for resort visitors.

MAURIE H. ORODENKER

Los Angeles Angles

Jack Leonard of the Los Angeles branch of Advance Automatic Sales, and his wife, **Dorothy**, are rapidly getting acquainted with their new French poodle, **Andre**. Jack's father, **Lou**, is now spending some time in San Francisco and rooting for the Giants. This, however, has not phased Dorothy's fervor for the Dodgers. . . . **Bob Cardiff** of Salinas, was in town and stopped off to renew acquaintances at Advance Automatic with **Bob Portale**. . . . **Lou Wolcher**, head of Advance Automatic, and his wife, **Claire**, visited the Los Angeles branch and was well pleased with the progress being made.

Tony Salas, Needles, has returned to his home there following 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 Laymon's. . . . **Allan Kimmel**, phonograph service man at Gaymon's, 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. . . . Operators in town for Pico shopping included **George Lakey**, Artesia; **Manuel Chavez**, Redlands; **Bob Hathaway**, Ventura, and **Jack Spence**, Lynwood.

A late announcement is the purchase of Deines Music Company, Boulder, Colo., by **Mike Savio**, Draco Sales Company, Denver Wurlitzer distributor. **Howard Hold**, a former partner with Savio, is operating the Deines routes for the firm.

Walter Pateet, Western regional service instructor for Wurlitzer, is in the San Diego area. He was joined there by **A. J. (Bart) Bartholomew**, salesman from the Los Angeles Wurlitzer branch. . . . **Ken Siler**, Wurlitzer sales staffer in Los Angeles, is enjoying his annual vacation. . . . **Pat Pietkowitz**, secretary to **A. D. Palmer**, advertising and sales promotion manager for Wurlitzer, and **Adele Dworzanski**, secretary to **Harold Schwartz**, musical products engineering department, in North Tonawanda, N. Y., have ended their California stay and returned to the New York factory. While on the West Coast they were hosted by **Walt Huber** of the San Francisco Wurlitzer branch; **Don Beamsley**, manager of the Wurlitzer display at Disneyland, and **Clayton and Garna Ballard**, manager of the Los Angeles branch, at their home in Glendale, Calif. Misses Pietkowitz and Dworzanski spent the week-end with the Ballards. . . . **Mike Gomez**, M. & G. Music, Bakersfield, visited with **Ed Wilkes** at R. F. Jones Company in Los Angeles. . . . **Harry Bannister**, also of Bakersfield, was in town at R. F. Jones. . . . **Lou Bennett**, Seal Beach, Calif., stopped off at R. F. Jones to visit with **Don Edwards**.

Frank Davis, general manager at Associated Coin Amusement Company, Inc., Los Angeles, has returned from a vacation in Sequoia and at the Beach. . . . **Morrie Bellar**, ACA Los Angeles sales manager, returned recently from Las Vegas. . . . **Vicki Watson**, Los Angeles ACA secretary, spent her vacation of two weeks in New York. . . . **Johnny Flynn**, route supervisor for the Los Angeles ACA, is back from his vacation in the mountains. . . . **Harou Maki**, Los Angeles shop, has recovered from the mumps and is back on the job. **SAM ABBOTT.**

U. S. Phono Exports to Germany

• *Continued from page 38*

Belgium, whence many of the machines (Belgium received 3,479 U. S. used machines in 1963 valued at \$947,912) are forwarded to West Germany.

However, it is a fact that European and especially German production of compact phonographs have taken away the market for reconditioned American machines. The preference now is for the new high-quality European compacts rather than the used U. S. machines.

Replacement Market

This means, in turn, that U. S. exporters are faced with the problem of finding a replacement 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 the 1963 figures. At the present rate, Germany will import about 5,000 U. S. games in 1964 valued at \$2,250,000.

This compares with imports of 4,974 worth \$2,199,195 for 1963.

European games production is in a ferment, with new firms springing up all over the Continent to manufacture original games. Production remains small and experimental, on the whole, instead of on established 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, which is still king of games over here as well as in the U. S.

It is interesting, and perhaps significant, that no European phonograph producer is attempting to challenge U. S. producers in the prestige equipment sector. Moreover, U. S. companies, in designing a box for the European market, stick to economy compacts (examples are Automatic Canteen's Electronic and Wurlitzer's Lyric). There is no European juke box version of the Mercedes Benz, the Lancia or Ferrari, or the Facel Vega.

Bulk Banter

• *Continued from page 37*

up with one another for when one has something, the other gets it. . . . **Eddie Rosen**, Operators Vending manager, is on vacation.

The many friends of **Eugene Bailey**, LaMirada operator, will be glad to learn that his daughter is doing well following surgery. . . . **Leon Willis**, Pasadena operator, is displaying the machine stand that he designed at Acme Vending. . . . **Al Moore** was a customer at Acme for his route in the Upland area. . . . **Raymond Newman**, Riverside operator, visited Acme to buy merchandise 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 poodles along with operating his bulk route. . . . **Joe Arguelles**, Joe's Vending, Seal Beach, was in town shopping for supplies. . . . **Victor Jenacara**, San Fernando Valley, purchased equipment and merchandise at Acme. . . . **Mario Puig** who gave up vending to open a meat market is reported to have sold the meat market and is returning to vending.

Rex Funke, Long Beach, was in town shopping for merchandise for his Rex Enterprises. . . . **Murray Carr** was an Acme visitor. Others at Acme included **Mike (Butch) Fichera Jr.**; **Dave Slivkoff**, Civic Vend; **William Siegle**, Siegle Vending, Bellflower; **Dan Lally**, Lally Vending Service, Anaheim, and **Clarence** and **Bernice Kettles**, Port Hueneme.

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

Oscar Johnson, Operators Vending is on vacation. . . . **Bob Caplan**, Universal Sales in Oregon, was in Los Angeles and visited the Oak Plant, where production has been doubled on the Titan and package vendors.

Bill Petron has added a new service truck for his operation. . . . **Art Vogel** made his usual stop last week at Acme Vending. . . . **Dave Slivkoff**, Civic Vend, spent some time at Acme picking up supplies. . . . **Sam Moriawaki** 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 Soard** is reported to have purchased the route of **Will Dinges**. . . . **Ken Parsons** stopped off at Acme, as did **Dave Smith**, for supplies. . . . **John Clem** was in from his home base in Whittier. . . . **Gene Lawrence**, Los Angeles operator, shopped at Acme. . . . **Dan Lally** and his family have moved into their home in Anaheim.

NEW SINGLE-PLAYER Bally GRAND TOUR

ADJUSTABLE
5 OR 3
BALLS

NEW
"BUTTERFLY"
ROLLOVERS

3 ways to get Extra Balls
COLORFUL CARRY-OVER FEATURE

Kick-Back Gate is always open, permits player to flipper-kick balls back to area above Top Rollovers, collecting 50 points on the way. Free-Ball Gate turns out-hole balls into extra balls. Tour Gate 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 strong play-appeal, top earning-power. Get GRAND TOUR going for you now.

NEW E-Z LATCH
FRONT MOULDING

Permits quick, effortless (no bolts and wing-nuts) removal of top-glass, encourages routine cleaning of playfield and arch, speeds up maintenance and repair of playfield.

NEW E-Z LATCH
PLAYFIELD PANEL

Speeds up maintenance and repair of front-cabinet parts by eliminating time-consuming job of removing screws to raise playfield-panel. Exclusive Bally "rigid-grip" design provides all convenience of latched panel without danger of panel warpage.

NEW AUTOMATIC
BALL-RETURN

Spares players the trouble of pushing ball-lifter knob, speeds up play, eliminates maintenance and service of ball-lifter and ball-trough.

TCH-FEATURE

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 16, ILLINOIS, 60618, U. S. A.

Bally GRAND TOUR ALSO AVAILABLE IN

ADD-A-BALL

MODEL WITH HAPPY TOUR BACKGLASS

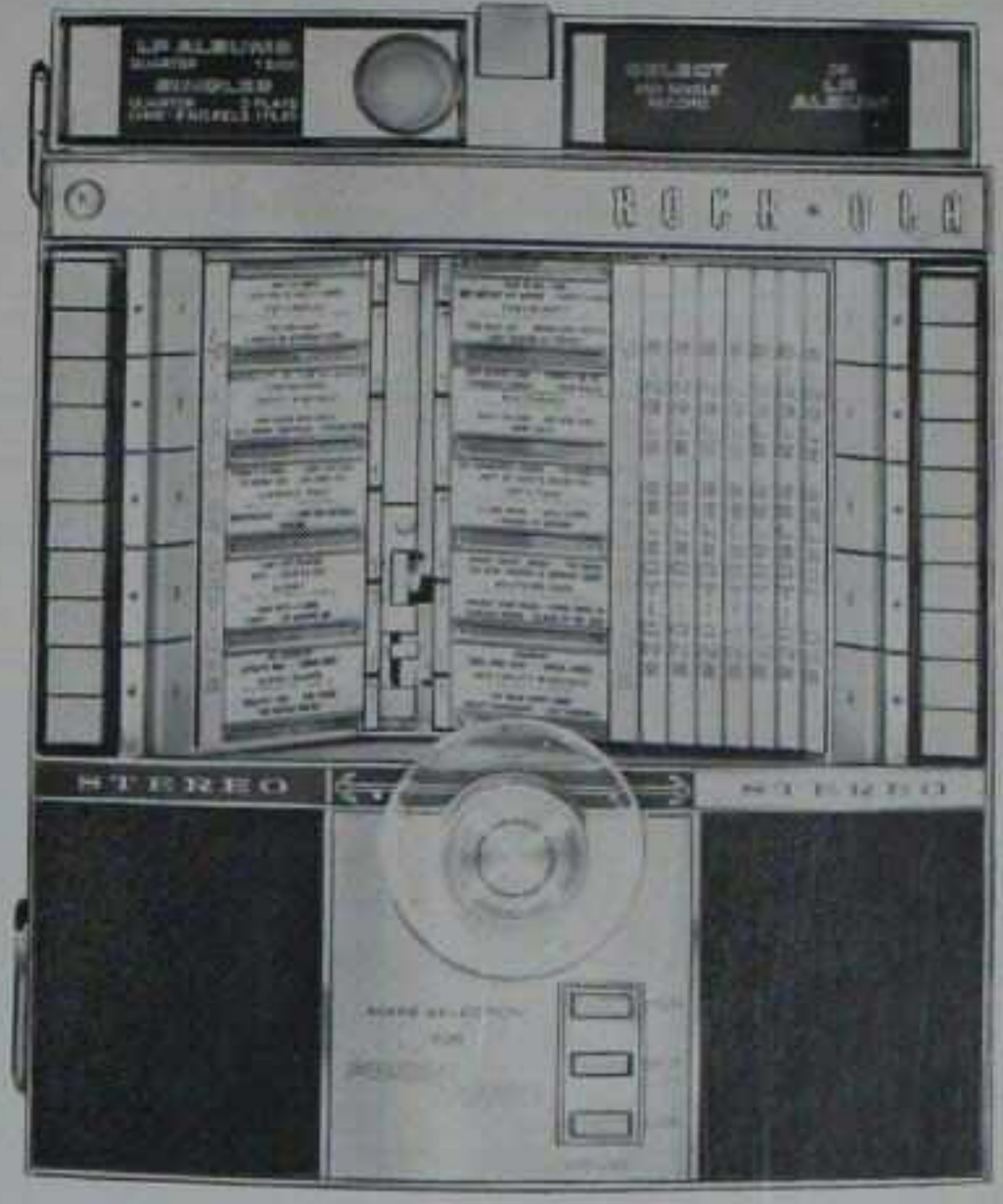
A ROCK-OLA FOR EVERY LOCATION AND PHONETTE SUITS 'EM ALL . . . AT THE RIGHT PRICE!

Intimate, personalized stereo sound in any booth or bar location increases plays, brings home extra profits! Rock-Ola's new Phonette coin-activated remote speaker Wallbox unit is the perfect profit companion to the new Rock-Ola Grand Prix . . . and it may also be used with almost any phonograph. The Phonette features two built-in stereo speakers, a simple selection system for singles or LP listening, plus personal volume controls; may be mounted anywhere; works with Rock-Ola Money Counter. Beautifully styled for any location. Rock-Ola Phonettes step up gross income wherever you install them. *Bigger collections, anyone?*

Look to **ROCK-OLA** for advanced products for profit

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**MORE
PLAY...
MORE
PROFIT...
FROM
THE NEW
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PHONETTE**

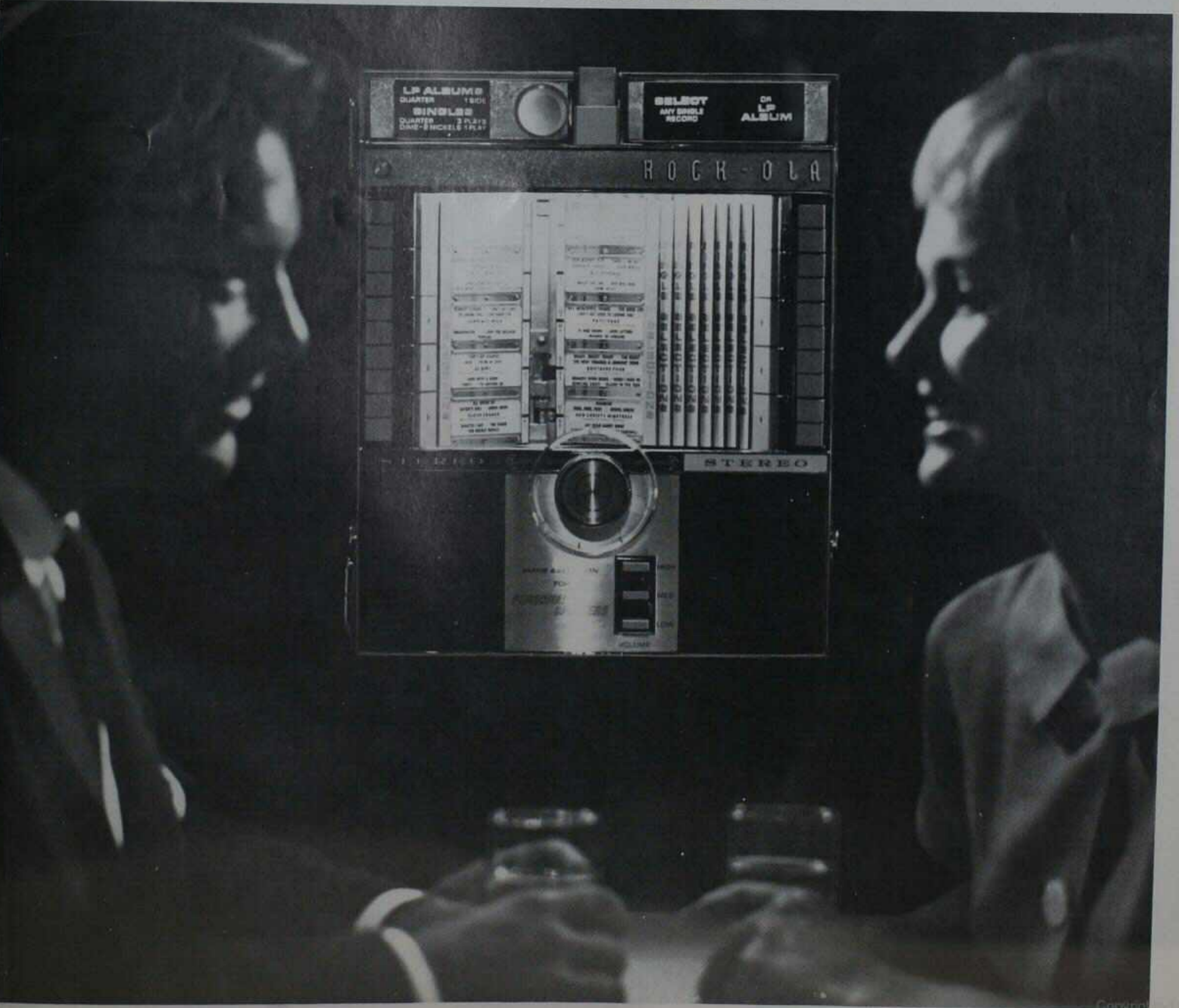


PERSONAL VOLUME CONTROL
Three volume settings—high, medium and low. Customer chooses his own sound level.

PERSONAL LISTENING
The new Phonette may be mounted on bar, counter, wall or table—for customer's private listening pleasure.

LP'S OR SINGLES
New Phonette permits playing of LP's or singles; 33 1/3 or 45 rpm records from customer's seat.

REMOTE SPEAKER WALLBOX



ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

ALBUM REVIEW POLICY

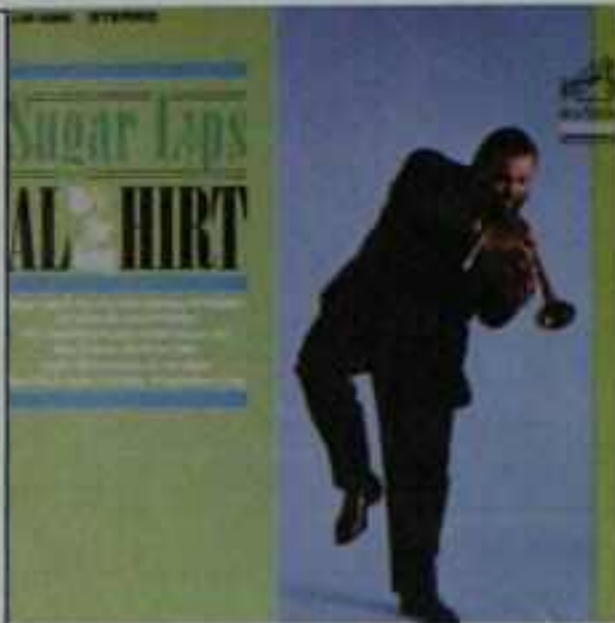
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.

POP SPOTLIGHT

SUGAR LIPS

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

Here's Al Hirt with another big, swinging album titled for his "Sugar Lips" single that is in the top of the charts. The title song is here along with "The Girl From Ipanema," some sweet items like "Tenderly," and some Hirt vocals like "Up Above My Head." Cut in Nashville, it has that "happy" sound.



POP SPOTLIGHT

EVERYBODY LOVES SOMEBODY

Dean Martin, Reprise R 6130 (M); RS 6130 (S)

Dino has done it again with a "sleeper" hit single, "Everybody Loves Somebody." This fact seldom is a deterrent to increased album sales for an artist. Despite the hit, Dean is at his best on this album of gentle-ramblin' vocals. There is a perceptible country flavor pervading throughout. The arrangements are bright, some with a twist. Selections include "My Heart Cries for You," "Things," "Shutters and Boards," "Corrine Corrina."



POP SPOTLIGHT

THE LATIN ALBUM

Trini Lopez, Reprise R 6125 (M); RS 6125 (S)

Trini Lopez has had several top-selling singles. His appeal is to both adult and teen-ager. His recent appearances in N. Y. C.'s Basin Street was a SRO success. Lopez is certainly within his niche singing Latin songs. In fact, he's expert. His growing number of fans will be pleased with his renditions of "Granada," "Perfidia," "Coo Coo Roo Coo Coo," "La Malaguena" and others.

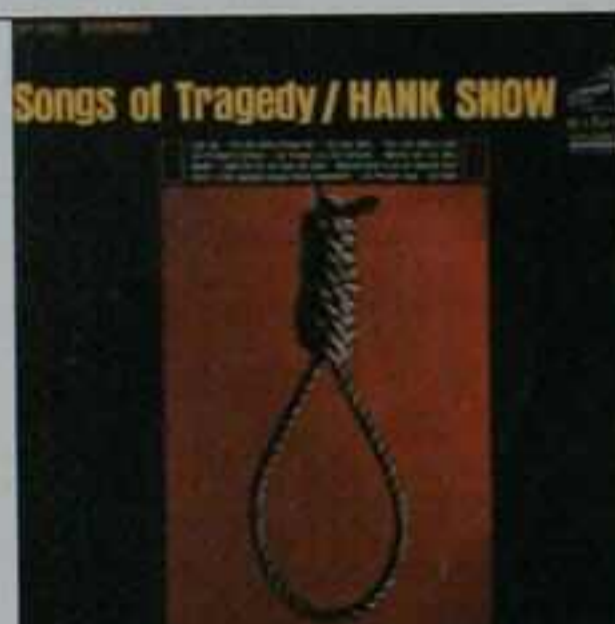


COUNTRY SPOTLIGHT

SONGS OF TRAGEDY

Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)

With 28 years' recording experience (all with RCA) and a collection of top songs about personal misfortunes, you have a combination that cannot help winning even more fans and popularity for Hank Snow. "The Prisoner's Song," "The Color Song" and "Walking the Last Mile" are examples to prove the point.



POP SPOTLIGHT

SO TENDERLY

John Gary, RCA Victor LPM 2922 (M); LSP 2922 (S)

Rapidly becoming one of this country's top singers of romantic ballads, John Gary currently has two albums on BB's chart: "Encore" and his first, "Catch a Rising Star" (on the chart for 40 weeks). He sings in this outing "Danny Boy," "If You Love Me," "Tenderly" and "Here I'll Stay," among others.



POP SPOTLIGHT

ANOTHER HIT ALBUM!

Billy Vaughn, Dot DLP 3593 (M); DLP 25593 (S)

The emphasis is on the ballad with an easy beat. Most of the tunes receive a gentle country shading. The arrangements are hip, bright and interesting. Selections feature chorus support, strings and the Vaughn trade-mark, alto saxes. A few of the tunes are "The French Song," "Tears and Roses," "Memphis," "People" and "I'm Movin' On."



POP SPOTLIGHT

NEVER UNDERESTIMATE THE POWER OF THE WOMENFOLK

RCA Victor LPM 2919 (M); LSP 2919 (S)

Many album covers are known to make extravagant claims for the talent and music they contain. In this case the accolades are deserved. The gals are adept in singing the tenderest of folk ballads to the rollicking wide-open folk sagas. The presentation is grooved for the pop-folk market and has much commercial appeal. A few of the tunes sung are "Once Upon a Springtime," "The Best Is Yet to Come," "Jika Jing."



SPOKEN WORD SPOTLIGHT

THE PLAY OF HEROD (2-12")

New York Pro Musica, Decca DXA 187 (M); DXSA 7187 (S)

The medieval church drama, "Herod," as presented at the Cloisters, the Metropolitan Museum of Art, New York, is outstandingly represented here. The play has been recorded in stereo and a 14-page explanatory booklet comes along with the package.

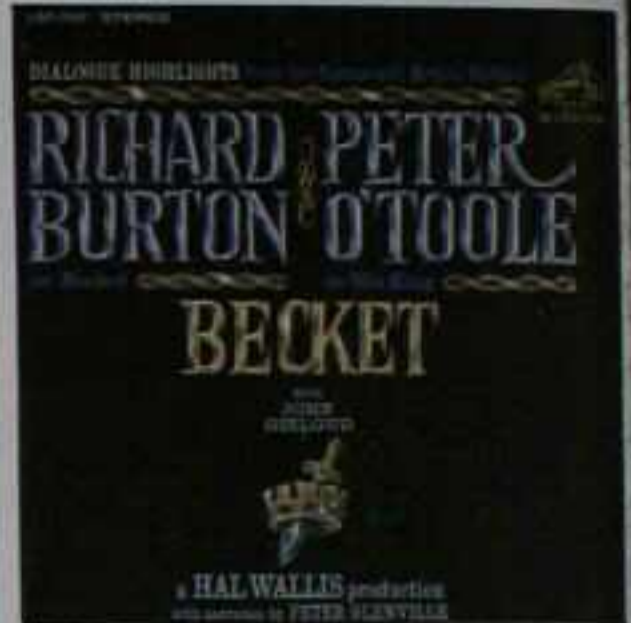


SPOKEN WORD SPOTLIGHT

BECKET

Soundtrack, RCA Victor LOC 1091 (M); LSO 1091 (S)

Here are the dialog highlights from the motion picture "Becket," with Richard Burton as Becket and Peter O'Toole as his king, John Gielgud's narration ties the highlights together. The picture will help increase interest in the album which already has plenty of appeal because of Burton's name and the fame of the play "Becket" by Jean Anouilh, on which the screenplay is based. A de luxe package opens to show scenes from the picture and notes on the artists.

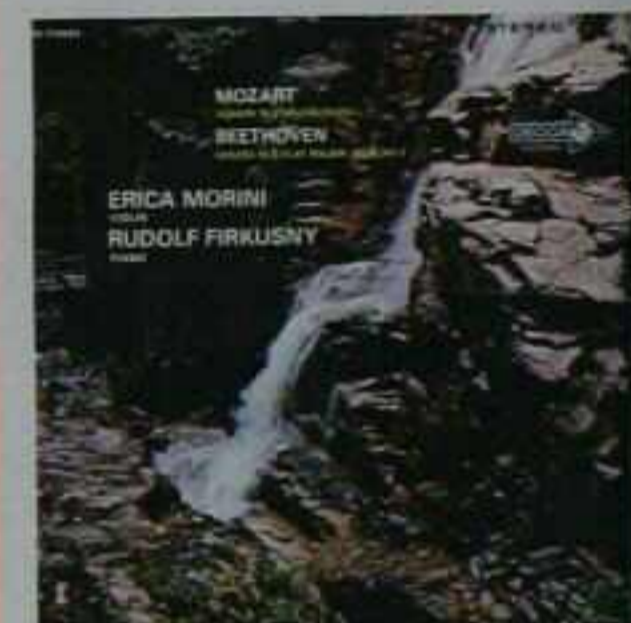


CLASSICAL SPOTLIGHT

MOZART: SONATA IN C MAJOR; BEETHOVEN: SONATA IN E-FLAT MAJOR

Erica Morini, Violin; Rudolf Firkušny, Piano, Decca DL 10094 (M); DL 710094 (S)

Neither of these two fine works has been overrecorded. The teaming of Erica Morini's violin and Rudolf Firkušny's piano has produced rich and sensitive interpretations of Mozart and Beethoven that should be warmly welcomed by collectors of the two masters.



This is our own



SPOTLIGHT

on 4 of the albums in our first Aug. 15 release of 9.

We hope you'll

PICK

all 9

The 5 others are:

A RARE LIVE RECORDING OF BILLIE HOLIDAY

A "must" for every jazz buff . . . 1st item in RIC Posterity series

RODGERS & HART REVISITED

with Broadway show stars . . . 1st item in RIC World of the Theatre series

FUN, FUN, FUN

The Catalinas
New, hot group with surfin'-draggin' hits

LINDA MASON SINGS BOB DYLAN

Exciting, new folk star with 12 potent, poetic Dylan pieces

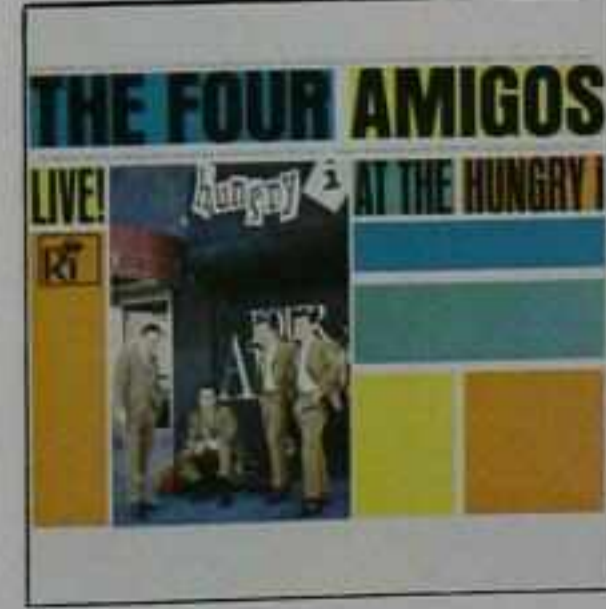
PETER & PENELOPE POOF HAVE A PARTY

Naughty, but screamingly funny where not banned, should be big



Original soundtrack album of one hour TV spectacular featuring legendary actor-entertainer in great concert program of songs (Dear Old Donegal, Harrigan), stories, dramatic readings. All before live audience. Big nostalgic, great Irish, yet general appeal. A winner!

Produced by Bobby Darin. Arranged by Jack Nitzsche. 12 Outstanding R&B hits. Grier shapes up as big a singer as he is a pro-football star. Currently with LA Rams, former NY Giant. Already making noise with single, Grier's "Soul City" figures to be big R&B hit.



Already over 10,000 in San Francisco & Hawaii. This freshest new group with thrilling English & Spanish vocals and most exciting guitar work around today can't miss becoming international hit album attraction. Single from album also big on West Coast and spreading.

Hit songwriter Zanetis does a genuine oil fields "15 tons" with this album. "Doodle Bug Pete," "Drinks for the House," songs re oil in "Tulsa," "Arkansas," other centers. Big potential in both Country & Folk Field. With any luck pop too!

