

Syndicated DJ Shows Grab Eye at NAB Convention

By JUNE BUNDY

CHICAGO—Radio broadcasters gathering here for the National Association of Broadcasters convention (March 31-April 3) are focusing their attention on the growing trend toward nationally syndicated disk jockey shows incorporating local slants. Some of the leading figures in this trend will be on hand at the convention to pitch their wares personally.

Dick Clark, whose new syndicated series is spear-

heading this approach, will be present to make an all-out pitch for his series. Also plugging the concept of syndicated deejay programming in person this week at the NAB meet will be George (Hound Dog) Lorenz, a veteran of the syndicated deejay field, and a flock of other syndicated jockey and/or automated programming packagers.

Syndicated deejay shows, of course, are an ancient story in radio—going back to the old transcribed series with such big-name emcees as Eddie Cantor and the

late Tommy Dorsey. However, until Clark's sock entry in the field last January, the syndicated deejay was never viewed as serious competition to powerhouse local jocks with big teen followings.

Record promotion men are naturally delighted with the growing trend since it enables them to wrap up a sizable number of markets with one plug. The disks also reap considerable international exposure, due to a stepped-up demand for U. S. pop record shows around the world. *(Continued on page 81)*

APRIL 6, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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

N.A.B. CONVENTION SPECIAL

BEGINNING ON PAGE 35

Featuring

1963 RADIO PROGRAM DIRECTORS' SURVEY

and Showcasing

TODAY'S TOP RECORD TALENT

Billboard

PAGE ONE SINGLES

★ NATIONAL BREAKOUTS

No National Breakouts This Week.

★ 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.

THE LOVE OF MY MAN . . .

Theola Kilgore, Serock 2004 (Sylvia, BMI) (New York)

STILL . . .

Bill Anderson, Decca 31458 (Moss Rose, BMI) (Memphis-Nashville)

NO BIG THING . . .

Royalettes, Chancellor 1133 (Dinny, BMI) (Baltimore)

HEART . . .

Wayne Newton, Capitol 4920 (Aldon, BMI) (Atlanta)

I WONDER WHERE YOU ARE TONIGHT . . .

Arthur Alexander, Dot 16454 (Red River Songs, BMI) (Memphis-Nashville)

THE FOOL . . .

Jamie Coe, Big Top 3139 (Debra, BMI) (Detroit)

LONESOME 7-7203 . . .

Hawkshaw Hawkins, King 5712 (Cedarwood, BMI) (Memphis-Nashville)

SHUT DOWN . . .

Beach Boys, Capitol 4932 (Sea of Tunes, BMI) (Atlanta)

HARD HEAD . . .

Louis Jordan, Tangerine 930 (East-West, ASCAP) (Detroit)

HE'S SO HEAVENLY . . .

Brenda Lee, Decca 31478 (Metric, BMI) (Dallas-Fort Worth)

ALBUMS

Page One Albums will be found in the LP Review Section of this issue

ARMADA MEET HOT—BUT NO ANSWERS

Cecil Steen Buys Into Edge

By BOB ROLONTZ

NEW YORK — Cecil Steen, head of the large New England rack jobber, Recordwagon, Inc., last week became a substantial shareholder in Edge, Ltd., the Washington-based rack-jobbing concern, which is considered to be the second largest rack firm in the country. Steen purchased the entire stock of Jerry Lilienfield, who bowed out last week as president of Edge.

Ed Snider, the former treasurer and member of the board of Edge, has now become, with the exiting of Lilienfield, the president of the Washington-housed firm, while Steen becomes treasurer and member of the board. Steen, just last month, was elected president of the racker's organization, NARM.

According to Steen, there will not be any merger between Recordwagon and Edge. Both firms will continue to operate as separate corporations. Steen will be active in Edge in its internal affairs, systems and controls. According to Snider, "the knowledge that Cecil will bring to Edge in the operations area will be most helpful to Edge. We are now on the verge of a big expansion program and Cecil will add a tremendous boost to our entire program."

Steen told Billboard that he felt Edge was a solidly based rack operation, and that he expects it to continue to grow as it has over the past few years.

"I bought stock in Edge because I think it is a wonderful investment," said Steen, "and I was anxious to get in."

Edge, Ltd., according to Snider, had a gross business of \$6,500,000 in 1962, and the 1963 projection is for about \$9 million. Edge has offices in Washington, covering that

(Continued on page 8)

CHUBBY TOO LOUD

PHILADELPHIA—Some lawyers don't want no twistin' 'round here . . . but Cameo don't care what Philadelphia lawyers won't allow, they're gonna play the twist anyhow . . . and the whole thing wound up in Judge Leo Weinrott's Common Pleas Court last week.

Plaintiff in the suit is the seven-man law firm of Beasley and Ornstein, occupying the fifth floor offices in the Broad-Locust Building, one floor below the Cameo recording studio.

They complained that it was impossible to hear themselves think—much less hear clients—with the rumble of the twist, the wailing of the brass and the moans of Checker and his buddies filtering through the floor.

The law firm asked an order, either restraining Cameo from continuing its recording or directing the owner of the building to release the plaintiff from their lease.

The prosecution's exhibit No. 1 was a spinning turntable with a Chubby Checker offering: "From your sweet lips. . ."

The judge blanched at this intrusion on the court's decorum and shouted "That's enough!"

"I take it," he said, "that is Chubby Checker?"

After hearing further testimony, Judge Weinrott requested to hear the flip side, and flipped.

"Take it off," the judge demanded.

"I think anybody who heard that," he said, "would have a complaint."

He took the case under advisement.

Gee, suppose they had played the master to "Foot Stompin'?"

U. S. Interest in European Film Juke Boxes Mounts

By OMAR ANDERSON

HAMBURG — The U. S. coin machine trade is taking an increasing interest in coin-operated film juke boxes or "coin movie theaters," which are rapidly becoming the rage in Europe.

There is a swelling volume of inquiries from the U. S. to Europe for information on the Continent's three leading film machines—Scopitone, Cinebox, and Telebox Caravelle.

Several well-known U. S. trade figures, it is learned, have been in Europe recently to check on U. S. production and sales rights to the coin movies. Some of the U. S. trade figures, apparently believing that the film juke box has a tremendous potential in America, have wrapped their visits to Europe in an

almost conspiratorial stealth.

Some information concerning these reconnaissance has now become available in the wake of the announcement that Estey Electronics of New York has acquired the license to manufacture and distribute Cinebox in the U. S.

When Cinebox and Scopitone both appeared on the market in a dead heat nearly two years ago, the European trade at once displayed interest. Sales were immediate, albeit small initially, and they have been steadily increasing. Meanwhile, the producers, recognizing that the film box will succeed or fail almost solely on the availability of quality films, have been organizing a substantial film production program.

(Continued on page 92)

Handleman No 1. Topic

CHICAGO—The record industry's numerous ills were raked over the coals in a heated, action-packed "emergency meeting" held by the American Record Merchants & Distributors Association (ARMADA) here last Thursday (28).

Agreeing on a solution, however, was not so simple. There was little dissent that transshipping, discounting and in some cases direct selling were ruining the industry.

One group insisted that the way to meet competition, specifically from rack jobbers and one-stops, was for distributors to go into the business themselves.

"The day will come when rack jobbers will be able to force manufacturers to sell direct," a distributor noted. "The only way to prevent 'Handlemans' from becoming distributors is for us to become 'Handlemans.'"

The reference was to the recent entry by the giant Detroit rack jobber into the distributing business.

Another group, however, insisted that the distributors' future lay in self-protection, self-

(Continued on page 8)

ABC-PARA SIGNS FATS DOMINO

NEW YORK — Fats Domino will soon ink a contract with the ABC-Paramount label. Domino, who has been one of the biggest selling artists on Imperial for the past decade, is expected to sign a five-figure pact with ABC-Paramount sometime this week. Bids for Domino by some labels have run as high as \$50,000 per year guarantee over a five-year period.

HOT NEWS FROM THE NEW HOT LABEL:



see page 7

ELVIS

METRO-GOLDWYN-MAYER PRESENTS

IT HAPPENED AT THE WORLD'S FAIR

A TED RICHMOND PRODUCTION





RCA VICTOR

ELVIS

HIS BRAND-NEW ORIGINAL SOUND TRACK RECORDING

**FROM THE MGM MOVIE SOUND TRACK
"IT HAPPENED AT THE WORLD'S FAIR"
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ORDER BIG...ORDER NOW! RCA VICTOR**

 The most trusted name in sound 

Nielsen's Rating Not So Hot With This House

By MILDRED HALL

WASHINGTON — The "image rating" of the Nielsen broadcast rating service took a steep dive last week on Capitol Hill in the wake of testimony showing a wide gap between claimed sample sizes, claimed "meter" accuracy, claimed field methods, and the hard facts of the operation elicited in hearing testimony.

The "image" comment was made by Rep. Arthur Younger (R., Calif.), member of the House Investigating Subcommittee, during the third week of hearings on broadcast rating services here last week. The Nielsen "image" was further downgraded by Representative Moss (D., Calif.), who said Nielsen clients must find the small-print explanations of sampling error as "transparent as mud." More probing of Nielsen ratings for local TV and local radio stations were scheduled for Wednesday afternoon (27).

Nielsen's service was accused, in general, of "misleading" its advertiser and broadcaster customers in reports that either obscure or omit method, sample and weighting information contradictory to the "large print" information. The practice would be called "false labeling" in another field, said Representative Moss. Special counsel Robert Richardson, backed by the long and meticulous investigation of Rex Sparger and the subcommittee chief counsel Charles Howze wrung admission from Nielsen's research manager, Henry Rahmel, that Nielsen clients "could" be misled.

Ironically, Nielsen spokesman Rahmel depreciated the idea that the successful rating firm by which the industry is said to "live or die" in matters of programming and sales, holds at least 90 per cent of the rating

(Continued on page 6)

Decca's \$2.8 Million Net Its All-Time High

NEW YORK—The net profit after taxes figure for Decca Records and all of its record subsidiaries (excluding Universal Pictures) totaled \$2,861,000, in 1962, rather than the \$1,192,667 figure quoted in a Billboard story March 23. This is an all-time high net profit figure after taxes for Decca, and puts the company solidly in the front ranks of U. S. diskeries.

The Decca net is even more impressive when it is analyzed against the company's gross revenues which are estimated to have hit a figure of about \$30

million in 1962. The profit figure covers all of the Decca Records empire, including the Decca label, Coral, Brunswick, Compo of Canada, Decca phonographs, its pressing plants, its publishing firms and its overseas income.

Decca has been extremely hot in the singles field with stars of the stature of Brenda Lee, Burl Ives, and the late Patsy Cline, as well as with their solid country star line-up, including Kitty Wells, Webb Pierce, and the like, and has scored with many potent LP's. Decca's LP sellers include Brenda Lee and Burl Ives. On Coral, albums by Pete Fountain and by the late Buddy Holly have been solid sellers.

Since only a few of the larger record firms disclose their net earnings, usually lumping them together with earnings of the parent TV or movie firm, it is difficult to compare directly the Decca after-taxes profit figure with other firms.

However, though three firms are known to have a larger gross than Decca, the Decca figure for 1962 puts them no less than third among U. S. labels as far as net profit is concerned.

Decca's recent acquisition of Rick Nelson, who already has a swift-rising hit on the label, for a sum in excess of \$1 million,

is expected to add much to earnings in 1963, if it continues its hot streak. Decca's forte has always been astute use of its great catalog, and it has continued to be as sharp as ever in issuing it, repackaging it, and today remastering it in electronic stereo.

Strictly Stores

Another remarkable aspect of the Decca net earnings figure is that Decca is not connected with any record club, and its disk sales are all through stores.

Another profitable area for Decca has been in the phono field. Its low-price phonos have consistently been among the top-selling brands, according to dealer reports to Billboard.

Merc Pushes On PPS Set

CHICAGO — Mercury Records has launched a special promotion on its Perfect Presence Sound series, enabling the consumer to buy a PPS LP for \$1 with each PPS LP purchased at the regular price. Dealers buy the album for 62 cents with each one bought at the regular dealer price. Special offer starts April 1 and extends through May 14. There are 33 albums in the PPS series.

Denmark Wins Eurovision Final, Edging Switzerland

By DON WEDGE

LONDON—Denmark won the eighth Eurovision Song Contest. In the finals here March 23, it gained a narrow victory over Switzerland. Italy was third and the United Kingdom trailed way behind in fourth.

The Danish song, "Dansevise," was written by Sejr Volmer-Sorensen and Otto Francker. It was sung by Grethe Ingmann accompanied by her guitarist-husband Jorgen Ingmann, well known for his big U. S. and international hit, "Apache," three years ago. They appeared as a duo, though all the singing was by Mrs. Ingmann.

Volmer-Sorensen is a freelance arranger, working particularly in Danish radio and television. Francker wrote one of Denmark's biggest hits of recent years "The Old Gardener." A former director of the Danish Radio Dance Orchestra, he is now associated with writing for theatrical productions. Musical

director for the winning team was Kai Mortensen, current conductor of the Danish Radio Dance Orchestra.

The song is published by Morks Musikforlag, Copenhagen. Chappell has the British right.

Dance to Love

The literal translation is "Dance Song," but the English version has been written as "I Loved You." Grethe Ingmann has recorded it in English and EMI had it scheduled for release in Britain whether it won the contest or not. The rights were obtained from Metronome, Copenhagen, as part of a license deal.

For the first time the contest was staged in a television studio. Concert halls have been used previously. As a visual presentation it certainly gained from the switch. The musical and technical parts of it went without a hitch, but there was some chaos when the chairman of the Norwegian jury gave his country's verdict in a non-planned manner. It might have affected the result but EBU officials upheld it.

Swiss 2d

The runner-up Swiss song was "Ten va pas," sung by Ester Ofarim. It was written by Emile Gardaz and Geo Voumard.

Many music personalities were in the audience. Foreign publishers noted in addition to those reported elsewhere included Michael Stewart (United Artists Music, New York), Felix Stahl of Stockholm, Jean Pierard and Gerard Tournier of Tutti, Paris. Jacques Bedos, a.&r. man for RCA Victor, France, was present with his artist Alain Barriere, the French entrant. Claude Wolff of French Vogue and his wife, Petula Clark, were in the audience supporting new French star Francoise Hardy, who represented Monte Carlo.

An estimated 75 million people watched the event on the Eurovision network. It went out simultaneously in the 16 competing countries and also in Portugal.

Name Cotler To Produce Mitch Show

NEW YORK—Gordon Cotler is the new producer for the "Sing Along With Mitch" show starting in September when the show opens its third full season on NBC-TV. Cotler, writer and associate producer of the "Sing Along" show since its inception in April, 1960, has been responsible for the presentation of 1,500 songs in the "Sing Along" format.

Cotler has been associated with Mitch in his TV and radio enterprises for the past 10 years, having written the "Mitch Miller Show" for CBS radio during the six years it was on the network.

Miller and Cotler expect to make a number of changes in the Miller "Sing Along" show. Among these are the development of a weekly segment called "Young America Plays and Sings," in which unusual new talent will be showcased. In addition, carefully screened and auditioned choruses, culled from government, civic, business and religious organizations, will be given an opportunity to "Sing Along With Mitch" and his vocal chorus.

Atlantic-Atco Kick Off Promo For Ray, Darin

NEW YORK — Atlantic and Atco Records have kicked off a major promotion involving artists formerly on the two labels. Atlantic has tabbed April as Ray Charles month, while, in like manner, Atco has made April Bobby Darin month.

Under the two concurrent programs, albums by the artists involved will be offered on a one free for every two purchased basis. The plans encompass 17 Ray Charles albums and 11 by Darin. Deferred billing of 30-60-90 days will be a part of the program.

Heavy radio time buys will be used to push the promotion while direct mail is being sent to dealers and rack jobbers. Two-color easel displays will be available for in-store promotion and ad mats will be employed for local distributor-dealer ads.

In addition to these two special campaigns, Atlantic and Atco are also offering an extra 15 per cent discount on the entire catalogs of both labels.

Billboard BACKSTAGE

A Bulwark of the Industry

RECORD dealers who were in business in 1948 well remember the name Paul Southard. He was Columbia's vice-president of marketing and was the man responsible for launching the new LP record.

Record dealers of the New York metropolitan area, who know Paul Southard as their Columbia distributor, paid an unprecedented tribute to him recently on the eve of his retirement from Columbia. To honor him they gave a posh reception and dinner at Manhattan's world-famed Cotillion Room of the Hotel Pierre.

The elite dealer group on hand included many of the nation's top record retailers and, as Jack Grossman of Merco said so eloquently: "We honor Paul Southard as the dean of our business and also acknowledge that this is the first time such a tribute has been paid to anyone by the record dealers of New York City."

Plans for the Southard testimonial were developed by a committee of Phil King and Ben Karol, of King Karol; Harry Sultan, Sultan's; Aaron Wall, Strand Music; Lennie Book, Steadman's; Raul Acevedo, Schirmer's, and Merco's Jack Grossman. Lou Weinstein, of Columbia's New York branch, coordinated the activity.

Special guests who honored Paul in song were Earl Wrightson, Lois Hunt and Tony Bennett. Seated with Mr. and Mrs. Southard on the dais were son Terry with his wife Rhoda, and daughter Mary Lou with her husband Jack Fuller.

Among the guests were top executives from RCA, Capitol, MGM and, of course, Columbia.

Paul Southard has been a tower of strength in the record business. He has served the industry well as a dealer, distributor and manufacturing executive. Wherever he goes from here (his plans are still indefinite) we know he'll continue to make contributions that will be rewarding to the rest of us.

Hal B. Cook

PUBLISHER

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U. S. GETS OFF FLYING IN ALL-STAR LP RACE

NEW YORK—The United States Committee for Refugees, which is co-ordinating the promotion and sale of the "All-Star Festival" LP in this country, reports that sales in the U. S. had reached 100,000 as of Thursday, March 28.

R. Norris Wilson, who heads the U. S. committee, said the U. S. quota is 300,000 UN record sales.

European sales continued to climb last week, registering a 25 per cent increase over the previous week. Sweden maintained its hold on first place in sales with a total of 170,000. The highest density of sales in a specific region has been attained in Gotland, Sweden, where, on the average, one of every 25 inhabitants has purchased the disk.

After the first month, here are the sales standings by country:

Sweden	170,000	Austria	17,000
Germany	78,350	Italy	16,000
Netherlands	73,000	France	14,000
Norway	55,000	Ireland	3,700
United Kingdom	54,000	Greece	2,500
Switzerland	37,000	Finland	1,500
Belgium	28,500	Yugoslavia	1,300
Denmark	25,000		

NARM Puts UN Album Push at Top of Agenda

NEW YORK—The No. 1 project on the NARM agenda these days is the UN record. This was the word from Cecil Steen, newly elected president of the racker's organization and head of Recordwagon, Inc., in Boston. Charles Schlange of Mershaw is head of the committee pushing the sale of the "All-Star Festival" album on Mercury, sales of which help raise money for the UN Committee on Refugees.

Schlange is pushing sales of the UN record on all NARM member racks. Meanwhile, Milt Israeloff of Beacon in Boston, is pushing the disk with NARM and non-NARM racker, and is calling distrib promotion men in his locality to get air exposure on the LP.

Steen and Jules Malamud, executive director of NARM, also spoke of some new projects that NARM was undertaking for its members. Among them are a possible series of regional meetings with racker in various localities to help them solve local problems.

Steen also said that the mid-year meet of the NARM board would be held at the Edgewater Beach Hotel in Chicago July 30 to August 2. At this meet there will be a new format to enable racker and manufacturers to meet and talk with each other.

Steen told Billboard that the NARM board, as well as he and Malamud, were willing to meet with representative organizations of any segment of the industry, to discuss mutual problems at any time.

Steen also reaffirmed the NARM organizations' statement made at its San Francisco convention that it was not in favor of an all-industry trade practices conference. Steen in San Francisco had said that he and NARM attorney Earl Foreman had told the FTC it was against such a conference at this time. Industry problems, Steen said then, should be settled by the people in the record business themselves.

JEROME HINES IN 'GODUNOV' WITH BOLSHOI

NEW YORK—Jerome Hines, the Metropolitan Opera basso has been invited to open the fall 1964 season of the Bolshoi Opera in Moscow as "Boris Godunov," and to record the opera with the Bolshoi Opera Company in the fall of this year.

Hines, the first non-Russian artist accorded such an honor by the Soviets, will also make his first American radio appearance as "Boris Godunov" since his record-breaking Russian tour from the Stage of the Metropolitan Opera on Saturday afternoon, April 6. The opera will be broadcast by WOR, N. Y., at 2 p.m.



JOHNNIE RAY, newly signed to Decca Records, is traveling extensively to greet and thank his friends in the broadcasting industry for their efforts in his behalf. (Advertisement)

Creditors Meet On Fleetwood Record Service

NEW YORK—A meeting of the creditors of Fleetwood Record Service and Installation Corporation, local rack jobber with offices in nearby Long Island City, met Friday (29) at the offices of the New York Credit and Financial Management Association. Purpose of the meeting was to arrange for a settlement on outstanding accounts of the company without officially going into proceedings for bankruptcy under Chapter 11 of the Bankruptcy Law.

Preliminary figures indicate that the company has approximate assets of \$72,000, including about \$40,000 in accounts receivable. Liabilities total about \$160,000, of which approximately \$110,000 is owed directly to the record trade.

Leading creditors were understood to be Capitol Record Distributors (about \$11,000) and Columbia Record Distributors (about \$8,000). Serving on the creditors committee are Vincent Capucci, Alpha Distributors; Bernard Katz, Pickwick Sales; Sidney Pastner, Strand Records; Russ Vail, Capitol Distributors; Elliot Blaine, Cosnat Distributors; Harry Englehart, London Record Distributors, and George Jay, who has become known as a traditional creditors committee chairman, having served in this capacity in various other groups including the Goody creditors committee, was named chairman.

JUST ROUTINE

ASCAP Puts on Tumultuous Show

By REN GREVATT

NEW YORK — A religious songwriter from Hackensack, N. J., Johnny Redmond, stole the show at the semi-annual general membership meeting of the American Society of Composers, Authors and Publishers held last Thursday afternoon (28) at the Americana Hotel here.

He said: "With so much emphasis focused on background music, may I ask, will our great artists be content to sing background music? As many of the great ASCAP copyrights continue to go into the public domain, where will our money go? We must do something to replenish the supply of material. Something has to be done to encourage new writers. They must have a sense of security in being ASCAP writers, so that they can know that when their most productive time is over, they'll still have an income."

Prior to Redmond's statement, ASCAP President Stanley Adams opened the meeting with "an accounting to the membership of his stewardship of ASCAP affairs since 1959." Adams outlined "what is good about ASCAP, not what is bad." Among the points covered by the Adams report were charges for the better in the distribution system and the fact that hit songs are now credited as recognized works during their first year, following the accrual of certain minimum points of credit.

Treasurer Jack Bregman said ASCAP revenues for 1962 totaled \$35,279,033. Operation costs, covering salaries for a total of 605 people as well as costs of the home and branch offices amounted to 20 per cent of income, leaving about \$28 million for distribution. Total current membership was listed as 5,910 writers and 2,150 publishers.

Juke Box Bill

Executive committee chairman Arthur Schwartz discussed the pending juke box bill in Congress, urging members to contact their Congressmen on this. He also touched on a litigation involving the so-called Shenandoah TV group, in connection with changes in royalty payment methods on taped and filmed TV shows (which the court turned down); and the matter of licensing of educational telecasters. Schwartz also detailed recent accomplishments of the Society's public relations committee.

The meeting was then turned over to the membership, and long addresses followed by both Pinky Herman and Lew Bellin. At a number of points in Bellin's floor talk, Adams called for the sergeant at arms. In one case this resulted in a lengthy tugging match between him and Bellin, accompanied by shouting for the mike.

Redd Evans, another traditional ASCAP meeting speaker, violently attacked the 1960 consent decree and the recognition of background music as being in the qualified works category. Reading a letter he received from an assistant attorney general, Evans quoted the letter as indicating that the Justice Department was now ready to throw out the 1960 consent decree.

Later, Sherman Edwards,

head of a former ASCAP group known as the Current Writers Committee, attacked the Society's special awards system.

"We must have new writers and would encourage them by taking the vast moneys that go into the special pot, and creating a fund to help them along after their productive years are past. We must do something to attract the new young writers or we'll be in deeper trouble than ever," he said.

The meeting was also highlighted by film clips of an appearance by the late Otto Harbach on the Ed Sullivan TV show, and the presentation by Stanley Adams to Lawrence Welk of the Pied Piper award for his great contribution toward furthering ASCAP music on his TV shows.

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Vol. 75 No. 14



HEARTY HELLO to Nashville visitors is aim of colorful sign at entrance to Music Row, heart of industry activity in Southern city. Billboard's

Mark-Clark Bates leans on shovel, while J. T. Hailey, local music booster, watches.

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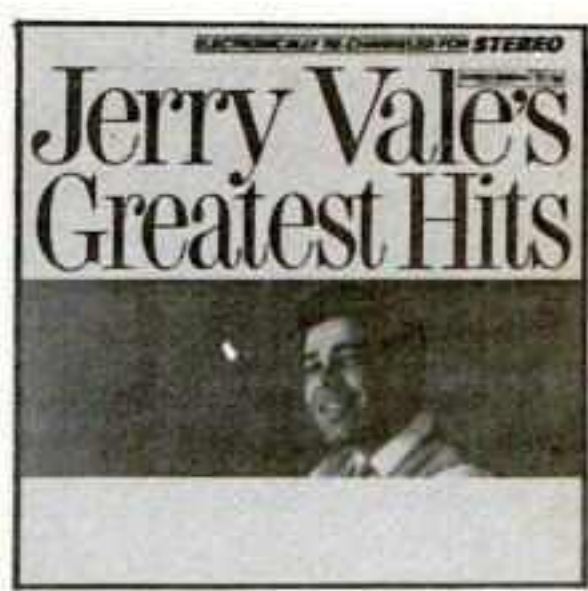
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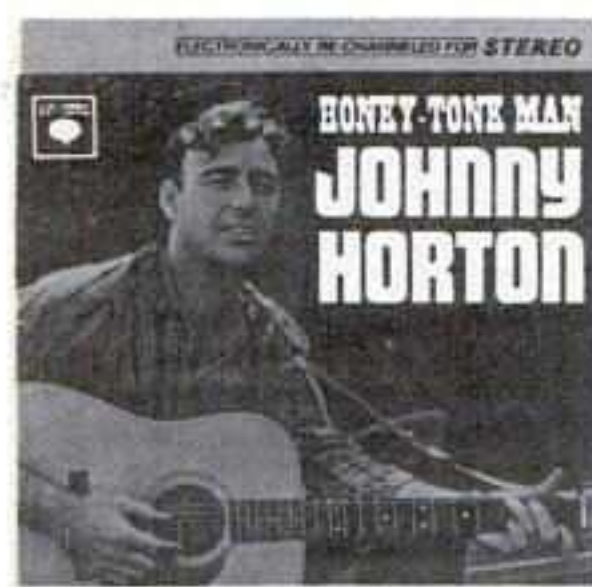
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OS 2300



OS 2310



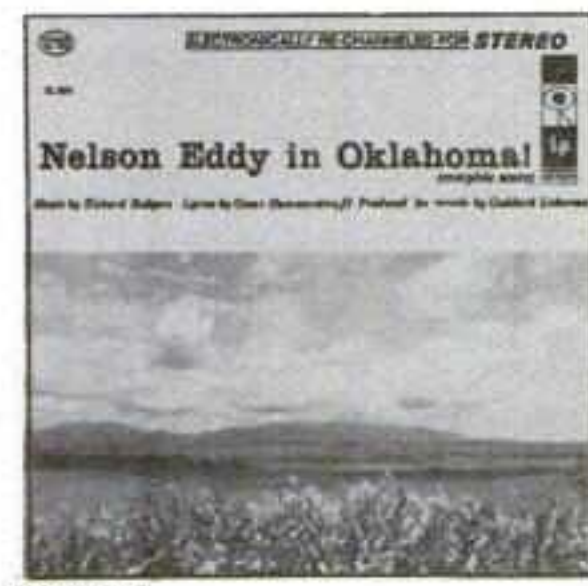
OS 2320



OS 2330



OS 2350



CS 8739



CS 8740

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Golden Disk Secret: Keep Kiddie Stuff Simple, Says Shimkin

NEW YORK—Arthur Shimkin of Hudson Productions, the producing arm of Golden Records, and Moses Asch of Folkways Records spoke on the special recording field at the NARAS-NYU "Art of Recording" seminar last week (26) in the RCA Exhibition Hall. Davis Hall, now head of Composer's Recordings, was narrator.

Shimkin, the founder of Golden Records and now president of its producing arm, Hudson Productions, Inc., zoomed in on two basic problems facing the children's record producer: (1) Children's limited pre-knowledge, "so that you can't infer anything before you start," and (2) the importance of words, "so that you can't sacrifice clarity for mood or intent."

He said: "Children are no better or worse than adults."

Reprise Signs Sisters, Lads

HOLLYWOOD—Reprise Records has signed the McGuire Sisters, and the Four Lads. McGuire Sisters were formerly with Coral Records, while the Four Lads have been with a number of labels since leaving Columbia a few years ago.

Their entertainment level is the same as that of their parents or of adults they've been exposed to. The first consideration in preparing for a children's recording is to determine whether the material itself is worth it without the artist."

Shimkin went on to say that big names often mean very little in children's records; that only a very few of the well-known performers Golden has used have helped the sales of records.

Shimkin summed up part of his philosophy with "I do not make a record only because I like it. I do it because I feel there is a need for it."

Asch pointed out the importance of catering to the needs of specialty audiences. A 1,000-record sale of most items is considered sufficient. "We can't get too broad or else those 1,000 customers would leave us. We can't compete with the majors, doing what they are doing, because then we would have no customers."

Noting that he had 900 specialty items in his current catalog, he stated that he wished he could have 900 more because there was at least that much more worthwhile material to record. Everything he records, he said, has to have a meaning. "I never record a sound just for sound's sake."

In the Mailbag

Dear Hal Cook:

As a comparative "old-timer" with 18 years in this business, I cling to my memories of the days when records were sold less like bakery goods. We all know that it will never be that way again and really shouldn't be. However, I am sure, you will agree that there is room for parallel development of more traditional record sales through dealers since no marketing device in recent years has truly duplicated their function.

The current gap over the status of rack jobbers, and distributors, and their relation to the marketing community points up a very basic factor in the sale of records. A decision either way will serve to cut down the haze that has gathered in the field of records.

The dazzling lure of higher volume in spite of low profit has been found to have a barb that is hard to swallow. What have distributors, dealers, and rack jobbers allowed to happen to the record customer? They have nurtured in him a sense of values that stops at price.

Trading Glamour

The most exciting and glamorous product in the history of merchandising is being traded with utter disregard to the true value and drama, intrinsic in a record, any record.

No one will deny, I'm sure, that any decision that is rendered on this matter will launch a rebirth of the presently dormant breed of salesmen that were originally responsible for building the record business into the most fascinating vocation available to a salesman.

High Profit Sights

If the rack jobbers are recognized by the manufacturers as a necessary mass market distributing facility, the distributors must realign their thinking to the more stable, higher profit, task of building a true dealer organization.

Should the rack jobbers be compelled to continue to operate on a sub-distributor basis, the reappraisal of their place in the record sales picture will also serve to point up the need for dealer development to serve the record buyer with products that can never be racked.

Spoken Arts and other manufacturers of high quality material welcome the day when customers will again be sold records. When dealers will stock and sell records at a profit. When records can again be a true contribution to our culture.

David Ross, sales manager
Spoken Arts, Inc.

Nielsen's Rating Not So Hot

• Continued from page 3

business. Richardson asked if it did not also hold 100 per cent of the radio network rating field until September 1962, when ABC canceled. Modest research manager Rahmel insisted that their share is probably only between 75 and 80 per cent since Sindlinger serves ABC. But the subcommittee's special counsel said Sindlinger had testified that he hadn't made a dime, and "he's had it"—leaving Nielsen virtually in control of network radio rating field.

Under heavy fire was the Nielsen claim of "metered" checking in areas where plain mail-out ballot (without audimeter check on sets) was all the client actually got. Also, that over 50 per cent of the mail-out, the so-called "free diary" ballots, was in the "no response" category. Richardson said the ballots were mailed out "with a buck attached" and the recipient could keep the dollar, toss away the ballot, without any follow-up check by Nielsen's field staff.

The elaborately titled "Recordimeter/Audilog" technique is actually diary, plus a meter which records nothing but the total amount of time the set was tuned in.

Even the vaunted "audimeters" were clobbered by Richardson. He pointed out that only 75 per cent of them actually work, and a good number conk out in very cold weather. As for the NRI sample which claims to approximate 1,200 radio households in which audimeters are installed, actual sample runs to 890 households, or 74 per cent, as against Nielsen's claim of about 90 per cent. Nielsen spokesman Rahmel insisted that the sample-error was indicated (particularly after their consent decree with the Federal Trade Commission was recently entered

into) in language here and there in the pocket-pieces. Reading the indicated paragraphs of "explanation" led Representative Moss to make his "clear as mud" comment.

In earlier testimony, Nielsen's had presented six hours of audience measurement charts in rainbow hues, explaining their operation. They were finally nudged into the realization that they had better start testifying as to how and where they got their original information—not how they used it after they got it. The charts then disappeared.

Nielsen was embarrassingly questioned on making public attacks on the use of mail ballots as inaccurate rating method for radio—only to take up the method themselves when the only firm then using the mail-ballot went out of business. "Economic necessity" was the reason given.

Meggie-Rice Horse Film Wins Award

OKLAHOMA CITY—A motion picture documentary, "Appaloosa," written, directed and produced by Capitol executives Brown Meggs (writer) and Fred Rice (producer) was named the "Outstanding Western Documentary Film of 1962," by the National Cowboy Hall of Fame and Western Heritage Center.

Flick was produced to develop greater appreciation of the appaloosa, a breed of horse. The 30-minute color film features narration by Dale Robertson, and was filmed in Idaho in 1961 after being sponsored by the Appaloosa Horse Club of Moscow, Idaho. It will be shown at the annual Western Heritage Awards ceremony on April 4 in this city.

Andy Wiswell Goes Indie

NEW YORK—Andy Wiswell resigned from Capitol Records last week to function as an independent producer. He will set up his own producing organization and make both albums and singles. He will specialize in original cast Broadway albums.

Wiswell has been an a.&r. producer in Capitol's New York office for the past eight years. He will launch his free-lance career by producing for Warner Bros. the original cast LP of "Hot Spot," which stars Judy Holliday. He will also continue to produce two sessions a month for Muzak.

Wiswell will also handle free-lance assignments for Capitol in the East. In the past Wiswell has produced many sessions for Capitol in the show album field, and recently cut an LP with Robert Morse and Charles Nelson Reilly called "A Jolly Theatrical Season."

Radio-TV Guide plus each of the local newspapers.

MGM's Sol Handwerker termed the tie-in one of the most ambitious of its kind ever attempted by the diskery.

MGM albums plugged in the bally-hoo will be Stan Getz' "Jazz Samba Encore," Count Basie's "On My Way and Shout-in' Again" and "The Gary McFarland Ork."

LATE SINGLE SPOTLIGHTS

Pop

RAY CHARLES

TAKE THESE CHAINS FROM MY HEART (Milene, ASCAP) (2:52)—NO LETTER TODAY (Peer, BMI) (3:02)—Two great new sides from the master and both again are from the country field. First up is the memorable old tune by Fred Rose, done softly and convincingly. Flip is another familiar ditty, also done with class. Either or both here. ABC-PARAMOUNT 10435

THE ROCKIN' REBELS

ROCKIN' CRICKETS (Shan-Todd, BMI) (2:31)—The smart combo has just had a smash with "Wild Weekend," and here's another bright rocker instrumental that could go. Sound gimmicks emulate the perking of crickets behind a honkin' horn and down guitar. Good wax. Flip is "Hully Gully Rock" (Juarez, BMI) (2:31). SWAN 4140

JACKIE SHANNON

NEEDLES AND PINS (Metric, BMI) (2:30)—The thrush has been making an impact lately as a writer and more recently as a thrush, and this is the side that could put her over big. It's a fine ditty, with a solid background and done in smart unison dual-track style by the gal. It could be a winner. Flip is "Did He Call Today Mama" (Metric, BMI) (2:15). LIBERTY 55563

Cap Trying New Sleeve

HOLLYWOOD—Capitol Records will introduce a new plastic factory-sealed sleeve with its release of 50,000 copies of the Kingston Trio's single, "Reverend Mr. Black" b.w. "One More Round." Capitol will eye the results stemming from dealer and consumer reaction as the forerunner of switching to a full-scale plastic cover for all its singles packaging.

The plastic sleeve is being tested in markets in the South, Middle West, and on the Eastern Seaboard. The sleeve is transparent, flexible, carries the Capitol trade-mark imprints and permits its reuse for home storage of the record.

Push Jazz Tie-Up in Key Cities

CHICAGO—MGM Records and the Columbia Broadcasting system are joining hands in a record dealer-media tie-in program aimed at promoting a Chicago-originated jazz show in five key markets.

The show will be taped at a live concert performance here later televised in New York, Philadelphia, St. Louis, Los Angeles and again in Chicago.

MGM's dealer tie-in campaign includes extensive newspaper and magazine advertising—plugging the concert, artists and their current albums—plus a wide range of dealer point-of-sale display aids.

The concerts, "Jazz Supports the Symphony" will be held here April 27 and 28 to promote funds for the Chicago Symphony Orchestra. It will feature

Stan Getz, Count Basie, Gary McFarland (all Verve) plus Bob Scobey, Lamber, Hendricks and Bavan Trio, Lurlean Hunter and Muddy Waters.

The show will be taped by CBS and later released under the title: "The International Hour—American Jazz." It'll be on Chicago's WBBM, Monday, May 20, 9-10 p.m.; New York's WCBS, Tuesday (21), 7:30 to 8:30 p.m.; Philadelphia's WCAU, Wednesday (22), 8-9 p.m.; St. Louis' KMO, Thursday (23) 8-9 p.m., and Los Angeles' KNXT, Friday (24), 9:30 to 10:30 p.m.

A late release in major European markets is also in the works.

MGM is planning a major tie-in program around the concert and later in five individual tele-

vision shows. In Chicago, the firm will promote its artists (Getz, Basie and McFarland) with newspaper advertising in the dailies (plugging both the concert and the artists' albums) and in a full-page ad in the concert souvenir program.

Further Aids

Chicago dealers will also receive a shipment of 7 by 9-inch circulars plugging the concert on the front and the Verve artists on the back.

The later promotion for the five television shows is being done jointly by MGM and CBS, and will be aimed at dealers in each of the five markets receiving the show.

Dealers will receive special window posters—again emphasizing the TV show and the albums and tie-in ads are set for



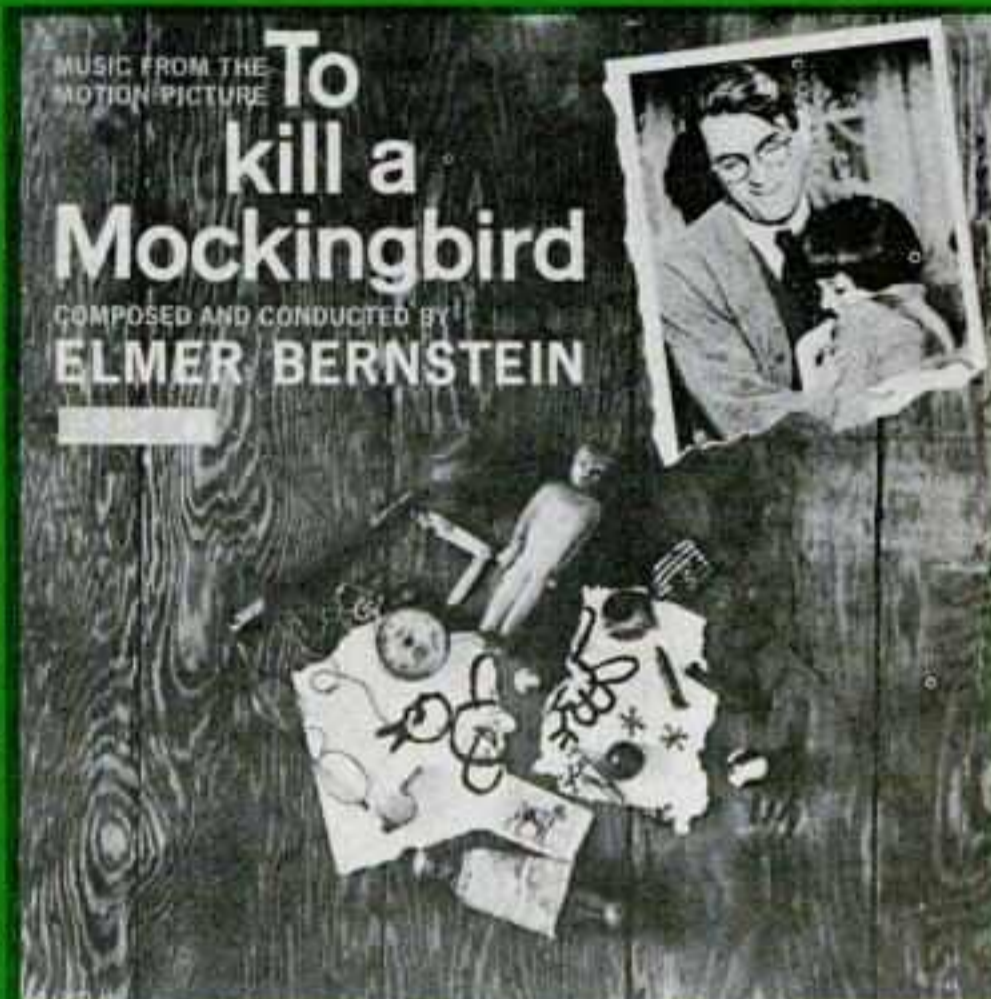
PRESENTS

MUSIC FROM THREE GREAT MOTION PICTURES NOMINATED FOR ACADEMY AWARDS:

MUSIC FROM "TO KILL A MOCKINGBIRD"

Starring Gregory Peck
Eight nominations, including Best Music Score!
The Pulitzer Prize novel that is now a rare and memorable film experience

COMPOSED AND CONDUCTED BY ELMER BERNSTEIN
A/AS 20



THE ORIGINAL SOUND TRACK OF "DAVID & LISA"

Two nominations!
An unusual love story of two adolescents who find each other while searching for themselves

COMPOSED BY MARK LAWRENCE

Includes jazz impressions of David & Lisa by the Victor Feldman All-Stars

A/AS 21

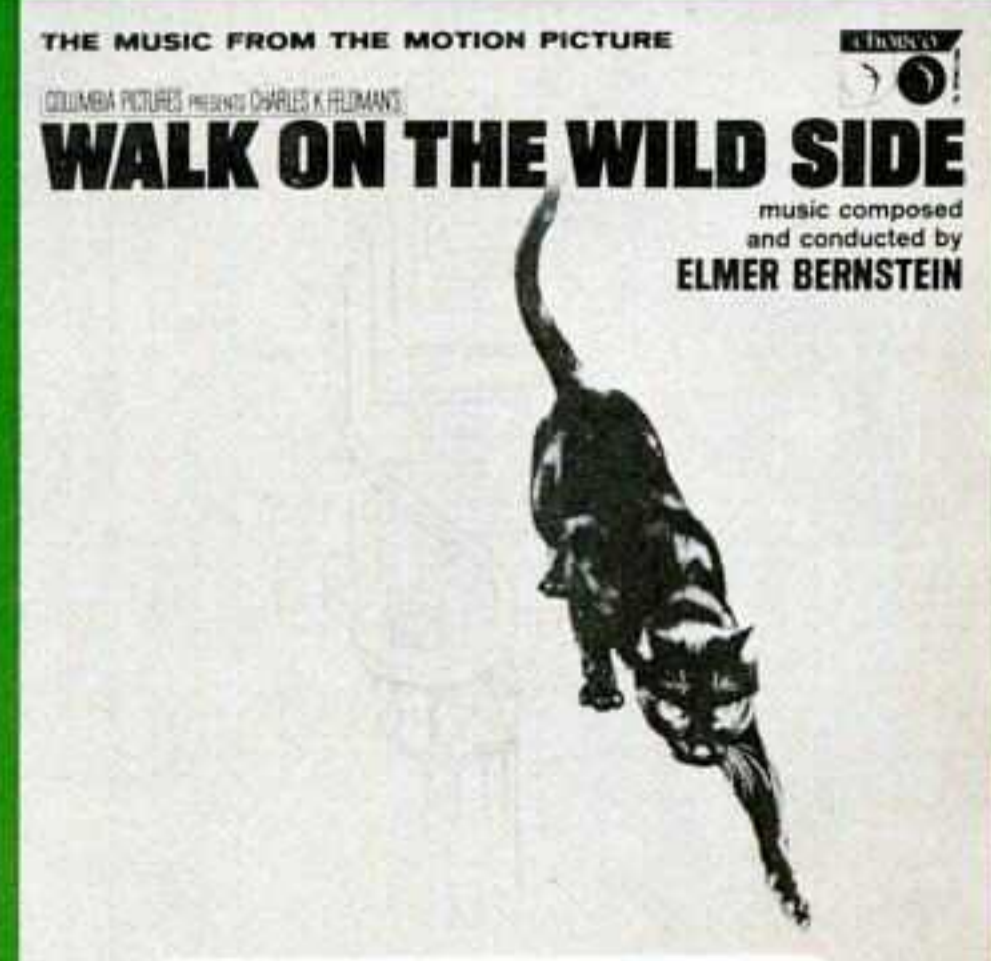


THE ORIGINAL SOUND TRACK RECORDING OF "WALK ON THE WILD SIDE"

Nominated as "Best Song!"

COMPOSED AND CONDUCTED BY ELMER BERNSTEIN

A/AS 4 ST



CMA Steps Up Bid for Status

NEW YORK — The Country Music Association's plans to gain broad Madison Avenue acceptance for country music have gone into high gear. A de luxe presentation of the country music medium, featuring well-known country acts, will be made May 14 at a meeting of the New York Sales Executives Club at the Hotel Roosevelt.

Committee chairmen set up by CMA have already plunged into their duties, with Jim McConnell, in charge of artists, transportation, housing and hospitality reporting definite commitments to appear from Leon McAuliff and his band, Flatt and Scruggs, Don Gibson and Tex Ritter. Also promised are Sue Thompson and/or Brenda Lee and/or Anita Bryant.

Ken Nelson is in charge of preparing the script for the show, with help from Lloyd Dunn, Steve Sholes and Eddie Kahn. RCA's Ben Rosner is lining up plans to record the entire presentation, which will then be produced as a promotion LP. AFM officials have indicated general agreement, according to

Rosner, on waiving recording fees on this subject.

Steve Sholes of RCA Victor will handle tape editing and mastering while Jack Loetz of Columbia will arrange production of 1,000 pressings. Ken Nelson of Capitol is enlisting the co-operation of his firm in preparing design, copy and printing of the LP's cover. Bob Austin is handling publicity and will work closely with Sales Executives Club executive director, Harry White. Gene Autry and Jo Walker, president and executive director of CMA respec-

tively, will work with others on the committee to prepare a v.i.p. guest list of network and agency execs for the event.

Staging arrangements for the show will be handled by Roy Horton of Southern Music, while Wesley Rose of Acuff-Rose and Grant Turner of WSM will set up door prizes and souvenirs. An attempt is being made through the Tennessee Walking Horse Society to get a horse as the main door prize. Hal Cook, Billboard publisher, is arranging for the writing and printing of the souvenir program.

INDUSTRY BRIEFS

Melody Goes to Racks

NEW YORK—Melody Record Supply Company, Morty Kline's indie distributorship here, has set up a rack-jobbing organization under the name of Record Accessories Corporation, specializing in educational and children's records.

First stores to be racked exclusively by the firm will be the Macy chain. Negotiations are now under way to add other chains.

Kline, who heads the newly formed corporation, has spent more than 15 years in the educational and children's record field.

Spina Elected

HOLLYWOOD — Harold Spina has been elected the new chairman of the West Coast committee of the American Guild of Authors and Compos-

Not for Public

NEW YORK — Monument Records informed Billboard this week that its "Mighty Masters Contest" is limited to its promotional, sales and distributing personnel only, and is not open to the general public. Awards for tips on hot masters are made only to the person in the Monument organization first sending in the tip, and the master must be acquired by Monument for the tipster to receive the award.

Cecil Steen Buys

area and Norfolk, Baltimore and Philadelphia. Firm has another office in Columbus, Ohio, covering Indiana, Ohio and Western Pennsylvania. Recordwagon did about \$4 million last year, said Steen.

ers, according to Burton Lane, AGAC president. Lane added that Helen King is the new secretary for the office on Hollywood Boulevard.

4 New Philly Labels

PHILADELPHIA — Four new record labels set up shop here. Aimed at developing a classical as well as a popular catalog, law firm of Abraham J. Levinson filed application for a charter of incorporation for the New Society Hill Recording Company, along with a petition for an affiliated Society Hill Music Publishing Company.

Formed as business corporations are Hercules Records, Inc., and the Saxony Recording Corporation. A fourth waxerie was set up by George A. Smiernow as the Chanteclair Recording Company.

Erik Darling Not Protesting

NEW YORK — Erik Darling told Billboard this week that he is not a member of the group protesting against the alleged "blacklist" of Pete Seeger and the Weavers on the ABC-TV folk show "Hootenannies."

Gateway Owner

PITTSBURGH — The Gateway label, on which Dick Gregory has issued his serious LP called "My Brother's Keeper," is owned by Bob Schachner of this city. Gateway, by the way, will soon double the size of its recording studio and add a second one to its current facilities. Joining the firm this week was engineer John Cevetello of New York.

ARMADA Meet Is Hot— But There Are No Answers

• Continued from page 1

policing and self-regulation, and a return to the "good old days."

Meet One of Best

The meeting, one of the best turnouts in ARMADA's recent history, represented a gathering of some of the top independent manufacturers, distributors and dealers in the country. More than 60 distributors were on hand.

The awareness of the omnipresent Handleman situation was emphasized by a private meeting held by the ARMADA board for MGM and Verve distributors. Although details were not revealed, the distributors were obviously disgruntled with the rack jobber's recent appointment by the two labels.

In other developments at the day-long session, ARMADA President Amos Heilicher said that the association would push for a Federal Trade Commission investigation of the industry.

The group also appointed an independent manufacturer advisory group to advise the association what direction the record marketing situation is taking. Included were Sewart Abner, Vee Jay; Jerry Raker, Colpix; Johnny Sippel, Monument, and Jerry Wexler, Atlantic.

ARMADA also announced it would hold a symposium on distributor diversification at its June convention. "The association will follow the wishes of its members," Heilicher said. "If distributors want education on how to be rack jobbers or one-stoppers, we'll give it to them."

NARM Condemned

At a previous evening's closed-door board meeting, ARMADA strongly condemned the National Association of Record Merchandisers (NARM) for going directly to manufacturers with its demands.

Distributors rather than manufacturers deal with the rack jobbers, the board said. "ARMADA will not tolerate direct shipping by manufacturers, nor will it tolerate under-the-counter deals," it announced.

In an oblique reference to Handleman, the board also announced that "any rack jobber has the right to become a distributor in a territory but not in the case of a rack operation which, with manufacturer collaboration, will disrupt the distribution picture in numerous territories."

Heilicher kicked the meeting off by terming it a "tough year, full of chaos and turmoil" for distributors. "Are we sick or not," he asked? "The record industry can expect a billion dollars' worth of records to be sold shortly, but by whom, to whom and where is another question," he noted.

He stated that in an informal survey of ARMADA members, it was revealed that more than 70 per cent of the distributors' business was done with functional discount buyers.

One of the most succinct spokesmen for those urging distributors to diversify was Lee Hartstone, formerly of London. "Nothing in this meeting can change the basic economic facts of life," he said.

"Unless a distributor can take a product to the ultimate consumer in the cheapest possible way, a new way will be found. In this case, it has been the rack jobber," he said.

He noted that despite limited

capital, racks were doing well, and that 15 years ago distributors' capital wasn't so good either.

"Racks will increase and we'll eventually have a whole new industry," he pointed out. "There's nothing wrong with them legally or economically. The only reason manufacturers haven't sold racks direct up to now is because it's economically unfeasible," Hartstone said, citing the handling of returns, carrying of accounts receivable and local sales experience as points in the distributors' favor.

"The only safety in being a distributor is doing the distribution job cheaper than anyone else," he said.

Heilicher noted: "ARMADA is ready to advise members on how to keep up with new methods of distribution and teach them how to be rackers and one-stops."

Times Change

Harold Lieberman noted that "things happen in business . . . times change . . . we must adjust. One-stops and racks are a trend."

Vee Jay's Abner urged distributors to take action to protect their territories. "Form one-stop or racks if you have to do it at cost, but keep control of your distribution," he said.

"We'll back you all the way," Abner said, summing up the sentiment of all the manufacturers present. "If you go down, we go down with you."

A more cautious view was advanced by Jim Schwartz, who said he preferred to stay a distributor, not wishing to split his time. He noted he could work very well with racks and one-stops in his area if only other distributors wouldn't trans-ship into his territory and cut prices.

A proposal by John Kaplan to try for a reduction in list price was opposed by manufacturers. Kaplan suggested a \$2.98 list for mono and stereo, noting that discounting would still continue but that there would not be as much spread in the price.

He suggested a \$1.42 distributor price and a \$1.86 dealer price.

Mercury's Kenny Myers summed up manufacturer feeling, pointing out that the diskeries are working at their lowest margin now. "We couldn't sell an LP at \$1.50 and stay in business," he pointed out.

Andy Anderson, Chicago dealer and president of the Society of Record Dealers, took issue, citing recent testimony of Mercury President Irving Green that disks were sold to the Columbia Record Club at under 60 cents (Columbia Record Club hearings conducted by FTC).

Myers said these were pure pressing costs and did not take into consideration such things as publishers costs, advertising and the like. Anderson called for ARMADA-SORD co-operation, noting that the record dealers are "ready, willing and able."

He cited the record clubs as one of the industry's "prime evils," and suggested a bilateral franchising agreement for distributors and dealers. Among manufacturers represented were Stereodiddies, Mercury, Smash, Monument, Hickory, Chess, Old Town, Atlantic, ABC-Paramount, Roulette, Colpix, Request, Kapp, Vee Jay, Liberty and Joy.

Strand Acquires 30-Tune Line

NEW YORK — Strand Records has acquired the Playtime-Carousel Kiddie lines, which adds 30 new members to the Strand catalog.

Among the other masters recently acquired by Strand include wax by Mel Torme, Andre Previn, Pearl Bailey, Ray Charles, Don Cherry, Ted Weems, Memphis Slim, Rita Moreno, Paul Lavalle, Jack Haskell, Brock Peters, Karen Chandler, along with many others.

SOLONS CHEER OMAHA'S WOW

OMAHA — WOW Radio received an unprecedented award from Nebraska's Legislature March 26. A resolution signed by all 47 senators was passed praising the station for 40 years of public service to the State.

WOW observes its 40th anniversary this month with eight open house luncheons for 500 clients, agencies and community leaders and 40 special programs. The station is conducting on-the-air contests asking listeners to tell what programming they would like to hear in the next 40 years.



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THE KINGSTON TRIO #16

From the fastest-selling **album** in Kingston Trio history comes the fastest-selling **single*** in Kingston Trio history!

REVEREND MR. BLACK

b/w One More Round #4951



*Picked to be a hit by Billboard, Cash Box, Music Reporter, Music Vendor & Variety!

Close Distrib Ties Can Make Things Hum for Disk Dealers

By PAUL ACKERMAN

For the dealer to compete successfully in today's record market, he should maintain the closest accord and liaison with his distributors. The latter are in the best possible position to advise him on buying, promotion and advertising, financing, and virtually every other aspect of his retailing operation.

The distributor is anxious to act in such a capacity. It is not necessarily a question of the distributor being altruistic. Rather, he is interested in maintaining the economic health of the dealer—for only in this way can the distributor keep that dealer as a customer and enhance his own billings. So the reasons for this close co-operation are based upon hard economic considerations.

In addition to providing the dealer with the customary exchange and return privilege, the distributor helps the dealer in his merchandise requirements; distributor salesmen inventory lines and help keep the dealer on a regulated buying schedule.

Finally, the distributor's knowledge is invaluable with regard to the cost of a record shop and its potential gross. Factors influencing such matters as cost and potential gross are the dealer's own financial resources, an analysis of comparable stores in similar locations in the same, or nearby, areas; the nature of the community and its musical tastes— aspects which in turn are tempered by whether the shop is a suburban one, or on an important downtown street.

Types Important

Such considerations as location, type of store and type of clientele also influence strongly such matters as essential inventory, the comparative quantity of catalog and pop merchandise, and finally, pricing policy. In all these matters, the dealer's logical source of quick and reliable information is the distributor who is servicing outlets of all types and has a stake in keeping them profitable.

One of the most pressing problems in today's record industry is the frantic pace of production. Literally hundreds of releases appear each week. It is virtually impossible for one person to keep up with them.

ARMADA VIEWS DEALER ROLE

This is another in a series of articles written at the invitation of Billboard by Paul Ackerman, the executive secretary of the American Record Merchandisers and Distributors' Association (ARMADA). These articles will survey the current condition of retail record dealers and will explore their needs and the steps which can be taken to take full advantage of their promotional and merchandising opportunities and responsibilities. We are grateful to the author and to ARMADA for this material.

Here again, there are various aids, such as trade papers, local radio programming and known community tastes. But again, there is one central source whereby much guidance in these matters can be obtained. He is the distributor who, together with his promotion men and other personnel, is in a key position to gather all this information and sift through it and present it in brief, concentrated form to his dealer clients.

This is not to say that the dealer should not use his own initiative and establish close relationships with disk jockeys, civic organizations, and his customers. It is a backward dealer who will not do this. But he is particularly backward if he does

not constantly avail himself of distributor's knowledge of record merchandise and its applicability to the dealer's location.

How to Push

How best to promote this product—records—is a complex study in itself and will be gone into in subsequent stories inasmuch as it involves store layout, proper fixtures, radio advertising, tie-ins with film theaters, etc. Here again, the dealer's quickest source of advice is the distributor, one of whose key functions is promotion.

His relationship to the manufacturer requires him to be an expert in this area; and his relationship to the dealer, his interest in maintaining the latter's economic health, emphasizes the logic of distributor-dealer co-operation in the area of promotion. An important facet of this is co-op advertising, wherein the distributor will often aid the dealer in defraying costs, and will also go to the trouble and expense of setting up dealer ads.

These are some of the chief areas within the distributor-dealer relationship where a retailer may turn to his distributor for guidance. One must point out, however, that the guidance of the distributor should only be the starting point for the progressive dealer. He cannot regard the distributor as a crutch to buttress a weak operation. In brief, he must implement such aid and information he receives with a measure of his own initiative.

TALENT TOPICS

NEW YORK

British import **Georgia Brown**, who copped kudos for her performance on Broadway in "Oliver!" is delighting the midnight crowd at the Blue Angel these days. London Records people are so pleased with response to her first album that they will be releasing a second next month, as well as another single. . . . **Sven Swenson**, another Broadway newcomer, who received rave reviews for performance in "Little Me" has been signed by William Morris. . . . The **Grandison Singers** have left for England where they will share the bill with **Lonnie Donegan** at the London Palladium. After their engagement there, they'll hit the Continent for further commitments. . . . **Bill (Jose Jimenez) Dana** was back from orbit last week (in fact, very much down to earth) for some serious business. On Saturday, March 30, he acted as guest-conductor of the Seattle Symphony Orchestra. . . . **Lou Gossett**, who appeared on Broadway in "A Raisin' in the Sun," and is currently in the off-Broadway production of "The Blacks," spends his Monday nights off singing his own brand of folk-alikes at Les Deux Megots. . . . Organist **Virgil Fox**, who recently cut his first LP for Command on the Aeolian Skinner organ at Philharmonic Hall, will be concertizing on a like instrument at the Philadelphia Academy of Music April 7. . . . Viewers of the Garry Moore show have been so enthusiastic over the inclusion of comedienne-singer **Dorothy Loudon** in recent months that she has

been signed to make 13 appearances on the show during the first 26 weeks of its 1963-1964 season. . . . **Dinah Washington**, who has two teen-age boys of her own, headlined the benefit show at the Waldorf Sunday (31) for the University Settlement. Proceeds were for the Summer Camp Fund. Sharing the bill were comics **Allen and Rossi**. . . . It will be "horns up" time Down Under as frantic **Francis Faye** works the Chevron Hilton in Sydney, beginning April 1, for the entire month, and that's no April Foolery. . . . An as yet unidentified group of singers will be presented over ABC-TV on Tuesday (2), as Met soprano **Rise Stevens** introduces the winners of the Metropolitan Opera Auditions for 1962-1963. Finals are set to be held on the stage of the Metropolitan the afternoon of Friday (29).

CHICAGO

The Gate of Horn held its first record-taping session last week since new owners **Rudy Orisek** and **Hal Stein** took over. **Buck Ram** cut an Antler master of **David Troy**, former lead singer with the **Diamonds** (Little Darlin') now doing well as a single. . . . **Betty Madigan** will be **Mal Bellairs'** guest on WBBM's Music Wagon Monday morning (1) (and it's not an April Fool gag either). Mal hosts one of the few live shows left in the city. Tuesday his guest is **Theo Bikel**. . . . Incidentally, WBEM is looking for a new gal singer to replace **Connie Mitchell** who leaves shortly for the West Coast. She's negotiating with at least two record firms. . . . New

vocal group at WBBM is the **Arbors**, four young men (including twin brothers) who hail from the University of Michigan (get it, Arbors. . . U. of Mich., Ann Arbor, Mich., and all that). They've been doing college dates and have recorded for Vanguard. . . . Our congratulations to our man on the go—**Sig Sakowicz**. WGN renewed his contract for the fourth consecutive year. And congratulations, too, to **Mrs. Dee Sakowicz** who gave birth to **Marya Roberta** March 14, the Sakowicz's fifth. Others are **Christine**, 14; **Gregory**, 10; **Pamela**, 9, and **Adrian**, 5. . . . **Swingers Dick Taylor** and **Lina Hammer** team for the city's newest public relations duo. Their "coloring book" announcement is the wildest—get a copy. . . . **Howard Miller** has piled up a lot of awards, but never before last week did he receive a gold-plated pie plate. It's from the Chicago Police Association for Howard's efforts in helping them collect 7,839 pies for distribution to charities. . . . Remember **Nichelle Nichols**, female lead in **Oscar Brown Jr.'s** "Kicks and Company"? She opens at Playboy along with **Johnny Nash**, **Linda Merrill**, **Burt Taylor**, **Lewis and Dane**, **Gene Allen**, plus the trios **Harold Harris**, **Joe Parnello**, **Bob Davis** and **Joe Iaco**. **NICK BIRO**

PITTSBURGH

Wayne King and his orchestra have been signed by promoter **Lenny Litman** for the first public dance to be held at the Civic Arena on April 6. There will be 20,000 square feet of dancing space and 1,000 tables stretched around the perimeter. . . . **Ray Charles** has been set for a Syria Mosque concert on April 20. . . . **Allan Sherman**, whose Pittsburgh debut was canceled a month or two ago at Syria Mosque because of lack of advance, will play the Mosque on April 23—this time under auspices of Hillel Academy.

Bobby Breen will follow **Xavier Cugat** and **Abbe Lane** at the Holiday House night club. Also scheduled for the John Bertera club are **Jackie Wilson**, **Anita Bryant**, **Phyllis Diller** and **Don Cornell**. . . . **Louis Nye** will begin his Pittsburgh night club debut on April 15 at the Horizon Room for two weeks. Following him in order will be **Earl Grant** on his third stint there; the **Four Coins**, **George Kirby** and **Al Alberts**.

Proceeds from the sale of the new Mala Records, "37 Men" composed and sung by Pittsburgher **Sonny Daye** will go to the families of the Robena mine victims. The song was inspired by the fate of the 37 coal miners who were killed in a mine cave-in at the Robena plant of US Steel last December.

LEONARD MENDLOWITZ

BOSTON

Audiences apparently never forget a performer. **Dagmar** at the Revere Beach Frolic mentioned her stint 11 years ago on TV and the crowd brought down the house. . . . United Artists' singing star, **Mike Clifford**, will take over next week at the Frolic. He has shows lined up with most of the deejays for his new hit, "One Boy Too Late." . . . **Barbara Meister**, of "The Sound of Music" at the Colonial, making the patrons forget about **Mary Martin**. **Jack Collins** of the cast gave customers at Steuben's Vienna Room a treat after the show with an Italian and an Irish rendition.

The **Kingston Trio** which packed **Blinstrub's** last week, will get \$7,500 for a single concert at the Donnelly Memorial Theater in connection with Bos-

Goody Back At His Old Slicing Act

NEW YORK — Sam Goody returned to the discount wars last week with the announcement of the establishment in all his stores of a new basic price of \$2.25 on all \$3.98 albums.

The news came in the form of a series of ads in New York's only currently published regular daily, The New York Post. In the ads, Goody offered "\$1 off every LP record in our stores selling at our regular price of \$3 or more." Though it was not stated in the ad, Goody said that the new price structure was "for keeps until the end of this year at least."

Concurrently, he announced a new series of \$2.85 on all \$4.98 sets; \$3.35 on \$5.95 albums and \$4.45 on \$6.95 merchandise. The new moves, according to Goody, represent his answer to "those stores who use records to sell handkerchiefs and ladies' apparel."

Beck Label Makes Debut

BECKLEY, W. Va. — Tom Nary and Randy Zeigler, of Nary-Ziegler Productions here, have formed their own recording label, Beck Records, with offices at 337½ Valley Drive, North. Firm's initial release is "Three Idols" b.w. "Make Room for Tomorrow," as done by Paul Young and the Versatones of this city.

ton College Junior Week in May. . . . **Nelson Eddy** and **Gale Sherwood** will arrive at the Framingham Monticello for a week May 6. . . . Summer theater notices are arriving already. **Liberace** will open the Carousel Theater early in June, and **Robert Goulet** will close it in mid-September.

Frank Fontaine was the happiest guy alive at the Monticello as he was presented his first gold LP for his hit record, "Songs I Sing on the Jackie Gleason Show." . . . **Carol Burnett** will come to the Colonial Theater with "A Girl to Remember," the new **Betty Comden-Adolph Green** show. . . . **Delores Perry** due at the Statler-Hilton's Terrace Room for two weeks with **Roger Williams** to follow after. . . . A clash of **Stan Getz** at Symphony Hall and the **Clancy Brothers** and **Tommy Makem** at the Donnelly wound up with neither doing too well.

CAMERON DEWAR

HOUSTON

Singer **Gogi Grant** is scheduled to make a two-week stand at the Cork Club opening on April 20. Also to appear on the same bill will be comic **Tommy Noonan**. They will follow **Robert Goulet** into the Cork Club.

Evans Young Wyatt, of Dallas, an advertising executive, heads the new Theater Concerts of Houston which is planning to bring a series of big name stagelights to Houston. They start with the Dixieland music of **Pete Fountain** on April 13 to be held at the Music Hall.

The **Don Wilkerson Quintet**, formerly with the **Ray Charles** orchestra, opened a limited engagement at the Show Biz Restaurant.

Recording artist **Johnny Spain** handles the vocals, and **Sammy Jay** and his **Tiffaniers** are on the bandstand at Jim's Night Club.

Joey Long, the recording art-
Continued on page 14

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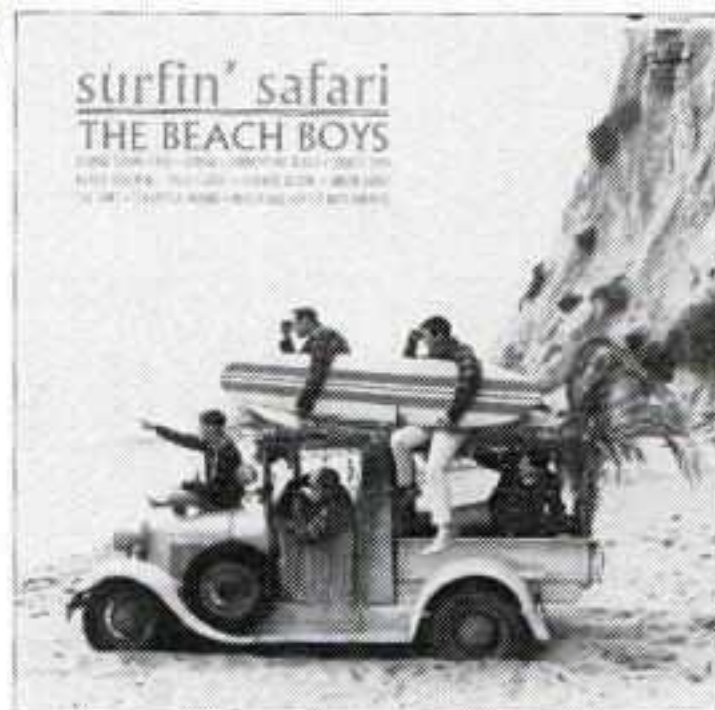
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CLUB REVIEW

Ease Frankie Avalon

By REN GREVATT

Frankie Avalon has the ease, polish and an ingratiating floor style, if not the vocal force, of many a more tried and tested club performer. On most bills he'd rate the lead spot but he more than holds his own under headliner Myron Cohen in the current bill at Jules Podell's Copacabana.

No matter, the young Philadelphian does his utmost to please with an assortment of familiar tunes, neatly mixed as to tempo and handsomely arranged. In this reviewer's memory, Avalon is also the only disk star of any stature who has resisted the temptation to go into an elongated reprise of his past disk clicks.

The tune list opens with a swinging "I Believe in You," from "How to Succeed," followed by "They Can't Take That Away From Me" and a big upbeat, "Ol' Man River."

Highlights, in terms of pacing, are a pair of bits, one of which finds Avalon donning a bowler hat and cane and embarking on an energetic dance routine to the tune of "Ballin' the Jack." Later he scores again with "Alexander's Ragtime Band," in which he slips quickly into a striped blazer and comes back blowing a trumpet to a fare thee well.

In general, Avalon's a pleaser. He doesn't have the power delivery of an Anka or even a Rydell, but what he lacks in decibels he makes up in humility. Myron Cohen, meanwhile, keeps everybody happy with one of the smoothest, well-rehearsed comedy deliveries in the business.

A Pair of Aces



CHART RIDERS: At Nashville's Carousel Club couple of soaring instrumentalists wow the people: Bill Pursell ("Our Winter Love," No. 13) and Boots Randolph ("Yakety Sax," No. 35).

MOVIE REVIEW

'West' Track Fast—and Clear

By BOB ROLONTZ

"How the West Was Won" should turn into one of the hot tracks of the year for MGM Records, if the flick is any indication. The movie is one of the most exciting Westerns in many a year, even without Cinerama. With Cinerama it becomes one of the most spectacular pictures of all time—not only for the glorious scenes of the West, but also for the wild buffalo stampede, the Civil War scenes and a hair-raising Great-Train Robbery episode that had the audience sitting on the edge of the plush chairs at Loew's Cinerama Theater in New York last week.

Though the picture is weak in story, it more than makes up for this deficiency by the potent line-up of stars appearing in the picture, from starring to bit parts.

They include Debbie Reyn-

olds, who might be called the star; Gregory Peck, Carroll Baker, James Stewart, Robert Preston, Henry Fonda, Lee Cobb, George Peppard, Richard Widmark, Thelma Ritter, Walter Brennan, John Wayne, Agnes Moorehead, Andy Devine and you name 'em.

Musically, the picture besides showing off Miss Reynolds' singing voice and the night club act, features songs of the West, from "Across the Wide Missouri," to other folk favorites.

Many of them are sung by the now defunct Dave Guard group, the Whiskey Hill Singers. Featured song is an adaptation of "Greensleeves," which may yet turn that old English air into a pop hit, as performed by Miss Reynolds and all the other members of the cast.

There are some new songs in the picture, too, none of them

Continued on page 14

'Unquote'

Lena Horne (announcing she's quitting night club work after 23 years of it): "I'm just tired of it all. Take Las Vegas. I'm tired of being a shill. I'm in one room; some belly dancer is in the next room. And it's just as crowded in there."

Producer Arthur Whitelaw (on auditioning a young singer, Liza Minelli): "She sang two songs for us and she was brilliant. She sounds like her mother. It's amazing, a cry in the voice. The hesitations, the mannerisms. But still in her own way."

Comic Mort Sahl (insisting that he puts Democrats down as well as right wingers): "I was speaking at this \$100-a-plate Democratic dinner and it happened I was filling in for Adlai Stevenson. So I said, 'I don't feel upset about replacing him because I know you Democrats in the past have had your chances to get Adlai Stevenson—and you always settled for less.'"

NBC Press Release (Passing on program corrections for the Andy Williams show): "Note: Andy will not sing the songs nominated for Academy Awards, as previously announced. He will open the hour singing 'Without a Song.'"

Mahalia Jackson (at a recording session at which the jazzmen backing her got carried away with the strong beat of a revival hymn): "I know you are all great, but unless you go easier on the beat, you're going to jazz me right out of the Baptist Church."

Vaughn Meader (at a TV "press conference" on the Steve Allen show, answering if he had ever solved the White House toy situation, as posed on "The First Family" album): "Yes, indeed, I solved it. I simply gave everybody blocks. For example, Carolyn got 42d Street."

Nanette Fabray (telling an interviewer that though she wears a discreetly placed hearing aid, she isn't self-conscious): "In fact, the only drawback is when I go to cocktail parties and people go around greeting me with kisses on the cheek. Then it sounds like, 'Pow! Pow! Pow!'"

TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

APRIL 1-7
(All Times Eastern Standard)

- MONDAY 1—JO STAFFORD, JOHNNY NASH
Both are to appear on the Westinghouse tape-syndicated Steve Allen show. Nash's Warner Bros. single is "Cigaretts and Whisky and Wild Women" b.w. "I'm Movin' On." Miss Stafford has albums on Columbia and Capitol.
- MONDAY 1—FOUR FRESHMEN
Group is set for the Tonight show (NBC-TV, 11:15-1 a.m.). They have many LP's on Capitol.
- TUESDAY 2—JANE POWELL
Miss Powell will be guest of the Garry Moore show (CBS-TV, 10-11 p.m.). Her LP "Can't We Be Friends" is on Verve.
- TUESDAY 2—PETE FOUNTAIN
The clarinetist returns to the Steve Allen show tonight. His latest Coral LP is "Let the Good Times Roll."
- WEDNESDAY 3—CATERINA VALENTE
The London International recording artist teams up with Perry Como on Kraft Music Hall (NBC-TV, 9-10 p.m.). Latest single "Always Together" b.w. "La Malaguena," is in bossa nova mood.
- WEDNESDAY 3—VAUGHN MEADER, HI-LO'S
Both will perform on the Steve Allen show. Meader's Cadence LP, "First Family," is an all-time best seller. "The Hi-Lo's Happen to Folk Songs," is on Reprise.
- THURSDAY 4—RICK NELSON
On the April 4 "Ozzie and Harriet" show (ABC-TV, 7-7:30 p.m.), Rick will sing his latest Decca hit, "I've Got a Woman."
- FRIDAY 5—NAT KING COLE, BOB NEWHART
Both are visitors to the Jack Paar show (NBC-TV, 10-11 p.m.). Latest Capitol single for Cole is "All Over the World." Button-Down minded Bob Newhart has four LP's on Warner Bros.
- FRIDAY 5—LES McCANN, BILL DANA
The jazz pianist and the comic will appear on the Steve Allen show. McCann has several LP's on Pacific Jazz. "Jose Jimenez" has his on Kapp.
- FRIDAY 5—ROSALIND ELIAS
Metopera mezzo will return to the Johnny Carson Tonight show (NBC-TV, 11:15-1 a.m.). Miss Elias is well represented on RCA Victor.
- SATURDAY 6—LIMELITERS, BUD & TRAVIS, BONNIE DOBSON, BOB GIBSON
Impressive line-up of folk talent will appear on first airing of "Hootenanny," with host Jack Linkletter (ABC-TV, 8:30-9 p.m.).
- SUNDAY 7—NBC OPERA COMPANY
The second of the two-part color production of Bach's "St. Matthew Passion" (NBC-TV, 3:30-5:30 p.m.). Cast again includes John McCollum, John Boyden, Lee Cass, Judith Raskin, Maureen Forrester, Donald Gramm and Mallory Walker, under the direction of Alfred Wallenstein. It is in English.
- SUNDAY 7—ABC SYMPHONY
On Directions '63 (ABC-TV, 2-3 p.m.), performance of Handel's Passover oratorio "Israel in Egypt"—abridged.
- SUNDAY 7—FRANKIE AVALON
Chancellor recording star will be seen on the Ed Sullivan show (CBS-TV, 8-9 p.m.). His latest single release is "First-Love Never Dies" b.w. "My Ex-Best Friend."
- SUNDAY 7—GABRIELLA TUCCI, JAMES McCracken, ROBERT MERRILL
Members of the Metropolitan Opera join for highlights of current Met production of Verdi's "Otello" on the Voice of Firestone (ABC-TV, 10-1:30 p.m.).

RECORDING SESSION

Hail the Conquering Nero

RCA Victor and its conquering hero, Peter Nero, played host to some 500 members of the trade last week (25) and they, in turn, comprised the "live" audience for Mr. Nero's fall album release, "Peter Nero—In Person." Recording at Victor's Webster Hall studios in Manhattan, the session marked a double "first" for Nero: this will be his first live performance LP and is also the first time he has recorded with less than a full orchestral complement.

The album should serve a double purpose too: Nero will emerge for the first time as a personality as well as a pianist. The between-number banter is loaded with the same sense of humor one finds in many of Nero's musical arrangements and should delight his followers.

Highlights of the session were a frenetic version of "It's All Right With Me" which, in the Nero manner, is superimposed over Beethoven's "Appassionata" sonata; and for funk there was a swinging gospel treatment of "I Got Plenty O'Nuttin'." An unfortunate inclusion was a lengthy and labored over-arrangement of the tunes from "West Side Story." For the most part, though, the session was highly charged and Nero's rapport with his audience will decidedly leak onto the tapes and intensify the over-all sound.

Someone at Victor had his thinking cap on and invited about 100 representatives of local high school and junior college papers, who amplified the general atmosphere with hoots, whistles and general juvenile enthusiasm.

TALENT ON TOUR

Top Record Talent in Top Record Tours This Week

EAST
Vic Damone opens at New York's Basin Street East for four weeks beginning April 1. . . . At the Copa as of April 4 is newlywed Frankie Avalon. . . . Lena Horne in great shape at the Latin Casino, Cherry Hill, N. J., through the 7th. . . . Johnny Tillotson will be in Syracuse at the Three Rivers Inn for two weeks beginning the 1st. . . . Eugene Ormandy brings

the Philadelphia ork to Carnegie Hall for an all-Wagner program April 2. . . . Dave Brubeck and quartet will be at the Danbury, Conn., High School auditorium April 7. . . . Count Basie at Norwalk Senior High School on the 7th.

SOUTH
Count Basie and ork in Atlantic City, N. J., Convention Hall
Continued on page 14

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.



DICK and DEEDEE
(Warner Bros.)

PERSONAL MANAGER: Wilder Brothers. **BOOKING OFFICE:** William Morris. **NAMES:** Deedee Sperling, Dick St. John. **AGES:** Early 20's. **HOME TOWN:** Los Angeles. **BACKGROUND:** Dick St. John, whose painting talents won him a scholarship to the Los Angeles Art Institute, was working on a sketch of a mountain scene when he got an idea for a

song. He showed the tune, "The Mountain's High" to Deedee Sperling, who had been a friend since their grammar school days. It became a smash and they received a gold record for the disk. Their follow-up song "Tell Me" was on the charts for many weeks, and their latest waxing, "Young and in Love," written by Dick, is climbing steadily on the Hot 100 chart. The pair already a favorite with teen-age audiences (Deedee beats a tambourine) has broken all attendance records in teen clubs on the Coast. They are currently on a coast-to-coast personal appearance tour. Their current album, "Young Lovers," is also getting action.

LATEST SINGLE: "Young and in Love" looks like a strong contender for a top position on the Hot 100 chart.

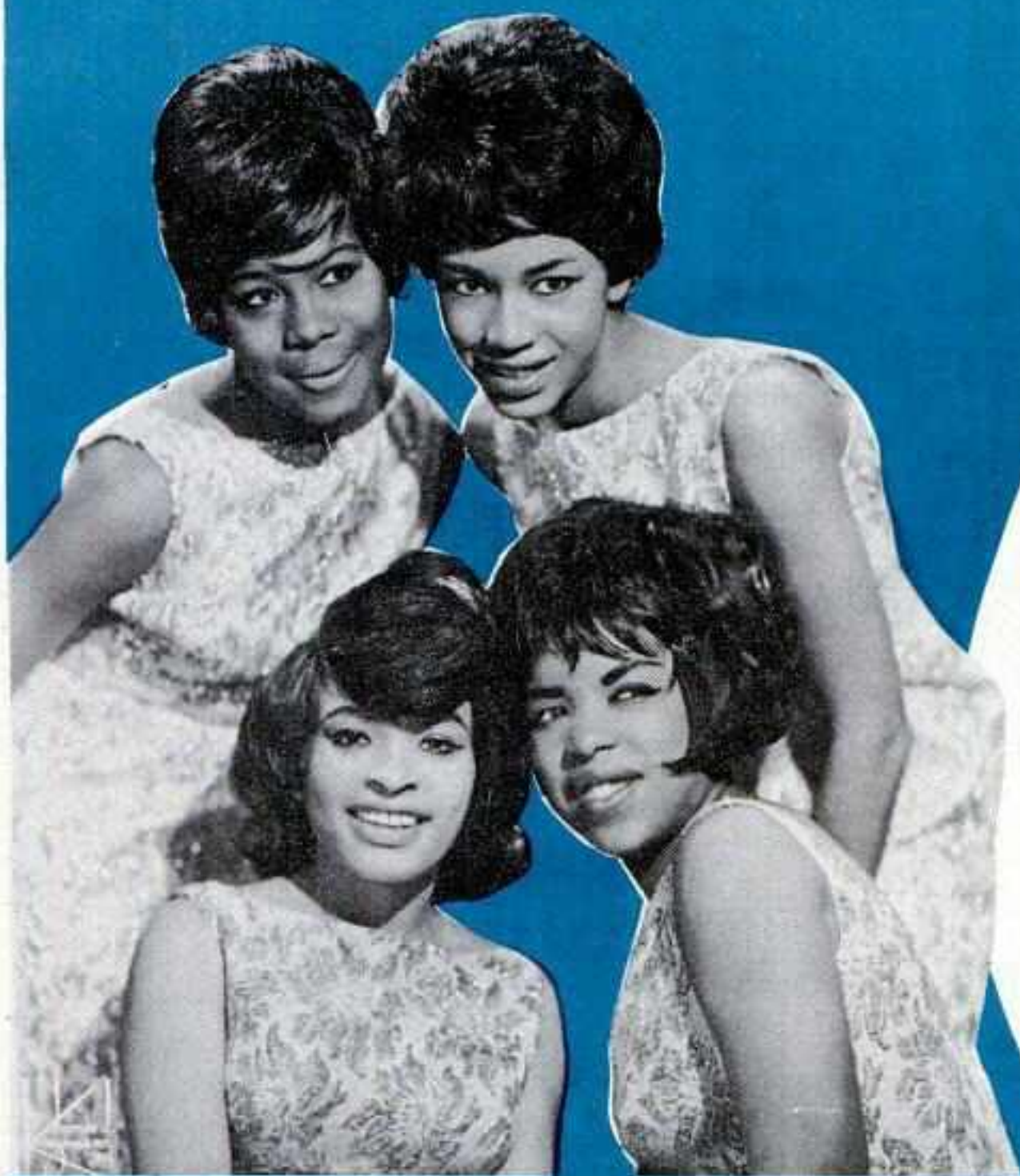
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TALENT TOPICS

• *Continued from page 10*

ist, has returned to the **Gil Baco Combo** which is being heard at Van's Ballroom, operated by **Van Bevill**.

The **Stork Club** has booked **Carne and Paul**, who do imitations of almost every top recording artist in the business.

BARRY CANDY

SAN FRANCISCO

It's kind of a homecoming for the **Vagabonds** who are returning to **Bimbo's** in San Francisco. This group, all members born in the North Beach area, were one of the first local singing groups to hit the musical big time. The quartet, consisting of **Attilia Riso**, accordion; **Al Torre**, guitar; **Dino Natale**, fiddle, are led by **Dominic Germano**. . . . **Rusty Warren** is reported to be getting \$1,000 a night for an engagement to start shortly at **New Fack's**, joining the local popular favorite, **Dick Stewart**. . . . The **Tommy Dorsey** band, led by **Sam Donahue**, will return to the **Claremont Hotel** in Berkeley for a two-night stand, May 27 and 28. On this occasion they will bring juvenile singer **Frank Sinatra Jr.** and the **Pied Pipers** and **Ziggy Elman**. The **Woody Herman** band will play at the hotel the previous weekend.

Two well-known singers and recording artists of a bygone era died in California recently. **Jackson C. Hines**, billed as "**Johnny Hines**, the **Rincon Hill Boy**," was a turn of the century singer who later combined night club roles and mining with his musical career, lasting into the 1930's. He introduced the late

Victor Herbert's "A Kiss in the Dark" in Chicago.

Marguerite Raas Waldrop was another San Francisco-born singer who toured both the United States and Europe in the 1920's giving operatic concert tours. She has been active in musical circles in California since her retirement. She was 72.

SAN ANTONIO

Bob Newhart has been signed for a Dallas appearance on May 18. It will be the first time in Dallas for the button-down humorist. He will appear at the Southern Methodist University Coliseum. "Robert Goulet in Person" is the second production for the 1963 Summer Musicals season in Dallas. The Goulet show opens July 22 for two weeks. Featured with the Columbia recording star will be **Carol Lawrence**, the **Weire Brothers** and the **Step Brothers**.

PHILADELPHIA

Penthouse Club brings in the **Kenny Mitchell** unit for a six-week stint. . . . Pianist **Don Edmonds** and bassist singer **Sal Colanegro** team up for a stand at the **Saxony East**. . . . The **Prime Rib**, under new management, launches its entertainment policy with the **Joyriders Quartet**. . . . **Venus Lounge** initiates a series of Latin American Nights with bandleader **Lazzro Prieto**. . . . **Rickey's Hialeah Club** at nearby Atlantic City, reopens Easter Saturday with a name band policy for weekends with **Woody Herman** first in.

MAURIE H. ORODENKER

Meet the Missus



MR. & MRS.: That's **Louis Prima** with bride **Gia Maione** at **National Conference of Christians and Jews banquet**, where **Prima** got award from the **Nevada Region Brotherhood chapter**.

TALENT ON TOUR

• *Continued from page 12*

the 5th and the **Suburban Club** of Baltimore County, **Peekskill, Md.**, the 6th. . . . Pianist **Gina Bachauer** is guest of **Dallas Symphony** April 1. . . . **Toni Carrol** is at the **Port O' Call**, **Tierra Verde, Fla.**, April 4. . . . **Lubbock, Tex.**, can see the **Four Freshmen** at the **Municipal Auditorium** April 4.

MIDWEST

Folkniks Addiss and **Crofut** will be at the **Ohio Wesleyan University**, **Delaware, Ohio**, May 1 and **Buchnell University**, **Louisville, Pa.**, April 6. . . . **Comic George Kirby** headlines at the **Colony Club**, **Omaha**, from April 4-10. . . . **Conway**

Twitty to **Kansas City (Mo.)** and **Marty's Lounge** for a week beginning the 1st. . . . **Count Basie** to the **Club Laurel**, **Chicago**, for one-nighter April 1. . . . The touring **Four Freshmen** will appear at **Drury College**, **Springfield, Mo.**, on April 3.

WEST

Les Baxter's Balladeers open at the **Holiday Hotel** in **Reno** for three weeks as of April 4. . . . **Phil Harris** takes his act to the **Desert Inn**, **Las Vegas**, for six weeks on the 1st. . . . **Shelley Berman** will be front stage at **San Francisco's Fairmont** for three weeks starting April 2. . . . **Buddy Greco** will give concerts

Boards Borrow Liz

NEW YORK — **Liz Ingleson** leaves the regular **Billboard** staff this week to go back to her first love, the stage, in a role in **Shelagh Delaney's** off-Broadway play, "**The Lion in Love**," to be presented this month at **No. 1 Sheridan Square Theater** in **Greenwich Village**.

The play is scheduled for a limited engagement and **Miss I** expects to be back at her editorial chores later in the spring.

'West' Track Fest

• *Continued from page 12*

memorable, but it's the familiar tunes that hold up best.

By turns, the score is stirring and tender, and it is one that many fans who see "**How the West Was Won**" will want. Its appeal will be helped by the fact that "**HTWWW**" is a family flick. In fact, to this reviewer it's the best kid picture for adults in a long, long time.

in **Seattle** and **Portland** the 5th and 6th. . . . **Los Angeles City College** get a **Four Freshmen** concert April 5. . . . **Gene Pitney** is off to the **Hawaiian Islands** for the "**Show of Stars**" tour from April 5-13. . . . **Judy Henske** will hold forth at the **Unicorn** in **Los Angeles** through April. . . . **Dick Contino** will be in **Colorado Springs** at the **Roaring '20's** for two weeks from the 1st. . . . Busy schedule for the touring **San Remo of the World Festival** will be seen this week at the **Municipal Auditorium**, **Oakland** (1), the **San Francisco Opera House** (2), the **Seattle Opera House** (3), **Fresno High School** (4), and **Philharmonic Hall**, **Los Angeles** (5).

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Subjects range from traditional songs and stories and rhythm records for the moppets to science and history records for the burgeoning scholar. And in between they include records about music, from folk songs to the three B's, and stories and fairy tales from "Peter Cottontail" to "Peter and the Wolf."

Most of the new and exciting children's records have been issued in greater array by the independent labels and kiddie-only labels than by the four majors.

With the exception of Columbia, which has swung back into regular production of children's records, Victor, Capitol and Decca have added slowly to their vast children's catalogs over the past few years. Columbia recently issued the musical production "Half Past Wednesday," the modernized musical tale of the old kid favorite "Rumpelstiltskin," which was presented off-Broadway last season for the eight to 14 sets.

Breakdown

Actually the children's record market has to be broken down into three or four distinct record markets. There is, first of all, the traditional kiddie market, with the Mother Goose rhymes, the Peter Rabbits, Goldilocks and other fairy tales. These are aimed at the very young, from one to three years of age. From three to four or seven or so there is another market, the mass section of it covered by records about children's favorite movie and TV friends, Huckleberry Hound, Disney movie favorites, Bugs Bunny, Rocky and His Friends, and records of music and verse that fit their years.

After six or seven the market splits into a number of different markets, depending on the child's inclinations and his or her parents' interests.

For this age group there are recordings of classic stories, religious records, musical records of folk songs or pop songs or excerpts from the classics.

There are also educational records that help children learn to spell, that help them learn another language like Spanish or French and that tell them the story of great composers, like Beethoven or Tchaikovsky. There are recordings of such great children's classics as "Wind in the Willows" and "Winnie the Pooh" both in English and Latin, the latter being known as "Winnie Ille Pu."

History Telling

For the older child, say about 10 or 11, who is interested in history and the past, there are records that explain the Mayflower Compact, the Declaration of Independence, Washington's Farewell Address, and Lincoln's Gettysburg Address. Some of these historical records cover many aspects of World War II including the Guadalcanal invasion and D-Day.

Records for this age group also cover such diverse areas as "A Child's Introduction to Atomic Energy and Outer Space," an area that appeals to

practically all boys and girls; "A Child's Introduction to the Instruments of the Orchestra" and "Moby Dick" narrated by the late Charles Laughton. There is even an album called "A Child's Introduction to Sex" for the older child.

Today's world of children's records is a basic library in itself. Most of the children's records on the market are for the amusement of the young set, but there are also enough educational disks available to please a parent who is anxious for his children to learn while listening.

And probably at no other time in the record business have so many good records been available for so little. There are scores of 99-cent LP's on the market for the toddlers, and there are many \$1.98 LP's covering almost every conceivable subject for the children from ages three or four to 10 or so. Whether a child wants to play or sing or dance or speak or learn, he can do it today to phonograph records, which should make everyone happy, including the child, his parents and, of course, the record dealer.

Martin for Philly Folk Fest

PHILADELPHIA — Jimmy Martin and the Sunny Mountain Boys and Girls have been signed to appear at the forthcoming Philadelphia Folk Music Festival, along with the Kingston Trio and the Limelights. Jimmy's new Decca release, "The Old Man's Drunk Again," is reported receiving heavy play in the Philadelphia and Detroit markets. Martin and his group were recent guests on the Buddy Deane TV-er in Baltimore.

SOME KIDDIE LP HINTS

1. Let your customers know you have children's records in length and depth through massed album display. Put up a sign—"Children's Record Department."
2. Call attention to your children's department with suitable display material—and make it festive (all-day suckers, balloons and streamers are only a few of the appropriate props).
3. Tie in with children's clothing stores. Swap window display material. Put a poster in the clothing store—and put its poster in your children's record department.
4. Children (like their parents) love something for nothing. Buy a couple of gross of lollipops—at a fraction-of-a-cent apiece—and hand them out to the small fry who come in with their parents. (Hide them from the teenagers.)
5. Get a good mailing list—that clothing store probably has one—and send out a jumbo postcard mailing suggesting kiddie records as Christmas gifts. (Phonographs, too, if you carry them.)
6. Elementary schools can be helpful. Meet the teachers. Keep them up to date on recorded educational materials they might use. Speak at PTA meetings on new developments in the field.
7. Plan now for a pre-Christmas window featuring children's records. Review display materials available from record labels.
8. Sunday school teachers—most of them amateurs—are always seeking materials to enliven classes and make them more compelling for youngsters. Suggest some of the excellent Bible story albums. Non-religious subjects will also be attractive.
9. Don't forget that children's records are bought by parents—parents who want their offspring to have "advantages" and culture. Appeal to this attitude with a browser full of material suggesting "culture for the young."
10. Put together a bonus package of hard-to-move disks for children and offer it at a very special low price with a phonograph purchase.
11. Make it easy for parents to buy. Organize records into age groupings with a browser for each. Tip: don't try to slice the grouping too fine. Make them "Pre-school and nursery," "six to eight years" and "eight years and over."
12. Make your store "Children's Record Headquarters" in your town by mentioning kiddie disks with at least one line in all your advertising.
13. Assign one sales clerk to the job of "Specialist—Kiddie Records." Have that clerk bone up on the children's record catalogs of every line you carry (and even those you don't). Give incentive to that clerk by mentioning him (or her) by name as "Kiddie Record Specialist" in your ads. Have him (or her) write to various labels for any special sales-aid material they might have.

Alvin Plunges Into Side Lines

NEW YORK — Alvin the Chipmunk, the mischievous character created by David Seville (who in real life is Ross Bagdasarian) will soon become as much a part of a child's world in the crib and the bathtub as he is on records. For Alvin, like his quieter brothers Simon and Theodore, is set to be a plush toy, a stuffed toy and a bathtub toy by this summer. And he may also soon be an important name in the cartoon book field.

Bagdasarian, in town a few weeks ago to set the toy deals, said that there are about 15 companies either using or set to use Alvin figures. The Colgate people will be using Alvin as a

soaky doll to entrance the moppets in the bathtub.

The Alvin, Simon, Theodore merchandising toys are sponsored by a firm called Chipmunk Enterprises, run by Nick Draklich. The firm belongs to Bagdasarian. According to the latter, there have been scores of toy firms trying to work out arrangements to use Alvin figures, especially since a recent survey, according to Bagdasarian, shows that Alvin is the No. 1 character with children aged 4 to 12.

TV Tops, Too

Alvin has become a top name in TV along with his record success. His TV show, now in its second year, has a rating that

is mighty high for any type of show, let alone a kid show, according to his creator. Bagdasarian writes the show himself and also writes the music.

As a record artist, Alvin is a humdinger. To date, Alvin's albums and singles have sold \$16 million worth of records. If record club sales and overseas sales are added in, the figure is estimated to be about \$20 million. The sales of the mythical Alvin on Liberty are higher than most people artists on any label.

These sales have been accomplished with a very tight release schedule. In a period of four years, Bagdasarian has issued only seven singles and six albums featuring Alvin and his brothers. Reason for this, says Bagdasarian, is that he won't issue anything by the Chipmunks unless he feels they are the best he can possibly do. If the recording he makes is below par, then he doesn't issue it at all.

Earlier Strikes

Bagdasarian was no stranger to hitsville even before he came up with the Chipmunk goldmine. He has written such hits as "Come On a My House" and "Armen's Theme." And it was his hit "Witch Doctor" that put him on to records, and which culminated in Alvin and his brothers.

Bagdasarian owns a grape ranch in California. It is called, of course, the Chipmunk Ranch.

The Chipmunk line comprises most of Liberty's kiddie line. It's only a handful of recordings, but it adds up to one of the top kiddie lines in the disk business.

Top Kid LP Labels by List Price

NEW YORK—Here is a list of key manufacturers of kiddie LP's by list price. Many manufacturers have two or three different price kid LP lines and thus are listed more than once.

99-Cent LP's

Diplomat
Famous Enterprises
Happy Time
Playtime
Carousel
Choo Choo
Tale Spinner (UA)

\$1.98 LP's

Peter Pan
Camden
Capitol
Colpix
Columbia
Cosmo
Cricket
Disneyland
Golden
Harmony
MGM
Mercury
Merry-Go-Round
Wonderland (Riverside)

\$2.49 LP's

Young People's Records

\$2.98 LP's

Capitol
Cricket

\$3.25 LP's

Rhythm Productions

\$3.98 LP's

Columbia
Decca
Disneyland
Golden Book & Record
Key
Liberty
Pathways of Sound
Period
Regent
RCA Victor
Wonderland (Riverside)

\$4.25 LP's

Folkways

\$4.95 LP's

Enrichment
Playhouse

\$4.98 LP's

Elektra
Esoteric
Grand Award
Tracking Systems
Vanguard
Vox

\$5.95 LP's

Cricket (Language Records)
Folkways
Instant Learning
Spoken Arts

\$5.98 LP's

Caedmon
Disneyland

\$9.95 LP's

Living Language (YPR)
Living Literature (YPR)



Ross Bagdasarian and the celebrated Alvin.

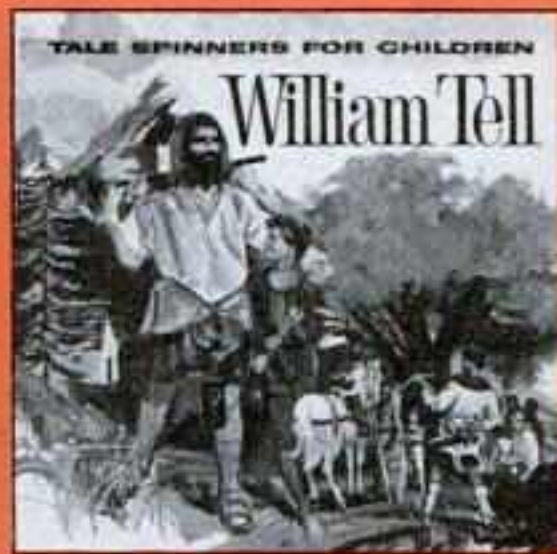
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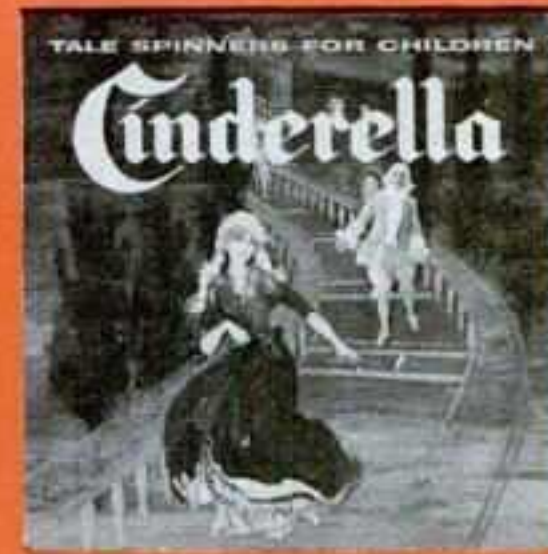
ROBIN HOOD
UAC 11001



WILLIAM TELL
UAC 11002



SNOW WHITE
UAC 11003



CINDERELLA
UAC 11004



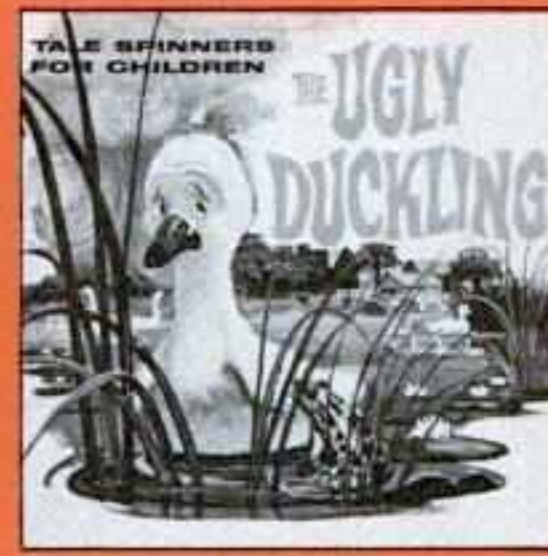
THE KNIGHTS OF THE ROUND TABLE
UAC 11005



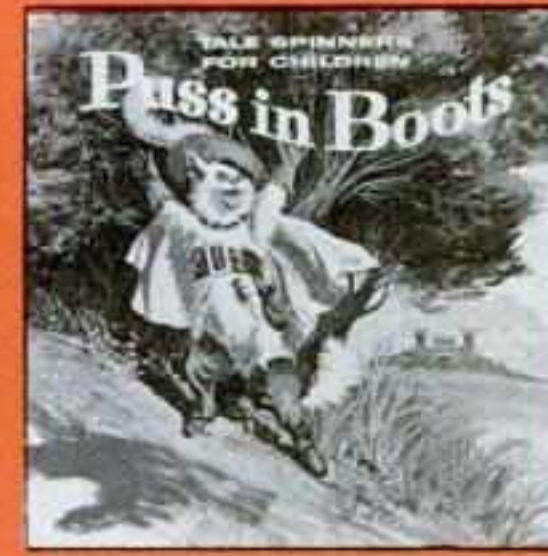
SLEEPING BEAUTY
UAC 11006



THE 3 MUSKETEERS
UAC 11007



UGLY DUCKLING
UAC 11008



PUSS IN BOOTS
UAC 11009



THE STORY OF CHOPIN
UAC 11010



RED RIDING HOOD
UAC 11012



TREASURE ISLAND
UAC 11013



PINOCCHIO
UAC 11014



ROBINSON CRUSOE
UAC 11015



NURSERY RHYMES
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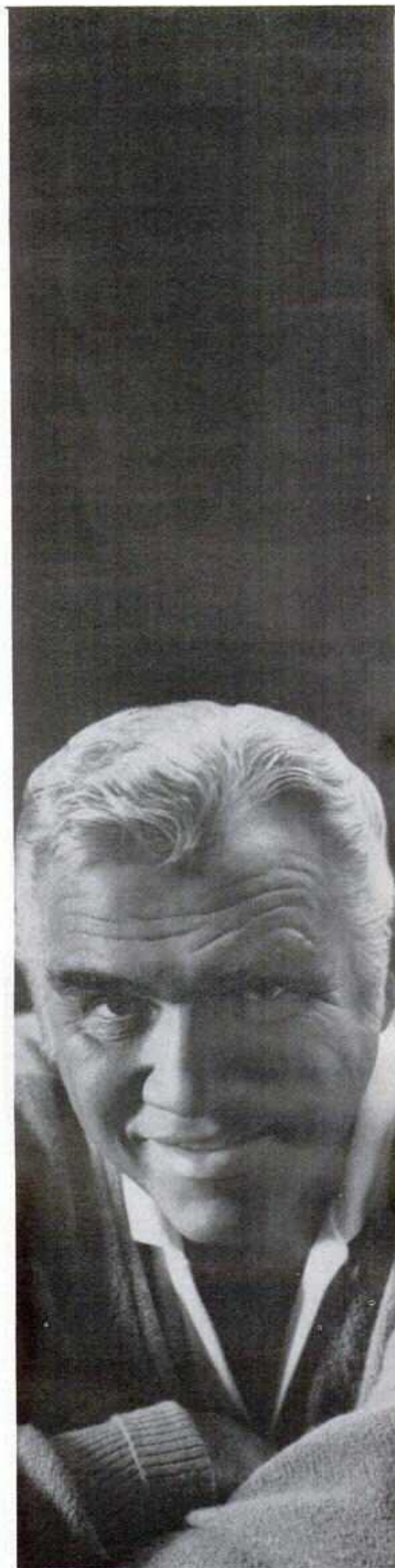
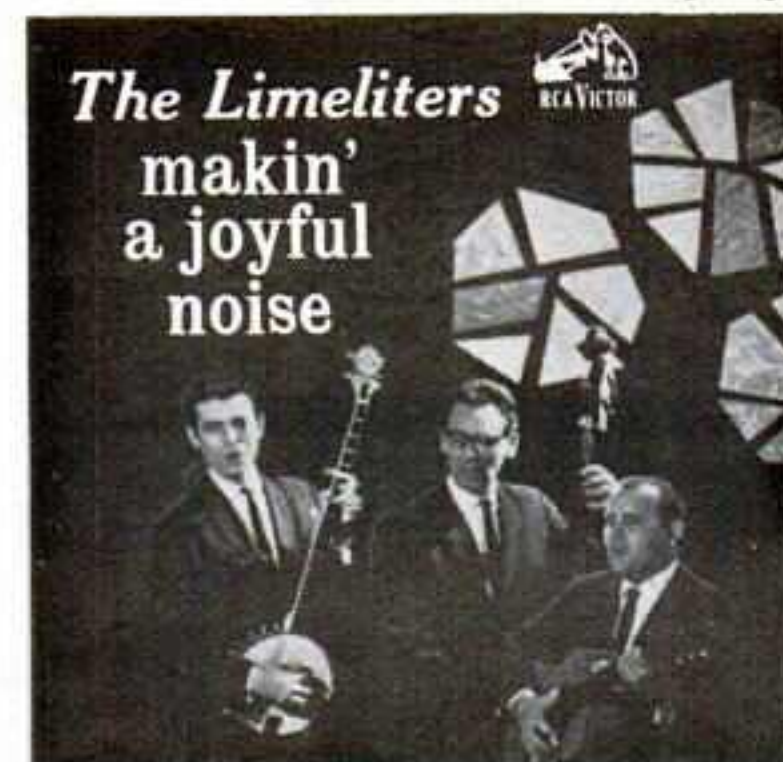
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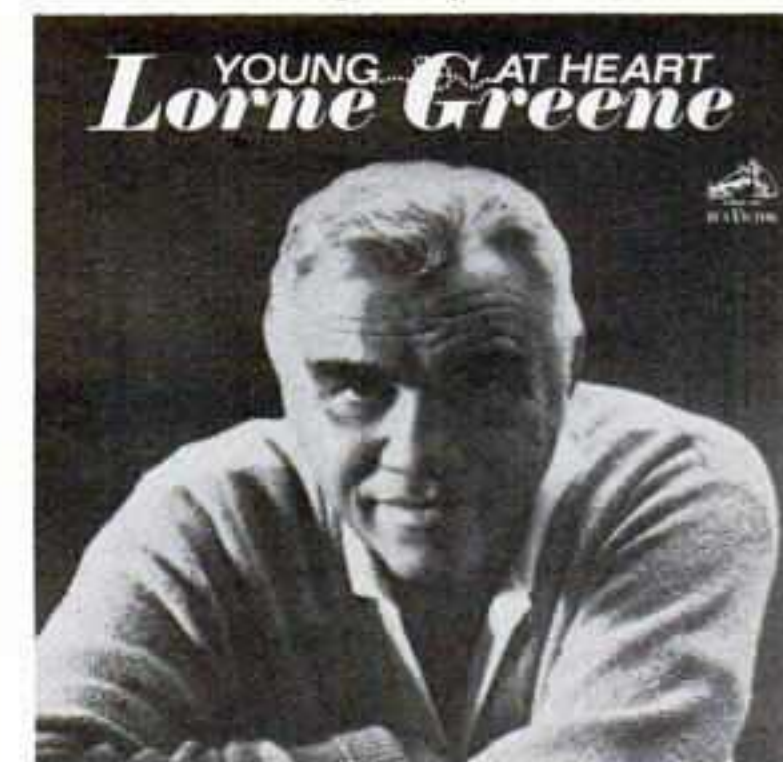
• **"ALL THE HITS FROM 'OLIVER!'"** The Melachrino Strings and Orchestra gives you ten glorious musical treats. They include Overture and Finale from Lionel Bart's spectacular hit, "Oliver!" Each show stopping number is beautifully accented and expanded by Melachrino orchestrations. This is a dazzling collection from an already legendary musical, "Consider Yourself," "Where Is Love?," et al!



• **"THE LIMELITERS: 'Makin' a Joyful Noise.'** This is the first time out for Lou, Alex and Glenn with purely religious folk songs, and all American at that! These are the glorious songs that grew from the religious and the personal freedoms that marked the beginnings of the nation. Among them you will find: "We Will Overcome," "Down by the Riverside" and "Who Will Join?" Everybody!



• **"YOUNG—AT HEART."** The head of the famous Cartwright family, Lorne Greene, is much more than an actor. You'll be sure to agree when you hear him bring his singing voice into the musical spotlight with this warmly appealing new album. It's one of those rare occasions when a standard tune takes on a welcome new sound. "September Song," "As Time Goes By," "Speak Low," 9 more.





"THE GROUP." You'll find them one of the most exciting new vocal trios that you've ever heard. Their style is distinctively fresh or fiery as the song demands. The swinging soprano is Anne Gable; the tenors are Larry Benson and Tom Kampman. And the sound: as high-flying as three nightingales out for a lark! Why not join them on "But Beautiful," "I Hear Music," "Joey, Joey, Joey," 9 more.



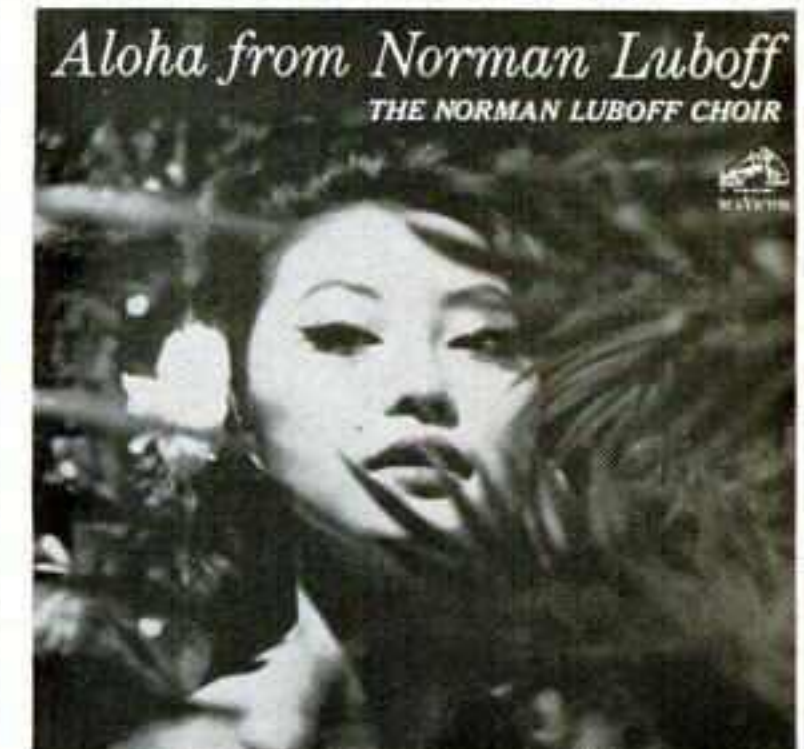
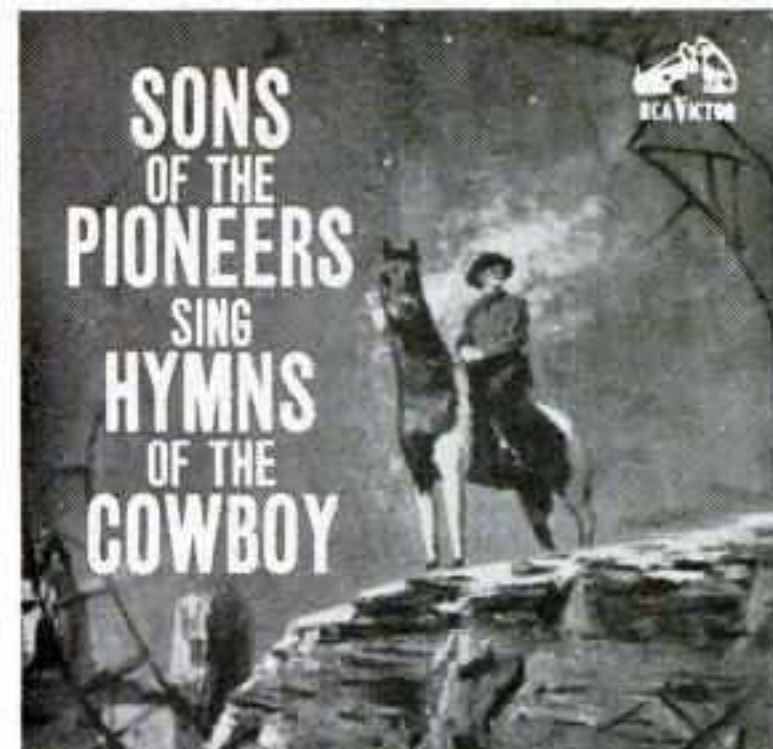
"WHO IS GARY BURTON?" You'll find the astonishing answer in this album! Not yet twenty years old, Gary's tremendous talent on the vibraphone is startling . . . and all the more so here since his mallets beat a path for an impressive group of 7 top brass and rhythm men, including Joe Morello. Album spotlights two bright originals: "Storm," "Get Away Blues," plus a host of the most.



"SONS OF THE PIONEERS SING HYMNS OF THE COWBOY." A warmly reverent yet glowing tribute, in beautiful words and music, to the quiet, unflagging trail-herders—the men whose dedicated spirit and faith forged the great tradition of the West's cattle country. Wander over the colorful range of classic cowboy song. Hear a great sound at its best. "God Speaks," "Star of Hope," "I Believe," 9 more.



"ALOHA FROM NORMAN LUBOFF." This is the Luboff choral's first album of Polynesian music. You'll find that it takes you on a trip to the balmy Isles of Hawaii and Tahiti. Your musical guides bring new vocal coloring to the haunting and exotic themes of this Pacific paradise. And the sound is first class all the way. "Song of the Islands," "Sweet Leilani," "Hawaiian War Chant," plus 9 more!



PLUS THESE PRIME SPRING OPENERS:
 ART BLAKEY/"A NIGHT IN TUNISIA" • GEORGE SHEA/"GEORGE BEVERLY SHEA SINGS HIS FAVORITE SONGS AND SPIRITUALS" • BLACKWOOD BROTHERS/"ON STAGE" • WALTER FORBES/"FOLK SONG FESTIVAL"
 • CARLOS MONTOYA/"FLAMENCO ANTIGUO" • PORTER WAGONER/"THE PORTER WAGONER SHOW"

R & B ROUNDUP

By NICK BIRO
(Chicago)

Getting new releases has never been a problem for the big city radio outlets. Not so for the smaller towns. A typical example is WTAY in Robinson, Ill., whose music director, Alan Boyd, writes: "I'd appreciate it if you'd mention that not all r.&b. jockeys are right there in the big cities of Chicago, St. Louis or San Francisco. There are plenty of us here in the smaller areas just as hip to good r.&b. wax as the city boys. The only trouble is, we don't receive copies. As you know, this is a plea for records, not only for WTAY, but all smaller market stations. When will the record companies learn that not everyone who purchases records listens to the top stations in any given market. Millions of people listen to the 250 and 1,000-watt stations in towns of from 8,000 to 30,000. These deejays 'sell' records too—but only if they have copies to play."

Viceroy's, instrumental group on Herald-Ember Records parted company with Cosnat Distributors in five key markets. It named Fenway in Pittsburgh, Great Lakes in Cleveland, Apex Martin in Newark, Hit in Cincinnati, and Beta (for Herald only) in New York. . . . Herald-Ember's Bill Darnell is off on a promotion trip to Pittsburgh, Cleveland and Detroit, and the label's Al Silver is celebrating his 21st wedding anniversary with his wife Sylvia April 21. . . . Silver just bought the master of "Welcome Me," by the Scott Brothers on Comet, from Jerry Fields. The group had a

Cameo hit a few years back. . . . Ember's Chuck Wright has his second release coming soon: "Don't Play That Dance." It's a Brook Benton-Jackie Wilson-type thing. Wright used to record for Imperial.

Onerful Records' George Leaner leaves on a flying promo tour to Detroit, Cleveland, Pittsburgh, Philadelphia, New York, Washington, Nashville, Memphis and St. Louis (in that order). Leaner is one man who never worries about air line schedules. He pilots his own plane. It's named Tail Feather. Could it be because of Onerful's newest side: "Shake a Tail Feather" by the Five Dutones? The song has cracked three big Chicago milestones: WYNR, WLS and the Gavin sheet. A particularly interesting number

in that initial action was pop followed by r.&b.-type action. It's a solid r.&b. "bird-type" number. The Five Dutones, now playing Chicago's Regal, leave next week for Philadelphia.

Morton (Doc) Downey Jr. may join one of the McLendon Corporation outlets soon following a smash trial at Chicago's WYNR recently. Downey spelled Dick (Wild Child) Kemp on his evening slot, facing WLS' powerhouse Dick Biondi, for a few days. . . . Frank Barrow, of KZAM-FM, Seattle, reports that Gordon DeWitty, the station's 13-year-old blind deejay, is still swinging on his Saturday evening 7-8 slot. Other news, according to Barrow, is that "Eternally" by the Chantels on Ludix, "There He Is" by Baby Washington on Sue, and "The Love of My Man" by Theola Kilgore on Serock, Scepter subsidiary, are all getting "boss action in the request department."

MUSIC AS WRITTEN

NEW YORK

Miles J. Lourie has joined the law firm of Orenstein & Arrow. . . . King Records has signed Lattie Moore, Jimmy Logsdon and Swanee Caldwell. . . . Ray Van Hooser has joined the field staff of SESAC. . . . Orkster Elliot Lawrence and frau Amy became the parents of their fourth child, a daughter, Mariane, recently. . . . Traders have been talking about the ASCAP writer who picked up a number of awards at the BMI dinner two months ago. . . . The score of the flick "Nine Hours to Rama," penned by Malcolm Arnold, will be issued by London. . . . Jobete Music, a subsid of Tamla-Motown, will open a New York office headed by Ray Gordy, and assisted by Mike Ossman. Office will be in the Brill Building.

Elvis Presley's next LP will spot the tunes in the MGM flick starring Presley called "It Happened at the World's Fair." . . . Bob Gans is moving his Ad Lib and Lenox labels to larger quarters. . . . RCA Victor has signed a new singing trio, the Group. Larry Benson, Tom Kampman and Ann Gable make up the trio, now at New York's Village Vanguard. . . . Mills Music execs have been mighty busy lately. Firm has published a new book of arrangements by Hammond organist Eddie Layton, published an all-time song hits book called "Sing Along and Be Happy," and acquired publication rights to the Jack Yellin standard, "My Mother's Sabbath Candles." . . . CBS personnel exec Bob Kalaidjian clefted the tune "How Sweet It Is," being published by the Paul Kapp-Arthur Godfrey firm, Camelot Music, along with co-cleffer Bob Probst, of the

Chicago agency Needham, Lewis & Brorby. Kalaidjian had a song that got some action a few years ago.

Capa Records head Doc Whiting and wife Anne Johns were in Nashville last week, where they leased a master by Big John Watson to Dot Records. Sides are "Girls, Girls, Girls, Girls," and "Come Back Rosalie." Whiting says that the Johnny Foster c.&w. disking on Capa is doing well. . . . A.&r. free-lancer Stu Phillips and wife Dori became the parents of a girl, Toni Elizabeth, in early March. . . . George Pincus went to London early this month for an extended stay, his first visit in two years to his firm, Ambassador Music, operated by son Lee Pincus. . . . Sam Masters, West Coast record and TV producer, has set up a fund for the late Patsy Cline, Hawkshaw Hawkins and Cowboy Copas, with the proceeds from his tribute record to the trio on Galahad called "On Tour in Heaven." . . . Sidney Siegel, head of Seeco Records, has entered into a contract with Morris Levy, of Oriole Records, Ltd., of England, and with I. Katz, of Troubador Records in South Africa, for the pressing of Seeco records in these countries. . . . Jimmy Myers and Red Benson have set up a motion picture producing company in Philadelphia. The first picture is called "Castro—Betrayal of Cuba." It will start shooting in Philadelphia and Florida next month. . . . Stig Anderson, Scandinavian publisher, was in the U. S. a fortnight ago to see American publishers here. He has taken on the Aaron Schroeder catalog for Scandinavia in addition to the other U. S. catalogs he now represents.

Chuck Comer has been signed to a contract with the Cotton Town Jubilee label. . . . Next Willis Jackson album on Prestige will be composed of Italian melodies, a far departure for the jazz saxophonist. . . . The Brothers Four are currently on a tour of Europe. . . . United Artist Records has re-signed Marv Johnson to another long-term deal.

Vital Records has a new disk ready by Bernadette Carroll and is now distributing the Cindy label. Negotiations are going on for distribution of Vital by Laurie. . . . Jess Strum has re-joined GAC in the one-nighter department handling teen-age attractions. JACK MAHER

HOT R&B SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 4/6/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	HE'S SO FINE Chiffons, Laurie 3152	6
2	1	OUR DAY WILL COME Ruby and the Romantics, Kapp 501	6
3	3	BABY WORKOUT Jackie Wilson, Brunswick 55239	3
4	10	END OF THE WORLD Skeeter Davis, RCA Victor 8098	4
5	5	RUBY BABY Dion, Columbia 42662	9
6	6	WALK LIKE A MAN 4 Seasons, Vee Jay 485	9
7	8	RHYTHM OF THE RAIN Cascades, Valiant 6026	7
8	14	SOUTH STREET Orlons, Cameo 243	6
9	15	LAUGHING BOY Mary Wells, Motown 1039	6
10	17	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol 4897	9
11	13	DON'T SET ME FREE Ray Charles, ABC-Paramount 10405	5
12	27	HOW CAN I FORGET Jimmy Holiday, Everest 2022	4
13	12	TELL HIM I'M NOT HOME Chuck Jackson, Wand 132	7
14	9	THAT'S THE WAY LOVE IS Bobby Bland, Duke 360	12
15	19	MAMA DIDN'T LIE Jan Bradley, Chess 1845	10
16	25	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia 42661	2
17	7	CALL ON ME Bobby Bland, Duke 360	10
18	22	LET'S LIMBO SOME MORE Chubby Checker, Parkway 862	3
19	4	SEND ME SOME LOVIN' Sam Cooke, RCA Victor 8129	9
20	-	IN DREAMS Roy Orbison, Monument 806	2
21	24	ONE BROKEN HEART FOR SALE Elvis Presley, RCA Victor 8134	3
22	30	DON'T SAY NOTHIN' BAD ABOUT MY BABY Cookies, Dimensions 1008	2
23	23	I GOT WHAT I WANTED Brook Benton, Mercury 72099	2
24	-	HELP ME Sonny Boy Williamson, Checker 1036	1
25	26	WATERMELON MAN Mongo Santamaria, Battle 45909	2
26	-	I WILL FOLLOW HIM Little Peggy March, RCA Victor 8139	1
27	20	LET'S TURKEY TROT Little Eva, Dimension 1006	7
28	28	DO THE BIRD Dee Dee Sharp, Cameo 244	2
29	11	HEY PAULA Paul and Paula, Phillips 40084	10
30	-	OUR WINTER LOVE Bill Pursell, Columbia 42619	1

HOLLYWOOD

Reprise's promotion chief, Ernie Farrell, returned to Hollywood Hospital for additional treatment plus further observation stemming from injuries sustained in a car collision a month ago. Farrell had been hospitalized for a month following an accident on La Cienega Boulevard, with a car driven by a Liberty Records' staff member.

Jimmy Haskell wound up a whirlwind week: arranged and conducted a Capitol session for Vic Damone (single soon to be released), handled Rick Nelson's first LP session for Decca, then returned to Capitol to arrange and conduct his own session in which he is featured as an artist.

Yun Murray was signed by Hal Wallis to compose and conduct the score for "Wives and Lovers" film for Paramount release. . . . Capitol has named Forrest Dyer as superintendent of its chief plant in Scranton,

Pa., replacing Robert Connoff, who was moved to New York as the firm's export sales manager. Dyer's most recent position was as manufacturing superintendent of its Los Angeles plant. LEE ZHITO

MEMPHIS

Eugene Lucchesi, president of Pen Records, has optioned a new single, "Fifty Miles With Vigor," a parody on President Kennedy, to Joe Cuoghi, president of Hi Records. . . . The industry here is abuzz with the report of the proposed lease arrangement of Sam Phillips' Sun Records studio and operation to Mercury.

Two local up-and-coming singers have been optioned from Pen Records, local indie, by Joy Records of New York. Bobby Wood, triple threat as a singer, pianist and composer, was inked to a five-year contract. Sherry Jenkins, 16, still in high school, was signed for three years. ELTON WHISENHUNT

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DRM 1432 Samson and Delilah Bob Taylor
Let's Talk Things Over
DRM 1426 Battle of San Juan Hill Johnny Mills
In My Time
IHS 601 Thank God for the U.S.A. The Webster Brothers
My God's Everywhere

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b/w

"Sharon Lee"

By THE GREAT

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w/the SORENSON BROS.

HL-0122

C & W Breakers

"WE'VE MET BEFORE"

b/w

"Don't Leave Me Now"

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CATES SISTERS

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"YOU'RE SORRY TOO LATE"

b/w

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DALLAS, Texas

Delta Record Dist.
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Hamburg Bros.
PITTSBURGH, Pa.

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Jim Reeves Ends Film Stint; Due Back Next Week

JOHANNESBURG, South Africa—RCA Victor artist Jim Reeves this week winds up work as the male lead in the musical film, "Strike It Rich," being filmed here by the Jamie Uys Company, which co-produced with Columbia Pictures last year's successful adventure film, "The Hellions." Film is being directed by Emil Nafal.

Reeves is due back in the United States April 14 to begin another extended tour with his Blue Boys, who also appear in the motion picture. The group returns overseas around mid-May for concert dates in England, Ireland, and Scotland.

Reeves co-stars in "Strike It Rich" with Madeleine Usher and June Neethling and sings 10 new numbers especially written for the film in South Africa. The rest of the film will be shot after Reeves' departure from here and is expected to be released world-wide before Christmas. He has been busily occupied the last several weeks prerecording the musical sequences with his Blue Boys and a 20-piece orchestra directed by



JIM REEVES snapped on his first day before the cameras as **Lucky Jim** in the film musical, "Strike It Rich," being filmed in Johannesburg, South Africa, for international release later this year by Jamie Uys Film Productions. The original score for the film was created by South Africa's ace songwriters, Gilbert Gibson and Taffie Kikillus. The sports job: A 1910 Maxwell.

Bill Walker. The sound-track recording is also slated for world-wide release on the RCA Victor label.

COUNTRY MUSIC CORNER

By BILL SACHS

Don Teague, of Jellico, Tenn., has a new release on the Rains label, "Maybe" b.w. "I Had to Say No," both penned by Brownie Wilder and Kaye Riley. . . . Reported catching on well in North Georgia and South Carolina is a new album by Naomi Barfield titled "The Old Pump Organ." Ralph Raper, of Ralph's Radio Music, Demorest, Ga., reports that the album, released on the Wrangler label, boasts an unusual sound and quality despite the fact that it was recorded in Naomi's home on a home recorder.

Directors of the Country Music Association last week approved the following for membership in the organization: Jerry Kuchera, Catawa, Wis.; John (Hopalong) Hodges, Kitchener, Ont.; August G. Blume, Chicago; Leo Leriche, Maplewood, Mo.; Joe D. Taylor, Nashville; Glenna M. Palmer, Marion, Ohio; Marguerite Yelton, Hammond, Ind.; Wayland

Stubblefield, Goodlettsville, Tenn.; Charles W. Church, Welch, W. Va.; Jody Leigh Sica, Colonia, N. J.; Herbert C. Wolf, Bronx, N. Y.; Jay Kirk, Ridgefield, N. J.; Les Lloyd, Edinburgh, Scotland; Bara La Barry, Berwyn, Ill.; Dan Hollingsworth, Meridian, Miss.; Al Kennedy, Montpelier, Vt., and Pete Williams, Schenectady, N. Y.

The veteran artist-songwriter, Al Dexter, reports that the initial release on his own label, Alex Records, is off to a rousing start. The instrumental side is titled "Wheels of Love," with the flip a c.&w. tune called "Sittin' by the Juke Box." Dexter returned last week to his Denton, Tex., headquarters from a jaunt to Shreveport, La., where he visited with the deejays and worked a week of television shows with Bob Shelton on KTBS-TV. Al says he is booked for a long string of rodeos this summer with Bill Reynolds, deejay at KCU, Fort Worth.

Wanda Jackson and Her Party-Timers played Phoenix, Ariz., Thursday (28) on the beginning of a 16-day tour that will take them through Arizona, California, Oregon and Washington. Jack Roberts, of J. R. Attractions, Kirkland, Wash., has the group set for four one-nighters in the Seattle-Puget Sound area, including a single stand on Vancouver Island in British Columbia. While in the area, Wanda will also guest on Roberts' television show, "Evergreen Jubilee," aired over KOMO-TV, Seattle, each Saturday night at 8. Miss Jackson recently made a whirlwind promotion tour to pitch her new Capitol release, "Sympathy" b.w. "But I Was Lying." Cities covered included Chicago, Cleveland, Philadelphia, Baltimore, Washington, Detroit, Boston and New York.

Bob Stockdale, general manager of WSEN, only exclusive c.&w. station in New York State, announces that WSEN kicks off a new season of live country shows in the Syracuse area with a showing at the 8,000-

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 4/6/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	DON'T LET ME CROSS OVER 18 Carl Butler, Columbia 42593	
2	3	END OF THE WORLD 16 Skeeter Davis, RCA Victor 8098	
3	4	IS THIS ME? 9 Jim Reeves, RCA Victor 8127	
4	6	STILL 7 Bill Anderson, Decca 31458	
5	2	FROM A JACK TO A KING 15 Ned Miller, Fabor 114	
6	8	THE YELLOW BANDANA 6 Faron Young, Mercury 72085	
7	9	NOT WHAT I HAD IN MIND 9 George Jones, United Artists 528	
8	5	SECOND HAND ROSE 16 Roy Drusky, Decca 31443	
9	19	LONESOME 7-7203 4 Hawkshaw Hawkins, King 5712	
10	7	BALLAD OF JED CLAMPETT 18 Lester Flatt and Earl Scruggs, Columbia 42606	
11	12	YOU TOOK HER OFF MY HANDS 6 Ray Price, Columbia 42658	
12	14	WALK ME TO THE DOOR 6 Ray Price, Columbia 42658	
13	15	LEAVIN' ON YOUR MIND 8 Patsy Cline, Decca 31455	
14	17	PLEASE TALK TO MY HEART 5 Country Johnny Mathis, United Artists 536	
15	10	I TAKE THE CHANCE 15 Ernest Ashworth, Hickory 1189	
16	11	MR. HEARTACHE, MOVE ON 11 Coleman O'Neal, Chancellor 108	
17	21	SHEEPSKIN VALLEY 3 Claude King, Columbia 42688	
18	—	BUSTED 1 Johnny Cash, Columbia 42665	
19	16	HELLO TROUBLE 20 Orville Couch, Vee Jay 470	
20	22	SAWMILL 5 Webb Pierce, Decca 31451	
21	—	IF I COULD COME BACK 1 Webb Pierce, Decca 31451	
22	25	CIGARETTES AND COFFEE BLUES 3 Marty Robbins, Columbia 42701	
23	—	MY FATHER'S VOICE 1 Judy Lynn, United Artists 571	
24	30	LONELY TEARDROPS 4 Rose Maddox, Capitol 4905	
25	26	FORGIVE ME 2 Beverly Buff, Bethlehem 3065	
26	—	HEAD OVER HEELS IN LOVE WITH YOU 1 Don Gibson, RCA Victor 8144	
27	28	COLD AND LONELY 2 Kitty Wells, Decca 31457	
28	—	HALF A MAN 1 Willie Nelson, Liberty 55532	
29	—	I SAW ME 1 George Jones, United Artists 528	
30	—	I WANNA GO HOME 5 Billy Grammer, Decca 31449	

Palace Reps Tree Abroad

CINCINNATI — Buddy Killen, executive vice-president of Tree Publishing Company, Inc., Nashville, last week completed a deal with Palace Music, Inc., Ltd., for the latter to represent Tree's catalog in all nations of the world, excluding the U. S. and Canada. Justin Tubbs, Tree writer, this week embarks on an extensive promotion tour of the major markets to pitch his new release on the Groove label, "Take a Letter, Miss Gray."

seat War Memorial Auditorium, Syracuse, May 3. "Grand Ole Opry" talent booked for the opening show includes Ray Price and His Cherokee Cowboys, Kitty Wells, Johnny Wright and His Tennessee Mountain Boys, Bill Phillips, Billy Walker, Bashful Brother Oswald and Stringbean. . . . Al Urban has a new release on Fang Records, coupling "It's Just Not My Day" b.w. "To Die One More Time," both published by Tomcat Music, Nashville.

Hank Thompson Set For College Trek

CINCINNATI — Hank Thompson and His Brazos Valley Boys are set for a string of college dates, starting with the Arizona State College, Flagstaff, May 4-5. Also set are the University of Wyoming, Laramie, May 10-11, and the University of New Mexico, Albuquerque, May 17, with six other major college dates slated to be signed within the next two weeks, according to Jim Halsey, Thompson's personal manager.

Billy Thompson has replaced Billy Gray in the Thompson line-up. A 13-year vet with the Thompson aggregation, Gray is forming his own group to play the Nevada circuit. Curley Chalker, steel guitarist, has replaced Bobby Garrett, who was forced to leave the Thompson band for health reasons.

"SHERRY'S LIPS"
b/w
"MISS BROWN"
#3583 Phillips International
David Houston
Sun Records
639 Madison Memphis, Tenn.

HITTING BIG!
"Don't Call Me From a Honky Tonk"
b/w
"The Wrong Side of Town"
Johnny & Jonie Mosby
Columbia 4-42668

FORM 1040

U.S. INDIVIDUAL INCOME TAX RETURN

LONG PAYING RECORD

U.S. Treasury Department
Internal Revenue Service

or taxable year beginning JAN. 1, 1962, ending DEC 31

First name and initial
GERT RUDE

Last name
KLING

Occupation
SALESMAN

Wife's Social Security Number
344 28 4943

THE ADVENTURES OF NEWBOLD FLOUND AS THE INCOME TAX MAN

Home address
FALL PLAIN
City, town, or post office

(Postal zone number)

(State)

Check Single, Unmarried "Head of Household", Surviving widow or widower, Dependent child, Married filing joint return (even if only one had income), Married filing separate return—If wife or husband files separately, give name.

INCOME—(If joint return, include income of both husband and wife)

1. Wages, salaries, tips, etc., and allowances over business expenses	(a) Wages, etc.	(b) Federal income tax withheld
Employer's name <u>STILKEN</u>	<u>1922.68</u>	<u>640.7</u>
<u>TODDLE-D</u>	<u>278.96</u>	
<u>STANLEY MA</u>	<u>635.92</u>	<u>72.4</u>
If either you or your wife worked for an employer, see page 10 of instructions.		
	<u>738.56</u>	<u>200.2</u>
	<u>739.56</u>	

2. Totals		
3. "Sick pay" if included in wages		
4. Subtract line 3 from total		<u>6737.5</u>
5a. Dividends (Schedule B)		
b. Interest (Schedule B or other)		<u>3.6</u>
c. Rents, royalties, pensions, etc.		
6. Business income (Schedule C)		
7. Sale or exchange of property		
8. Farm income (Schedule F)		
9. Total (add lines 4 through 8)		<u>6741.1</u>

FIGURE YOUR TAX BY USING EITHER 10 OR 11.

10. Tax Table
If line 9 is less than \$5,000 and you do not itemize deductions—
Complete page 2 exemption schedule.
Copy total exemptions here.....
Find your tax in table on page 10 of instructions.
Do not use lines 11 a, b, c, or d.
Enter tax on line 12.

11. Tax Rate Schedule
a. If you itemize deductions, enter total from page 2. If line 9 is \$5,000 or more and you do not itemize, enter 10% of line 9 but not more than \$1,000 (\$500 if married and filing separately).
b. Subtract line 11a from line 9.
c. Copy total exemptions from page 2 here 4, multiply by \$600.
d. Subtract line 11c from line 11b. Figure your tax on this amount by using tax rate schedule on page 9 of instructions and enter tax on line 12.

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SINGLES REVIEWS



SINGLES SPOTLIGHT WINNERS OF THE WEEK

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music or R.&B. charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Ratings of only the outstanding singles of the week are published, including all receiving a four-star review or better on at least one side, thus focusing attention on singles with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks. All four-star singles are listed within their respective categories. Flip sides are rated separately.

POP SPOTLIGHT

THE DALTON BOYS

**BILLY DON'T PLAY
THE BANJO
ANYMORE**

(Cherrybell, ASCAP) (2:17)

**SAN FRANCISCO
BAY BLUES**

(Hollis, BMI) (2:03)—Coral 62353

The Dalton Boys, one of the most tasteful folk groups to come along in years, are a part of the New Christy Minstrels. They show off their fine work on the sad and touching ballad "Billy Don't Play..." and then come through with some old-fashioned picking and singing on the "San Francisco" side. Solid debut wax.

POP SPOTLIGHT

JERRY REED AND THE HULLY GIRLIES

**I'LL SEE YOU IN
MY DREAMS**

(Feist, ASCAP) (2:35)

**I WANT TO BE
LOVED**

(Acuff-Rose, BMI) (2:26)—Columbia 42704

The Hully Girlies are a swinging group and they show off their driving style on both of these sides with the Jerry Reed combo. Topper is a "Zip a Dee Doo Dah" type version of the oldie. Flip is a rocker with sock backing sparked by a sound of Tex-Mex trumpets.

POP SPOTLIGHT

JOHNNY CRAWFORD

**CRY ON MY
SHOULDER**

(Aldon, BMI) (2:30)—Del-Fi 4203

Johnny Crawford has a teen-oriented dinking here which he sells in his warmest style over a strong arrangement. Could put him back in the big time. Flip is "When I Fall in Love" (Northern, ASCAP) (2:45).

POP SPOTLIGHT

THE CASCADES

SHY GIRL

(Sherman-DeVorzon, BMI) (2:00)—Valiant 6028

The group follows up its big hit "Rhythm of the Rain" with a soft rock ballad that could also turn out to be a winner. Neat harmonies are featured against a stylish ork backing with strings. Flip is "The Last Leaf" (Sherman-DeVorzon, BMI) (2:21).

POP SPOTLIGHT

MOSE ART AND THE COLLEGE ALL STARS

SLIPPERY ROCK

(Seargeat, ASCAP) (2:03)

THE BIRD SONG

(April, ASCAP) (2:01)—Columbia 42764

Here's an instrumental group with an infectious style and an exciting sound. Side I features a great trumpet duo. Side II starts quietly and builds to an exciting finish. Fine teen wax.

POP SPOTLIGHT

PAUL ANKA

REMEMBER DIANA

(Spanka, BMI) (1:56)

AT NIGHT

(Spanka, BMI) (2:30)—RCA Victor 8170

Paul conjures up his first hit with this tribute to Diana. It's a driving item with a shouting vocal. Definitely in the same hit class as the original. On the flip, Anka shows off his vocal prowess with a Latin-styled item with a touch of the bossa nova. It moves.

POP SPOTLIGHT

THE DOVELLS

WILDWOOD DAYS

(Kalmann, ASCAP) (2:31)—Parkway 867

A real bright rocker that's given a swinging performance by the lads over equally driving support from chorus and combo. It could be a really big one for the group. Flip is "You Can't Sit Down" (Dasher, BMI) (2:19).

POP SPOTLIGHT

JAMES DARREN

**THEY SHOULD HAVE
GIVEN YOU THE
OSCAR**

(Aldon, BMI) (2:14)—Colpix 685

Here's a bright tune, inspired by the forthcoming Academy Awards, that tells the tale of a lad who was given the gate by a lass—and rather unexpectedly. Darren sings it forcefully over strong ork support. Flip is "Blame It on My Youth" (Chappell, ASCAP) (3:40).

POP SPOTLIGHT

THE MAJORS

TRA LA LA

(Travis-Rittenhouse, BMI) (2:00)

**WHAT HAVE YOU
BEEN DOIN'**

(Trio, BMI) (2:10)—Imperial 5936

The Majors could hop back on the charts with these two strong sides. The top side is a cute novelty which shows off the group's vocal sounds and gimmicks. Flip is a zingy rocker that moves all the way. Both are in the youth groove.

POP SPOTLIGHT

BILL BLACK'S COMBO

DO IT-RAT NOW

(JEC, BMI) (2:14)—Hi 2064

A good, solid, down-home-styled blues instrumental in the typical Bill Black fashion. A rousing side that builds all the way and it could put him right back on the charts. Real strong. Watch this one. Flip is "Little Jasper" (JEC, BMI) (2:18).

POP SPOTLIGHT

THE MATYS BROTHERS

**I WANT TO SEE
THE SUNSHINE IN
YOUR SMILE**

(Joy, ASCAP) (1:47)

HU LA LA POLKA

(Drury Lane, BMI) (2:08)—Select 723

Here's a likely follow-up click for the group which hit big with "Who Stole the Keesha." Top side is bright and in the Philadelphia Mummies band tradition. Flip is a lively polka done with happy good humor. Both have a strong chance.

POP SPOTLIGHT

TEDDY RANDAZZO

DEAR HEART

(South Mountain, BMI) (2:05)—Colpix 684

Randazzo has recently enjoyed his first important chart entry and this fine new effort could land him even higher. It's a stylish upbeater with strong ranchera touches in the slick Tex-Mex-style backing. A good one that could go. Flip is "Just Hold My Hand" (South Mountain, BMI) (2:30).

POP SPOTLIGHT

CAROLE KING

**WE GREW UP
TOGETHER**

(Aldon, BMI) (2:23)

HE'S A BAD BOY

(Aldon, BMI) (2:30)—Dimension 1009

These are Carole King's best sides to date. First up is a soft, warm ballad in the country style, and sung in compelling fashion. Flip is a ditty that's bound to have strong impact on teendom. Either way here and both could make it.

POP SPOTLIGHT

ROGER WILLIAMS

ON THE TRAIL

(Robbins, ASCAP) (2:12)—Kapp 522

An interesting pop-styled arrangement of the familiar Ferde Grofe theme, done to a catchy percussion beat behind the Williams piano. Could happen. Flip is "Walking Alone" (Chappell, ASCAP) (2:23).

C.&W. SPOTLIGHT

RUSTY YORK

**SALLY WAS A
GOOD OLD GIRL**

(Pamper, BMI) (2:10)—New Star 6423

A mighty smart performance by the chanter of a bright, medium beat ditty, which is a story about an old girl friend who marries well. Tune was written by Harlan Howard and it could easily step out. Flip is "I Might Just Walk Right Back Again" (Pamper, BMI) (2:19).

C.&W. SPOTLIGHT

CARL PERKINS

**I'VE JUST GOT
BACK FROM THERE**

(Cedarwood, BMI) (2:36)—Columbia 42753

It's been a long time since Perkins' original hit, "Blue Suede Shoes," but in these two fine sides, he could make a strong showing. Both are weepers in the traditional vein and both get solidly meaningful readings. Watch them.

NOVELTY SPOTLIGHT

THE BREAKERS

SURFIN' TRAGEDY

(Anthony, ASCAP) (2:05)—Impact 14

Here's a wild and nutty saga of the surfing scene, full of odd and offbeat vocal gimmicks and packed with a message of tragedy. The group solemnly sings of a buddy lost in the whitcaps. The side could make noise. Flip is "Surf Bird" (Anthony, ASCAP).

OLDIE SPOTLIGHT

DORSEY BURNETTE

HEY LITTLE ONE

(Sherman DeVorzon, BMI) (2:17)—Era 3019

This disk was out several years ago and the moving ballad rendition could get moving all over again. Side should be watched. Flip is "The Ghost of Billy Malloo" (Pattern, ASCAP) (2:21).



FOUR STAR SINGLES

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

POPULAR

PAUL EVANS

We've Got Something on You (Aldon, BMI) (1:47)—What Are the Lips of Janet (Famous, ASCAP) (2:25). KAPP 520

ARTHUR PRY SOCK

You Can't Come In (Maureen, BMI)—My Special Prayer (Maureen, BMI). OLD TOWN 1138

GEORGIA LOUIS

Walk Softly Children (Mount Vernon, ASCAP) (3:08)—Steal Sway (Mount Vernon, ASCAP) (3:07). DELDEN 207

TONI JONES

Dear (Here Comes My Baby) (Mother Bertha, BMI) (2:18)—Love Is Strange (Ben-Ghazi, BMI) (2:25). SMASH 1814

THE FLARES

Hand Clappin' (Symbol, BMI) (2:15)—Shimmy and Stomp (Symbol, BMI) (2:21). PRESS 2808

FREDDY CANNON

Patty Baby (Grand Canyon, BMI) (2:00)—Betty Jean (Grand Canyon, BMI) (2:17). SWAN 4139

THE BROTHERS FOUR

Welcome Home Sally (Essex, ASCAP) (2:13)—Ringling Bells (Bong Bong Ayrway Leeway) (Melody Trails) (2:09). COLUMBIA 42756

STEVE ALAIMO

It's a Long Long Way to Happiness (Forrest Hills) (2:30)—A Lifetime of Loneliness (Blue Seas-Jac), (2:26). CHECKER 1042

AL CAIOLA

Ciao (Tipica Serenada) (Mitchell, ASCAP) (2:16)—Gunsmoke (Herman, ASCAP) (2:07). UNITED ARTISTS 586

EDDIE HURT

Afraid of Love (Conger, ASCAP) (2:04)—Honey Got My Money (Suebill, BMI) (2:18). DECCA 31481

RED FOLEY

One True Love (Barton, BMI) (2:37)—Lights Across the Bay (Sure-Fire, BMI) (2:26). DECCA 31482

DENNIS WEAVER

Sinking of the Reuben James (Leeds, ASCAP) (2:40)—Genesis Through Exodus (Exbrook, BMI) (2:35). WARNER BROS. 5352

CHRIS PACE

Walt 'n' See (Cameo-Parkway, BMI) (2:20)—Mine, Mine, Mine (Woodcrest-Vandenburg, BMI) (2:19). PAGEANT 606

HUGO WINTERHALTER

AND HIS ORK
Snow Fall (Mutual, ASCAP) (2:39)—I'll Remember April (Leeds, ASCAP) (2:12). ABC-PARAMOUNT 10432

DOTTIE WEST

Touch Me (Pamper, BMI) (2:30)—More Than I Meant To (Tree, BMI) (2:25). RCA VICTOR 8166

JAMES BROWN

Prisoner of Love (2:35)—Choo Choo (Lois, BMI) (2:54). KING 5739

RICHARD BERRY

Empty Chair (Briarcliff-Garpax, BMI) (2:40)—I'm Learning (Briarcliff, BMI) (2:08). SMASH 1811

BOBBY LORD

Cry, Cry Darling (Acuff-Rose, BMI) (2:35)—Shopping Center (Acuff-Rose, BMI) (2:43). HICKORY 1210

LENA HORNE

He Loves Me (Sunbeam, BMI) (1:51)—Why Was I Born (Harms, ASCAP) (2:24). C-R-C 3

BURT JACKSON

Mr. Everything (Crazy Cajun-Nujac, BMI) (2:25)—Just for Your Love (Crazy Cajun-Nujac, BMI) (2:05). JAMIE 1246

LADY LUCK AND THE LULLABIES

Young Stranger (Calley, BMI) (2:28)—Dance (MRC, BMI) (2:15). PHILIPS 40102

CLASSMATES

Theme From a Summer Place (Witmark, ASCAP) (1:50)—Cotton Pickin', Pickle Packin', Fish Strippin', Claw Hopplin', Hands (Mikeshell, BMI) (2:00). FELSTED 8673

GERRI HALL

I Cried a Tear (Progressive, BMI) (2:40)—Mr. Blues (Saturday-Bit-O-Honey, ASCAP) (2:30). ATCO 6260

JULIE GRANT

Count on Me (Leeds, ASCAP) (2:11)—Then, Only Then (Leeds, ASCAP) (2:12). DOT 16464

MICHAEL ALLEN

My Heart Won't Say Goodbye (Aldon, BMI) (2:32)—My Lily of the Valley (Aldon, BMI) (2:08). MERCURY 72109

RONNIE JOHNSON

Love, Oh, Love (Selbonn, BMI) (2:11)—Little Mary (Let Me Walk You Home) (Selbonn-Jazz Standard, BMI) (2:38). RIVERSIDE 4550

MARY MILLER

Cry Baby (Northern, ASCAP) (2:13)—Tenderness (Leeds, ASCAP) (2:19). REPRISE 20160

OEDERLAND ORK

The Minutemen (Rex, BMI) (2:17)—Atlantis (Symphony House, ASCAP) (2:35). DOT 16431

ROBERTA SHERWOOD

Till We Meet Again (Remick, ASCAP) (2:30)—Dirty Hands, Dirty Face (Leslie-Monaco & Fisher-Music Pub. Holding, ASCAP) (3:10). DECCA 25596

CHECKMATES

Begin the Beguine (Stomp) (Harms, ASCAP) (2:06)—Checkmate Twist (Southern, ASCAP) (2:04). LONDON INT'L 10520

STAN APPLEBAUM

A Touch of Green (GII, BMI) (2:01)—Undiscovered Island (Jodi, ASCAP) (2:34). WARNER BROS. 5353

GOGI GRANT

Tender Is the Night (Miller, ASCAP) (2:28)—Magic Music (Consolidated, ASCAP) (2:23). 20TH FOX 403

ART POLHEMUS

Hey There Mountain (Aldon, BMI) (2:10)—Rear View Mirror (A.M.C., ASCAP) (2:23). HARMON 1015

(Continued on page 33)

"I feel very secure with Command
in my salesman's bag."

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P. O. Box 125
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Mr. Enoch Light
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Dear Mr. Light,

A salesman for Command Records can easily become jaded about his product simply because it is so consistently great.

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This latest Command release came just at the right moment. With other companies fighting "sound" battles on paper it was certainly heartwarming to have release from Command which leaves the others fighting for second place.

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★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	9
2	3	WEST SIDE STORY Sound Track, Columbia OL 5670	76
3	2	MOVING Peter, Paul & Mary, Warner Bros. W 1473	12
4	7	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	48
5	4	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	17
6	6	RICHARD CHAMBERLAIN SINGS MGM E 4088	10
7	12	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	40
8	5	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	12
9	13	BIG GIRLS DON'T CRY 4 Seasons, Vee Jay LP 1056	6
10	15	PAUL & PAULA SING FOR YOUNG LOVERS Philips PFM 200078	7
11	10	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	30
12	8	PETER, PAUL & MARY Warner Bros. W 1449	50
13	21	LAWRENCE OF ARABIA Sound Track, Colpix CP 514	6
14	14	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note 4117	5
15	11	FLY ME TO THE MOON AND THE BOSSA NOVA POPS Joe Harnell & Ork, Kapp KL 1318	11
16	26	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	10
17	9	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	23
18	20	JOAN BAEZ IN CONCERT Vanguard VRS 9112	24
19	16	NEW FRONTIER Kingston Trio, Capitol T 1809	17
20	35	SHIRELLES GREATEST HITS Scepter 507	11
21	39	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	51
22	34	SINCERELY YOURS Robert Goulet, Columbia CL 1931	14
23	25	LIMBO PARTY Chubby Checker, Parkway P 7020	17
24	19	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	23
25	28	ALL ALONE AM I Brenda Lee, Decca DL 4370	5
26	23	PEPINO, THE ITALIAN MOUSE & OTHER ITALIAN FUN SONGS Lou Monte, Reprise R 6058	16
27	43	CHUBBY CHECKER BIGGEST HITS Parkway P 7022	15
28	27	STEVE LAWRENCE WINNERS! Columbia CL 1953	9
29	37	GYPSY Sound Track, Warner Bros. B 1480	17
30	57	RUBY BABY Dien, Columbia CL 2010	3
31	55	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	172
32	17	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	18
33	33	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 3497	7
34	18	WALK RIGHT IN Rooftop Singers, Vanguard VRS 9122	8
35	47	WEST SIDE STORY Original Cast, Columbia OL 5230	130
36	24	ALLEY CAT Bent Fabric, Atco 148	24
37	50	ROY ORBISON'S GREATEST HITS Monument MLP 8000	32
38	32	I'VE GOT A WOMAN Jimmy McGriff, Sue LP 1012	19
39	22	OLIVER Original Cast, RCA Victor LOC 2004	22
40	41	THE BEST OF THE KINGSTON TRIO Capitol T 1705	44
41	74	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	10
42	30	JOSE JIMINEZ—OUR SECRET WEAPON Bill Dana, Kapp KL 1320	7
43	53	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	7
44	44	REMINISCING Buddy Holly, Coral CL 57426	4
45	64	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	126
46	29	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	8
47	48	THE LONELY BULL Herb Alpert & the Tijuana Brass, AAM 101	15
48	46	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415	34
49	49	TWO LOVERS Mary Wells, Motown 607	4
50	108	KINGSTON TRIO #16 Capitol T 1871	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	42	SHERRY AND 11 OTHERS 4 Seasons, Vee Jay LP 1053	24
52	31	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dotlon BLP 2019	14
53	93	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol T 1866	4
54	54	TIME OUT Dave Brubeck, Columbia CL 1397	118
55	45	WARM & WILLING Andy Williams, Columbia CL 1879	25
56	38	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol T 1759	17
57	40	DION SINGS HIS GREATEST HITS Laurie LLP 2013	17
58	58	BOSSA NOVA U. S. A. Dave Brubeck Quartet, Columbia CL 1998	4
59	81	I'M A WOMAN Peggy Lee, Capitol T 1857	5
60	66	DEAR LONELY HEARTS Nat King Cole, Capitol T 1838	15
61	99	BOBBY YEE'S GOLDEN GREATS Liberty LRP 3245	23
62	65	THE MUSIC MAN Sound Track, Warner Bros. B 1459	35
63	52	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	9
64	61	BACK TO THE BLUES Dinah Washington, Roulette R 25189	7
65	60	SURFER'S CHOICE Dick Dale & the Deltones, Deltona T 1886	11
66	72	BIG BAND BOSSA NOVA Stan Getz, Verve V 8494	16
67	120	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	2
68	86	HEAVENLY Johnny Mathis, Columbia CL 1351	185
69	67	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1123	257
70	70	STEVE ALLEN'S FUNNY-FONE CALLS Dot DLP 3472	4
71	73	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	20
72	75	DANCE WITH GUITAR MAN Duane Eddy, RCA Victor LPM 2648	12
73	111	CAMELOT Original Cast, Columbia KOL 5620	115
74	103	MY FAIR LADY Original Cast, Columbia OL 5090	365
75	106	FROM A JACK TO A KING Red Miller, Faber FLP 1001	2
76	98	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	160
77	71	BIG BAND BOSSA NOVA Enoch Light & His Ork., Command RS 844	9
78	83	WILD WEEKEND Rockin' Rebels, Swan SLP 509	3
79	84	ALL SERIOUSNESS ASIDE Dave Gardner, RCA Victor LPM 2628	5
80	90	ANN CORIO PRESENTS HOW TO STRIP FOR YOUR HUSBAND Sonny Lester and His Ork., Roulette R 25186	12
81	36	YOUNG MEN, SI—OLD MEN, NO Moms Mabley, Chess LP 1477	13
82	80	BLOOD, SWEAT AND TEARS Johnny Cash, Columbia CL 1930	4
83	85	THE TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20475	25
84	88	THE HAPPY BEAT Ray Conniff, His Ork. & Chorus, Columbia CL 1949	3
85	100	HAIL THE CONSIDERING HERO Peter Nero, RCA Victor LPM 2638	2
86	105	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	37
87	125	FOLLOW THE BOYS Connie Francis, MGM E 4123	2
88	109	TWO OF US Robert Goulet, Columbia CL 1826	32
89	97	RUSTY WARREN IN ORBIT Jubilee JRM 2044	23
90	59	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	7
91	51	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	29
92	91	RAPTURE Johnny Mathis, Columbia CL 1915	24
93	122	COLLEGE CONCERT Kingston Trio, Capitol T 1658	40
94	62	MEMORIES ARE MADE OF THESE George Chakiris, Capitol T 1813	10
95	119	MR. SOUL Sam Cooke, RCA Victor LPM 2673	3
96	63	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	76
97	134	LET'S LIMBO SOME MORE Chubby Checker, Parkway P 7027	2
98	68	JOAN BAEZ, VOL. II Vanguard VRS 9094	71
99	69	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	78
100	117	I WISH YOU LOVE Arthur Lyman, Hi Fi L 1009	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	76	THE NEW CHRISTY MINSTRELS Columbia CL 1872	25
102	104	MUTINY ON THE BOUNTY Sound Track, MGM 1E4	14
103	87	OUR MAN IN BOSTON Arthur Fiedler & the Boston Pops, RCA Victor LM 2599	5
104	92	HATARI! Henry Mancini, RCA Victor LPM 2539	38
105	113	BUDDY HOLLY STORY Coral CRL 57279	117
106	114	WALTZ TIME Lawrence Welk, Dot DLP 3499	5
107	115	RELEASE ME "Little Esther" Phillips, Lenox LX 227	14
108	149	NO STRINGS Original Cast, Capitol O 1695	51
109	137	DEAN (TEX) MARTIN—COUNTRY STYLE Reprise R 6051	2
110	126	BAD BOSSA NOVA Gene Ammons, Prestige PR 7237	16
111	56	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound OSR 3001	183
112	79	JOAN BAEZ, VOL. I Vanguard VRS 9078	58
113	—	I WANNA BE AROUND Tony Bennett, Columbia CL 3000	1
114	130	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	33
115	77	THE BEST OF JOLSON Al Jolson, Decca DXA 149	20
116	82	THE "PRESIDENT" STRIKES BACK Marc London, Kapp KL 1322	13
117	129	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	26
118	—	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828	1
119	144	OUR MAN FROM ITALY Sergio Franchi, RCA Victor LM 2657	9
120	139	BEYOND THE FRINGE Original Cast, Capitol W 1792	17
121	78	OUR MEN IN SAN FRANCISCO Limelighters, RCA Victor LPM 2604	10
122	—	THINK ETHNIC Smathers Brothers, Mercury MG 20777	1
123	89	DO THE BOSSA NOVA WITH HERBIE MANN Atlantic 1397	6
124	95	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	41
125	—	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012	1
126	96	SAMMY DAVIS JR. AT THE COCONUT GROVE Reprise R 6063/2	4
127	101	JUMBO Sound Track, Columbia OL 5860	14
128	128	EDDIE FISHER AT THE WINTER GARDEN Ramrod RR 1	2
129	—	OUR WINTER LOVE Bill Pursell, Columbia CL 1992	1
130	136	BOSSA NOVA PELOS PASSAROS Charlie Byrd, Riverside RM 436	3
131	110	ALWAYS YOU Robert Goulet, Columbia CL 1676	52
132	121	MR. PRESIDENT Original Cast, Columbia KOL 5870	19
133	145	JUST TURN ME LOOSE George Maharis, Epic LM 24037	2
134	124	RAY CHARLES STORY Atlantic 2-900	35
135	123	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	13
136	135	OUR MAN IN NASHVILLE Chet Atkins, RCA Victor LPM 2616	3
137	112	THE BEST OF SAM COOKE RCA Victor LPM 2825	25
138	—	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2601	1
139	102	TELSTAR Tornadoes, London LL 3279	14
140	—	MY COLORING BOOK Sandy Stewart, Colpix CP 481	1
141	116	PHAEDRA Sound Track, United Artists UAL 4102	7
142	127	MR. PIANO Roger Williams, Kapp KL 1290	19
143	141	ANDY WILLIAMS BEST Cadence CLP 3054	35
144	—	OUR WINTER LOVE Felix Slatkin, Liberty LRP 3287	1
145	142	MARIA Roger Williams, Kapp KL 1264	44
146	143	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	33
147	—	BLACK AND BLUE Lou Rawls, Capitol T 1824	1
148	146	SUGAR 'N' SPICE Peggy Lee, Capitol T 1772	21
149	94	ALL THE HITS FOR YOUR DANCING PARTY Chubby Checker, Parkway P 7014	24
150	150	THEMES OF THE GREAT BANDS Glen Gray & Casa Loma Ork., Capitol T 1812	10

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	73
2	3	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	7
3	2	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	12
4	4	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	27
5	5	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8409	45
6	6	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork., Kapp KS 3318	11
7	8	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8649	29
8	11	WEST SIDE STORY Original Cast, Columbia OS 2001	92
9	20	LAWRENCE OF ARABIA Sound Track, Colpix SCP 514	3
10	10	BIG BAND BOSSA NOVA Enoch Light & His Ork., Command RS 844 SD	17
11	12	RICHARD CHAMBERLAIN SINGS MGM SE 4088	6
12	14	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	8
13	19	ALLEY CAT Bent Fabric, Atco SD 148	16
14	7	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R9-1008	9
15	9	OLIVER Original Cast, RCA Victor L50D 2004	23
16	13	PETER, PAUL & MARY Warner Bros. WS 1449	37
17	25	BOSSA NOVA U. S. A. Dave Brubeck Quartet, Columbia CS 8798	4
18	18	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 35497	8
19	23	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	160
20	22	THE HAPPY BEAT Ray Conniff, His Ork. & Chorus, Columbia CS 8749	5
21	15	THE MUSIC MAN Sound Track, Warner Bros. BS 1459	35
22	29	VIVA BOSSA NOVA Laurindo Almeida & the Bossa Nova All Stars, Capitol ST 1759	18
23	26	CAMELOT Original Cast, Columbia KOS 2031	115
24	16	SINCERELY YOURS Robert Goulet, Columbia CS 8731	14
25	17	GYPSY Sound Track, Warner Bros. BS 1480	10
26	32	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LSP 2621	18
27	34	TIME OUT Dave Brubeck, Columbia CS 8192	80
28	21	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABCS 435	22
29	30	WARM AND WILLING Andy Williams, Columbia CS 8679	12
30	39	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note BST 9-4117	2
31	27	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. WS 1487	11
32	43	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	76
33	28	MY FAIR LADY Original Cast, Columbia OS 2015	150
34	33	BIG GIRLS DON'T CRY 4 Seasons, Vee Jay SR 1056	4
35	24	BIG BAND BOSSA NOVA Stan Getz, Verve V6-8494	15
36	42	I WISH YOU LOVE Arthur Lyman, Hi Fi SL 1009	2
37	—	KINGSTON TRIO #16 Capitol ST 1871	1
38	45	STEVE LAWRENCE WINNERS! Columbia CS 8733	2
39	—	I WANNA BE AROUND Tony Bennett, Columbia CS 8900	1
40	47	PAUL & PAULA SING FOR YOUNG LOVERS Philips PMS 60078	2
41	—	1963'S EARLY HITS Lawrence Welk, Dot DLP 23510	1
42	38	HATARI! Henry Mancini, RCA Victor LSP 2539	38
43	—	OUR WINTER LOVE Bill Pursell, Columbia CS 8792	1
44	44	OUR MAN IN NEW ORLEANS Al Hirt, RCA Victor LSP 2607	3
45	—	I'M A WOMAN Peggy Lee, Capitol ST 1857	1
46	41	WALK RIGHT IN Rooftop Singers, Vanguard VSD 2136	5
47	48	ROMAN GUITAR Tony Mottola, Command RS 816 SD	21
48	31	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dotlon BST 8019	10
49	35	JUMBO Sound Track, Columbia OS 2260	11
50	46	DEAR LONELY HEARTS Nat King Cole, Capitol ST 1838	15

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STAR PERFORMERS—Selections registering greatest upward progress this week. S Indicates that 45 r.p.m. stereo single version is available. A Indicates that 33 1/3 r.p.m. mono single version is available. A Indicates that 33 1/3 r.p.m. stereo single version is available.

Billboard Award

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'HE'S SO FINE', 'OUR DAY WILL COME', 'THE END OF THE WORLD'.

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'YAKETY SAX', 'DAYS OF WINE AND ROSES', 'ON BROADWAY'.

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'HE'S GOT THE POWER', 'DON'T WANNA THINK ABOUT PAULA', 'DEARER THAN LIFE'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z with their chart positions and publisher/licensee information.

Table listing songs A-Z with their chart positions and publisher/licensee information.

Table listing songs A-Z with their chart positions and publisher/licensee information.

Table listing songs A-Z with their chart positions and publisher/licensee information.



the nation's best selling records

TWENTY SMASH HIT ALBUMS ON DOT

1963'S EARLY HITS

Lawrence Welk
DLP 25501 DLP 3510

DAYS OF WINE & ROSES

Pat Boone
DLP 25504 DLP 3504

FUNNY FONE CALLS

Steve Allen
DLP 3472

1962'S GREATEST HITS

Billy Vaughn
DLP 25497 DLP 3497

FOLK CONCERT

Jimmie Rodgers
DLP 25496 DLP 3496

FAVORITES

The Lennon Sisters
DLP 25481 DLP 3481

BOSSA NOVA JAZZ

Steve Allen
DLP 25480 DLP 3480

WALTZ TIME

Lawrence Welk
DLP 25499 DLP 3499

A SWINGIN' SAFARI

Billy Vaughn
DLP 25458 DLP 3458

BABY ELEPHANT WALK

Lawrence Welk
DLP 25457 DLP 3457

GOLDEN HITS

Pat Boone
DLP 25455 DLP 3455

GREATEST ORGAN HITS

Jerry Burke
DLP 25450 DLP 3450

MOON RIVER

Lawrence Welk
DLP 25412 DLP 3412

CALCUTTA

Lawrence Welk
DLP 25359 DLP 3359

RAGTIME PIANO GAL

Jo Ann Castle
DLP 25249 DLP 3249

BLUE HAWAII

Billy Vaughn
DLP 25165 DLP 3165

GRAVY WALTZ

AND 11 CURRENT HITS
Steve Allen
DLP 25515 DLP 3515

THE END OF THE WORLD

AND OTHER GREAT HITS
The Mills Bros.
DLP 25508 DLP 3508

GREAT GOLDEN HITS

The Andrews Sisters
DLP 25452 DLP 3452

I LOVE YOU TRULY

Pat & Shirley Boone
DLP 25475 DLP 3475

BEST SELLING SINGLES

- #16440 Pipeline Chantay's
- #16453 Hot Pastrami The Dartells
- #16457 Gravy Waltz / Preacherman Steve Allen
- #16456 Granny's Pad / Blues Bouquet The Viceroyes
- #16455 Sorry (For The Way I Treated You) / Boss Strikes Back The Rumlbers
- #16454 I Wonder Where You Are Tonight / Dream Girl Arthur Alexander
- #16461 Diamond Head from the Columbia picture "Diamond Head" / How The West Was Won from the Metro-Goldwyn-Mayer and Cinerama Presentation "How the West Was Won" George Cates
- #16439 Meditation / Days Of Wine And Roses Pat Boone
- #16452 Blue (THE ORIGINAL!) Bill Lindsey
- #16448 Heartaches / Happy Melody The String-A-Longs
- #16450 Face in A Crowd / Lonely Tears Jimmie Rodgers
- #16421 Boss The Rumlbers
- #16451 The End Of The World / Big City The Mills Bros.
- #16436 Release Me / My Smoky Mountain Home Billy Vaughn
- #16431 The Minuteman / Atlantis Oederland Orchestra



SIZZLING SPRING

LOU CHRISTIE

**"TWO
FACES
HAVE I"**

R-4481



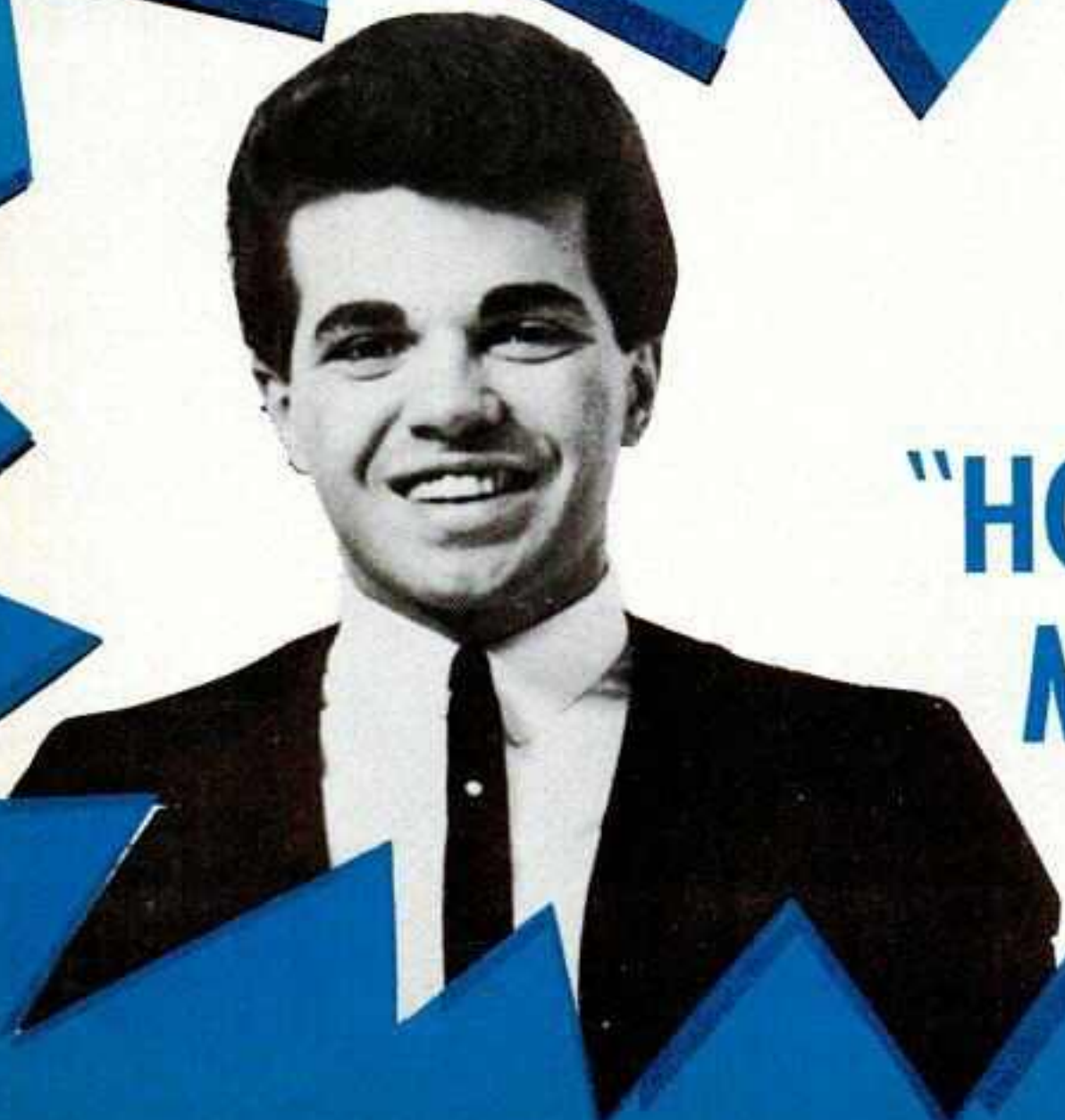
JUST OUT! THE ORIGINAL . . .

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SMASH!

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MASHED POTATOES"**

R-4488



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**RONNIE
HAWKINS**

"BO DIDDLEY"

R-4483

**RAY
BARRETTO**

**"EL
WATUSI"**

Tico 419

SAM & DAVE

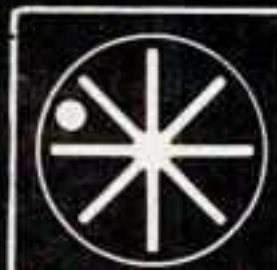
**"YOU AIN'T NO BIG
THING BABY"**

R-4480

**THE
FLAMINGOS**

**"I KNOW
BETTER"**

End 1121



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SINGLES REVIEWS

Continued from page 24

LESTER FLATT AND EARL SCRUGGS
 Pearl, Pearl, Pearl (Carollintone, BMI) (2:08)—Hard Travelin' (Ludlow, BMI) (2:38). COLUMBIA 42755

PATRICK O'HAGAN
 Danny Dear (One Four Two (PRS), ASCAP) (2:20)—The Lagan, the Liffey and the Lee (One Four Two (PRS, ASCAP) 2:20). LONDON 9596

MILT BUCKNER
 I Left My Heart in San Francisco (Keys-Hansen, ASCAP) (2:36) — All Blues (Musical Frontiers, BMI) (3:12). BETHLEHEM 3066

POLKA

POLKA AMBASSADORS
 Liechtensteiner Polka (Burlington, ASCAP) (1:53)—You Are My One True Love (Mills, ASCAP) (1:56). KING 5721

COUNTRY

GORDON TERRY
 We've Got a Lot in Common (Tree,

BMI) (2:08)—Most of All (Texoma, ASCAP) (2:20). LIBERTY 5558

EDDY KIRKLEY
 Tribute to Patsy Cline, Hawkshaw Hawkins and Cowboy Copas (Lyresong, BMI) — Someday (Lyresong, BMI). DODGE CITY 1

INTERNATIONAL

LOS MARCELLOS FERIAI
 Cuando Callenta El Sol (Peer, Int'l, BMI) (2:20)—Llorando Me Dormi (Marks, BMI) (2:03). LONDON INT'L 10713

SPIRITUAL

SUPREME ANGELS
 Ain't Gonna Study War No More (Excellorec, BMI) (2:18)—Come and See About Me (Excellorec, BMI) (2:26). NASHBORO 766

GOSPEL SONG BIRDS
 When They Ring Them Golden Bells (Excellorec, BMI) (3:02)—Help Me to Run This Race (Excellorec, BMI) (2:20). NASHBORO 767

SWEET TONES OF ISRAEL
 God's Gift to the World (Garrawak, BMI) (2:24)—Whosoever Will (Garrawak, BMI) (1:30). ARRAWAK 101

THREE-STAR SINGLES

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

PETER NERO—Space Flight (World, ASCAP)—It's a Darn Good Thing (Famous, ASCAP). RCA VICTOR 8161
DEBBY WORTH—From a Castle Kicker (To a Braid Puller to a Heartbreaker) (American, BMI)—A Very Close Friend of Mine (American, BMI). TITANIC 5007
AL LANCE—I'm Walkin' Out (Pasc, BMI)—Goodbye Marie (Pasc, BMI). COLUMBIA 42741
KYU SAKAMOTO—Anoko No Namawase Nandemokane (Japanese Society of Rights of Authors and Composers, ASCAP)—Sukiyaka (Beechwood, BMI). CAPITOL 445
STEVE ALLEN—Gravy Waltz (Brown, BMI)—Prosecherman (Tohi-Ann, BMI). DOT 14457
ORPHELIA McFALL—He's Never There (Crimark, BMI)—Did You Know (Parkay-Sambah, BMI). CONCERT ROOM 373
JOHNNY GILBERT TRIO—Sweetheart (Travis, BMI)—What More Must I Say (Post, ASCAP). IMPERIAL 5920
MORTY JAY—The Longest Day (March) (Spanks, BMI)—The Longest Day (Dixie) (Spanks, BMI). 20TH FOX 402
THE CHANTICLEERS—Necklace of Roses (Maureen, BMI)—Green Satin (Maureen, BMI). OLD TOWN 1137
GARY KANE—Not Enough Girls (Woodstock-Alm, BMI)—The Things My Momma Used to Say (Woodstock-Alm, BMI). AMY 878

LINK RAY AND HIS RAY MEN—Jack the Ripper (Andval-Florentine, BMI)—The Black Widow (Andval-Florentine, BMI). SWAN 4137

SONNY DAY—No Letter Today (Peer Int'l, BMI)—37 Men (Pera, BMI). MALA 461

JIMMIE MADDEN—Rock-a-Nova (Sambah, BMI)—Mardi Gras Safari (Sambah, BMI). CONCERT ROOM 372

TOMMY LEONETTI—Summer Around the World (Tuneville, ASCAP)—A Girl Named Tamika (Famous, ASCAP). RCA VICTOR 8265

(BIG) TINY LITTLE—I Wish I Could Shimmy Like My Sister Kate (Veejay, ASCAP)—Silver Dollar (Hampshire House, ASCAP). CORAL 65570

JOHNNY WOODSON—I Want to Be Near You (Travis, BMI)—Sing Me a Song (Travis, BMI). IMPERIAL 5933

ZEN TRACY—Shamrock (Phil the Fluter's Ball) (Fox, ASCAP)—Two by Two (Essex, ASCAP). LONDON 9586

THE CONTINETTES—Boys Who Don't Understand (Vince Rago, BMI)—Billy the Kidder (Vince Rago, BMI). RICHIE 452

THE PIXIES—Just a Little Tear (Suffolk, BMI)—Cry Like a Baby (Suffolk, BMI). DON-DEE 102

BOB TAYLOR—Let's Talk This Over (Ashna, BMI)—Samson and Delilah (Ashna, BMI). DO-RA-ME 1432

THE MANDELLS—Don't Know What You've Got (Mount Vernon, ASCAP)—It's No Good (Being Apart) (Mount Vernon, ASCAP). YORK 202

PETE ROBERTS—Missing You (Mardon, BMI) — My Son (Mardon, BMI). CAPE 201

VICKI VEE—Say It Again (NT, BMI)—You Were Only Fooling (Shapiro-Bernstein, ASCAP). ASSAULT 1855

COUNTRY

JIM NEWTON—Their Songs Will Live On (Sta-New, BMI)—It's Your Turn Now (Sta-New, BMI). TIFCO 830

ORVAL PROPHEET—My Lols and Me (Jones, BMI)—Run, Run, Run (Jones, BMI). CARLTONE 589

WAYNE TOOMBS—Pretty Girl (Pure Gold-Sandra, BMI)—It's My Heart You're Breaking (Pure Gold-Sandra, BMI). PURE GOLD 305

RHYTHM & BLUES

LARRY BANKS—Will You Wait (Parts I & II) (Drury Lane, BMI). SELECT 722

INTERNATIONAL

VICO TORRIANI—Chi-Chica Teek (Trinity, ASCAP). LONDON INT'L 10018

OTHER SINGLES REVIEWED

The singles listed below are rated as having relatively limited sales or programming potential.

POPULAR

ARNIE AND HIS SOUL BROTHERS—Have You Had the Blues (Lloyd-Sagan, BMI)—Unwist (Cedarlane, BMI). ARNOLD 1805

RIKI TROY—Linda (Is the Girl for Me) (Cavef, BMI)—MIAMI BEACH (David, BMI). CEVETONE 511

CHUCK RONDELL—Sharon Lee (Hartman-Van Horn, BMI)—Dream of an Angel (Hartman-Van Horn, BMI). HART-VAN 0123

THE EXCELLENTS—I Hear a Rhapsody (Gower, BMI)—Why Did You Laugh (Jildana, ASCAP). BLAST 207

ESTA HUNT—My Feelings Are Beginning to Show (Trionan, BMI)—Blue Moon of Yesterday (Trionan, BMI). FORTUNE 217

ARLANDO KING—Baby Only You (Trionan, BMI)—Look What You Done (Trionan, BMI). FORTUNE 549

WILLY TERRY—The Stroll is Back (F.A.A., BMI)—The Upside (F.A.A., BMI). JAB 1002

COUNTRY

DICK HEIL—Three Country Stars (MRM, BMI)—You Better Come With Me (MRM, BMI). M.R.M. 103

BILLY WHELEN—I Love Old New Brunswick—The Hand That Rocks the Cradle. RODEO INT'L 3162

SPIRITUAL

THE LATE BISHOP C. L. MORTON—When My Mother and Father Forsake Me (Parts I & II) (Trionan, BMI). FORTUNE 1399

BRIGHT STARS—What Could I Do? (Excellorec, BMI)—Do You Love Jesus (Excellorec, BMI) (2:33). NASHBORO 768

TRAVELING KINGS—My Rock (Excellorec, BMI)—I Know a Man (Excellorec, BMI). NASHBORO 769

RHYTHM & BLUES

JAMES WALTON AND HIS BLUES KINGS—Leaving Blues (Trionan, BMI)—Miss Jessie James (Trionan, BMI). H-I-Q 5029

Stations Pledging Free Air Time For UN Record

CHICAGO — Telegrams, letters and phone calls have been pouring into Mercury Records' Chicago offices from coast to coast, pledging free air time for the promotion of the United Nations album, "All Star Festival." Album sales of the UN album have been spurred on by all distributors and salesmen at Mercury, which is manufacturing, distributing and promoting the album free of charge throughout the United States.

Pledges received by Mercury's national promotion manager, Morris Diamond have come from Graham Richard, vice-president, Storz stations, Miami; Jim Hawthorne, program manager, Crowell-Collier stations; James E. Connor, program director, WEAT, West Palm Beach, Fla.; William J. Kaland, national program manager, Westinghouse Broadcasting Company, and Chuck DeWitt, music director, WPIN, St. Petersburg, Fla.

Fiedler to Lead Caracas Concert

CARACAS, Venezuela — Arthur Fiedler will conduct the 94-member Caracas Symphony in its first pops concert on April 12, during the opening week ceremonies of the Macuto-Sheraton Hotel in Venezuela. The concert will be played for the benefit of Banquo del Libre, a charity which raises money for library books.

Fiedler, conductor of the Boston Pops Orchestra, currently has a Latin-styled Dynagroove release on RCA Victor, "Jalousie."

JUST ANOTHER BLUES NUMBER

NEW YORK — Smash Records is releasing a comedy record about an unfunny subject, the income tax. Set features a revenue agent named Newbold Flubb, and is called "The Income Tax Man." It was produced by Mike Todd Jr. and Larry Gore.

Smash is also issuing what it calls the first tamure record made in the U. S., with Bill Justis and his combo. "It is called "Tamure, the Dance of Love" and has the Tahiti sound. It's a hula and twist together, Smash people say.

**The HILARIOUS GERALD GARDNER
 CREATOR OF
 THE MILLION-SELLER BOOK
 'WHO'S IN CHARGE HERE?'
 HAS NOW WRITTEN
 A Wild and Wacky LP**

Gerald Gardner author of the best seller Who's in charge here? presents



featuring Martin Adam Willson as the man in charge



HE'S IN CHARGE HERE

Produced & directed by Aubrey Mayhew

8074

THE GREATEST COMEDY SALES ARE ON ATLANTIC



1841 Broadway, New York 23, N.Y.

The Group that Started it All...

The KINGSTON TRIO

Our thanks
to the
Nation's
Disc Jockeys
for all
the spins---
Especially
on our
new Single---



"The Reverend Mr. Black"

Capitol #4951

—Current Best Selling Albums—



KINGSTON TRIO #16
1847



SOMETHING SPECIAL
1747



NEW FRONTIER
1809

KINGSTON TRIO, INC.
916 Kearny St., San Francisco, Calif.



UTM ARTISTS, LTD.
9107 Wilshire Blvd., Beverly Hills, Calif.



RADIO PROGRAM DIRECTORS SURVEY

If total on-the-air time per week is any barometer, radio currently is in a healthy condition. In the past decade, total weekly hours of programming have increased by an average of more than 8 per cent. The average has been pulled up both by more stations on the air and by the presence, undoubtedly, of more 24-hour-a-day programmers.

In 1953, stations, overall, averaged 113.2 hours, or 4.7 days per week on the air. Today the figures have increased to 122.7 hours, or 5.1 days on the air for every seven-day period.

Of even greater significance is the changing pattern of programming matter. In 1953, approximately 47 per cent of total air time was devoted to record programming. This year, that figure has increased by 70 per cent. Put another way, record programming today accounts for virtually 80 per cent of all radio programming.

Specifically, 53.2 hours per

week of the average weekly on-the-air time of 113.2 hours in 1953, were devoted to records. Currently, 97.8 hours per average broadcast week of 122.7 hours is accounted for by a spinning turntable.

A decade ago, with television not yet fully grown as an economic - entertainment factor, radio still occupied something of a place as a non-musical entertainment medium. Some dramatic shows and some soap operas still held a place of importance. Day-time hours were still punctuated with the type of housewife-aimed quiz and game shows that have now become a part of TV's day.

The impact of the growth of the video medium and pure economic factors arising therefrom, have largely accounted for these changes in emphasis. Record programming does not involve the cost factors of the live show no matter how simple, nor does it require rehearsal time. It can be done

Question . . .

HOW MANY HOURS PER WEEK IS YOUR STATION ON THE AIR?

This Year	1953
122.7	113.2

Question . . .

HOW MANY HOURS ARE DEVOTED TO RECORD SHOWS?

This Year	1953
97.8	53.2

effectively with no more than a disk jockey, an engineer and a turntable, yet it has been found to have the broadest kind of commercial appeal.

The vastly increased amount

of musical repertoire available on records has encouraged the development of many different kinds of programming formulae within the broader scope of record programming. Top 40 type

hit programming vies today with the so-called better music format for audience attention. Stations too can become specialists in jazz, folk, specialty and classical material as well.

The burgeoning use of popular recorded music on radio has gone hand in hand with the vastly increased amount of disk programming in the past

decade. Comparison of figures for both this year and last year as against 1953, clearly shows this marked trend.

Approximately 60 per cent

of total disk programming time in 1953 was accounted for by the general pop category (including jazz, Top 40, folk and show material) while the same classi-

fication dominated programming time in 1963 with a whopping 83 per cent of total disk programming.

The trend is perhaps even more graphically shown by a comparison of actual average hours per week of general pop programming for the three years surveyed. In 1953, only 30.9 hours were given over to pop. In 1962, the average programming hours had mushroomed to 73.4, while currently the average is running at 81.5 hours per week.

Interestingly, there is a less clear-cut picture with regard to the programming hours devoted to country and rhythm and blues material. For example, in country, the field appeared to be in a decline, dropping from 11.5 average hours per week in 1953 to 7.6 hours this year. A low point was reached last year at 5.4 hours.

It must be remembered, however, that country music has undergone substantial development during the decade, both stylistically and in terms of mass acceptance. Much of what is pop today, might well have been accepted as country music a decade ago, before the mass acceptance of the country music form. Thus country music has become an established part of the pop field and tends to show

up in that category rather than in its own.

The same is true, to a great extent, of rhythm and blues. A great many records produced today are basically of a rhythm and blues character. Yet they too have broken out of the narrow, regionalized bounds of a specific rhythm and blues market and have, in a sense, lost their separate identity. But just as in country, many disks programmed broadly by pop stations today, might once have been called pure r.&b. in content.

In the classical field, there is little in the way of a clear-cut trend on which to base solid conclusions. The AM radio area, with which the survey deals exclusively, has never been a major force in classical programming, and with the growth of the impact of FM stereo radio, the AM share of classical programming can be expected to remain a minor factor.

Though the religious field even today occupies a very minor share of total disk programming, it's of interest to note the percentage of increase in programming in this field. A decade ago, 1.8 hours per week ran to religious content. With an average of three hours per week in 1963, religious record programming has increased over 70 per cent in 10 years.

Question . . .

ABOUT HOW MANY HOURS PER WEEK ARE DEVOTED TO EACH OF THE FOLLOWING TYPES OF MUSIC? HOW DOES THIS COMPARE WITH LAST YEAR?

Type	Avg. Hrs.	Avg. Hrs.	Avg. Hrs.
	Per Week This Year	Per Week Last Year	Per Week 1953
General Popular	81.5	73.4	30.9
<small>(including Jazz, Top 40, Folk & Show Music for comparison to 10 years ago)</small>			
Country & Western	7.6	5.4	11.5
Rhythm & Blues	3.3	2.9	2.5
Classical	3.1	2.4	4.0
Religious	3.0	2.8	1.8
<small>(including spiritual and sacred)</small>			
Children's . . . . .	.07	.08	.06
Other . . . . .	.8	.8	2.0

Billboard 1963 RADIO PROGRAM DIRECTORS SURVEY

Though single records may occupy a decreasing share of the total dollar volume of record sales, they are still very much a part of the business. One barometer of this lies in the fact that on the average, radio stations are today receiving three and one half times more free singles than in 1953.

Program directors, participating in Billboard's survey of programming practices, reported that singles are currently arriving at stations at the rate of almost 70 per month, as against 20 a decade ago. By the same token, the free album flow has also advanced substantially, from an average of only two per month 10 years ago, to 8.5 per week, or about 35 per month today.

Free records received are also supplemented by various pur-

chases of records. The average station is buying almost 13 singles a month now. This has actually changed little since a decade ago, when the average was 10 singles purchased.

Album libraries are also being built-up by purchased copies as well as goods received free. Supplemental purchases of three per month was the average in 1953. This has increased to 4.8 per week, or approximately 20 per month this year.

If purchases have grown, it follows that annual appropriations for disk purchases have also grown. This is true, in figures tabulated from returns in the current program director survey. Ten years ago, an average budget of \$450 was earmarked for purchases of all types of records, both singles and albums.

Question . . .

ABOUT HOW MANY NEW RECORDS DOES YOUR STATION RECEIVE FREE EACH WEEK FROM RECORD COMPANIES, MUSIC PUBLISHERS, DISTRIBUTORS, ETC?

1963		1953	
SINGLES	LP'S	SINGLES	LP'S
69.6	8.5	20	2 per month

Question . . .

ABOUT HOW MANY ARE PURCHASED EACH WEEK?

1963		1953	
SINGLES	LP'S	SINGLES	LP'S
12.8	4.8	10	3 per month

Question . . .

WHAT IS YOUR STATION'S ANNUAL APPROPRIATION IF ANY, FOR BUYING RECORDS?

1963		1953
SINGLES	LP'S	FOR ALL RECORDS
\$242.63	\$399.29	\$450.17

Question . . .

OF THE FREE SINGLES YOUR STATION RECEIVES, WHAT PERCENTAGE ACTUALLY ARE PLAYED ON THE AIR?

	1963	1953
Percentage of all free singles played Only Once: . . .	14.7%	21.4%
Percentage of all free singles played more than Once:	23.7%	68.8%
Percentage of all free singles never played:	61.6%	9.8%
	100.0%	100.0%

Is it really true, as many record manufacturers and independent record promotion men claim, that it is more difficult than ever to get new records exposed on radio? Apparently it's so, according to figures developed in Billboard's current survey of programming policy and practice.

Of all the free records submitted to stations for programming, over 60 per cent are never played at all at the present time. A decade ago, only 10 per cent of those received fell into the "never - get - played" category.

Conversely, almost 70 per cent of all singles received free in 1953 were played more than once by the average station receiving them. Today, less than 25 per cent are programmed more than once. A decade ago, about 21 per cent of all free

singles were programmed only once, while only 14.7 per cent of the 1963 singles are given but a single spin.

Although these statistics may stand on their own merits, another consideration may also be taken into account. This is the fact that the outpouring of single records is vastly increased today over the number of disks issued a decade ago.

Thus, with a considerably smaller total of new records a decade ago, it was possible to program a substantially larger share of the total than it is today. This will at least partly explain why a greater percentage of a smaller number of records were programmed only once and more than once in 1953 and why a smaller percentage of a smaller total were never played at all in 1953 as against the current year.

Free albums to stations bring a substantially better shake for the record manufacturer in terms of exposure than do free singles. That's the clear conclusion to be drawn from a tabulation of program director responses in Billboard's current programming practices poll.

Sixty-six per cent—two-thirds of all LP's received free—are programmed more than once by the average station, according to the program directors of those stations. This compares to only about 24 per cent of all free singles that receive more than one exposure.

Among free LP's received by stations, only about 22 per cent receive no programming of any kind. In the singles field, over 60 per cent of those received are never spun on the air. Of all records received free, the figures for only a single air exposure are comparable, 12.3 for albums, 14.7 for singles.

This is interesting when it is considered that the total of new albums released often runs to

70 to 80 per week. But the significant fact is that the number of albums received free by stations is still far below the number of singles received in an average week. Thus, there is a greater value concept connected to the album, which may in turn account for more individual exposures.

While it is true that a number of stations today depend almost exclusively on Top 40 type programming, wherein little time or space is made available for the exposure of new product, the fact is that of all stations polled in the current Billboard radio programming survey, an average of 14.1 new singles are spun each week. With better than four times this number of new records received each week, it would appear that getting a new record exposed is not now, nor ever will be, an easy job. Yet the figure of better than 14 new records played on the average station per week, is a respectable one, and far greater than is sometimes supposed.

Question . . .

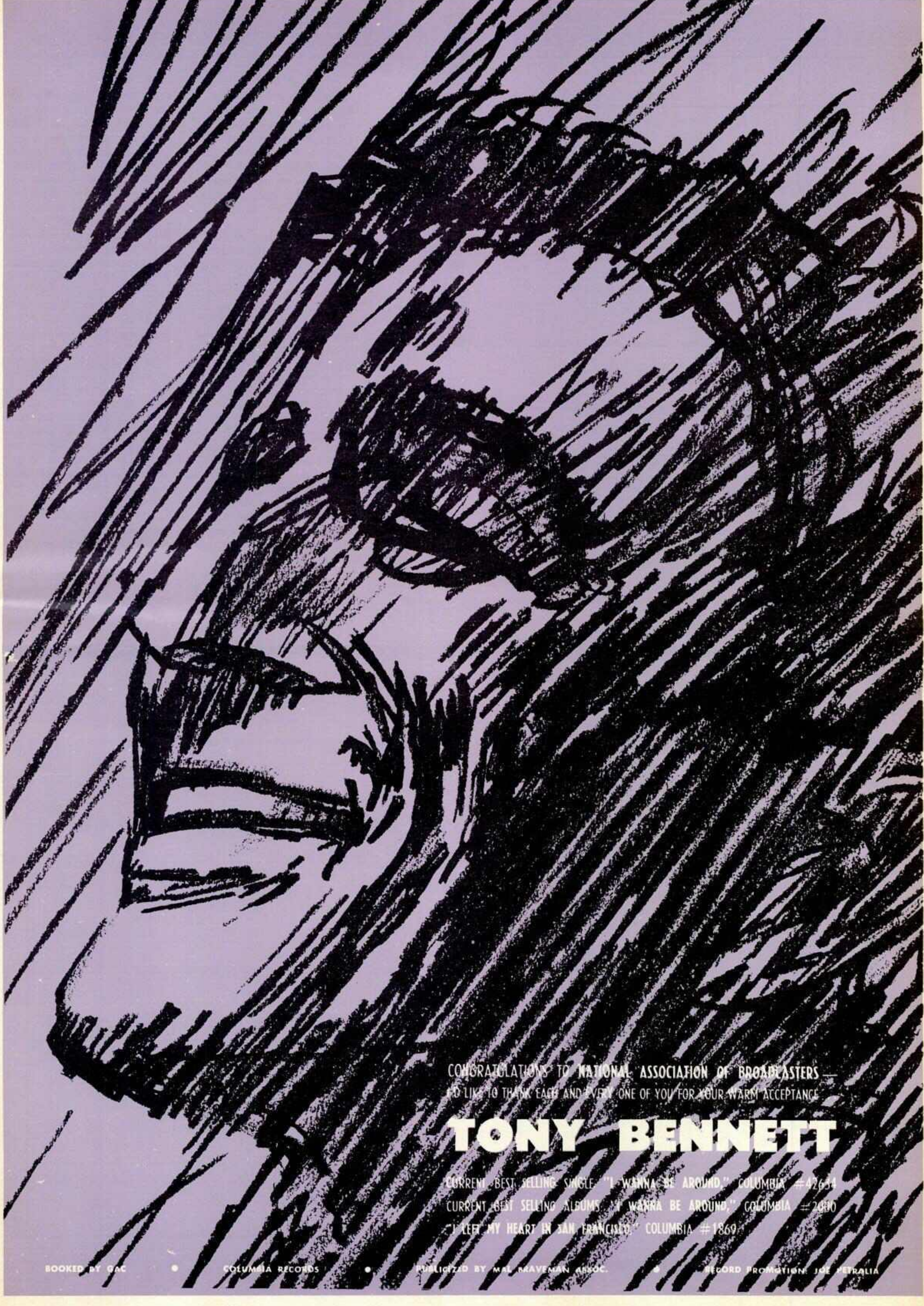
OF ALL THE FREE LP'S YOUR STATION RECEIVES, WHAT PERCENTAGE ACTUALLY ARE PLAYED ON THE AIR?

	1963 Only
Percentage of all free LP's played only Once:	12.3%
Percentage of all free LP's played more than Once:	66.0%
Percentage of all free LP's never played:	21.7%

Question . . .

ON THE AVERAGE, HOW MANY NEW SINGLES DO YOU PROGRAM EACH WEEK?

14.1



CONGRATULATIONS TO NATIONAL ASSOCIATION OF BROADCASTERS —
I'D LIKE TO THANK EACH AND EVERY ONE OF YOU FOR YOUR WARM ACCEPTANCE

TONY BENNETT

CURRENT BEST SELLING SINGLE: "I WANNA BE AROUND," COLUMBIA #42634

CURRENT BEST SELLING ALBUMS: "I WANNA BE AROUND," COLUMBIA #20810

"I LEFT MY HEART IN SAN FRANCISCO," COLUMBIA #1869

BOOKED BY GAC

COLUMBIA RECORDS

PUBLICIZED BY MAL BRAVERMAN ASSOC.

RECORD PROMOTION: JOE PETRALIA

Billboard 1963 RADIO PROGRAM DIRECTORS SURVEY

Question . . .

DOES YOUR STATION MANAGEMENT EXACT MORE, LESS OR ABOUT THE SAME AMOUNT OF CONTROL OVER DISK JOCKEY PROGRAMMING AS A YEAR AGO?

	This Year	1953
MORE	24.9%	19.5%
SAME	69.7%	74.0%
LESS	5.4%	6.5%

Question . . .

TO WHAT EXTENT ARE YOUR DISK JOCKEY PROGRAMS SUPERVISED BY STATION MANAGEMENT?

	This Year	1953
Station policy completely controls DJ's	50.2%	17.7%
Station policy partially controls DJ's	42.9%	64.6%
Jockeys have complete freedom of programming .	6.9%	17.7%
	100.0%	100.0%

Almost three times as many stations control programming of disk jockeys now as against 10 years ago, according to Billboard's 1963 survey of radio program directors. Concurrently, the number of jocks enjoying complete programming freedom has declined by almost two-thirds.

At the same time, almost 25 per cent of program directors answering the survey this year, indicate more control is exercised over jocks this year than in 1962. Ten years ago, in the same basic survey, 20 per cent fewer pd's said control over programming had increased from the preceding year.

According to the adjacent figures, in 1963, slightly over half of all stations in the survey said that policy completely controls jockeys. In 1953 only about 18 per cent controlled fully. Concurrently, the number of stations exercising partial control, decreased from 64.6 in 1953 to 42.9 this year. Thus, it would appear, many of those formerly operating on a partial control policy, have since stepped up the rigidity of their control.

Jockeys enjoying full programming responsibilities for their own shows, fell off con-

siderably. In only about 7 per cent of cases do jocks have this freedom now, as against about 18 per cent a decade ago.

Sample comments, received from program directors participating, provide a picture of control today. In many cases, this control seems to fall into a sort of management "preselection" process, whereby program directors, often in concert with other management functionaries, pre-determine a play list of anywhere from 40 to 80 or 90 records per week. From this final list, the jockey is allowed to pick his own material.

In other areas, where programming is varied according to time slot and time of day, a selection of "acceptable" albums or singles will be chosen, again by management and programming director, from which the jockeys, or "announcers" as they were frequently referred to in comments, choose their own plays.

A sample comment runs, "Management selects records which go into the library. Then jockeys play anything they want to out of the library." Another comments, "Actual selection of records is left to jocks within bounds of strict station policy."

Concepts and guidelines of programming and specific sources of information used in developing program content in radio all have undergone radical changes at the station management level in the past decade. Of a half dozen specifications involved in the building of programming, only one, the use of trade paper charts and record reviews, has remained relatively the same in terms of its usage since 1953.

Perhaps the most radical change of all arises in the consideration of "good taste" as a basis for music programming. Ten years ago, less than 6 per cent of all programming directors participating in the Billboard survey, listed good taste as one of the specifications of programming policy. In the current poll, 74 per cent of stations replying noted good taste as a programming factor.

Ten years ago, radio shows built around specific artists were a programming basis for 40 per cent of stations. The fact that only 10 per cent now program shows based on specific artists is indication enough of the rapidly fluctuating nature of today's best-seller charts, where the hit singer of one day may be the forgotten man of the next.

Conversely, shows based on specific musical types have apparently increased in quantity,

with 57.6 per cent of program directors now answering affirmatively to this question, as against 22.4 a decade ago. This would indicate that despite the movement of country, rhythm and blues, folk and more recently, jazz, into the broad pop melting pot, many stations break these categories out of the pop milieu and serve a concentrated menu of these specific types in given time slots.

Possible highlighting one element of public service and developing a sensitivity to listener wants, listener requests today are five times more important in programming than they were five years ago. Almost 38 per cent of stations gauge programming, at least partly, on requests now, as against 7 per cent in 1953.

The local record survey, which could be regarded as another aspect of what the listener wants, since it is an index of what he is buying, has also grown vastly in importance as a source of disk programming. This could also well be a reflection of the fact that what is selling nationally, is not also necessarily selling locally. Each market has its own hit-consciousness. In any event, use of local surveys has increased about 10-fold, from 3 per cent to 31 per cent in the ten-year span.

Question . . .

IF YOUR STATION POLICY COMPLETELY OR PARTIALLY CONTROLS DJ PROGRAMMING, WHAT SPECIFICATIONS ARE USED?

	This Year	1953
Shows based on trade-paper charts or reviews ...	55.7%	61.9%
Shows built around specific artists	9.9%	39.0%
Specify certain musical types	57.6%	22.4%
Shows built on listener requests	37.8%	7.2%
Good Taste	74.0%	5.7%
Shows based on local survey	31.3%	2.9%
Shows based on committee system	11.1%	***
Other miscellaneous answers	13.4%	17.1%

*Each respondent checked those that applied. Thus, more than one was usually specified.

***This choice was not offered in the 1953 survey. Other than that, question and choice were exact same as survey questionnaire of 1953.



Thanks, Broadcasters, for getting me there—Joe Harnell
Latest single—DIANE. Current Hit LP "FLY ME TO THE MOON"
exclusively on KAPP  RECORDS

Billboard 1963 RADIO PROGRAM DIRECTORS SURVEY

Question . . .

DO YOUR RECORD SHOWS HAVE MORE, LESS OR ABOUT THE SAME NUMBER OF SPONSORS THIS YEAR AS A YEAR AGO?

	This Year	1953
More	63.1%	59.3%
About the Same	36.5%	37.3%
Less	0.4%	3.4%
	100.0%	100.0%

The comparative state of sales trends in radio is good in 1963 as against conditions of a decade ago. Of those program directors replying, 1963 saw an increase of 4 per cent over the 1953 tally of those stating that record shows have more sponsors than in the preceding year. Concurrently, less than 1 per cent of the respondents said sponsorship of record shows was down in 1963 as against the previous year, while in 1953, over 3 per cent indicated a drop-off in sponsorship.

Question . . .

PLEASE CHECK THE MUSIC CLEARANCE LICENSES HELD BY YOUR STATION

	This Year	1953
BMI	98.9%	98.2%
ASCAP	95.4%	94.6%
(blanket license)		
ASCAP	1.9%	5.0%
(per program license)		
SESAC	78.6%	83.1%

The music licensing picture has undergone relatively little change at the radio station level in the past decade. Virtually all stations responding held BMI licenses, with the same holding true for ASCAP blanket license arrangements. ASCAP "per program" licensees dropped from 5 per cent in 1953 to less than 2 per cent now. Licensees of SESAC also decreased slightly, from about 83 per cent of responding outlets a decade ago, to 78.6 per cent in 1963.

Question . . .

DOES YOUR STATION PUBLISH A LOCAL SURVEY SHEET?

YES 30.9% NO 69.1%

IF SO HOW OFTEN?

Bi-Weekly 1.4% Weekly 87.7% Every Other Week 5.5% Monthly 5.5%

Those stations not currently publishing local record survey sheets outweigh those which do in a ratio of about seven to three, according to Billboard's program policy survey. The 30 per cent figure for those which do, however, is seen as significant, in view of the considerable number of stations which deal with pop material not at all or in only an off-handed manner. Of those stations employing local survey sheets, the vast majority, 87.7 per cent, publish on a weekly basis.

Question . . .

WHAT PERCENTAGE OF YOUR MUSIC PROGRAMMING IS DERIVED FROM

SINGLES?	49.4% (average)
ALBUMS?	50.6% (average)

Only a few years ago, albums accounted for an infinitesimal share of radio record programming. It has been only a few years too, since singles dominated not only radio programming but dollar sales volume as well. With the rise of the LP as the dominant force in record sales, the share of radio time devoted to albums has also steadily grown. An average of all stations replying to Billboard's current programming survey split their music programming time almost 50-50 between albums and singles material.

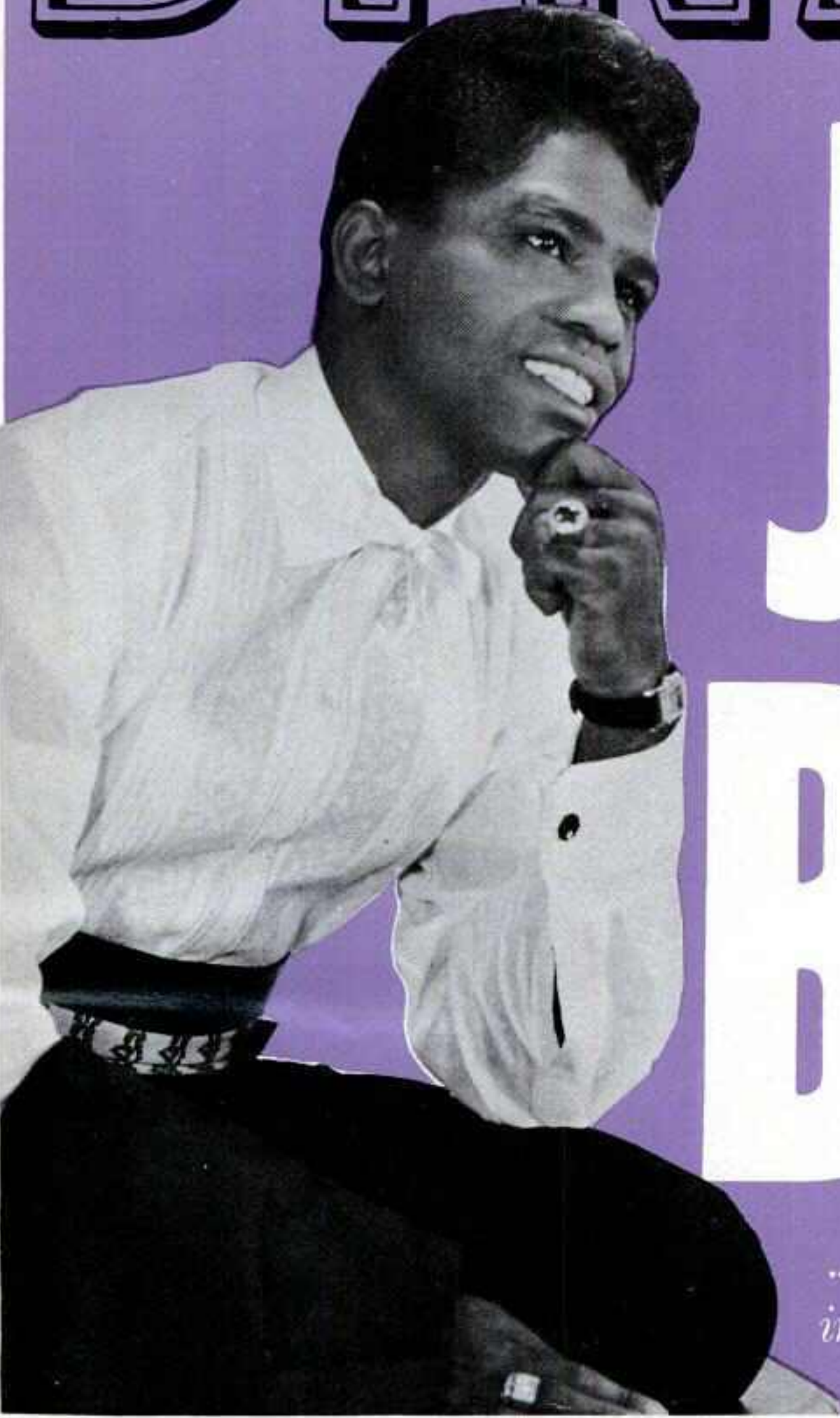
Question . . .

ARE THERE ANY MAJOR CHANGES IN EMPHASIS OF MUSIC PROGRAMMING PLANNED FOR YOUR STATION?

YES	10.7%
NO	89.3%

The great majority of stations currently appear to be satisfied with their programming format. Virtually 90 per cent plan no major changes. Of those changes contemplated, comments indicate they are of a minor variety, stressing greater or lesser amounts of time to specific types of material, rather than any broad, about-face kinds of change. In general, the trend appears in the direction of middle-of-the-road, with less "hard rock" but more general pop airing.

DYNAMAMITE



JAMES BROWN

...with a new pop teenage sound, singing sweet as he did in "Lost Someone", with a full orchestra and nine voices

PRISONER OF LOVE

KING
5739

*Congratulations to National Association of Broadcasters - and I hope you like my newest...
James*

EXCLUSIVELY: KING RECORDS

BOOKINGS: UNIVERSAL ATTRACTIONS

... first **"Surfin'"**
... then **"Surfin' Safari"**

#409

And now we offer ...

*** Thanks:**
Broadcasters
Program Directors
Disc Jockeys
for making it
all possible-

"SURFIN' U.S.A."

b/w

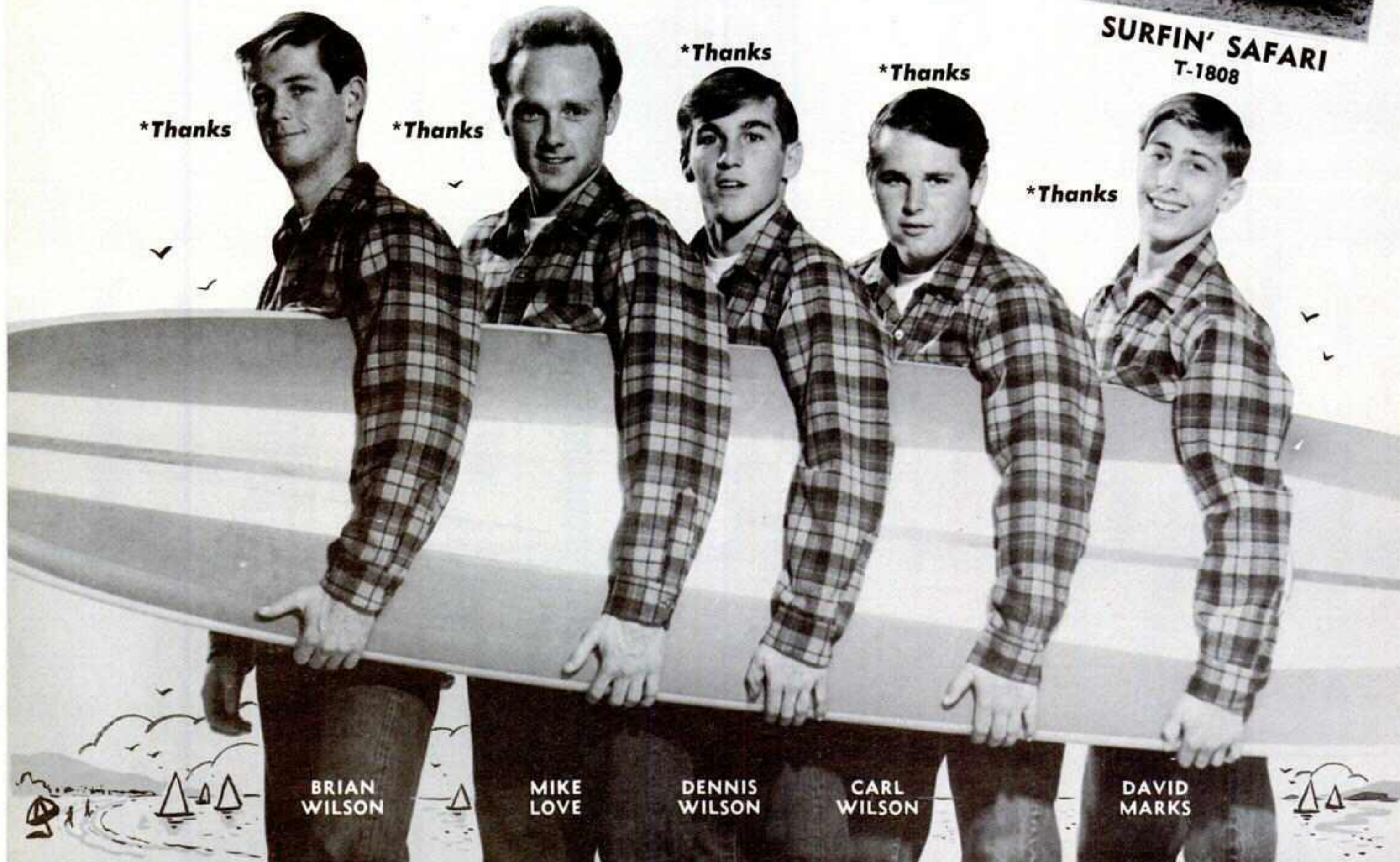
"SHUTDOWN"

Cap. #4932

THE BEACH BOYS



SURFIN' SAFARI
T-1808



*Thanks

*Thanks

*Thanks

*Thanks

*Thanks

BRIAN
WILSON

MIKE
LOVE

DENNIS
WILSON

CARL
WILSON

DAVID
MARKS

- Thanks, Radio Sveriges & Klas Burling
- Thanks, swingin' D.J.'s, in Australia



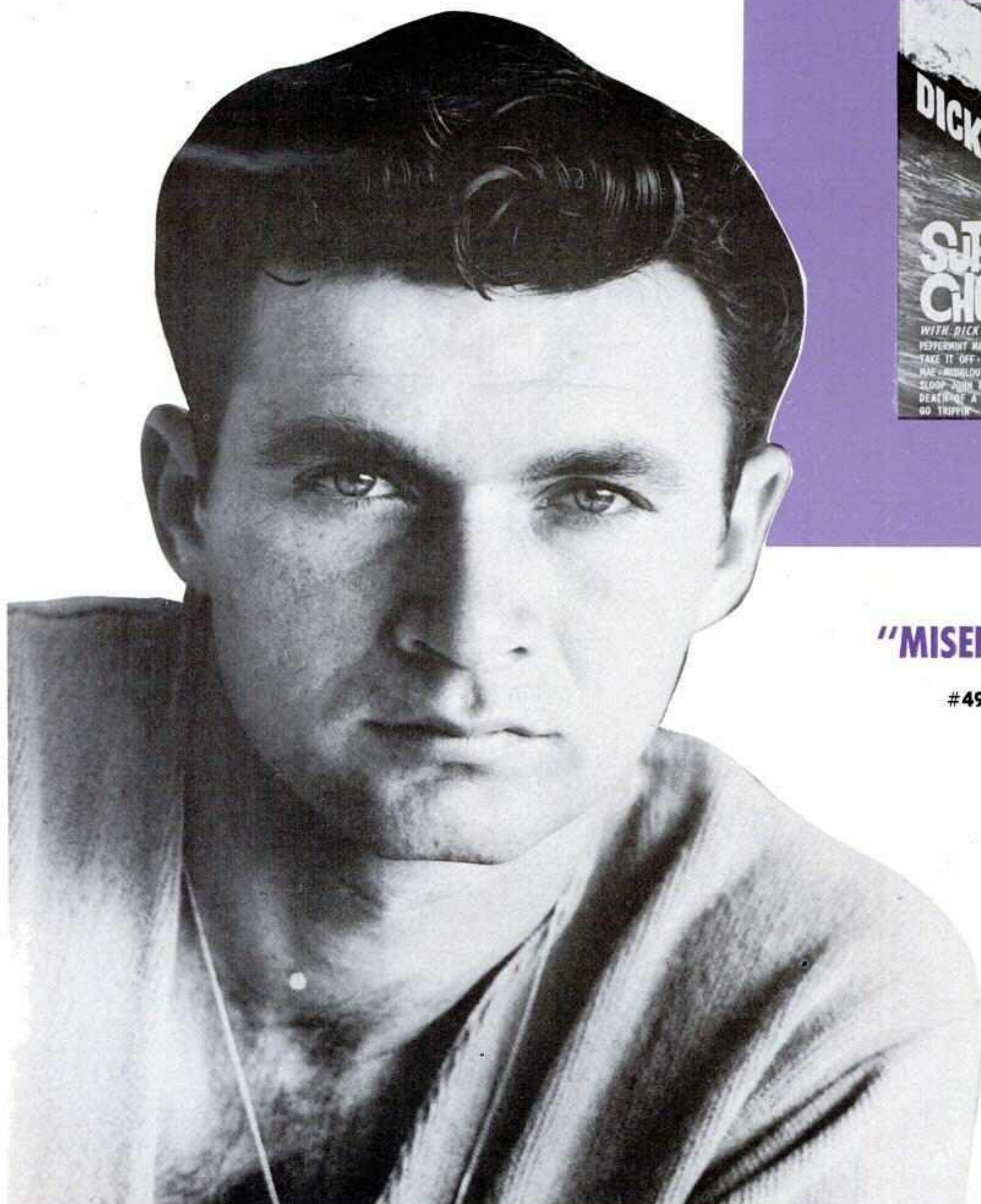
Bookings:
Wm. Morris Agency
Beverly Hills • New York

Personal Management:
Murry G. Wilson
3701 W. 119 St., Hawthorne, Calif.

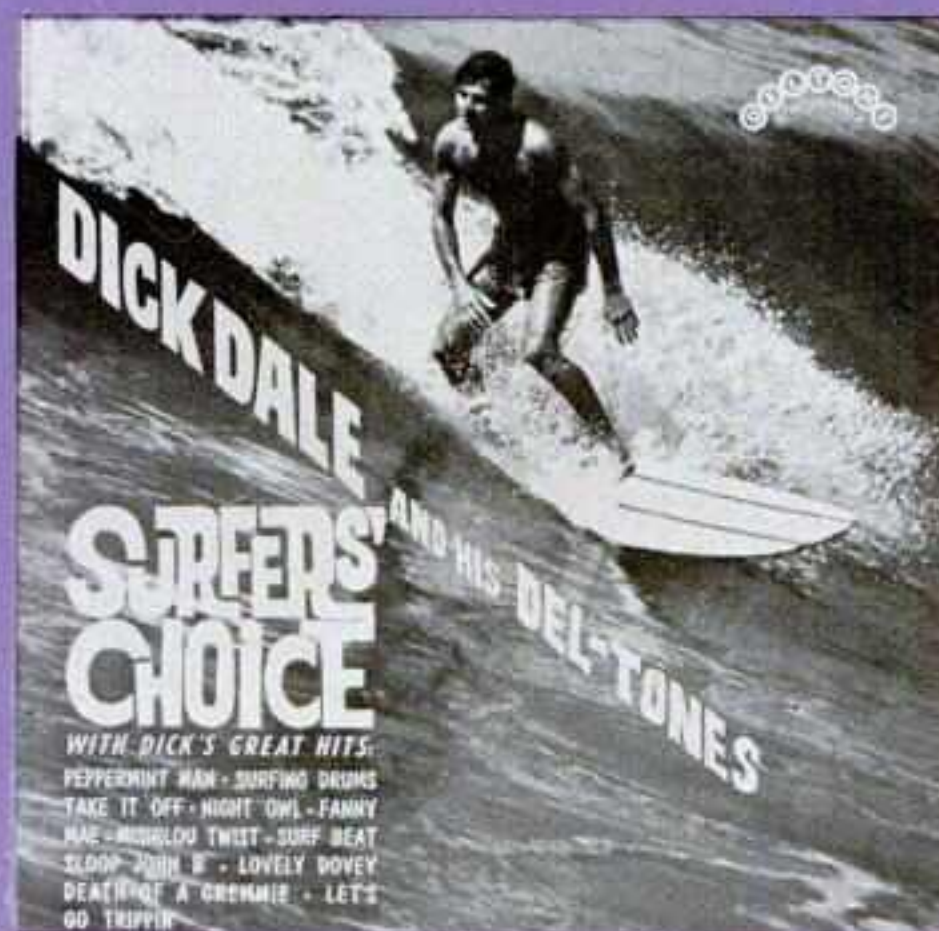
The
Phenomenal . . .

**DICK
DALE**
KING OF THE
STOMP

**Teen America's
New Favorite!**



MOVIN' LIKE MAD!



(D) T-1886

MOVING SINGLES—

"MISERLOU"—"PEPPERMINT MAN"

#4939

#4940



*D. J.'s, thanks a
million for helping
me break through---*

Dick

Soon to be Touring the East Coast

TODAY'S TOP RECORD TALENT

A practical programming guide for disk jockeys and juke box operators spotlighting biographical record programming information about all the artists whose records appeared in the first 50 of Billboard's Hot 100, Top Monaural LP or Top Stereophonic LP charts from August 1962 through February 1963.

(Note: Biographical and disk data was secured from the record companies for which these artists record. Omissions or lack of data is the result of inability by the record company to provide information to Billboard. In the case of artists with lengthy credits, a representative selection is used to provide a basis for programming.)

BOOKING OFFICES

Willard Alexander, Inc.
425 Park Ave., N. Y. C.
Ashley-Steiner, Inc.
555 Madison Ave., N. Y. C.
Associated Booking Corp.
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1270 Sixth Ave., N. Y. C.
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International Talent Assocs., Inc.
527 Madison Ave., N. Y. C.
William Morris Agency, Inc.
1740 Broadway, N. Y. C.
Shaw Artists Corp.
565 Fifth Ave., N. Y. C.
U.T.M. Artists, Ltd.
Time & Life Bldg., N. Y. C.
Universal Attractions
200 W. 57th St., N. Y. C.

★ RONNIE ALDRICH

BIRTHDAY: February 15. **HOME TOWN:** Erith, Kent, England. **EDUCATION:** Guildhall School of Music. **HOBBIES:** Gardening, horseback riding. **BACKGROUND:** Radio, TV, concerts, personal appearances. **OTHER MUSICAL INTERESTS:** Plays piano, violin, saxophone, clarinet. Arranger, conductor and composer.

LATEST SINGLE: As Long as He Needs Me b/w Once in a Lifetime. **LATEST ALBUM:** Ronnie Aldrich and His Two Pianos. **PREVIOUS OR OTHER HITS:** Melody and Percussion for Two Pianos.

★ REX ALLEN

(Mercury) PM: Mickey Gross

HOME TOWN: Wilcox, Ariz. **EDUCATION:** College. **HOBBIES:** Raising quarter horses, hunting, fishing, boating. **BACKGROUND:** Star of numerous motion pictures as singing-cowboy-actor with famous horse "KOKO." Rodeo star, TV, guest appearances, narrator, Walt Disney features, scheduled for TV series. **OTHER MUSICAL INTERESTS:** Guitar, composer.

LATEST SINGLE: Roll Up Your Sleeve b/w Oohin' and Aahin'. **LATEST ALBUM:** Rex Allen Sings and Tells Tales. **PREVIOUS OR OTHER HITS:** Don't Go Near the Indians.

★ LAURINDO ALMEIDA

(Capitol)

BIRTHDAY: September 9, 1917. **HOME TOWN:** Sherman Oaks, Calif. **EDUCATION:** High school. **HOBBIES:** Collects Brazilian records. **BACKGROUND:** One of Brazil's leading guitarists when he left there in 1947; immediately joined Stan Kenton and was leading soloist with band. Extensive classical album catalog on Capitol. Won Naras Grammys for three of his LP's: Spanish Guitars of Laurindo Almeida, Conversations With the Guitar, and Duets With the Spanish Guitar. Recognized as one of earliest influences in bossa nova, 1953 album with Bud Shank on World Pacific, Brazil-lance, is bossa nova and latin jazz classic.

LATEST SINGLE: Lazy River Bossa Nova b/w Ramblin' Rose Bossa Nova. **LATEST ALBUM:** Viva Bossa Nova.

★ PAUL ANKA

(RCA Victor) PM: Irvin Feld. BO: G.A.C.

BIRTHDAY: July 30, 1941. **HOME TOWN:** Ottawa, Ont. **BACKGROUND:** Extensive night club-p.a. work here and abroad. **MOVIES:** "The Longest Day," "The Magic Carpet." He set up own motion picture production company to produce films starring himself and others. Recently married Anne De Zogheb, a Paris fashion model. **OTHER MUSICAL INTEREST:** Songwriter ("Diana," "The Longest Day").

LATEST SINGLE: Love (Makes the World Go Round) b/w Crying in the Wind (RCA Victor). **LATEST ALBUM:** Our Man Around the World. **MILLION SELLERS:** Puppy Love; Lonely Boy; Diana (all on ABC-Paramount). **PREVIOUS OR OTHER HITS:** Eso Beso; Every Night (Without You) (RCA Victor); Summer's Gone; Something Happened; My Home Town; Put Your Head on My Shoulder; All of a Sudden My Heart Sings; Your Are My Destiny; I Miss You So; It's Time to Cry; Tell Me That You Love Me; Just Young; Let the Bells Keep Ringing; Crazy Love; Adam and Eve; Hello Young Lovers; I Love You in the Same Old Way; Story of My Love; Tonight, My Love, Tonight; Dance On, Little Girl; Kissin' on the Phone b/w Cinderella (all on ABC-Paramount); Love Me Warm and Tender; A Steel Guitar and a Glass of Wine (both on RCA Victor). Anka at the Copa; Paul Anka's Greatest Hits; Paul Anka Sings His Big 15 (Vols. 1 & 2) LP's (all ABC-Paramount).

★ RAY ANTHONY

(Capitol)

AGE: 41. **HOME TOWN:** Bentleyville, Pa. **EDUCATION:** High school. **HOBBIES:** Sports and indulging in Chinese and Italian foods. **BACKGROUND:** The veteran trumpet player and band leader played with many name bands including the groups of the late Jimmy Dorsey and Glenn Miller before forming his own dance orchestra in 1946. He joined Capitol in 1948 and has recorded one of the label's most extensive catalogs. Personal appearances, night clubs, ballrooms, TV and films.

LATEST SINGLE: "Let Me Entertain You," b/w Theme From Taras Bulba. **LATEST ALBUM:** I Almost Lost My Mind. **PREVIOUS OR OTHER HIT:** Worried Mind-LP.

★ CHET ATKINS

(RCA Victor)

BIRTHDAY: June 20, 1924. **HOME TOWN:** Luttrell, Tenn. **EDUCATION:** High school. **BACKGROUND:** Started in local radio. Appeared on WSM's "Grand Ole Opry." Personal appearances. Currently a.&r. director (working out of Nashville, Tenn.) for RCA Victor. **OTHER MUSICAL INTERESTS:** Plays guitar. Recently made a p.a. tour with Floyd Cramer and Jim Reeves to South Africa.

LATEST ALBUM: Our Man in Nashville. **PREVIOUS HITS:** Boo-Boo Strick Beat; One Mint Julep; Teensville. Caribbean Guitar; Chet Atkins at Home; Chet Atkins in Hollywood; Down Home-LP's.

★ ALLEY CATS

(Philles) PM: Nevins-Kirshner BO: Pending

NAMES: Brice Coefield, Gary Pipkin, Billy Mann, James Brown. **AGES:** 20-23. **HOME TOWN:** Los Angeles. **EDUCATION:** High school. **OTHER MUSICAL INTERESTS:** Songwriting. **BACKGROUND:** Group formed in high school and went all the way with their first single.

LATEST SINGLE: Puddin' n' Tain b/w Feel So Good.

★ STEVE ALAIMO

(Checker) PM: Henry Stone BO: Music Talent Associates

BIRTHDAY: December 6, 1940. **HOME TOWN:** Rochester, N. Y. **EDUCATION:** University of Miami. **HOBBIES:** Scuba diving, water skiing and composing music. **BACKGROUND:** Steve, after being accepted in three medical schools, decided to select singing as a career. He organized his own musical group at U. of Miami and became interested in blues: first as a guitar player, then as a singer. Steve's first national break came on Dick Clark's "American Bandstand." Steve performed on the show which originated live from Miami. Clark introduced Steve's recording of "I Want You to Love Me" on his show when he returned to Philadelphia. **CURRENT ACTIVITIES:** Hotel and night club dates.

LATEST SINGLE: "Every Day I Have to Cry."

★ JOAN BAEZ

(Vanguard) PM: Manny Greenhill

AGE: 21. **HOME TOWN:** Boston. **BACKGROUND:** Concerts, TV, night clubs, personal appearances.

LATEST SINGLE: Pal of Mine b/w Lonesome Road. **LATEST ALBUM:** Joan Baez in Concert. **PREVIOUS OR OTHER HITS:** Joan Baez, Vol. 2; Joan Baez, Vol. 1.

★ LAVERN BAKER

(Atlantic)

PM: SRO Artists, Inc. BO: A.B.C.

BIRTHDAY: Nov. 11, 1929; **HOME TOWN:** Chicago. **HOBBY:** Decorating. **OTHER MUSICAL INTEREST:** Songwriting.

LATEST SINGLE: See See Rider b/w The Story of My Love. **LATEST ALBUM:** See See Rider. **MILLION SELLERS:** I Cried a Tear; Tweedle Dee; Jim Dandy. **PREVIOUS OR OTHER HITS:** Wheel of Fortune; Shadows of Love; I Waited Too Long; Boy-Ting-a-Ling; Get Up (Sleepy Head); That Lucky Old Sun; Substitute; Jim Dandy Got Married; Humpty Dumpty Heart; Shake a Hand; Bumble Bee; LaVern; LaVern Baker; LaVern Baker Sings Bessie Smith-LP's.

★ BOBBY BARE

(RCA Victor) PM and BO: Cliff Stone Associates

BIRTHDAY: April 7, 1935. **HOME TOWN:** Ironton, Ohio. **BACKGROUND:** Previously recorded for Fraternity Records for whom he waxed the smash hit single, "All American Boy," in the late 1950's. TV, personal appearances. **OTHER MUSICAL INTEREST:** Songwriter. Penned three of the rock and roll songs featured in the motion picture, "Teenage Millionaire," starring Chubby Checker.

LATEST SINGLE: Dear Waste Basket b/w I'd Fight the World. **PREVIOUS HIT:** Shame on Me.

★ BEACH BOYS

(Capitol) PM: Murray Wilson

NAMES: Brian Wilson, Dennis Wilson, Carl Wilson, Mike Love, David Marks. **AGES:** Brian, early 20's; Dennis, 17; Carl, 15; Mike, early 20's; David, 14. **HOME TOWN:** Hawthorne, Calif. **EDUCATION:** High school. **HOBBIES:** Surfing, songwriting. **BACKGROUND:** Brian Wilson, leader of the group, writes vocal arrangements, had several of his own groups in high school. Spread nationwide after joining Capitol. Brian and Mike write most of the group's material.

LATEST SINGLE: Surfin' USA b/w Shut Down. **LATEST ALBUM:** Surfin' Safari. **PREVIOUS HITS:** Surfin', Surfin' Safari-LP.

★ HARRY BELAFONTE

(RCA Victor) BO: Belafonte Ent.

BIRTHDAY: March 1, 1927. **HOME TOWN:** New York City. **EDUCATION:** High school, dramatic workshop. **BACKGROUND:** TV, films, concerts, night clubs. **OTHER MUSICAL INTEREST:** Collecting folk songs.

LATEST SINGLE: Fifteen b/w Round the Bay of Mexico. **LATEST ALBUM:** The Many Moods of Belafonte. **MILLION SELLER:** Banana Boat Song. **ALBUM HALF MILLION SELLERS:** Belafonte at Carnegie Hall, Calypso. **PREVIOUS HITS:** Gotta Travel On; Mary, Mary; Jamaica Farewell; Mary's Boy Child; Mamma Look at Boo Boo; Scarlet Ribbons; Hold 'Em, Joe; Belafonte Returns to Carnegie Hall; Jump Up Calypso; Belafonte Folk Singers at Home and Abroad; Belafonte; Calypso; An Evening With Belafonte; Belafonte Sings of the Caribbean; Belafonte Sings the Blues; Porgy and Bess (with Lena Horn); The Midnight Special-LP's.

★ THE BELMONTS

(Laurie)-(Sabina) PM: Manny Greenfield. BO: G.A.C.

BIRTHDAYS: Fred Milano, Aug. 26, 1940; Carlo Mastangelo, Oct. 5, 1939; Angelo D'Aleo, Feb. 3, 1941. **HOME TOWN:** Bronx, N. Y. **EDUCATION:** High school. **HOBBIES:** Fred, clothes, water sports, dancing; Carlo, jazz, baseball; Angelo, classical and popular music. **BACKGROUND:** TV, night clubs. Dion split group to solo. **OTHER MUSICAL INTERESTS:** Carlo plays guitar, drums, bongos; Freddie plays piano, guitar; Angelo plays piano.

LATEST SINGLE: Ac-Cent-Tchu-Ate the Positive b/w Annmarie (Sabina). **LATEST ALBUM:** The Belmonts Carnival of Hits. **PREVIOUS HITS:** Come On, Little Angel (Sabina); I Wonder Why; No One Knows; Don't Pity Me; A Lover's Prayer; Where or When; When You Wish Upon a Star (all with Dion on Laurie).

★ TONY BENNETT

(Columbia) PM: Dee Anthony. BO: G.A.C.

REAL NAME: Anthony Dominick Benedetto. **HOME TOWN:** Astoria, N. Y. **EDUCATION:** High school. **HOBBIES:** Painting, photography, high fidelity. **BACKGROUND:** Movies, TV, night clubs, personal appearances.

LATEST SINGLE: I Wanna Be Around b/w I Will Live My Life for You. **LATEST ALBUM:** I Wanna Be Around. **MILLION SELLERS:** Because of You; Cold, Cold Heart; Stranger in Paradise; Rags to Riches. **PREVIOUS HITS:** I Left My Heart in San Francisco; Smile; Blue Velvet; Young, Warm and Wonderful; I Won't Cry Anymore; Solitaire; There'll Be No Teardrops Tonight; Tony Bennett at Carnegie Hall; Tony in Person; Tony's Greatest Hits-LP's.

★ BROOK BENTON

(Mercury) BO: Shaw Artists

REAL NAME: Benjamin Franklin Peay. **BIRTHDAY:** Sept. 19, 1931. **HOME TOWN:** Camden, S. C. **HOBBIES:** Baseball, reading. **OTHER MUSICAL INTEREST:** Songwriting. **BACKGROUND:** Night clubs, personal appearances.

LATEST SINGLE: I Got What I Wanted b/w Dearer Than Life. **LATEST ALBUM:** Golden Hits, Vol. II. **MILLION SELLERS:** It's Just a Matter of Time; Baby (You Got What It Takes) (With Dinah Washington). **PREVIOUS OR OTHER HITS:** Hotel Happiness; Lie to Me; Hit Record; The Boll Weevil Song; Walk on the Wild Side; Shadrack; Revenge; Frankie & Johnny b/w Just a House Without You; Fools Rush In; This Time of Year; The Ties That Bind; Hither and Thither and You; So Many Ways; The Wall; Endlessly; Thank You Pretty Baby; A Rockin' Good Way (with Dinah Washington); Kiddo; Same One; Singing the Blues-LP.

★ ELMER BERNSTEIN

(Ava) BO: I.M.A.

BIRTHDAY: April 4, 1922. **HOME TOWN:** New York City. **EDUCATION:** College. **HOBBY:** Painting. **BACKGROUND:** Three times Academy Award Nominee for scores to "Summer and Smoke," "The Magnificent Seven" and "Man With the Golden Arm." **OTHER MUSICAL INTERESTS:** Pres. Young Musicians Foundations, Director of the Thaliens.

LATEST SINGLE: To Kill a Mockingbird b/w Terasina. **LATEST ALBUM:** To Kill a Mockingbird. **PREVIOUS HITS:** Walk on the Wild Side; Man With the Golden Arm.

★ ACKER BILK

(Atco)

AGE: 33. **HOME TOWN:** Somerset, England. **BACKGROUND:** Clarinetist Acker Bilk and His Paramount Jazz Band are one of the most popular trad bands in Britain. Won BMW's 15th Annual DJ Poll as Favorite and Most played Solo Instrumental of 1962.

LATEST SINGLE: Only You b/w Taste of Honey. **LATEST ALBUM:** Only You. **MILLION SELLER:** Stranger On the Shore. **PREVIOUS OR OTHER HITS:** Above the Stars; Stranger On the Shore-LP's.

★ STANLEY BLACK

(London)

BIRTHDAY: June 14. **HOME TOWN:** London. **EDUCATION:** Mathay School. **HOBBIES:** Riding, golf, swimming, and watching soccer. **BACKGROUND:** Started as classical pianist. Worked in the '30's as pianist and arranger with various dance bands. Radio, TV, personal appearances. Has been musical director and composer of the scores of many British films, including "The Small Voice" and "Lilli Marlene." Considered an authority on Latin American music. **OTHER MUSICAL INTERESTS:** Conductor, composer, arranger, pianist.

LATEST ALBUM: Spain. **PREVIOUS OR OTHER HIT:** Exotic Percussion-LP.

★ BOBBY (BLUE) BLAND

(Duke) BO: Buffalo Booking

BIRTHDAY: January 27, 1930. **HOME TOWN:** Memphis, Tenn. **EDUCATION:** High school. **BACKGROUND:** Night clubs, p.a.'s. **HOBBY:** Music. **OTHER MUSICAL INTEREST:** Songwriting.

LATEST SINGLE: Call On Me b/w That's the Way Love Is. **LATEST ALBUM:** Here's the Man. **HALF MILLION SELLERS:** Two Steps From the Blues. **MILLION SELLERS:** Call On Me b/w That's the Way Love Is. **PREVIOUS OR OTHER HITS:** Stormy Monday; I'll Take Care of You; Hold Me Tenderly; Further Up the Road; Sometime Tomorrow; It's My Life, Baby; Little Boy Blue; Cry, Cry, Cry; I Pity the Fool; St. James Infirmary b/w Don't Cry No More; Turn On Your Love Light b/w You're the One I Need.

★ MARCIE BLAINE

(Seville) PM: Sporn-Stavin Management BO: G.A.C.

BIRTHDAY: May 21, 1944. **HOME TOWN:** Brooklyn. **EDUCATION:** College. **HOBBIES:** Dancing, folk singing. **BACKGROUND:** Her father, a high school teacher specializing in band instruments was a professional musician. She was discovered by Seville a.&r. man Marv Holtzman. **OTHER MUSICAL INTERESTS:** Plays violin, piano, flute and guitar.

LATEST SINGLE: How Can I Tell Him b/w What Does a Girl Do. **PREVIOUS OR OTHER HIT:** Bobby's Girl.

★ BOOKER T. AND THE MG'S

(Stax)

REAL NAME: Booker T. Jones. **BIRTHDAY:** November 12, 1944. **HOME TOWN:** Memphis. **EDUCATION:** High school. **HOBBY:** Personal appearances. The MG's, translated as "Memphis Group," is simply the group used to back the artist on his Memphis recording date. The Stax label is distributed by Atlantic Records. **OTHER MUSICAL INTERESTS:** Plays string bass and organ.

LATEST SINGLE: Homegrown & Big Train. **LATEST ALBUM:** Green Onions. **HALF MILLION SELLER:** Green Onions. **PREVIOUS OR OTHER HIT:** Green Onions.

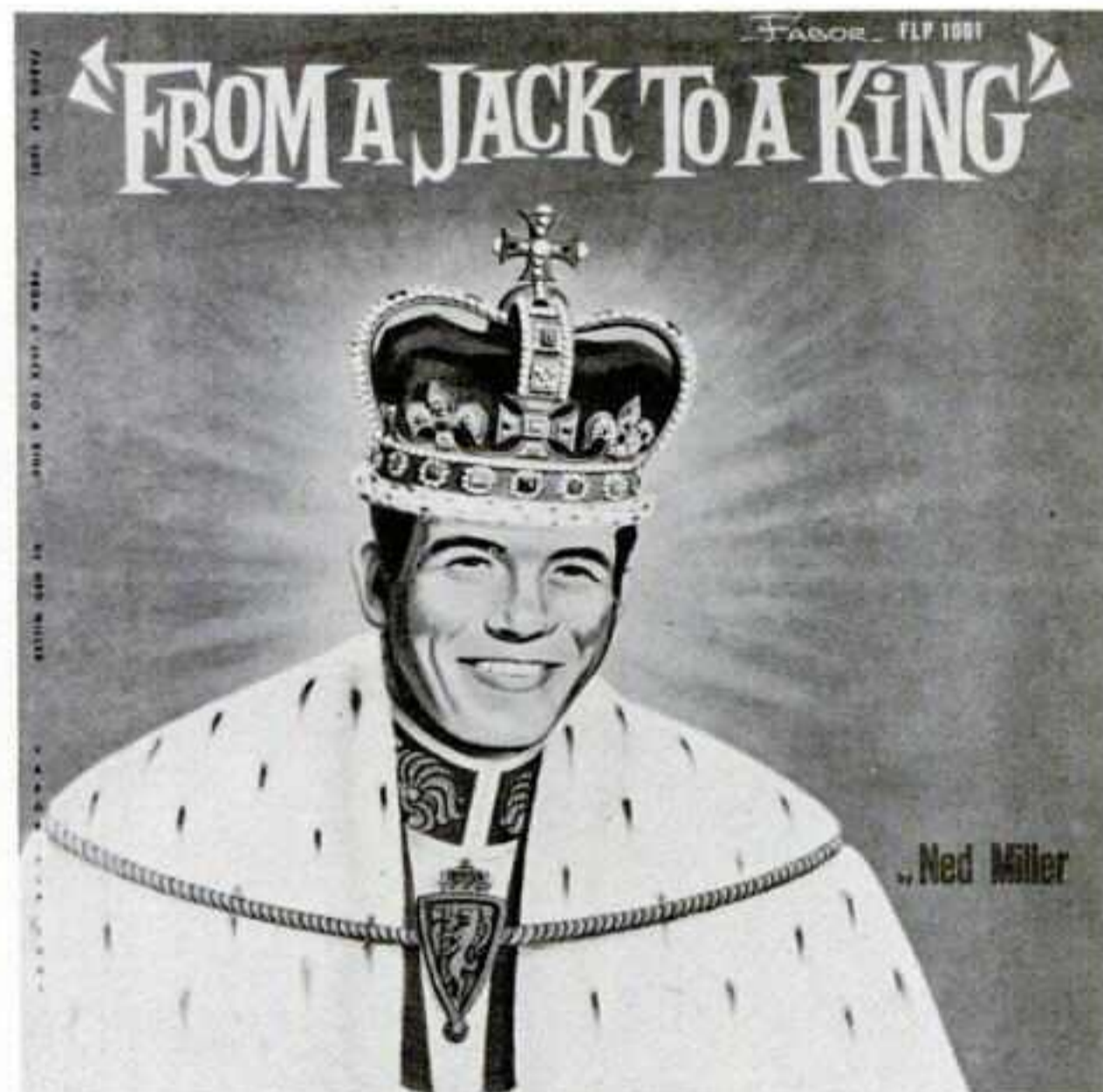
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★ **PAT BOONE**

(Dot) PM: Randy Wood-Jack Spina. BO: W.M.

HOME TOWN: Nashville. EDUCATION: College. HOBBIES: Sports. BACKGROUND: Movies, TV, autobiography "Twixt 12 and 20" was best seller. Second book was published "Between You, Me and the Gatepost." NEW MOVIE: Evil Come, Evil Go.

LATEST SINGLE: Meditation (Meditacao) b/w Days of Wine & Roses. LATEST ALBUM: I Love You Truly (with Shirley Boone). MILLION SELLERS: A Wonderful Time Up There; Ain't That a Shame; April Love; Don't Forbid Me; Friendly Persuasion; I Almost Lost My Mind; I'll be Home; Love Letters in the Sand; Remember You're Mine; Why, Why Baby, Why; Moody River. HALF MILLION ALBUM SELLER: Pat's Great Hits. PREVIOUS OR OTHER HITS: Ten Lonely Guys; Delia Gone; Candy Sweet; Spring Rain Words; Walkin' the Floor Over You; Chains of Love; Sugar Moon; It's Too Soon to Know; Bernardine; Two Hearts; With the Wind and the Rain in Your Hair; Goldmine in the Sky; Beyond the Sunset; Side by Side (with Shirley Boone); Tenderly; Big Cold Wind; That's My Desire; Johnny Will; Maria; I'll See You in My Dreams; Speedy Gonzales. Pat Boone Sings; Yes, Indeed; Hymns We Love; Star Dust; Pat; Moon River—LP's.

★ **JAN BRADLEY**

PM: Don Talty

AGE: 19. EDUCATION: Attended Blue Island Community high school, Chicago. HOBBIES: Water skiing, skiing and dancing. BACKGROUND: Born in Mississippi, Jan has been singing since she was six years of age, primarily in church choirs. She studied speech, voice, dancing and modeling and was graduated from high school in 1960. Following graduation Jan made theater appearances and cut her first record, "Wee Girls."

LATEST SINGLE: "Mamma Didn't Lie."

★ **BOB BRAUN**

(Decca) PM: Ricar Productions

REAL NAME: Robert Earl Brown. BIRTHDAY: April 29, 1929. HOME TOWN: Ludlow, Ky. EDUCATION: Conservatory of Music in Cincinnati. BACKGROUND: Well known in the Midwest where he is emcee, singer and Hugh Downs-type on the Ruth Lyons "50-50" show which is viewed in Cincinnati, Dayton and Columbus, Ohio, and Indianapolis over Station WLW and is simulcast on radio. Also night clubs, personal appearances.

LATEST SINGLE: Is It Right or Wrong b/w Our Anniversary of Love. LATEST ALBUM: Til Death Do Us Part. PREVIOUS OR OTHER HIT: Til Death Do Us Part.

★ **WALTER BRENNAN**

(Liberty) PM: Norman Browkaw. BO: WM

AGE: 68. HOME TOWN: San Fernando Valley, Calif. BACKGROUND: The veteran Hollywood film actor—39 years—and three-time Oscar winner began a new career in television and records when he was over 60 years old. He starred for six years on ABC-TV's series: "The Real McCoys."

LATEST SINGLE: Mama Sang a Song b/w Who Will Take Gramma? LATEST ALBUM: Mama Sang a Song. PREVIOUS OR OTHER HITS: Dutchman's Gold (Dot); Old Rivers.

★ **DAVE BRUBECK**

(Columbia) PM: Mrs. Dave Brubeck. BO: A.B.C.

BIRTHDAY: 1920. HOME TOWN: Concord, Calif. EDUCATION: College. BACKGROUND: Studied music with noted French composer Darius Milhaud and Arnold Schoenberg. At first Brubeck wanted to be a veterinarian to continue his father's cattle business. He and his quartet have made numerous appearances on radio, TV, concert tours, night clubs. Won Billboard award as favorite Disk Jockey instrumental group.

LATEST SINGLE: Bossa Nova U.S.A. b/w This Can't Be Love. LATEST ALBUM: Bossa Nova U.S.A.; The Real Ambassadors. PREVIOUS HITS: Take Five. Countdown Time in Outer Space; Brubeck Plays Bernstein; Brubeck Plays Brubeck; Jazz Goes to College; Time Out; Time Further Out—LP's.

★ **JERRY BUTLER**

(Vee Jay) PM: Irv Nathan. BO: Shaw.

BIRTHDAY: December 8, 1939. HOME TOWN: Sunflower, Miss. EDUCATION: High school. HOBBIES: Cooking, chess. BACKGROUND: Night clubs, personal appearances. OTHER MUSICAL INTEREST: Songwriting.

LATEST SINGLE: You Can Run (But You Can't Hide) b/w I'm the One. LATEST ALBUM: The Best of Jerry Butler. PREVIOUS HITS: Make It Easy On Yourself; Dreamin'; You're Sixteen; Find Another Girl; I'm a Telling You; Moon River; He Will Break Your Heart.

★ **CHARLIE BYRD**

(Riverside) (Verve)

BIRTHDAY: September 16, 1925. HOME TOWN: Chuckatuck, Va. BACKGROUND: Byrd began serious study of the guitar at an early age with his father and in 1954 was accepted as a private student of classical guitarist Andres Segovia. An avid student of Latin American music, he was singled out by the U. S. State Department for a tour of South America, and brought the bossa nova back with him to this country. Together with Stan Getz, Byrd is responsible for introducing bossa nova craze.

LATEST SINGLE: Meditacao b/w Obarquino (Riverside). LATEST ALBUM: Bossa Nova Pelos Passaros (Riverside). PREVIOUS HITS: Desafinado (with Getz) (Verve). Jazz Samba (with Getz) (Verve)—LP's.

★ **JO ANN CAMPBELL**

(ABC-Paramount) (Cameo) PM: Don Seat. BO: G.A.C.

BIRTHDAY: July 20, 1938. HOME TOWN: Jacksonville, Fla. HOBBY: Movies. BACKGROUND: Night clubs, personal appearances, a frequent guest on Johnny Carson's "Tonight" show. Began professional career as a dancer. OTHER MUSICAL INTEREST: Songwriter.

LATEST SINGLE: Mother Please! b/w Wait-In' for Love (Cameo). LATEST ALBUM: All the Hits (Cameo). PREVIOUS HITS: I'm the Girl From Wolverton Mountain (Cameo); Kookie; Little Paradise (on ABC-Paramount).

★ **FREDDY CANNON**

(Swan) PM: Barnegut Enterprises. BO: G.A.C.

BIRTHDAY: December 4, 1940. HOME TOWN: Revere, Mass. EDUCATION: High school. BACKGROUND: TV. HOBBIES: Swimming, basketball, guitar, horseback riding. OTHER MUSICAL INTERESTS: Singer, songwriter, instrumentalist.

LATEST SINGLE: Four Letter Man b/w Come on and Love Me. LATEST ALBUM: Freddy Cannon at Palisades Park. MILLION SELLERS: Way Down Yonder in New Orleans; Happy Shades of Blue; Jump Over; The Urge; Chattanooga Shoe-Shine Boy; Okafenokee; Humdingers; Transistor Sister; For Me and My Girl; Palisades Park.

★ **EDDIE CANO**

(Reprise) PM: Lennie Poncher

Members of his quartet are Leon Cardenas, bass; Carlos Mejia, bongo, conga drums; Freddie Aguirre, drums.

BIRTHDAY: June 6, 1927. HOME TOWN: Los Angeles. COLLEGE: Los Angeles Conservatory of Music. HOBBIES: Photography, collecting guns, target shooting. BACKGROUND: Cano had his first professional job at 14, playing at high school dances. Has worked with Miguelito Valdes, Cugat, Peggy Lee. His quartet is currently on tour in Australia and New Zealand. They are regulars at P.J.'s in Hollywood. Recorded formerly on Crescendo. LATEST MOVIES: "Fun in Acapulco" with Elvis Presley; "The Nutty Professor" with Jerry Lewis. OTHER MUSICAL INTERESTS: Songwriter, arranger, instrumentalist.

LATEST SINGLE: Our Day Will Come b/w Days of Wine and Roses. LATEST ALBUM: Cano Plays Mancini. PREVIOUS OR OTHER HIT: Eddie Cano at P.J.'s—LP.

★ **THE CASCADES**

(Warner Bros.) PM: Andrew F. DiMartino Jr. BO: William Morris.

HOME TOWN: San Diego, Calif. AGES: Teens and early 20's. HOBBIES: Mountain climbing, skin diving. BACKGROUND: The voices of five young men combine to produce the smooth sound of the Cascades: John Gummo. Eddie Snyder, Dave Stevens, Dave Wilson and Dave Zabo. The boys got their start in

nights spots in Southern California, chiefly at a local club called the Peppermint Stick.

LATEST SINGLE: Rhythm of the Rain b/w Let Me Be. LATEST ALBUM: Rhythm of the Rain.

★ **GEORGE CHAKIRIS**

(Capitol) PM: Ruth Aarons. BO: W.M.

BIRTHDAY: September 16, 1934. HOME TOWN: Norwood, Ohio. EDUCATION: High school. HOBBIES: Dancing. BACKGROUND: Trained as an actor and dancer, won Oscar for best supporting actor in "West Side Story," as Bernardo. For 20 months played Riff in London production of the musical. Previously recorded on Horizon label.

LATEST MOVIE: Currently starring in "Diamond Head."

LATEST SINGLE: My Coloring Book b/w I've Got Your Number. LATEST ALBUM: Memories Are Made of These. PREVIOUS OR OTHER HITS: George Chakiris—LP.

★ **GENE CHANDLER
(Duke of Earl)**

(Vee Jay) PM: Carl Davis. BO: Shaw

REAL NAME: Eugene Dixon, also called Duke of Earl. BIRTHDAY: July 6, 1937. HOME TOWN: Chicago. BACKGROUND: Radio, personal appearances.

LATEST SINGLE: You Threw a Lucky Punch b/w Rainbow. LATEST ALBUM: The Duke of Earl. MILLION SELLER: The Duke of Earl.

★ **RICHARD CHAMBERLAIN**

(MGM)

HOME TOWN: Los Angeles. EDUCATION: Los Angeles Conservatory of Music. BACKGROUND: Became widely known through his starring role on NBC-TV's medical series, "Dr. Kildare." He won a recording contract after his first professional singing appearance as a guest star on a TV special. His ambition: to sing and dance in one of those big MGM musical pictures.

LATEST SINGLE: All I Do is Dream. LATEST ALBUM: Richard Chamberlain Sings. PREVIOUS HITS: Love Me Tender, Theme From Dr. Kildare.

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Sincerely, Paul and Paula

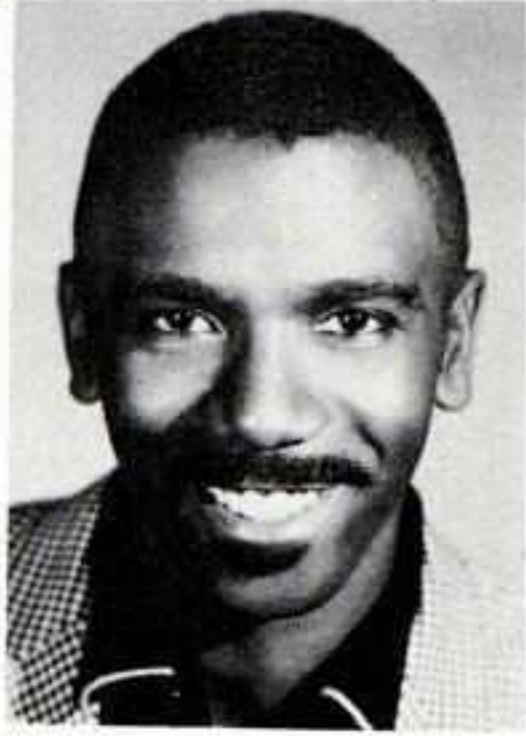
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★ RAY CHARLES

(ABC-Paramount) PM: Jeff Brown. BO: Shaw

AGE: 30. BACKGROUND: Blind since the age of six as the result of a childhood illness. Worked as sideman with bands at 15 and organized first trio at 17. Formerly with Atlantic. Now with ABC-Paramount. Has started a new label called Tangerine to record new talent finds.

LATEST SINGLE: Don't Set Me Free b/w The Brightest Smile. LATEST ALBUM: Modern Sounds in Country and Western Music, Vol. 11. MILLION SELLERS: I Can't Stop Loving You, Modern Sounds in Country and Western Music. PREVIOUS OR OTHER HITS: You Don't Know Me, Georgia on My Mind, Sticks and Stones, The Danger Zone b/w Hit the Road Jack, Unchain My Heart b/w But on the Other Hand, Baby; Baby It's Cold Outside (with Betty Carter), At the Club b/w Hide Nor Hair, Born to Lose (all on ABC-Paramount), Come Rain or Come Shine, A Fool for You, I'm Movin' On; Hallelujah, I Love Her So; I Got a Woman, That's Enough, Swanee River Rock, Ain't That Love, Let the Good Times Roll, Don't Let the Sun Catch You Crying (all on Atlantic); One Mint Julep, I've Got News for You b/w I'm Gonna Move to the Outskirts of Town (all on Impulse). Genius After Hours, What'd I Say, Genius Sings the Blues, Do the Twist, The Ray Charles Story (all on Atlantic); Genius Plus Soul Equals Jazz (Impulse), Dedicated to You, Ray Charles Greatest Hits (ABC-Paramount)—LP's.

★ CHUBBY CHECKER

(Parkway) PM: Kal Mann & Henry Colt. BO: G.A.C.

REAL NAME: Ernest Evans. AGE: 20. HOME TOWN: Philadelphia. EDUCATION: High school. HOBBIES: Collecting records and swimming. BACKGROUND: Radio, TV, night clubs, films, personal appearances. OTHER

MUSICAL INTERESTS: Songwriting, plays piano, drums.

LATEST SINGLE: Let's Limbo Some More b/w Twenty Miles (Parkway). LATEST ALBUM: Limbo Party. HALF MILLION SELLERS: Your Twist Party, Twist With Chubby Checker. MILLION SELLERS: The Twist, Slow Twistin', Pony Time, Let's Twist Again (all on Cameo). PREVIOUS OR OTHER HITS: Limbo Rock b/w Popeye the Hitchhiker, Dancin' Party, Don't Know the Twist, The Hucklebuck, Whole Lotta Shakin' Goin' On, The Class, Dance the Mess Around, Everything's Gonna Be All Right, The Fly, Jingle Bell Rock (with Bobby Rydell), Twistin' U.S.A. Chubby Checker Biggest Hits; All the Hits for Your Dancin' Party, Don't Knock the Twist, For Twisters Only, Chubby Checker-Bobby Rydell, For Teen Twisters Only—LP's.

★ THE CHIPMUNKS

(Liberty) BO: M.C.A.

REAL NAME: Ross Bagdasarian. BIRTHDAY: Jan. 27, 1919. HOME TOWN: Fresno, Calif. EDUCATION: College. OTHER MUSICAL INTERESTS: Songwriting, arranging, publishing. BACKGROUND: Cousin of Bill Saroyan, with whom he wrote "Come On-A My House." He provides voices (via electronic magic) for the Chipmunks.

LATEST SINGLE: Alvin's All-Star Chipmunk Band b/w Old MacDonald Cha Cha Cha

LATEST ALBUM: Christmas With the Chipmunks. MILLION SELLERS: Chipmunk Song, Alvin's Harmonica. PREVIOUS OR OTHER HITS: Bird on My Head, Alvin's Orchestra, Alvin for President, Rudolph the Red-Nosed Reindeer, The Alvin Twist.

★ LOU CHRISTIE

(Roulette) PM: Tim Tormey. BO: William Morris Agency.

AGE: 19. HOME TOWN: Coraopolis, Pa. EDUCATION: High school. HOBBIES: Sports, songwriting and dancing. BACKGROUND: Lou, whose real name is Lugee Sacco, is one of five children. He sang in the chorus of Moon Township High School and excelled in the school musicals, as well as directing the school chorus. He won a scholarship to study classical music. Lou's biggest break to date will be his forthcoming Easter performance in Brooklyn's Paramount Theater in a gala rock and roll show. OTHER MU-

SICAL TALENT: Songwriting. He wrote "The Gypsy Cried."

LATEST SINGLE: Two Faces Have I. PREVIOUS OR OTHER HIT: The Gypsy Cried.

★ JIMMY CLANTON

(Ace) PM: Cosimo Matassa. BO: G.A.C.

BIRTHDAY: September 2, 1940. HOME TOWN: Baton Rouge, La. EDUCATION: College. HOBBY: Swimming. OTHER MUSICAL INTERESTS: Songwriting, plays guitar.

LATEST SINGLE: Another Day, Another Heartache b/w Endless Night. LATEST ALBUM: Venus in Blue Jeans. MILLION SELLERS: Just a Dream. PREVIOUS OR OTHER HITS: Venus in Blue Jeans; Go, Jimmy, Go; Another Sleepless Night; Come Back b/w Wait.

★ CLAUDINE CLARK

(Chancellor)

BIRTHDAY: April 26. HOME TOWN: Macon, Ga. EDUCATION: Studied musical composition at Coombs College, Philadelphia. HOBBIES: Writing poetry and plays, learning the latest dance steps, playing baseball and tennis. BACKGROUND: Previously recorded for Herald and Gotham Records. Her ambition is to perform on the legit stage in either a drama or comedy. Radio, TV, personal appearances.

LATEST SINGLE: Walk Me Home (From the Party) b/w Who Will You Hurt. LATEST ALBUM: Party Lights. PREVIOUS OR OTHER HIT: Party Lights.

★ MIKE CLIFFORD

(United Artists) PM: Helen Noga

BIRTHDAY: November 6, 1943. HOME TOWN: Los Angeles. EDUCATION: High school. BACKGROUND: Born into a musical family. Mike used to accompany his father on musical dates. His father was a professional trumpet player. He soared to national attention via the "Ed Sullivan Show." Night clubs and TV.

LATEST SINGLE: What to Do With Laurie b/w That What They Said. PREVIOUS OR OTHER HIT: Close to Cathy.

★ THE COOKIES

(Dimension) PM: Nevins-Kirshner Associates

NAMES: Dorothy Jones, Margaret Ross and Earlean McCree. AGES: Late teens and early twenties. HOME TOWN: Brooklyn. EDUCATION: High school. BACKGROUND: Though they have never had a hit single of their own till Locomotion, the Cookies were well known in the trade as the group who provided the background for such hit record artists as Little Eva, Carole King and Neil Sedaka.

LATEST SINGLE: Don't Say Nothin' Bad (About My Baby) b/w Softly in the Night. PREVIOUS HIT: Locomotion.

★ NAT KING COLE

(Capitol) PM: Carlos Gaster. BO: G.A.C.

BIRTHDAY: March 17, 1919. HOME TOWN: Montgomery, Ala. HOBBIES: Baseball, photography, golf. BACKGROUND: Movies, TV, night clubs, won Hollywood Foreign Press Assoc. "Golden Globe" as world's outstanding entertainer. OTHER MUSICAL INTERESTS: Songwriting, piano.

LATEST SINGLE: All Over the World b/w Nothing Goes Up. LATEST ALBUM: Dear Lonely Hearts. MILLION SELLERS: Nature Mona Lisa, Too Young. PREVIOUS OR OTHER HITS: Dear Lonely Hearts, Ramblin' Rose, My Love, You Made Me Love You, Answer Me My Love, A Blossom Fell, Looking Back, Send for Me, Pretend, Non Dimenticar, Orange-Colored Sky, That's All There is to That, Red Sails in the Sunset, Time and the River, Watcha Gonna Do, Ramblin' Rose, Dear Lonely Hearts, The Very Thought of You, To Whom It May Concern Nat Cole Sings/Shearing Plays, Every Time I Feel the Spirit, To Whom It May Concern, Cole Espanol, This Is Nat King Cole, Just One of Those Things, Love Is the Thing, A Mis Amigos.

★ PERRY COMO

(RCA Victor) PM: Dee Beline. BO: G.A.C.

BIRTHDAY: May 18, 1912. HOME TOWN: Canonsburg, Pa. EDUCATION: High school. HOBBY: Golf. BACKGROUND: Owned barbershop at 15. Until 1942, was a band singer with Ted Weems ork. Long-time top rated NBC-TV star.

LATEST SINGLE: Caterina b/w The Island of Forgotten Lovers. LATEST ALBUM: Best

of Irving Berlin's Songs From "Mr. President." MILLION SELLERS: Because, Catch a Falling Star b/w Magic Moments, Don't Let the Stars Get in Your Eyes, Hot Diggity, Hubba Hubba, Papa Loves Mambo, Prisoner of Love, Round and Round, Temptation, Till the End of Time, Wanted, When You Were Sweet Sixteen. PREVIOUS OR OTHER HITS: You're Following Me; Delaware; All at Once You Love Her; I May Never Pass This Way Again; You Alone; Zing, Zing, Zoom, Zoom; Make Someone Happy. Como's Golden Records; I Believe; When You Come to the End of a Day; By Request; For the Young at Heart; Sing to Me, Mr. C.—LP's.

★ RAY CONNIF

(Columbia) BO: Ray Conniff Enterprises.

BIRTHDAY: November 6, 1916. HOME TOWN: Attleboro, Mass. EDUCATION: College. HOBBIES: Music, boats. BACKGROUND: Started career as sideman with name bands—Artie Shaw, Bunny Berigan, Bob Crosby. OTHER MUSICAL INTERESTS: Conducting, arranging, trombone.

LATEST SINGLE: Popsy b/w Scarlett. LATEST ALBUM: The Happy Beat. MILLION SELLERS: Young at Heart; Conniff Meets Butterfield; 'S Wonderful, 'S Marvellous; Concert in Rhythm; Concert in Rhythm, Vol. 2; Broadway in Rhythm; Hollywood in Rhythm; It's the Talk of the Town—LP's. PREVIOUS OR OTHER HITS: Midnight Lace, Parts 1 & 2; We Wish You a Merry Christmas; Rhapsody in Rhythm; S' Continental; Memories Are Made of This; Somebody Loves Me; So Much in Love—LP's.

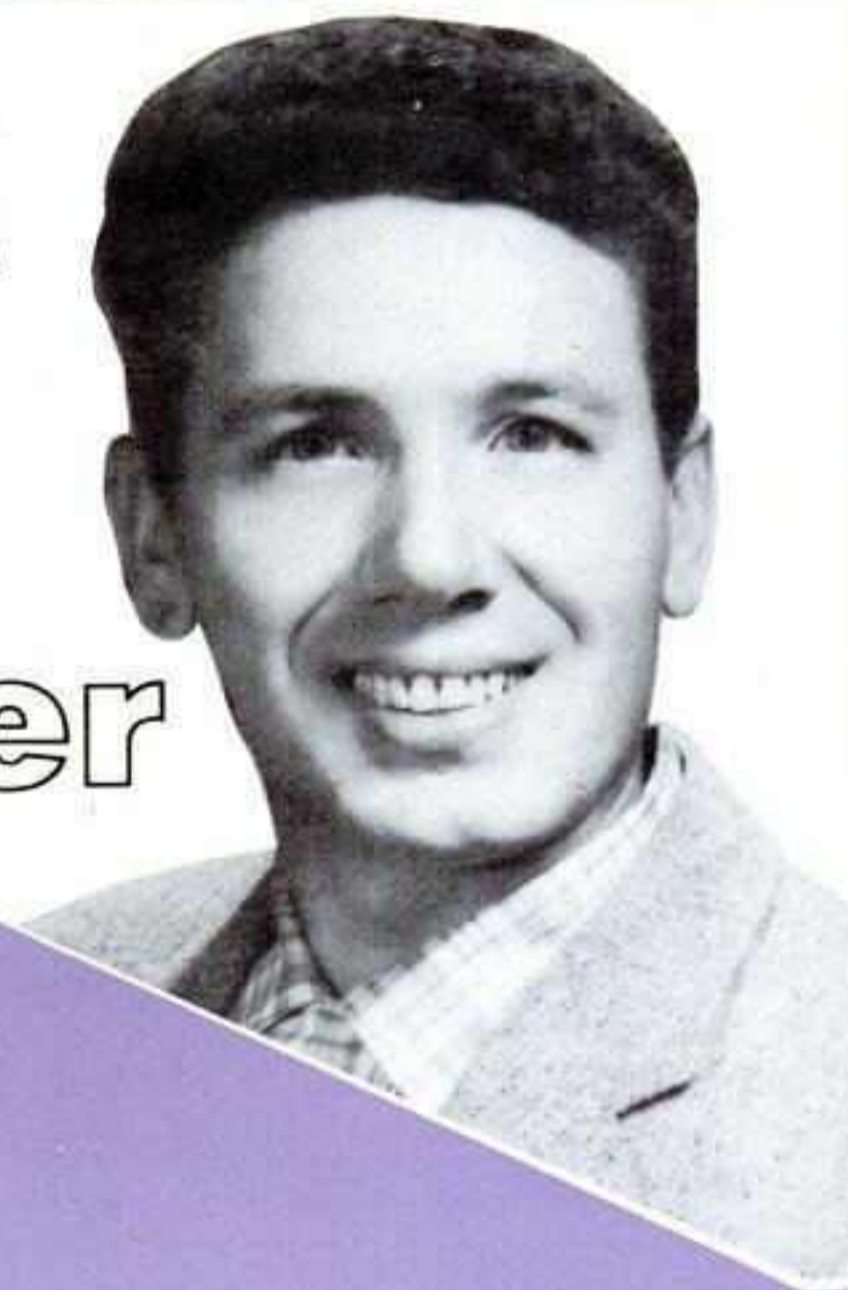
★ THE CONTOURS

AGES: All are in their 20's. NAMES: Billy Gordon, Billy Hoggs, Joe Billingslea, Sylvester Potts, Hubert Johnson and Huey Davis. BACKGROUND: About three years ago, four of the boys formed a vocal group. The fifth man, Hubert Johnson, was added shortly thereafter. Johnson turned out to be the connecting link to the group's first audition with Berry Gordy Jr., president of Motown Records. Aided by a distant cousin of Johnson's, Jackie Wilson, and the addition of guitarist Huey Davis, their current waxing on the Gordy label has proved to be the Contours' key to success.

LATEST SINGLE: Don't Let Her Be Your Baby b/w It Must Be Love. LATEST ALBUM: Do You Love Me. PREVIOUS OR OTHER HITS: Do You Love Me; Shake Sherry.

(Continued on page 50)

MR. ED EASTON Music Librarian, Radio Station WFRM Coudersport, Pa. is a pleased programmer



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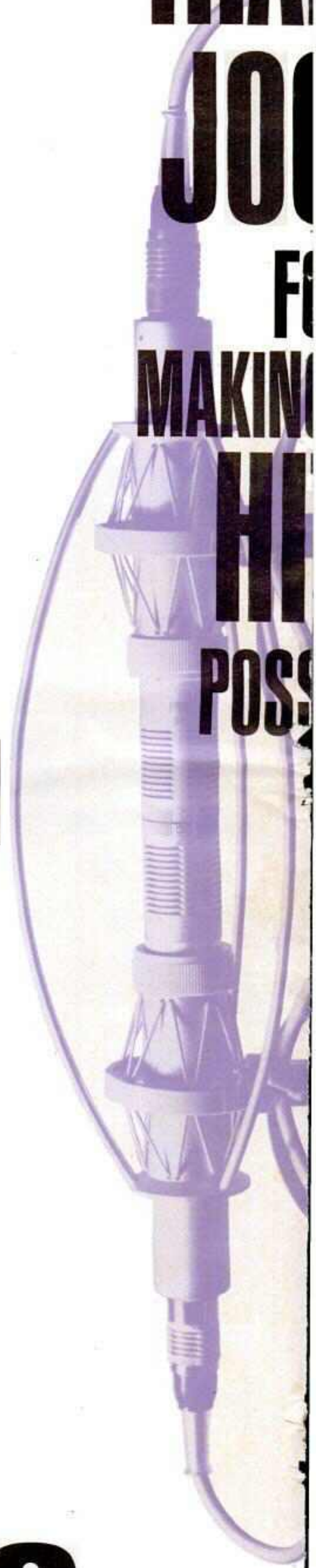
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Continued from page 48

SAM COOKE

(RCA Victor) PM: Jess Rand. BO: W.M.
AGE: Early 20's. HOME TOWN: Chicago. EDUCATION: High school. HOBBIES: Swimming. BACKGROUND: Sang with the Soul Stirrers, gospel group, for several years, night clubs, TV. Formerly recorded for Keen Records. OTHER MUSICAL INTEREST: Guitar.

LATEST SINGLE: Send Me Some Lovin' b/w Baby, Baby, Baby. LATEST ALBUM: Mr. Soul. MILLION SELLER: You Send Me (Keen). PREVIOUS HITS: Nothing Can Change This Love, Having a Party b/w Bring It on Home to Me, Cupid, Chain Gang, Teen-age Sonata, Sad Mood, Feel It b/w It's All Right, Twistin' the Night Away (all on RCA Victor); Wonderful World, Along the Navajo Trail, With Your Love, Love You Most of All, Everybody Likes to Cha Cha, Only Sixteen, I Love You (For Sentimental Reasons) (all on Keen). The Best of Sam Cooke, Twistin' the Night Away, Tribute to the Lady (Keen); Sam Cooke (RCA Victor)—LP's.

DAVE (BABY) CORTEZ

(Chess) PM: Walter Moody. BO: Jolly Joyce.
AGE: 20. HOME TOWN: Detroit, Mich. EDUCATION: High school, self taught musician. HOBBY: Sketching. BACKGROUND: Previously on Clock label. OTHER MUSICAL INTEREST: Songwriting.

LATEST SINGLE: Hot Cakes 1st & 2nd Serving. LATEST ALBUM: Rinky Dink (Chess). PREVIOUS OR OTHER HITS: Rinky Dink, The Happy Week End (Chess); The Happy Organ (Clock).

FLOYD CRAMER

(RCA Victor)
BIRTHDAY: October 27, 1933. HOME TOWN: Shreveport, La. EDUCATION: High school. BACKGROUND: Has played the piano on dates for many million seller Victor artists, including Elvis Presley, Jim Reeves and the Browns. Went on a p.a. tour to South Africa with Chet Atkins and Jim Reeves.

LATEST SINGLE: Java b/w Melissa. LATEST ALBUM: Swing Along With Floyd Cramer. MILLION SELLERS: Last Date. PREVIOUS OR OTHER HITS: On the Rebound, San Antonio Rose, Hang On b/w Your Last Goodbye, Chattanooga Choo Choo, Last Date—LP's.

JOHNNY CRAWFORD

(De-Fi)
REAL NAME: John Ernest Crawford. AGE: 16. HOME TOWN: Los Angeles. EDUCATION: High school. HOBBIES: Collects rare American and Canadian coins and silent motion pictures. BACKGROUND: Actor Johnny Crawford made his Hollywood theatrical debut at the age of 5. Has appeared in many radio, TV and film roles. Plays Chuck Connors' son in the TV series, "The Rifleman."

LATEST SINGLE: Proud b/w Lonesome Town. LATEST ALBUM: Johnny Crawford—His Greatest Hits. PREVIOUS OR OTHER HITS: Proud, Rumors, Cindy's Birthday, Your Nose Is Gonna Grow, Patti Ann, A Young Man's Fancy—LP.

BING CROSBY

(Free-lance)
HOME TOWN: Spokane, Wash. EDUCATION: College. HOBBIES: Golf, piano. BACKGROUND: Started career as member of the Rhythm Boys with Paul Whiteman. By 1933, was top radio star and one of motion pictures' top 10 box-office attractions. Academy Award winner. TV. New film: Road to Hong Kong.

LATEST ALBUM: I Wish You a Merry Christmas (Warner Bros.). HALF MILLION SELLER: Merry Christmas (Decca). MILLION SELLERS: True Love (with Grace Kelly) (on Capitol); Whiffenpoof (with Fred Waring); Play a Simple Melody (with Gary Crosby); Now Is the Hour; Galway Bay; South America, Take It Away; White Christmas; New San Antonio Rose; MacNamara's Band; Sweet Leilani; Dear Hearts and Gentle People; I Can't Begin to Tell You; Don't Fence Me In (with the Andrews Sisters); Too-Ra-Loo-Ra-Loo-Ra; Swinging on a Star; I'll Be Home for Christmas; Pistol Packin' Mama; Jingle Bells; Sunday, Monday or Always; Silent Night (all on Decca).

THE CRYSTALS

(Phillys) PM: Irving Haber. BO: William Morris.
NAMES: Mary, Lola, Deedee, Barbara and Pat. AGES: 16, 16, 17, 17, 17. HOME TOWN: Brooklyn. EDUCATION: High school. BACKGROUND: Cross-country tours.

LATEST SINGLE: He's Sure the Boy I Love. LATEST ALBUM: He's a Rebel. PREVIOUS OR OTHER HITS: There's No Other, Uptown, He's a Rebel.

BILL DANA

(Kapp) PM: NRB Associates. BO: W.M.
REAL NAME: Bill Szathmary. BIRTHDAY: Oct. 5, 1924. HOME TOWN: Quincy, Mass. EDUCATION: College. BACKGROUND: Started as a comedy team of Dana and Wood, with college buddy and played theaters, night clubs and TV. Became comedy writer for Steve Allen Show where he created and became his famous comedy character, Jose Jimenez. OTHER MUSICAL INTEREST: Songwriting.

LATEST SINGLE: Jose Jimenez in Orbit b/w Press Conference With Jose Jimenez in Orbit. LATEST ALBUM: Jose Jimenez, Our Secret Weapon. PREVIOUS OR OTHER HITS: The Astronaut, Jose Jimenez Talks to Teenagers (of all ages); Jose Jimenez in Orbit b/w Bill Dana on Earth, My Name Is Jose Jimenez, Jose Jimenez at the Hungry I—LP's.

FLORRAINE DARLIN

(Epic)
REAL NAME: Florrairie Panza. BIRTHDAY: January 20, 1944. HOME TOWN: Pittsburgh. EDUCATION: High school. BACKGROUND: Her first break came when Bobby Vinton heard her on tape and took her to his label, Epic Records. Epic signed her and her first hit was the answer song to Bobby Vinton's hit, "Roses Are Red." She has also done radio, personal appearances. OTHER MUSICAL INTEREST: Songwriting.

LATEST SINGLE: Not Like a Sister b/w I Won't Pretend. PREVIOUS OR OTHER HITS: Long as the Rose Is Red.

BOBBY DARIN

(Capitol) (Atco) PM: Steve Blauner. BO: G.A.C.
REAL NAME: Walden R. Sassoto. BIRTHDAY: May 14, 1937. HOME TOWN: New York City. HOBBIES: Collecting odd knives and hotel keys. BACKGROUND: TV, night clubs. Married to film star Sandra Dee. Switched to Capitol Records last summer. First LP for Capitol, "If a Man Answers." OTHER MUSICAL INTERESTS: Songwriting, plays guitar, piano, bass, drums, vibes. MOVIES: "Point Blank," "If a Man Answers" with Sandra Dee. Latest to be "Captain Newman, M.D."

LATEST SINGLE: You're the Reason I'm Living b/w Now You're Gone (Capitol). LATEST ALBUM: You're the Reason I'm Living (Capitol). MILLION SELLERS: Beyond

the Sea, Mack the Knife, Dream Lover, Splish Splash, Queen of the Hop (all on Atco). PREVIOUS OR OTHER HITS: If a Man Answers (Capitol); Things, Babyface, Artificial Flowers, Clementine, Won't You Come Home Bill Bailey, I'll Be There, Beyond the Sea, Plain Jane, Beachcomber, Lazy River, Nature Boy, You Must Have Been a Beautiful Baby, Irresistible You, Multiplication, What'd I Say (Parts 1 and 2) (all on Atco). Things and Other Things, Twist With Bobby Darin—LP's (both Atco).

SAMMY DAVIS JR.

(Reprise) PM: Will Mastin. BO: William Morris Agency

AGE: 37. HOME TOWN: Los Angeles. EDUCATION: High school. HOBBIES: Photography and guns. BACKGROUND: Sammy was born in New York City into a family already well known to vaudeville audiences. His dad, Sam Sr., and his uncle, Will Mastin, were a popular act for some time before Sammy was born. Sammy entered show business at age four. The trio played night clubs and theaters across the country for 10 years until in 1943, when Sammy went into the Army. In 1946 Sammy joined his dad and uncle at the now-defunct "Slapsie Maxie's" in Hollywood. They broke every previous record at the club. In 1956 Sammy added Broadway to his career with "Mr. Wonderful." CURRENT ACTIVITIES: "Johnny Cool," feature film; TV, night clubs.

LATEST SINGLE: As Long as She Needs Me. LATEST ALBUM: Sammy Davis at the Coconut Grove. PREVIOUS OR OTHER HITS: What Kind of Fool Am I.

SKEETER DAVIS

(RCA Victor) PM: Hal Smith. GO: Gaylord Music

REAL NAME: Mary Frances Penick. BIRTHDAY: December 30, 1931. HOME TOWN: Covington, Ky. EDUCATION: High school. BACKGROUND: Appears on WSM's "Grand Ole Opry" and Ernest Tubbs show. Started singing professionally with Bee Jay as the Davis Sisters. Bee Jay died in the mid-50's and Skeeter went out as a single in 1957. She is married to WSM's deejay Ralph Emery.

LATEST SINGLE: The End of the World b/w Somebody Loves You. LATEST ALBUM: The End of the World. PREVIOUS OR OTHER HITS: (I Can't Help You) I'm Falling Too; I Forgot More Than You'll Ever Know (with Bee Jay); Set Him Free; Homebreaker; Am I That Easy to Forget; Wishful Thinking.

JIMMY DEAN

(Columbia) PM: Al Bruno. BO: W.M.

AGE: 34. HOME TOWN: Plainview, Tex. HOBBIES: Boating, water skiing, fishing. BACKGROUND: Appears on radio, TV, summer stock, personal appearances. OTHER MUSICAL INTERESTS: Plays piano, accordion, guitar.

LATEST SINGLE: Gonna Raise a Rukus Tonight b/w A Day That Changed the World.

LATEST ALBUM: Portrait of Jimmy. MILLION SELLER: Big Bad John. PREVIOUS OR OTHER HITS: Little Black Book; Dear Ivan; Cajun Queen b/w To a Sleeping Beauty; P.T. 109; Steel Men.

JOEY DEE & THE STARLITERS

(Roulette) PM: Don Davis. BO: Dee Dee Talents, Inc.

NAMES: Joey Dee, Carlton Latimore, Willie Davis, Larry Vernieri, David Brigati. AGES: Latimore, 22; Davis, 21; Vernieri and Brigati, 21. Dee's birthday June 11, 1940. HOME TOWN: Dee, Passaic, N. J. EDUCATION: High school. BACKGROUND: This is the group to start the twist party excitement at New York's off-Broadway night club called the Peppermint Lounge. Radio, TV, films, personal appearances. NEW FILMS: "Hey, Let's Twist," "Viva le Twist."

LATEST SINGLE: I Lost My Baby b/w Keep Your Mind on What You're Doing. LATEST ALBUM: All the World Is Twistin'. PREVIOUS OR OTHER HITS: What Kind of Love Is This?; Peppermint Twist; Hey, Let's Twist; Shout (Parts 1 & 2); Doin' the Twist at the Peppermint Lounge—LP's.

MARTIN DENNY

(Liberty)
BIRTHDAY: April 10, 1921. HOME TOWN: New York City. EDUCATION: College. HOBBIES: Skin diving, collecting rare instruments, composing, arranging. BACKGROUND: Liberty's a&r director in Honolulu, Hawaii.

LATEST SINGLE: Cast Your Fate to the Wind b/w The Payoff. LATEST ALBUM: Another Taste of Honey. PREVIOUS OR OTHER HITS: A Taste of Honey; Quiet Village; Martinique. A Taste of Honey; Quiet Village; Hypnotique; Afro-Desia; Forbidden Island; Primitive; Exotica; Vols. 1, 2 & 3—LP's.

BO DIDDLEY

(Checker) BO: Shaw.

BIRTHDAY: December 30, 1928. HOME TOWN: McComb, Miss. EDUCATION: High school. HOBBIES: Boxing, working out sound and amplification equipment. BACKGROUND: Personal appearances. OTHER MUSICAL INTERESTS: His first musical instrument was violin, playing longhair until high school. He plays trombone, switched to guitar at 17. Writes most of his own music.

LATEST SINGLE: I Can Tell b/w You Can't Judge a Book by It's Cover. LATEST ALBUM: Bo Diddley & Company. PREVIOUS OR OTHER HITS: Crackin' Up; Say Man; Bo Diddley; I'm Sorry; Hey! Bo Diddley; Hush Your Mouth.

DION

(Columbia) PM: Sal Bonafede. BO: G.A.C.

BIRTHDAY: July 18, 1940. HOME TOWN: Bronx, N. Y. EDUCATION: High school. HOBBIES: Books on show business, water sports. BACKGROUND: Formerly lead singer with the Belmonts, TV, night clubs. Recently signed with Columbia records. OTHER MUSICAL INTEREST: Plays guitar.

LATEST SINGLES: Ruby Baby b/w He'll Only Hurt You (Columbia); Sandy b/w Faith (Laurie). LATEST ALBUM: Ruby Baby (Columbia). MILLION SELLERS: Runaround Sue; The Wanderer (both on Laurie); Teenager in Love (with the Belmonts). PREVIOUS OR OTHER HITS: Love Came to Me; Little Diane; In the Still of the Night; I Wonder Why; No One Knows; Don't Pity Me; A Lover's Prayer; Where or When; When You Wish Upon a Star (all with the Belmonts); Lonely Teenager b/w Little Miss Blue; Havin' Fun b/w North East End of the Corner; Runaround Sue b/w Runaway Girl; The Majestic b/w The Wanderer; Lovers Who Wander b/w (I Was) Born to Cry. Dion Sings His Latest Hits; Lovers Who Wander; Runaround Sue—LP's.

THE DOVELLS

(Parkway) PM: Nat Segall. BO: G.A.C.

NAMES: Len Barry, lead; Arnie Satin, baritone; Jerry Summers, first tenor; Danny Brooks, bass; Mike Dennis, second tenor. BIRTHDAYS: Barry, June 12, 1942; Satin, May 11, 1943; Summers, December 29, 1942; Brooks, April 1, 1942; Dennis, June 3, 1942. HOME TOWN: Philadelphia. EDUCATION: High school. HOBBIES: Swimming, basketball, baseball, painting. BACKGROUND: Radio, TV, personal appearances. OTHER MUSICAL INTERESTS: Summers, drums, guitar, piano; Dennis, guitar.

LATEST SINGLE: Save Me Baby b/w You Can't Run Away From Yourself. LATEST ALBUM: For Your Hully Gully Party. PREVIOUS OR OTHER HITS: Hully Gully Baby; Bristol Stomp; Do the New Continental; Bristol Twistin' Annie.

THE DUPREES

(Coed)

NAMES: Joseph Canzano, Mike Arnone, Tom Bialaglow, John Salvato, Joe Santollo. BIRTHDAYS: April 3, 1943; September 19, 1943; November 5, 1940; July 9, 1940; July 23, 1943. HOME TOWN: Jersey City, N. J. EDUCATION: High School. HOBBIES: Sports, boats, racing cars, fishing. BACKGROUND: Personal appearances.

LATEST SINGLE: Gone With the Wind b/w Let's Make Love Agin. PREVIOUS OR OTHER HITS: You Belong to Me; My Own True Love.

THE EARLS

(Old Town)
NAMES: Robert Del Din, John Wray, Eddie Harder, Larry Chance. AGES: 19 to 20. HOME TOWN: Wray in Rochester, others in New York City. EDUCATION: High school. HOBBIES: Hunting, fishing, photography, hot rods, horses. BACKGROUND: The boys met and formed vocal group while in high school. They were discovered at a teen hop by a promotion man who arranged for record contract. Regional action on first singles brought them to the attention of Old Town record execs who are responsible for their first national hit. Group is currently on record promotion tour.

LATEST SINGLE: Never b/w I Keep a Tell-In' You. PREVIOUS OR OTHER HIT: Remember Then.

DUANE EDDY

(Jamie) (RCA Victor). PM: Al Wilde-Mort Curtis

BIRTHDAY: April 26, 1938. HOME TOWN: Phoenix, Ariz. EDUCATION: High school. HOBBIES: Swimming, fishing, collects records, American history. BACKGROUND: Radio, films, personal appearances. Now signed with RCA Victor Records.

LATEST SINGLE: Boss Guitar b/w The Desert Rat (RCA Victor). LATEST ALBUM: Dance With the Guitar Man (RCA Victor). MILLION SELLER: Because They're Young (on Jamie). PREVIOUS OR OTHER HITS: Dance With the Guitar Man (RCA Victor); Komotion; Shazami; Forty Miles of Bad Road; Rebel-Rouser; Movin' and Groovin'; Ram-Rod; Cannonball; The Lonely One; Yep; Some Kinda Earthquake; Peter Gunn; Pepe; Have Twangy Guitar, Will Travel; Bonnie Come Back; The Twang's the Thing; Theme From Dixie; Drivin' Home; My Blue Heaven b/w Along Came Linda (all on Jamie). Million Dollars' Worth of Twang (on Jamie)—LP.

VINCE EDWARDS

(Decca)

AGE: Early 30's. HOME TOWN: Brooklyn. EDUCATION: College and also studied acting at the American Academy in New York. HOBBIES: Swimming, creative writing, flying. Edwards is also an advocate of organically grown foods and stays in shape by lifting weights and regular gym workouts. BACKGROUND: Primarily known for his starring role in ABC-TV's medical series "Ben Casey." Has also appeared in many stage and film roles, including a small role on Broadway in "High Button Shoes" and a road tour in "Come Back, Little Sheba." Has appeared on various live and film TV shows such as "G.E. Theater," "Hitchcock Presents" and "Deputy." Latest film: Stars in "The Victors," due to be released this fall.

LATEST SINGLE: You'll Still Love Me b/w To Kill a Mockingbird. LATEST ALBUM: Sometimes I'm Happy, Sometimes I'm Blue. HALF MILLION SELLER: Vincent Edwards Sings.

EVERLY BROTHERS

(Warner Bros.) (Cadence) BO: G.A.C.

BIRTHDAYS: Don, February, 1937; Phil, January 19, 1939. HOME TOWN: Brownie, Ky. EDUCATION: High school. HOBBIES: Don, antique guns, painting, photography; Phil, sport cars, horseback riding. BACKGROUND: Worked with parents as family singing group on local radio shows from time they were eight and six. TV. Formerly with Cadence, now with Warner Bros. Both served in U. S. Marine Corps. Both are married. OTHER MUSICAL INTERESTS: Songwriting, guitar, arrangements.

LATEST SINGLE: Nancy's Minuet b/w So It Always Will Be (Warner Bros.). LATEST ALBUM: Christmas With the Everly Brothers (Warner Bros.). HALF MILLION SELLER: Golden Hits of the Everly Brothers. MILLION SELLERS: Cathy's Clown (Warner Bros.); All I Do is Dream; Bird Dog; Bye, Bye, Love; Wake Up, Little Susie (all on Cadence). PREVIOUS OR OTHER HITS: That's Old-Fashioned (Warner Bros.); When Will I Be Loved; Be-Bop A-Lulu; Problems; Take a Message to Mary; (Till) I Kissed You; Let It Be; Like Strangers (all on Cadence); Stick With Me; Don't Blame Me b/w Muskrat; Crying in the Rain (all on Warner Bros.).



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★ THE EXCITERS

(United Artists) PM: R. R. & S. Productions.

NAMES: Brenda Reid, Carol Johnson, Lillian Walker, Herbert Rooney. **AGES:** Brenda and Carol, 17; Lillian, 19; Herbert, 21. **HOME TOWN:** Jamaica, N. Y. **EDUCATION:** Brenda, Carol and Lillian are seniors in high school. Herbert Rooney is now a composer and record producer. **BACKGROUND:** The girls originally belonged to another singing group in Jamaica, N. Y., while Rooney was a member of an all-male group.

LATEST SINGLE: He's Got the Power b/w Drama of Love. **PREVIOUS OR OTHER HIT:** Tell Him.

★ SHELLEY FABARES

(Colpix)

REAL NAME: Michele Fabares. **AGE:** 19. **HOME TOWN:** Santa Monica, Calif. **EDUCATION:** High school. **HOBBIES:** Swimming, baking. **BACKGROUND:** Actress Shelley Fabares plays the role of Donna Reed's daughter on the TV series, "The Donna Reed Show." **Niece of Nanette Fabray,** she started as a dancer, and her big acting break came in 1953 with an appearance on a Frank Sinatra TV Spectacular. Has also appeared in films.

LATEST SINGLE: Ronnie, Call Me When You Get a Chance b/w I Left a Note to Say Goodbye. **LATEST ALBUM:** The Things We Did Last Summer. **MILLION SELLER:** Johnny Angel. **PREVIOUS OR OTHER HITS:** Johnny Angel; Johnny Loves Me.

★ BENT FABRIC

(ACTO)

REAL NAME: Bent Fabricius-Bierre. **AGE:** Middle 30's. **HOME:** Denmark. **BACKGROUND:** Mr. Fabric is head of Metronome Records in Denmark. In addition, he is also a successful a.&r. man, composer, pianist and TV personality. He is host and star of a popular Saturday night Danish TV show called "Around a Piano" where he presents various guest stars and plays the piano.

LATEST SINGLE: Chicken Feed b/w That Certain Party. **LATEST ALBUM:** Alley Cat. **MILLION SELLER:** Alley Cat.

★ FERRANTE AND TEICHER

(United Artists) BO: W.M.

NAMES: Arthur Ferrante, Louis Teicher. **HOME TOWN:** Ferrante, New York; Teicher, Wilkes-Barre, Pa. **EDUCATION:** Juilliard School of Music. **BACKGROUND:** The concert pianists met at the age of six as students at Juilliard. Radio, TV, personal appearances. Previously recorded for Westminster, Columbia and ABC-Paramount. **OTHER MUSICAL INTERESTS:** Composing, arranging.

LATEST SINGLE: Theme From Lawrence of Arabia b/w Paris Joyride. **LATEST ALBUM:** Keys to Her Apartment. **HALF MILLION SELLERS:** West Side Story; Golden Piano Hits; Tonight. **MILLION SELLERS:** Theme From the Apartment; Exodus; Tonight. **PREVIOUS OR OTHER HITS:** Theme from "Goodbye Again" (on United Artists); Ferrante and Teicher Love Themes (on United Artists)—LP's.

★ ARTHUR FIEDLER

(RCA Victor) BO: Boston Symphony Orchestra.

AGE: 68. **EDUCATION:** Graduate Royal Academy, Berlin. **HOBBIES:** Fire-chasing, collecting books on conductors and first editions of musical scores. **HOME TOWN:** Boston, Mass. **BACKGROUND:** Mr. Fiedler was a violinist in the Boston Symphony in 1915; nine years later he formed the Boston Sintonietta, a chamber music orchestra composed of 850 members. In 1929 he launched the now-famous Esplanade concerts. **CURRENT ACTIVITIES:** Guest conductor, National Symphony Orchestra, Washington, D. C.; Firestone Easter TV special, overseas concert tour.

LATEST ALBUM: Jalousie and Other Favorites in the Latin Flavor. **PREVIOUS OR OTHER HITS:** Jalousie, Pops Roundup—LP's.

★ LESTER FLATT & EARL SCRUGGS

(Columbia) PM: Louise Scruggs

BACKGROUND: Earl Scruggs hails from Madison, Tenn., and his partner, Lester Flatt, is a North Carolinian.

LATEST SINGLE: The Ballad of Jed Clampett. **LATEST ALBUM:** Folk Songs of Our Land.

★ TENNESSEE ERNIE FORD

(Capitol) PM: Clifflie Stone

BIRTHDAY: Feb. 13, 1919. **HOME TOWN:** Bristol, Tenn. **EDUCATION:** College. **HOBBIES:** Hunting, fishing, ranching. **BACKGROUND:** Personal appearances, weekly show on ABC-TV, guest spots on major TV shows.

LATEST SINGLE: How Great Thou Art b/w Eternal Life. **LATEST ALBUM:** Book of Favorite Hymns. **MILLION SELLER:** Sixteen Tons. **PREVIOUS OR OTHER HITS:** I Love to Tell the Story; Star Carol; Spirituals; Nearer the Cross; A Friend We Have; Sing a Hymn With Me; Hymns—LP's.

★ THE 4 SEASONS

(Vee Jay)

NAMES: Frankie Valli, Bob Gaudio, Nick Massi, Tommy De Vito. **BIRTHDAYS:** Valli, May 3, 1937; Gaudio, Nov. 17, 1942; Massi, Sept. 19, 1935; De Vito, June 19, 1936. **HOME TOWNS:** All hail from New Jersey. **BACKGROUND:** Except for Bob Gaudio, who joined the 4 Seasons after leaving another group, the others had been working together for about six years under the name Four Lovers. After enjoying only mild success, the boys came across record producer Bob Crewe who changed their name to the 4 Seasons, gave them fresh material.

LATEST SINGLE: Walk Like a Man b/w Lucky Lady Bug. **LATEST ALBUM:** The 4 Seasons Sing. **PREVIOUS OR OTHER HITS:** Big Girls Don't Cry; Santa Claus Is Coming to Town; Sherry. Sherry and 11 Other—LP.

★ SERGIO FRANCHI

(RCA Victor) PM: Bertie Green. BO: A.B.C.

AGE: 31. **HOME TOWN:** London. **EDUCATION:** College. **HOBBIES:** Painting, interior decorating, cooking, photography, skin-diving. **BACKGROUND:** He made movies in Europe. Has been a leading operatic tenor in South Africa and Europe. Night clubs, TV, personal appearances. **OTHER MUSICAL INTERESTS:** Plays piano, guitar, arranger.

LATEST SINGLE: The Good Life b/w Bella Nina. **LATEST ALBUM:** Our Man From Italy. **PREVIOUS OR OTHER HITS:** Sergio Franchi; Romantic Italian Songs—LP.

★ CONNIE FRANCIS

(MGM) PM: George Scheck

REAL NAME: Constance Franconero. **BIRTHDAY:** December 12, 1938. **HOME TOWN:** Belleville, N. J. **EDUCATION:** High school. **HOBBY:** Collecting stuffed animals. **LATEST MOVIE:** Follow the Boys. **OTHER MUSICAL INTERESTS:** Songwriting, accordion, piano. **BACKGROUND:** Started career as child TV singer, TV, night clubs. Won BMW's 15th Annual Disk Jockey Poll as "Most Played Female Vocalist" and "Favorite Female Vocalist" of 1962.

LATEST SINGLE: Follow the Boys. **LATEST ALBUM:** Connie Francis Sings Modern Italian Hits. **MILLION SELLERS:** Everybody's Somebody's Fool; Lipstick On Your Collar; Frankie; Who's Sorry Now?; Teddy; Mama. **OTHER HITS:** Too Many Rules; Together; No One; Where the Boys Are; Breakin' in a Brand New Broken Heart; My Heart Has a Mind of Its Own; Malaguena; Jealous of You; Stupid Cupid; God Bless America; Among My Souvenirs; My Happiness; I'm Sorry I Made You Cry; Fallin'; Many Tears Ago; Senza Mama (With No One); When the Boy in Your Arms b/w Baby's First Christmas; Hollywood bw (He's My) Dreamboat; Don't Break the Heart That Loves You; Second-Hand Love. **More Greatest Hits:** Connie Francis at the Copa; Vacation; I Was Such a Fool (to Fall in Love With You); I'm Gonna be Warm This Winter; Sings to a Swinging Band; Do the Twist; Never on Sunday—LP's.

★ DAVE GARDNER

(Capitol)

BIRTHDAY: June 11, 1926. **HOME TOWN:** Jackson, Tenn. **EDUCATION:** High school. **HOBBIES:** Practices yoga, paints. **BACKGROUND:** Night clubs, TV, guest spots. He and his wife, Millie, write most of his comedy material.

LATEST ALBUM: All Seriousness Aside. **PREVIOUS OR OTHER HITS:** Did You Ever?; Ain't That Weird; Kick Thine Own Self; Rejoice Dear Hearts—LP's.

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★ JUDY GARLAND

(Capitol) PM: Freddie Fields

REAL NAME: Francis Gumm. **BACKGROUND:** A show business veteran since the age of three, she toured with her sisters in vaudeville until she was signed by MGM Pictures when she was 12. George Jessel suggested she change her name to Judy Garland. She literally grew up on the screen. Her greatest musical hits were "Wizard of Oz," "Meet Me in St. Louis" and "The Easter Parade." She left M-G-M in the 50's and launched a nifty-concert career, climaxed by appearances at the Palace Theater and Carnegie Hall in New York. Judy at Carnegie Hall, won NARAS Grammy as "Album of the Year" 1962. **NEW FILMS:** A Child Is Waiting, I Could Go On Singing, and A Handful of Dust.

LATEST SINGLE: I Could Go on Singing b/w Hello Bluebird. **LATEST ALBUM:** I Could Go on Singing, original. **HALF MILLION SELLER:** Judy at Carnegie Hall. **PREVIOUS OTHER HITS:** The Garland Touch; Dear Mr. Gable; You Made Me Love You; Somewhere Over the Rainbow; The Boy Next Door; The Trolley Song; Meet Me in St. Louis; Miss Show Business; Judy at Carnegie Hall-LP's.

★ MARVIN GAYE

(Tamla)

AGE: Early 20's. **HOME TOWN:** Washington, D. C. **BACKGROUND:** Marv began singing at the age of three, when he was a soloist in his father's church. Marv launched his professional career in his early teens singing in the Washington area. Marvin is a former member of the Moonglows.

LATEST SINGLE: Hitchhike b/w Hello There Angel. **LATEST ALBUM:** The Soulful Moods of Marvin Gaye.

★ STAN GETZ

(Verve) (Prestige) PM: Norman Schwartz. BO: Agency for Performing Arts.

AGE: 36. **HOME TOWN:** New York. **EDUCATION:** High school. **HOBBIES:** Skin-diving, billiards, skiing, reading (especially political history). **OTHER MUSICAL INTERESTS:** Composing and arranging. **BACKGROUND:** Veteran tenor sax man Stan Getz has played with top name bands like Stan Kenton, Jimmy Dorsey and Benny Goodman. He has, and currently is, touring with his own quartet on colleges, clubs and TV appearances. His tie-up with Charlie Byrd was the first bossa nova to climb the charts.

LATEST SINGLE: Manha de Carnival b/w Balanco No Samba. **LATEST ALBUM:** Early Stan (Prestige). **PREVIOUS HITS:** Desafinado (with C. Byrd). Big Band Bossa Nova; Jazz Samba (with C. Byrd) (all on Verve)-LP.

★ EYDIE GORME

(Columbia) PM: Ken Greengrass

HOME TOWN: New York. **HOBBIES:** Taking care of her children. **BACKGROUND:** National audiences first became aware of the singing talents of Eydie when she was a regular on the Steve Allen "Tonight" show. Another regular on the show was her husband-to-be, recording star Steve Lawrence. **CURRENT ACTIVITIES:** Miss Gorme has teamed up with her husband Steve for night club and TV appearances (they had a summer replacement show of their own several seasons ago). Eydie also makes frequent solo appearances on radio and TV shows.

LATEST SINGLE: Blame It On the Bossa Nova b/w Guess I Should Have Loved Him More. **LATEST ALBUM:** Blame It On the Bossa Nova.

★ ROBERT GOULET

(Columbia) PM: Noras Rosemont. BO: Creative Management Associates

BIRTHDAY: November 26, 1933. **HOME TOWN:** New York City. **EDUCATION:** Royal Conservatory of Music, Toronto. **HOBBY:** Golf. **BACKGROUND:** Launched career in hit Broadway musical "Camelot," played part of Sir Lancelot. **CURRENT ACTIVITIES:** Cross country night club appearances, television guest spots on Judy Garland, Bob Hope, Jack Paar, Ed Sullivan Shows.

LATEST SINGLE: Don't Be Afraid of Romance. **LATEST ALBUMS:** Annie Get Your Gun & Sincerely Yours. **PREVIOUS OR OTHER HITS:** Two of Us & Always You-LP's.

★ EARL GRANT

(Decca) BO: WM

AGE: 33. **HOME TOWN:** Oklahoma City. **EDUCATION:** College. **HOBBIES:** Reading, concerts and collecting classical records. **BACKGROUND:** Former music teacher. Night clubs, TV, films and personal appearances—both here and abroad. Made film debut in featured role in "Tender Is the Night." **OTHER MUSICAL INTERESTS:** In addition to the piano and organ, Grant also plays the drums and trumpet.

LATEST SINGLE: Yes Sirree b/w Steve's Theme. **LATEST ALBUM:** Midnight Sun. **HALF MILLION SELLERS:** Ebb Tide, Beyond the Reef, and other instrumental favorites. **PREVIOUS OR OTHER HITS:** Ol' Man River; The End; House of Bamboo; Swingin' Gently b/w Beyond the Reef. Earl After Dark-LP.

★ BUDDY GRECO

(Epic) PM: Dee Anthony. BO: A.B.C.

BIRTHDAY: August 14, 1926. **HOME TOWN:** Philadelphia. **EDUCATION:** High school. **HOBBY:** Golf. **BACKGROUND:** Night clubs, concerts, TV, recordings. **OTHER MUSICAL INTERESTS:** Piano, arranger, composer.

LATEST SINGLE: Stranger b/w Just Walk Away. **LATEST ALBUM:** Soft and Gentle. **PREVIOUS OR OTHER HITS:** Mr. Lonely; Lady Is a Tramp; Ooh Look at Her, Ain't She Pretty.

★ VINCE GUARALDI TRIO

(Fantasy) BO: A.B.C.

BIRTHDAY: July 17, 1932. **HOME TOWN:** San Francisco, Calif. **EDUCATION:** College. **HOBBIES:** Gardening and home workshop. **BACKGROUND:** Formerly with Woody Herman, Cal Tjader Quintet and Lighthouse All-Stars. Night clubs, TV. **OTHER MUSICAL INTERESTS:** Songwriter and arranger.

LATEST SINGLE: Cast Your Fate to the Wind b/w Samba de Orpheus. **LATEST ALBUM:** Jazz Impressions of Black Orpheus. **PREVIOUS HIT:** Are You Kidding?

★ JOE HARNELL

(Kapp)

HOME TOWN: New York. **EDUCATION:** University of Miami and Trinity College of Music in London. **BACKGROUND:** Joe Harnell began playing the piano at age six. At 14 he formed his own band. He has studied with Aaron Copland, Milhaud, Toch and Bernstein. **OTHER MUSICAL TALENTS:** Harnell has arranged, played and conducted popular, Latin and classical albums and has served as musical director for such stars as Jane Morgan, Peggy Lee and Robert Goulet. **CURRENT ACTIVITIES:** Musical director for the daytime network TV show, "Play Your Hunch."

LATEST SINGLE: Diane b/w The Walking Song. **LATEST ALBUM:** Fly Me to the Moon—Bossa Nova. **PREVIOUS OR OTHER HITS:** Fly Me to the Moon—Bossa Nova.

★ TED HEATH

(London)

HOME TOWN: London. **HOBBY:** Rugby. **BACKGROUND:** Veteran band leader has made numerous appearances on radio, TV, con-

certs and personal appearances both here and in Britain. Also films and night clubs. Was rated in the top 10 of the "Favorite Band" category in Billboard's recent Annual DJ Poll. **OTHER MUSICAL INTERESTS:** Plays trombone, tenor horn, arranger, composer, conductor.

LATEST ALBUM: Big Band Rodgers. **PREVIOUS OR OTHER HITS:** Big Band Percussion—LP. London Suite; Dark Eyes.

★ BUNKER HILL

(Mala) PM: Ray Vernon. BO: U.A.

AGE: 22. **HOME TOWN:** Los Angeles. **EDUCATION:** High school. **HOBBY:** Boxing. **BACKGROUND:** A onetime aspiring boxer, Hill started singing with a spiritual group in Washington, D. C. He was soon singled out by Ray Vernon who in turn brought him to the attention of Mala Records execs who signed him and released his first hit record. **OTHER MUSICAL INTEREST:** Songwriting.

LATEST SINGLE: Red Robinhood & the Wolf b/w Nobody Knows. **PREVIOUS OR OTHER HIT:** Hide and Go Seek.

★ BUDDY HOLLY

(Coral)

BIRTHDAY: Sept., 1938. **HOME TOWN:** Lubbock, Tex. Died in Iowa plane crash Feb. 3, 1959. **BACKGROUND:** Started musical career at four with violin and piano. At seven took up guitar. Sang on local radio shows while in high school. Organized the Crickets in 1955. Married Maria Elena Santiago Aug. 15, 1958.

LATEST SINGLE: Bo Diddley b/w True Love Ways. **LATEST ALBUM:** Reminiscing. **HALF MILLION SELLERS:** The Buddy Holly Story—Vol. 1. **MILLION SELLERS:** Peggy Sue, That'll Be the Day. **PREVIOUS OR OTHER HITS:** O Boy; Maybe Baby; Think It Over; Fools Paradise; Rave On; Everyday; Early in the Morning; It Doesn't Matter Anymore.

★ VLADIMIR HOROWITZ

(Columbia)

AGE: 58. **HOME TOWN:** New York. **EDUCATION:** College. **HOBBIES:** Collecting art. **BACKGROUND:** Russian-born, Horowitz made his American debut at the age of 23 and has been a legend since. Known for his amazing technique, musical temperament and strength, he is considered one of the finest pianists of this century. Since 1953 Horowitz has been semi-retired from the concert stage. **OTHER MUSICAL INTERESTS:** Musicology, piano instruction.

LATEST ALBUM: The Sound of Vladimir Horowitz. **PREVIOUS OR OTHER HITS:** Vladimir Horowitz-LP.

★ BRIAN HYLAND

(ABC-Paramount) PM: Sam Gordon

BIRTHDAY: November 12, 1943. **HOME TOWN:** Woodhaven, N. Y. **EDUCATION:** Sophomore in high school. **HOBBIES:** Bowling, swimming, basketball. **BACKGROUND:** TV, night club, personal appearances. Started singing at nine in church choir. Previously recorded for Kapp Records. **OTHER MUSICAL INTERESTS:** Plays, guitar, flute, clarinet.

LATEST SINGLE: If Mary's There b/w Remember Me. **LATEST ALBUM:** Sealed With a Kiss. **MILLION SELLER:** Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini (Kapp). **PREVIOUS OR OTHER HITS:** For Little Heels; That's How Much (both on Kapp); Let Me Belong to You; Ginny Come Lately; Sealed With a Kiss (all on ABC-Paramount).

★ FRANK IFIELD

(Vee Jay)

BIRTHDAY: November, 1937. **HOME TOWN:** Coventry, England. **HOBBIES:** Painting, fishing, golf and tennis. **BACKGROUND:** He began his career at 15 in Australia. In 1959 he went to England and a recording contract with Columbia Records, one of the EMI labels. Ifield won second place in

"Song for Europe" contest, and his entry, "Alone Too Long," was released in Britain by Columbia. He also won a Silver Disk for "I Remember You."

LATEST SINGLE: Lovesick Blues b/w Anytime. **LATEST ALBUM:** I Remember You. **PREVIOUS OR OTHER HIT:** I Remember You.

★ ISLEY BROTHERS

(Wand)

NAMES: Ronald, Rudolph and O'Kelly. **AGES:** Early 20's. **HOME TOWN:** Cincinnati. **BACKGROUND:** Previously recorded for RCA Victor. Personal appearances, TV.

LATEST SINGLE: Nobody But Me b/w I'm Laughing to Keep From Crying. **LATEST ALBUM:** Twist and Shout. **MILLION SELLERS:** Twist and Shout (Wand). **PREVIOUS OR OTHER HITS:** Shout (RCA Victor); Twist and Shout (Wand).

★ BURL IVES

(Decca) PM: Helen Ives. BO: W.M.

REAL NAME: Burl Icle Ivanhoe Ives. **BIRTHDAY:** June 14. **HOME TOWN:** Hunt City Township, Ill. **BACKGROUND:** Radio, TV, Broadway, films, personal appearances. Well known for his Broadway and film version of the Big Daddy role in Tennessee Williams' "Cat on a Hot Tin Roof." **NEW FILM:** In production, "The Brass Bottle" with Tony Randall. **OTHER MUSICAL INTEREST:** Plays guitar.

LATEST SINGLE: Roses and Orchids b/w Baby Come Home to Me. **LATEST ALBUM:** Burl. **HALF MILLION SELLERS:** It's Just My Funny Way of Laughin'; The Versatile Burl Ives. **PREVIOUS OR OTHER HITS:** Call Me Mr. In Between; The Same Old Hurt; Mary Ann Regrets; It's Just My Funny Way of Laughin'; Little Bitty Tear.

★ ETTA JAMES

(Argo) PM: John Levy. BO: Universal

AGE: 24. **HOME TOWN:** Los Angeles. **EDUCATION:** High school. **BACKGROUND:** TV, personal appearances.

LATEST SINGLE: I Can't Hold It in Any More b/w Push Over. **LATEST ALBUM:** Etta James Sings for Lovers. **PREVIOUS OR OTHER HITS:** Stop the Wedding; Dream; Trust in Me; At Last; All I Could Do Was Cry; My Dearest Darling; Dance With Me, Henry; Don't Cry, Baby; Something's Got a Hold on Me.

★ KRIS JENSEN

(Hickory) PM: Wesley Rose. BO: Acuff-Rose Artist Corp.

AGE: 21. **HOME TOWN:** Nashville, Tenn. **EDUCATION:** Ft. Lauderdale High School. **HOBBIES:** Hunting, swimming, weight lifting and dating. **OTHER MUSICAL INTERESTS:** Guitar. **BACKGROUND:** Kris is of Danish and Finnish descent. He started pickin' his own guitar at the age of 15. While vacationing in Tennessee he met Wesley Rose who obtained a contract for him with Kapp Records. He remained with Kapp for several years and then signed with Hickory Records.

LATEST SINGLE: Cut Me Down b/w Poor Unlucky Me. **LATEST ALBUM:** Torture. **PREVIOUS OR OTHER HIT:** Torture.

★ BERT KAEMPFERT

(Decca)

HOME TOWN: Hamburg, Germany. **BACKGROUND:** Well-known European composer, conductor and arranger made debut with Hams Busch's orchestra in Danzig. After World War II formed his own band. **MUSICAL INTERESTS:** Plays clarinet, saxophone, piano and accordion.

LATEST SINGLE: Gentleman Jim b/w Topsy Gypsy. **LATEST ALBUM:** Living It Up. **MILLION SELLER:** Wonderland by Night. **PREVIOUS OR OTHER HITS:** That Happy Feeling; Tenderly; Cerveza; Now and Forever; Afrikaan Beat. That Happy Feeling; Dancing in Wonderland; The Wonderland of Bert Kaempfert; With a Sound in My Heart-LP's.

★ KITTY KALLEN

(Columbia) BO: William Morris

AGE: 34. **HOME TOWN:** Philadelphia. **HOBBIES:** Interior decorating, cooking. **BACKGROUND:** Kitty won her first amateur contest at age eight. Got her first start singing on the famous Horn & Hardart Children's Hour over WCAU, Philadelphia. She's sung with the Jack Teagarden, Jimmy Dorsey and Harry James bands. After the band era Kitty sang in the top night spots and on the David Rose and Danny Kaye radio shows. In 1955 she recorded her first hits, Little Things Mean a Lot and Chapel in the Moonlight.

LATEST SINGLE: Please Don't. **LATEST ALBUM:** Kitty Kallen's My Coloring Book and Her Other Great Hits. **MILLION SELLERS:** Little Things Mean a Lot, Chapel in the Moonlight; Besame Mucho. **PREVIOUS OR OTHER HITS:** My Coloring Book; If I Give My Heart to You.

★ STAN KENTON

(Capitol) PM: Margaret Sharp. BO: A.B.C.

BIRTHDAY: Feb. 19, 1912. **HOME TOWN:** Wichita, Kan. **EDUCATION:** High school. **BACKGROUND:** The veteran band leader has made numerous appearances on radio, TV and on concert appearances, here and abroad. He has been a major influence in jazz and popular music in the last two decades. Some of the great names of jazz served their apprenticeship in his band: Anita O'Day, Stan Getz, Kai Winding. Also, Kenton won 1962 NARAS Grammy award for his "West Side Story" album. **OTHER MUSICAL INTEREST:** Plays piano.

LATEST SINGLE: Mama Sang a Song b/w Whispering Hope. **LATEST ALBUM:** Adventures in Time. **PREVIOUS OR OTHER HITS:** West Side Story-LP.

★ CAROLE KING

(Dimension) PM: Nevins-Kirshner Associates

AGE: 20. **HOME TOWN:** Brooklyn, N. Y. **EDUCATION:** College. **BACKGROUND:** Carole is widely known in the industry as a most successful songwriter, having written during the past two years more than a dozen hit tunes. Outstanding among her hits are "Will You Love Me Tomorrow?," "Take Good Care of My Baby," "Her Royal Majesty" and "Loco-Motion." Miss King has been a musician and singer since she was four and at the age of 14 formed her first vocal group. Three years ago she was married to lyric writer Gerry Goffin, who has been collaborator on her biggest hits. They have two daughters. The Goffins are credited for finding Little Eva whom they hired as a baby sitter.

LATEST SINGLE: School Bells Are Ringing b/w I Didn't Have Any Summer Romance. **PREVIOUS OR OTHER HIT:** It Might as Well Rain Until September.

★ KINGSTON TRIO

(Capitol) PM: Frank Werber.

BO: United Talent & James L. Saphier

AGES: All in mid-20's. **HOME TOWN:** Bob Shane, Hawaii; Nick Reynolds, Coronado, Calif. **EDUCATION:** College. **HOBBIES:** Bob, water skiing, surfing, bull fights; Nick, water skiing, sports car racing. **BACKGROUND:** Won Billboard's 14th Annual Disk Jockey Poll as "Most Played Vocal Group" of 1961; TV concerts, night clubs. Dave Guard left the group last year and was replaced by John Stewart, formerly with the Cumberland Three.

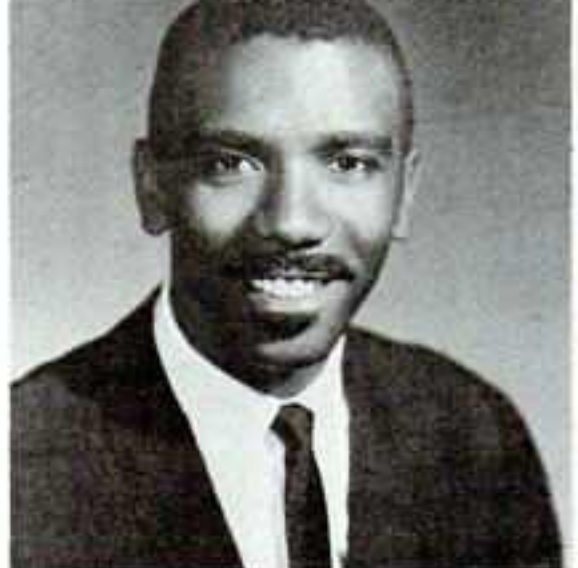
LATEST SINGLE: Greenback Dollar b/w The New Frontier. **LATEST ALBUM:** Kingston Trio #16. **MILLION SELLER:** Tom Dooley. **PREVIOUS OR OTHER HITS:** Something Special; Everglades; Bad Man Blunder; El Matador; Worried Man; Coo Coo U; M.T.A.; Tijuana Jail; You're Gonna Miss Me b/w En El Agua; Where Have All the Flowers Gone. The Kingston Trio; hungry i; Kingston Trio at Large; Here We Go Again; Sold Out; String Along; Goin' Places; Kingston Trio Close Up; College Concert; The Best of the Kingston Trio-LP's.



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★ **STEVE LAWRENCE**

(Columbia) PM: Ken Greengrass

AGE: Late 20's. HOME TOWN: Brooklyn, N. Y. HOBBIES: Taking care of Eydie and the children. BACKGROUND: Steve first achieved national recognition as a regular on the Steve Allen "Tonight Show" on NBC-TV. Steve proved himself an adept comedian as well as outstanding singer while on the show. He later married another regular on the Allen show, Eydie Gorme. CURRENT ACTIVITIES: Personal appearances with wife, TV and night clubs.

LATEST SINGLE: Don't Be Afraid, Little Darling. LATEST ALBUM: Steve Lawrence Winners. PREVIOUS HIT: Go Away Little Girl.

★ **BRENDA LEE**

(Decca) PM: Dub Albritten. BO: W.M.

BIRTHDAY: Dec. 11, 1944. HOME TOWN: Atlanta. BACKGROUND: Regular on "Ozark Jubilee." Guest appearances on TV, on the Ed Sullivan Show, Bob Hope Show. Toured Germany, England and Ireland. Night clubs.

LATEST SINGLE: Losing You b/w He's So Heavenly. LATEST ALBUM: All Alone Am I. HALF MILLION SELLERS: Brenda Lee; This Is Brenda. MILLION SELLERS: I'm Sorry b/w That's All You Gotta Do. PREVIOUS OR OTHER HITS: Heart in Hand; It Started All Over Again; Everybody Loves Me But You; Break It to Me Gently; Fool #1; Rockin' Around the Christmas Tree; Dum Dum; Eventually; Emotions; Sweet Nothin'; I Want to Be Wanted; You Can Depend on Me; Jambalaya. Brenda, That's All; Sincerely; All the Way; Emotions—LP's.

★ **DICKIE LEE**

(Smash) PM: Bill Hall

BIRTHDAY: Sept. 21, 1940. HOME TOWN: Memphis. EDUCATION: College. HOBBIES: Sports, swimming, art and listening to records with his favorite female companions. BACKGROUND: Personal appearances.

LATEST SINGLE: Don't Wanna Think About Paula b/w Just a Friend. LATEST ALBUM: The Tale of Patches. PREVIOUS OR OTHER HITS: I Saw Linda Yesterday; Patches. Patches—LP.

★ **PEGGY LEE**

(Capitol) BO: W.M.

BIRTHDAY: May 26. HOME TOWN: Jamestown, N. D. EDUCATION: High school. HOBBIES: Songwriting, reading, philosophy, interior decorating, art, music. BACKGROUND: Movies, TV, night clubs. First won fame as Benny Goodman's vocalist. Won Academy Award nomination a few years ago. Building reputation as dramatic actress on TV and in films.

LATEST SINGLE: The Alley Cat Song b/w Little Boat (released March 25, 1963). LATEST ALBUM: I'm a Woman. MILLION SELLERS: Manana; Lover; Fever. PREVIOUS OR OTHER HITS: I'm a Woman; All Right, Okay, You Win; Golden Earrings; I Don't Know Enough About You; Hallelujah, I Love Him So; I'm Going Fishin'; It's a Good Day; I've Got You Under My Skin; My Heart Belongs to Daddy; My Man. By Request; Sugar n' Spice; I'm a Woman; Beauty and the Beat (with George Shearing); Latin a la Lee—LP's.

★ **THE LETTERMEN**

(Capitol) PM: Jess Rand. BO: G.A.C.

NAMES: Robert Engemann, Tony Butala, Jim Pike. BIRTHDAYS: Engemann, Feb. 19, 1936; Butala, Nov. 20, 1940; Pike, Nov. 6, 1938. HOME TOWN: Engemann, Highland Park, Mich.; Butala, Sharon, Pa.; Pike, St. Louis. EDUCATION: College. BACKGROUND: Radio, TV, personal appearances. OTHER MUSICAL INTERESTS: Butala, songwriting.

LATEST SINGLE: Heartache, Oh Heartache b/w No Other Love. LATEST ALBUM: College Standards. PREVIOUS OR OTHER HITS: The Way You Look Tonight; When I Fall in Love; Come Back Silly Girl; How Is Julie?; Once Upon a Time; A Song for Young Love—LP.

★ **ENOCH LIGHT**

(Command)

HOME TOWN: Canton, Ohio. EDUCATION: College. BACKGROUND: Originally planned to be a physician. He is head of Command & Grand Award, which were purchased by ABC-Paramount in 1959. Veteran band leader. OTHER MUSICAL INTERESTS: Plays violin, conductor, arranger.

LATEST SINGLE: Big Band Bossa Nova b/w Meditation (Command). LATEST ALBUM: Let's Dance the Bossa Nova. HALF MILLION SELLERS: Provocative Percussion Vol. 1; Stereo 35/MM Vol. 1. PREVIOUS OR OTHER HITS: Baby, It's Cold Outside Cha Cha Cha; I Want to Be Happy Cha Cha Cha; The Roaring Twenties; The Flirtie Thirties—LP's (all on the Grand Award label); Enoch Light and His Orchestra at Carnegie Hall Playing Irving Berlin; Big, Bold and Brass; Persuasive Percussion Vol. 4; Stereo 35/mm (Vol. 2); Great Themes From Hit Films—LP's (all on Command label).

★ **THE LIMELITERS**

(RCA Victor) PM: Glenn Yarbrough. BO: I.T.A.

NAMES: Lou Gottlieb, bass; Alex Hassilev, baritone; Glenn Yarbrough, tenor. AGES: Lou, 37; Alex, 28; Glenn, 30. EDUCATION: College. BACKGROUND: Gottlieb organized the group in California. Boys took their name from a club they played, the Limelite, in Aspen, Colo. Previously recorded for Elektra Records. OTHER MUSICAL INTERESTS: Lou, Musicologist, folk music authority, plays bass, arranger; Alex, plays banjo and guitar; Glenn plays classical guitar.

LATEST SINGLE: Who Will Buy b/w Funk. LATEST ALBUM: Our Men in San Francisco. PREVIOUS OR OTHER HITS: Folk Matinee; A Dollar Down; Tonight in Person; The Slightly Fabulous Limelites; Sing Out!; Through Children's Eyes (all on RCA Victor)—LP's. The Limelites (on Elektra)—LP.

★ **LITTLE EVA**

(Dimension) PM: Nevins-Kirshner Associates

REAL NAME: Eva Boyd. HOME TOWN: Belhaven, N. C. EDUCATION: High school. BACKGROUND: Discovered by songwriting team of Carole King and Gerry Goffin. Radio, TV, personal appearances.

LATEST SINGLE: Let's Turkey Trot b/w Down Home. PREVIOUS OR OTHER HITS: Keep Your Hands Off My Baby; Loco-Motion. Loco-Motion—LP.

★ **MARC LONDON**

(Kapp) PM: Chub Goldfarb

AGE: 29. HOME TOWN: Boston. EDUCATION: College. HOBBIES: Theaters, music, autos, writing. BACKGROUND: Harvard's Hasty Pudding Club, summer stock (New England). Recording, TV, night clubs.

LATEST ALBUM: President Strikes Back.

★ **BARBARA LYNN**

(Jamie) PM: Huey P. Meaux and Lester Sill BO: Continental Booking and Cliff Aronson

AGE: 21. HOME TOWN: Beaumont, Tex. EDUCATION: High school. HOBBY: Football enthusiast. BACKGROUND: Radio, TV, personal appearances. OTHER MUSICAL INTERESTS: Plays guitar, songwriting.

LATEST SINGLE: Don't Be Cruel b/w You Can't Be Satisfied. LATEST ALBUM: You'll Lose a Good Thing. PREVIOUS HIT: You'll Lose a Good Thing.

★ **GENE McDANIELS**

(Liberty) PM: Arnold Mills. BO: A.B.C.

BIRTHDAY: Feb. 12, 1935. HOME TOWN: Kansas City, Mo. EDUCATION: College and Omaha Conservatory of Music. HOBBIES: Basketball and sports cars. BACKGROUND: Personal appearances. OTHER MUSICAL INTEREST: Plays sax.

LATEST SINGLE: The Puzzle b/w Cry Baby Cry. LATEST ALBUM: Spanish Lace. PREVIOUS OR OTHER HITS: Spanish Lace; Point of No Return; One Hundred Pounds of Clay; A Tear; Tower of Strength; Chip Chip.

★ **JIMMY McGRUFF**

(Sue) PM: Floyd Hall. BO: Shaw

BIRTHDAY: April 3, 1936. HOME TOWN: Philadelphia. EDUCATION: High school. BACKGROUND: At the age of nine Jimmy McGruff began to take music lessons, and very soon he was playing the alto sax and bass. In 1958 he formed his own trio consisting of piano, drums and bass; with McGruff on bass. Two years ago McGruff mastered another instrument, the organ, under the tutelage of his long-time friend and noted musician, Jimmy Smith. The other members of his present trio are Morris Dow, guitar, and Jackie Mills, drums. Dow, like McGruff, is from Philadelphia, and Mills from Newark, N. J.

LATEST SINGLE: All About My Girl b/w M.G. Blues. LATEST ALBUM: I've Got a Woman. PREVIOUS OR OTHER HIT: I've Got a Woman.

★ **MOMS MABLEY**

(Chess) BO: A.B.C.

REAL NAME: Loretta Mary Aiken. HOME TOWN: New York. BACKGROUND: Night clubs, personal appearances.

LATEST ALBUM: Young Men, Si, Old Men, No. PREVIOUS OR OTHER HITS: Moms Mabley Breaks It Up; Moms Mabley at the Geneva Conference; Moms Mabley at the Playboy Club; Moms Mabley at the U.N.—LP's.

★ **GEORGE MAHARIS**

(Epic) PM: Mimi Weber

AGE: 28. HOME TOWN: New York. HOBBY: Boxing. BACKGROUND: Actor Maharis began his show business career as a singer and then studied acting in New York. Made numerous appearances in off-Broadway, summer stock and TV shows. Big break came when he captured a leading role in CBS-TV's series, "Route 66."

LATEST SINGLE: All Right, OK, You Win b/w Don't Fence Me In. LATEST ALBUM: Just Turn Me Loose. PREVIOUS OR OTHER HITS: Portrait in Music; Teach Me Tonight. George Maharis Sings!—LP.

★ **THE MAJORS**

(Imperial) PM: Bill Fox

NAMES: Ricky Cordo, Idella Morris, Frank Trout, Roland Gathers and Eugene Glass. AGES: Early 20's. HOME TOWN: Cordy, Baltimore; rest of group from Philadelphia. EDUCATION: High school. HOBBIES: Sports. BACKGROUND: Radio, TV, personal appearances.

LATEST SINGLE: What in the World b/w Anything You Can Do. LATEST ALBUM: Meet the Majors. PREVIOUS OR OTHER HIT: Wonderful Dream.

★ **HENRY MANCINI**

(RCA Victor) BO: United Talent

BIRTHDAY: April 16, 1924. HOME TOWN: Cleveland. EDUCATION: College. BACKGROUND: Was composer, arranger, conductor for "Peter Gunn" and "Mr. Lucky" TV series. Won Oscar with co-writer Johnny Mercer for "Moon River" as song of the year, and for "Breakfast at Tiffany's" score.

LATEST SINGLE: Days of Wine and Roses b/w Seventy-Six Trombones (RCA Victor). LATEST ALBUM: Our Man in Hollywood (RCA Victor). HALF MILLION SELLER: Breakfast at Tiffany's. PREVIOUS OR OTHER HITS: Mr. Lucky; Peter Gunn; Moon River. More Music From Peter Gunn; Music From Peter Gunn; Mr. Lucky Goes Latin; Breakfast at Tiffany's; Combo; Experiment in Terror; Hatari!—LP's.

★ **HERBIE MANN**

(Atlantic) PM: Monte Kay. BO: MGM

AGE: 30. HOME TOWN: Brooklyn. EDUCATION: High school. HOBBY: Collecting flutes from foreign countries. BACKGROUND: Toured Africa for State Dept. for 17 weeks. Composed, arranged and conducted music for Art Carney's "Full Moon Over Brooklyn." Night clubs, TV, personal appearances. OTHER MUSICAL INTEREST: Instrumentalist.

LATEST SINGLE: It Must Be Love—Bossa Nova b/w Blues Walk Bossa Nova. PREVIOUS HIT: Herbie Mann at Village Gate—LP.

★ **MANTOVANI**

(London) PM: George Elrick. BO: Columbia Artists

HOME TOWN: London. BACKGROUND: Led his own quintet at the age of 16. Legit, TV, concerts.

LATEST SINGLE: Theme From Mutiny on the Bounty b/w Love Song From Mutiny on the Bounty. LATEST ALBUM: Moon River and Other Great Movie Themes. MILLION SELLER: Charmaine. PREVIOUS OR OTHER HITS: American Waltzes; Theme From "Carnival" and other great Broadway hits; Theme from "The Sundowners"; Around the World; Separate Tables; Main Theme from "Exodus." Film Encores, Vol. 1 and 2; Gems Forever; Concert Encores; Continental Encores; Waltz Encores; Charmaine; Favorite Tangos; Favorite Waltzes; Song Hits From Theater Land; Some Enchanted Evening; The World's Favorite Songs; Strauss Waltzes; American Scene; The All-American Showcase; Music From "Exodus" and Other Great Themes; Italia Mia—LP's.

★ **TRADE MARTIN**

(Coed) PM: Ed E. Miller. BO: G.A.C.

BIRTHDAY: November 19, 1943. HOME TOWN: Union City, N. J. EDUCATION: High School. HOBBY: Studying classical guitar. BACKGROUND: Martin was always interested in music and has learned to play the drums, piano and bass. For the past year he's been performing with his own band in local night clubs.

LATEST SINGLE: Strategy b/w Lucky Boy, Happy Girl, Lucky Me. PREVIOUS HIT: That Stranger Used To Be My Girl.

★ **THE MARVELETTES**

(Tamla) PM: Berry Gordy

NAMES: Gladys Horton, lead; Katherine Anderson, Georgeanna Tillman, Juanita Cowart, Wanda Young. HOME TOWN: Detroit. EDUCATION: High School. BACKGROUND: While students at Inkster High School in a Detroit suburb the girls were discovered in a school talent show by a teacher. Very impressed, Mrs. Sharpley arranged an audition for the president of Tamla Records. Their first waxing was a hit. CURRENT ACTIVITIES: Personal appearances across the nation.

LATEST SINGLE: Beechwood b/w Someday. PREVIOUS HITS: Twistin' Postman; Play-boy.

★ **JOHNNY MATHIS**

(Columbia) PM: Helen Noga. BO: G.A.C.

AGE: 24. HOME TOWN: San Francisco. EDUCATION: College. HOBBIES: Track, basketball. BACKGROUND: Top school athlete—high jump, hurdles. Discovered in San Francisco night club by ex-Columbia exec George Avakian. Night clubs, TV, films.

LATEST SINGLE: What Will My Mary Say b/w Quiet Girl. LATEST ALBUM: Johnny's Newest Hits. MILLION SELLERS: Chances Are. HALF MILLION ALBUM: Johnny's Greatest Hits. PREVIOUS OR OTHER HITS: Gina; My Love for You; Maria; Starbright; Twelfth of Never; The Best of Everything; Small World; Misty; It's Not for Me to Say; Wonderful, Wonderful; Come to Me; Someone; Wild Is the Wind; All the Time; Call Me; A Certain Smile; Let's Love; Teacher, Teacher; My Love for You; How to Handle a Woman; Heavenly. Live It Up; Merry Christmas; Rapture; More of Johnny's Greatest Hits; Johnny's Moods; Portrait of Johnny—LP's.

★ **VAUGHN MEADER**

(Cadence) PM: Buddy Allen. BO: G.A.C.

BIRTHDAY: March 20, 1936. HOME TOWN: New York. EDUCATION: High school. HOBBIES: Cooking, piano. BACKGROUND: Country & Western piano, piano comedy. Night clubs, TV.

LATEST ALBUM: First Family. HALF MILLION SELLER: First Family.

★ **NED MILLER**

(Fabor)

HOME TOWN: Salt Lake City. EDUCATION: High school and two years college. HOBBIES: Swimming, baseball. OTHER MUSICAL INTEREST: Songwriting. BACKGROUND: Served in South Pacific in the Marine Corps. Went into music field in 1956 as a songwriter. Wrote the hit Dark Moon; has written about 100 songs.

LATEST SINGLE: The Man Behind the Gun b/w One Among Many Broken Hearts. LATEST ALBUM: From a Jack to a King. PREVIOUS HIT: From a Jack to a King.

★ **MITCH MILLER**

(Columbia)

BIRTHDAY: July 4, 1911. HOME TOWN: Rochester, N. Y. EDUCATION: College. HOBBIES: Reading, fishing, art collecting. BACKGROUND: Radio and TV. Currently starring in a series of Sing Along shows on NBC-TV. OTHER MUSICAL INTEREST: Oboe.

LATEST SINGLE: The Longest Day (vocal) b/w The Longest Day (instrumental). LATEST ALBUM: Nighttime Sing Along. MILLION SELLERS: Yellow Rose of Texas; Bridge on the River Kwai. PREVIOUS OR OTHER HITS: Do-Re-Mi; Song for a Summer Night; Children's Marching Song; Tunes of Glory; Sing Along With Mitch; More Sing Along With Mitch; Still More Sing Along With Mitch; Folk Song Sing Along With Mitch; Party Sing Along With Mitch; Fireside Sing Along With Mitch; Saturday Sing Along With Mitch; Sentimental Sing Along With Mitch; Happy Times Mitch's Greatest Hits; TV Sing Along With Mitch; Holiday Sing Along With Mitch; Christmas Sing Along With Mitch; Your Request Sing Along With Mitch; Rhythm Sing Along With Mitch; Family Sing Along With Mitch—LP's.

★ **THE MIRACLES**

(Tamla) PM: Berry Gordy Jr. BO: Shaw

AGES: All about 20. HOME TOWN: Detroit. NAMES: Bill (Smokey) Robinson, Claudette Rodgers (Mrs. Robinson), Donald White, Warren Moore, Robert Rogers.

LATEST SINGLE: You've Really Got a Hold on Me b/w Happy Landing. LATEST ALBUM: I'll Try Something New. MILLION SELLER: Shop Around. PREVIOUS OR OTHER HITS: Money; Got a Job; Bad Girl; What's So Good About Goodbye; Try Something New.



BRIAN HYLAND



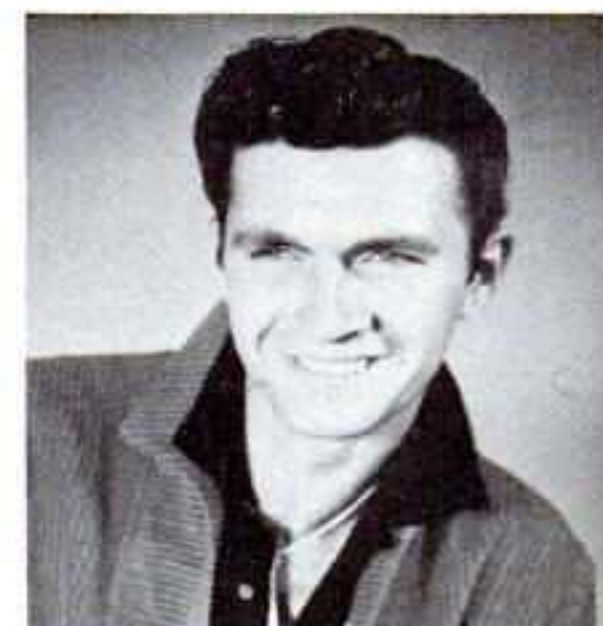
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TODAY'S TOP RECORD TALENT

★ **CHAD MITCHELL TRIO**

(Kapp) PM: Franklin Fried—Triangle Production. BO: A.A.A.

NAMES: Chad Mitchell, Mike Kobluk, Joe Frazier. **AGE:** All are about 22. **HOME TOWN:** Spokane. **EDUCATION:** College. **BACKGROUND:** Night clubs, concerts, radio, TV, personal appearances. Previously recorded for Colpix Records.

LATEST SINGLE: Blowin' in the Wind b/w Adios Mi Corozon. **LATEST ALBUM:** Chad Mitchell Trio in Action. **PREVIOUS HIT:** Mighty Day on Campus (Kapp)—LP.

★ **LOU MONTE**

(Reprise) PM: George Brown

BIRTHDAY: April 2, 1923. **HOME TOWN:** Oakland, N. J. **EDUCATION:** High school. **HOBBIES:** Boating, fishing, flying, hunting. **BACKGROUND:** Monte has been working radio, TV and club dates for some twenty years prior to his current national popularity. **OTHER MUSICAL INTERESTS:** Songwriting, guitar.

LATEST SINGLE: Pepino's Friend, Pasqual, the Italian Pussy-Cat b/w I Like You, You Like Me, Eh, Paisan. **LATEST ALBUM:** Pepino, the Italian Mouse. **PREVIOUS HIT:** Pepino, the Italian Mouse.

★ **CHRIS MONTEZ**

(Monogram) PM: Jim Lee

BIRTHDAY: January 17. **HOME TOWN:** Los Angeles. **EDUCATION:** High school. **HOBBIES:** Surfing, swimming, weight lifting, dancing. **BACKGROUND:** His brothers taught him to play the guitar and at the age of 15 he began to sing and write songs. In 1961, Monte met Jim Lee, young record impresario, who was starting Monogram Records. His first recording for the label was one of his own songs, All You Had to Do Was Tell Me.

LATEST SINGLE: Let's Do the Limbo b/w Rockin' Blues. **MILLION SELLER:** Some Kind of Fun. **PREVIOUS OR OTHER HITS:** Some Kind of Fun; Let's Dance.

★ **MORMON TABERNACLE CHOIR**

(Columbia)

BACKGROUND: Choir president: Lester F. Lewlett. Choir director: Richard P. Condie. The 375-voice choir is one of the oldest and largest in the world, with a repertoire of more than 1,000 numbers. The choir has been featured on a weekly radio series since 1929 and has recorded for Columbia since 1949. The original Mormon Tabernacle Choir, forerunner of present group, was organized in Salt Lake City in July, 1847. The group's official name is the Tabernacle Choir of the Church of Jesus Christ of Latter-day Saints.

LATEST SINGLE: The Hallelujah Chorus. **LATEST ALBUM:** The Lord's Prayer, Vol. II. **PREVIOUS OR OTHER HITS:** Battle Hymn of the Republic. The Lord's Prayer; Songs of the North & South—LP's.

★ **RICK NELSON**

(Decca) (Imperial) PM: Maury Foladare BO: United Talent Management

BIRTHDAY: May 8, 1940. **HOME TOWN:** Hollywood. **EDUCATION:** High school. **HOBBIES:** Sports car, calf roping, horseback riding, tennis and karate. **BACKGROUND:** Debuted on family TV show, "Ozzie and Harriet" in 1949. TV and films. Recently signed with Decca Records. **OTHER MUSICAL INTERESTS:** Songwriting, drums.

LATEST SINGLE: You Don't Love Me Anymore b/w I Got a Woman. **LATEST ALBUM:** Album Seven By Rick. **MILLION SELLERS:** Hello Mary Lou; Travelin' Man; Be-Bop Baby; Believe What You Say; Lonesome Town; Poor Little Fool; Stood Up; Never Be Anyone Else But You; It's Late; Sweeter Than You; Just a Little Too Much. **PREVIOUS OR OTHER HITS:** It's Up to You; Teen Age Idol; Young Emotions; Right by My Side; I Wanna Be Loved; Waitin' in School; My Bucket's Got a Hole in It; A Teenager's Romance; You're My One and Only Love; I Got a Feeling; A Wonder Like You; Everlovin'; Young World. Rick Is 21—LP.

★ **PETER NERO**

(RCA Victor) PM: Stan Greeson. BO: I.T.A.

BIRTHDAY: May 22, 1934. **HOME TOWN:** Brooklyn. **EDUCATION:** College and Juilliard. **HOBBY:** Collecting records of other pianists, from Horowitz to Art Tatum. **BACKGROUND:** Radio, TV, night clubs, personal appearances.

LATEST SINGLE: It's a Darn Good Thing b/w Space Flight. **LATEST ALBUM:** Hail the Conquering Nero. **PREVIOUS OR OTHER HITS:** The Colorful Peter Nero; For the Nero Minded; Piano Forte; New Piano in Town; Young and Warm and Wonderful—LP's.

★ **THE NEW CHRISTY MINSTRELS**

(Columbia) BO: United Talent Management

AGES: 21 to 24. **BACKGROUND:** Randy Sparks, leader, formerly recorded as a single. The boys enjoy hunting, fishing and trapping.

LATEST SINGLE: Denver. **LATEST ALBUM:** In Person: The New Christy Minstrels. **PREVIOUS OR OTHER HITS:** This Land Is Your Land; Presenting the New Christy Minstrels—LP's.

★ **BOB NEWHART**

(Warner Bros.) PM: Frank J. Hogan

AGE: 31. **HOME TOWN:** Chicago. **EDUCATION:** College. **BACKGROUND:** Radio, TV, films. The new young comedian got his start in 1960 on Dan Sorkins "Chicago Nightline" TV show, followed by a staff job on WBKB, Chicago, and night club dates. New Movie: "Hell for Heroes." Star in his own TV series.

LATEST ALBUM: The Button-Down Mind on TV. **HALF MILLION SELLERS:** Button-Down Mind of Bob Newhart; Button-Down Mind Strikes Back. **PREVIOUS HIT:** Behind the the Button-Down Mind of Bob Newhart—LP.

★ **ROY ORBISON**

(Monument) PM: Wesley Rose. BO: Acuff-Rose-Confidential

BIRTHDAY: April 23, 1936. **HOME TOWN:** Odessa, Tex. **EDUCATION:** College. **HOBBIES:** Model airplanes, drawing and sketching. **BACKGROUND:** Night clubs, personal appearances.

LATEST SINGLE: In Dreams b/w Shadaroba. **LATEST ALBUM:** Roy Orbison's Greatest Hits. **PREVIOUS OR OTHER HITS:** Workin' for the Man b/w Leah; Only the Lonely; Uptown; Blue Angel; I'm Hurtin'; Running Scared; Crying b/w Candy Man; Dream Baby (How Long Must I Dream); The Crowd. Crying—LP.

★ **ORLONS**

(Cameo) BO: Nat Segall Agency

NAMES: Shirley Brickley, Rosetta Hightower, Steve Caldwell, Marlena Davis. **BIRTHDAYS:** Shirley, December 9, 1944; Rosetta, June 23, 1944; Steve, November 22, 1942; Marlena, October 4, 1944. **HOME TOWN:** Philadelphia. **EDUCATION:** High school. **HOBBIES:** Dancing, swimming and learning new arrangements to old tunes. **BACKGROUND:** TV, personal appearances.

LATEST SINGLE: South Street b/w Them Terrible Boots. **LATEST ALBUM:** All the Hits. **PREVIOUS OR OTHER HITS:** Don't Hang Up; the Wah-Watusi.

★ **PATTI PAGE**

(Mercury) (Columbia) PM: Jack Rael. BO: G.A.C.

REAL NAME: Clara Ann Fowler. **HOME TOWN:** Claremore, Okla. **HOBBY:** Art. **BACKGROUND:** Started in local radio, band singer, TV, night clubs. Married to Charles O'Curran. **FILM:** Boys' Night Out.

LATEST SINGLE: Pretty But Lonely b/w Just a Simple Melody (Columbia). **LATEST ALBUM:** Patti Page on Stage (Mercury). **MILLION SELLERS:** Changing Partners; Cross Over the Bridge; Doggie in the Window; I Went to Your Wedding; Tennessee Waltz. **PREVIOUS OR OTHER HITS:** Boys Night Out; You'll Never Answer to Me; Mom and Dad's Waltz; Two Thousand, Two Hundred, Twenty-Three Miles; The Sound of Music; With My Eyes Wide Open I'm Dreaming; Old Cape Cod; Left Right Out of Your Heart; Detour; Allegheny Moon; Fibbin'; All My Love; Mocking Bird Hill; Mr. and Mississippi; Steam Heat; Conquest; Retreat; One of Us (Will Weep Tonight); I Wish I'd Never Been Born; Don't Read This Letter; A City Girl Stole My Country Boy; Broken Heart and a Pillow Filled With Tears; Gone On Home; Most People Get Married (all on Mercury).

★ **THE PASTEL 6**

(Zen)

NAMES: Bob Toten, Tony Stealman, Rick Rodriguez, Eric Fickert, Lynn Hamm, Bill Myers, Dave Cadison. **AGES:** 18-21. **BACKGROUND:** The group was organized five years ago and has been working together since. They are headlining at the Cinnamon Cinder in North Hollywood, Calif.

LATEST SINGLE: Sing Along Song. **PREVIOUS HIT:** Cinnamon Cinder.

★ **PAUL & PAULA**

(Philips) PM: Major Bill Smith. BO: William Morris

REAL NAMES: Jill Jackson, Ray Hildebrand. **AGES:** Paul, 22; Paula 20. **HOME TOWN:** Paul, Harlingen, Tex.; Paula, Brownwood, Tex. **HOBBIES:** Paula is an equestrian as Paul goes in for sports and is a good cook. **BACKGROUND:** The "Going Steady Letter Sweater" craze, as introduced Paul and Paula, is a His and Her fashi whereby his initial is worn on her sweater her initial on his sleeve and sleeve bar for each month going steady. Paul a Paula introduced the white cardigan Go Steady Letter Sweaters on their o campus, Howard Payne College, Brownwo Tex. **OTHER MUSICAL INTERESTS:** P writes songs and plays guitar.

LATEST SINGLE: Young Lovers b/w Ba-He. **LATEST ALBUM:** Paul & Paula Sings Young Lovers. **PREVIOUS HIT:** Hey Pa

★ **PETER, PAUL AND MAI**

(Warner Bros.) PM: Al Grossman. BO: I. T.

REAL NAMES: Peter Yarrow, Paul Stook Mary Allin Travers. **AGES:** All are 25. **HO TOWN:** Peter, New York; Paul Birmingham, Mich.; Mary, Louisville. **EDUCATION:** lege. **HOBBIES:** Peter, art; Mary, art writing. **BACKGROUND:** Radio, TV, persc appearances. The trio folk music sing won Billboard's 15th Annual DJ Pool Most Promising Vocal Group.

LATEST SINGLE: Puff b/w Pretty Mary. **L EST ALBUM:** Moving. **HALF MILLI SELLER:** Peter, Paul and Mary. **PREVIOUS OTHER HITS:** If I Had a Hammer; Len Tree.



Brian Hyland, just back from a triumphant tour of England, has another hit with "I WISH TODAY WAS YESTERDAY" on ABC Paramount. All Hyland discs are produced and written by Peter Udell and Gary Geld and their Pogo Productions firm. Hyland's personal direction is by Sam Gordon of Stacey Management and is booked by William Morris Agency. Brian's past hits include "ITSY BITSY," "LET ME BELONG TO YOU," "GINNY COME LATELY," "SEALED WITH A KISS" and "WARMED OVER KISSES."

DECEMBER 29, 1962

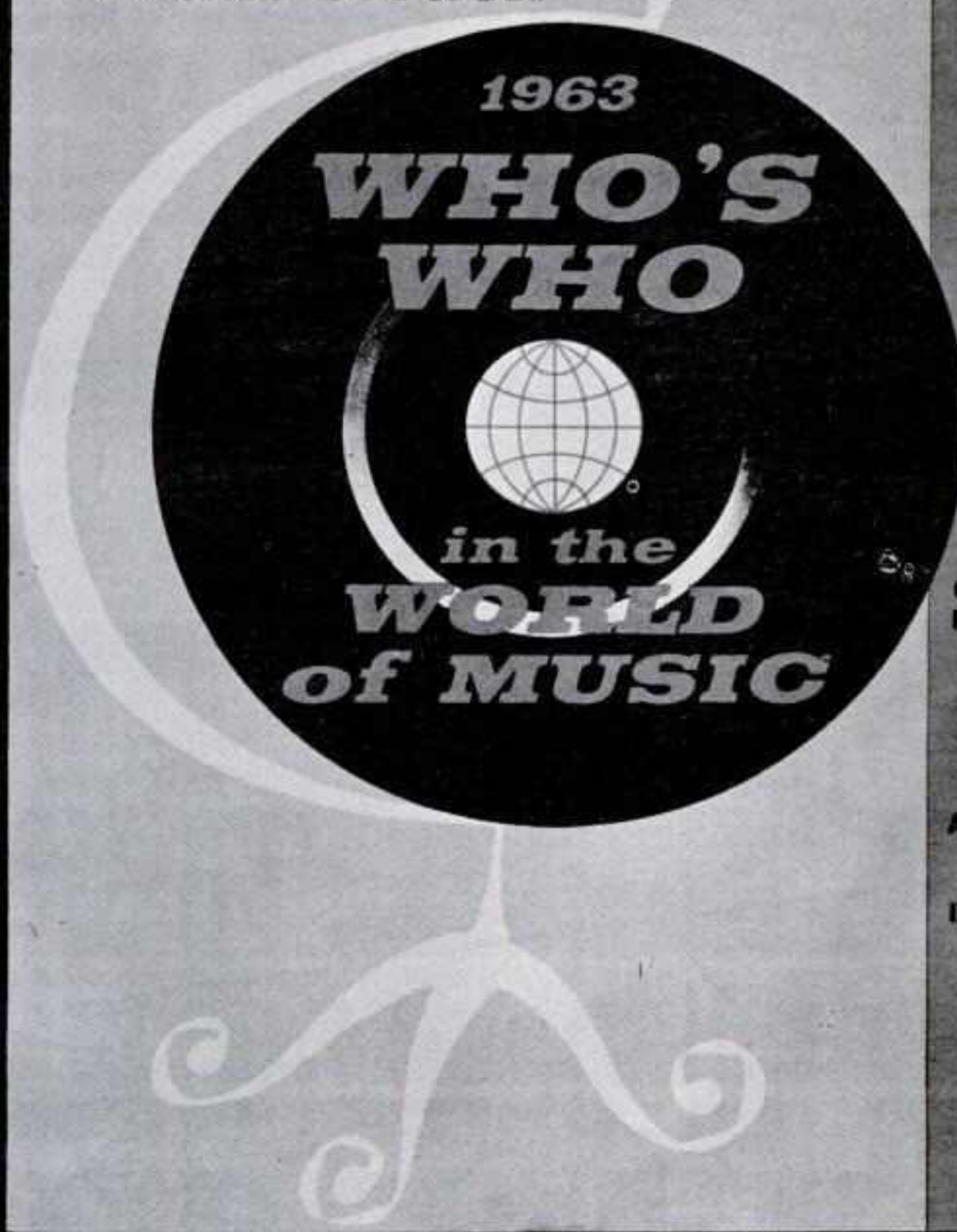
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TODAY'S TOP RECORD TALENT

★ ROBERTA PETERS

(Command) BO: H.A.I.

BIRTHDAY: May 4, 1930. **HOME TOWN:** Scarsdale, N. Y. **EDUCATION:** High school. **HOBBIES:** Swimming, skiing, and her family. **BACKGROUND:** Entering the pop field via her prominent reputation at the Metropolitan Opera, Miss Peters is familiar for her many TV guest appearances, as well as many opera roles on various record labels.

LATEST ALBUM: Carousel (With Alfred Drake).

★ PAUL PETERSEN

(Colpix)

BIRTHDAY: September 23, 1945. **HOME TOWN:** Glendale, Calif. **EDUCATION:** High school. **BACKGROUND:** Petersen plays the role of Donna Reed's young son on ABC-TV's series "The Donna Reed Show." Began his acting career with role in Walt Disney's kiddie TV show, "The Mouseketeers." Also appeared in films. **AMBITION:** To go to the University of Southern California and study to be a mechanical engineer.

LATEST SINGLE: Amy b/w Goody, Goody. **LATEST ALBUM:** My Dad. **PREVIOUS OR OTHER HITS:** My Dad; She Can't Find Her Keys; Lollipops & Roses.

★ LITTLE ESTHER PHILLIPS

(Lenox)

BIRTHDAY: December 23, 1935. **HOME TOWN:** Houston. **HOBBY:** Bowling. **BACKGROUND:** Won Johnny Otis' amateur contest at 13. Otis signed her to sing with his orchestra soon after. She has also recorded for Federal, Savoy and Warwick labels. Lenox records execs, Bob Gans and Lelan Rogers, found her performing at a local night spot in Houston and signed her to Lenox label.

LATEST SINGLE: You Never Miss Your Water Til the Well Runs Dry b/w If You Want it (I've Got It) (With "Big Al" Downing). **PREVIOUS HIT:** Release Me.

★ GENE PITNEY

(Musicor) PM: Aaron Schroder. BO: W.M.

BIRTHDAY: February 17, 1941. **HOME TOWN:** Rockville, Conn. **EDUCATION:** High school and Ward's Electronic School. **HOBBIES:** Taxidermy, trapping, water skiing, and electronics. **BACKGROUND:** Own band during high school and college on local Connecticut radio. TV, worldwide personal appearances. Made film debut in "Town Without Pity." **OTHER MUSICAL INTERESTS:** Composer, arranger, plays guitar, piano and drums. Wrote: (I Wanna) Love My Life Away; Hello Mary Lou; He's a Rebel.

LATEST SINGLE: Mecca b/w Teardrop by Teardrop. **LATEST ALBUM:** Gene Pitney Sings Just for You. **PREVIOUS OR OTHER HITS:** Half Heaven, Half Heartache; (I Wanna) Love My Life Away; Every Breath I Take; Town Without Pity; The Man Who Shot Liberty Valance; Only Love Can Break a Heart; If I Didn't Have a Dime. Only Love Can Break a Heart—LP.

★ ELVIS PRESLEY

(RCA Victor) PM: Tom Parker. BO: W.M.

BIRTHDAY: January 8, 1935. **HOME TOWN:** Tupelo, Miss. **EDUCATION:** High school. **HOBBIES:** Collecting Teddy Bears. **BACKGROUND:** TV, films. **NEW MOVIES:** "It Happened at the World's Fair," and "Fun in Acapulco."

LATEST SINGLE: One Broken Heart for Sale b/w They Remind Me Too Much of You. **LATEST ALBUM:** It Happened at the World's Fair. **HALF MILLION SELLERS:** Blue Hawaii; Elvis; Elvis Golden Records; G. I. Blues. **MILLION SELLERS:** Good Luck Charm; Return to Sender; A Mess of Blues; It's Now or Never; Stuck on You; Fame and Fortune; Big Hunk o' Love; A Fool Such as I; Need Your Love Tonight; All Shook Up; Don't Be Cruel; Hound Dog; Don't Ask Me Why; Hard-Headed Woman; Heartbreak Hotel; I Got Stung; I Want You, I Need You, I Love You; Jailhouse Rock; Love Me Tender; Teddy Bear; Loving You; Too Much; Wear My Ring Around Your Neck; Are You Lonesome Tonight b/w I Gotta Know; Surrender; I Was the One; Anyway You Want Me; Playing for Keeps; That's When Your Heartaches Begin; Treat Me Nice; I Beg of You; Can't Help Falling in Love; Little Sister; I Feel So Bad. **PREVIOUS OR OTHER HITS:** Lonely Man; Flaming Star; My Wish Came True; His Latest Flame; Rock-A-Hula Baby; Anything That's Part of You b/w Good Luck Charm; Follow That Dream. Something for Everybody; His Hand in Mine; Blue Hawaii; Pot Luck—LP's.

★ BILL PURSELL

(Columbia)

HOME TOWN: Nashville. **EDUCATION:** Masters Degree. Eastman Rochester School of Music. **HOBBIES:** Karate, flying, photography, clay and plaster modeling. **BACKGROUND:** Played the piano by ear at three and was composing at the age of four. Pursell enjoys a reputation as both a serious and pop artist. He presently teaches compositions at the Vanderbilt University and is a frequent guest artist with the Nashville Symphony.

LATEST SINGLE: Our Winter Love b/w A Wound Time Can't Erase. **LATEST ALBUM:** Our Winter Love.

★ THE ROCKIN' REBELS

(Swan) PM: Dice Productions. BO: G.A.C.

NAMES: Lee Carrol, Tony Di Maria, Eddy Jay, Kenny Mills. **AGE:** Early 20's. **HOME TOWN:** Carrol, Mills, Pittsburg, Pa.; Di Maria, Stubeville, Ohio; Jay, Andover, N. Y. **EDUCATION:** High school. **HOBBIES:** Golf, swimming, songwriting, basketball, baseball, art. **BACKGROUND:** Group has been together for three years and has just completed a record breaking 62 weeks at Jan's Candy Cane Lounge, Buffalo, N. Y. Night clubs, personal appearances.

LATEST SINGLE: Rockin' Crickets. **LATEST ALBUM:** Wild Weekend. **PREVIOUS HIT:** Wild Weekend.

★ NELSON RIDDLE

(Reprise) (Capitol) PM: Academy Mgt., Inc.

BIRTHDAY: June 1. **HOME STATE:** New Jersey. **EDUCATION:** High school. **HOBBY:** Sailing. **BACKGROUND:** Veteran arranger, composer and conductor. Played with name band leaders such as Jerry Wald, Charlie Spivak and Tommy Dorsey. Big break was his million-seller arrangement of Mona Lisa for Nat King Cole. In addition to his own best sellers he has arranged and backed hit disks for such top artists as Frank Sinatra, Peggy Lee and Keely Smith. He recently signed with Reprise Records.

LATEST SINGLE: Ballad of Jed Clampett b/w Stoney Burke Theme (Capitol). **LATEST ALBUM:** Route 66 Theme and Other Great TV Themes—LP. **MILLION SELLER:** Lisbon Antigua.

★ THE RIVINGTONS

(Liberty) BO: Creative Artists Mgt., Robert Leonard

NAMES: "Rocky" Wilson, Jr., bass; Carl White, lead; Sonny Harris and Al Frazier. **HOME TOWN:** Wilson, Pensacola, Fla.; White, Dallas; Harris, Texas; Frazier, Calif. **BACKGROUND:** The boys started singing together in Los Angeles just for kicks till they met producers Jack Levy and Adam Ross who named the group the Rivingtons and helped them with their first success.

LATEST SINGLE: Mama-Oom-Mow-Mow b/w Waiting. **PREVIOUS HIT:** Pappa-Oom-Mow-Mow.

★ MARTY ROBBINS

(Columbia)

BIRTHDAY: Sept. 26, 1925. **HOME TOWN:** Glendale, Ariz. **EDUCATION:** High school. **HOBBIES:** Boxing, horseback riding. **BACKGROUND:** Radio, TV, personal appearances. Frequently appears on Grand Ole Opry.

LATEST SINGLE: Teenager's Dad b/w Cigarettes & Coffee Blues. **LATEST ALBUM:** Portrait of Marty. **MILLION SELLERS:** El Paso; A White Sport Coat. **PREVIOUS OR OTHER HITS:** Ruby Ann; Devil Woman; Don't Worry (Like All the Other Times); Five Brothers; Is There Any Chance; I Told My Heart; Big Iron; Singin' the Blues; Knee Deep in the Blues; The Story of My Life; Just Married; She Was Only Seventeen; Ballad of the Alamo.

★ JIMMIE RODGERS

(Dot) (Roulette) PM: Gabbe, Lutz, Heller & Loeb. BO: G.A.C.

BIRTHDAY: Sept. 18, 1933. **HOME TOWN:** Camas, Wash. **EDUCATION:** High school. **HOBBIES:** Piano, guitar. **BACKGROUND:** TV, films. **OTHER MUSICAL INTERESTS:** Songwriting, arranging.

LATEST SINGLE: Face in a Crowd b/w Lonely Hearts (Dot). **LATEST ALBUM:** 15 Million Sellers (Roulette). **PREVIOUS OR OTHER HITS:** Because b/w No One Will Ever Know (Dot); Wonderful You b/w Ring-a-Ling-a-Lario, Honeycomb; Secretly; Kisses Sweeter Than Wine.

★ TOMMY ROE

(ABC Paramount)

REAL NAME: Thomas David Roe. **AGE:** 20. **HOME TOWN:** Atlanta. **EDUCATION:** High school. **BACKGROUND:** Radio, TV, personal appearances. **OTHER MUSICAL INTERESTS:** Plays the guitar, songwriting.

LATEST SINGLE: Count on Me b/w The Folksinger. **LATEST ALBUM:** Tommy Roe. **PREVIOUS OR OTHER HITS:** Susie Darlin'; Sheila.

★ ROOFTOP SINGERS

(Vanguard) PM: Art D'Lugoff

NAMES: Erik Darling, leader; Lynne Taylor and Bill Svanoe. **BACKGROUND:** Darling, 29, was born and educated in Baltimore. He is a well-known folk balladeer, guitarist and banjoist. In 1956 he organized the Tarriers. Willard Svanoe was born January 16, 1938, in Wilmington, Del., and has been playing the guitar for more than seven years. Lynn Taylor Svanoe, 26, is a Pennsylvanian and has appeared extensively as a vocalist in leading night clubs and was once with the Benny Goodman Band. **OTHER MUSICAL INTERESTS:** Erik and Bill are both songwriters and arrangers. **CURRENT ACTIVITIES:** Night club appearances, tours and extensive TV appearances. **LATEST SINGLE:** Walk Right In b/w Coolwater. **LATEST ALBUM:** Walk Right In.

★ EDMUNDO ROS

(London)

REAL NAME: Edmundo Ros. **AGE:** Early 40's. **BIRTHPLACE:** Venezuela. **HOBBY:** Luxury cars. **BACKGROUND:** Ros left Venezuela to study at the Royal Academy of Music in London in 1937 and stayed to become London's "Samba King." His ork has played for the dancing pleasure of England's lords and ladies and for the Queen herself.

LATEST ALBUM: Edmundo Ros plays the Limbo. **PREVIOUS OR OTHER HITS:** Dance Again; Bongos From the South—LP's.

★ DAVID ROSE

(MGM)

AGE: 49. **HOME TOWN:** Chicago. **EDUCATION:** High school. **HOBBY:** Miniature trains. **BACKGROUND:** Born in London, England, but brought to this country at age of 3. Played piano with big name bands after high school. Arranged for major film studios. After World War II, formed own orchestra. Conductor on many network

radio-TV shows. Writes music rapidly, turning out as many as six compositions in single evening. **OTHER MUSICAL INTERESTS:** Conductor, composer, arranger, piano.

LATEST SINGLE: How the West Was Won b/w Whistle Bait. **LATEST ALBUM:** More, More, More of the Stripper. **MILLION SELLERS:** Calypso Melody; Holiday for Strings. **PREVIOUS OR OTHER HITS:** Like Young; The Stripper. The Stripper and Other Fun Songs for the Family—LP.

★ THE ROUTERS

(Warner Brothers) PM: Joe Saraceno

BACKGROUND: Joe Saraceno and Sid Sharp brought The Routers together. The combination of three amplified guitars, a tenor sax and wildly driving percussion made the first waxing for the five men a hit. **CURRENT ACTIVITIES:** Under the direction of their leader, Mike Gordon, the group is currently on a nationwide tour.

LATEST SINGLE: Let's Go. **LATEST ALBUM:** Let's Go.

★ RUBY & THE ROMANTICS

(Kapp) PM: Leroy Kirkland. BO: William Morris

NAMES: Ruby Nash, Edward Roberts, Ronald Mosley, Leroy Fann and George Lee. **HOME TOWNS:** All from Ohio except Alabamian George Lee. **AGES:** Early twenties. **HOBBIES:** Sewing (that's Ruby, of course) crossword puzzles, dancing, skating, songwriting, playing the piano and guitar. **BACKGROUND:** Group was known as Supremes when they worked together in Ohio. They met Ruby and integrated her into act. Allen Stanten, pop a&r director at Kapp, placed Ruby in lead and changed groups name to Ruby & The Romantics. Well rounded musically, they play instruments and write their own material.

LATEST SINGLE: Our Day Will Come. **LATEST ALBUM:** Our Day Will Come.

★ BOBBY RYDELL

(Cameo) PM: Frankie Day. BO: W.M.

REAL NAME: Robert Louis Ridarelli. **BIRTHDAY:** April 26, 1942. **HOME TOWN:** Philadelphia. **EDUCATION:** High school. **BACKGROUND:** Personal appearances. His name was given to him by Paul Whiteman when Bobby was a regular on his TV show for over a year. Announcer on show was Dick Clark. He's currently working on pilot of TV show, "Bobby Rydell's Show." **HOBBIES:** Jazz, swimming. **OTHER MUSICAL INTEREST:** Drums, fender bass, guitar. **NEW MOVIE:** Will shortly appear in first film, "The Hill Girl," also "Bye Bye Birdie."

LATEST SINGLE: Love is Blind b/w Butterfly Baby. **LATEST ALBUM:** All the Hits. **MILLION SELLERS:** Wild One; Little Bitty Girl; Volare; Ding-a-Ling; Swingin' School. **PREVIOUS OR OTHER HITS:** Goodtime Baby; Cherie; That Old Black Magic; We Got Love; I Dig Girls; Kissin' Time; Sway, Groovy Tonight; The Fish; Door to Paradise b/w I Want to Thank You; Jingle Bell Rock (with Chubby Checker); I've Got Bonnie. Chubby Checker and Bobby Rydell—LP.

★ NEIL SEDAKA

(RCA Victor) PM: Ben Sutter. BO: G.A.C.

BIRTHDAY: March 13, 1939. **HOME TOWN:** Brooklyn, N. Y. **EDUCATION:** High school, Juilliard. **HOBBIES:** Music. **BACKGROUND:** Radio, TV, personal appearances. **NEW MOVIE:** He will star in "Instant Love" with Rossano Brazzi and Rhonda Fleming. **OTHER MUSICAL INTEREST:** Songwriter.

LATEST SINGLE: Alice in Wonderland b/w Circulate. **LATEST ALBUM:** Neil Sedaka Sings His Greatest Hits. **PREVIOUS OR OTHER HITS:** Next Door to an Angel; Breaking Up Is Hard to Do; Little Devil; You Mean Everything to Me; Run, Samson, Run; Stairway to Heaven; Oh, Carol; The Diary; I Go Ape; Sweet Little You b/w I Found My World in You; Happy Birthday, Sweet Sixteen; King of Clowns.

★ DEL SHANNON

(Big Top) PM: Artists, Inc. BO: G.A.C.

BIRTHDAY: Dec. 31, 1939. **HOME TOWN:** Southfield, Mich. **EDUCATION:** High school. **HOBBIES:** His Thunderbird, fishing. **BACKGROUND:** Night clubs, personal appearances. Discovered by deejay Ollie McLaughlin of Station WHRV, Ann Arbor, Mich. **OTHER MUSICAL INTERESTS:** Plays guitar, songwriting. He wrote both lyrics and music of Runaway.

LATEST SINGLE: Two Kinds of Teardrops b/w Kelly. **LATEST ALBUM:** Little Town Flirt. **MILLION SELLER:** Runaway. **PREVIOUS OR OTHER HITS:** Little Town Flirt; Hats Off to Larry; So Long Baby; Hey Little Girl.

★ DEE DEE SHARP

(Cameo) PM: Henry Colt and Hal Mann. BO: G.A.C.

REAL NAME: Dione LaRue. **BIRTHDAY:** Sept. 9, 1945. **HOME TOWN:** Philadelphia. **EDUCATION:** Presently a junior in high school. **HOBBY:** Driving. **BACKGROUND:** Radio, TV, personal appearances. **OTHER MUSICAL INTEREST:** Plays piano.

LATEST SINGLE: Do the Birds b/w Lover Boy. **LATEST ALBUM:** Songs of Faith. **PREVIOUS OR OTHER HITS:** Ride; Gravy; Mashed Potato Time. It's Mashed Potato Time—LP's.

★ ALLAN SHERMAN

(Warner Bros.) PM: Bullets Durgom

AGE: 38. **HOME TOWN:** Chicago. **EDUCATION:** University of Illinois. **BACKGROUND:** Sherman, with a background as a special material writer, in 1951, helped dream up the idea for TV panel show "I've Got a Secret." He was the producer for six years. Other shows Sherman has written and produced: Broadway Open House, The Steve Allen Show, Masquerade Party and many others. He currently lives in Bel Air, Calif., with his wife and two children.

LATEST ALBUM: My Son the Celebrity". **HALF MILLION ALBUM SELLER:** My Son, the Folk Singer—LP.

★ THE SHERRYS

(Guyden) PM: M.W.B. Productions. BO: William Morris Agency

NAMES: Dinell, 17; Delphine, 18, and Dolores, 16. **HOME TOWN:** Philadelphia. **BACKGROUND:** Dinell and Delphine Cook are sisters and had sung together for two years under the coaching of their father, Joe Cook. Dolores joined the group and they made the customary rounds of the recording companies.

LATEST SINGLE: Let's Stomp Again b/w Sloptime. **LATEST ALBUM:** At the Hop With the Sherrys. **PREVIOUS HIT:** Pop Pop Pop Pie.

★ LALO SHIFRIN

(Audio Fidelity)

REAL NAME: Lalo Boris Shifrin. **AGE:** 30. **BORN:** Buenos Aires, Argentina. **EDUCATION:** 3 years at Paris Conservatory. **BACKGROUND:** Shifrin's musical background includes classical, jazz and pop. He is the winner of many musical awards and has earned musical plaudits on three continents. As jazz pianist, composer and arranger, he has worked with such people as Dizzy Gillespie, Count Basie, John Lewis and Xavier Cugat. This album on Audio Fidelity has placed him in the front ranks as a performing record artist.

LATEST ALBUM: Bossa Nova.

★ THE SHIRELLES

(Scepter) PM: Florence Greenburg. BO: Shaw

BIRTHDAYS: Addie Harris, Jan. 22; Shirley Owens, June 10; Doris Kenner, Aug. 2; Beverly Lee, Aug. 3. **HOME TOWN:** Passaic, N. J. **EDUCATION:** High school. **BACKGROUND:** Performed together in high school. Personal appearances. **OTHER MUSICAL INTEREST:** Songwriters.

LATEST SINGLE: Foolish Little Girl b/w Not For All the Money. **LATEST ALBUM:** The Shirelles Greatest Hits. **MILLION SELLERS:** Soldier Boy; Tonight's the Night; Dedicated. **PREVIOUS OR OTHER HITS:** Everybody Loves a Lover; Stop the Music; Mama Said; Dedicated to the One I Love; Tonight's the Night; Big John; A Thing of the Past; Baby It's You; Soldier Boy; Welcome Home Baby (all on Scepter); I Met Him on Sunday (on Decca).



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TODAY'S TOP RECORD TALENT

★ FRANK SINATRA

(Reprise) (Capitol)
PM: Hank Sanicola. BO: W.M.

BIRTHDAY: Dec. 12, 1917. **HOME TOWN:** Hoboken, N. J. **EDUCATION:** High school. **BACKGROUND:** Started career as band singer with Tommy Dorsey. Films, TV, night clubs. **NEW MOVIES:** "Come Blow Your Horn," "Manchurian Candidate." Was voted "Most Played" and "Favorite" Male vocalist of 1962 in Billboard's 15th Annual DJ Poll. Left Capitol to start his own label, Reprise.

LATEST SINGLE: Call Me Irresponsible b/w Tina. **LATEST ALBUM:** Sinatra/Basie (with Count Basie). **MILLION SELLERS:** Young at Heart (Capitol); All or Nothing at All (Columbia). **HALF MILLION SELLER:** I Remember Tommy. **OTHER HITS:** Granada; Second Time Around; Pocketful of Miracles (Reprise); Nice 'n' Easy; River, Stay Away From My Door; Talk to Me; White Christmas; I've Got a Crush on You; Night and Day; September Song; You'll Never Walk Alone; Chicago; All the Way; Nancy; Love and Marriage; Look to Your Heart; Ol' MacDonald (all on Capitol). Come Dance With Me; Only the Lonely; This Is Sinatra; Vols. 1 and 2; Come Fly With Me; Where Are You; A Swingin' Affair; Closer to You; Songs for Singing Lovers; Songs for Young Lovers; In the Wee Small Hours; Sinatra's Swingin' Session; Come Swing With Me; Point of No Return; Sinatra Sings . . . of Love and Things (all on Capitol). Ring-a-Ding Ding; Sinatra & Swingin' Brass; Sinatra Swings; Sinatra and Strings (all on Reprise)—LP's.

★ SMOTHERS BROTHERS

(Mercury) PM: Irv Marcus.
BO: William Morris Agency

BIRTHDAYS: Tom, 1937; Dick, 1938. **HOME TOWN:** Manila and Redondo Beach, California. **EDUCATION:** San Jose State College. **HOBBIES:** Skiing and Golf. **BACKGROUND:** Tom and Dick are sons of the late Major Thomas B. Smothers Jr., U. S. A., who was killed in a Japanese prisoner of war camp in Manila. The team made their debut at the Purple Onion in San Francisco. **OTHER MUSICAL INTERESTS:** Tom is a guitarist and Dick plays bass. The boys write and arrange their own musical and comedy routines. **CURRENT ACTIVITIES:** Guest appearances on Jack Paar, Steve Allen and Johnny Carson Show. College tours.

LATEST SINGLE: Fly Ezekel b/w They Call the Wind Maria. **LATEST ALBUM:** Think Ethnic. **PREVIOUS OR OTHER HITS:** Fly Ezekel & Down in the Valley—LP's.

★ BOB B. SOX & THE BLUE JEANS

(Phillys) PM: Lester Sill,
BO: William Morris Agency

AGE: 21. **EDUCATION:** High school. **HOME TOWN:** Los Angeles. **OTHER MUSICAL INTERESTS:** Piano. **CURRENT ACTIVITIES:** Cross-country tours.

LATEST SINGLE: Why Do Lovers Break Each Other's Hearts. **LATEST ALBUM:** Zippa De Do Dah. **PREVIOUS HIT:** Zip a De Do Dah.

★ SPRINGFIELDS

(Phillips)

NAMES: Tom Springfield, Dusty Springfield, Mike Pickworth (joined group Nov., 1962). Replacing Tim Field. **HOME TOWN:** All 3 born in West Hempstead, England. **EDUCATION:** High school. Tom Springfield is an accomplished linguist, composer-arranger. Mike Pickworth attended Ada Foster Theatrical School in London. **BACKGROUND:** Trio is one of Britain's top vocal groups. Radio, TV, personal appearances. Group sings in nine languages, write and arrange most of their songs. The Springfields made their first trip to the U. S. in December, 1962, where they recorded several singles and album for Phillips records. They were the first top English vocal-instrumental group to record in Nashville.

LATEST SINGLE: Island of Dreams b/w Foggy Mountain Top. **LATEST ALBUM:** Folk Songs From the Hills—The Springfields. **PREVIOUS OR OTHER HITS:** Silver Threads and Golden Needles.

★ CONNIE STEVENS

(Warner Bros.) PM: Bob Schiller. BO: M.C.A.

BIRTHDAY: Aug. 8, 1938. **HOME TOWN:** Brooklyn. **EDUCATION:** High school, Holly-

wood Professional School. **HOBBIES:** Dance, ice skating, horseback riding. **BACKGROUND:** Movie, TV, appear regularly on "Hawaiian Eye" TV series. Her latest film is Warner Bros. "Palm Springs Weekend."

LATEST SINGLE: Hey Good Lookin' b/w Nobody's Lonesome for Me. **LATEST ALBUM:** Hank Williams Song Book. **PREVIOUS OR OTHER HITS:** Mr. Songwriter; Kookie, Kookie, Lend Me Your Comb.

★ RAY STEVENS

(Mercury) PM: Bill Lowrey

AGE: 22. **HOME TOWN:** Clarksdale, Ga. **EDUCATION:** College. **HOBBIES:** Swimming, boating, water skiing. **BACKGROUND:** Became a deejay at the age of 15 and had his own TV show at 16. Radio, TV, personal appearances. **OTHER MUSICAL INTERESTS:** Plays piano, trumpet, sax, clarinet, bass, drums, tuba mellophone and violin. **Songwriter.**

LATEST SINGLE: Funny Man b/w Tragedies. **LATEST ALBUM:** 1,837 Seconds of Humor. **MILLION SELLER:** Ahab the Arab. **PREVIOUS OR OTHER HITS:** Santa Claus Is Watching You; Jeremiah Peabody's Poly Unsaturated Quick Dissolving Fast Acting Pleasant Tasting Green and Purple Pills.

★ SANDY STEWART

(Colpix) PM: Val Irving. BO: W.M.

BIRTHDAY: July 10. **HOME TOWN:** Philadelphia. **EDUCATION:** High school. **HOBBIES:** Knitting, sewing, swimming. **BACKGROUND:** Started singing professionally at 14. First big break was Eddie Fisher's Coke Time Show in 1955. Did the Galen Drake radio show for two years and sang on Garry Moore's morning show for a season. Was a regular on the Perry Como Show in 1961-'62. Has done summer stock and hopes to do films and Broadway shows.

LATEST SINGLE: Promise of Love b/w My Favorite Song. **LATEST ALBUM:** My Coloring Book. **PREVIOUS HIT:** My Coloring Book.

★ CARLA THOMAS

(Atlantic) PM: Jim Stewart. BO: Circle and National Artist Attractions

BIRTHDAY: December 21, 1942. **HOME TOWN:** Memphis. **EDUCATION:** Currently attending college. **BACKGROUND:** Gained experience appearing with her father, a local deejay in the Memphis area. Radio, TV, personal appearances.

LATEST SINGLE: I'll Bring It Home to You b/w I Can't Take It. **LATEST ALBUM:** Gee Whiz. **PREVIOUS OR OTHER HITS:** A Love of My Own; Gee Whiz.

★ SUE THOMPSON

(Hickory) PM: Hank Penny

REAL NAME: Eva Sue McKee. **BIRTHDAY:** July 19. **HOME TOWN:** Nevada, Mo. **BACKGROUND:** Radio, TV, personal appearances. Previously recorded for Mercury, Decca and Columbia Records. **OTHER MUSICAL INTEREST:** Plays guitar.

LATEST SINGLE: What's Wrong Bill? b/w I Need a Harbor. **LATEST ALBUM:** Golden Hits. **PREVIOUS OR OTHER HITS:** James (Hold the Ladder Steady); Have a Good Time; Sad Movies (Make Me Cry); Norman; Two of a Kind.

★ JOHNNY THUNDER

(Diamond) PM: VanKal Productions.
BO: William Morris

AGE: 22. **HOME TOWN:** Leesburgh, Fla. **EDUCATION:** High school and three years at college studying agriculture. **HOBBIES:** Collecting soap and match-box covers from all over the country. **BACKGROUND:** Thunder became interested in music at an early age as the only child of a devoted church going family. He was introduced on records by Teddy Vann and Phil Kahl of Diamonds Records.

LATEST SINGLE: The Rosy Dance b/w Rock-a-Bye My Darling. **LATEST ALBUM:** Loop De Loop. **PREVIOUS HIT:** Loop De Loop.

★ HERB ALPERT & TIJUANA BRASS

(A & M)

BIRTHDAY: March 31, 1935. **HOME TOWN:** Los Angeles, Calif. **COLLEGE:** University of Southern California. **BACKGROUND:** Alpert is a quadruple-threat man. He serves as a &R, producer for A & M Records, is a songwriter, arranger and plays the trumpet. **OTHER INTERESTS:** Alpert is partner and vice-president of A & M Records.

LATEST SINGLE: Marching Through Madrid. **LATEST ALBUM:** The Lonely Bull. **PREVIOUS HIT:** The Lonely Bull.

★ JOHNNY TILLOTSON

(Cadence) PM: Mel Shane

BIRTHDAY: April 20, 1939. **HOME TOWN:** Jacksonville, Fla. **EDUCATION:** College.

HOBBY: Collects records. **BACKGROUND:** Started singing at early age, made first professional appearance on local TV variety show. Radio, TV, personal appearances. **OTHER MUSICAL INTEREST:** Songwriting.

LATEST SINGLE: Out of My Mind b/w Empty Feeling. **LATEST ALBUM:** It Keeps Right on A-Hurtin'. **PREVIOUS OR OTHER HITS:** I Can't Help It (If I'm Still in Love With You); Lend Me the Pillow You Dream On; Jimmy's Girl Pledging My Love; Earth Angel; Why Do I Love You So; Never Let Me Go; Dreamy Eyes; True, True, Happiness; Poetry in Motion; Without You; It Keeps Right on A-Hurtin'.

★ MEL TORME

(Atlantic) PM: Mannie Greenfield

HOME TOWN: Chicago. **EDUCATION:** High school. **BACKGROUND:** Veteran show business personality Mel Torme has been successful in many phases of the business, including acting, films, radio and night clubs. At one time he had one of the hottest singing groups in the country known as the Mel-Tones. Torme has recorded numerous disks for Verve and Bethlehem, and is currently recording for Atlantic Records. **OTHER MUSICAL INTERESTS:** Playing drums, piano and writing hit tunes, The Christmas Song and Stranger in Town.

LATEST SINGLE: Cast Your Fate to the Winds b/w The Gift. **PREVIOUS HIT:** Comin' Home Baby.

★ THE TORNADOES

(London)

NAMES: Clem Cattini, George Bellamy, Heinz Burt, Roger La Vern, Alan Caddy. **HOME:** Great Britain. **AGES:** Early 20's. **BACKGROUND:** The group's first disk called "Telstar" was released first in England and then in the U. S. where they shot straight to the top.

LATEST SINGLE: Ridin' the Wind b/w The Breeze and I. **PREVIOUS HIT:** Telstar. Telstar—LP.

★ MARK VALENTINO

(Swan) PM: Bob Marcucci

REAL NAME: Anthony Busillo. **BIRTHDAY:** March 12, 1942. **HOME TOWN:** South Philadelphia. **EDUCATION:** High school. **HOBBIES:** Chemistry and guns. **BACKGROUND:** Valentino originally wanted to be a scientist, but as time went on his desire to make singing a career came out and fortunately his family encouraged him.

LATEST SINGLE: The Push and Kick b/w Walking Alone. **LATEST ALBUM:** Mark Valentino.

★ BILLY VAUGHN

(Dot) PM: Randy Wood

HOME TOWN: Glasgow, Ky. **EDUCATION:** College. **HOBBIES:** Baseball, golf, bowling, drawing. **BACKGROUND:** Won Billboard's 14th Annual Disk Jockey Poll as "Most Played Band" of 1961. **MUSICAL INTERESTS:** Writing, arranging, composing.

LATEST SINGLE: Release Me b/w Smoky Mountain Home. **LATEST ALBUM:** 1962's Greatest Hits. **HALF MILLION SELLERS:** Blue Hawaii; Sail Along Silvery Moon; Theme From a Summer Place; Other Great Themes. **MILLION SELLERS:** Sail Along Silvery Moon, U. S.; Sail Along Silvery Moon, Germany; Wheels, Germany; La Paloma, Germany. **PREVIOUS OR OTHER HITS:** A Swingin' Safari; Melody of Love; Blue Hawaii; Orange Blossom Special; Wheels; Blue Tomorrow. A Swinin' Safari; Blue Hawaii; Billy Vaughn Plays the Million Sellers; Sail Along Silvery Moon; The Golden Instrumentals; Golden Waltzes; Berlin Melody; Greatest String Band Hits; Chapel by the Sea—LP's.

★ BOBBY VEE

PM: Arnold Mills & Associates. BO: G.A.C.

REAL NAME: Bobby Velline. **BIRTHDAY:** April 30, 1943. **HOME TOWN:** Fargo, N. D. **EDUCATION:** College. **BACKGROUND:** Radio, TV, personal appearances. Originally sang with the Shadows who got their start when they filled in for the late Buddy Holly, Ritchie Valens and the Big Bopper, who died in a plane crash.

LATEST SINGLE: The Night Has a Thousand Eyes b/w Anonymous Phone Call. **LATEST ALBUM:** The Night Has a Thousand Eyes. **PREVIOUS OR OTHER HITS:** Punish Her; Sharing You; Please Don't Ask About Barbara; Run to Him; Walkin' With My Angel; Take Good Care of My Baby; How Many Tears; Stayin' In; More Than I Can Say; Rubber Ball; Suzy Baby; What Do You Want; Since I Met You Baby; Devil or Angel. Bobby Vee's Golden Greats; Bobby Vee Meets the Crickets; Bobby Vee—LP's.

★ THE VENTURES

(Dolton)

NAMES: Don Wilson, Bob Bogle. **BIRTHDAYS:** Don, February 10, 1937; Bob, January 16, 1947. **HOME TOWN:** Don, Tacoma, Wash.; Bob, Portland, Ore. **EDUCATION:** High school. **HOBBIES:** Don, wrestling, fishing; Bob, football, motorcycle racing. **BACKGROUND:** Radio, TV, personal appearances. **OTHER MUSICAL INTERESTS:** Both play guitar.

LATEST SINGLE: The 2,000-Pound Bee (Parts 1 & 2). **LATEST ALBUM:** The Ventures Play Telexstar; The Lonely Bull and Others. **PREVIOUS OR OTHER HITS:** Walk, Don't Run; Perfidia; Lullaby of the Leaves; Ram-Bunk-Shush. Mashed Potatoes & Gravy; Twist with the Ventures; The Ventures Twist Party, Vol. 2—LP's.

★ BOBBY VINTON

(Epic) PM: Floyd Ackerman. BO: G.A.C.

REAL NAME: Stanley Robert Vinton. **BIRTHDAY:** April 16. **HOME TOWN:** Canonsburg, Pa. **EDUCATION:** High school. **HOBBIES:** Sports, particularly baseball. **BACKGROUND:** Organized his first band in high school and later began to sing with the band. Epic signed him to a contract after hearing some of his recorded tapes. Radio, TV, films, theater, personal appearances. Won Billboard's 15th Annual DJ Poll as Most Promising Male Vocalist.

LATEST SINGLE: Faded Pictures b/w Over the Mountain (Across the Sea). **LATEST ALBUM:** The Greatest Hits of the Golden Groups. **PREVIOUS OR OTHER HITS:** Trouble Make Up; I Love You the Way You Are; Is My Middle Name b/w Let's Kiss and Make Up; Rain, Rain Go Away.

★ JERRY WALLACE

(Challenge) PM: Speed Kopp.
BO: Marty Landau

AGE: 29. **HOME TOWN:** Los Angeles, Calif. **EDUCATION:** High school. **HOBBIES:** Cooking, horseback riding, swimming. **BACKGROUND:** Born in Kansas City, Mo., Jerry keeps himself on the go with night club appearances.

LATEST SINGLE: On a Merry-Go-Round. **LATEST ALBUM:** Jerry Wallace; Shutter & Boards; Other Great Country Hits. **PREVIOUS OR OTHER HITS:** Primrose Lane; Shutter & Boards.

★ RUSTY WARREN

(Jubilee) PM: Stanford Zucker

AGE: 30. **HOME TOWN:** Milton, Mass. **EDUCATION:** High school and New England Conservatory of Music. **BACKGROUND:** Only in recent years did Miss Warren turn to comedy. Originally she studied to be a concert pianist. Night clubs, personal appearances. **OTHER MUSICAL INTERESTS:** Plays piano.

LATEST ALBUM: Rusty in Orbit (LP 2044). **HALF MILLION SELLERS:** Songs for Sinners; Knockers Up; Sensational; Rusty Bounces Back.

★ DIONNE WARWICK

(Scepter) PM: B. Bacharach. BO: G.A.C.

AGE: 22. **HOME TOWN:** East Orange, N. J. **EDUCATION:** East Orange High School and Hartt College of Music, Conn. **BACKGROUND:** Dionne sang background for many top singers and groups before doing a single. **CURRENT ACTIVITIES:** Night clubs and tours.

LATEST SINGLE: Empty Place b/w Wishin' & Hopin'. **LATEST ALBUM:** Presenting Dionne Warwick. **PREVIOUS HIT:** Don't Make Me Over.

★ DINAH WASHINGTON

(Mercury) (Roulette) BO: A.B.C.

REAL NAME: Ruth Jones. **HOME TOWN:** Chicago. **BACKGROUND:** Sang and directed church choir. Band vocalist with Lionel Hampton at 19. Night clubs, theaters.

LATEST SINGLE: You're a Sweetheart b/w It's a Mean Old Man's World (Roulette). **LATEST ALBUM:** This Is My Story (Mercury). **MILLION SELLER:** Baby (with Brook Benton) (Mercury). **PREVIOUS OR OTHER HITS:** This Bitter Earth; It Could Happen to You; What a Difference a Day Makes; Unforgettable; A Rockin' Good Way (with Brook Benton); Love Walked In; Early Every Morning; September in the Rain (all on Mercury); Where Are You. Dinah '62 (on Roulette)—LP.

★ LAWRENCE WELK

(Dot) PM: Gabbe Lutz, Heller & Loeb

BIRTHDAY: March, 1903. **HOME TOWN:** Strausburg, N. D. **HOBBIES:** Golf, reading. **BACKGROUND:** Veteran band leader. Scored smash success in TV in early '50's. TV show on ABC-TV Ballrooms, concerts. **MUSICAL INTEREST:** Accordion.

LATEST SINGLE: Zero Zero b/w Night Theme. **LATEST ALBUM:** 1963's Early Hits. **HALF MILLION SELLER:** Calcutta. **MILLION SELLER:** Calcutta. **PREVIOUS OR OTHER HITS:** Baby Elephant Walk; Yellow Bird; Last Date. Lawrence Welk's Baby Elephant Walk; Theme From the Brothers Grimm; Yellow Bird; Last Date; Moon River; Young World (all on Dot); Say It With Music; Bubbles in the Wine; Favorite Waltzes (all on Coral)—LP's.

★ MARY WELLS

(Motown) PM: Berry Gordy Jr.

EDUCATION: High school. **HOBBIES:** Working for Muscular Dystrophy Fund, tennis, dancing.

LATEST SINGLE: Laughing Boy b/w Two Wrongs Don't Make a Right. **LATEST ALBUM:** The One Who Really Loves You. **PREVIOUS OR OTHER HITS:** Two Lovers; You Beat Me to the Punch; Bye Bye Baby; I Don't Want to Take a Chance; The One Who Really Loves You.

★ ANDY WILLIAMS

(Columbia) (Cadence) BO: G.A.C.

BIRTHDAY: December 3, 1930. **HOME TOWN:** Wall Lake, Iowa. **EDUCATION:** High school. **HOBBIES:** Traveling, reading (non-fiction), tennis, art collecting. **BACKGROUND:** Started career as member of Williams Brothers. Worked in Kay Thompson's night club act. Went out as a single in 1952. Was on Steve Allen's "Tonight" TV show for two and a half years. Star of his own weekly NBC-TV show. Night clubs. Recently signed with Columbia.

LATEST SINGLE: I Just Can't Get Used to Losing You b/w Days of Wine and Roses (Columbia). **LATEST ALBUM:** Million Seller Songs (Cadence). **MILLION SELLER:** Moon River (Columbia). **PREVIOUS OR OTHER HITS:** Don't You Believe It (Columbia); Village of St. Bernadette; Hawaiian Wedding Song; Butterfly; Baby Doll; Canadian Sunset; Lips of Wine; Promise Me Love; Are You Sincere?; Lonely Street; Wake Me When It's Over; Bilbao Song (all on Cadence); Stranger on the Shore; Warm and Willing (both on Columbia); Danny Boy and Other Songs I Love to Sing (on Columbia)—LP's.

★ ROGER WILLIAMS

(Kapp) PM: Walter Kramme

HOME TOWN: Des Moines, Iowa. **EDUCATION:** College, Masters and Doctorate in Music. **BACKGROUND:** Got his start after winning the Arthur Godfrey "Talent Scouts" Show, radio, TV, concerts.

LATEST SINGLE: On the Trail b/w Walking Alone. **LATEST ALBUM:** Roger Williams Country Style. **HALF MILLION SELLERS:** Roger Williams Greatest Hits; Near You; Almost Paradise; Songs of the Fabulous '50's. **MILLION SELLERS:** Autumn Leaves, Till. **PREVIOUS OR OTHER HITS:** Maria, Mr. Piano; Two Different Worlds; The Tumbling Tumbleweeds; Young and Warm and Wonderful; The World Outside; Songs of the Fabulous Forties; The Fabulous Century; Temptation; Songs of the Soaring '60's; Maria; Roger Williams' Greatest Hits—LP's.

★ MARIAN WORTH

(Columbia) PM: Happy Wilson

HOME TOWN: Madison, Tenn. **EDUCATION:** High school. **HOBBIES:** Fishing. **CURRENT ACTIVITIES:** Appearances on Grand Ole OP'ry radio show, Nashville.

LATEST SINGLE: Shake Me, Squeeze Me, I Cry.

★ TIMI YURO

(Liberty) PM: Martin Machat

REAL NAME: Rosemarie Yuro. **BIRTHDAY:** August 4, 1941. **HOME TOWN:** Los Angeles. **EDUCATION:** High school. **BACKGROUND:** Started singing in floorshows in her mother's Italian restaurant in Los Angeles.

LATEST SINGLE: Insult to Injury b/w Just About the Time. **LATEST ALBUM:** The Best of Timi Yuro. **PREVIOUS OR OTHER HITS:** The Love of a Boy; What's a Matter Baby (Is It Hurting You); Hurt; Smile.

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Billboard HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la fama)

This Week	Last Week	Title	Artist
1	1	LIMBO ROCK	Chubby Checker (Fermata); Jackie (CBS)—Mann-Fermata
2	2	DAME FELICIDAD	Enrique Guzman (CBS); Siro San Roman (Music Hall)—Korn
3	4	ESO BESO	Paul Anka (Victor); Eduardo Cortes (CBS)—Spanka-Fermata
4	3	SPEEDY GONZALES	Pat Boone (Dot-Music Hall); David Dante (Victor); Jackie (CBS); Pepino di Capri (Odeon)—Budd-Fermata
5	5	PORQUE LA QUISE TANTO	Miguel Montero-Mariano Mores (Odeon)—Newman
6	10	MUNDO CRUEL	Enrique Guzman (CBS); Aki Along (Music Hall); Pepino di Capri (Odeon)—Fermata
7	—	SE HA PUESTO EL SOL	Adriano Celentano (Fermata); Siro San Roman (Music Hall)—Fermata
8	6	DARLIN	Paul Evans (Kapp-Tonodisc)—Fermata
9	9	PORQUE ME DEJAS	Gilbert Becaud (Odeon); Lucho Gatica (Odeon); Los Cinco Latinos (CBS); Los Abriles (Phillips)—Smart
10	8	EL BARQUITO	Joao Gilberto (Odeon)

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)—Tucon
2	1	FROM A JACK TO A KING	Ned Miller (W & G)—Alberts
3	3	WALK LIKE A MAN	The 4 Seasons (Festivals)—No publisher
4	7	HEY PAULA	Paul and Paula (Phillips)—Chappells
5	6	TELL HIM	The Exciters (UA)—Chappells
6	—	TELSTAR	The Tornadoes (Decca)—Reg Connelly
7	—	NORTHERN TERRITORY	Andy Sunstorm (CBS)—Southern
8	12	IN DREAMS	Roy Orbison (London)—Acuff-Rose
9	8	BALLAD OF LOVERS HILL	Teresa Brewer (Phillips)—Leeds
10	10	MAGIC STAR	Margie Singleton (Phillips)—Essex
11	—	DANCE ON	The Shadows (Columbia)—Alberts
12	11	LET'S LIMBO SOME MORE	Chubby Checker (Columbia)—Belinda
13	—	BACHELOR BOY	Cliff Richard (Columbia)—Allans
14	2	RUBY BABY	Dion (CBS)—Belinda
15	5	RETURN TO SENDER	Elvis Presley (RCA)—Belinda

BRITAIN

(Courtesy New Musical Express, London)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SUMMER HOLIDAY	Cliff Richard (Columbia)—Elstree Music
2	5	FOOT TAPPER	Shadows (Columbia)—Elstree Music
3	2	PLEASE PLEASE ME	Beatles (Parlophone)—Dick James Music
4	3	LIKE I'VE NEVER BEEN GONE	Billy Fury (Decca)—Shapiro-Bernstein
5	4	THAT'S WHAT LOVE WILL DO	Joe Brown (Piccadilly)—Jack Good Music
6	6	THE NIGHT HAS A THOUSAND EYES	Bobby Vee (Liberty)—Aberbach
7	9	ISLAND OF DREAMS	Springfields (Phillips)—Chappell
8	10	CHARMAINE	Bachelors (Decca)—Keith Prowse
9	20	FROM A JACK TO A KING	Ned Miller (London)—Palace Music
10	8	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—Helen Range Music
11	14	RHYTHM OF THE RAIN	Cascades (Warner Bros.)—E. H. Morris
12	7	THE WAYWARD WIND	Frank Ifield (Columbia)—Lafleur

13	13	TELL HIM	Billie Davis (Decca)—Mellin Music
14	11	HEY PAULA	Paul and Paula (Phillips)—One four two Music
15	18	BROWN EYED HANDSOME MAN	Buddy Holly (Coral)—Jewel Music
16	16	SAY WONDERFUL THINGS	Ronnie Carroll (Phillips)—Mutual Music
17	—	HOW DO YOU DO IT?	Gerry and the Pacemakers (Columbia)—Dick James Music
18	—	ROBOT	Tornadoes (Decca)—Ivy Music
19	12	LOOP DE LOOP	Frankie Vaughan (Phillips)—Chappell
20	—	LET'S TURKEY TROT	Little Eva (London)—Aldon Music
21	15	DIAMONDS	Jet Harris-Tony Meehan (Decca)—Francis, Day & Hunter
22	19	CUPBOARD LOVE	John Leyton (HMV)—Essex Music
23	30	IN DREAMS	Roy Orbison (London)—Chappell
24	21	WALK RIGHT IN	Rooftop Singers (Fontana)—Southern Music
25	—	SO IT ALWAYS WILL BE	Everly Brothers (Warner Bros.)—Leeds
26	—	THE FOLK SINGER	Tommy Roe (HMV)—Shapiro-Bernstein
27	25	HI-LILI, HI-LO	Richard Chamberlain (MGM)—Robbins Music
28	—	COUNT ON ME	Julie Grant (Pye)—Welbeck Music
29	—	GOOD GOLLY MISS MOLLY	Jerry Lee Lewis (London)—Venice Music
30	28	OLD SMOKY LOCOMOTION	Little Eva (London)—Aldon Music

DENMARK

This Week

1	1	TA' MED UD A FISK	Gitte (HMV)—Imudico
2	2	SKIP TO MY LOU	Nat King Cole (Capitol)
3	3	LESSON ONE	Russ Conway (Columbia)
4	4	KISS ME QUICK	Elvis Presley (RCA)—Belinda
5	5	DANSEVISE	Grethe & Jorgen Ingmann (Metronome)—Mork
6	6	SUMMER HOLIDAY	Cliff Richard (Columbia)—Dacapo
7	7	EN HAR MIT HJERTE	Gustav Winckler (Tono)—Winckler
8	8	HEY! PAULA	Paul & Paula (Fontana)—Multitone
9	9	LIMBO ROCK	Chubby Checker (Karussell)—Benz
10	10	I SAW LINDA YESTERDAY	Dickey Lee (Phillips)—Benz

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	Title	Artist
1	2	SUMMER HOLIDAY	Cliff Richard (Columbia)—Elstree
2	3	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—17 Savile Row
3	1	THAT'S WHAT LOVE WILL DO	Joe (Piccadilly)—Jack Good
4	4	FROM A JACK TO A KING	Ned Miller (London)—Alberts
5	10	FOOT TAPPER	The Shadows (Columbia)—Elstree
6	8	ISLAND OF DREAMS	The Springfields (Phillips)—Chappell
7	5	ALL ALONE AM I	Brenda Lee (Brunswick)—Leeds
8	6	THE WAYWARD WIND	Frank Ifield (Columbia)—Lafleur
9	—	LIKE I'VE NEVER BEEN GONE	Billy Fury (Decca)—Shapiro-Bernstein
10	7	LITTLE TOWN FLIRT	Del Shannon (London)—Vicki

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SOEUR BLESSE	Petula Clark (Vogue)—Acuff-Rose
2	2	EENZAAM ZONDER JOU	Will Tura (Palette)—Top Music
3	3	CRYING IN THE WIND	Paul Anka (RCA)—Spanka

4	5	JUNGE, KOMM BALD WIEDER	Freddy (Polydor)—Bens
5	4	THE NEXT TIME/BACHELOR BOY	Cliff Richard (Columbia)
6	9	SANS-TOI MAMIE	Adamo (HMV)—Rudo
7	6	RETURN TO SENDER	Elvis Presley (RCA)—Belinda
8	7	ESO BESO	Paul Anka (RCA)—Spanka
9	—	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)—Belinda
10	12	CATOOTJE	Wim Sonneveld (Phillips)

FRANCE

This Week Last Week

1	1	TOUS LES GARCONS ET LES FILLES/J'SUIS D'ACCORD	Francoise Hardy (Vogue)
2	4	ON TWISTE SUR LE LOCOMOTION	Richard Anthony (Columbia)
3	2	RIDIN' THE WIND/TELSTAR	The Tornadoes (Decca)
4	—	BELLES, BELLES, BELLES	Claude Francois (Fontana)
5	—	VOUS SOUVENEZ-VOUS/SHEILA	Lucky Blondo (Fontana)
6	5	LA BAGARRE/L'IDOLE DES JEUNES	Johnny Hallyday (Phillips)
7	—	JE T'ATTENDS	Charles Aznavour (Barclay)
8	6	OUI JE T'AIME/NE PENSE QU'A L'AMOUR	Eddy Mitchell (Barclay)
9	7	A MALYPENSE/POUR UNE AMOURETTE	Leny Escudero (Bel Air)
10	10	GALLITO/NON MONSIEUR	Los Machucambos (Decca)

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

This Week	Last Week	Title	Artist
1	4	ICH KAUF MIR LIEBER TIROLERHUT	Billy Mo (Decca)—Busse
2	1	CASANOVA BACIAMI	Petula Clark (Deutsche Vogue)—Montana
3	2	JUNGE, KOMM BALD WIEDER	Freddy (Polydor) Sikorski/Esplanade
4	3	GAUCHO MEXICANO	Renate and Werner Leismann (Ariola); Jack Buck (Warner Bros.)—Melodie der Welt
5	10	HOCHHEIT IN LOUISIANA	Caterina Valente (Decca)—Intro
6	13	MADDALENA	Rex Gildo (Electrola)—Gerig
7	17	PEPINO (PEPINO THE ITALIAN MOUSE)	Vico Torriani (Decca)—Stahl
8	—	WINI-WINI	Die Tahiti Tamoures (Polydor)—Nero
9	5	BONANZA	Ralf Paulsen (Electrola)—Chappell
10	—	WENN ERST DER ABEND KOMMT	Peter Alexander (Polydor)—Aberbach
11	7	WENN DU GEHST	Connie Francis (MGM)—Viktoria
12	6	ESO BESO	Paul Anka (RCA)—Spanka
13	—	KLEINE MOONLIGHT LADY	Ted Herold (Polydor)—Aberbach
14	11	MASKENBALL BEI SCOTLAND YARD	Bill Ramsey (Columbia)—Gerig; HALLO BOSS—Bill Ramsey (Columbia)—Gerig
15	8	DER KING	King of the Whole Wide World—Die Missouri (Telefunken); Elvis Presley (RCA)—Aberbach
16	19	TRAUMEN, IST DAS NICHT WUNDERSCHON	Grit van Hoog (Telefunken)—Hi-Fi
17	9	HELLO BOY	Grethe Ingmann (Metronome)—Intro
18	12	FUR GABY TU' ICH ALLES	Gerd Botthcher (Decca)—Budde; DU SCHAUST MICH AN/SHE'S NOT YOU—Gerd Botthcher (Decca); Elvis Presley (RCA)—Aberbach
19	—	LUP-DI-LU	Caterina und Silvio (Decca)
20	—	MR. CASANOVA	Siw Malmkvist (Metronome)—Montana

HOLLAND

(Courtesy Platennieuws, Amersfoort)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	BACHELOR BOY/THE NEXT TIME	Cliff Richard (Columbia)—Basart
2	2	CATOOTJE	Wim Sonneveld (Phillips)—Basart
3	3	LIMBO ROCK	Chubby Checker (Cameo/Parkway)—Bens Benelux
4	4	JUNGE, KOMM BALD WIEDER	Freddy (Polydor)—Bens/Altona
5	5	BLUME VON TAHITI	Gert Timmerman (Telefunken)—Holland Music
6	6	SOERABAYA	Anneke Gronloh (Phillips); Imca Mařina (Imperial)—Basart
7	7	LET'S DANCE	Chris Montez (London)—Chappell
8	8	DANCE ON	The Shadows (Columbia)
9	9	PARADISO	Anneke Gronloh (Phillips)—Altona
10	10	MONSIEUR	Petula Clark (Imperial)—Basart

HONG KONG

This Week Last Week

1	1	ONE BROKEN HEART FOR SALE	Elvis Presley (RCA)
2	2	A LITTLE BIT OF SOAP	The Fabulous Echoes (Diamond)
3	3	LET'S LIMBO SOME MORE	Chubby Checker (Parkway)
4	—	CRYING IN THE WIND	Paul Anka (RCA)
5	4	RHYTHM OF THE RAIN	The Cascades (Warner Bros.)
6	—	BOSS GUITAR	Duane Eddy (RCA)
7	9	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)
8	—	THE BREEZE AND I	The Shadows (Columbia)
9	7	RUBY BABY	Dion (CBS)
10	—	BACHELOR BOY	Cliff Richard (Columbia)

HUNGARY

(All recordings on the Qualiton label)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	UGYF TE IS AKAROD	Katalin Sarosi—Editio Musica
2	1	SPEEDY GONZALES	Ines Taddio—Budd, New York
3	4	COLORADO TWIST	Marta Zarai
4	3	KIT ERDEKEL	Janos Koos Editio Musica
5	5	RITMUS 1963	Koltai-Papp Combo—Editio Musica
6	—	GUITAR TWIST	Janos Vamosi
7	8	TWIST	Thomas Balassa and His Band—Editio Musica
8	6	QUANDO, QUANDO, QUANDO	Maria Zarai—Ritmi et Canzoni
9	—	HOLD RAGYOG A DUNAN	Erzsi Szanto—Editio Musica
10	10	SZERELMED LASSU VIZ	Lehel Nemeth—Editio Musica

INDIA

(Courtesy The Voice, Calcutta)

This Week	Last Week	Title	Artist
1	1	THE NEXT TIME	Cliff Richard
2	2	THE LONELY BULL	The Tijuana Brass featuring Herb Alpert
3	3	DEAR LONELY HEARTS	Nat King Cole
4	4	RHYTHM OF THE RAIN	The Cascades
5	5	MARIA (C.C.C.)	Pepe Jaramillo
6	6	I'VE CRIED BEFORE	The 4 Seasons
7	7	NO ONE CAN MAKE MY SUNSHINE SMILE	Everly Brothers
8	8	SPEEDY GONZALES	Pat Boone
9	9	ROSES ARE RED	My Love—Bobby Vinton
10	10	TELSTAR	The Tornadoes

ISRAEL

(Courtesy Kol Israel Broadcasting)

This Week	Last Week	Title	Artist
1	5	WALK RIGHT IN	The Rooftop Singers (Vanguard)—Reyerson/BMI
2	1	FLY ME TO THE MOON	Alma Cogan (Columbia)—Essex Music
3	6	QUANDO CALIENTA EL SOL	Ramuncho (Phillips)—Del Sur
4	10	HEY PAULA	Paul & Paula (Phillips)—LeBill-Marbill/BMI
5	7	THE WAYWARD WIND	Frank Ifield (Columbia)—Lafleur Music

6	2	ISLAND OF DREAMS	The Springfields (Phillips)—Chappell & Co.
7	—	SUMMER HOLIDAY	Cliff Richard (Columbia)—Elstree Music
8	—	LOOP DE LOOP	Frankie Vaughn (Phillips)—Peter Maurice
9	—	THE NIGHT HAS A THOUSAND EYES	Bobby Vee (Liberty)—Mabs Music Co., ASCAP
10	—	FROM A JACK TO A KING	Ned Miller (Eabor)—Dandelion Music

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week	Title	Artist
1	3	COME TE NON C'E' NESSUNO	Rita Pavone (RCA)
2	2	GIOVANE GIOVANE	Pino Donaggio (Columbia); Cocki Mazzetti (Primary)
3	1	UNO PER TUTTE	Tony Renis (VdP); Emilio Pericoli (Ricordi)
4	6	FATTI MANDARE DALLA MAMMA	Gianni Morandi (RCA)
5	5	CHARIOT	Betty Curtis (CGD); Petula Clark (Vogue); Franck Pourcel (VdP)
6	9	IL CLOWN	Nini Rosso (Sprint)
7	4	AMOR MON AMOUR MY LOVE	Claudio Villa (Cetra)
8	7	RICORDA	Milva (Cetra); Ornella Vanoni (Ricordi)
9	11	BACI	Remo Germani (Jolly)
10	8	LA PARTITA DI PALLONE	Rita Pavone (RCA)
11	15	ROBERTA	Peppino Di Capri (Carisch)
12	—	AMORE FERMATI	Fred Bongusto (Primary)
13	—	ALLA MIA ETA	Rita Pavone (RCA)
14	13	TOPOLINO	Gil Fields (Derby)
15	—	TONIGHT/MARIA	Col. son. or. (CBS)

MEXICO

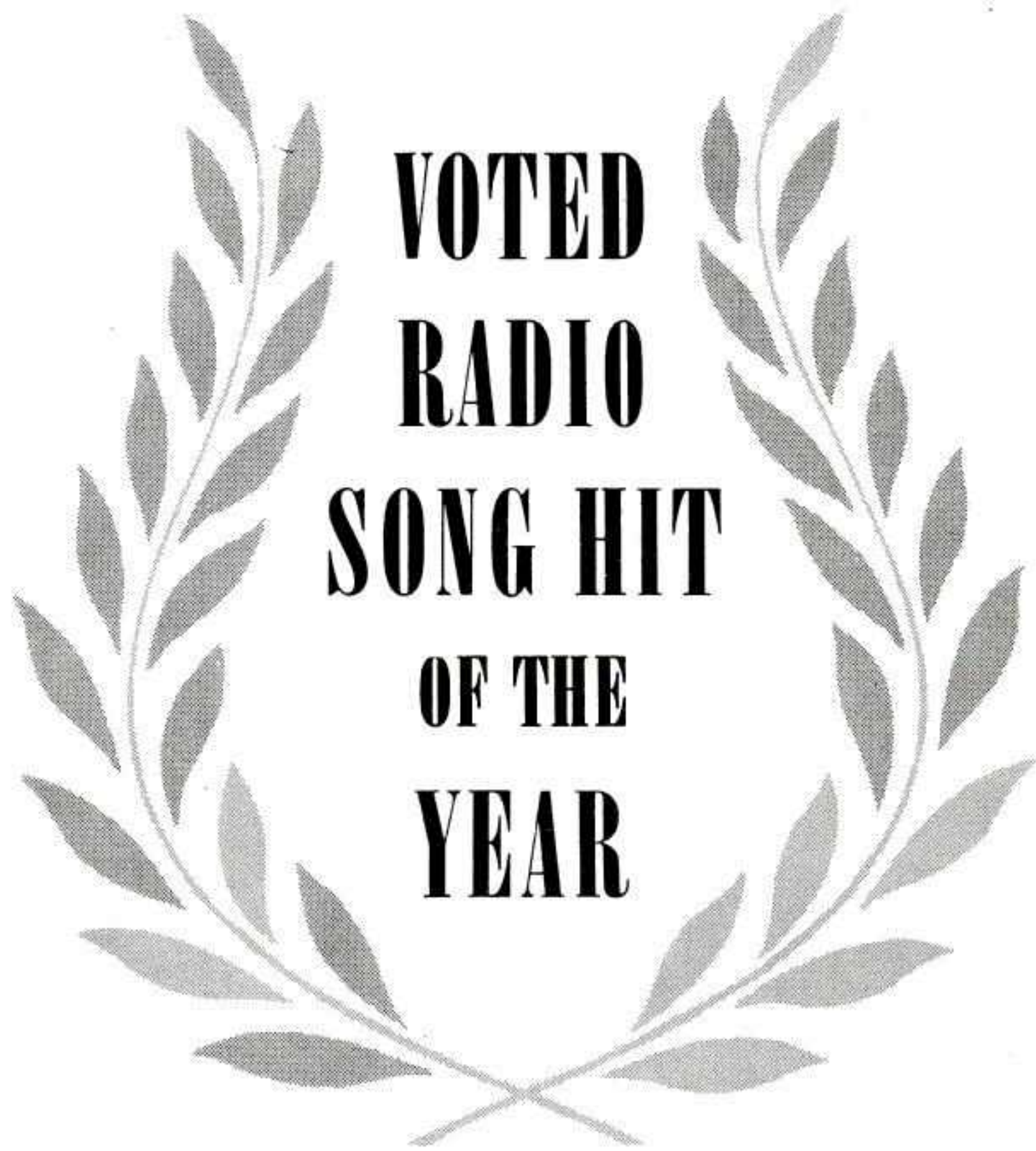
(Courtesy Audiomusica, Mexico)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	AL DI LA	Emilio Pericoli (Warner Bros.)—Emmi
2	2	CORAZON DE ACERO	Sonora Santanera (CBS)—Emmi
3	4	COSAS (Things)	Oscar Madrigal (Gamma)—Pending
4	5	YA NO (I Know)	Rebeldes del Rock (Orfeon)—Pending
5	—	LLEGO BORRACHO	J. A. Jimenez (RCA)—Emmi
6	6	PA TODO EL ANO	J. A. Jimenez (RCA)—Emmi
7	—	CAMINA DERECHITO	Walk Right In—Oscar Madrigal (Gamma)—Pham
8	—	HULA, HULA TWIST	Irving Fields (Tizoc)—Pending
9	3	EL LADRON	Sonora Santanera (CBS)—Reimsa
10	7	VENUS	Santo y Johnny Farina (Gamma)—Pham

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SUMMER HOLID	



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International NEWS REPORTS

Pye Closes Australia Disk Division

SYDNEY—A shock came to the industry here when Pye Electrical Industries announced the closing of its record division. Radio Corporation (Melbourne) will take over all labels which were controlled by Pye Records in Australia. Labels affected in the take-over include the English Pye disks, which will

now be released on Astor Records.

Colpix, under the new set-up, will have its own logo, as will Reprise. The Crown Record catalog will continue to be released on the supermarket line, Goldengroove Records. With the added labels, which come into effect from April 1, Radio Corporation will have a solid foundation within the record industry as they also release Verve, HiFi, Vanguard, Twin Hits and a number of South American labels.

ARGENTINA

LP at \$1.40 Hits; New Release Out

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

Travellers Record industry executives visited Buenos Aires: Lee Shapiro, Co-ordinator Domestic Merchandising, Licensee Catalogs, International Liaison Department of RCA Victor U.S.A., made a selection of the latest recordings made in Argentina for the international repertory of his company. . . . Harvey Schein, Columbia international chief, was here for a few days, and was introduced to the press at a farewell cocktail party for Peter De Rougemont, who takes charge of the European scene for Columbia.

Brazilian Embassy in Buenos Aires—On occasion of the releasing of the RGE records in Argentina, Producciones Fermata of Buenos Aires played host to Jose Scatena, president of the Brazilian label, who traveled with a delegation of artists, such as Helena De Lima, Agostinho Dos Santos and Miltonho, who made star performances on TV channel 13 and Radio Belgrano, presenting the first records of that label.

Second long play of the Club del Clan—In view of the smash hit made by the long play "El Club del Clan" (RCA), sold at a promotional price of \$1.40, a second volume has been released with local artists only in international repertory compositions. Artists are Palito Ortega, Johnnie Tedesco, Violeta Rivas, Jolly Land, Raul Lavie. . . . CBS has released a ranking of the most requested artists of the moment in their catalog: Enrique Guzman, Jackie, Los Cinco Latinos, Los Panchos, Javier Solis, Cuarteto Leo, Los Ginn Fizz, Ricardo Roda, Roberto Yanes. . . . New Microfon long-play records: "Percussive big band jazz," with the Bobby Christian's orchestra, "Lionel" by Lionel Hampton's band and "Bossa Nova" with Lalo Schiffrin.

Composition arising to fame—"Se ha puesto el sol" (Si e spento il sole) by Adriano Celentano (Fermata), also with Spanish lyrics by Siro San Roman (Music Hall). . . . Another title requested by the public, "Adios mundo cruel" (Goodbye Cruel World) by the Mexican Enrique Guzman (CBS), Aki Along (Music Hall) and Peppino Di Capri (Odeon).



COUPLE OF WINNERS: Swedish singer Elga Anderson gets bussed by U. S.-French favorite Eddie Constantine on occasion of their German hits on Philips, "Marcel," by Carlos Diernhammer and Walter Leissle, and "Fluester Tango," by Carl Koetz and Hans Werner-Carl Seefeld.

of Brisbane. The number was penned by Blanch and Jim Wesley and the disk was produced in Melbourne by Jack Varney.

All members of the Johnny Hawker band are thrilled with the four-star review in Billboard of their single, "Java." Sales reaction of this disk in Australia has been very steady since it was released in January.

Festival Records recently hit the Aussie market with a broadside of hits, mainly Australian compositions by artists in their roster and Festival engineers have achieved new sounds with the installation of new recording equipment. The new equipment consists of Newman microphones, the latest model Ampex tape recorders, and limiters and frequency benders. The main studios have been renovated and made acoustically correct to take the new equipment. Disks released with the new sound include Noleen Batley's "Ten Lonely Weekends," Lucky Starr's "Honey Darlin'," Warren Williams' "Heartache Queen" and many others.

Sven Libeak, a.&r. manager of CBS, has stated that his company has signed jazz pianist Bryce Rohde and his quartet to a five-year contract. An album is now being prepared for a rush release in early April. Johnny Rebb, who has just returned home after a successful two-month tour of Japan, is cutting a new single for CBS, "Don't Got Over It," backed by the Eddie Hodges' single, "Secrets," which did not succeed when released. It is hoped that the rendition by Rebb may have what is required to make this number a hit in Australia. . . . Allan Freeman, a.&r. manager for English Pye Records, is spending a vacation in Sydney and is hoping to pick up a couple of new songs to take back home with him when he returns to London.

Jack Argent of Leeds Music says there has been a mix up in the publishing of the song "The Ballad of Lovers Hill." Alberts Music acquired the number from Keys Hansen and published sheet music ready for distribution. However, Leeds, which has a contract with Dickson Music of New York, was able to issue the sheet music and it was then that Alberts had to destroy all their printed copies of "The Ballad of Lovers Hill," which is proving a successful seller for Philips Records and Leeds Music.

Alberts Publishing Company has restricted all but one number from the MGM film, "The Wonderful World of the Brothers Grimm." The number cleared is

AUSTRIA

Halletz Invited to Lead Symphony

By FRED ZILLER
Mollwald Platz 1, Vienna 4

Composer Erwin Halletz has been invited to direct the Monte Carlo Light Symphony Orchestra at its special festival on April 12 to celebrate the 100th anniversary of the Monaco National Philharmonic.

Just Released

Eddie Constanie's first Philips single is "Der Fluester Tango" and "Heut Nacht drehn wir ein Ding, Marcel." The tango has already been picked for a film made at the Rosenhugel Studios in Vienna. . . . A Polydor single is sung by Fred Bertelmann, "O Mamma Mia" with flipside "Tango am blauen Meer," both songs written by Peter Moesser. . . . Hazy Osterwald has a disk named "O Maroc" and "Marrakesh" on Polydor. . . . The "Mulero Bossa Nova" sung by Audry Arno on Polydor, written by Lobo De Oliveira with German lyrics by Ralph Maria Siegel.

Best selling singles over here are "Wenn erst der Abend kommt," sung by Peter Alexander on Polydor, German lyrics by Kurt Feltz. . . . "Pepino" (the Italian Mouse) starring Vico Torriani, German lyrics by Hans Bradtke (Decca). . . . "Ein Zug faehrt durch die Nacht" (Jetend Siffleur le Train), German lyrics by Ernst Bader (Philips). . . . "Sunny Sunshine" on Philips, sung by the Blue Diamonds. The top selling album over here is "The West Side Story" (Philips).

AUSTRALIA

4-Year-Old Cuts Novelty Record

By GEORGE HILDER
19 Todman Ave., Sydney

Ron Gillespie of W & G reports that his company has just recorded the novelty number, "I Want to Stay on) Jumbo," by four-year-old Jewel Blanch, daughter of country and western singers Arthur and Berice Blanch

Raid Nets Big Pirate Cache

By CARL MYATT

HONG KONG — The piracy question was brought to light here again this week when the police, following up a tip, raided an apartment house in Kowloon and confiscated nearly 7,000 long-playing records which had been pirated and smuggled in from Taiwan.

The pirated disks were mainly of Chinese recording artists, but recordings by many of the better known international artists were also included. At the original manufacturers retail price, total cost of these records would have been in the region of approximately HK\$120,000. Had the pirated versions reached the market they would have sold for a total of HK\$24,000.

"Above the Stars" by Acker Bilk on local Columbia. . . . Liberty Records planning to cash in with the forthcoming release of Bobby Vee's Golden Greats album.

Rick Nelson's recent contractual agreement with American Decca Records, and his resultant smash single "I Got a Woman" c.w. "You Don't Love Me Anymore" is receiving unprecedented air play by Australian disk jockeys.

Earl Grant on his second visit to Australia and his first visit to Sydney is currently enjoying capacity houses at Andres night club.

BELGIUM

Sales Off on UN Refugee LP

By JAN TORFS
Stuivenbergvaart 37, Mechelen

All the good things said and done around the "All Star Festival" record have suddenly turned sad. Although radio and TV are continuing their campaign and are still making a lot of publicity for the record, sales have decreased very much. Three weeks ago we said that, if things did go on the way they went that moment, maybe 100,000 copies could have been sold. However, this number will never be reached. Up until now, the 30,000 mark was passed but the selling at the Polygram distributing firm is not very high and the record has become a common one.

What is the reason of this sudden stop? Since the demands of this record were very big in the beginning, every dealer jumped to his telephone to place orders which surpassed his normal number. So perhaps he stacked too many copies of the record of which he could not get rid of until now. Sure the record is still running very well, but not as it did in the beginning and there are good chances that reorders will zoom when current dealer stock has disappeared.

It is estimated that another 40,000 copies of this LP can be sold. There is still an untapped field in the French part of the country, as always later than the Flemish part. Of the 30,000 sold copies, more than 20,000 have been placed in the Flemish part of the country but now, Walloon Belgium, as always waiting until a record is already a hit, now could go to work on it. Despite all this, the "All Star Festival" LP still re-

mains the number one on the best-sellers list of all the LP's.

Some interesting recordings have been released this week. First of all there is a new record by Richard Anthony, an EP with four solid songs, "Donne-moi ma chance," "Ne prends mon amour," "On twist sur le loco-motion" and "Apres-toi," the French version of Cliff Richard's "The Next Time." Of Cliff Richard, a new EP was also brought on the market, entitled: "Time for Cliff and the Shadows." The Shadows also released a new single: "Foot Tapper" and the evergreen "The Breeze and I."

French group, Les Chats Sauvages, saw their first 10 inch LP released, composed of five original numbers and five French versions of international hits. Inelco (distributors of the RCA label) now has the authorization to bring out Elvis Presley's "Kiss Me Quick" as a single. Plans are made to do this early next week. Other news from the Inelco front: a new EP by Paul Anka with his four latest hits.

"Blume von Tahiti" is a German record sung by Dutch singer, Gert Timmerman, This record, almost forgotten and which most dealers don't even know was released more than two years ago by Telefunken, is now having its second youth. RCA men, who re-discovered this record and who saw something in it, asked Teldec, Germany, for release in Belgium. The authorization was given and now the record is becoming a best-seller.

BRITAIN

Imperial Nears Deal for Leyton

By DON WEDGE
News Editor,
New Musical Express

EMI artist John Leyton, currently in the charts with "Cupboard Love," is near to being assigned to Imperial. Leyton has had some success as an actor as well as a disk singer and his career is being developed on those lines. He is due in Hollywood this month for talks with Mirisch about future films.

Lawrence Wright, head of the publishing firm and as Horatio Nichols responsible for many big hit songs, will get a special "Ivor" for his "outstanding services to British popular and light music" in the 1962 Ivor Novello awards just announced by the British Song Writers' Guild. Other highlights include the award for the second successive year to Acker Bilk for "Stranger on the Shore," this time as "the most performed works." The score of the Cliff Richard film "Summer Holiday" gets the "Ivor" for its category with Lionel Barts' "Blitz" as runner up.

The Tornadoes flew to Paris last month to become the first British act to film for the Scopitone visual juke box. In London last week films were made by Craig Douglas, the Avons and the Mudlarks using top TV pop music shows.

Record Business

Philip Brodie, formerly in charge of EMI's operations in Hong Kong, has after a spell in London on home leave now sailed for Buenos Aires and promotion with the Argentinian affiliate. . . . During his British stay Bobby Rydell recorded four titles for Pye a.&r. men Tony Hatch and Peter Knight. . . . The four tracks which Roy Castle recorded here with Jack Parnell as musical director have

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been sold to Reprise, for whom Castle is now signed. They will form part of his first album. . . . **Dolores Gray**, headlining at the Talk of the Town currently, recorded for Philips on a one-shot deal. The label is also considering waxing her cabaret act at the Venue. . . . **Ketty Lester's** "Warm Summer Day," which she features in the forthcoming British film "Just for Fun," was issued by Decca on London. . . . On Brunswick, the Decca group issued **Brenda Lee's** "Losing You," ahead of its U. S. issue, taking advantage of the singer's presence here on a concert tour. She is engaged heavily on radio and TV promotion.

Publishing

Sid Colman, head of the Ardmore & Beechwood international publishing group, had **Henri Marchall**, **Jeff De Boeck** and **Ivan Nordstrom** his French, Belgian and Swedish associates in London for discussions on general publishing matters. Their visit coincided with the Eurovision Song Contest. In addition to the British entrant, "Say Wonderful Things," Ardmore & Beechwood also has the rights on the Spanish entry "Aldo Prodigioso." This month, Colman has scheduled visits to Stockholm, Paris and Cologne. In May, he is due to go to Barcelona.

Visitors

W. J. (Bill) Richmond, area supervisor of EMI's operations in South Africa, Nigeria and Pakistan and chairman of the companies in those countries, was due in London March 27 from Johannesburg for extended talks with executives at headquarters. . . . **Jacques Bevierre**, EMI's area supervisor in Scandinavia, Benelux and Greece, was in from his Brussels base for a brief visit to HQ.

BRAZIL

RCA in Survey Of Consumers

By **MAURICIO QUADRIO**
Rua Visconde da Gavea 125
Rio de Janeiro

Brazilian RCA is contracting the public directly through a leaflet distributed in the retail stores, asking customers some questions which will reflect the trends for the new programming, repertory and market. Here are the questions:

- 1) Is your phonograph mono or stereo?
- 2) Do you buy imported records? if so, why?
- 3) Do you think stereo and

mono should be released simultaneously? if so, why?

4) Do you find any gaps in the stereo releases?

5) If you have any suggestions for stereo records, either for classical or pops, they will be appreciated.

"Sambabessa" (Plenty of Samba) RGE label, is the album of **Breno Sauer Quintet**, which includes bossa nova tunes and traditional sambas in BN mood. The same label released this month an album with **Enrico Simonetti** and his orchestra playing well known sound-track hits in bossa nova style. He recorded also "Musica A Luz da Oracao-No. 4," to be released yet. **Enrico Simonetti**, after many years in Brazil, is now back in Italy. Another international album was made in Brazil by RGE "Viajando pela Italia" (Traveling through Italy), with the **As Vozos** (The Voices) a trio under the direction and performance of **Wilma Camargo**. This album includes modern and traditional Italian tunes. **Elizabeth De Paula** the prize-winner of the national singing contest A Voz de Ouro ABC-1962 (The Golden Voice—1962) has her first double-compact on RGE label.

Philips of Brazil has just announced for the first week of April the release of the UN disk. "A Bossa do Balanco" with **Joao Mello** and the **Tamba Trio**, has been issued in March by Philips. Other albums in the international repertory are **Sarah Vaughan & Basie**, "Twist" with **Bill Haley and His Comets**. "Dedicated to You" and "Paul Anka Sings His Big 15" are the two Polydor (Philips Group) records, winner of the prize named Chico Viola. The first sung by **Ray Charles** and the other by **Paul Anka**.

Record prices here are rocketing higher. A new increase has been announced. The top price is around 2,700 cruzeiros for monos and 3,400 cruzeiros for stereos. The average exchange dollar amounts to 650.00 cruzeiros.

CHILE

City Sings Festival Song

By **RICARDO GARCIA**
P.O. Box 2626, Santiago

Vina del Mar—the Chilean garden city—was the scene of the Fourth Song Festival, which lasted 10 days. A minimum of 10,000 persons attended daily. Same as previous years. There were 20 finalist songs.

These were sung by **Los Huasos Quincheros**, **Margarita Alarcom**, **Marco Aurelio**, **Los Hermanos Arriagada**, and **Los Tres Panamericanos**. The winners were: "Solo una Mirada," a bolero by **Juan Vasquez Fajardo**; "El Beso de Tu Amor," by **Jamie Atria** and "Tiempo de Espera," slow rock by **Vittorio Cintolesi**.

Winners of folk music category were: "Alamo Huacho," tonada by **Clara Solovera**, who is the most popular folklore composer in Chile. "Guitarra Cuerpo de China" by **Carlos Vera** and "Joaquin Murieta," tonada by **Sofanor Tobar** won the next places. The prizes

were: 1,000, 700 and 400 es-cudeos, totaling \$4,200.

RCA Victor, Philips, Golubof and Odeon are already recording the winning songs. Of course, all these labels had representatives among the jury. RCA was the first releasing the second prize song: "Guitarra Cuerpo de China," in a version by **Los Retonos**.

Alfredo Burgos, Southern Music International Manager, bought several of the winners. Southern Music International is the only publishing house with representation in Chile.

Odeon announced the release of the first prize song, "Solo una Mirada," by **Marco Aurelio**,

the young balladeer who recently signed with them.

CICOTEC is the abbreviated name of an organization which is installing in Chile the most modern recording studios. These studios are equipped with Ampex and Telefunken machinery and they will specialize in stereophonic recordings. CICOTEC (Compania Imortadora Comercial y Tecnica) will also have a FM broadcasting station.

Fermata Records debuted in 1962 with **Chubby Checker**. . . . "L A Pergola de Las Flores" has been the greatest theatrical event of the later years. . . . It is a musical comedy from the

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THE CHALLENGE:

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DARRYL HARRIS, New York, N. Y.

"I like the Dynagroove process. The full spectrum of sound was still completed at the low levels... frequency response was held... from the lowest point to the highest... toward the center of the record... no noticeable distortion at all."

ROBIN BENNETT, Bronx, N. Y.

"I heard Dick Shory's album and thought it was terrific. The high notes on Leontyne Price's records, are very clear. You can pick out instruments. You don't lose the low levels."

GEORGE TORMINEA, Brooklyn, N. Y.

"What RCA has done here is to take the poor man and put him in the front row center of the opera... it is amazing what they have done!"

THOMAS F. HANNAWAY, Providence, R. I.

"It sounds very sharp and clear. I didn't hear any background noises. You pick instruments right out. It's almost live. It's very nice not to have to tune the set up high to hear everything, especially with apartment living."

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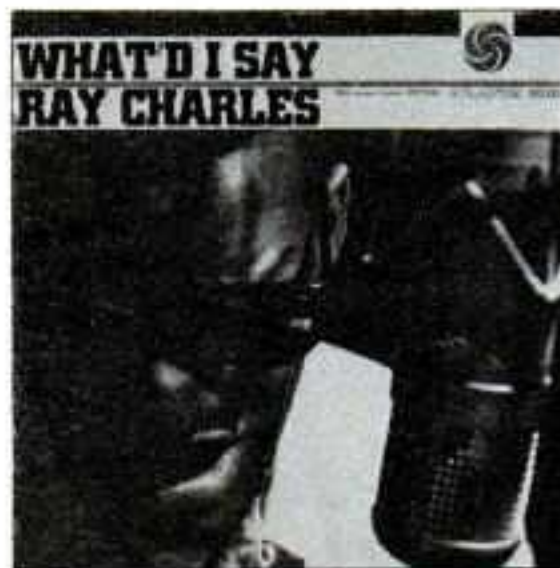
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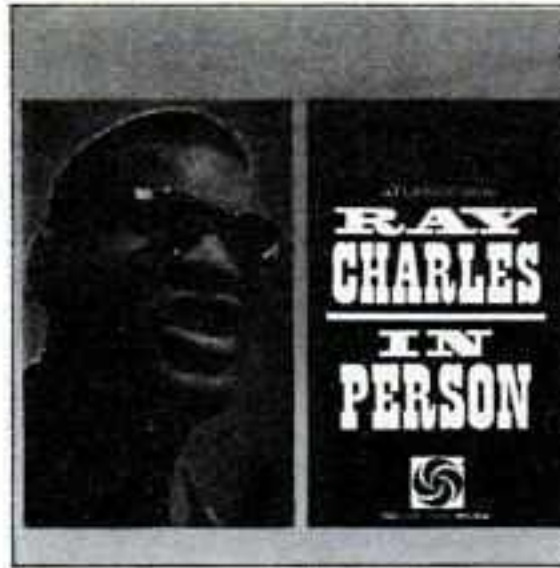
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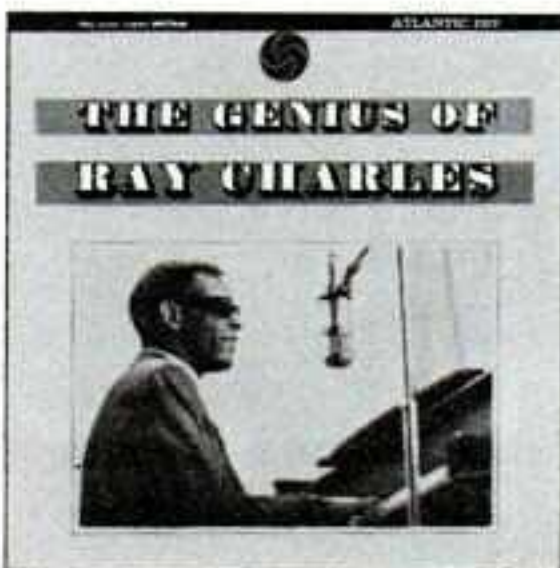
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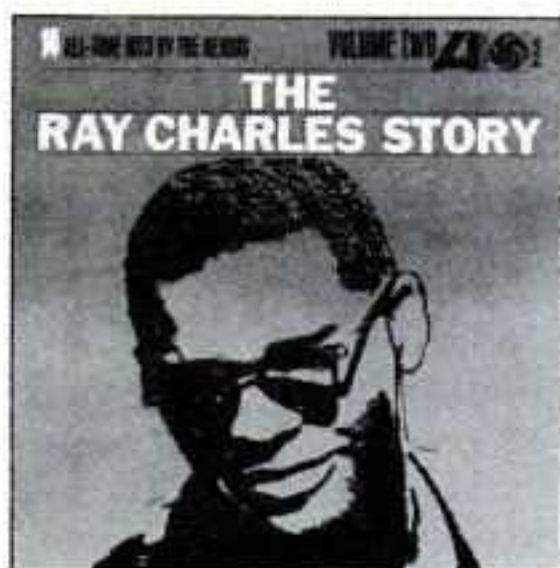
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- THE RAY CHARLES STORY (2-lp set) 2-900

composer Pancho Flores Del Campo, and it is in its third consecutive year. The music was recorded by Philips. Now Pancho Flores has a new musical comedy, "Madame Amneris, Vidente." RCA is recording some of the songs and Philips announced the cast album of the whole show.

"Tito Fouloux" is the latest twist composed by Omar Arriagada and recorded by Susi Vekki for Demons. "Tito Fouloux" is the name of the most popular football player, and he has entered an action against Demon for damages restricting the release of the record.

The new season has three great names: Spanish comedian Miguel Gila (whose records have been launched by RCA and Odeon), Enrique Guzman and showman Mario Clavel. Guzman's latest single released in Chile: "Dane Felicidad."

Long plays that top the list here are:

1. "Carrera de Exitos"—Bert Kaempfert (Polydor)
2. "Nosotros"—Los Huasos Quineros (Odeon)
3. "El Rey Del Twist"—Chubby Checker (Fermata)
4. "Grandes Exitos de Ray Charles"—Ray Charles (Polydor)
5. "Lorenzo Valderrama"—(Odeon)

Igor Stravinsky on June 9. Van Cliburn will be soloist with the Radio Eireann Symphony Orchestra on June 16. On June 20, the final concert of the festival will be held in Cork's City Hall when the soloist will be Astrid Varney. At a reception to launch the 1963 Dublin Festival of Music, R.E. Authority spokesman Charles Brennan said that they proposed to launch a worthwhile music festival which would, they hoped, continue from year to year.

Irish Record Factors Ltd., report solid business on the U.N. "All Star Festival" disk, selling here for one pound. Trade in rural areas has been particularly impressive. The sales of 4,000 copies to date has been brought about by a combination of excellent press, radio and television coverage and the fact that dealers have given the album valuable window and in-store display. It is touted as one of the fastest selling records ever to hit the Irish market and is already highly placed on the nation's Top 10 albums chart.

Pye chief John Woods hosted a reception to launch the label's new Heather series officially. The disks have been on sale for some weeks and are in brisk demand, particularly titles by Michael O'Duffy and Maura Briody.

Alexander Brailowsky will play two galas at Salle Pleyel March 29 and April 3. On this occasion French Prime Minister will award him with Medal of Citizen d'Honneur de la Ville de Paris.

Dave Kapp will be in April 11 to discuss publishing and record problems with French partners. . . . Ray Charles will make a personal appearance in Strasbourg May 7 and in Paris, May 22-29. . . . Curtis Fuller and the Jazz Messengers, Ella Fitzgerald and Oscar Peterson made personal appearances in March.

Pub Row

George Pincus bought from Jack Denton (Francis Day) the publishing rights to "Deux corps sur la plage" and "Le Bide," a new dance which combines the madison, twist and polka steps. "Le Bide" is recorded by Les Menestrels on Fontana. . . . Francis Day published "Ce Jour Viendra," French version of "Our Day Will Come."

Signings

A batch of newcomers have been signed up by various labels: Ria Bartok (Ricordi); Jean Pierre Et Nathalie (Festival); Odile Ezdra (Polydor); Franck Fernandel (Philips) and Jean Paul Marchant (Ducretet).

New Releases

Pathe Marconi has set these Billboard Hot 100 list disks for release: "You're the Reason I'm Living," by Bobby Darin; "Wild Weekend," by the Rockin' Rebels; "Greenback Dollar," by the Kingston Trio; "Tell Him I'm Not Home," by Chuck Jackson; and "The Night Has a Thousand Eyes," by Bobby Vee.

Werner Goetze of the Bavarian Radio Network dedicated a full hour of his weekly radio show "Wir Schallplattln" (We Play Records) to this album, featuring all tracks of the LP and discussing the humanitarian project sponsored by the United Nations Commissioner for Refugees.

German "Music Man"

For the first time on the European continent, the Bremen Operetta House staged the U. S. musical "The Music Man" by Meredith Willson. This is the third version of the musical after Broadway and London. The German TV network aired a music scene from the stage.

Visitors

Thelonius Monk, Charlie Rouse, Frankie Dunlop, and John Orr guest starred in Munich's Congress Hall. . . . Brenda Lee visited Hamburg to record her first two German songs "Darling, Was Ist Los Mit Dir" and "In Meinen Traeumen" for the Brunswick label. Brenda was backed by Bert Kaempfert and his ork.

Siegel in the States

U. S.-German music publisher Paul Siegel has been a guest at the White House. A fountain pen was given to him by the President for his musical achievement in Europe. Siegel also received a golden tie clip of JFK's P.T. boat. . . . Irv Liechtenstein, vice-president of radio Station WWDC in Washington, has been programming the Oederland ork Teldec-Dot record of "The Minute Man" and also had Siegel appear as a guest on WWDC's "Steve Allen Show."

Deutsche Grammophon got the rights for the Verve label for Germany, Denmark, Norway, Sweden, Finland, Switzerland and Austria. All 750 albums of Verve change from Mikulski to DGG. . . . Holland's singing star Greetje Kauffeld quits with Polydor to start with Electrola. Heinz Gietz and Gunter Ilgner will produce her records in the future.

HOLLAND

Follow Up Bossa Nova Winner

Editor Platenieus
Joh. Camphuystr. 189,
The Hague

After the success of "Desafinado," Rita Reys continues her bossa nova-style with "Meditation" and "Fly Me to the Moon" (Philips).

The same Brazilian song "Meditacao," already released in Holland last year on a London LP sung by Maysa ("Hits From Brazil"), and in the American version as "Meditation," by Pat Boone on London, was released here on a Riverside single in the instrumental version, by guitarist Charlie Byrd, through Dutch Decca. . . . Handsome singer Rob de Nijs and his ensemble the Lords made a Dutch version of "Rhythm of the Rains," backed with the Dutch rendition of a German hit: "Voor Sonja Doe Ik Alles." . . . The Fouryo's made Dutch versions "Walk Right In" and "Loop De Loop," both on Decca.

Bovema's Imperial label has launched the first six 12-inch LP's in the 9.90 guilders series (\$3) "Music for You." All Bovema dealers have been supplied with window displays, leaflets, ordering coupons and a special salesletter. . . . Bovema will handle all releases of the German Gloria label in Holland. The program covers LP's and singles in the pop areas, with artists such as the Dixielanders and Erwin Lehn's ork.

Bovema's Columbia label has Helen Shapiro, who was featured with her hits, "A Queen for Tonight" and "Teen-Ager Blues," in the Saturday night Rudy Carrell TV show, also HMV's Rony Ronald (HMV) sang his version of "Loop De Loop." . . . Imperial Holland recently recorded Bruno Martino's Dutch version of the San Remo Festival winning "Uno Per

EIRE

Site Selected for Musical Festival

By KEN STEWART
Irish Times Ltd., Dublin
Tibor Paul, Radio Eireann's director of music, has chosen Dublin's Adelphi as the site for a festival of music sponsored by R.E. Three of the four concerts will be held in the 2,500 seater cinema. Each will feature the Irish debut of an internationally famed artist, beginning with

FRANCE

Paris' Big Hello For Brothers Four

By EDDIE ADAMIS
92 quai du Marechal Joffre
Courbevoise (Seine)
Arrival of the Brothers Four is eagerly awaited on April 2. CBS is issuing their first records: an EP titled "The Brothers Four en Tournee" and an LP "Les Plus Grands Succes des Brothers Four." French TV also has booked them for a show.

GERMANY

UN Album Gets Big Radio Plug

By JIMMY JUNGERMANN
102 Ismaninger St., Munich 27
The "All Star Festival" album highlight of this week: DeeJay

APRIL IS BOBBY DARIN MONTH

on **ATCO**



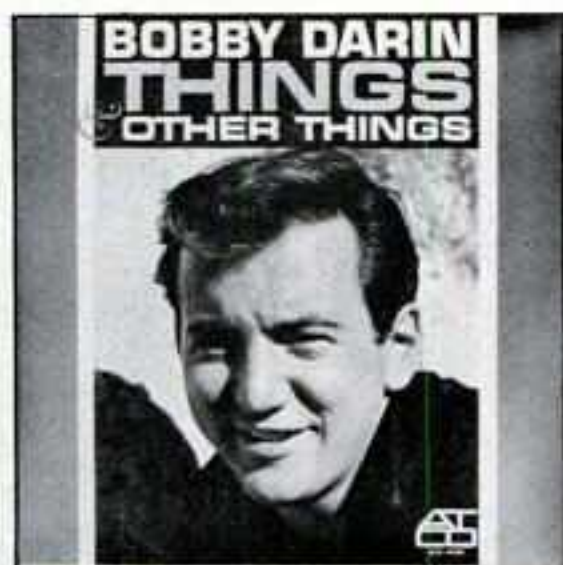
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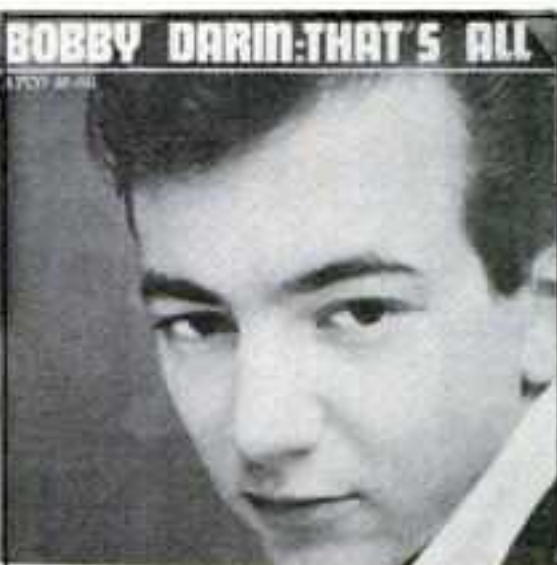
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- FOR TEENAGERS ONLY SP-1001

Tutte" (sung by **Tony Renis** on Bovema's HMV-label). In this case the title will be "Een Vrouw Naar Mijn Hart." . . . The popular radio ensemble **De Olewappers**" (broadcasting for K.R.O. radio in Holland weekly)—giving pop songs a comedy treatment. Bovema's Imperial label has released a 10-inch LP which should catch on here.

Stateside released the **4 Seasons'** hit "Walk Like a Man." . . . The CBS label in Holland and Belgium has met with impressive response. The longhairs in the Benelux countries received the classical catalog very well. One of the finest pianists on CBS Records, **Robert Casadesus** appeared in Holland.

The month of April will feature the **Brothers Four** on TV on the **Rudi Carrell** show (5) and on Radio N.O.R.V. (6). In connection with the tour CBS just released "The Brothers Four Song Book." . . . Commemorating the first anniversary of the "West Side Story" in Du Midi Theater, Amsterdam, CBS gave special promotion to "West Side Story" records. **Rita Moreno**, who plays the part of Anita in the picture, appeared on the gala night March 1. More than 300,000 people have enjoyed the picture in Amsterdam, and the records from the sound track are still selling.

HONG KONG

Acker Bilk to Play Hong Kong

By **CARL MYATT**

A 27 Estoril Court, Hong Kong

Britain's current king of traditional jazz, **Acker Bilk**, is to perform in Hong Kong as well as in Singapore and Kuala Lumpur, Malaya, on his way home after his tour of Australia. Mr. Bilk will be accompanied by the Paramount Jazz Band. His visits to these

Southeast Asian cities have been arranged by the EMI Group.

Fourteen-year-old **Baby Aguilar**, who made such a hit on the Chubby Checker show, recently signed a recording contract with EMI Columbia. Her first disk, released here, is "Butterfly Baby" b/w "Ride."

In town this week is **Milton Rackmill**, president of Decca Records, Inc. (U. S.), vice-president of the Music Corporation of America and president of Universal International Films, Inc. Mr. Rackmill, who is visiting Hong Kong during the course of a business tour which has already taken him to Taiwan, and from here on to Bangkok and Singapore, is accompanied by his wife and Mr. **A. Aboaf**, vice-president of Universal, and Mrs. Aboaf.

Philips (H.K.) Ltd., the agents handling the sales of the United Nations All-Star record, are being inundated with requests for the disks. In the period since the record went on sale, 600 copies have been sold and orders continue to pour in. Unfortunately the demand has drained the source of supply, and a shipping strike only served to increase the clamor for the disk. A consignment of these records was on board a freighter which arrived here in the middle of a stevedores strike, and only part of the consignment was unloaded before the ship left for Japan. Now those people who are anxiously awaiting their records will only be able to collect them when the ship returns here on April 5.

HUNGARY

7 Musicians Cut From Radio Band

By **PAUL GYONGY**
Derekutca 6, Budapest

Thunder struck the light music department at Radio Budapest the other day. The sound

of the station's dance band was lately the subject of talk around cultural circles and some people, after listening to selected material, decided on drastic changes.

The band—which besides the rhythm section consisted of five saxes, four trumpets and four trombones—was reduced to three saxes, two trumpets and one trombone (Oh, the good old times!) and seven good musicians were immediately dismissed. The silent uproar of interested parties does not help at all. People will have to get accustomed to a new sound in new Hungarian dance tunes. The top dogs seem to forget that the ordinary radio listener has to turn only a fraction of an inch on his tuning knobs to get the sound he likes on any foreign station.

Vilmos Komor, one of the conductors at Budapest State Opera and Generalmusikdirektor at the Staatsoper Berlin (East), received as appreciation of his artistic work the Kossuth prize. This is the highest award for scientific or artistic achievement and is awarded annually on March 15, anniversary of **Lajos Kossuth's** revolution, back in 1848.

ITALY

Boost for Music Due From Studios

By **SAM'L STEINMAN**
Piazza S. Anselmo 1, Rome

RAI-TV's newest and largest production center just opened in Naples is expected to work to the advantage of light music programs. Its facilities include the largest sound stage for television in Europe and a 1,000-seat auditorium equipped with a large pipe organ in addition to a complete array of modern facilities.

Opened by Prime Minister **Amintore Fanfani**, the center is the fourth in RAI's network, the

others being located in Rome, Turin and Milan. Among direct connections are the Teatro San Carlo, the Neapolitan opera house, and the Mostra d'Oltremare whence the Naples Song Festival originates each year.

Continuing its policy of releasing disks from films and theatrical productions, CAM has come along with two 45's of the sound track of "From Saturday to Monday" with the music of **A. Francesco Lavagnino**. . . . **Sophia Loren** is planning to do poetry in her next film and she plans to put it on a record. She is planning to recite the work of **Salvatore Di Giacomo**.

Voce del Padrone has brought forth the "Liberty Spectacular Records." . . . Finally completed after nearly a year of work, "Songs in the World" will be released this spring to film houses. . . . **Arturo Testa** is appearing on Spanish TV. . . . **Nini Rosso**, perhaps Italy's most successful trombonist, has made a new disk for spring which features "The Clown" and "The Musicians."

Nunzio Gallo will make his musical comedy debut, taking the place of **Domenico Modugno** in the new company of "Rinaldo on the Battlefield." Meanwhile, Modugno is preparing a new musical with Italy's top actor, **Eduardo DeFilippo**. . . . **Gigi Chicchellero** will be Italy's orchestra leader at the Eurovision Song Festival March 23. . . . Graz, lots!

Pop Artists on Bill With Opera

By **SAM'L STEINMAN**
Piazza S. Anselmo 1, Rome

No country holds its popular music artists in greater esteem than Italy, but even this land scored a new high when the San Remo Casino billed a symphonic concert as first half of the bill with the grand opera, "I Pagliacci," starring **Clare Petrella**, Soloists at the concert were listed as **Milva**, mezzo-soprano;

Claudio Villa, tenor, and **Arturo Testa**, baritone. Casino, which also hosts the annual festival, went to the other extreme for the two-day jazz festival March 23-24.

Pierre Perrin, onetime chauffeur, whose song, "Moonlight at Maubege," was the top selling record in France in the **Bourvil** version last year, came to Italy to introduce it when the film in which it was featured was shown at Bordighera's Festival of Comic and Humorous Films. . . . Ventimiglia, which has had varying success with two festivals devoted to songs about flowers, will try a third time this spring with new rules governing the competition.

"Gospel U.S.A." will be offered by **Gian-Carlo Menotti** as an encore to "Black Nativity," which was the most successful offering at last year's Festival of Two Worlds at Spoleto. **Terry Carter** will direct the new program which will be given between June 20 and July 14. . . . Out of 21 participants in the San Remo Jazz Festival, including the **Jazz Messengers**, the **Cannonball Adderley** combo and **Ella Fitzgerald**, 20 were American Negroes, the exception being **Adderley's** Austrian pianist, **Joe Zawinul**.

First week's sale of "All-Star Festival," distributed by Philips in 12 European countries, was 350,000. Top sales were 155,000 in three days in Sweden. . . . **Miranda Martino** has been chosen as guest of honor to open RAI-TV's new "Music Hotel," with **Cocky Mazzetti**, **Fred Bongusto**, **Alberto Sorrentino** and **Giulio Marchetti** as guests. . . . TV's longest musical series to date will be "Little Italian Theater," in which **Giorgio Gaber** will present regional songs for 13 weeks. . . . Pathe has brought forth the sound track of "One of Three," featuring the voices of **Anthony Perkins** and **Chris Carol**. . . . Following the Eurovision Festival, **Emilio Pericoli** headed for TV work in Spain to be followed by his first tour of the United States. . . . Graz, lots!

(Continued on page 78)



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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

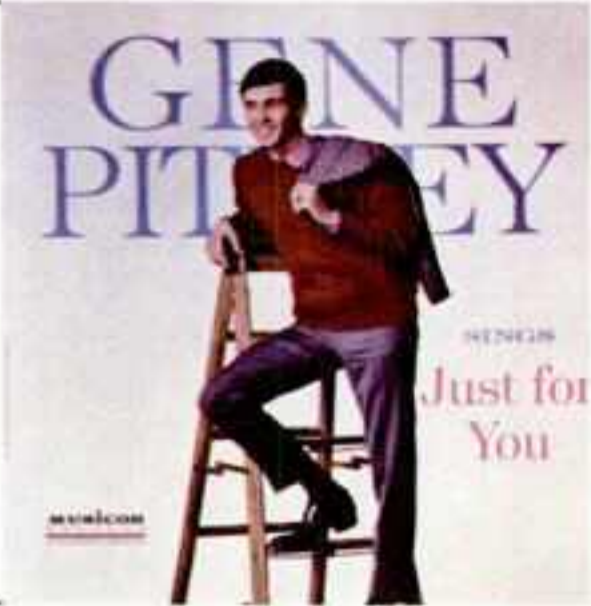
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Ratings of only the outstanding LP's of the week are published, including all receiving a 4-Star review or better, thus focusing attention on albums with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all 4-Star LP's are listed under their respective categories.

POP SPOTLIGHT

GENE PITNEY SINGS JUST FOR YOU

Musicor MM 2004 (M); MS 3004 (S)

Gene Pitney's success should continue in the album field with this strong new collection. The songs are new, and many of them have the sound and the groove to qualify as single releases in the future. Tunes include such strong items as "Teardrop by Teardrop," "Mecca," "The Ship True Love Goodbye," "House Without Windows" and "The Angels Got Together."

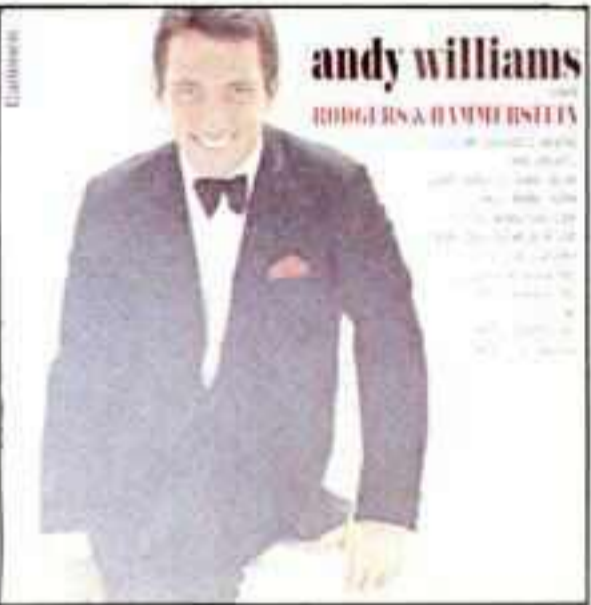


POP SPOTLIGHT

ANDY WILLIAMS SINGS RODGERS & HAMMERSTEIN

Cadence CLP 3005 (M); CLP 25005 (S)

Andy Williams, a seller of stature, has become increasingly hot, thanks to regular TV exposure and hits on his current label, all of which can mean good success for this packaging of material from the Cadence vaults. Represented among the listenable offerings from the Rodgers and Hammerstein catalog are such shows as "Oklahoma!," "South Pacific," "The King and I" and "Carousel." Fine wax that can sell and sell.



POP SPOTLIGHT

THE PIANO BRILLIANCE OF JOE HARNELL

Epic LN 24048 (M); BN 26048 (S)

Now that Joe Harnell is a national figure thanks to his "Fly Me to the Moon Bossa Nova," Epic has gone to the vaults for some unreleased tracks and has come up with six. These make up one side of this LP, the other six selections having been lifted from his previous Epic LP, "I Want to Be Happy." The over-all result is a strong collection featuring Harnell's individual piano style which works in numerous classical references. Could be a potent seller.



POP SPOTLIGHT

THE ORIGINAL HITS, VOL. 8

Various Artists
Liberty LRP 3288

This collection of hit singles should have solid appeal to the teens. Sides are by such strong names as Bobby Vee ("Night Has a Thousand Eyes"), the Hollywood Argyles ("Alley-Oop"), Bobby Edwards, Don & Juan, Gene McDaniels, Paul Evans ("Seven Little Girls"), Anita Bryant and Faye Adams. Good stuff here.



POP SPOTLIGHT

15 EVERLY HITS

Everly Brothers
Cadence CLP 3062 (M); CLP 25062 (S)

Many of the best sides recorded by the Everly Brothers in the early stages of their career are included in this value-packed LP. It contains 15 hits, ranging from "Bye Bye Love" and "Wake Up Little Susie," to "Let It Be Me," "Take a Message to Mary" and "Bird Dog." Dealers should move a flock of these to the teen fans.

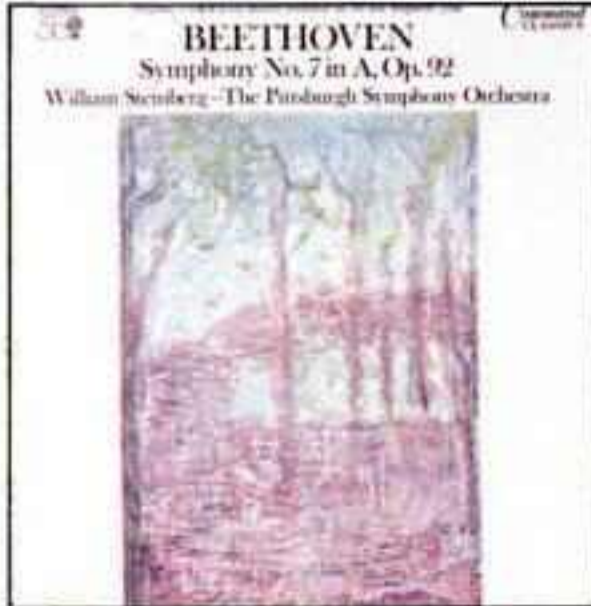


POP SPOTLIGHT

AS LONG AS SHE NEEDS ME

Sammy Davis Jr.
Reprise R-6082 (M); R9-6082 (S)

The one and only Sammy Davis comes through with strong readings here and a flock of standards, sparked by the fine title tune. Others include "The Tender Trap," "Falling in Love With Love," "Bye Bye Blackbird" and "Back in Your Own Backyard." Fine wax with tasteful backing by the band. B.T. ("Love Is) The Tender Trap" (2:36) (Barton, ASCAP)



CLASSICAL SPOTLIGHT

BEETHOVEN: SYMPHONY NO. 7 IN A, OP. 92

The Pittsburgh Symphony Orchestra (William Steinberg, Cond.)
Command CC 11014 SD (S)

A splendidly recorded and highly artistic package. Cover, as in earlier Command classic sets, contains a delightful painting in pastel tones, setting the mood for the music inside. Recording itself is superbly engineered and despite the presence of a series of giants in the competition, this one should create much demand at counters.

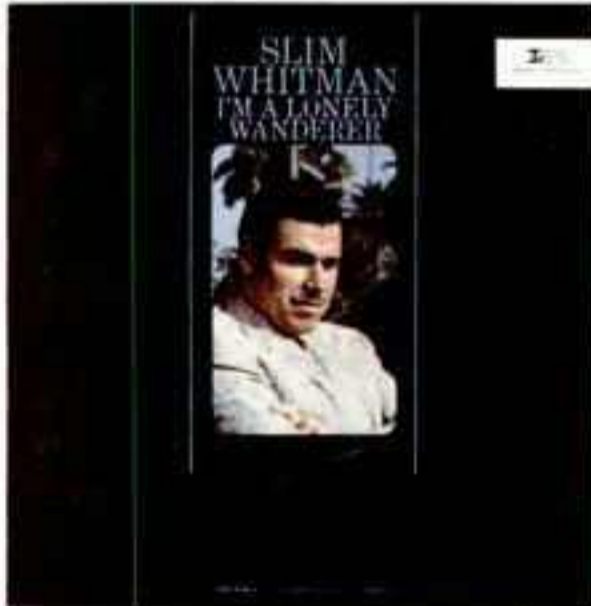


COUNTRY SPOTLIGHT

AS YOU REMEMBER COWBOY COPAS

King 824

Last week King issued "Cowboy Copas Sings His All-Time Hits," a release (King 553) which coincided with the accidental death of the artist in a plane crash. This newer package was in production at the time and was rushed out as a memorial (with a brief note to this effect appearing on the back liner). With other fine memory tunes by the late Cowboy, this set should vie with King 553 for attention and both, in fact, can do well at counters.

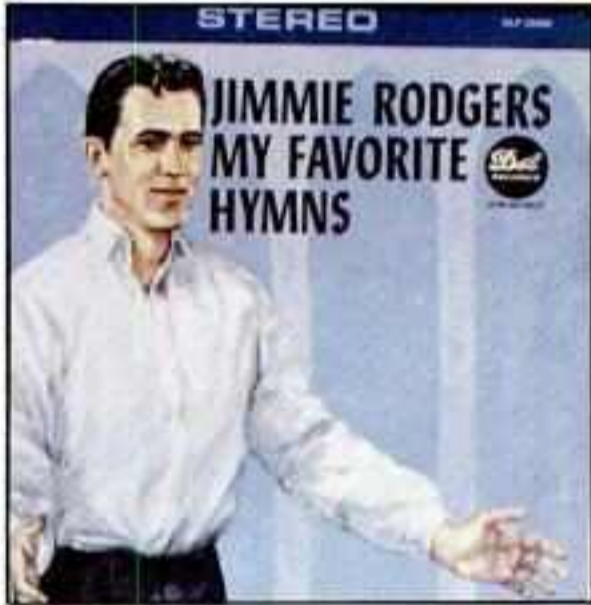


COUNTRY SPOTLIGHT

I'M A LONELY WANDERER

Slim Whitman
Imperial LP 9226

Slim Whitman's down-to-earth performance gives just the right flavor to these folk-flavored songs dealing with everyday emotions. The chanter is in fine voice and he gets solid country-styled support on such ditties as "Prisoner's Song," "Cryin' for the Moon," "Tell Me," "In a Hundred Years or More," among others. A set that should do a good business and win spins in the hinterlands.



RELIGIOUS SPOTLIGHT

MY FAVORITE HYMNS

Jimmie Rodgers
Dot DLP 3502 (M); DLP 25502 (S)

The songs in this album, sung with much feeling and sincerity by Rodgers, include such favorites as "Beyond the Sunset," "Just a Closer Walk With Thee," "It Is No Secret," "Peace in the Valley," "The Old Rugged Cross" and "What a Friend We Have in Jesus." The fine collection should appeal to religious and sacred buyers in many sections of the country.

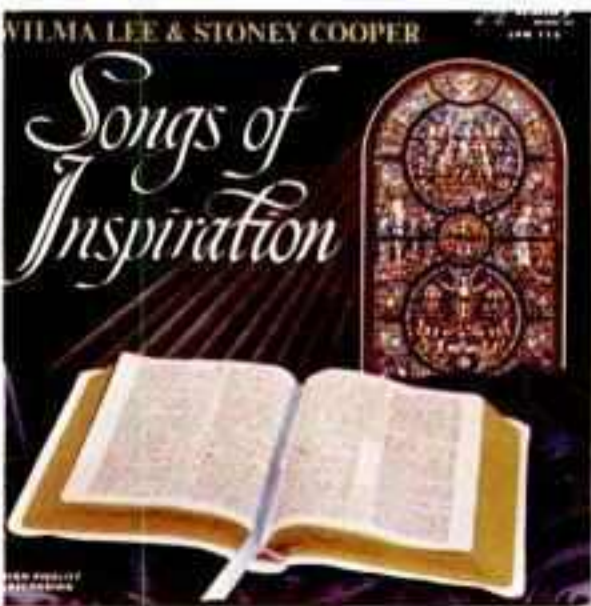


RELIGIOUS SPOTLIGHT

SING WE NOW THE SONGS OF FAITH

Harry Simeone Chorale
20th Fox FXG 5006

Fine singing by the Harry Simeone Chorale, and a collection of familiar hymns, should help this album achieve good sales among fans of religious music. The hymns include "In the Garden," "Church in the Valley," "Standing on the Promises," "Onward Christian Soldiers," "Peace in the Valley" and "The Lord Is Counting on You." A moving and inspiring LP.

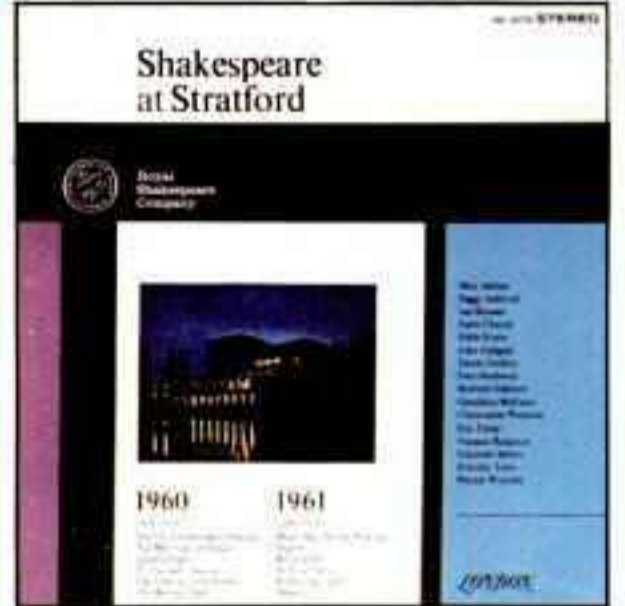


SACRED SPOTLIGHT

SONGS OF INSPIRATION

Wilma Lee & Stoney Cooper
Hickory LPM 112

This is the first album in which the great enthusiasm and vigor of the Coopers' style has been applied to the sacred song, and it must be said the results are splendid. The Clinch Mountain clan as they're called along with their backup group, turn to a flock of great tunes, many of them upbeat, from the pens of the Louvins, Martha Carson, Fred Rose, Roy Acuff and others. A really exciting performance on a dozen top tracks. BT: Glory Land Larch (Peer, BMI) (1:58)

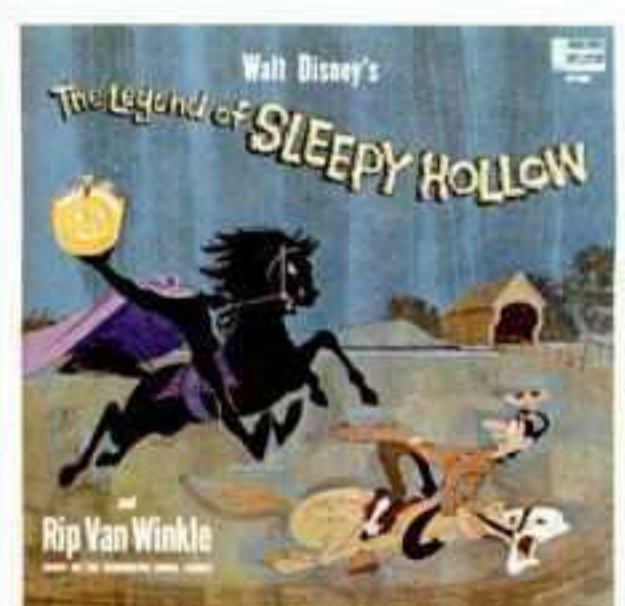


SPOKEN WORD SPOTLIGHT

SHAKESPEARE AT STRATFORD

Royal Shakespeare Company
London 5770 (M); OS 25770 (S)

A hot collection for Bard buffs which should especially gladden the hearts of dealers in big cities and those located near campuses. The LP contains scenes and speeches from 13 different Shakespearean productions of 1960 and 1961 by the Royal Shakespeare Company. It features a covey of prime names like Edith Evans, John Gielgud, Peggy Ashcroft, Christopher Plummer and a dozen other stars. A memorable item.



CHILDREN'S SPOTLIGHT

THE LEGEND OF SLEEPY HOLLOW

Various Artists
Disneyland ST 1920

A fine new addition to the children's catalog of an item seldom before recorded, despite its strong appeal to kiddies. In story and song, narrator Bill Bletcher tells all about Ichabod Crane, the Headless Horseman and Rip Van Winkle, and the presentation is mighty effective. Strong appeal to a wide range of ages here.



LOW PRICE CHILDREN'S SPOTLIGHT

THE STORIES OF THE GREAT COMPOSERS

Disneyland ST 1919

The stories of Bach, Beethoven, Mozart and Haydn, along with 23 examples of their works, has been added to the low end of the Disneyland line. These have been excerpted from an LP in the deluxe series which contains similar material on four additional composers plus a bound-in illustrated section with more data on each. However, this less expensive item should sell strongly.

Now in America

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Plan Two Music, inc. (ASCAP)

by the World-Renowned

O E D E R L A N D

ORCHESTRA & CHOIR

The New International Sound

Dot 45-16431

President JOHN F. KENNEDY'S
Personal Commendation to the
Producer, Paul Siegel, for
"THE MINUTEMAN" (STARS
& STRIPES FOREVER), the
Flip Side of "Atlantis."

Dot

An ORIGINAL "TELDEC"
(TELEFUNKEN-DECCA)
Production Made in
Berlin, Germany.
8 Track Telefunken Machines—
Sound Engineer—Martin Fouque



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

PARIS TO BROADWAY

Maurice Chevalier
MGM E 4120P (M); SE 4120P (S)

This is definitive Chevalier, containing some of the ageless troubadour's finest performances. There are "Louise" and "Maledon" in the old tradition, and such French items as "Mimi La Blonde" and "Les Souris." And there also is Chevalier's inimitable personal handling of such pop hits as "Do It Again," "Fascination" and "You Must Have Been a Beautiful Baby."

POP SPECIAL MERIT

WALKING TO NEW ORLEANS

Fats Domino. Imperial LP 9227
Domino fans will want to add this latest Domino outing to their extensive library, as Fats gives out with his familiar, enthusiastic, strutting New Orleans sound. Some of the items have a softer sound than former Domino tracks, with the addition of strings, but the man himself retains his basic approach, which is all to the good. Titles include "Goin' Back Home," "Oh Wee," "Sailor Boy" and a re-creation of the oldie, "Walkin' to New Orleans."

POP SPECIAL MERIT

THE RISING SURF

Richie Allen & the Pacific Surfers
Imperial LP 9229

This new set has a striking cover of a surfer, some solid, down-to-earth rock combo instrumentals and a tie-in with a growing fad, all going for it. The surfing scene has become identified somehow with a gutty down guitar and honking sax sound, and the Allen crew lives up to that billing with "The Rising Surf," "Surfer's Delight," "Skeg-Along-Pete" and a flock of others, all geared to teen dancers.

POP SPECIAL MERIT

LENA SINGS YOUR REQUESTS

Lena Horne. Charter 101
Here's the first power-packed album from Lena Horne on her new label. It should score with her myriad of fans. The album features some of the vocalist's classiest material, culled from the show stoppers in her various night club and concert acts. "Love," "Stormy Weather," "Poppa Don't Preach to Me," "Why Was I Born" and "The Lady Is a Tramp" are just a few of the dramatic tunes included. Marty Paich conducted the ork.

POP SPECIAL MERIT

BOSSA NOVA!

The Singers, Inc. Valiant 404 (M & S)
Touch of humor, much warmth and good musicianship make this a most attractive LP. The album includes bossa nova performances of a variety of standard tunes. "Liebestraum," "Bill Bailey," "Volare," "In a Little Spanish Town" and "Ja-Da" are just a few of the sides. This album is a great off-beat item for programming on better music stations. All, of course, are done with the bossa beat.

JAZZ SPECIAL MERIT

KING OF THE BLUES TROMBONE

(3-12")
Jack Teagarden. Epic SN 6044
Here's a real collector's item. The set here features the life on records of Jack Teagarden. Included are some of Big T's earliest performances going as far back as 1928 on Perfect and Harmony. There are also important tracks which feature Benny Goodman and a flock of jazz stars. The big bands Jack played with are also represented as is his own big band. A three-LP set any collector would want.

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. Ratings of only the outstanding LP's of the week are published, including all receiving a 4-Star review or better, thus focusing attention on albums with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all 4-Star LP's are listed under their respective categories.

CLASSICAL SPECIAL MERIT

BARTOK: BLUEBEARD'S CASTLE

London Symphony Orchestra
(Antal Dorati, Cond.)
Mercury MG 50311 (M); SR 90311 (S)
This LP fills the need for a modern recording of Bartok's unique two-character opera sung in Hungarian, a decided improvement over the use of German. Dorati is an ideal conductor, with the singing admirably done by basso Mihaly Szekely and soprano Olga Szonyi. The leading competitive version is sung in German, but has the sales appeal of Dietrich Fischer-Dieskau in the male role.

INTERNATIONAL SPECIAL MERIT

SING ALONG WITH ISRAEL

Four Ayalons. A.T.E. AC 633
From from just another in an interminable line of sing-alongs, this introduces an Israeli singing group worth hearing for their spirit, style and talent. They range over a varied repertoire that includes patriotic, romantic, popular and novelty numbers, and use such rhythms as the twist, cha cha, calypso and march. The group has had a year's booking at the Cafe Sabra in New York. Further exposure via TV and on tour could help sell the group's talents to the U. S. public.

★★★★ 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

THE GREATEST RHYTHM AND BLUES HITS, VOL. 2

Various Artists. Amazon 1008
IT'S SUNRISE SERENADE
Willie Mitchell. HI HL 12010 (M);
SHL 32010 (S)

GREAT GOLDEN GROOVES

Various Artists. Epic LN 24090

JAZZ

ART PEPPER: INTENSITY

Contemporary M 3607 (M); S 7607 (S)
THE CRY:
Prince Lasha Quintet. Contemporary
M 3610 (M); S 7610 (S)

FREE FALL

Jimmy Giffre. Columbia CL 1964
(M); CS 8764 (S)

CLASSICAL

NIELSEN: SYMPHONY NO. 5, OP. 50

New York Philharmonic (Bernstein).
Columbia ML 5814 (M); MS 6414 (S)

COUNTRY

GRAND OLE OPRY

Roy Acuff. Hickory LPM 113
FIRE ON THE STRINGS
Various Artists. Starday SLP 221

COMEDY

HOWDEE!

Cousin Minnie Pearl. Starday SLP 224

RELIGIOUS

AVE MARIA

Dr. Norman Soreng Wright, organ; Dr.
Charles S. Kendall, chimes. Dot DLP
3506 (M); DLP 25506 (S)

MORNING CHIMES

Dr. Charles S. Kendall. Dot DLP
3505 (M); DLP 25505 (S)

GREAT HYMNS

Dr. Norman Soreng Wright and Dr.
Charles S. Kendall. Dot DLP 3507
(M); DLP 25507 (S)

INTERNATIONAL

SONGS FROM THE GARDEN OF ALLAH

Yaffa Yarkoni Trio, Bel Canto. Epic
LF 18025 (M); BF 19025 (S)

A TREASURY OF GERMAN PARTY AND DRINKING SONGS

Various Artists. Epic LF 18022 (M);
BF 19022 (S)

TOUR THE WORLD WITH THE DAUPHINS

Algon MG 2551 (M); SMC 2551 (S)

LOW PRICE POPULAR

HOOP-DEE-DOO—POLKAS AND WALTZES

Russ Morgan and his Ork. Vocalion
VL 3695 (M)

THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

MISS DOROTHY BAKER

Rodeo AMLP 4002

JAZZ

THAT'S ALL

Johnny Gilbert. Imperial LP 9225

CLASSICAL

WORKS BY GABURO, CASCARINO, ETLER, LIEBERSON

Columbia ML 5821 (M); MS 6421 (S)

INTERNATIONAL

ARTO OF THE KOTO

Kimlo Eto. Elektra EKL 234
THE JEWISH HEART
Dina Claire. Algon MG 2550 (M);
SMG 2550 (S)

RELIGIOUS

PEARLS OF LITURGICAL

Cantor Malavsky and his Family.
Algon MG 2552 (M)

SACRED

THE NEW STAMPS QUARTET

Skyllite SRLP 6003

Telestar Co. Under Way

NEW YORK — Monte Kay, Pete Cameron and Alan Douglas have joined forces to form a new record label. Name of the firm is Telestar. Label, which will specialize in jazz, folk, gospel and spoken word, has already signed a number of artists. First album to be issued on the label features Chris Conner.

The new label, which will be distributed by Vee Jay, will soon reissue the Ken Nordine LP of "Passion in the Desert," which was first issued by the Version label some years ago. And it has a single release coming out which was cut by Denis Preston in Paris, featuring the Maori Hi Five doing "Tamoure," the dance from Polynesia that is sweeping France.

Also recording for the label are Ray Bryant, and Bill Russo. The latter has cut a new ork disk for the firm, while Bryant is skedded to record next week. Firm will be located on West 57th Street in New York.

Bruno Sardi Quitting Colpix

NEW YORK—Bruno Sardi is leaving his post at national promotion manager of Colpix.

Sardi has been with the firm for 19 months and arrived on the scene there at the time of Jimmy Darren's hit, "Goodbye Cruel World." He was involved in promotion of hits by Shelley Fabares, Paul Petersen and the Marcells, among others. He expects to announce his plans within two weeks.



★ NATIONAL BREAKOUTS

MONO

I WANNA BE AROUND . . .

Tony Bennett, Columbia CL 2000

BROADWAY—MY WAY . . .

Nancy Wilson, Capitol T 1828

THINK ETHNIC . . .

Smothers Brothers, Mercury MG 20777

BLAME IT ON THE BOSSA NOVA . . .

Eydie Gorme, Columbia CL 2012

STEREO

KINGSTON TRIO #16 . . .

Capitol ST 1871

I WANNA BE AROUND . . .

Tony Bennett, Columbia CS 8800

1963'S EARLY HITS . . .

Lawrence Welk, Dot DLP 25510

OUR WINTER LOVE . . .

Bill Pursell, Columbia CS 8792

I'M A WOMAN . . .

Peggy Lee, Capitol ST 1857

★ 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.

MONO

HARD TRAVELIN' . . .

Lester Flatt and Earl Scruggs,
Columbia CL 1951

SKEETER DAVIS SINGS THE END OF THE WORLD . . .

RCA Victor LPM 2699

BROOK BENTON GOLDEN HITS, VOL. 2 . . .

Mercury MG 20774

TELL HIM . . .

Exciters, United Artists UAL 3264

DON'T LET ME CROSS OVER . . .

Carl Butler, Columbia CL 2002

DAYS OF WINE AND ROSES . . .

Andy Williams, Columbia CL 2015

THE NIGHT HAS A THOUSAND EYES . . .

Bobby Vee, Liberty LRP 3285

TEENAGE TRIANGLE . . .

James Darren, Shelley Fabares,
Paul Petersen, Colpix CP 444

1963'S EARLY HITS . . .

Lawrence Welk, Dot DLP 3510

CHET HUNTLEY PRESENTS BEST OF WASHINGTON HUMOR . . .

Various Artists, Cameo C 1044

PAT BOONE SINGS DAYS OF WINE AND ROSES . . .

Dot DLP 3504

CHAD MITCHELL TRIO IN ACTION . . .

Kapp KL 1313

HIS GREATEST HITS . . .

Johnny Crawford, Del-Fi DFLP 1229

HOW THE WEST WAS WON . . .

Sound Track, MGM 1E5

OUR DAY WILL COME . . .

Ruby and the Romantics, Kapp KL 1323

STEREO

HAIL THE CONQUERING NERO . . .

Peter Nero, RCA Victor LSP 2638

JALOUSIE . . .

Arthur Fiedler and the Boston Pops,
RCA Victor LSC 2661

OUR WINTER LOVE . . .

Felix Slatkin, Liberty LST 7287

FOLLOW THE BOYS . . .

Connie Francis, MGM SE 4123

YOU'RE THE REASON I'M LIVING . . .

Bobby Darin, Capitol ST 1866

International News

• Continued from page 73

ISRAEL

Tour Flops Turn Promoters Wary

By AZARIA RAPOPORT
73, Ahad Haam St., Tel Aviv.

Gilbert Becaud, Vicco Torriani and Marino Marini left enterprisers smarting as their tours in Israel turned out to be financial flops. Some impresarios are now reconsidering their undertakings for the next few months as far as the concert-tour circuit in Israel is concerned. Some of the big names whom they intended to bring might trade dates for a later time this coming winter.

The night clubs are faring better. Los Cinco Amigos from Spain have pressed a record for the close the show every night. have grown regularly during their six weeks' stay here at the Chaliph. The Manhattan Brothers, a group of South African

performers enjoying the reputation as being part of the original "King Kong" case, are doing great business both on the concert tours, in small halls and little townships, and at the Tel Aviv Zabra night club, where they close the show every night. Their star, Nathan Mnedela, and the Barry Crocker group, are raising the roof.

Attention in entertainment circles is being focused on the arrival of Harry Belafonte and Miriam Makeba. The two stars are going to headline the list of guest performers on the occasion of Independence Day and the celebrations follow in Israel.

MEXICO

Gamma Releases U. S. LP Product

By OTTO MAYER-SERRA
Apartado 8688, Mexico City
Gamma Records is one of

the few companies in Mexico which has been successfully building up a catalog of U. S. recordings. During April Gamma will press and distribute the following LP's: "The First Family" (Cadence), Rick Nelson (Imperial), Fats Domino (Imperial), the "Limbo Party," by Chubby Checker (Cameo-Parkway); the third LP of Santo and Johnny Farina (Canadian-American), Jack Pleis (Cameo-Parkway), Al Caiola and Ralph Marterie (UA) and the second volume of Ray Charles (ABC-Paramount). . . . The Mexican CBS will distribute locally the Italian Ricordi catalog. The first LP to appear here will be the Ricordi recording of the last Festival of San Remo. CBS will also issue two LP's by Xavier Cugat, "Cavalcade" and "Waltzes," Ray Conniff's "Happy Beat" and two LP's from the Reprise label: The "Show of the Coconut Grove" with Sammy Davis Jr. and the new recording by Frank Sinatra and Count Basie. . . . Cisne Records will take over into their catalog several recordings from the Brazilian Musidisc catalog.

Musart Records changed their distributor in Puerto Rico and will work now with Distribuidora Nacional de Discos, Inc. . . . Nora Catanzaro, head of the International Department of Industrial Sonoradio, Lima, repre-

sentative of CBS International, spent two weeks in Mexico studying the local market and promoting with CBS Mexicana her best selling Peruvian artists. . . . Jackson Leighter, president of Cosmo Records, New Rochelle, N. Y., prepared several recordings in Mexico and will sign a contract of mutual distribution with Belart Records.

David Crump, general manager of the Record Division of RCA Victor Mexicana, left April 1 for a two-week tour all over the U. S., where he will visit his distributors in Los Angeles, Chicago, San Antonio, etc. . . . During the same period, Manuel Villarreal and Armando De Llano, vice-president and commercial director of CBS Mexicana, pay a visit to their affiliates in Venezuela, Colombia and Peru.

NORWAY

Eurovision Artist Choice Queried

By ESPEN ERIKSEN
Verdens Gang, Akersgaten 34
Oslo

Arild Iversen, managing director of Norway's largest diskery, Iversen & Frogh A/S, has asked in an open letter to the Norwegian governmental TV why they picked Anita Thallaug and not his artist Jan Hoiland to sing the Eurovision Melodie Grand Prix winning tune, "Solhverv," in the London finale.

While the local finale was staged, Iversen says, Jan Hoiland was one of the two singers to secure the victory to "Solhverv," while Anita Thallaug sang two completely different songs. It should therefore be natural, following the rules of previous Melodie Grand Prix arrangements, that Jan Hoiland ought to represent Norway in the finale.

The Norwegian Broadcasting System (NRK) answered that out of the six competing singers, four were not able to go to London, and a rehearsal was held between Miss Thallaug and Hoiland, with the result that NRK found the thrush the best. Orders on the LP record, "All-Star Festival," has till now reached 45,000, says Haakon Tveten, managing director of Norsk Phonogram A/S, the Philips affiliate in Norway.

The main reasons why the sales have reached so high in Norway, are the valuable cooperation from the governmental radio and TV together with the

very good work done by the Norwegian Sales and Advertisers' Union and their "All-Star Festival" committee, led by Sverre A. Daehli and Egil Tresselt. These men arranged the campaign in Norway, with the result that the night the record was launched, sales reached 11,000 copies.

A spokesman of the committee told Billboard that one had hoped for a sales of 30,000 records in Norway.

PHILIPPINES

Limelitters Wax Philippine Tunes

By Luis Ma. Trinidad
264 Escolta, Manila

Ken Kragen and his wife Jinx have just concluded a four-day visit to Manila. This is the 14th stop on around-the-world tour Kragen is making to do promotion work for the folk group, the Limelitters. Previous stops have included London, Paris, Brussels, Amsterdam, Copenhagen, Stockholm, Hamburg, Rome, Madrid, Moscow, New Delhi, Australia and New Zealand. Still remaining are visits to Hong Kong, Japan and Hawaii. Kragen termed the trip "highly successful" and said that plans are under way for the group to appear in many of the countries he visited.

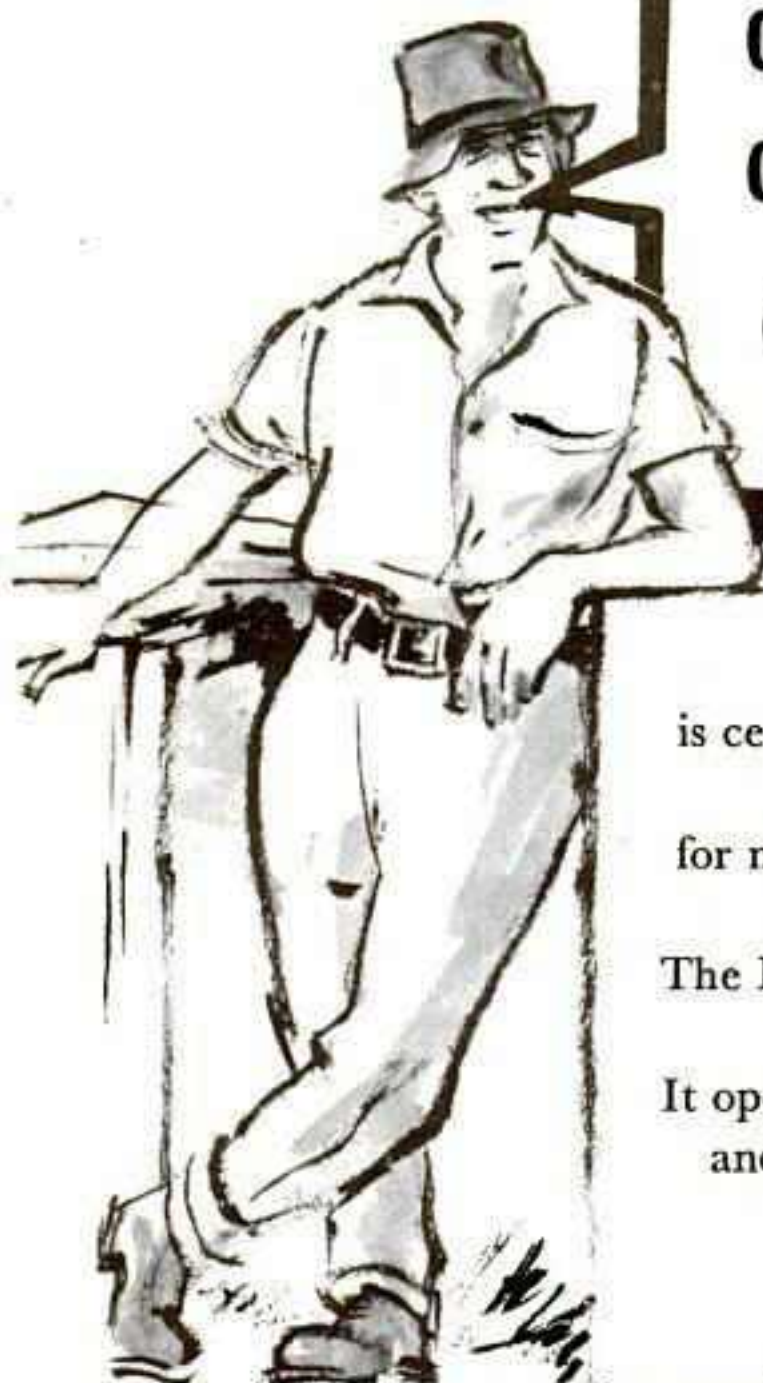
In Manila, Kragen met with Mr. and Mrs. Luis Villar, general manager of Mareco, Incorporated, and Manuel Villar, president of the Filipinas Record Corporation, which produces and distributes locally the RCA label for which the Limelitters record; George Araneta, owner of the Araneta dome coliseum; Anselmo Del Rosario, president of a large local public relations firm that will handle the publicity for the Limelitters, and Mac Vicencia, president of the National Press Club.

Kragen further revealed his intention to have the Limelitters record several pop Philippine tunes prior to the Manila visit of the folk group sometime in July or August of this year.

ONS DELF DIAMANTE, GOUD EN AMERIKAANSE MUSIEK

(We dig diamonds, gold and American music!)

The dark continent is certainly not in the dark as regards American music. We know—we have been selling records there for many years and a large proportion of them consist of American recordings. The E.M.I. company in South Africa goes by the name of **E.M.I. (South Africa) (Pty) Ltd., Johannesburg.** It operates a record factory (pictured below) and maintains an effective and aggressive distribution throughout the Republic. E.M.I. records are also being pressed in Southern Rhodesia and a new E.M.I. plant is just starting operations in Nigeria. You will find E.M.I. records in all the countries of Africa.



So goes the pattern of E.M.I.'s record business all over the world. E.M.I. records are being pressed today in forty different countries and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.



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Over 15,000 sold in Chicago. Getting good air play on WLS and WYNR. Other breakout cities include: St. Louis, Los Angeles, Seattle, San Francisco and New York.

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c/w

"DIVORCE COURT"

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NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES MEMBERSHIP APPLICATION

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You are qualified for Active Membership if you have participated in at least six recorded and commercially released selections in one of the creative categories listed below. (A combined total of six in more than one category does not qualify.) "Selection" may be defined as the equivalent of one side of a single record, with the exception of No. 8* which is defined below.

- | | | | |
|-----------------------------------|--------------------------|---------------------------------------------------------------------------------------------------------------------------------|--------------------------|
| 1. Vocalists and Singers | <input type="checkbox"/> | 7. Arrangers | <input type="checkbox"/> |
| 2. Leaders and Conductors | <input type="checkbox"/> | 8. Art Directors and Literary Editors | <input type="checkbox"/> |
| 3. A & R Men and Producers | <input type="checkbox"/> | * (The creation of cover designs or liner notes in connection with not less than six recorded and commercially released albums) | |
| 4. Songwriters and Composers | <input type="checkbox"/> | 9. Other, including Spoken Word, Documentary, Children's, Educational, Comedy, etc. | <input type="checkbox"/> |
| 5. Studio Engineers (Mixers) | <input type="checkbox"/> | | |
| 6. Instrumentalists and Musicians | <input type="checkbox"/> | | |

Please check category under which membership is desired. The Board of Governors reserves the right to request proof of eligibility at its discretion.

ASSOCIATE MEMBERSHIP (NON-VOTING)

If you are not eligible in any of the above creative categories, you qualify for Associate Membership if you are actively identified with the recording industry.

PLEASE CHECK BELOW WHICH TYPE OF MEMBERSHIP DESIRED:

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(Dues: \$15 per year) | <input type="checkbox"/> | ASSOCIATE MEMBERSHIP
(Non-Voting) (Dues: \$15 per year) | <input type="checkbox"/> |
| LIFE CHARTER MEMBERSHIP
(ACTIVE) (\$100—no further dues necessary for life) | <input type="checkbox"/> | ASSOCIATE LIFE MEMBERSHIP
(Non-Voting) (\$100—no further dues necessary for life) | <input type="checkbox"/> |

Fiscal year is July 1 to June 30, and any applications received after January 1 will be \$10 until the end of the current fiscal year of June 30.

NAME _____

ADDRESS _____

CITY _____ (If Firm address used, list Firm)
ZONE _____ STATE _____

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If you have firm address as well as residence address, please list the one to which you prefer all mailings sent. (In case of Active Member, this will include balloting material.)
Check or money order should accompany application.

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**THE NATION'S TOP TUNES
HONOR ROLL OF HITS**

TRADE MARK REG.

FOR WEEK ENDING APRIL 6

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard's weekly nationwide surveys.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	HE'S SO FINE	By Mack—Published by Bright-Tunes (BMI)	5
2	2	OUR DAY WILL COME	By Hilliard-Garson—Published by Rosewood (ASCAP)	7
3	3	THE END OF THE WORLD	By Dec-Kent—Published by Summit (ASCAP)	7
4	4	SOUTH STREET	By Mann-Appell—Published by Kalmann (ASCAP)	5
5	20	CAN'T GET USED TO LOSING YOU	By Pomus-Shuman—Published by Brenner (BMI)	2
6	7	BABY WORKOUT	By Wilson-Tucker—Published by Merrimac (BMI)	3
7	5	RHYTHM OF THE RAIN	By Gummoe—Published by Sherman-DeVorzon (BMI)	10
8	6	YOU'RE THE REASON I'M LIVING	By Darin—Published by Adaris (BMI)	10
9	9	IN DREAMS	By Orbison—Published by Acuff-Rose (BMI)	7
10	26	YOUNG LOVERS	By Hildebrand-Jackson—Published by LeBill-Marbill (BMI)	2
11	19	PUFF	By Yarrow-Lipton—Published by Pepamar (BMI)	2
12	8	OUR WINTER LOVE	By Cowell—Published by Cramart (BMI)	6
13	18	DO THE BIRD	By Mann-Appell—Published by Kalmann (ASCAP)	3
14	10	BLAME IT ON THE BOSSA NOVA	By Mann-Weil—Published by Aldon (BMI)	8
15	12	WHAT WILL MY MARY SAY	By Vance-Snyder—Published by Elm Drive (ASCAP)	8
16	16	ALL I HAVE TO DO IS DREAM	By Bryant—Published by Acuff-Rose (BMI)	4
17	13	I WANNA BE AROUND	By Vimmerstedt-Mercer—Published by Commander (ASCAP)	7
18	15	LAUGHING BOY	By Robinson—Published by Jobete (BMI)	3
19	29	MR. BASS MAN	By Cymbal—Published by Jalo (BMI)	2
20	11	WALK LIKE A MAN	By Crewe-Gaudio—Published by Saturday-Gavadema (ASCAP)	10
21	27	FOLLOW THE BOYS	By Davis-Murry—Published by Francon (ASCAP)	2
22	14	ONE BROKEN HEART FOR SALE	By Blackwell-Scott—Published by Presley (BMI)	7
23	24	TWENTY MILES	By Mann-Lowe—Published by Wyncote-Kalmann (ASCAP)	3
24	28	DON'T SAY NOTHIN' BAD ABOUT MY BABY	By King-Goffin—Published by Aldon (BMI)	2
25	30	OUT OF MY MIND	By Tillotson—Published by Ridge (BMI)	2
26	21	LET'S LIMBO SOME MORE	By Mann-Appell—Published by Kalmann (ASCAP)	6
27	—	I WILL FOLLOW HIM	By Altman-Gimbel-Stole-Roma—Published by Leeds (ASCAP)	1
28	—	PIPELINE	By Spickard-Carman—Published by Downey (BMI)	1
29	—	DON'T BE AFRAID, LITTLE DARLIN'	By Mann-Weil—Published by Aldon (BMI)	1
30	22	WILD WEEKEND	By Shannon-Todaro—Published by Shan-Todd & Tupper (BMI)	9

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. HE'S SO FINE — Chiffons, Laurie 3152.
2. OUR DAY WILL COME — Eddie Cano, Reprise 20147; Ruby and the Romantics, Kapp 501.
3. THE END OF THE WORLD—Skeeter Davis, RCA Victor 8098; Mills Brothers, Dot 16451.
4. SOUTH STREET — Orions, Cameo 243.
5. CAN'T GET USED TO LOSING YOU—Andy Williams, Columbia 42674.
6. BABY WORKOUT—Jackie Wilson, Brunswick 55239.
7. RHYTHM OF THE RAIN — Cascades, Valiant 6026.
8. YOU'RE THE REASON I'M LIVING—Bobby Darin, Capitol 4897.
9. IN DREAMS — Roy Orbison, Monument 806.
10. YOUNG LOVERS — Paul & Paula, Philips 40096.
11. PUFF—Peter, Paul & Mary, Warner Bros. 5348.
12. OUR WINTER LOVE — Anita Bryant, Columbia 42739; Hi-Lites, King 5730; Bill Pursell, Columbia 42619.
13. DO THE BIRD—Dee Dee Sharp, Cameo 244.
14. BLAME IT ON THE BOSSA NOVA—Eydie Gorme, Columbia 42661.
15. WHAT WILL MY MARY SAY —Johnny Mathis, Columbia 42666.
16. ALL I HAVE TO DO IS DREAM—Richard Chamberlain, MGM 13121.
17. I WANNA BE AROUND — Tony Bennett, Columbia 42634.
18. LAUGHING BOY—Mary Wells, Motown 1039.
19. MR. BASS MAN — Johnny Cymbal, Kapp 503.
20. WALK LIKE A MAN — 4 Seasons, Vee Jay 485.
21. FOLLOW THE BOYS—Connie Francis, MGM 13127.
22. ONE BROKEN HEART FOR SALE—Elvis Presley, RCA Victor 8134.
23. TWENTY MILES — Chubby Checker, Parkway 862.
24. DON'T SAY NOTHIN' BAD ABOUT MY BABY—Cookies, Dimension 1088.
25. OUT OF MY MIND—Johnny Tillotson, Cadence 1434.
26. LET'S LIMBO SOME MORE—Chubby Checker, Parkway 862.
27. I WILL FOLLOW HIM—Petula Clark, Laurie 3156; Rosemary Clooney, Reprise 20145; Betty Curtis, CGD 10903; Georgia Gibbs, Epic 9585; Jackie Kannon, Stage 518; Little Peggy March, RCA Victor 8139; Frank Pourcel, Capitol 4916; Joe Sentieri, Vesuvius 1068.
28. PIPELINE — Chantays, Dot 16440.
29. DON'T BE AFRAID, LITTLE DARLIN'—Steve Lawrence, Columbia 42699.
30. WILD WEEKEND — Rebels, Swan 4125.

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M Will fly to the top!
M I'M GETTIN' SENTIMENTAL
M OVER YOU (Bossa Nova)
M BURT FARRER
M and His New Piano Sound
M (FELSTED)
M Either Side a Hit!
M BROKEN DATE
M b/w
M Broken Date—Bossa Nova
M FRANK HUBBELL & HUBB-CAPS
M (TOPIX)
M THE GRASSHOPPER
M PETE FOUNTAIN
M (CORAL)
M MILLS MUSIC, INC.

Easter Egg-citement!
**PETER
COTTONTAIL**
P-608
THE TAFFYS
PAGEANT RECORDS

Groovy Sound!
**"EVERYBODY
SOUTH STREET"**
The Four Evers
JAMIE #1247
Jamie Guyden
PHILADELPHIA 23, PA.

**"Whatever
She Wants"**
by
JERRY BUTLER
VJ 486
VEE JAY RECORDS
1449 S. Michigan Ave.
Chicago 5, Ill.

**LITTLE BAND
OF
GOLD**
James Gilreath
JOY 274
JOY RECORDS
1619 B'way, N.Y. 19, N.Y.

MAURICE CHEVALIER and HAYLEY MILLS
take you to...
TEEN STREET
DOUBLE FEATURE MOVIE
ANNETTE
BILLY STONE
THE ONLY SINGER
TO PERFORM
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Just ask for it. We've got it.
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programming newsletter

By **BILL GAVIN** •
Billboard Contributing Editor • Publisher, Bill Gavin's Record Report

A FEW WEEKS AGO I wrote an "open letter" to a group of prominent radio men on the subject of the singles sales decline and its effect on pop music programming.

In the letter I said, "I wouldn't be so presumptuous as to suggest a solution." Mark Edwards, program director of WSAI-Cincinnati, writes: "Please be presumptuous and suggest how we could lick the problem to stimulate a renewal of public desire to buy single records." Not today, Mark, but I will soon.



John Murphy, program director of CKOY-Ottawa, writes: "The retailer must recognize hit potential and stock accordingly. Many dealers lack this ability. Too many retailers just don't care about what is going on in the industry." John adds, "Fewer, better quality singles will do more to strengthen the singles situation than vast quantities of mediocre or downright poor releases. It's not entirely up to the broadcasters to keep up the singles market. He must have the best efforts of manufacturer and retailer alike if the situation is to be improved. It's a three way street."

Jim Hawthorne, one of the radio men to whom my open letter was addressed, was chosen "program director of 1962" by the readers of the "Bill Gavin Record Report." His reply to my letter is certainly worthy of thoughtful consideration. He writes, in part:

"It is an obvious conclusion that there will be no perceptible change in the exposure of new, unproven material in radio as we know it today. A station that takes a chance on over exposure of new material, as yet unaccepted by the public, also takes a chance of losing favor with those who tune in for the entertainment they expect.

"Every second on the air must provide listeners what they want, or they tune somewhere else to find it. It is possible to program the (new and familiar) elements in proper ratio that will insure maximum listening to the newer entries that we believe will break through to hitdom. KFVB, I am positive, takes more chances on new material than any other dominant station in the nation." (Jim uses the term 'dominant' to imply a competitive situation—excludes so-called 'single station' markets.)

"Record sales are (slow) not because stations are not playing the new releases. It's because producers, artists, manufacturers and distributors have failed in their duty to exploit, sell, promote and merchandise their product!

"Radio station programming is but one factor. However, the record interests are blaming their ills 100 per cent on radio stations. Nothing could be farther from the truth. They are unable to see the problems because the majority of the people involved in records are clinging to the obsolete theory that "to get a record played" is the one method that insures success.

"When record sales were self-starting and larger, they assumed they were doing all that was necessary. But today there is competition for the record dollar. Sports have taken on added impetus. Competition for the buck is coming from products and entertainment of all kinds. Advertising budgets have been doubled, tripled and quadrupled in the competition for the same buck that used to be spent on records. What can be done? I'll outline my ideas and those of others below:

"George Jay came up with a phenomenal method of introducing new records, 'Dial-a-Hit'. The prospective buyer merely dials a number and listens to a portion of a new record. George should have taken in one step further; advertise the phone number through purchased spots on radio stations.

"How many record promoters have gone out of their way to service schools with new records for playing at lunch hour or for after school hops? Telephone calls to me from schools begging for records would fill a book. I've passed them on, but nothing happened."

Now I'm condensing some further thoughts by Jim: Artists personal appearances at record stores need more careful pre-planning and exploitation. They often fail because of lack of showmanship and publicity. Both take brains and money. Who has both? Only the record industry.

Radio exploitation: Has anyone ever investigated the use of paid spot announcements, creatively produced? There has been a stab at
(Continued on page 84)

DJ Shows Parley Grabber

• *Continued from page 1*

For example, Programatic Broadcasting Service's new Sammy Davis Jr. deejay series, "That's Entertainment," was sold to 18 stations in foreign markets before it made its U. S. debut on KDAY, Los Angeles, January 21. Jim Ameche Productions has sold its syndicated jockey shows in more than 20 foreign markets, including Singapore, Hong Kong, Trinidad, Australia and seven African areas. The Ameche programs are also carried by 188 Armed Forces radio stations.

Several foreign markets are currently bidding for the Clark series, which is now carried in 19 U. S. cities, and is already sold out on most stations, according to Bob Whitney, executive vicepres of Mars Broadcasting, producer and distributor for the package. Clark's newest outlets are WYNR, Chicago, and WFLA, Tampa. Both stations kick off the show this week. Though the series has been sold to WHOT, Youngstown, Ohio, it won't go on the air until the daytime outlet receives an okay for nighttime broadcasting.

Clark's click in the syndication field is attributed by the

Radio-TV

PROGRAMMING

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

trade primarily to two major factors: (1) His established draw with national advertisers. (2) The series' strongly accented local flavor in each market.

Official rating figures on Clark's audience pull in these markets aren't available as yet, but a preliminary survey by a major rating service in one of Clark's key cities showed that the outlet's share of audience for the Clark time period increased from 19.6 to 38.5 (a peak figure for the area) during his first two months on the air.

Dr Pepper and American Chicle are among national advertisers buying the series in most markets. Clark tapes leads for local advertisers but doesn't mention any local sponsor by name because of his commitments to national advertisers.

Each two-hour show features 18 commercials. Mars provides elaborate merchandising kits featuring display material and sample ads.

Clark achieves potent identification at the local level by working closely with a local jockey at each station. He tapes separate chatter bits on local topics (by phone) with each jock, and now has it set up so that stations can insert records that are breaking locally. Clark works with spinner Jim Kell at WSGN, Birmingham; Gene Creasy at WITH, Baltimore, and Johnny Holliday at WHK, Cleveland.

Still Pushes Radio

Clark goes out of his way these days to emphasize his belief in the strength of radio. In order to do as much in-person promotion as possible in each market, he now wraps up all five of his daily ABC-TV "American Bandstand" shows on Saturdays. Following the NAB meet, he is scheduled to take another swing around his syndication circuit to plug his series, through p.a.'s, tie-ups with local advertisers and local reps of his national sponsors, and a variety of civic promotions. Clark, who is also doing a daily network five-minute talk spot for ABC-Radio, now says: "My logical place has always been in radio."

About 25 records are featured on each two-hour Clark show. The disks are mainly culled from current best selling singles, and are selected by Clark and a Mars music committee each Friday. Clark tapes his show 16 days ahead on an average. Stations receive two tapes—a running tape with general-type chatter, interviews with disk stars, and the records; and a special localized tape.

In addition to the stations already mentioned in the above paragraphs, the new Clark series is currently carried (in late afternoon or evening time periods) by KKIS, Pittsburg, Calif.; WABB, Mobile, Ala.; WWCO, Waterbury, Conn.; WCPO, Cincinnati; WKGM, Knoxville; WOLF, Syracuse; WLEE, Richmond, Va.; WLAN, Lancaster, Pa.; WQI, Atlanta; WMID, Atlantic City; WAAT, Trenton, N. J.; WKKO, Cocoa, Fla., and WWDC, Washington. The D. C. outlet now spots an extra four-hour Clark program on Sundays, utilizing segments of the weekly tapes.

Paradoxically, George Lorenz, who first started syndication in 1950, is highly pleased with the success of his new competitor. He says, "The best break tape (deejay shows) has had to date is the fact that Clark has entered the field."

Success a Spark

The Buffalo-based jockey says Clark's success and the hoop-la-type promotion surrounding it has made local program men around the country generally more receptive to the syndicated deejay concept. "They're anxious to listen to tapes now," reports Lorenz, "particularly in cities where Clark is already carried locally."

In line with this, Lorenz is
(Continued on page 82)

ERN TAKES LOOK AT MUSIC IN AMERICA

NEW YORK — A series on music in America will begin on the Educational Radio Net Thursday evening, April 4, at 8:30 with the first in a series of 13 one-hour programs re-creating America's musical past.

The series, entitled "America's Musical Heritage," is based on recordings prepared by the Society for the Preservation of the American Musical Heritage, Inc. Introductions and comment are

given by Karl Krueger, the American conductor who founded the Society in 1960.

E.R.N., the radio division of the National Educational Television Radio Center, headed by Director Donald Quale, serves eight Eastern cities, Syracuse, Albany (N. Y.), Amherst eight Eastern cities, Syracuse, Albany (N. Y.), Amherst (Mass.), Boston, Hartford (Conn.), New York City, Philadelphia and Washington.

VOX JOX

WHO'S A FINQUE? KXOK deejay Johnny Rabbitt is receiving requests from thousands of St. Louisans begging to be Finks. KXOK is offering the only "Official FINK stickers" in existence containing a picture of E. Pluribus Fink.... Membership in the WEXL, Detroit, Country Club has passed the 10,000 mark. The station inaugurated a policy of broadcasting 24 hours of country music

daily three months ago. . . WFAA radio, Dallas, Tex., is rewarding listeners who have "an ear for news" with the station's "News More People Quote" contest. WFAA is giving away a transistor radio each day to the lucky listener who correctly identifies a mystery direct quote taken from a person who has figured prominently in the news. A new mystery quote is broadcast each day for a daily winner.

HAPPY BIRTHDAY TO: KTVU, San Francisco, celebrating its fifth anniversary on the air this month with a special on-the-air party prizes, Hawaiian vacations and similar doings. . . The South Carolina Telephone Company has brought WCLM's "Platter Review" to a screeching halt. Seems the program, which invited the listeners to vote yes or no through a telephone call on new record releases, was tying up the entire county telephone system for 30 minutes each day (Jolly Joe Dorton ain't so jolly now).

NUMBER ONE SOUND: Marty Lacker, promotions director of WNOE, New Orleans, reports the station has hit No. 1 (Hooper & Pulse). The station recently held a gimmick hill-billy day, with the deejays talking with a twang and featuring **Homer and Jethro** promotion—but they played no coun-
(Continued on page 84)

Focus on the Deejay Scene



"SURE AN' THERE'S a County Meath in Ireland!" That's what Dublin's Lord Mayor said to Rochester's Eddie Meath, when the WHEC morning personality made a trans-Atlantic call to His Honor, James O'Keefe of Dublin. It was all part of WHEC's recent two-day salute to the Irish, which featured the Lord Mayor's special greetings to the people of Rochester and also gave big play to Irish music and Irish performers throughout the broadcast schedule.

Collegians Learn Their Radio Troubles Are Facts of Life

By GIL FAGGEN

NEW YORK—Small problems are bound to get bigger if you make broadcasting a career was the underlying theme of the International Radio & Television Society-N.Y.U.-sponsored College Broadcaster's confab held here March 21, 22 and 23.

Syndicated D.J. Shows Grab Eye at NAB Convention

Continued from page 81

currently negotiating for his own syndicated series to be carried by competitive stations in some of the Clark markets, possibly slotted in the same time period in at least one key city. Lorenz' nightly two-hour "Hound Dog" show, a rock and roll-Top 40-type package, is now carried by WNJR, New York; WABY, Albany, N. Y.; WGH, Norfolk, and WEEP, Pittsburgh. Recent Pulse studies gave him the No. 1 rating in his WNJR time slot, 7-9 p.m.

In addition to his own series, Lorenz' World-Wide Programming Corporation recently launched a middle-of-the-road-style syndicated deejay show with Bob (Howdy Doody) Smith as emcee, and is readying an Anita Bryant series. The Smith series recently debuted on WBEN, Buffalo. Smith cuts voice tracks at his New Rochelle, N. Y., studio-home, and the show is put together in Buffalo. All World-Wide Pro-

gramming shows are distributed by the Woodgate sales organization.

Utilizing certain engineering tricks of his own, Lorenz says it takes 20 minutes to produce his show, which can be run as a continuous two-hour ainer. He tapes from three to six days in advance of air time, and can put 15 hours a day on tape.

Unlike Clark, Lorenz also tapes local commercials for individual sponsors. Lorenz also differs from Clark in that he doesn't believe in integrating guest shots by disk stars throughout a show. Lorenz doesn't think they fit "modern radio." He limits artists' appearances to 15-second spots with their current records.

However, Lorenz strongly endorses Clark's localized approach. He visits syndication markets frequently, his most recent promotion being an open-house affair at a local auto dealer's show room when the series debuted in the Pittsburgh area February 14.

Lorenz features from 14 to 16 disks per hour on his show; 50 per cent are current pop hits while the others are new releases and old hits. The show is priced on a base of \$7 an hour minimum, plus a percentage of billing and is available to smaller stations for about \$2 an hour.

Jim Ameche has been established in the syndicated deejay field for the past seven years, both as a producer and a jockey. His own two syndicated shows, currently carried in more than 50 U. S. markets, spotlight adult music programming.

"The Jim Ameche Show" features "middle of the road" disks while his "Pops Concerts" spotlights "beautiful mood music." Each show runs 10 hours a week. Ameche also syndicates a classical disk show, a country and western disk program with Hank Thompson as emcee, and handles syndication of the Pat Boone show in foreign markets.

Though Ameche recently moved from Storer station KGBS, Los Angeles, to the Storer outlet in New York, WHN, his syndication firm will continue to headquarter on the West Coast. He will tape his own program from here.

Ameche says Clark's localized approach is nothing new. He has been using it for years on his (Ameche's) shows. The jock tapes special commercials for local sponsors, commentary on local events, time checks and weather reports for each outlet. The weather reports are handled through a group of spots with copy suitable for a variety of weather conditions.

Ameche's station line-up includes KCBC, Des Moines; KPAL, Palm Springs, Calif.; KFBC, Cheyenne, Wyo.; WDEF, Chattanooga, and WINQ, Tampa. Clark is also in the Tampa market, but Ameche doesn't think their shows are competitive since they appeal to different audience groups.

Staff members of more than 50 student owned and operated campus broadcasting stations representing more than 350,000 student listeners gathered at the Park Sheraton Hotel and N.Y.U. campus to find answers to the many problems in operating a college radio station.

How to attract more listeners, make money, meet the competition, find competent personnel and receive recognition from the record industry were the major thorns in the sides of the delegates.

Top broadcast professionals such as Mark Olds, general manager, WINS, N. Y.; Bill Schwartz, program manager, WNBC, N. Y.; Hank Basayne, program director, KCBS, San Francisco; John Kelly, director advertising and promotion, Storer Broadcasting; Stephen B. Lubunski, general manager, WMCA, N.Y., found it easy to identify many of their own station problems with those of the college broadcasters.

Though the "pros" provided many answers and set up important guidelines, the delegates soon learned that their problems are the problems of broadcasting in general and solutions are still being sought at all levels.

A majority of the college and student operated stations program "pop" music, sell time and approximately 25 per cent of the stations broadcast to the community as well as their own specific student bodies.

Many in attendance complained that it is extremely difficult—if not impossible—to get even rudimentary service from record companies. It was argued that though a campus may be served by other commercial stations student loyalty to the campus outlet is more consistent, achieving maximum impact for record and LP exposure and for the commercial message.

With many hundreds of campus outlets serving anywhere from 2,000 to 15,000 undergraduates at each school it may well be a vitally important total market being sloughed aside by the record companies and national advertisers as well.

Catch an Error, Win a Transistor

WASHINGTON — WWDC radio listeners will be rewarded with transistor radios by the station for ferreting out and returning some 50 erroneous Top 40 lists.

The station distributed some 10,000 lists in the area, with the name of a wrong recording artist, placing them primarily in record stores.

Talent Lined Up For NAB Parley

CHICAGO — Marguerite Piazza, Bob Newhart, the Gene Krupa Quartet featuring Charlie Ventura and Lou Breese and his orchestra will provide the entertainment for the Wednesday banquet of the National Association of Broadcasters at the Conrad Hilton Hotel. The talent appears courtesy of Broadcast Music, Inc.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP Spotlights.

POPULAR

GENE PITNEY SINGS JUST FOR YOU — (Musicor MN2004, MS3004) "Teardrop by Teardrop"

AS LONG AS SHE NEEDS ME — Sammy Davis Jr. (Reprise R-6082, R9-6082); ("Lover Is) The Tender Trap" (Barton, ASCAP) (2:36)

COUNTRY

I'M A LONELY WANDERER—Slim Whitman (Imperial LP 9226) "In a Hundred Years or More"

RELIGIOUS

MY FAVORITE HYMNS — Jimmie Rodgers (Dot DLP 3502, DLP 25502) "Beyond the Sunset"

SING WE NOT THE SONGS OF FAITH—Harry Simeone Choral (20th-Fox FXC 5006) "The Lord Is Counting on You"

SACRED

SONGS OF INSPIRATION—Wilma Lee and Stony Cooper (Hickory LPM 112); "Glory Land March" (Peer, BMI) (1:58)

MIDDLE-ROAD 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
1	1	THE END OF THE WORLD, Skeeter Davis, RCA Victor 8098	11
2	8	CAN'T GET USED TO LOSING YOU, Andy Williams, Columbia 42674	6
3	3	IN DREAMS, Roy Orbison, Monument 806	9
4	2	RHYTHM OF THE RAIN, Cascades, Valiant 6026	13
5	11	YOUNG LOVERS, Paul & Paula, Phillips 40096	4
6	9	PUFF, Peter, Paul & Mary, Warner Bros. 5348	4
7	4	OUR WINTER LOVE, Bill Pursell, Columbia 42619	10
8	7	ALL I HAVE TO DO IS DREAM, Richard Chamberlain, MGM 13121	9
9	5	WHAT WILL MY MARY SAY, Johnny Mathis, Columbia 42666	11
10	6	I WANNA BE AROUND, Tony Bennett, Columbia 42634	13
11	10	FOLLOW THE BOYS, Connie Francis, MGM 13127	6
12	12	OUT OF MY MIND, Johnny Tillotson, Cadence 1434	6
13	13	DON'T BE AFRAID, LITTLE DARLIN', Steve Lawrence, Columbia 42699	5
14	14	OVER THE MOUNTAIN (Across the Sea), Bobby Vinton, Epic 9577	5
15	20	I GOT WHAT I WANTED, Brook Benton, Mercury 72099	4
16	15	DAYS OF WINE AND ROSES, Henry Mancini, RCA Victor 8120	11
17	18	YOUNG AND IN LOVE, Dick and Dee Dee, Warner Bros. 5342	4
18	—	WATERMELON MAN, Mongo Santamaria, Battle 45909	4
19	—	MECCA, Gene Pitney, Musicor 1028	3
20	—	ALL OVER THE WORLD, Nat King Cole, Capitol 4919	6

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 the Billboard's chart at that time:

POP—5 Years Ago April 7, 1958

1. Tequila, Champs, Challenge
2. Sweet Little Sixteen, C. Berry, Chess
3. Lollipop, Chordettes, Cadence
4. A Wonderful Time Up There, P. Boone, Dot
5. He's Got the Whole World in His Hands, L. London, Capitol
6. Who's Sorry Now, C. Francis, MGM
7. Sugartime, McGuire Sisters, Coral
8. Don't, E. Presley, RCA Victor
9. Breathless, J. L. Lewis, Sun
10. Catch a Falling Star, P. Como, RCA Victor

POP—10 Years Ago April 4, 1953

1. Doggie in the Window, P. Page, Mercury
2. Till I Waltz Again With You, T. Brewer, Coral
3. I Believe, F. Laine, Columbia
4. Profound, N. K. Cole, Capitol
5. Tell Me You're Mine, Gaylords, Mercury
6. Tell Me a Story, F. Laine-J. Boyd, Columbia
7. Don't Let the Stars Get in Your Eyes, P. Como, RCA Victor
8. Your Cheatin' Heart, J. James, MGM
9. Side by Side, K. Starr, Capitol
10. Wild Horses, P. Como, RCA Victor

RHYTHM & BLUES—5 Years Ago—April 7, 1958

- Tequila, Champs, Challenge
Sweet Little Sixteen, C. Berry, Chess
Lollipop, Chordettes, Cadence
Don't You Just Know It, H. Smith, Ace
Who's Sorry Now, C. Francis, MGM

- Breathless, J. L. Lewis, Sun
The Walk, J. McCracklin, Checker
Book of Love, Monotones, Argo
Twenty-Six Miles, Four Preps, Capitol
He's Got the Whole World in His Hands, L. London, Capitol

Rating People Not With It—Bunker

NEW YORK — The rating services got another rap on the knuckles Wednesday, from Ed Bunker, new president of the Radio Advertising Bureau.

Bunker, in a talk before the International Radio and Television Society, called for better research in the radio field and pledged full RAB efforts to effect this end.

The RAB chief warned of the danger of computers when there is great doubt as to how the facts for them are gathered in

the first place. "The rating people have just not kept up with the times," Bunker said.

He estimated that millions of dollars have been lost to radio because of undermeasurement by rating outfits.

Bunker announced that the 1,200-member organization is setting up a special "Small Market Division" which will make it possible for RAB to provide separate and more specific services for large and small market stations.

BIGGEST YET
I'M GONNA TELL IT ON YOU
JAMES DAVIS
DUKE 359
DUKE RECORDS, INC.
2809 ERASTUS STREET
HOUSTON 26, TEXAS

HITS FROM 20th FOX RECORDS

SING WE NOW THE SONGS OF FAITH album FXG-5006
PEACE IN THE VALLEY single Fox-400
TENDER IS THE NIGHT (Academy Award Nominee)
THE LONGEST DAY (DIXIE) (MARCH)
1721 Broadway, New York 19, N. Y.

HARRY SIMEONE CHORALE
GOGI GRANT MORTY JAY

THE Majors
"TRA-LA-LA"
#5936
IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood 28, Calif.

RELIABILITY—QUALITY
RECORD PRESSING
Originators of the Patented rim drive; thick-thin type record
RESEARCH CRAFT CO.
1011 NORTH FULLER
HOLLYWOOD 46, CALIF.

FOR THE RECORD . . .

*a presentation
of facts
about the four
music-record weeklies,
based on 1962
performance.*

Advertising Pages

The following display advertising comparisons give all the advantages to the other three music-record weeklies. Billboard's figures come from actual billing records, whereas those of other publications were based on actual measurements which do not take into consideration advertisements published as adjustments for errors, or unpaid for other reasons. The figures apply to display advertising only. No classified advertising space, paid or unpaid, is included.

But let's not stop there. There are others—and still more important—measurements of the value of a publication to advertisers.

Publication	1962 Display Advertising Pages
Billboard	1730
Cash Box	1667
Music Reporter	645
Music Vendor	399

Dollars of Advertising:

Where an industry invests the greatest share of its advertising dollars is accepted as the most significant area of comparison of the advertising worth of the publications in any field. Here are the facts about advertising dollars invested in the music-record tradepaper field:

Fact #1	More dollars of advertising were spent in Billboard, in 1962, than in all the others combined.
Fact #2	Billboard's margin, over paper #2, is a whopping one-third of a million dollars!—some \$370,000 more, to be exact!
Fact #3	Advertisers spent more for singles advertising in Billboard!
Fact #4	Advertisers spent more for LP advertising in Billboard!
Fact #5	Talent spent more for advertising in Billboard!
Fact #6	Advertisers spent more for "all other" music-record advertising in Billboard (music publisher, record services and supplies, distributors, one-stops, etc.).

Paid Circulation

Or, how many readers think enough of the publication to pay for it. Here are the facts:

Publication	Circulation Listing in SRDS*, January 1963.
Billboard	20,022 Average ABC Audited Net Paid (6/30/62).
Cash Box	"After three requests, publisher has failed to file circulation statement on SRDS form."
Music Reporter	No listing for this publication in SRDS at all.
Music Vendor	5,610 (sworn 12/31/61).

*SRDS is the accepted national authority for statistical data on publications. Its purpose is to serve the needs of advertising buyers in all fields.

SUMMARY: Billboard has more paid circulation (and the only audited paid circulation) than all others combined!

Advertising Effectiveness

Or, is your advertising really producing for you. This is a key area of evaluation and here's a picture of what's available for advertisers in this area.

Publication	Type of Advertising Effectiveness Research Available.
Billboard	Two full studies: (1) Big-city markets; (2) Grass-roots markets. Two pilot studies on LP advertising effectiveness.
Cash Box	None.
Music Reporter	None.
Music Vendor	None.

Editorial Services

Comparisons are needless here.

Billboard is the acknowledged leader.

Billboard is the acknowledged spokesman for the industry, as (probably) even Billboard's competitors will agree.

Billboard editorial data and research is used, universally and almost exclusively, in and out of the music-record industry.

Billboard is the source of industry statistics—used by government agencies, major consumer publications, newspaper editors and columnists, and virtually all sales and management executives of record manufacturers.

Ask any experienced professional in the industry.

Billboard Leadership

*unquestioned in '62, and
growing greater in '63*



TURNTABLE TIPS

By MIKE TURNTABLE

By MIKE TURNTABLE

BIG BROTHER'S watching over everyone: with its overdue investigation of rating imperfections, Congress is also looking into the monopoly situation that exists in the broadcast field, created in some markets by newspaper ownership. Chairman Celler laid the groundwork for this probe with an opening statement citing three newspaper chains that control 45 dailies, 25 magazines, 10 AM radio stations, 7 FM's, 12 TV stations, 2 press services and news feature syndications.

Regarding this second investigation, someone has said, "Should these newspapers be penalized because they had the foresight to get into radio and television early?" An editorial in one of the leading media publications adds "the committee will be disappointed if it expects to develop the fact that newspaper owners dictate the news

and editorial policies of the preponderance of these stations or use combination advertising rates."

The article further states that most newspapers maintain entirely separate news and sales staffs and meticulously avoid overlap.

I SAY this is so much hogwash! Any intelligent, independent broadcaster in any market can testify that no such separation exists or ever did exist.

Newspapers and their stations in most markets generally control the important advertising in that market. Newspaper articles spotlight the paper's own station and its featured programs, radio or TV. Just let the independent broadcaster ask for a feature story, and its amazing how the newspapers seem to run suddenly out of space.

This is a fact that any aggressive Congressional committee can bring to light if it dares to buck the newspaper monopolies. We'll grant that the connection seems to be pretty well buried—but the connection does exist.

As for newspaper chain foresight in pioneering in radio and TV, what was more logical than for people who controlled the advertising to divvy it up with another medium?

This is a sad situation that has strangled more broadcasters in America than the rating services ever could hope to damage.



IN THE AIR EVERYWHERE: Jack Thayer, WHK, Metromedia, vice-president and general manager, accepts the first Air Force Award of 1963 presented by Maj. Eugene Sydlowski. Allan Michaels (center) WHK Public Service Director, created "Sound of Service" spots for the Air Force campaign aired on the Cleveland outlet.

PROGRAMMING NEWSLETTER

Continued from page 81

selling albums through this method. This is a new field of exploitation and requires a totally new approach to find the proper way to sell the (singles) product. Present methods in advertising are not the way to accomplish the desired result.

Showmanship: Who has it today? Not the tired record promoters who use the same day-in-day-out, hackneyed "contact-the-program-director-librarian-DJ" way to get records played. Jim means the solid, creative high level showmanship that is seen every once in a while in the exploitation of motion pictures and in theatrical exhibitions.

Merchandising: Summed up in one word is today's merchandising: Freebies! Give 'em a hundred—shove an extra 25 in when they buy so many. This cancer on the business (created by itself) is a direct result of lack of merchandising. Merchandising is the follow-through required of the producer-distributor-salesman combination.

"ONE LAST WORD," Jim says. "The first person to blame when something goes bad is someone other than the person doing the blaming. This, I think, is the current cast. I urge you not to blame the radio stations. Look toward thyself, to paraphrase, to affix the blame."

I assume that Jim was addressing his last lines to the record people, rather than to me. Anyhow, our thanks to him for his most interesting ideas. I'm sure that some of our readers will have different opinions, and will express them.

"BEST SIDE STORY"

Detroit (Dave Shafer-WJBK): Gaining fast: "Funny Man" (Ray Stevens-Mercury) and "That's How Heartaches Are Made" (Baby Washington-Sue). Taking off: "You're My Leading Lady" (Tommy Frontera-HI-Lite)—a local label. Requests: "One Hand, One Heart" (Escorts-Coral).

Miami (Dick Stambaugh-WFUN): Gaining fast: "Killer Joe" (Rocky Fellers-Scepter). Top request item: "Pushover" (Etta James-Argo). Pick: "Return of Ambrose" (Linda Laurie-Rust).

Seattle (Frank Barrow-KZAM): Requests and sales: "Come and Get These Memories" (Martha & Vandellas-Gordy). Starting: "Love She Can Count On" (Miracles-Tamla) and "Oh Freddy" (Connie Van Dyke-Motown).

Boston (Arnie Ginsburg-WMEX): Good requests: "Why Do Fools Fall in Love" (4 Seasons-VeeJay) and "Charms" (Bobby Vee-Liberty). Pick: "Dear" (Toni Jones-Smash).

Atlanta (Paul Drew-WAKE): Top 10 request item: "Take These Chains" (Ray Charles-ABC-P-LP). Good initial response: "Hey, Hey, Hey" (Dick Jacobs-Brunswick).

Dallas (Bill Enis-KLIF): Sales: "If She Should Come To You" (Jimmy George-soon to be released nationally by Philips). Requests: "Sandra" (Volumes-Jubilee). Pick: "Bachelor" (Little Julius-Diamond). Likes: "Very Few Heartaches" (Jack & Jill-Arlen, produced in Fort Worth).

Washington (Dean Griffith-WPGC): Gaining: "Where You Going Little Boy?" (Zip & Zippers-Pageant). "Boss record" for five straight days: "Two Kinds of Teardrops" (De Shannon-Big Top).

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.

MORE #1 BROADCASTERS AGREE . . .

TEMPO MUSIC PROGRAMMING

is the key to rating success ! !
Top 40? Good Music? C&W? R&B?

No matter what your music policy may be, TEMPO Productions provides a record service tailored to your needs and your market. Three shipments a week of single records and L.P.'s, plus the Weekly Newsletter TEMPO with accurate and timely record listings and reviews and invaluable programming guidance and ideas.

BE FIRST IN YOUR MARKET TO PLAY THE NEW RECORDS WITH THIS LOW-COST MUSIC SERVICE.

Wire, write, or call for more information.
(Canadian and foreign inquiries invited)

TEMPO PRODUCTIONS, INC.

1736 Stockton St., Studio D, San Francisco, Calif. EX 2-1755

MILY'S SPECIALS OF THE MONTH

ALL KINGSTON TRIO MONO OR STEREO LP'S \$1.85 each ... including their NEW RELEASE KINGSTON TRIO #16

Minimum Order 5 LP ALBUMS OFFER EXPIRES APRIL 30, 1963

RECORD DEALERS!

RACK JOBBERS! JUKE BOX OPERATORS! ONE STOP — ONE DAY SERVICE! STRICTLY WHOLESALE! NO EXTRAS! NO GIMMICKS! Special Album Deals Always Available!

YOUR CHOICE OF OVER 2000 LABELS — FOR THE MOST CURRENT INVENTORY YOU'VE EVER OWNED!

45's-60¢ LONG PLAYING RECORDS.

LIST FOR \$3.98 **\$2.47**
LIST FOR \$4.98 **\$3.09**
LIST FOR \$5.98 **\$3.71**

1 • ORDER • SHIPMENT • POSTAL CHARGE • FREIGHT CHARGE

* "SPECIALS" & "Hard-To-Get's" our Specialty ... No Order too Large or Small!

REDISCO

The Nation's No. 1 Wholesale-1-Stop
1221 W. NORTH AVENUE
BALTO. 17, MD.—NORTH 9-1515

VOX JOX

Continued from page 81

try music. Staffers are George Hayes, Ken Elliott (PD), Jim Stewart, Skip Wilkerson, Dan Diamond and Richard Delacroix. . . Al Meltzer, WEBR's early morning showman, has come up with an interesting idea — "The Weather Bank." Listeners are invited to save money each day with the amount being determined by the weather report for the day.

CLIMB ON, CLIMB ON: Here's another take-off on the 50-mile-hike rage. A brave six from Portland's KGW decided to climb 11,250-foot Mount Hood. The trek was made by station manager Pat Crafton, program manager Wes Lynch, traffic manager Joyce Brock, Rosalie Adkins and Barbara McEwen. Guides were Curtis Faus, Kent Taylor, and Ken Hollingsworth, engineers from KGW-TV. Despite wind, ice and sub-zero temperatures they all made the five-hour round-trip safely. WSB, Atlanta, marked its 41st broadcast year this month with a special program series entitled "41-Derful Years," recreating the music and voices of the period.

DJ Dies While Doing Broadcast

LOUISVILLE — "Bill, help, help"—the desperate cries of a dying man were heard by listeners of WINN last Wednesday.

Tim Lockhart collapsed and died of an apparent heart attack while broadcasting his deejay show. The 34-year-old former Hollywood actor tried to summon the production director from another room before he died.

Lockhart, who had just returned to Louisville after attending his mother's funeral in Georgia, joined WINN two months ago.

War Hero Tribute

NEW YORK—The heroic exploits of Gen. Douglas MacArthur, Gen. Jonathan Wainwright, Corp. Thomas Kelly and others were told by the men themselves on the WINS documentary program aired Sunday, March 31, commemorating the 100th anniversary of the Medal of Honor—the nation's highest award for bravery.

"Medal of Honor" was written and produced by Bud Greenspan.

EXTRA INDUSTRY SERVICE

This issue of Billboard is being distributed at the

National Association of Broadcasters
Annual Convention
in Chicago

Zenith Bets It Can Do Business, Make Money With Record Dealers

CHICAGO — Zenith Radio Corporation, one of the nation's leading producers of radios, phonographs and television sets, is betting money it can do business with record dealers.

Zenith is planning an intensive campaign to prove its point. The firm feels very strongly that radios, phonographs and even TV sets can substitute a substantial part of the average dealer's volume.

"In fact," says Leonard Truesdell, president of Zenith Sales Corporation, "I'm surprised that dealers haven't made more of an effort to carry this type of merchandise in the past several years."

Truesdell feels that record dealers can use radios, phonographs and television sets to augment the record volume that's been drained away by discounters.

Step Up Volume

He declined to go into details on Zenith's plans, but he noted, "We're going to make a sincere effort to interest dealers in our lines." He pointed out that Zenith's volume with record stores was "very small, but if we didn't expect to increase this volume several times, it wouldn't be worth the effort."

Truesdell said it seems logical that record dealers could do a better job than hardware, drug and jewelry stores—all prime outlets for radios, phonographs and television sets now.

He feels this could be the salvation of the small record dealer, but he warns the dealer shouldn't fall into the "bear-trap" of where he's again battling the discounters.

Dealer Advice

If a record dealer is really interested in diversifying, Truesdell has this advice:

- (1) Carry limited lines.
- (2) Carry only merchandise with wide consumer brand acceptance. Don't attempt to pioneer. Let the brand's national advertising dollar help you sell.
- (3) Stay away from products that are kicked around by discounters. Most dealers have been hurt by discounters on records. Pick a product where the manufacturer's reputation enables you to sell on other than price.

Truesdell feels that Zenith's merchandise is just the type of product that appeals least to discount houses. "In fact we make no effort in this area at all," Truesdell says. "The main reason is that we simply don't like to have our product kicked around."

For the same reason, Zenith sells to dealers through some 80 independent wholesale distributors. The firm absolutely refuses to sell direct, even to the large auto and jewelry chains and catalog houses.

Zenith feels it has built its volume through the years by establishing a "solid relationship with the small and medium-size dealer. We want to keep this loyalty," Truesdell notes.

Diverse Line

Zenith carries one of the widest lines in the industry. Its phonographs, including table models, portables and consoles, start at \$29 and go to well over \$1,000. Radios go from \$19.95 to \$275 and television sets from \$149 to over \$1,000.

It believes strongly in close tie-in programs with its dealers. It pays out close to \$2,000,000 per year through its profit-sharing program whereby dealers earn bonuses for carrying a rep-



LEONARD TRUESDELL

resentative line of Zenith products.

Zenith is also the largest advertiser in the industry. It makes wide use of national magazines but its big dollar is spent in the local newspapers with cooperative deals with Zenith dealers.

Other dealer aids include point of sale material, window displays, sales and service train-

ing programs, and a constant program of feeding product information to the dealers through the regional sales organization.

If there is any doubt about Zenith's success, it's dissipated with a look at the sales figures. Zenith is far and away the acknowledged sales leader in television sets. In radios the firm is second only to General Electric ("because," says Truesdell, "we don't compete with GE's low-end price leaders") and in phonographs, Zenith ranks itself among the top four which includes itself, Magnavox, Motorola and RCA Victor.

In the past five years Zenith has more than doubled its unit volume and expects to approach a \$400,000,000 sales figure in 1963.

If there has been one dominating sales axiom, says Truesdell, it's been our staying away from price appeal and concentrating on quality. Zenith's average unit of sale at the manufacturer level is more than 40 per cent higher than the industry average.

Judging by the firm's success, it's a policy that's paid off very well.



HOW BEST TO DEMONSTRATE STEREO, giving it its greatest possible impact. That's a problem with which all dealers have been confronted. Here's one way and it works. Use stereo headphones instead of speakers. Then switch back and forth from one-track playback to stereo. The customer will quickly feel the difference in the most dramatic possible way.

Gotham Dealers Face City Occupancy Tax

NEW YORK—A new bugaboo has threatened rank-and-file record dealers operating within the New York City limits. The latest problem involves the possible imposition of a city occupancy tax. This and other pressing matters will be aired at a meeting of the Association of Record Dealers (ARD) of New York and New Jersey, Tuesday (16) at the Park Sheraton.

The proposed occupancy tax on all retail establishments within the city is the latest of a series of measures proposed by Mayor Robert F. Wagner to raise city revenues. One dealer member of ARD said last week, "This would cost me about \$500 a year."

ARD President Mickey Gensler, of Spinning Disk, the Bronx, said he expects a lively discussion on this matter, with the possibility that a dealer committee would meet with representatives of merchants in other fields to discuss ways and means of combating the measure.

Another matter due for discussion is the use by record clubs of the low educational postage rate for the mailing of records. Dealers here feel that club use of this privilege, which they say was originally designed only for use of libraries and schools, places the clubs in an unfairly advantageous price situation with respect to dealers. What plans might be instituted in this regard were not known but the matter was expected to come up for airing at the meeting.

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

equipment newsletter

By DAVID LACHENBRUCH

Billboard Contributing Editor • Managing Editor, Television Digest

HI-FI "RATINGS"? There seems to be an almost imperceptible shift toward sanity on the staff of the Federal Trade Commission and among the manufacturers of music reproducing equipment, in the search for a definition of "high fidelity."



There are now some indications that a number of manufacturers and the FTC may agree to substitute a sliding "quality scale" for an outright definition.

We harp on the subject of hi-fi definitions because it will be very important to your business in the years to come. The FTC is determined to protect the public from "lo fi" sold as "hi fi"—and to do so it must find a definition of high fidelity. After a definition is established, it plans to file misrepresentation charges against retailers, manufacturers and distributors who advertise as "hi fi" any instrument which doesn't meet its legally determined definition.

The dawn of reason began to glow faintly on the horizon at the recent spring conference of the Electronic Industries Association. The EIA's phonograph section—which numbers among its members nearly all of the major package phono manufacturers plus a couple of component makers (Pilot and KLH)—devoted a half day to a frank shirtsleeve conference with Martin Shepherd Jr., of FTC's Bureau of Industry Guidance.

Shepherd conceded that FTC is still a long way from arriving at a definition. He said that most letters received from customers objected to the EIA's proposed definition (intended for packaged goods only) as far too lax. He added that he realized that many of these letters were from component hi-fi enthusiasts who are subscribers to audio publications which have urged them to write the FTC protesting the EIA's proposed definition.

Many of the phono manufacturers at the meeting indicated that they'd prefer not to have any official definition at all. "High fidelity" is subjective, they said, and even good musical reproduction is subjective.

HORSEPOWER AND ACOUSTIC QUALITY. Much of the talk, however, centered on a proposal to abandon the definition—and possibly the use of the term "high fidelity"—and substituting a uniform quality rating system. Shepherd was noncommittal, but he said FTC investigators have discussed the possibility of some kind of sliding scale—"A-B-C ratings," "choice and prime" or "component and packaged high fidelity."

It was then that some EIA members brought up the idea of a uniform quality rating system for all audio products. They compared such a system with the automobile industry's adoption of official S.A.E. horsepower ratings to identify the power of automobile engines. Some at EIA discussed "acoustic power," to be used in the same way as car makers use horsepower. (Actually, "acoustic power" would be a misnomer for any system which measures characteristics other than power—so we shall hereafter call it "acoustic quality.")

There actually is an "acoustic quality" rating system which EIA has been considering for nearly a year. It was proposed by Lincoln Walsh, of Walsh Engineering Co., to the EIA loudspeaker section, and later extended to include many other characteristics of audio systems.

The Walsh rating technique, in its present state, is considered too complicated to be readily understood by the average consumer. Some EIA members hope it can be simplified to a straight numerical index—or a number and a letter.

PROPOSENTS of the Walsh system say its beauty is that it can apply to any and all audio equipment—to individual components, to component systems and to packaged phono systems. A consumer purchasing separate components can identify the quality rating of each component, and then—probably by means of a table—determine the quality rating of his entire system. He can even compare it directly with a packaged system of comparable cost.

There are still some drawbacks to the Walsh system. For one thing, as we mentioned before, it's still rather complex. Previous attempts at simplification have resulted in a code of colors and shapes—purple diamonds, red triangles, etc. For another, most packaged audio equipment manufacturers don't now have the lab gear to make the required tests. However, it's estimated to cost only about \$25,000—a relatively small sum for a large manufacturer.

There will be more discussion of the Walsh system and other hi-fi rating systems next June at EIA's loudspeaker section meeting in Chicago.

THE IDEA OF A RATING, or "acoustic quality," system has much appeal as an alternative to a high fidelity definition. Using a good system, fairly administered, the consumer will know exactly what he's getting in terms of over-all quality of the reproduction provided by the equipment. This should satisfy the FTC too.

(Continued on page 86)

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

ELEKTRA—Expires April 15, 1963. Started March 15, 1963. Discount plan on two top albums from catalog: "The Best of Bikel" and "The Limericks." Suggested list for this time only: \$3.69 for regular \$4.98 mono; \$4.40 for regular \$5.95 stereo.

CAPITOL—Expires April 30, 1963. Started March 4, 1963. For dealers, one Kingston Trio album at 62 cents with one at regular price, as part of Greenback Dollar Days promotion, which applies to all Kingston Trio LP's.

ANGEL—Expires April 30, 1963. Started March 1, 1963. Entire Angel catalog of orchestral stereo LP's, one free album for every two purchased. Plan goes under title "Angel Spring Stereo Bonus."

ATLANTIC—Expires April 30, 1963. Started April 1, 1963. April is Ray Charles month. Dealers offered one free Ray Charles album for every two purchased, with 30-60-90-day delayed billing. Applies to 17 Charles albums.

ATCO—Expires April 30, 1963. Started April 1, 1963. April is Bobby Darin month. Dealer is offered one free Bobby Darin album for every two purchased, with 30-60-90-day delayed billing. Applies to 11 Darin albums.

BLUESVILLE—Expires April 30, 1963. Started March 15, 1963. On "Lightin' Hopkins with Sonny Terry" album, \$3.98 for regular \$4.98 album, plus extra 10 per cent discount. Also special 15 per cent discount on a selection of Bluesville 45 r.p.m. singles.

COLPIX—Expires May 10, 1963. Started March 20, 1963. "Sing Along With Jack" plan. Special sales plan on four new releases and three recently released albums. Also separate special discount program on catalog. Contact distributors for details.

LIBERTY—Expires May 15, 1963. Started March 15, 1963. On three special albums new releases by the Ventures and Dave Carroll and repackaged set by the Marketts: Special 15 per cent discount, six-month deferred billing, full exchange privileges.

PRESTIGE—Expires May 31, 1963. Started April 1, 1963. Special 15 per cent discount on the label's Top 10 national best sellers known as the Prestige Giants. Also 10 per cent discount on remainder of Prestige material.

NEW JAZZ—Expires May 31, 1963. Started April 1, 1963. A 15 per cent discount on catalog merchandise for duration of the period.

Dealer Uses One-Two Punch to Get to Teens

WILLOW GROVE, Pa. — Sound equipment dealers who sneer at teen-ager buying power where tape recorder purchases are concerned are making a serious mistake, according to Leonard Buckman, owner of the Willow Grove Camera Shop here.

Most teen-agers are serious about school work, and quick to see the advantages of tape recorder use in study, Buckman said. They are just as quick to realize the economies possible in recording music from radio and records for low-cost entertainment and dance music at parties. Finally, they're well qualified enough from a mechanical standpoint to keep tape recorders in good condition.

Buckman thus concentrates much of his tape recorder promotion on high school students and college undergraduates. By interesting them in practical applications of tape recorders he is, of course, actually selling the parents. Therefore, he uses a one-two punch which begins with forceful demonstrations to teen-agers, and follows through with a telephone call or a letter to the parents.

Actual Lecture

Probably the most convincing tool in selling tape recorders for school use is an actual recording of a chemistry lecture, which Buckman made at a local high school. Letting the students listen to excerpts from this, and pointing out that they can back up the recorder tape to listen to a complex point again makes a lot of sense to students who have trouble in grasping complicated subjects. This is followed with plenty of music recorded in the store from a fine

radio and a bit of chatter recorded at a teen-age party.

If Buckman knows the family concerned, he has no objection to allowing a teen-ager to take a tape recorder home, and give it a try for a few days—provided the youngster promises to exhibit it carefully to his parents, and that he has grasped the reasons why Buckman feels he should own the machine.

On the day before the recorder is to be returned, Buckman telephones the father of the boy, and discusses the important points such as financing or whether the youngster can pay for the equipment through his allowance. During such conversations, the dealer is sure to play up the desirability of buying a good-quality, reliable, guaranteed machine, which, of course, means a higher price. The average recorder sold for teen-ager use ranges from \$99 to \$150.

Group Buying

Where individual students lack the necessary funds for a tape recorder purchase, all is not lost. Instead, Buckman turns to group purchasing, suggesting to youngsters who plead money shortages that several students get together and buy a recorder as a club project, or as a classroom purchase.

This works out surprisingly well, selling at least 15 tape recorders during 1962, plus the sale of extra microphones, speakers, foot switches, and other accessories. Teachers are surprisingly co-operative in this respect, often buying more and more tape, as they find out how well the tape recorder can fit into the program.

HONG KONG SET BOOM ON

HONG KONG—The boom in Hong Kong-built transistor radios continues unabated. Last year was a record one for the industry, but orders received thus far in 1963 already point to new sales records. To the beginning of March, Hong Kong had received up to \$20 million worth of orders. This represents 70 per cent of the figure for the industry's total exports last year which amounted to \$36,314,000. Leaders in this comparatively new industry are talking in terms of a \$50 million total sales for the year. It could go even higher. There are 21 factories currently producing transistor sets.

3-M Action Runs High

NEW YORK—Darrell Boyd, sales manager for the 3-M cartridge player, said last week that sales of the machine and the cartridges were doing better than the firm had anticipated in its first few weeks on the market.

The 3-M firm is now merchandising the machine in a number of markets, including St. Louis, Minneapolis and San Francisco, and will introduce the machine and the cartridge at the hi-fi show in Los Angeles this week (3).

New tape cartridges for the 3-M machine will be coming soon from United Artists and Elektra to add to the available Columbia product.

The machine, now being introduced on a city-by-city basis, will be shown in New York in September at the Hi Fi Show here.

Demand Up For Space

CHICAGO — Exhibit space reservations for the forthcoming annual Music Merchants Trade Show here are running 20 per cent ahead of those for the last of these shows held here two years ago. The annual conclave, sponsored by the National Association of Music Merchants, was held in New York last year.

Theme of this year's show, set for next July 21 to 25 at the Palmer House, will be "Move More Music from Store to Home in 1963."

According to Bill Gard, NAMM executive secretary, "The show is the music industry's only market place, and this year it appears we are heading toward all-time records in market opportunities."

Stereo, Color TV Lift Packard Bell To Sales Mark

HOLLYWOOD — Sales for Packard Bell Electronics hit a new high during February of this year with an increase of 82 per cent registered over volume for February 1962. Stereo and color TV are given the major credit for the increase.

Dealer and consumer acceptance of the company's TV styling and performance and the "long, low look" adopted in the stereo line, were noted as important factors in the increase by Kenneth R. Johnson, vice-president and general manager of the home products division.

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

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	1/5/63 Issue	10/6/62 Issue		
1	1	3	Magnavox	14.2
2	5	6	General Electric	11.3
3	3	4	Motorola	9.9
4	2	1	RCA Victor	9.1
5	4	2	Zenith	8.3
6	6	5	Channel Master	6.4
7	7	—	Sony	4.6
8	—	—	Lloyds	3.0
			Others	33.2

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.

1/5/63 Issue: Emerson (8).

10/6/62 Issue: Emerson (7); Admiral (8); Monarch (9).

BEST SELLING CLOCK RADIOS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	1/5/63 Issue	10/6/62 Issue		
1	5	1	RCA Victor	21.2
2	1	3	General Electric	20.3
3	3	5	Magnavox	13.1
4	2	4	Motorola	12.7
5	4	2	Zenith	11.0
6	7	6	Admiral	4.1
7	—	—	Panasonic	3.9
8	—	—	Arvin	3.7
9	—	—	Granco	3.1
			Others	6.9

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.

1/5/63 Issue: Emerson (6).

10/6/62 Issue: All brands represented in current chart.

EQUIPMENT NEWSLETTER

• Continued from page 85

It certainly goes much further in protecting the consumer than does any officially supervised definition of high fidelity. It also presumably would be flexible enough to allow for further improvements in the art of sound reproduction.

Developing a simple and easily understood rating system, however, should be a difficult job. How can you reduce to a single number or symbol a combination of relatively unrelated data such as power output and frequency response? We trust that the final system will include several numbers keyed to varying characteristics of the sound equipment—but will be far less complicated than a set of specifications.

IF THE FTC CONTINUES to explore the use of rating systems—the Walsh system or any others—we think it would be pursuing a course which shows far more promise of really protecting the consumer than any mere definition of high fidelity. No matter what definition is used, it will be too strict for some, too lax for others. It may quickly become obsolete. On the other hand, a rating system which means something could be a genuine contribution to the art and science of musical reproduction by stimulating competition for higher quality.

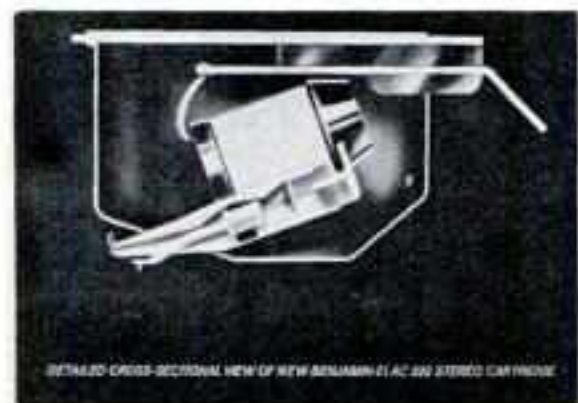
NEW DEALER PRODUCTS

The Devon III



Decca's stereo portable phono, called the Devon III, is the redesigned, restyled successor to one of the firm's most successful portables. Amplifier has double the power of its predecessor and the unit features two separate and detachable speaker enclosures. Diamond stylus is another plus factor. List price is \$139.95.

Elac Cartridge



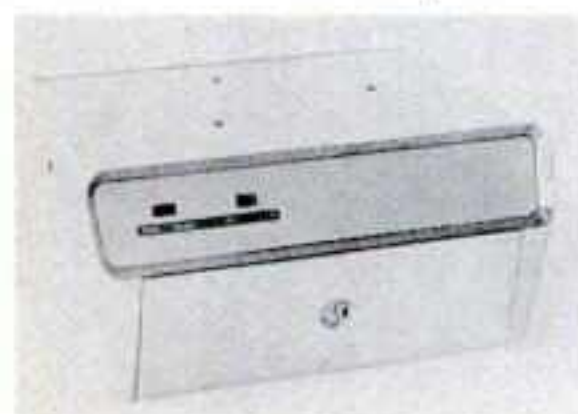
Benjamin Electronic Sound Corporation is putting a major push behind its new Elac magnetic stereo cartridge. The model 322 is equipped with a .52 mil replaceable diamond stylus and the unit carries a list price of \$49.50. It's offered in an eye-catching, felt-lined, matching-red, morocco-grained jewelry case, to add merchandising value to the package.

Freeman Speaker



A wide-range speaker that makes any transistor radio sound like a console model. That's the description given Freeman (Citroen) Electronics' new model S-20 speaker, pictured here. Weighing three pounds, it plugs into the earphone jack of the radio, producing increased volume and extended frequency response. Unit lists at \$39.50.

Auto Disk Player



The Sumner Corporation, Compton, Calif., has introduced this compact 45 r.p.m. auto record player. The chrome-plated unit handles up to 14 records and will reject both manually and automatically. Unit ties in with auto radio's amplifier and speaker system. Complete package measures 5 by 10 by 10 inches, and lists for \$99.50. A \$25 deposit is required on C.O.D. orders.

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COIN ROLLING MACHINES. ANY CONDITION. Dies, literature or specimens. Gills, 8120 Harwood, Springfield, Va. ap13

INTERESTED IN SECOND-HAND GREYHOUND Amusement Game. Must be in excellent operating condition. Will also consider similar amusement game to Greyhound. Box 481, c/o Billboard, 1564 Broadway, New York 36, N. Y.

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THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-np

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Ask about our successful plan to put you in the Costume Rental business. You can operate this business from your home or a store. We'll show you how to get customers among other things.

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For business publication in the Music-Record field, to work out of the New York office. Experienced in Publishing and Record business desirable but not essential.

Contact

BOX 480

Billboard, 1564 Broadway
New York 36, N. Y.

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Top-Flight SALES EXECUTIVE

15 years in Record-Tape field. Experience includes Branch Management, Distributor Mgr., Divisional Mgr. for Capitol and London. Also 4 years in Recorded and Blank Tape fields as Nat. Sales Mgr., Marketing Mgr. Willing to travel, must home-base New York area. Minimum salary required \$12,000.

BOX 479, Billboard

1564 Broadway, New York 36, N. Y.

ATTENTION

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BOX 478, Billboard

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Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

• Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.

• If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
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 Set regular classified style. Set boxed classified style.
 Amount enclosed _____
Copy: _____

Company Name _____ Authorized by _____
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Please enclose your payment. We do not bill for classified ads.

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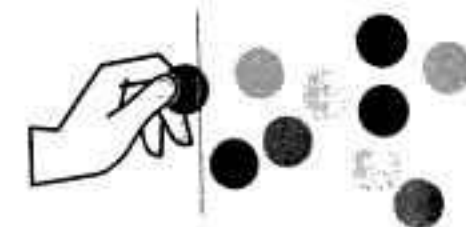
NO EXTRA CHARGE

Why you get more for your money with a Rowe AMi phonograph.

- + You get Three-in-One programming. Change from 200 to 160 or 100 selections—or right back again—whatever the location needs. NO EXTRA CHARGE.
- + You get the orbital sound of Stereo Round* without using additional remote speakers. NO EXTRA CHARGE.
- + You get a genuine diamond stylus good for 50,000 plays. NO EXTRA CHARGE.
- + You get tremendous location personalization. NO EXTRA CHARGE.
- + You get automix as standard equipment. Plays *both* 45's and 33 $\frac{1}{3}$'s . . . intermixed. It's mechanical, too—no tubes to give out. NO EXTRA CHARGE.
- + You get an accumulator that holds up to \$3 in nickels, dimes, quarters and half dollars. NO EXTRA CHARGE.
- + You get a 5-year warranty on the search unit, a 2-year warranty on the mechanism. This is the *only* phonograph with such a money-making guarantee on moving parts. NO EXTRA CHARGE.
- + You get an easy changeover to play albums at 25¢ a side. NO EXTRA CHARGE.

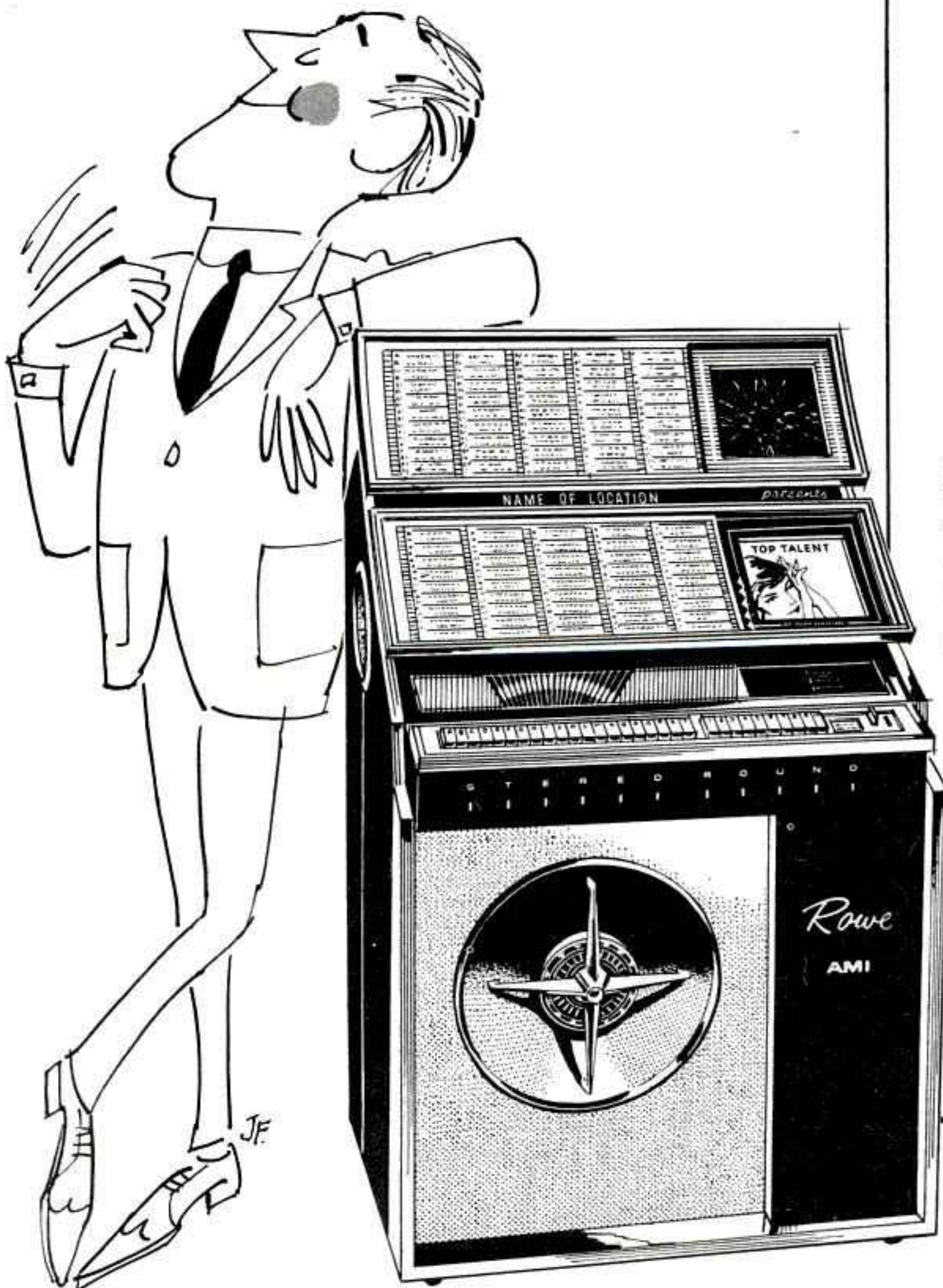
Add all these "NO EXTRA CHARGES" to the realistic low price of a Rowe AMi phonograph, and you've got yourself a deal. See your Rowe AC Services distributor today and let him tell you the full story.

*Pat. pend.



ROWE AC SERVICES

18 South Michigan Ave. Chicago 3, Ill.



Calif. Group Re-Elects Miller



GEORGE A. MILLER

OAKLAND, Calif. — George A. Miller, former president of the Music Operators of America, has been re-elected to a four-year term as president of the California Music Merchants Association. Miller enters his ninth consecutive term of office. He is also managing director of the State group.

Other officers elected were Joe Silla, vice-president; Walter Hemple, vice-president; Bud Patton, vice-president, and Ben Murillo, secretary-treasurer.

Named to the board of directors were Larry Marvin, Henry Leyser, William Black, Fritz Althaus, Gabe Orland, Clyde Love, Sam Tessler, Frank Jones, Ben Stetson and Frank Morgan.

Silla, Tessler, Morgan, Marvin and Stetson have served on the board for more than 20 years. Hemple and Black are veterans of 12 years on the board.

Two new vice-presidents—Hemple and Patton—were named to the officer slate. Murillo, who was on the board for 15 years, was named secretary-treasurer.

The California group has been a watchdog for operators throughout the State in legislative matters. California is one of the few States which has never required a State license on any type of coin-operated equipment.

In previous instances the California group has succeeded in convincing municipalities to remove per-machine licenses and put the business on a gross income basis, the same as any other commercial venture.

It is the only association which has a hospital, health and insurance plan for its members. The association retains legal

counsel for its operators in the Los Angeles, Oakland and Northern California areas.

Individual members of the CMMA hold high public offices. Bud Patton is a member of the Modesto City Council. Gordon H. Garland, former speaker of

the California Legislative Assembly, is the association's public relations representative in Sacramento. George Miller, a member of the Oakland Planning Commission, is also a Small Business Administration commissioner.

Breweries Discourage Growth Of Juke Boxes, Games in U. K.

By JOHN THOMPSON

LONDON—Breweries in the United Kingdom are today's big stumbling block to fullest development of the coin-amusement trade. This is the view of several major traders in London. The British pub is the major trade market.

"They are a bigger problem against placing juke boxes and amusement machines in pubs than even the local authorities," one executive told Billboard this week.

Phonographic Equipment, Ltd., Mar-Matic Sales, Ltd., and Ditchburn Equipment, Ltd., have all been vocal upon "brewery opposition," this past few weeks.

'Free Houses'

Trouble is, of 70,000 taverns operative in England and Wales, only 10,000 are "free houses." The brewers own the rest, operating them through tenant landlords, or their own managers, according to Brewers Society statistics.

Tavern "landlords," tenant or hired help, tend to favor installation of juke boxes, pinball, penny play machines and often even the license-hazarding fruit machines, the trade says.

The last-named machines must, by statute, be taken operated, with the pay-off in prizes, not cash. Deviation by a tavernkeeper would probably mean loss of liquor license. And this is the main alibi of opposing breweries polled by Billboard this week.

Allied Breweries, Ltd., which includes Ind Coope, has a "don't encourage it" policy at present. Brewer's spokesman said, "We look gingerly at the use of these machines (juke boxes and

coin machines)." Only a handful of their thousands of taverns—the number they own they decline to confide—are allowed to install juke boxes, no coin-amusements.

Watney's, another U. K. biggie alehouse operator, is set against even juke boxes, "except here and there in pubs in East London," an official said.

Beatnik Trade

Watney's argument was "they might encourage beatniks and that type of person." Clientele of their houses is mostly "older people," he asserted, and brought up the argument that "landlords are exposed to law, and could lose their licenses."

While brewers and even independent tavern-keepers are bothered by statutes; namely the Betting and Gaming Act and the Licensed Victualers laws; the fear is not unreasonable. In the land that invented "the Nelson touch," live-let-live bending of rules, there has never been any latitude shown pubsters.

And from the beat-cop upwards, the tavern-keeper caught in a technical infringement, however slight, expects from precedents no mercy, one London innkeeper told Billboard. "He's as har-gidden as the motorist," the landlord remarked.

Several breweries polled declined to comment. But from those who did it is apparent that UK coinmen are using every promotional tactic and persistence to break down the barriers that exist to this field of operation. Brewers commented favorably upon coin-trade displays at their trade fair here this month.

Services Held For F. W. Johnson



FLEMING W. JOHNSON

CHICAGO—Funeral services for Fleming W. Johnson, 55, vice-president in charge of manufacturing for Automatic Canteen of America, were held here Friday (29) at Holy Name Cathedral.

Johnson died in his Merchandise Mart office here last week. In addition to his position with Automatic Canteen, he was president of Pinco, Inc., Chicago, a small sales company; a member of the board of directors of Northlake Hospital, and on the advisory board of Trans-Continental Life Insurance Company, Evanston, Ill.

Survivors include his widow, Elbe Swanson Johnson; two daughters, Mrs. Joni Morgan, Glen Ellyn, Ill., and Leslie Ann Johnson; a son, Fleming W. Johnson II; two brothers, Leslie Johnson, Dayton, Ohio, and Forest Johnson, Angola, Ind.; a sister, Mrs. Thelma Temperance, Mich., and three grandchildren.

Ark. Pin Bill Dies in Committee

LITTLE ROCK, Ark.—The Arkansas Legislature adjourned last week and a bill which would have outlawed pin games which "contains a provision for insertion of more than one coin" died in committee.

The bill was introduced by Rep. McKennon of Logan County and referred to committee early in the session.

The bill was never brought to a vote and died there when the Legislature adjourned. A committee of coin operators from the Arkansas Music Operators Association opposed the bill in conferences with various legislators.

The bill would also have outlawed pin games which provided a button for removing free games and a meter to record them.

NASHVILLE — The Tennessee State Legislature closed its 75-day session last week and the coin industry fared well in that no adverse legislation affecting the industry was passed during the session.

Exports Finish Strong

By AARON STERNFIELD

NEW YORK — U. S. exporters of coin machines finished up 1962 with one of the strongest months in history, according to figures released this week by the U. S. Department of Commerce.

American coinmen shipped some \$3,246,878 worth of juke boxes and games out of the country during December, compared with \$2,251,698 the previous month.

In the previous December, U. S. shipments were \$2,283,399.

British purchases — \$814,708 — rose from \$373,731 the previous month. The UK total was based mainly of purchases of 975 games with a value of \$765,410.

WOG Shifts Meet Site

WHITE PLAINS, N. Y.—The Westchester Operators Guild has shifted its monthly meeting place from the American Legion Hall here to the Roger Smith Hotel. The meetings will continue to be held the second Tuesday of each month.

The British situation seems to refute the bromide that legalization of payout machines tends to drive out what in this country are termed "amusement devices." The British are buying straight pins and bowlers in large numbers despite the fact that fruit machines are legal in many locations.

The trend toward eschewing U. S. used juke boxes in favor of new machines continued in December. Some 1,571 new units valued at \$1,173,179 were shipped out of the country,

(Continued on page 98)

Gordon Leaves MONY Post for Route Mgr. Job

NEW YORK—Nash Gordon, for 16 years managing director of the Music Operators of New York, has resigned his post to head operations at Brooklyn's Master Automatic Music, one of the area's largest juke box routes. He will report directly to Harry Siskind, Master president.

Gordon replaces Mel Levy, who had been in charge of route operations at Master for 15 years. Levy is retiring.

Al Denver, MONY president, is on a Florida vacation and could not be reached for comment on Gordon's successor. However, the MONY office this week said that no replacement had been selected and that the report which appeared in another publication was inaccurate.

Before Gordon joined MONY he had been a sales executive with various firms.

Coin Machine Exports December, 1962

Country	New No.	Phonographs Value	Used No.	Phonographs Value	Amusement No.	Games Value	No.	Totals Value
1. United Kingdom	18	\$ 13,394	62	\$ 35,904	975	\$ 765,410	1,055	\$ 814,708
2. West Germany	590	357,325	28	10,130	439	209,062	1,057	576,517
3. France	112	89,164	—	—	895	399,119	1,007	488,283
4. Belgium	369	310,732	138	31,713	301	92,333	808	434,778
5. Finland	186	174,155	—	—	—	—	186	174,155
6. Canada	58	38,342	165	8,540	382	105,852	605	152,734
7. Switzerland	76	68,516	—	—	177	59,225	253	127,741
8. Nan Islands	24	26,754	96	34,241	—	—	120	60,995
9. Argentina	—	—	—	—	225	57,736	225	57,736
10. Venezuela	—	—	5	2,165	147	42,971	152	45,136
11. Sweden	25	16,632	—	—	77	28,310	102	44,942
12. Italy	15	12,438	—	—	65	27,085	80	39,523
13. Dominican Rep.	26	17,652	40	8,833	—	—	66	26,485
14. Turkey	—	—	—	—	20	17,401	20	17,401
15. Bermuda	—	—	—	—	22	17,029	22	17,029
16. Netherlands	11	7,192	21	4,270	12	4,035	44	15,497
17. Japan	9	3,375	35	7,515	11	4,025	55	14,915
18. Spain	—	—	—	—	34	10,785	34	10,785
19. Australia	—	—	—	—	44	10,133	44	10,133
20. Other Countries	52	37,508	112	23,959	205	55,918	369	117,385
Totals	1,571	\$1,173,179	702	\$167,270	4,031	\$1,906,429	6,304	\$3,246,878

WANTED YOUNG MAN

To manage a 200-piece juke box route in midwest area. Give full details in first letter.

Write: **Billboard, BOX 192**
188 W. Randolph,
Chicago, Ill.

BARGAINS FOR THE WEEK

GAMES GAMES
250 OF THEM

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- DuGrenier 12-Col. Cigarette Venders ... 139.50
- Rowe 2700 Cigarette Venders, repainted hammerloid finish and reconditioned 200.00

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Write for Our Price List on Full Line of Coin-Operated Machines.

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2315 Olive St., St. Louis 3, Mo.
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Juke Box Gross in England Up 5%

LONDON — Gross take for juke box operators in the United Kingdom last year was 5 per cent more than 1961. This was gist of a survey presented by Bernard Briggs, chairman of the Phonograph Operators' Association, at group's annual general meeting, Eccleston Hotel, London, recently.

Juke box payout was still below the gross take reported for 1960, the operators' peak year, he indicated. The drop was attributed to fruit machines and other coin-operated amusements legalized by the Betting and Gaming Act, 1961.

"New gambling facilities, which this time last year were siphoning off more than a due proportion of the public's spending capacity, have ceased their

overwhelming attraction," Briggs remarked. Operators could expect a rewarding year.

Hits Record Firms

He rapped record manufacturers because they bill juke box operators for disks at dealer-net (wholesale 6s.6d.) But he had hopes of better co-operation in the near future.

The POA chairman noted that fewer juke box operators had folded in 1962 than went out of business in 1961, the initial year of the B. & G. Act. Price-cutting beefs relayed to the POA for action during 1962 were only 17, as compared with 103 for 1961, he said.

The association had done good work obtaining "compromise" music permits for operators from sticky local authorities. And some of these "trial period" licenses had been nursed from short-hour into full-trading-day permissions, he reported.

Briggs felt that with Britain out of the Common Market "the juke box industry now faced a different trading future." Costs and prices would need to be competitively based, even pruned.

Purchase Tax

The purchase tax, cut 25 per cent last year, would be replaced by a flat 10 per cent on all goods and services, he predicted. "That would help our trade enormously," Briggs said.

The association secretary, Mrs. L. Shaw, noted the meager turn-

out of members, and invited a membership drive for operators still trading solo. She felt that "site poaching," which is a war still waged all over the country, could be controlled by means of POA local-operator groups.

She lauded juke box makers for reducing the disk-load of many new juke boxes. This, with last year's purchase tax slash, should help operators show greater profits this year. Total tax allowances against cost of a new juke box in its first operating year write-off 55 per cent of capital cost, the secretary pointed up.

Stern Warning

Members were warned against cutting juke box profits in order to obtain collateral installation of coin-amusement machines. Juke boxes would always be legal, but fruits and certain other coin-amusements might yet fall back under statutory ban, Mrs. Shaw urged.

The POA official was alluding to recent press reports of nation's legislators wanting to amend the B. & G. Act on "moral and ethical" arguments. "New types of sites must be cultivated," and new deployments found for juke boxes, she stressed.

An instance was given of a prominent London night club which last year pioneered a switch to "broadcast" juke box music in its saloon. The night club fed 30 speakers from a

(Continued on page 98)

NAMA Enlists 400 to Head Operation Alert

CHICAGO—More than 400 city chairmen have been appointed for the National Automatic Merchandising Association's Operation Alert program, according to Louis J. Risman, association president.

Operation Alert is the intensive NAMA campaign to alert operators to the tobacco-health controversy.

Risman said that more than 1,000 operators had attended meetings in some 40 cities and about 20 additional meetings were to be held in the East and mid-South.

The first series of operator meetings in 64 cities will be concluded April 6. The scheduled

(Continued on page 98)

Clarence Spain, Veteran Op, Dies

TUNICA, Miss. — Clarence Spain, 48, longtime music and game operator who has been in a hospital unconscious for two and a half months from cerebral hemorrhage, died last week.

He was owner of Spain Amusement Company here which was founded by his father, a Polish immigrant who was the first music and game operator in North Mississippi.

Spain's sister, Annie Spain, is expected to inherit the route and sell it.

Kansas Anti-Bingo Bill Dead

TOPEKA, Kan.—A bill outlawing bingo-type pinball machines in Kansas died last Friday on the calendar of the State Senate, ending its chances for consideration during this session of the Legislature.

Practically speaking, the bill cannot be considered again until the 1965 general session of the Kansas Legislature. Only appropriations matters can be taken up during the one-month budget sessions held on even-numbered years in Kansas.

The bill had been sponsored by the all-lawyer Senate Judiciary Committee and had the backing of both the governor and the State's attorney general.

Under its provisions, pinball machines equipped with multiple coin insertion features, a

meter for recording free plays and a knock-off button would have been considered contraband and subject to on-sight seizure by State agents.

The anti-pinball bill narrowly averted consideration this session. It was next in line on the calendar for Senate debate when the Kansas upper chamber decided to halt its deliberations on Senate-originated bills. As a result, the bill was stricken from the calendar.

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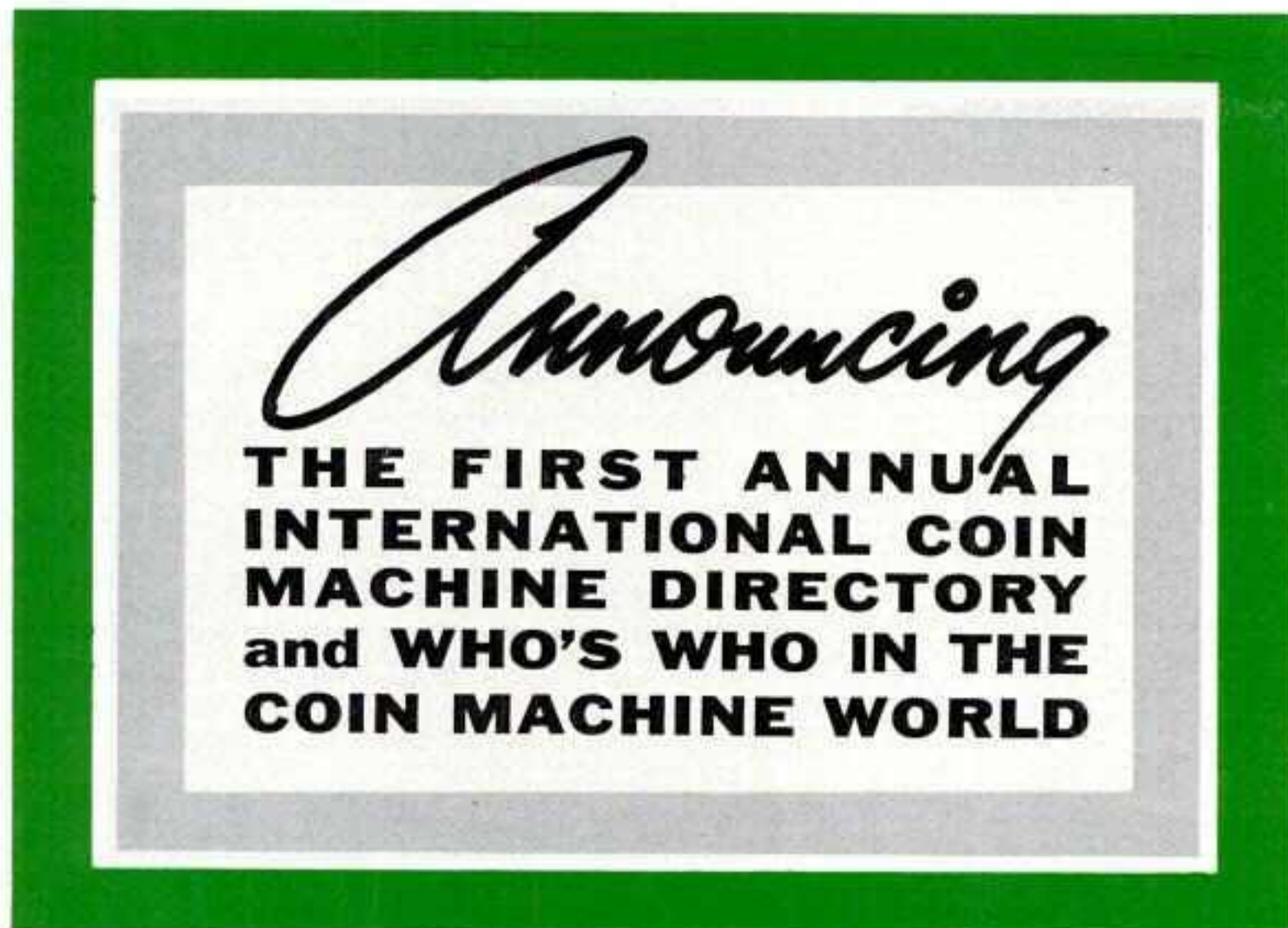
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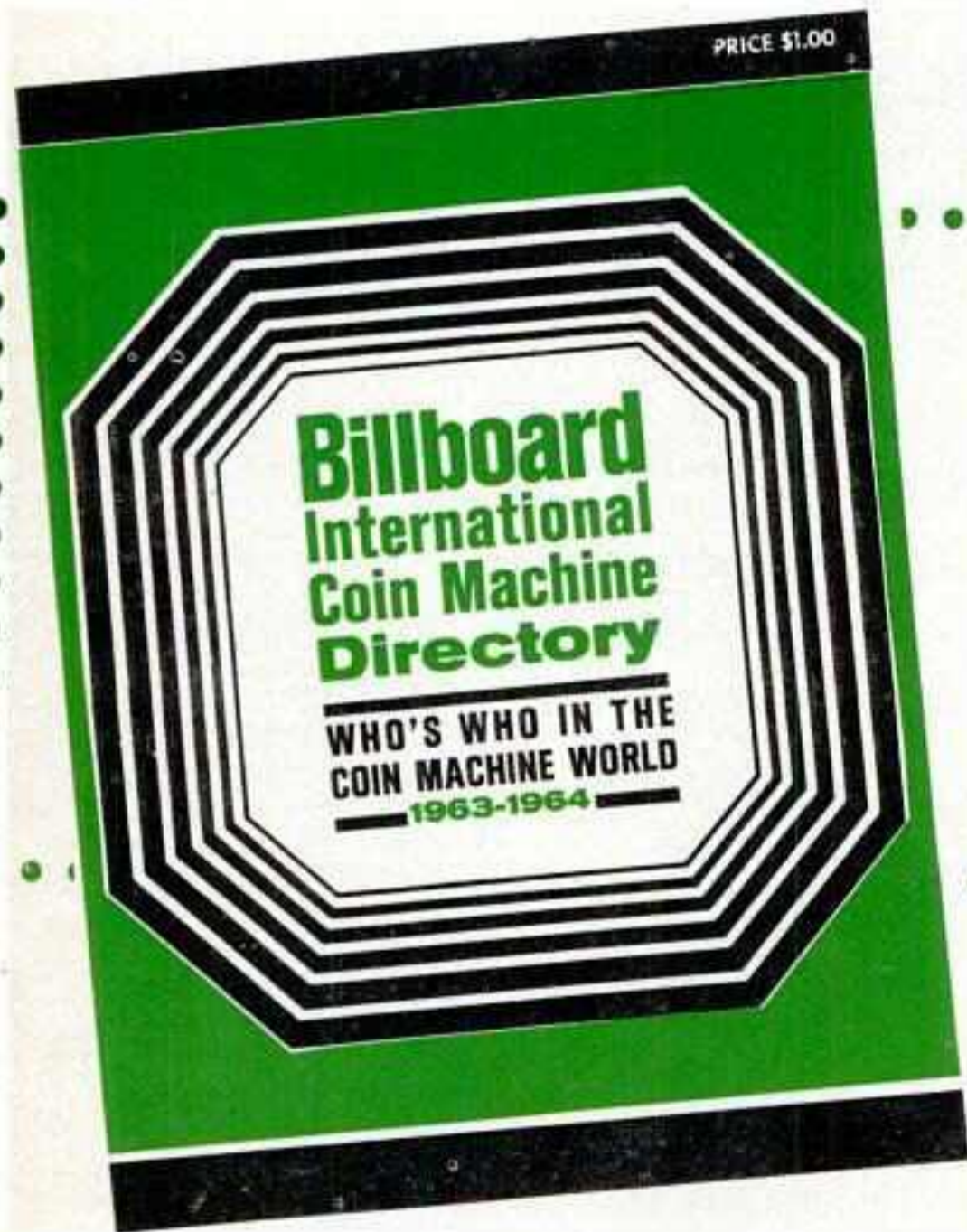
AT YOUR CHICAGO COIN DISTRIBUTOR!

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS



- ★ A Separate Publication
- ★ To Be Published May 20, 1963, by Billboard
- ★ An International Directory of Countries, Companies, People and Places including:
 - Manufacturers • Distributors • Exporters
 - Importers • Trade Organizations
- ★ The Ultimate Buying Guide and Reference for the Coin Machine Industry—Internationally
- ★ Handy 8½" x 11" Size
- ★ Designed for Easy Reference
- ★ Printed on Quality Paper

PLEASE NOTE: Extended deadline for advertising and new issue date.



Date of Issue:
May 20, 1963
Final Advertising Deadline
May 1, 1963

Early space reservations recommended.
 Advertising deadline is for all material in New York.
 Offset Printed; No Plates Required!

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Another Industry Service From

Billboard

Cables: BILLBOARD, NEWYORK

NEW YORK HOLLYWOOD CHICAGO ST. LOUIS NASHVILLE LONDON RIO DE JANEIRO BUENOS AIRES

Here is a partial list of features to be included in this vital reference work:

- Current appraisal of the state of the international music machine and amusement machine industries.
- Summary of juke box and game operating conditions throughout the world.
- Machines in operation by type and numbers.
- Legal restrictions, import regulations, duties and tariffs.
- Top juke box record hits.
- Programming trends.
- Country by Country listing of U. S. and International juke box and amusement machine manufacturers and distributors.
- International Air Freight Carriers.
- U.S. Cigarette and Cigar Machine Manufacturers.
- U.S. Coin Machine Part Suppliers.
- Coin Machine Trade Associations, by country, for the world.
- Who's Who Internationally. Pictures and biographies of U.S. and foreign coin machine industry leaders, manufacturing executives, heads of associations.

AND . . . FOR YOUR FREE LISTING IN THE DIRECTORY—Manufacturers, Distributors, Suppliers and Officers in Operator Associations—send the following information:

From manufacturers we want a brief description of the plant, products made, list of officers with photographs and a complete list of distributors, with addresses and telephone numbers.
 From distributors we want the complete address and telephone number, names of the principals, lines carried and branch office listings.
 From operator associations we want photographs of officers and current addresses.
 From suppliers we want a list of products carried.
 Please mail all information to—Billboard Coin Machine Directory, 1564 Broadway, New York 36, N. Y.

10,000 copies will be distributed to those whose direct interest is coin machines:

- U.S. and International juke box and amusement machine manufacturers.
- U.S. and International juke box and amusement machine distributors, exporters and importers.
- U.S. and International juke box and amusement machine operators.
- U.S. and International phonograph record manufacturers.
- U.S. and International vending machine manufacturers.
- Trade Associations, U.S. & International.
- Distribution at trade conventions, U.S. and Internationally.
- Commercial Attaches of foreign governments throughout the world.
- This is just a partial listing of the important buying influences that will automatically receive copies of this publication.

MUSIC MACHINE PROGRAMMING

Chi Collections Still on Slow Side

CHICAGO—"I Will Follow Him," by Little Peggy March on RCA Victor, and "Little Band of Gold," by James Gilreath on Joy, were leading the city in juke box sales here last week. Both Russ DiAngelo, of Music Box, and Fred Sipiora, of Singer's, noted good action.

On the collection front, however, things were slow. A five-day balmy snap over the weekend served as a temporary boost-

er for many locations, but the warm spell just wasn't long enough to materially effect business.

Collections are about even with this period last year, which is another way of saying they're soft.

Only advantage to date is that operators no longer face the frantic hardship they had in just servicing their routes when the weather was so bad.

The coming of spring usually means cleaning up, rebuilding machines, trading machines around, and in general getting everything in order. Operators here are doing just that.

Most operators have their repairmen working overtime to get things in order. Distributors, too, have their shops wound up for capacity work.

Other hot records at Music Box this week include "Watermelon Man," Mango Santamaria Battle; "Don't Mention My Name," the Shepherd Sisters, Atlantic; "Hot Pastrami," Dartells, Dot; "I'm Gettin' Sentimental Over You Bossa Nova," Bert Faber, Felsted; "If You Wanna Be Happy," Jimmy Soul, SPQR, and "Blue," Jack Reno, Fonograph.

U. S. Interest in European Film Juke Boxes Mounts

• Continued from page 1

In fact, film production is now far enough along that the film box producers believe this problem is licked. A Cinebox executive said in Milan, "We have developed a flexible formula for film production that enables us to supply a regular flow of quality films in adequate volume. Films are no longer a problem."

The Estey deal, it is disclosed here, has been on the stove for nearly a year. Meanwhile, Automatic Canteen Company of American has been thoroughly testing the U. S. market possibilities of the Scopitone.

Scopitone Program

There is reason to believe that if Automatic Canteen goes ahead with Scopitone in the U. S., it will do so on a "crash" program aimed at swamping what competition has developed in the meantime. Automatic Canteen has been working in Germany for the last six months to create a firm base for U. S. promotion of the Scopitone, when and if the decision is taken.

All problems connected with coin cinema operation are being explored and solved in what amounts to a laboratory program here. Automatic Canteen's German subsidiary Helmut Rehbock, has acquired West German rights to Scopitone, which Rehbock is now distributing to German locations. From Automatic Canteen's perspective, West Germany is the ideal market in which to test Scopitone, the German market being the closest parallel to the U. S. market.

Some 100 Scopitones have now been placed at test locations distributed across West Germany. From these test locations are being gathered the sales and service data to be used if Automatic Canteen decides to go ahead with Scopitone in the U. S.

Scopitone is operating at 375 additional locations in

Western Europe outside West Germany. Cinebox according to executives in Milan, has "between 350 and 400" machines operating in Western Europe and the United Kingdom.

\$4,000 Price Tag

Cinebox is produced by Societe Internazionale Phonovisione in Milan, and Scopitone by C.A.M.E.C.A., of Paris, a leading French electronics and instruments producer. Cinebox offers 40 selections and Scopitone 42. Both machines sell for around \$4,000.

The third machine, which presumably is still available for the U. S. market, is Telebox-Caravelle, manufactured by the C.I.F.A. Corporation of Paris. It resembles the Cinebox and Scopitone but has 32 selections. Its producers claim it has unusual film color fidelity. The Caravelle is promoted as "what you can expect from color TV a decade from now."

MMO Parley To Draw 200

OMAHA—Several hundred operators and guests will be on hand for the Midwest Music Operators convention hosted by the Nebraska Music Guild in the Paxton Hotel here April 20-21.

Participating will be State associations from South Dakota, Iowa, Nebraska, Missouri and Kansas. The meeting will feature business sessions, exhibits and a swinging social program.

Each of the State associations will hold a separate meeting with a single joint meeting (Continued on page 98)

Report From Britain

'Juke' Dirty Word?

LONDON—Juke boxes in the UK, where a phonograph is a gramophone, are phonographs because they seem more socially acceptable that way. Juke box is halfway a dirty word, raises all kinds of official eyebrows and class disdain.

Even an appeal by a Scottish company wanting to install "dignified American juke boxes" in Glasgow pub lounge-bars lost out last week before the city's magistrates, state reports.

Against them was the chief constable, J. Robertson, who was unswayed by the plea that the proposed U. S. juke boxes were "so dignified that they would not be suitable in an ordinary public bar." The maker was not named.

The police chief said they would encourage young people to frequent licensed premises.

Captive Prayers

FAKENHAM—Baptist minister P. J. Hetherington, of the civil parish of Fakenham, Norfolk, has turned a local juke box situation into a "10-minute chapel" for teen-agers.

The minister joins local youth around the juke box, which coffee bar proprietor, Maj. Ted Winsor, switches off. A 10-minute service is held, then the juke box goes back into play.

Assisting the reverend with musical backing is a local trio. The play gets youth interested in going to church. At first some couples walked out, but now accept the interval of hymn-singing.

Another Charity Check

LONDON — Members of Phonograph Operators Association in the UK are vigorous in charitable causes. Latest drive, a POA Sweepstake, netted \$4,200.

A check for this amount was recently handed to Variety Clubs of Great Britain. Money will be spent on a "sunshine coach" for crippled children, reports Mrs. L. Shaw, POA secretary.

Fancy Labels

LONDON—Juke box selection labels, hitherto a neglected feature of UK machines, are getting some attention these days.

Phonographic Equipment Ltd., London, is already printing cuts of artists' faces alongside the disk titles, "for easier identification by the customer," says Michael Green, the firm's field manager. PEL is also offering the service to independent oper-

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

CAN'T GET USED TO LOSING YOU ANDY WILLIAMS, COLUMBIA 42674
DAYS OF WINE AND ROSES
TWENTY MILES CHUBBY CHECKER, PARKWAY 862
LET'S LIMBO SOME MORE
I GOT WHAT I WANTED BROOK BENTON, MERCURY 72099
DEARER THAN LIFE
SURFIN' U. S. A. BEACH BOYS, CAPITOL 4932
SHUT DOWN
I GOT A WOMAN RICK NELSON, DECCA 31475
YOU DON'T LOVE ME ANYMORE (and I Can Tell)
FOOLISH LITTLE GIRL SHIRELLES, SCEPTER 1248
NOT FOR ALL THE MONEY IN THE WORLD
A LOVE SHE CAN COUNT ON MIRACLES, TAMLA 54078
I CAN TAKE A HINT

Recent

STEREO RELEASES

for Music Operators

SEEBURG ARTIST OF THE WEEK

HANK THOMPSON—Cheyenne Frontier Days Capitol (C&W Vocal)

Hangover Tavern/Teach Me How to Lie • Recipe for a Heartache/Darling, What More Can I Do • Oklahoma Hills/The Cowboy's Prayer • Forgive Me/You're Walking on My Heart • Annie Over/Drop Me Gently.

All titles listed above 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, 1564 Broadway, New York 36, N. Y.

ators, and expects to swing to two-color jobs soon.

Polycise, plastics engineers, of Studley, Warwickshire, announce a new two-color label process suitable for juke box selection identification.

The process comprises embossing laminated labels, each laminated a different color. The upper layer is then shaved by machine, producing either flush or raised letters at operator's wish, when the underneath layer is exposed.

Music to Model By

BATH — An elegant promotional showcase for the Rowe-AMI L200 juke box was achieved by Peter Simper & Co., Ltd., here recently.

The firm loaned the machine to Howell's, largest Cardiff fashion store, for background music to the parade of style-garbed models.

The juke box was in good company. TV West & Wales disk jockey David Franklin operated the machine, while TWW announcer Christine Godwin em-

seed the fashion showing, titled "Fashion A'Gogo."

Said the store's display executive: "The presence of the beautiful juke box helped enormously to create the right atmosphere." Selections played were matched to features of garments modeled.

Got No Rolls

LONDON — Phonographic Equipment Company, Ltd., is looking for music rolls Stateside for its recently acquired "fiddle-juke" machine, the Mills Violino Virtuoso.

The firm wants to use the violin-pianola for exhibition purposes "to raise money for suitable charities," says Michael Green, juke box promotion manager.

The machine, made in 1912, was found by Green in a London antique shop, in its original crate. A second machine has been presented to Sega, Japan, for a similar use, he said. Both coin-slot fiddle-juke are in mint condition, but owners possess only one roll.

HERE'S SOME LOCATIONS WE'D LIKE TO SERVICE

GENEVA—As spring approaches and the Swiss phonograph trade prepares for the holiday trade, a specialized branch of the Geneva trade is enjoying its own special boom. This is the supplying of juke boxes for the harems—only thinly disguised—of the palatial holiday hideaways of the Middle East oil potentates dappling the shoreline of Lake Geneva.

There are by latest count eight Middle East oil sheiks ensconced in the Geneva area. All maintain palatial establishments featuring harems of between 12 and 30 members. The phonograph is now an established harem adornment, and it has gained recognition as a status symbol.

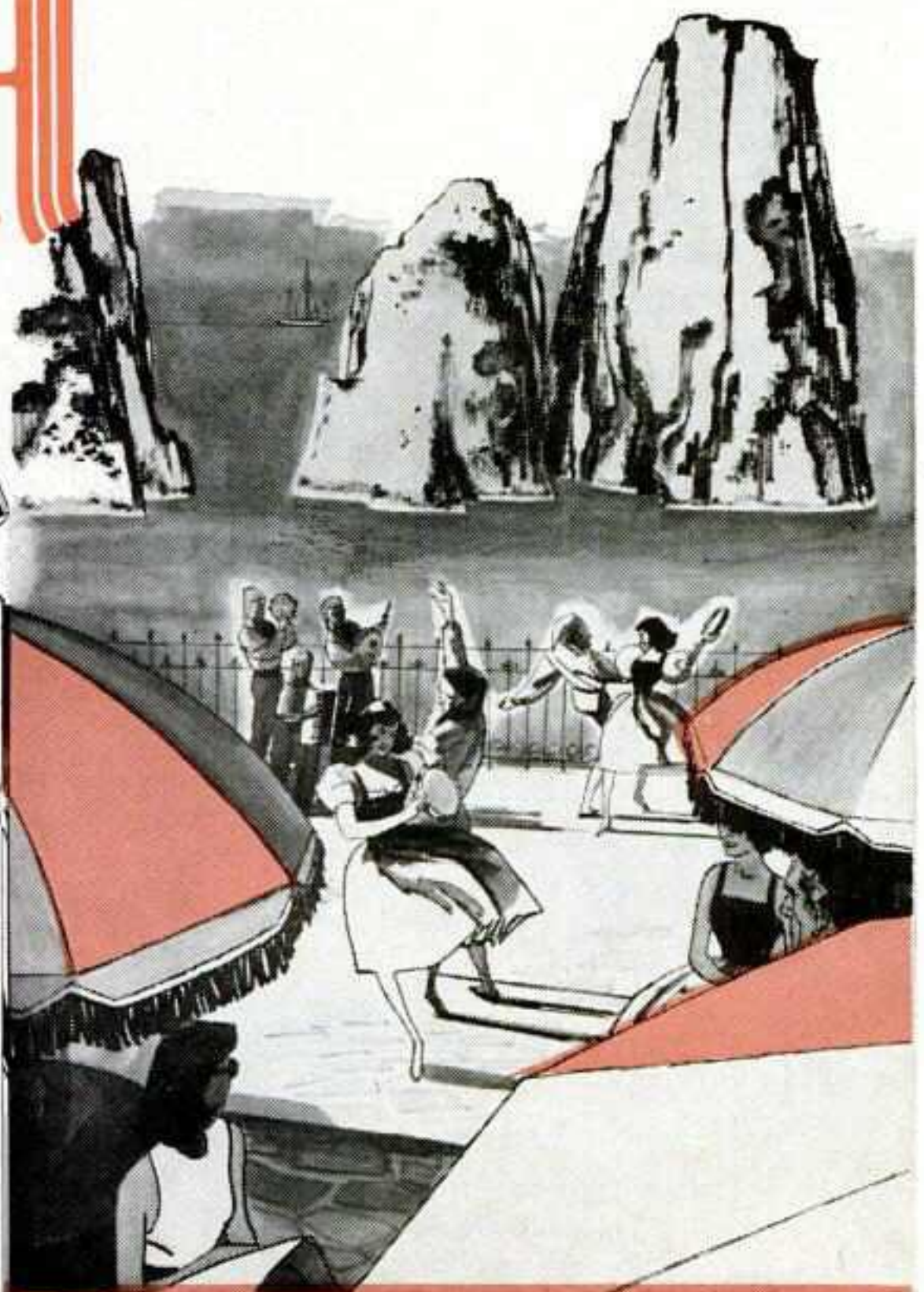
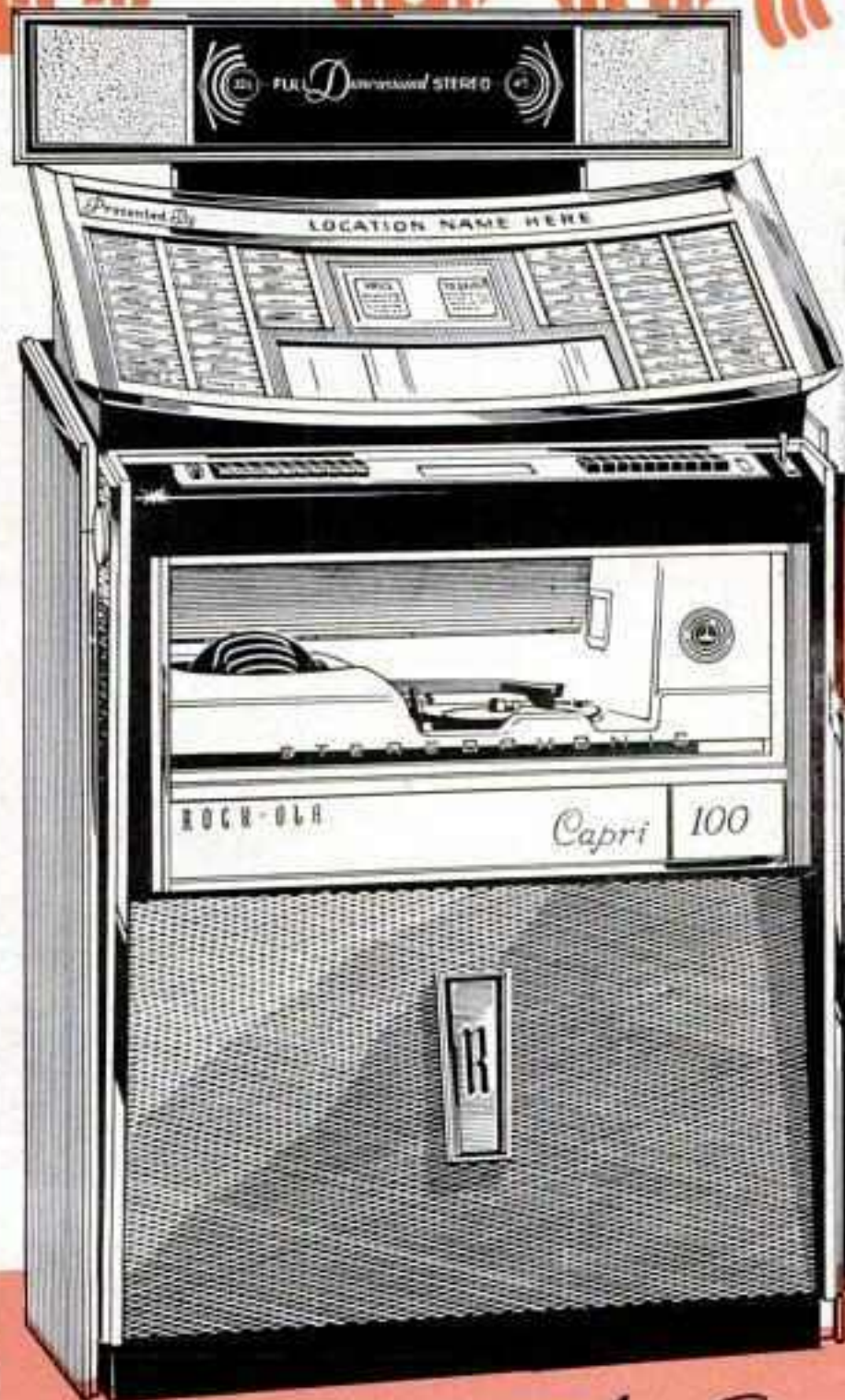
This demand is generating an increasing volume of business for local distributors; moreover, there is increasing buying of phonographs here for shipment to the Middle East homelands.

ROCK-OLA

**BIG STYLE!
BIG DESIGN!
BIG APPEAL!**

The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

MODEL 404



ROCK-OLA

Capri 100

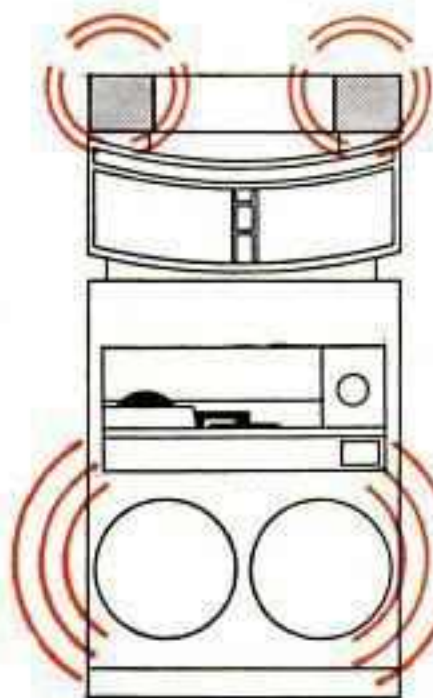
with Full Dimensional Stereo
MODEL 404 DELUXE
STEREO-MONAUURAL PHONOGRAPH

PRE-ANGLED 2 1/4" TWEETERS ON BOTH SIDES

LOCATION PERSONALIZATION

Supply of easily inserted letters, numbers, etc. are included to enable you to provide your locations with personalized phonographs.

FEATURED STAR DISPLAY PANEL
For model 404 Capri 100 Selection Phonograph



NEW ROCK-OLA EXCLUSIVE

FULL DIMENSIONAL STEREO

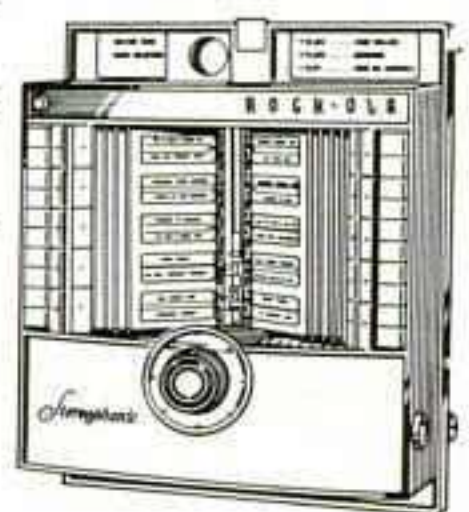
TRUE FULL DIMENSIONAL STEREO SOUND

is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters . . . with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

NEW ROCK-OLA WALL BOX

- Entire mechanism removable for fast efficient servicing!
- Extra large cash box.
- Deep recessed 50¢ coin chute.
- Completely sealed hinged front door.
- Revolutionary new selection system.
- High styled design.
- Accumulator permits multiple coin deposits.
- Rugged construction.

Model 1558 (160 selections) Wall Box
Model 1564 (100 selections) Wall Box



SEE THE BIG 3 FOR '63



RHAPSODY 160



CAPRI 100



CAPRI 100

With Full Dimensional Stereo
Model 408 DeLuxe Stereo
Monaural Phonograph

With Full Dimensional Stereo
Model 404 DeLuxe Stereo
Monaural Phonograph

Model 404 DeLuxe Stereo
Monaural Phonograph

**LOOK TO ROCK-OLA FOR
ADVANCED PRODUCTS FOR PROFITS**

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue
Chicago 51, Illinois

BULK VENDING

NVA Board Meet Springs Sudden Drama

CHICAGO — Normally the report of the membership committee to the board of directors at an annual trade show packs all the drama of a July Fourth politician coming out with a strong pro-motherhood stand.

But when the board of the National Vendors Association met at the Chicago-Sheraton Hotel here Wednesday (27) on the eve of the annual NVA trade show and convention, the parliamentary jockeying following the membership committee report and the subsequent withdrawal of membership applications by two Canadian manufacturers provided many hairy moments for the 36 directors present and the nearly 100 operators who witnessed the proceedings.

The membership committee had recommended that the application of Arrow Manufacturing Company, a recently organized Boston firm, be accepted, as it was, but that the applica-

tions of Beaver Casting & Vending Supply, Ltd.; Vend-Craft Gum, Ltd., both of Toronto, and Harvey Industries be rejected, with the recommendation that they be reconsidered at a later date.

Ken McPhail, who heads the two Canadian firms, and Dick Rollins, Beaver sales manager, took the floor to challenge the recommendation of the membership committee.

Probosco Stand

Harold Probosco, who heads Harvey Industries, Van Nuys, Calif., machine manufacturing firm, and his counsel also took issue with the recommendation of the membership committee.

When, after various parliamentary maneuvers, the board of directors was set for a closed vote on the membership committee's recommendation, the Beaver contingent, headed by McPhail, marched out the exit.

Harvey Accepted

The board then voted by closed ballot on the application of Harvey Industries, and the California manufacturer was admitted to the NVA fold.

While no voices were raised during the course of the debate, and no personal references were made, the preceding packed a quiet drama. Ted Rayner, NVA counsel who held the chair, kept the discussions on an orderly plane.

Turnout for the board meeting was the heaviest in NVA history. Only four of the 40 directors failed to show, and with the meeting open to all interested parties, an estimated 100 operators witnessed the deliberations.

Rolf Lebell, head of the convention committee, recommended that the 1964 convention be held at the Deauville Hotel, Miami Beach, Fla., April 15-19, and the board approved the recommendation.

The 1965 convention is set for New York at a date and hotel to be determined. This will mark the first time that NVA has gone to the Northeast for a convention.

Winners of the NVA membership awards were Earl Grout, Minneapolis, for operators, and Lee Smith, Charlotte, N. C., for distributors. Awards are given to the operator and distributor who brings in the most NVA members for one year. Smith won the award in 1962.

State Presidents

The board voted to make presidents of NVA-affiliated State associations members of the board automatically.

Don Mitchell, NVA attorney, discussed the proposed Missouri per-machine tax currently in a legislative committee. He told the board members that John Insulata, counsel for the National Automatic Merchandising Association, is at a Missouri

legislative committee hearing, arguing against the bill. Mitchell cited the degree of co-operation between the two national vending groups.

Mystifying...
Magic-Magnets

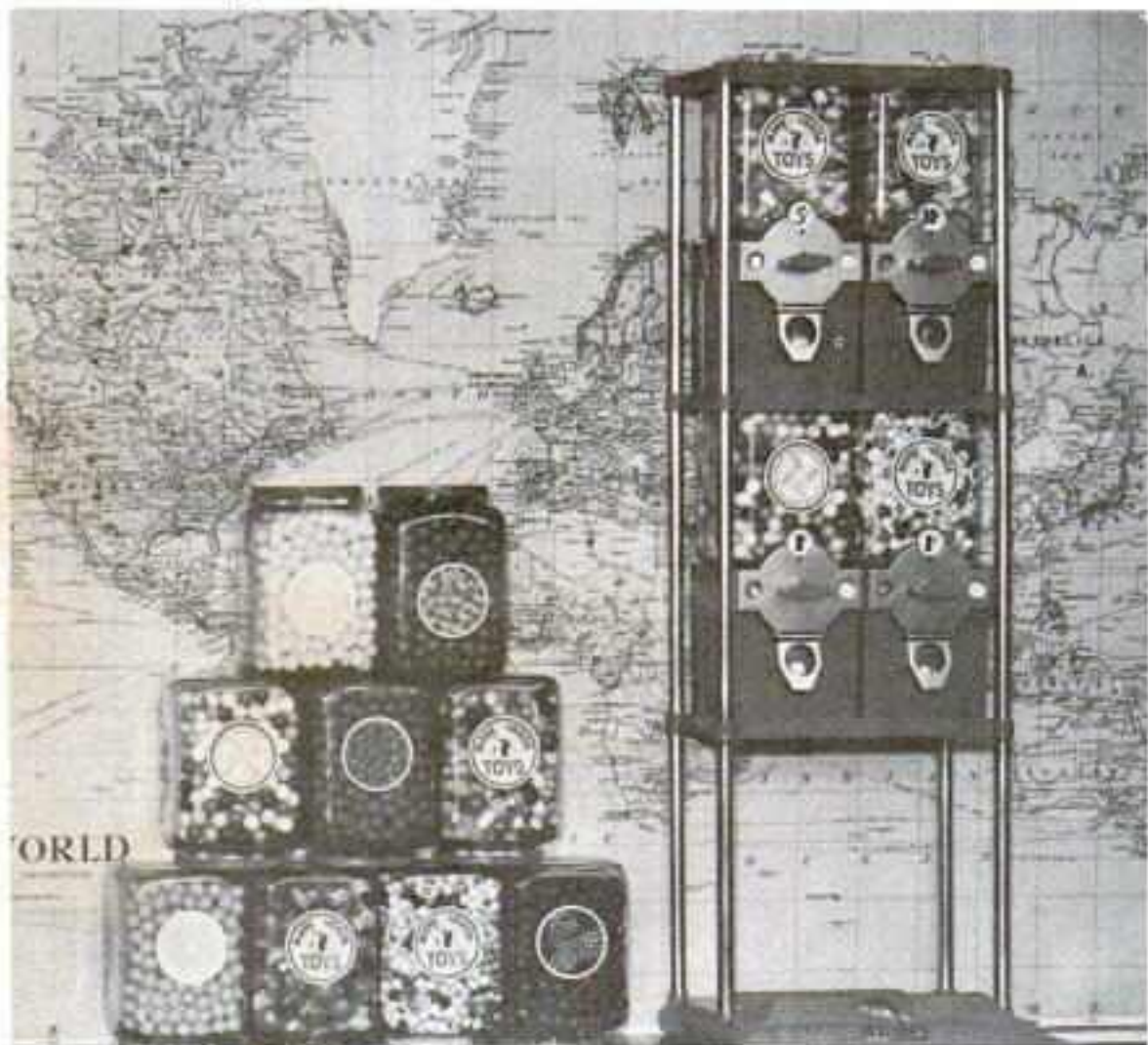
THEY CAN REPEL EACH OTHER ON A PINCH. THEY CAN CHASE EACH OTHER ON A TABLE. THEY SWING AROUND EACH OTHER.

\$38.00 per thousand
AT YOUR NEAREST WAREHOUSE OR DIRECT FROM

KARL GUGGENHEIM, Inc.
159-07 Archer Ave., P.O. Box 510, Jamaica 31, N.Y. 212 RE.9-5433

Say You Saw It In Billboard

Thanks for the Tremendous Response During the N.V.A. Convention



LOOK! All These Features . . .

1. Engineered for coins of any country, up to size of large English penny or U. S. 50c.
2. YEARS AHEAD STYLING—Demanded by Chain Stores.
3. Compact, practical—Smallest floor space with greatest earnings. Mark 1's fasten neatly together, forming a battery of any size.
4. THE FINEST MATERIALS—Without comparison for time, weather, and usage resistance.
5. BUILT FOR BUSINESS—Corner locks eliminating water seepage, corner protection pipes, out-of-view wheels, and innumerable other exclusive features are reasons why Beaver is the world's largest selling bulk vendor.
6. SIMPLE—Ready-filled jars with labels or displays speed up servicing. Chain Store managers who fill their own machines will find it easy—even if they know nothing about vendors.
7. SANITARY—Jars come filled, labeled, and clinic clean.
8. SWIFT—Ready-filled quick-change jars cut service time way down and practically eliminate shop work with no more filling, applying decals, washing globes, etc.
9. The empty jars themselves will be in great demand by store-keepers, his friends, and his customers for cookie jar or display jars.

Truly . . . the Disposable Jar used in conjunction with the BEAVER MARK 1 opens up "A New Frontier in Bulk Vending"

Distributorships Available Throughout the World
Address All Inquiries To:

BEAVER INTERNATIONAL

1415 LAWRENCE AVE. W. TORONTO 15, ONTARIO

I am interested in getting full details on Beaver bulk vendor distributorship now available.

Name _____

Company _____

Address _____

City and State _____

FOR SALE—USED

VICTOR TOPPER DELUXE, 1c. \$ 9.00
ACORN, 8 Lb., S.A.W., 1c. . . . 9.00
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ABBY TRADING CARDS,
5c (3 Column) 13.00
ABBY TRADING CARDS (New)
5c (2 Column) 13.00
(All Good Condition)
BASEBALL CARDS—
ALL TIME GREATS \$.50 M
BASEBALL CARDS—
TED WILLIAMS35 M
(Minimum 100 M)
FOB—Oceanside, New York
FOLZ VENDING CO., INC.
Box 8, Oceanside, N. Y.

Electric Money Maker
Famous ACME ELECTRIC MACHINE

Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample \$28.13
2 and up 23.50
Floor Stand 5.00

ORDER TODAY
1/3 Dep., Bal. C.O.D., F.O.B. N. Y.
Distributors, Write for Prices.

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.
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President 2-2900

Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.

WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern CORPORATION
2431 Armstrong St. Morris, Ill.
Phone: WHiting 2-1300

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Porc. Converter for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red . . . . .	.77
Pistachio Nuts, Jumbo Queen, White . . . . .	.70
Pistachio Nuts, Large Tulip . . . . .	.75
Pistachio Nuts, Vendor's Mix . . . . .	.68
Pistachio Nuts, Sheik, Red . . . . .	.58
Cashew, Whole . . . . .	.64
Cashew, Butts . . . . .	.61
Peanuts, Jumbo . . . . .	.45
Spanish . . . . .	.32
Mixed Nuts . . . . .	.57
Baby Chicks . . . . .	.32
Rainbow Peanuts . . . . .	.32
Bridge Mix . . . . .	.32
Boston Baked Beans . . . . .	.32
Jelly Beans . . . . .	.30
Licorice Gems . . . . .	.28
M & M, 500 ct. . . . .	.47
Hershey-ets . . . . .	.47

Rain-Bo Gum, 72 ct. \$.32
Malt-ette, 100 ct., per 10035
Rain-Bo Ball Gum, 140 ct., 170 ct., 210 ct.32
Rain-Bo Ball Gum, 100 ct.34
300 lb. minimum prepaid on all Rain-Bo Ball Gum.

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

NEW VICTOR L. C. TOPPER

1c Mechanism
New large capacity for 1175 BALLS of 100-COUNT GUM
Equipped with De Luxe base. Standard base optional at same price.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

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HEADQUARTERS FOR LARGEST SELECTION OF SUPER 10c CAPSULE MIXES

Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.

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 Vendor

Turnout Shows Industry Strength

CHICAGO — The estimated 350 who turned out for the 13th annual convention of the National Vendors Association, which ended its four-day run at the Sheraton-Chicago Hotel here Sunday (31), did not set an attendance record, but the turnout

was a strong testimonial to the strength of the industry.

Most of the 21 exhibitors, manufacturers of machines, gum, confections and charms, reported that sales were considerably ahead of 1962 convention grosses, and the meet itself was one of the liveliest in years. For the first time in the association's history, manufacturers were actually fighting to gain admittance to the group (see separate story).

The fact that the convention was actually held is in itself a tribute to the lowly penny. Today, the only thing a penny will

buy is a piece of gum, bulk confections or a charm.

Penny Line Holds

And despite the same rising costs which have confronted all other phases of automatic merchandising, the bulk vending industry has still been able to hold the penny line and prosper in the process.

Key to the industry's ability to hold the price line is the expanding kiddie market. Children are the major buyers of ball gum and charms. But despite the growth of the market, the number of operators in the field has remained fairly constant over the last decade, with the resultant growth in size of operations sufficient to compensate for the decreased profit margin.

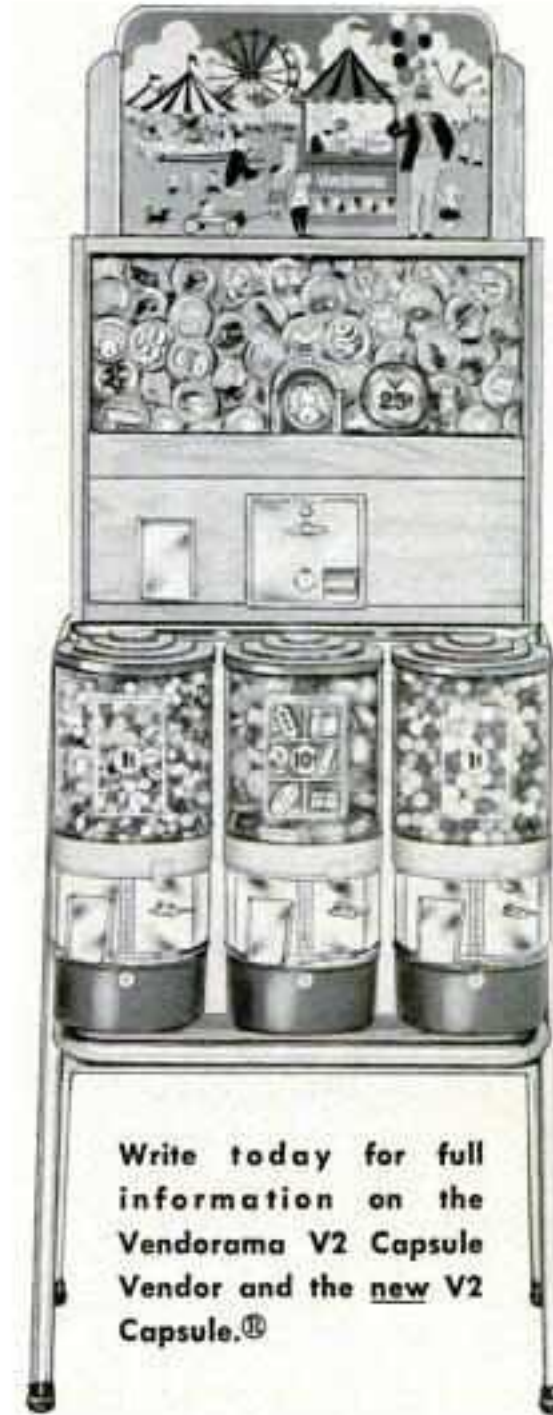
Operators are making less money per machine, but they're adding enough machines to operation to keep their income staple.

Latest Wrinkle

And while the penny is still the backbone of the industry, operators are more and more getting into 5, 10 and 25-cent capsule items. Latest wrinkle is Victor's 50-cent capsule vender (see separate story) and 25-cent machine.

Charm manufacturers are expected to turn out product capable of attracting an adult patronage in higher priced items. Eppy Charms, for example, showed up at the convention with an extensive line of costume jewelry, tiepins, cuff links, etc., designed primarily for the Victor unit (see separate story).

VENDORAMA® V2 Capsule Vendor



Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 Capsule.

**VICTOR
VENDING CORP.**
5711 W. GRAND AVENUE
CHICAGO 39, ILL.

J. SCHOENBACH
Distributor For
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PResident 2-2900
PHONE or WRITE FOR PRICES

Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

PARKWAY MACHINE CORP.

715 ENSOR ST. BALTIMORE 2, MD.

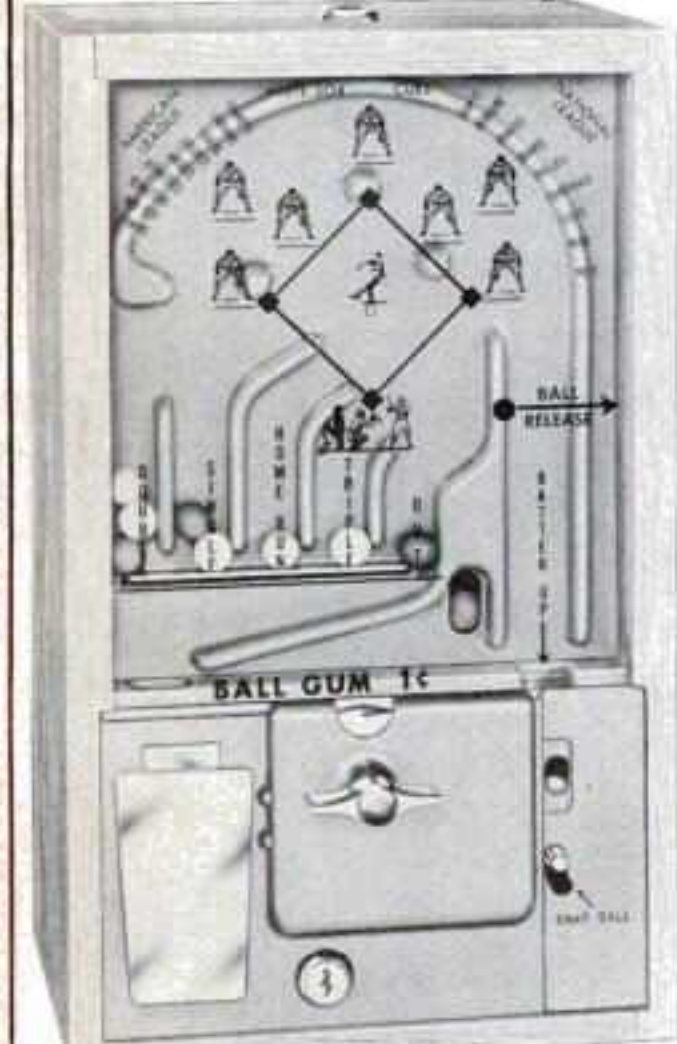


HOLD-A-BALL GUM VENDOR

The Big Hit at the N. V. A. Convention

Lets Kids Have Fun
With Every Ball of Gum

FAST PLAY
BIG PROFITS



Kids will love it . . . Operators will love it! Kids will stand in line waiting to drop pennies into this exciting and colorful vendor which delivers a ball of gum with every pitch . . . and every penny.

Attractive front shows 20 American and National League ball clubs.

Here's How This
Revolutionary Vendor Works:

1. Penny is inserted.
2. Lever is pulled. Up comes a ball of gum onto simulated baseball diamond.
3. Special shelf holds ball of gum in proper slot labeled double, single, home run, triple and out.
4. Depending on number of pennies inserted, player can complete one half inning or three outs.
5. One or more balls of gum can be released by player after each game is completed.

Player gets one ball of gum for each penny inserted

- Holds 10 lbs. of 210-count ball gum
- Vendor takes in \$21.00 when empty
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Wide Variety of Exhibits Feature NVA Convention

Oak Mfg. Co.

CHICAGO—Four new vending machines including the industry's first hot-peanut-in-shell-vender were unveiled by Oak Manufacturing Company at last week's National Vendors Association conclave.

The peanut vender is dubbed the Titan Trio and consists of a giant main-column unit with a pair of optional side vendors. The main-column Titan holds the equivalent of two cases of century gum.

The trio vends hot peanuts in shells for a nickel and a dime.

The main column Titan sells for \$57, including the stand. The side vendors are \$20.45 each, with \$7.50 extra for the optional side brackets. The trio is attractively decorated in red, black, yellow and green design.

Also introduced by Oak were the Titan 25-cent capsule vender, holding 600 large capsules and selling for \$49.50; the Titan 10-cent capsule vender holding 1,500 regular capsules, also selling for \$49.50, and the Titan Trio capsule ensemble.

The Titan Trio capsule unit, similar to the hot peanut unit, has the giant Titan center column vender with two side vendors. The center vender holds two cases of century gum, has a separate coin box, built-in cast iron base and vends at 1 cent, 5 cents, 10 cents, 25 cents, or foreign currency. It sells for \$49.50, including the stand.

The side vendors hold 200 capsules or 450 jumbo rockets. They weigh seven pounds and sell for \$16.45. Optional solid wrought-iron brackets sell for \$7.50. Shipping weight for the trio is 45 pounds.

CSCO Shows

CHICAGO—Several new exclusive items, some new imports, and dime and nickel capsule assortments were shown by CSCO Charms here last week.

Hottest of the firm's exclusive line were its jewel-eye mouse brooch with movable tail and its mood tester with b-b action. The mouse is of hollow red plastic, has a pair of jeweled eyes, black plastic ears and an inch and a quarter tail that slides in and out. It sells for \$33.95 per 1,000; \$41.95 in capsules.

The mood tester is green with

clear plastic window. The b-b shows whether the holder's "mood" is "in love," "jealous," "furious," "angry," and the like. It sells for \$15 per 1,000.

Other new items by CSCO are its salt and pepper shakers (\$10); padlock for keys (\$11) and president rings (\$9). Imports include ball players (\$2.65); snake rings (\$6.80), and hour glass (\$15.75).

CSCO's dime capsule assortment includes such goodies as the mouse, padlock, hourglass, rings, lighters, and a variety of key chains, and sells for \$37.50 per 1,000.

The nickel capsule mix includes a pet assortment, Western assortment, doll assortment and novelty assortment. Each sell for \$7.50 per 1,000, \$15 in capsules.

Leaf Brands

CHICAGO—Three new century confections and a new bubble-gum mix were introduced by Leaf Brands last week.

Confetti Ball is a speckled, century-sized malted milk ball; Merry Berries are strawberry and raspberry-flavored centuries; Sun Ripe Fruits are a mixture of orange and lemon centuries, and Precious Stones consist of tiny tid-bits of bubble gum, colored and processed to look like precious gems. Price is to be announced later.

Green Duck

CHICAGO—Green Duck's Weirdos and Kids Kartoon Komics each feature an assortment of 12 different characters. The Weiridos, as the name implies, have the most horrifying looking creatures guaranteed to scare the dickens out of most tiny tots and even some parents.

The Komics have 12 characters especially suitable for the more gentle at heart. Price is \$9 per 1,000; \$7.50 in lots of 5,000 or more. The firm also showed its full line of buttons and novelty items.

Oak Sales

CHICAGO—Oak Sales' new rubber-molded Horror Series, featuring such lovelies as Frankenstein, the Wolf Man and Cyclops, is so realistic and clammy to the touch that kids should literally leap in terror, according to Oak Sales head, Meyer Abelson.

Also available in molded rubber is Oak Sales' Stone-Age animal series, featuring some of the most popular animals of old. The horror creatures sell for \$38 per 1,000 in capsules; the venerable animals for \$35.

Other new items bowed by Oak Sales at last week's National Vendors Association conclave included:

Coral and cobra snake, \$32.50 per 1,000; series of 12 deep-sea fish, \$25 per 1,000, and puppet mice in white, black, gray or brown, \$25 per 1,000. All are

available in capsules at \$10 per 1,000 extra.

Oak Sales also featured a nickel bug capsule mix at \$20.75, consisting of 18 different bugs plus a splendid assortment of skeletons and worms.

Plastic Processes

CHICAGO—Colorful penny, nickel and dime vending globe display cards were the highlight of Plastic Processes charm line at last week's National Vendors Association conclave.

Each is designed to show off a representative stock of the machine's fill. Bill Falk, Plastic Processes head, said that the cards save the operator from having to hand-fill each globe, a process that can cost up to \$1 worth of time.

The penny and nickel displays sell for 75 cents each (50 cents for quantities over 50), and the 10-cent styrofoam displays sell for \$1.40 (\$1.10 for over 50).

Some six other new charm items were unveiled by the firm:

Speedway Racer, \$8; Rolling Scooter, \$8; Tiny Tug Boat, \$8; ring series imported from Hong Kong at \$3.45 per gross; Space-ships and Moon Men at \$12, and a rocket line featuring a new skull at \$10 and double-ball puzzle at \$12.

Penny King

CHICAGO—Eleven different charms, ranging in price from \$12.50 for such items as a heart clover, boy-in-tub and worm-in-apple, to \$20 for a moving eyeball and \$51 for metal charms on novelty key rings, were introduced by Penny King last week.

The firm previewed its line at the National Vendors Association conclave in Chicago's Sheraton. Visitors to Penny King's booth and suite also received an attractive sample box of rings—three boys' and three girls'.

All the charms were complete with multi-color stickers for globe display. In the \$12.50 price range (\$14 for less than 5,000), Penny King had a Hawkshaw triple magnifying glass with movable lens, heart clover with four "lucky" captions; boy-in-tub, movable plastic boy in circular green tub; worm-in-apple, protruding plastic worm on hook-on charms; frog, with B-B eyes; green monster, with painted eyes and eyelid charm; whirling roulette, with handle for twirling; space rocket, with B-B rocket and revolving satellite action, and soft bug in miniature capsules, for penny machines.

Penny King's eyeball has a movable eyelid and is designed for jumbo rocket or penny machines. It is priced \$20 per 1,000 (\$22 for less than 5,000).

Cadillac of the line is Penny King's new metal charms on

novelty key rings in capsules for 10-cent vending. All capsules are glued.

Cramer Gum Co.

CHICAGO—Five new items were displayed by the Cramer Gum Company. New 100-count gum releases were strawberry, baseball and orbit. Panned items were peanut butter bits and ice cream mints.

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Funtime Charms

CHICAGO—Lyle Becker has re-entered the charm manufacturing business with a series of six items, both fill and capsule. The Kennedy Flicker Action Ring has pictures of the President and the American flag. The wearer can take his pick by turning the ring. The Antique Auto series, 20 different vintage vehicles, is a fill item, with faithful miniatures of the cars of yesteryear. The Bug in the Ice Cube will float in a glass and is recommended for practical jokers. The Lunch Box With Banana is a capsule item, and the Empress Stone Rings are adjustable. The Lucky Four Leaf Clover, a pocketpiece or keychain item, completes the new Funtime line.

King & Company

CHICAGO—The Hold-a-Ball gum vender gives the youngsters a chance to test their skills and get a piece of 210-count ball gum for a cent. Here's how it works. After the player inserts his cent and pulls a lever, a piece of ball gum appears on a simulated ball diamond. A special shelf holds the gum in a proper slot labeled single, double, triple, home run and out. Depending on the number of pennies inserted, the player can complete a half inning or three outs. One or more balls can be released by

the player after the game is completed. The player, of course, gets a piece of gum for every penny inserted.

Capacity is 10 pounds of 210-count gum. Dimensions are 15 inches by 8 3/4 inches by 7 inches. Price is \$29.50.

Eppy Charms, Inc.

CHICAGO — Some 50 new charm items—aimed for the 25-cent capsule trade—were bowed by Eppy Charms, Inc. The items, which range from costume jewelry to cuff links, are mounted on die-cut sponges and folded cardboard to simulate the appearance of a jeweler's showcase.

Items are merchandised further with a 5 1/2 by 7-inch display card of molded plastic and slots for seven items. Cards are furnished free with each order of 1,000 charms.

Items are of the general quality of those sold at airport souvenir shops and they include cuff links, tie clasps, key chains, necklaces, rings with Aurora stones and various other pieces of costume jewelry, all vacuum metalized.

According to George Eppy, the items fall in two categories—the Male Jewel Box and the Girls' and Women Jewel Box. He feels that operators can designate capsule machines in either category and crack high-traffic transient locations.

Eppy also announced that he now has exclusive U. S. distribution rights for a German ring manufacturer, and the rings, which were displayed at the show, are being sold as 25-cent capsule items.

Another new capsule item, set for vend for 10 cents, is the Skeleton Head, which comes with a molded plastic, color display panel.

With the new line, Eppy is making a strong pitch for the novelty vending business, an area that the trade has heretofore not paid too much attention to.

Eppy hosted his warehouse distributors and their families Wednesday (27) and the outlet heads defined their respective sales territories.

Arrow Mfg. Co.

CHICAGO — The Arrow Manufacturing Company, which joined NVA on the eve of the convention, showed its new bulk vending machine line, with 1-cent, 5-cent and 10-cent ball gum and charm machines. The Model A10 vends 140, 170 and

210-count ball gum; the Model A20 vends 100-count ball gum, and the Model A30 vends 5-cent or 10-cent capsules. Parts are interchangeable on all models.

Victor Vending

CHICAGO — Victor Vending's new capsule vender—geared for either 25-cent or 50-cent vends—represents a departure from the traditional concept of merchandising charms.

The new machine, which can single unit, is designed to dispense larger and more utilitarian items. It is, in effect, more of an all-purpose vender than a charm machine.

Cabinet is wood and dimensions are 22 by 18 by 12 inches. List price is \$49.50. Capacity is 200 large capsules.

A pegboard display panel is easily removable for programming changes.

The battery at the show had the capsule vender mounted atop

the chrome stand and three ball gum machines set on the stand's lower level.

be placed atop the Vendrame stand set up or operated as a

Paul A. Price Co.

CHICAGO—A mail order merchandising promotion, tied in with a bulk vending machine, was the highlight of the Paul Price exhibit. The promotion has a display card on which is

(Continued on page 98)

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Exhibits at NVA Convention

• Continued from page 97

mounted a jumbo-sized painted snake, complete with red tongue, inside the vending machine globe.

When the purchaser opens the capsule after making his purchase, a slip of paper inside tells him that he can get the snake—a 50-cent value—by mailing 25 cents to the operator whose name is printed on the slip.

Price said that the operators can order printed slips with their names, or they can use a stock slip telling the purchaser to send the money to the address on the globe.

New Price items shown included skeletons with likenesses of Castro and Krush from the necks up, and expanded Scare 'em series, Tricks 'n' Fun, a capsule series of games and puzzles; Bloody Fingers, which depict what a handful of fingers caught in a door jamb would look like; Stinkee, a perfumed skunk, and Worry Bird, a fill item which has a sad-eyed bird sitting on a "Why Worry" sign.

Other new items included a 10-animal Jungle Series of fill

items, a Giant Football and the Princess Ring.

Price presented a line of 25-cent merchandise, featuring bracelets and necklaces, and Star jewelry with rhinestone centers.

Gold Medal Unit

CHICAGO — An eight-selection, all-purpose unit—novelties, costume jewelry, candy, accessories—was bowed here by Thrill-Pak-Gold Medal. The unit, which lists for \$195, will vend at 10 or 25 cents. Legend on the display panel reads: "Get Your Thrill Pak Surprise in Every Box."

Some 200 items are in vending position, while another 300 are stored in the base of the machine.

Operation Alert

• Continued from page 90

repeat meetings in these same cities will begin April 22 and conclude the first week of June.

How to enact the NAMA six-point, self-regulation pro-

Seeburg Adds 10 Little LP's

CHICAGO — Seeburg this week added 10 new Little LP's (seven-inch 33 stereos with three tunes to a side) to its album, bringing to 42 the number of albums added since the second edition of the catalog was released in January. Vee Jay is the latest label to join the fold, with a Bill Henderson album and "Eddie Harris Goes to the Movies."

RCA releases in the latest batch include "The Genius in Harmony," Anita Kerr Singers; "Our Man From Italy," Sergio Franchi; "Two of a Mind," Paul Desmond and Gerry Mulligan; "Our Man in New Orleans," Al Hirt, and "Oliver," with the original Broadway cast.

Command releases include "Enos Light Plays Irving Berlin at Carnegie Hall" and "The Big Band's Back in Town" with Doc Severinsen.

The Capitol release in the list is "An Evening With Cole Porter," featuring Carmen Dragon and the Hollywood Bowl Pops Orchestra.

gram and how to meet threatened restrictions on cigaret vending will be the main topics of the second series of meetings.

Midwest Parley

• Continued from page 92

scheduled for all in attendance. Robert Blundred, Music Operators of America managing director, is scheduled to speak, as are other State and local dignitaries, association officials, manufacturers and various distributors and operators.

Some 10 exhibitors will show a line of juke boxes, games

Coin Exports in Strong Finish

• Continued from page 89

while only 702 used boxes worth \$167,270 were exported.

While game unit exports dropped from 4,481 to 4,031 from November to December, the value of these games rose from \$1,288,329 to \$1,906,429 in the same period.

Game exports are not broken down between new and used equipment. But a comparison of November and December figures indicates that overseas buyers are probably stepping up their new equipment purchases at the expense of the used prices, and, when they do buy used equipment, demanding better conditioned games.

For example, the 4,481 games purchased in November averaged \$288 a game. The 4,031 games bought in December averaged \$473 a game.

West Germany continues as

the prime buyer of new U. S. juke boxes, with purchases of 590 units valued at \$357,325. The Germans bought only 28 used juke boxes, evidently preferring their own low-cost models to the used U. S. equipment, but staying with new American machines when top locations were at stake.

French Spree

France continued its heavy game buying spree with the purchase of 895 units valued at \$399,119. After years of governmental restrictions on the importation of games, the French seem bent on making up for lost time.

Belgium, traditionally the coin machine market place for Europe, is generally first or second in the monthly buying sweepstakes. In December, however, the Belgians trailed the United Kingdom, West Germany and France.

And the Belgians bought 369 new juke boxes and no used machines. As many of the used machines are generally transhipped to other European countries, the December figures indicate that European nations are leaning less on Belgium as a source of supply and buying directly from American exporters.

Finnish Figures

It may be sheer speculation, but Helsinki is only a few miles from the Russian border, and it is barely possible that some of these new machines are finding their way into the Soviet Union. The Russians had been talking about a juke box of East German manufacture for Eastern Europe, but this development seems slow in materializing.

English Grosses

• Continued from page 90

juke box, giving "natural sound" she said.

At least four West End clubs now use this system, and others plan similar installations.

Elected to POA Council were: Fred G. Walker (Ruffler & Walker Ltd.), J. Hardy (Peter Simper & Co. Ltd.), C. E. Wilkinson (Northern Music Distributors Ltd.), who is Yorkshire area secretary of POA, and Mrs. L. Shaw.

and vending machines. A dinner and entertainment is scheduled for Saturday (20) with a banquet and floorshow slated for Sunday (21).

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Bally Trophy	245	ABC	145	Wms. Safari	165
United Royal	195	Congress	145	Big Top	195
Bally Challenger	375	Bally Deluxe Club	245	Sportsman	125
United Holiday	745	Bally Lucky	295	United Sky Raiders	195
		Cheo. Coin Rocket	85		
		United Shooting Star	95		
PUCK BOWLERS		GUNS		ARCADE EQUIPMENT	
Keeney Bonus	\$ 95	Exhibit Gallery	\$ 95	Pollard Football	\$175
Keeney Speed Lane	145	Rifle Gallery	95	Hole-in-One	75
Keeney Century	145			Road Racer	345
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Billboard PHOTO GALLERY OF Newsmakers



DESERT DUTY: On tour in Arizona, Vee Jay's the 4 Seasons made rounds of record shops giving autographs. They are shown here with Bob Demain, Vee Jay distributor in that area.



FAR EAST HUSKY: Capitol artist Ferlin Husky is shown in Hawaii beginning 45-day tour of the Far East. Itinerary includes Hawaii, Okinawa and Japan.



THE DICKERING IS OVER: Walt Dickerson, jazz vibraphonist, sets pen to exclusive recording contract with Audio Fidelity. With Dickerson are Sidney Frey (left), president, and Tom Wilson, recording director.



OUTSIDE HELP: Artists not represented on the UN "All Star Festival" LP are also anxious to do their bit, as witnessed in London, where Mr. Acker Bilk (right) and TV actor Harry Fowler (left) join the campaign goings-on at Soho Record Centre, shop of Alex Strickland (center).



LONDON LADY: Georgia Brown lends critical ear to playback during recent recording session for London. Imported to Broadway for her role in "Oliver," Miss Brown is working Blue Angel, too.



DEEJAYS FOR VEE JAY: WAAF Radio, Chicago, is sponsoring talent hunt, with top prize being Vee Jay recording contract. Pianist Marty Rubinstein (left) and emcee Marty Faye (right) audition contestant Frank Jones.



ROYAL TWIST: Twistin' Joey Dee (left) shared stage of Royal Hall in Stockholm recently with continental counterparts, Larry Moon and Jerry Williams. The unusual trio drew big crowds and good notices.



CHART TOPPERS: Kapp a.&r. man Allen Stanton (right) accepts Billboard Award on behalf of Ruby and the Romantics from editor Ren Grevatt. No. 1 tune was "Our Day Will Come."



LONG PACT: Tompall (left) and the Glaser Brothers (right) sign an exclusive management contract with Hubert Long Talent in Nashville. The group records for Decca records.

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**"THAT'S HOW HEARTACHES
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