

BILLBOARD MUSIC WEEK

Music-Phonograph Merchandising • Radio-Tv Programming • Coin Machine Oper

PAGE ONE RECORDS



★ NATIONAL BREAKOUTS

MONO LP's
MOON RIVER, Lawrence Welk, Dot
SILENT NIGHT AND 13 OTHER BEST LOVED CHRISTMAS CAROLS, Lawrence Welk, Dot

STEREO LP's
WHITE CHRISTMAS, Pat Boone, Dot

★ NEW ACTION LP's

Albums getting initial dealer action in major markets and have not yet hit BMW's Top LP Chart.

MONOPHONIC

CLAP HANDS, HERE COMES CHARLIE, Ella Fitzgerald, Verve

TWIST, Ventures, Dolton

TAKE GOOD CARE OF MY BABY, Bobby Vee, Liberty

AND NOW ABOUT MR. AVALON, Frankie Avalon, Chancellor

FERRANTE & TEICHER LOVE THEMES, United Artists

SAD MOVIES, Lennon Sisters, Dot

JOSE JIMENEZ IN ORBIT—BILL DANA ON EARTH, Kapp

CHRISTMAS IN MY HEART, Connie Francis, MGM

ORGAN AND CHIMES, Robert Rheims, Rheims

DRUMSVILLE, Earl Palmer, Liberty

CHRISTMAS WITH CHET ATKINS, RCA Victor

A JOLLY CHRISTMAS FROM FRANK SINATRA, Capitol

SOUND OF CHRISTMAS, Ramsey Lewis, Argo

SEASON'S GREETINGS, Various Artists, Capitol

THE MEANING OF CHRISTMAS, Fred Waring, Capitol

STEREOPHONIC

YOUR TWIST PARTY, Chubby Checker, Parkway

CHRISTMAS TIME, Roger Williams, Kapp

ORGAN AND CHIMES, Robert Rheims, Rheims

TIME FURTHER OUT, Dave Brubeck, Columbia

MOON RIVER, Lawrence Welk, Dot

★ LOCAL SINGLES BREAKOUTS

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

HAPPY JOSE . . . Jack Ross, Dot 16302 (Lansdowne, ASCAP) (Chicago, Minneapolis - St. Paul)

MY BOOMERANG WON'T COME BACK . . . Charlie Drake, United Artists 398 (Piccadilly, BMI) (Baltimore)

NEW KIND OF LOVE . . . Willie Harper, Alon 9000 (Alon, BMI) (Chicago)

NIGHT OWL . . . Dukays, Nat 4002 (Conrad, BMI) (Chicago)

WHAT'S THE REASON . . . Bobby Edwards, Capitol 4674 (Bourne, ASCAP) (Dallas-Fort Worth)

Yuletide Shopping Skyrockets Year-End Sales of Records

NEW YORK—There were less new singles records breaking loose across the country this past week than at any time since early fall, as manufacturers held off the issuance of strong new single product until the start of the New Year. Many dealers, from neighborhood shops to the large discount houses, were busy selling almost everything in stock, including merchandise from other seasons. According to reports from stores around the country, December of 1961 lived up to the great expectations predicted.

A look back at Christmas singles indicates that Connie Francis' record of "Baby's First Christmas"

was the hottest new Christmas song of the year, with such old standards as "White Christmas," "Rudolph," "Jingle Bell Rock" and "Rockin' Around the Christmas Tree" garnering excellent sales.

The interesting aspect of Christmas business was that suburban disk shops, those in the huge suburban shopping centers in many areas of the country showed great upsurge in sales, while dealers in downtown city locations showed only slight increases, or even dropped off a bit. This is akin to the increased business experienced by suburban branches of department stores while their main city stores showed only slight increases.

LP's Tops In South

MEMPHIS — The pre-Christmas record sales here last week were — as in other markets like New Orleans, Nashville — predominantly album sales with dealers pushing singles on hand rather than placing heavy new-record orders.

Reports from Memphis, Nashville and New Orleans indicated retailers were waiting until after Christmas to stock up on brand-new releases. They reported no strong breakouts in these markets, but holiday business was good generally.

Biggest complaint on the retailer level in Memphis was the failure of some distributors to supply the particular records in demand. This lack of supply hampered singles sales considerably, according to a retailer.

One release singled out by a Memphis dealer was Sue Thompson's "Norman" on the Hickory label. He said he could have moved the record but had not been able to obtain copies.

Christmas Albums Lead Powerful LP Sales Rise

NEW YORK — Album sales — especially on holiday LP's — were better this year than they have been for some time. One Midwestern dealer reported that his Christmas sales were the best in eight years. In some cities — notably Cleveland, Buffalo and New York — suburban stores particularly chalked up heavy sales.

The sales boom on holiday wax is reflected this week on BMW's best selling monaural LP chart, which lists 17 yule packages. Seven additional Christmas albums are spotlighted as monaural "New Action LP's." Christmas albums are also strongly in evidence on the best selling stereo chart, which lists seven holiday packages with two more on the stereo "New Action LP" chart.

Columbia dominated the holiday album sales. The label has seven yule LP's on the monaural chart and three on the stereo listing. RCA Victor has three holiday LP's on the monaural chart, one

on the stereo chart and one monaural "New Action LP." Capitol has one on the monaural chart and three coming up on the monaural "New Action LP" list. The monaural chart also lists (as Christmas music sellers) two London packages, two Dot LP's, and one each for Kapp, Decca and 20th Fox.

Labels with Christmas packages on the stereo chart include Columbia, three; and one each for Decca, London, RCA Victor and Dot. The monaural "New Action LP" list includes yule wax by Capitol, three, and one each for Argo, MGM and Rheims. Rheims and Kapp also each have one holiday package on the stereo "New Action LP" list. The Rheims label, a long-time Christmas seller, is now handled by Liberty Records.

Hot Drake Sales Hit Balt. Mkt.

BALTIMORE — A breakout was registered for "My Boomerang Won't Come Back," by Charles Drake on UA, in this city last week. "Dear Ivan," by Jimmy Dean on Columbia, and "Let Me In," by the Sensations on Argo, began selling strong.

Through the din of jingles and twists, newcomers selling well here were "Funny How Time Slips Away," by Jimmy Elledge on RCA; "Where Have All the Flowers Gone," by the Kingston Trio. Elledge is getting heavier radio play here, and so is "Imagination" by the Temptations. "Happy Guy," by Nino and the Ebbtides on Mr. Peacock, made good sales for one dealer, and "What a Walk," by Bobby Lewis, made good sales for two dealers

D. C. Cash Registers Ring Merry LP, Singles Sales

WASHINGTON — Nothing broke loose here last week except a lot of customer coin and a hint of things to come in sales of inspirational and instrumental singles.

"He's Not Just a Soldier," by Little Richard on Mercury, and "Dear Ivan," by Jimmy Dean on Columbia, were getting good Washington sales, reflecting a sober note under all the holiday twister hilarity. In Christmas singles, dealers here report heaviest buys for "Baby's First Christmas," by Connie Francis; "Little Drummer Boy," by the Harry Simeone Chorale; "Jingle Bell Rock," by Bobby Helms on Decca, and the same title by Rydell and Checker

on Cameo. "Rocking Around the Christmas Tree," by Brenda Lee on Decca, sold strong. "Rudolph" and "White Christmas," veteran standards, were edged out of sales by the newer contenders for the holiday singles crown for this and coming years.

Instrumentals Hot

The dizzy upward spiral of the fun-making twisters here has a parallel rise in popularity of instrumental numbers. Sales here were heavy for "Let There Be Drums," by Sandy Nelson (and they are beginning to ask for the flip side, too, dealers note); "Flying Circle," by Frank Lay, and "Unsquare Dance," by Dave Bru-

(Continued on page 6)

(Continued on page 6)

RCA VICTOR FLASH ❀ JAN. POP ALBUM RELEASE ❀ SEE BACK COVER & PAGE 30



**UNITED
ARTISTS
RECORDS**

THE PROUDEST NAME
IN ENTERTAINMENT

UNITED ARTISTS RECORDS • 729 SEVENTH AVE. • NEW YORK 19, N.Y.

MY NAME IS
SANTA CLAUS
I'VE HAD IT...
I'VE BEEN RUNNING LIKE A NUT
DELIVERING **"COTTON FIELDS"** BY
THE HIGHWAYMEN
"TOWN WITHOUT PITY" BY
GENE PITNEY
"BOOMERANG" BY
CHARLIE DRAKE
"TONIGHT" BY
FERRANTE & TEICHER
"YOUR MA SAID YOU CRIED"
BY KENNY DINO
AND ALSO LAST MINUTE CALLS FOR
"LILI MARLENE" AND
"SCHWALBENWINKEL"
BY RALPH MARGERIE FROM THE
ALBUM **"JUDGEMENT AT NUREMBERG"**
A BIG FELLOW I'M NOT
BUT IN ADDITION I'M SCHLEPPING
HEAVY PACKAGES OF ALBUMS BY
FERRANTE & TEICHER
"WEST SIDE STORY"
"GOLDEN PIANO HITS"
AND **"LOVE THEMES"**
THE HIGHWAYMEN ALBUM
"GREAT MOTION PICTURE THEMES"
"NEVER ON SUNDAY"
SO LISTEN...FROM NOW ON
DON'T CALL ME...
I'LL CALL YOU!
I'M REALLY HAROLD BLECKNER
ASSISTANT PRODUCTION MANAGER
UNITED ARTISTS RECORDS

STAR PERFORMERS—Selections registering greatest upward progress this week.

S Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33 1/3 r.p.m. mono single version is available.

△ Indicates that 33 1/3 r.p.m. stereo single version is available.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 34 songs including 'The Lion Sleeps Tonight', 'The Twist', 'Run to Him', etc.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 35-65 including 'Your Ma Said You Cried in Your Sleep Last Night', 'Tonight', 'Johnny Will', etc.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 66-100 including 'Turn Around, Look at Me', 'Just Got to Know', 'Fool #1', etc.

HOT 100—A TO Z—(Publisher-Licensee)

Large alphabetical index table listing song titles, artists, and publishers/licenses. Includes entries like 'Alvin's Harmonica', 'Baby It's You', 'Johnny Will', etc.

BUBBLING UNDER THE HOT 100

Table listing songs that were bubbling under the Hot 100, including 'Happy Jose', 'Free Me', 'You Don't Have to Be a Tower of Strength', etc.



"THE NATION'S BEST SELLING RECORDS!"

BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST
16284	Johnny Will/Just Let Me Dream	PAT BOONE
16302	The Original Happy Jose	JACK ROSS
16295	Everybody's Twisting Down In Mexico	BILLY VAUGHN
16285	A-One A-Two A-Cha Cha Cha/You Gave Me Wings	LAWRENCE WELK
16301	The Continental Twist/Oh Ma Ma Twist	LOUIS PRIMA
16273	Mood Indigo	LOUIS PRIMA
16308	If You Gotta Make A Fool Of Somebody	VAUGHN MONROE
16306	Mr. Moto	THE UNTOUCHABLES
16306	Bondaru	THE UNTOUCHABLES
16298	Can't Help Falling In Love/You'll Never Walk Alone	KEELY SMITH

RECORD NO.	TITLE	ARTIST
16299	Auctioneer	LEROY VAN DYKE
16277	We Live In Two Different Worlds/Kaw Liga	THE LENNON SISTERS
16296	Let's Go Trippin'	MILT ROGERS
16279	Trade Winds, Trade Winds	DODIE STEVENS
16262	Berlin Melody/Come September	BILLY VAUGHN
16304	Surfers' Stomp, Parts 1 & 2	KAY BELL AND THE TUFFS
16303	Free Me/The Other Half of Man	ROBERT KNIGHT
16270	Sweethearts In Heaven	CHASE WEBSTER
16305	A Country Boy In The Army/Dying Embers	DORSEY BURNETTE
16297	Swamp Legend	THE FOUR COACHMEN

BEST SELLING ALBUMS

MONO	STEREO	ARTIST
3412	25412	MOON RIVER • Lawrence Welk
3410	25410	DOIN' THE TWIST • Louis Prima
3406	25406	THE ANDREWS SISTERS' GREATEST HITS
3389	25389	YELLOW BIRD • Lawrence Welk
3396	25396	BERLIN MELODY • Billy Vaughn
3398	25398	SAD MOVIES • The Lennon Sisters
3280	25280	GOLDEN WALTZES • Billy Vaughn
3384	25384	MOODY RIVER • Pat Boone
3366	25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn
3359	25359	CALCUTTA • Lawrence Welk
3250		BEST-LOVED CATHOLIC HYMNS • The Lennon Sisters
3352	25352	WONDERLAND BY NIGHT • Louis Prima
3276	25276	THEME FROM A SUMMER PLACE • Billy Vaughn
3350	25350	LAST DATE • Lawrence Welk
3292	25292	THE LENNON SISTERS SING 12 GREAT HITS
3322	25322	LOOK FOR A STAR • Billy Vaughn
110		THE MAN WITH THE BANJO • Eddie Peabody
3001		SWEET MUSIC AND MEMORIES • Billy Vaughn
3016	25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn
3054D	25054D	THE TEN COMMANDMENTS • Sound Track
3064	25064	MELODIES IN GOLD • Billy Vaughn
3068	25068	HYMNS WE LOVE • Pat Boone
3071	25071	PAT'S GREAT HITS • Pat Boone
3086	25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn

MONO	STEREO	ARTIST
3098		GALE'S GREAT HITS • Gale Storm
3100	25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
3118	25118	STAR DUST • Pat Boone
3119	25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
3122	25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
3140	25140	LA PALOMA • Billy Vaughn
3156	25156	BILLY VAUGHN PLAYS
3157	25157	THE MILLS BROTHERS GREAT HITS
3164	25164	MR. MUSIC MAKER • Lawrence Welk
3165	25165	BLUE HAWAII • Billy Vaughn
3170	25170	PETITE FLEUR • Bob Crosby
9500	29500	THE FIVE PENNIES • Sound Track
3208	25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
3210	25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
3241	25241	BE MY LOVE • Keely Smith
3249	25249	RAGTIME PIANO GAL • Jo Ann Castle
3251	25251	SONG OF THE ISLANDS • Lawrence Welk
3302	25302	POLKAS • Lawrence Welk
3360	25360	TONY MARTIN—HIS GREATEST HITS
3338	25338	YELLOW BIRD • THE Mills Brothers
3368	25368	GREAT HAWAIIAN HITS • The Mills Brothers
3400	25400	TAKE FIVE • George Cates
3403	25403	BIG BAD JOHN • Wink Martindale

ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST
16022	Trying/P.S. I Love You	THE HILLTOPPERS
16023	Cocoanut Grove/In The Mood	JOHNNY MADDOX
16024	Love Walked In	THE HILLTOPPERS
	From The Vine Came The Grape	
16025	Till Then/Only You (And You Alone)	THE HILLTOPPERS
16026	Melody of Love/Sail Along Silv'ry Moon	BILLY VAUGHN
16027	Hearts Of Stone/Seventeen	THE FONTANE SISTERS
16028	Ain't That A Shame/I'll Be Home	PAT BOONE
16029	The Crazy Otto/Eight Beat Boogie	JOHNNY MADDOX
16030	The Shifting Whispering Sands	BILLY VAUGHN
	Part 1 and 2	
16031	I Hear You Knocking/Ivory Tower	GALE STORM
16032	Dark Moon/Memories Are Made Of This	GALE STORM
	I Almost Lost My Mind	
16033	Friendly Persuasion (Thee I Love)	PAT BOONE
16034	Don't Forbid Me/April Love	PAT BOONE
	Love Letters In The Sand	
16035	A Wonderful Time Up There	PAT BOONE
16036	Young Love/Ninety-Nine Ways	TAB HUNTER
16037	Paper Doll/Glow Worm	THE MILLS BROTHERS

RECORD NO.	TITLE	ARTIST
16038	Near You/Beg Your Pardon	FRANCIS CRAIG
16039	To Be Alone/Marianne	THE HILLTOPPERS
15486	The Green Door	JIM LOWE
15538	Come Go With Me	THE DELL-VIKINGS
15550	Dark Moon	BONNIE GUITAR
15841	San Antonio Rose	JOHNNY MADDOX
15858	Yellow Bird	THE MILLS BROTHERS
15879	Blue Hawaii	BILLY VAUGHN
15911	Does Your Chewing Gum Lose Its Flavor	LONNIE DONEGAN
15956	Bei Mir Bist Du Schon	LOUIS PRIMA, KEELY SMITH
15968	Deck Of Cards	WINK MARTINDALE
15985	Am I That Easy To Forget	DEBBIE REYNOLDS
16066	Dutchman's Gold	WALTER BRENNAN
16106	Look For A Star	BILLY VAUGHN
16144	Chills And Fever	RONNIE LOVE
16145	Last Date	LAWRENCE WELK
16151	Wonderland By Night	LOUIS PRIMA
16161	Calcutta	LAWRENCE WELK
16209	Moody River	PAT BOONE

BEST SELLING EP's

RECORD NO.	TITLE	ARTIST
1021	Melodies Of Love Vol. 1	BILLY VAUGHN
1022	Melodies Of Love Vol. 2	BILLY VAUGHN
1023	All Night Long	RUSTY BRYANT
1026	Johnny Maddox Plays Crazy Otto	JOHNNY MADDOX
1056	A Closer Walk With Thee	PAT BOONE
1058	Come Go With Us	THE DELL-VIKINGS
1066	Four By Billy Vaughn	BILLY VAUGHN
1068	The Lord's Prayer	PAT BOONE
1069	Star Dust	PAT BOONE

RECORD NO.	TITLE	ARTIST
1071	Billy Vaughn Plays The Million Sellers	BILLY VAUGHN
1072	Sail Along Silv'ry Moon	BILLY VAUGHN
1074	Gale's Great Hits	GALE STORM
1076	Side By Side	PAT AND SHIRLEY BOONE
1078	Blue Hawaii	BILLY VAUGHN
1083	Pat's Great Hits	PAT BOONE
1087	The Mills Bros. Great Hits	THE MILLS BROTHERS
1095	Theme From A Summer Place	BILLY VAUGHN

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OR WRITE: *Dot* RECORDS, INC., 1507 N. Vine St., Hollywood 28, California

DISK JOCKEYS ON DISK SCENE AS ARTISTS AS WELL AS SPINNERS

Drawing Power of Personalities on Record Rated Good Business by Some B'casters; Others Have Reservations

NEW YORK—Once again disk jockeys are participating on an active basis in the recording field—both as producers and artists. Many in the trade interpret this as an indication that the general panic generated at stations by the FCC payola probe has abated and that broadcasters are becoming more lenient about outside activities.

The most prominent examples of the trend are Murray Kaufman of WINS, here, and Phil McLean (ex-Cleveland jock), now a news staffer at WNEW, here. Kaufman currently has two albums on the BMW's best selling monaural album chart—"Murray the 'K's' Blasts From the Past," on Chess, No. 51, and "Murray the 'K's' Along With the Original Golden Gassers" on Roulette, No. 145. McLean's "Small Sad Sam" on Versatile is No. 44 on BMW's "Hot 100" this week.

B'casters Apprehensive

Broadcasters are by no means unanimously in favor of deejay participation in the recording field. Some approve wholeheartedly of the move as "good promotion," while others approve "with reservations," and still others frown on such activities entirely.

For example, Ted Steele, general manager of WINS, here, comments: "I see no objection at all. Most deejays are strong personalities, talented people, showmen. It's good promotion for the station." Steele also opined that he sees no problem with the FCC since, under the FCC's clarification of its ruling on free air plugs, a station is in the clear if such plugs are re-

SORD to Continue Club Fight Despite Lawyers' Pull Out

HOLLYWOOD — The dealer battle against the major labels operating record clubs will continue despite the withdrawal from the case by the dealer lawyers, Chicago's Marks, Marks and Kaplan. So said Howard Judkins Sr., president of the Society of Record Dealers (SORD), while confirming last week the report that the law firm waging the dealer fight has chosen to resign from the case.

Judkins stressed the fact that the lawyers' decision to retire from the action was in no way prompted by any weakness in the dealer position, nor will this development "affect the continued aggressive pursuit of the dealers fight against those major record manufacturers who maintain extensive mail-order operations to compete directly with the retailers."

The case in question, known as Anderson vs. Capitol, Columbia, and RCA Victor, was filed in the summer of 1957. Judkins refused to divulge the reason for the law firm's withdrawal, but said a statement will be forthcoming following further study by members of SORD's board.

corded in its log as commercial announcements.

On the other hand, Mark Olds, program director of WNEW, belongs to the "approval with reservations" school. "WNEW's position is not to withhold unreasonably the opportunity for its personalities to do outside work of any kind," he said. "We insist in knowing in advance and having the power to withhold permission. Primarily the reason for this is that the station has to safeguard its interests in its personalities and avoid any exposure which will weaken the personality or harm its believability."

In line with this, Olds said that WNEW deejay William B. Williams' current Christmas "talk" record ("A World to Grow Up In" on

Dual) "is perfectly compatible with the quality image that he has built up during his long association with the make believe ballroom."

On the other hand, Olds said, "Phil McLean, who recorded 'Small Sad Sam' just before he was hired by WNEW is in a slightly different position. Since Phil does lots of news for us, we don't think we'd like him to do much more in this field because of the public's general image of the dignity of a newsman. The same thinking applies to outside appearances, TV shots and commercials. We have always been able to come to agreement with all our WNEW talent and we expect this feeling of mutual trust and interest will continue."

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Detroit Internat'l Sound Fair Shapes Up Strong

Host of Labels Participate Along With SORD, IHFM, MRIA & ARMADA

NEW YORK—Plans for the first International Sound Fair, scheduled to be held at Detroit's Cobo Hall July 25-29, are moving ahead rapidly. Participation by key record manufacturers is now assured—the latest major entrant being RCA Victor. Columbia and Capitol had previously signified their intention to participate. A flock of other labels have similar plans, including Mercury, MGM, United Artists and Warner.

Also participating and co-operating are the record dealers (SORD), Institute of High Fidelity Manufacturers, Magnetic Recording Industry Association, etc. Art Talmadge, United Artists chief and president of ARMADA, is urging participation by ARMADA members. In addition, a presentation by the Fair execs will be made to the Record Industry Association of America on February 6. Prior to this, on January 26, a presentation will be made to NARM, representing rack jobbers. A presentation has already been made to NARAS, which is now contacting its members in order to ascertain the extent of the organization's participation.

An official exhibitors' brochure outlining the concept of the Fair as a unifying industry force is being mailed to 700 potential exhib-

itors Tuesday (2). This mailing will also reach about 100 overseas firms. The brochure includes the Fair's advisory board, which is now virtually completed with the addition of Jack Burgess, division vice-president, commercial sales, RCA Victor. It also lists pertinent comment supporting the Fair by key industry figures, including Lloyd Dunn, Capitol Records vice-president; Randy Wood, Dot president; Amos Heilicher, Heilicher Distributing; Bill Gallagher, Columbia Records vice-president, and Pete Wambach, Wambach Enterprises.

The Fair's public relations operation is now being crystallized. In line with this, Coleman Finkel, president of International Sound Industry Fair, Inc., has announced the appointment of Mary E. McDonnell as press chief. Formerly public relations director of WNYC, New York, and the Martin Steel Corporation, Miss McDonnell for some years has been associated with major firms in public relations projects, including TV films.

As it shapes up now, the Fair will feature a combination of the newest products in hi-fi and stereo records, phonographs, components, magnetic tape and other equipment.

NEW YEAR SHOULD RING IN MORE SOFT-SELL AIR

NEW YORK—The trend towards more "moderate" musical programming is continuing to build and 1962 should see still more broadcasters tempering heretofore strictly Top 40 formats with big band wax, oldies and LP selections.

One of the stations making the change is KTLN, Denver, which has dropped raucous-type rock and roll records and is now programming more "bright popular albums." However, KTLN's music programmer Joe Finan notes "This does not mean that we are going into 'harps' or becoming a 'good music' station." Finan adds, "Any intelligible sound by Ricky, Fats, or Ferrante and Teicher is played on this station anytime, as long as it doesn't have a jarring juvenile sound."

Finan believes rock and roll will always be around, but opines: "The excitement of a rock tune is somewhat diminished, and the stations playing rock in the face of developing trends seems to be forestalling the inevitable. The rise of folk music is no longer an accident. Where there's an increase in one area, there is a decrease in another."

No Rocking All Night

In line with this, Finan notes: "Experience in hops here as compared to two years ago, show a significant change. In 1959 you could play rock all night and no one would be happier than the dancers. Now you split it, or anger the audience." He concludes: "We at KTLN have faced a fact. The days of the funky sound and the non-understandable lyric is over."

Canadian Station CKWX, Vancouver, has also switched from a "hard" format sound and is placing more emphasis on a "sweeter sound" featuring albums and standards. Although a Top 40 chart is still part of the CKWX format, it is no longer the outlet's key programming feature. The change-over was made on the basis of results obtained from a "Music Questionnaire" which was circulated by CKWX to all homes in the area.

Steve May, WINY, Putnam, Conn., which features "quality music," has a suggestion which he believes would speed up the format change-over trend even more. May wants to force managers of "so called Top 40 music outfits" to listen to their own stations for a period of three or four hours. This, claims May, "would give them a pretty good clue as to how many adults support them. Let's face it, how many adults can listen to screaming announcements, strange little teen-age voices and musical newscasts? Anyone who can say in seriousness that he believes adults will listen to this kind of nonsense" says May, "is headed for the Funny Farm."

Pye Records Will Handle Chancellor Sides for England

PHILADELPHIA — Chancellor Records has concluded a new deal with Pye Records of England to distribute the label's records throughout the United Kingdom. Negotiations were concluded last month between Rocco Ocuida, foreign manager of Chancellor and Louis Benjamin of Pye. Pact is effective immediately. Negotiations, as reported earlier in BMW's British column, have been completed.

Chancellor has also set up new licenses for its records in Hong Kong, Colonial, and in Japan, where Yamaha will handle the line. Previously EMI handled the label for these territories as well as for England.

The label is now negotiating for new foreign deals in Australia, New Zealand, India and South America.

Decca Begins Catalog Promo

NEW YORK — Decca Records has set a series of monthly promotions for 1962 under the sales slogan "The Golden Key to Today's Hits — Tomorrow's Catalog." The January promotion will feature a flock of new albums by the label, plus a special incentive plan for Decca, Brunswick and Coral catalog items. In addition Decca is introducing seven new phono models in the firm's line.

Decca is also putting a strong January push behind Brenda Lee, Jackie Wilson, Bert Kaempfert, Pete Fountain, Kitty Wells and Webb Pierce. Debut albums on the Decca label by Art Mooney, Charles K. L. Davis and on Coral by Cab Calloway, are part of the first 1962 release.

Applebaum Signs WB A.&R. Pact

HOLLYWOOD — Warner Bros. Records last week named arranger-conductor Stan Applebaum as Eastern artist and repertoire director. Applebaum also has signed an exclusive recording contract with the label, but remains free to accept outside arranging assignments. This marks the label's re-establishment of a.&r. representation in the East which it had lost last spring when its Eastern a.&r. director George Avakian resigned to join RCA Victor.

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NEW SOUND ADDS NEW LIFE TO CATALOG SETS

Growing Number of Firms Re-Processing Monos in Stereo Shows Old Album Power

NEW YORK—The practice of re-processing monaural LP's that have become steady catalog sellers, and bringing them out again as semi-stereo, is growing apace. The process, which was given impetus by RCA Victor with one of its monaural Toscanini albums, has been taken up by Capitol and Decca among others, and more and more best selling catalog mono LP's are being issued in re-processed stereo.

The re-processing technique changes mono records to two channel records with stereo flavor. It enhances the sound so that the record sounds more alive on a stereo set. Victor this month is re-issuing seven Elvis Presley albums, four Belafonte albums, two Perry Como sets, the original cast waxing of "Peter Pan," plus sets by Dave Gardner, Jim Reeves, Hank Locklin, Glenn Miller, and George Beverly Shea in the new technique.

Capitol re-issued a flock of its all time best selling LP's in this process, which the label calls duophonic sound, last fall. And Decca, too, has done the same. Bing Crosby's album of "White Christmas," a best seller at Christmas time for almost two decades, was

issued this past Christmas in re-processed stereo.

The updating of the older mono LP's is another indication of the ingenuity of recording engineers and record companies in order to preserve catalog items for the future. It is also an indication, even in these frantic days in the business, of the importance of catalog items. Key items still sell, and a way to keep them selling is to keep the sound up to date.

Some companies have tried other techniques. They have re-recorded the entire album in stereo with the same artist, thus gaining the advantage of the full stereo spaciousness and depth rather than a simulation of it.

Up to now most of the catalog items that have been re-processed to stereo have been adult-type records, except for the forthcoming Elvis Presley LP's which have both teen and adult appeal. The teens don't seem as yet too interested in stereo, since they are happily buying some of the older rock and roll items on LP, and many of those sides sounded rather quaint from a recording standpoint when they were first issued years ago.

Capitol Reorganizes Into Disk-Phono And Mail Order-Electronics Divisions

By LEE ZHITO

HOLLYWOOD — Capitol Records, Inc., last week was split into two equal entities — Records and Phonographs and Mail Order and Electronics — each headed by its own executive who will report to President Glenn Wallichs. Structural change goes into effect January 2.

Vice-President Alan Livingston will have full responsibility for all facets of the records and phonograph operations, including artist and repertoire, sales, manufacturing, merchandising, international, custom, phonographs, and accessories. CRI Vice-President Jim Bayless (manufacturing), Joe Csida (Eastern operations), and Lloyd Dunn (marketing) will report to Livingston.

Mail Order Wing
Vice-President Dan Bonbright will helm the mail order and electronics facet. Mail Order, of course, comprises the Capitol and Angel Record Clubs while electronics is represented in the recently activated EMI-U. S. side of Capitol's expanded operations. In addition to the acquisition of electronics firms during the past nine months representing an expenditure of well over a million dollars, Bonbright said Capitol has set aside "several million dollars to invest in prime

electronics properties." In March, 1961, Capitol purchased the Hoffman Electron Tube firm of Westbury, N. Y., and the Voi-Shan Electronics Division of Voi-Shan Industries of Los Angeles to comprise the nucleus of EMI-U. S.

Soon thereafter, Capitol disclosed that EMI-U. S. took over the marketing of England's EMI electronic equipment previously handled in this country by Telechrome Corporation. This included EMI-made TV cameras and related broadcast equipment. Then, in July of the same year, Capitol acquired General Communications, Inc., of Fort Atkinson, Wis., to become the general communications division of EMI-U. S. Among other various lines handled by the newly formed EMI-U. S. wing was EMI-made videotape. EMI-U. S. came under the executive supervision of Bonbright from the time it was formed last spring. Bonbright has added to EMI-U. S. two corporate development analysts from Hughes Aircraft and a market research analyst from Stanford Research to assist him in future acquisitions, mergers, and product development.

Electronic Push
The fact that Capitol's full-scale invasion of the electronics field (along with its record club activities) comprise the other entity,

equal in the new corporate structure to records and phonographs and placed under the helm of a senior executive of the stature of Bonbright, reveals the serious intentions Capitol has in pursuing its vigorous expansion in the electronics realm. EMI-U. S., among its various divisions, has one devoted to home instruments, which points to the prospect of the firm moving deeper into that field. In that event, EMI-U. S. would likely manufacture equipment for marketing by Capitol, just as it manufactures blank magnetic tape, for example, which is sold to the consumer market by Capitol Records Distributing Corporation. In addition

(Continued on page 32)

Debut Kapp's New Jan.-Feb. Program At 3 Sales Meets

NEW YORK — Kapp Records will introduce its January-February program at three sales meetings this week. Los Angeles meeting is scheduled for Wednesday (3) at the Beverly Wilshire Hotel; Chicago session will be held Friday (5) at the Sheraton Hotel and the New York meet will take place Saturday (6) at the Summit Hotel.

Label's brass at the meetings will include President Dave Kapp, Sales Chief Phil Skaff, Vice-President Mickey Kapp, Promotion Director Moe Preskill, Export Manager Eric Steinmetz, Marty Verbin, Macey Lipman, Bill Hall, Jim Saltzman and others. Skaff will preside at the three meetings.

Several foreign distributors will attend, in addition to domestic distributors. Don McKim of Canada, Ken Kaizawa of Hawaii and representatives of Martinez Vela, of Puerto Rico, will be present.

GEMA's O'Seas Royalty Drive

By OMER ANDERSON

MUNICH — West Germany's Gesellschaft fuer musikalische Aufuehrungs und mechanische Vertriebsrechte (GEMA) is opening a drive to boost its take from foreign countries, including the United States.

Dr. Erich Schulze, the German performing rights organization's board chairman, declared that GEMA is highly dissatisfied with the return it is receiving from foreign countries.

Last year, for example, GEMA paid out 15,480,000 marks (13.21 per cent of net collections) to foreign copyright holders, but received only 4,660,000 marks (4.66 per cent of its net) from foreign sources.

GEMA's board chairman declares the time has come to put GEMA's "foreign relations" on a strict basis of reciprocity. Henceforth, he indicates, foreign copyright organizations will receive from GEMA treatment corresponding to that which they accord the Germans.

There is strong feeling in this country that German music would do much better abroad if it were not subjected to discrimination and apathetic handling on the part of

the foreign copyright societies concerned.

As a matter of diplomacy, Dr. Schulze refrained from singling out individual countries he feels are derelict in their treatment of German music. It is known, however, that many German composers, authors and publishers are disappointed over the money earned by their music in the U. S.

American pop enjoys tremendous vogue in West Germany and GEMA is feeding ASCAP royalties on a comparable scale. But GEMA's return from the U. S. is only a trickle, despite the considerable success in America of German music, especially during the past year.

Some Changes Made
GEMA, it is learned, is in the process of a comprehensive review

of the entire world royalty collection and disbursement situation. From this study are expected to come drastic changes in the German treatment of foreign composers, authors and publishers.

A GEMA source commented, "From now on our relations with foreign copyright societies will be on the basis of strict reciprocity—in other words, you scratch our back and we'll scratch yours."

"However, we intend to eliminate from our operations all suggestions that we are engaged in a sort of musical 'foreign aid' program instead of a straightforward business of collecting and disbursing musical royalties with the aim of securing the largest return possible for our clients."

Since the U. S. market is the largest, and this is the market in

which German music has scored its greatest overseas foreign success, GEMA is expected to concentrate on beefing up its American take.

ASCAP Too Easy
It is no secret that GEMA tends to be critical of what is felt by many performing rights experts here to be ASCAP's lack of aggressive collection policies. By German standards, ASCAP is mild in its approach to collection of royalties.

For example, there is strong criticism here of ASCAP for what is held to be its "namby-pamby" approach to juke box royalties and the copyright matter.

Right or wrong, this feeling characterizes German disillusionment over the meager financial return from this country's music exports.

There is talk of inviting representatives of the various leading foreign copyright societies to West Germany for on-the-spot observation of GEMA's aggressive royalty collection policies.

GEMA's aggressive approach prides itself on leaving literally no stone unturned in its quest after royalties. To illustrate, GEMA at the moment is fighting to collect royalties on taped religious services made available by Father Waldemar Wenzel to 52 aged and ill persons in his parish in the Muenster area.

This incident is indicative of the

(Continued on page 31)

UA Debbing New Album & Singles Series at Meets

NEW YORK — United Artists Records introduced its "Sweet Sixteen" plan for 1962 at three regional meets this week. Meetings will be held in New York and Chicago on Wednesday (3) and in Los Angeles on Friday (5). The firm will introduce its new LP product for the New Year, and will take the wraps off its new Wide-World series, with the first album recorded in Spain.

The firm will also show its new Spotlight series of single records, plus a special browser box for the series. The Spotlight items consist of pairings of top hits by leading UA artists. There are a total of 60 records in the first release in this series.

Mercury Plan Includes 1962 Sound LP's Line

CHICAGO — Mercury Records has announced its new plan, "Operation Gold Seal," kicking off the label's January 1 album release and inaugurating a new sound line. Scheduled to run from January 1 to February 15, 1962, the plan is designed to sell catalog in depth. President Irving Green announced the plan entails release of 25 packages in five categories.

With the January release, Mercury introduces its new sound line, F:35d, described as a breakthrough in sound featuring 35-mm. magnetic film "which provides absolute fidelity through the great signal to noise ratio ever achieved, and, infinite depth (signified by the 'd')." Mercury states the depth is attained by having the music "move from left to right and also from front to rear—advancing and receding as orchestrated."

Aimed at the sound and good music market, the packages carry a suggested retail tag of \$4.98 and \$5.98 for mono and stereo respectively.

Key packages include Clebanoff

and strings, a guitar album by George Barnes, a dance package by David Carroll, Xavier Cugat in Continental hits, a package of Cole Porter by Frederick Fennell and an album by Pete Rugolo.

A special consumer inducement will be offered via two packages. One is "Galaxy 30," a two-record set of 30 songs by 30 artists, with a color booklet and catalog listing 300 albums, listing for \$2.98 for the duration of the plan only. Another is "Music in Depth," listing at 99 cents and designed to expose the Mercury sound concept.

Release will include an ambitious documentary on the Civil War. This is a two-disk set by Frederick Fennell and the Eastman Ensemble, with Martin Gabel narrating, and including authentic battle sounds. The deluxe packaging will include a 24-page booklet.

Pop release includes packages by Eddie Heywood, Dinah Washington, the Platters, Billy Eckstine and Quincy Jones, Clyde McCoy, Del Wood, Nichols and May, Le-

(Continued on page 31)

New Label Issues 12-Inch 45 Disks

NEW YORK — A new label, Quarante-Cinq Records issues its first two LP's next week. And what is unusual about them is that they are 12-inch long-play records that revolve at 45 r.p.m. The center hole is a small one as on the 33, but the speed is 45.

Reason for putting out a 45 r.p.m. 12-inch disk, according to Ted Ratnoff, one of the executives of the firm, is that they are convinced that they can get better quality at 45 r.p.m. than at 33. First releases, both classical, were cut in Europe. The firm will issue six LP's per month in the future. Other executives of Quarante-Cinq are Albert Grundy, who represents Muxexport in Europe, and Claude Rie.

LATE POP SPOTLIGHTS

SINGLES

FLOYD CRAMER



LET'S GO (Cigma, BMI) (2:26) — CHATTANOOGA CHOO CHOO (Feist, ASCAP) (2:03)—Two sock sides by Floyd Cramer that should end up high on the charts. Top side is a swinging blues with Cramer featured on organ over band support; on the second side he turns in some slick piano work on the bouncy evergreen. Both can sell, and both are fine juke wax. **RCA Victor 7978**

THE DOVELLS



DO THE CONTINENTAL (Kalman, ASCAP) (2:37)—The Dovells follow up their big hit "Bristol Stomp" with more of the same. "Continental" is a bright novelty aimed at the teen set and the lads sell it with spirit. Flip is Mope-Itty Mope Stomp" (Wand-Angel, BMI) (2:06). **Parway 833**

Sales Bring Xmas Cheer

NEW YORK—There were no new breakouts in New York this past week, but a lot of dealers, chains, and discount stores were pleased with the business they experienced on both singles and albums during the holiday week.

One of the records starting to get action here was Rod McKuen's "Oliver Twist" on the Spiral label. The Sensations' waxing "Let Me In" on Argo, and

D. C. Registers

Continued from page 1

beck, latter began to really pull sales and radio play on a big scale here last week. Si Zentner's "Up a Lazy River" took a new sales stride toward the magic middle-50 on the Hot 100 chart.

Teen-appeal love songs doing best were "Irresistible You," by Bobby Darrin; "Lost Someone," by James Brown, and "Norman," by Sue Thompson. Teen credo in praise of their very own beat, "It Will Stand," by the Showmen, also sold strongly and garnered sizable radio play.

How was business? This reporter elbowed into four downtown record-only stores and decided that what this business needs is faster cash registers. Lines of buyers loaded with albums and singles and questions and lists pushed toward the jangling cash registers, while teeners emptied the pop-singles bins and racks like a hoard of locusts. In the cheerful bedlam customers sold each other on new titles, and clerks stood knee-deep in boxes of just-arrived singles which were ripped open and emptied with one hand while they directed the non-hip lookers with the other in a performance Mitch Miller could have not surpassed.

Hot Drake Sales

Continued from page 1

here, and was also given more radio play.

Other new faces pushing for higher chart spots via Baltimore sales here last week were "Tears From an Angel," by Troy Shondell; "It Will Stand," by the Showmen; "Dreamy Eyes," by Johnny Tillotson, and "Norman" by Sue Thompson. Christmas singles doing well were "Little Drummer Boy," by the Simeone Chorale; "Santa and the Touchables," by Dickie Goodman, and "Jingle

Pete Bennett's "Fever" were also mentioned as nice sellers by a few stores. The Belmont's record of "I Need Someone" was still hot this week as was Burl Ives' record of "Little Bitty Tear," Sue Thompson's "Norman," both the Roger Williams' and Johnny Mathis' versions of "Maria," and Bill Black's record of "Twist-Her."

Of all the new Christmas records, the one that racked up the strongest business was Connie Francis' "Baby's First Christmas." Interestingly enough, many dealers stated that it was still selling even after Christmas was over. Crosby's "White Christmas," all versions of "Rudolph," as well as all versions of "Jingle Bell Rock," were also good sellers during Christmas week.

Unions Ratify Inter-American Performers' Pact

WASHINGTON—Eleven U. S. entertainment unions have ratified a draft constitution of a new inter-American confederation formed to strengthen inter-union ties and advance the cause of unionism in the Western Hemisphere. Announcement was made at Miami Beach, Fla., where the new organization was given the title of Inter-American Confederation of Performing Unions. Acceptances of the draft constitution are also coming in from other unions in the 15 countries represented at the founding meeting last May in Costa Rica.

U. S. unions which played a strong role in launching the organization were the musicians, the Theatrical Stage Employees, the International Brotherhood of Electrical Workers, Actors & Artists and three of its affiliates, the Screen Actors, Variety Artists and Actors' Equity, Broadcast Employees and Technicians, and others.

Bell Rock" by Rydell and Checker.

The Twist is still king in Baltimore. Charles Vincent Junior, of the Mayfield store here, said they had a "whole wall covered with nothing but twist albums," and they sold as fast as they could get them in. LP's in the twisters were selling even better than the singles. The Checker albums went like wildfire, but more than two dozen different twister LP's were being scooped up by the customers at Mayfield.

No Detroit Breakouts

DETROIT—There were no singles breakouts here last week as cash registers in the music stores speeded up to take care of the late pre-Christmas shoppers. Three disks that showed a bit of spotty strength were Jimmy Dean's "Dear Ivan" on Columbia (one dealer reported he could do something great with it—and couldn't get it from his distributor), followed by Wanda Jackson's "A Little Bitty Tear" and the Jack Halloran version of "Little Drummer Boy."

Three disks reported by dealers as having potential, but not in the Top 100 are "Midnight," by Johnny Gibson, which has been around here a while; "I'm Blue," by the Ikettes, and "Burnt Biscuits," by the Triumphs.

The mass advent of Twist albums has given this segment of the business a real boom. The Checker and Rydell opus, and Joey Dee's "Doing the Twist at the Peppermint Lounge," are the leaders here.

U. S. & Japan Begin Cultural Education Talks January 25

WASHINGTON—The United States and Japan will hold a conference on cultural and educational exchange in Tokyo for one week beginning January 25, 1962, the State Department has announced.

The delegates to the cultural and educational conference have been selected from among leading artists, writers, educators and government spokesmen from both countries. The U. S. delegation will include Philip H. Coombs, assistant secretary of state for educational and cultural affairs; Aaron Copland, composer and conductor; authors Robert Penn Warren and Arthur Schlesinger Jr., the latter currently acting as special assistant to President Kennedy and others.

The cultural exchange conference is the third of three conferences agreed to by President Kennedy and the Japanese Prime Minister Hayato Ikeda during their meeting in Washington last June.

The conference will focus on ways and means of broadening the cultural and educational exchange between Japan and the United States. Results of the program should be mutual acquaintance for both countries of the other's art forms, language, music, books and educational methods.

Cleveland: Reports Conflict

CLEVELAND—The Christmas season totals are in and dealers checked in this metro market report mixed or conflicting results. Some dealers, in key suburban areas report the "greatest Christmas ever," with one dealer going on record with "the greatest Christmas in eight years." How-

ever, other dealers reported Christmas business being only about half of what it was last year. Some dealers in the downtown area feel the section is slipping and has been for the past few years, with the suburban areas taking up the slack.

Original cast and Twist LP's were rolling off the shelves during the past couple of weeks. Some dealers reported excellent Christmas singles business on the standards, "Little Drummer Boy," "The Chipmunk Song" and "White Christmas" by Crosby, while others pushed the Christmas LP's by these same artists.

Phila. AFM Meet For Live Music Is a Dead Issue

PHILADELPHIA—One of the best-kept secrets here was the recent attempt of Local 77, with the help of AFM funds, to promote live dance music in these parts where record hops are the hoppingest. The local union staged a band contest to select the top area music maker. Battleground was the Chez Vous Ballroom in suburban Upper Darby just outside the city proper. And according to those on tap, the judges nearly outnumbered the customers.

The top prize of \$1,000 went to Arlen Saylor, who leads the house band at Sunnybrook Ballroom in Pottstown, Pa. A plaque for the runner-up was given to Lee Vincent, who has Wilkes-Barre, Pa., as his home base. Others competing were Philadelphia's Norman Scott, Bill O'Brien from Chester, Hafer Jacobson, from Reading, all in Pennsylvania, and Artie Roumanis and Benny Snyder from Trenton, N. J.

While the contest was intended to advertise live music, about the only ones who knew about it were the dozens of musicians who gave up a night's work for the free ride in hopes that it might help their cause. However, it was reported that not a single news release in advance was sent to any newspaper.

According to Local 77, reason for the publicity vacuum was that the national AFM office merely provided enough money for prizes. It was left to the local to budget the promotion. Local 77 budgeted nothing, except the services of one harried official who pleaded involvement in more pressing matters.

ACCURATE'S LAST ENTRY?

NEW YORK—After more than 30 years of service to the music-record industry, the Accurate Reporting Service of Brooklyn is planning to shut down its radio monitoring service effective January 20. Martin Alexander, the firm's head, indicates that barring a last-minute flood of industry support, especially from publishers who long have been the firm's mainstay, the last report will be issued on that date.

The Accurate service kicked off in 1930 and since then has provided comprehensive daily logs of all music selections played on key radio outlets. In recent years TV stations also were added. Reports long have been used by publishers and others to check performances, a vital source of revenue. Should the Accurate reports be discontinued, considerable question exists as to what impartial source can be substituted.

Disneyland Naming 2 New Distributors in South

NEW YORK—The Disneyland and Vista Record lines of Walt Disney Productions have made two Southern distributor switches. In New Orleans, the lines will be handled by Henry Hildebrand's All South Distributing Corporation. In the growing Houston market, Texas Record Distributors, a new firm headed by Bob West and Henry Hildebrand, is the outlet for the label.

BILLBOARD MUSIC WEEK

Published by The Billboard Publishing Company, 2160 Patterson St., Cincinnati 14, Ohio DUNbar 1-6450
Publisher Roger S. Littleford Jr., ... New York Office
Editorial Office 1564 Broadway, New York 36, N. Y. PLaza 7-2800
Sam Chase, ... Advertising Director
Paul Ackerman, ... Music Editor
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Richard Wilson, ... Coin Machine Ad. Mgr.
Circulation Sales 1564 Broadway, New York 36, N. Y. C. J. O'Connor, ... Circulation Manager
Subscription Fulfillment Send Form 3579 to 2160 Patterson St., Cincinnati 14, Ohio Joseph Pace, ... Fulfillment Manager
European Office Arthur Rosett, ... Director 31 Devonshire Place, London W. 1 WELbeck 0356
Branch Offices Chicago 1, 188 W. Randolph St. Central 6-9818
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Washington 5, 1426 G St., N.W. NATIONAL 8-4748
Cable Address: MUSICWEEK NEWYORK

Subscription rates payable in advance. One year, \$15 in U. S. A., Canada and Europe. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry office. Copyright 1962 by The Billboard Publishing Company. The company also publishes Vend, the bi-monthly magazine of automatic vending; one year, \$5 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$8, and High Fidelity, the magazine for music listeners; one year, \$9. VOL. 74 No. 1



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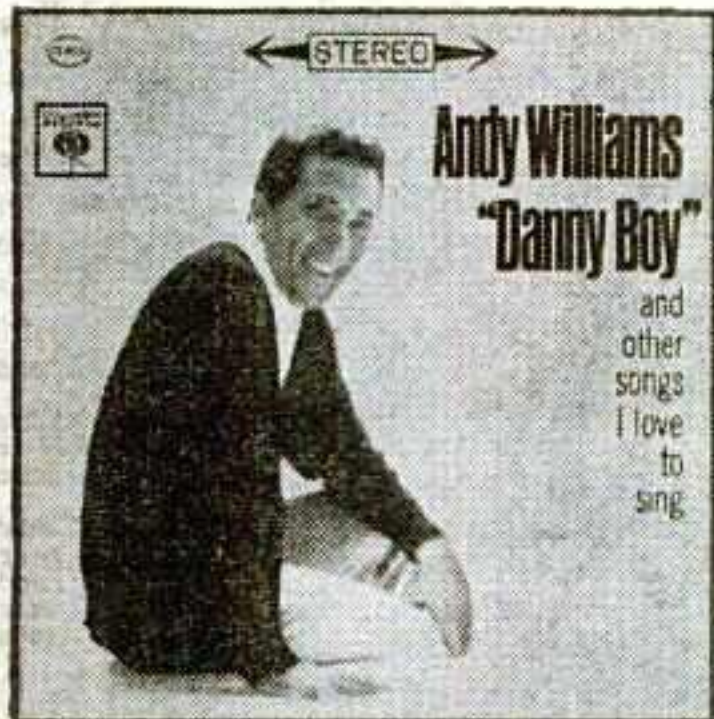
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Columbia Leads Albums for '61

NEW YORK — Columbia Records continued its hot album streak in 1961 with the most new albums on Billboard Music Week's monaural and stereo album charts.

(Billboard Music Week, December 25, 1961)

And with these new January releases, the company in 1962 with more profit in store for you is still Columbia Records 



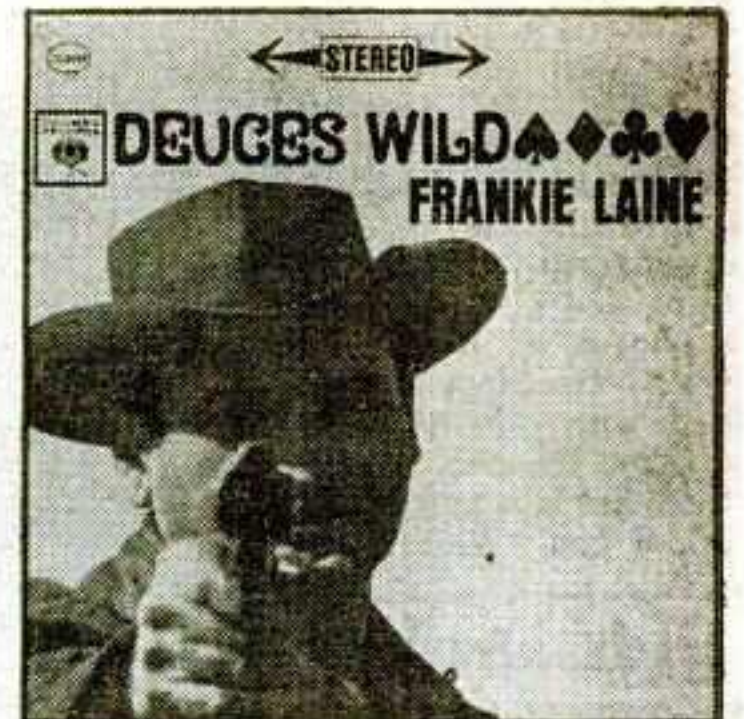
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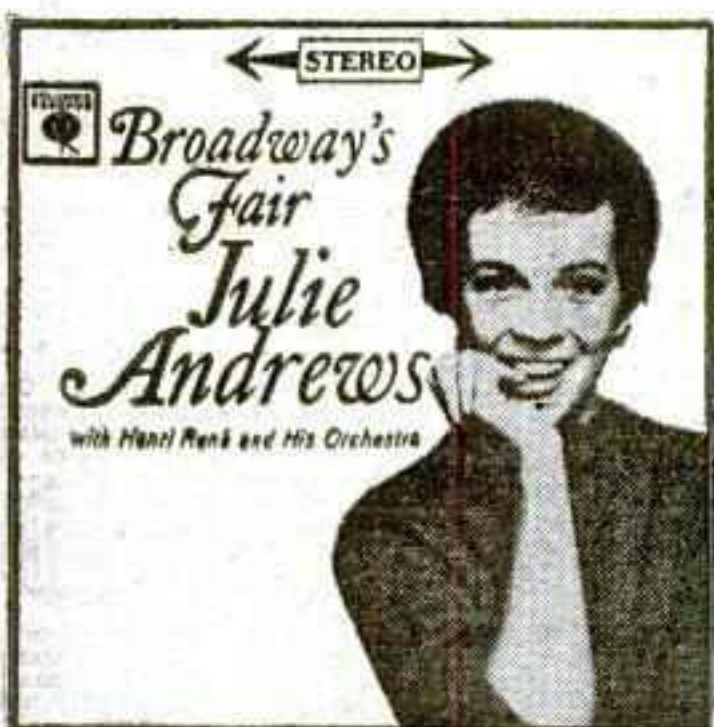
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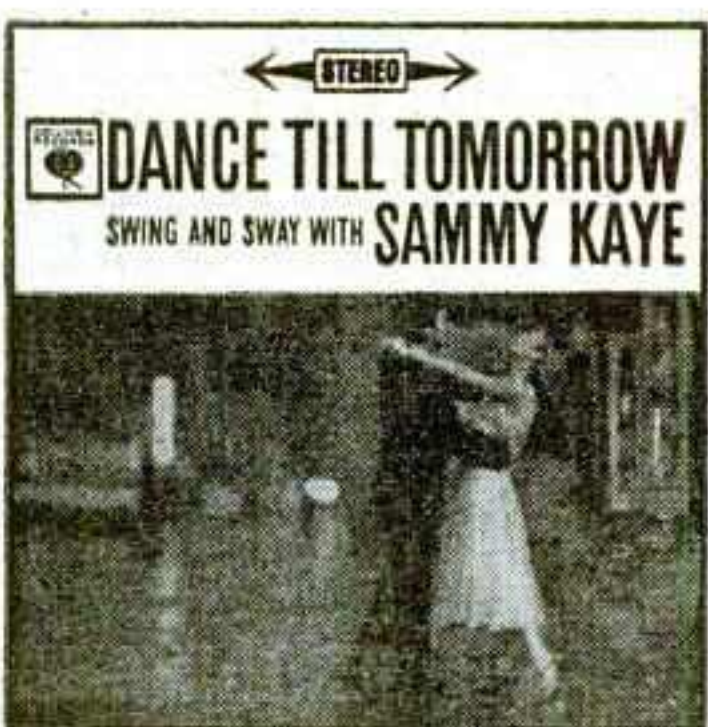
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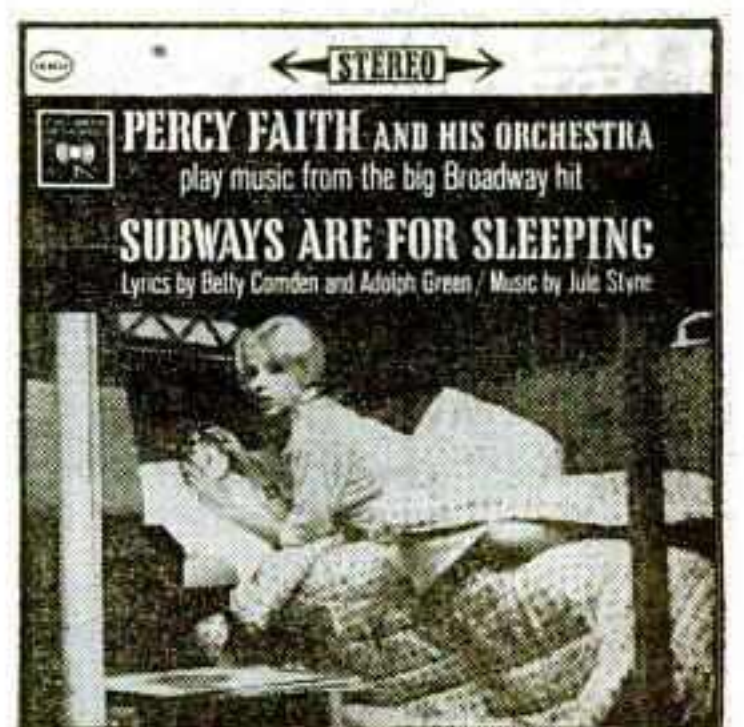
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Judge Ryan Order on TV ASCAP Petition

NEW YORK—U. S. Southern District Court Judge Sylvester J. Ryan has issued an opinion and an order—re the petition of local TV broadcasters for an adjudication of ASCAP rates—that the present license is to continue and that interim fees be paid until final determination of all questions raised by the petition. The judge's opinion is in effect a denial of the broadcasters' petition that the licensing structure be changed during the interim period. Ryan states: "The status quo should be maintained pending a final determination after hearing on the type and extent of license and the reasonable fee. The widespread effect these licenses have on television broadcasting indicates that it is most desirable to retain stability. No irreparable harm is threatened petitioners, for ASCAP is financially responsible and the ultimate determination will be retroactive to January 1, 1962."

The order for these key points:

(1) The Society shall issue interim licenses to petitioners upon the terms obtaining prior to January 1, 1962; (2) The applicants shall pay interim fees for the period commencing January 1, 1962 and continuing until further order of the Court, at the rates provided in the agreements effective between them and the Society prior to January 1, 1963; (3) The order shall in no way effect the determination, after trial, as to the extent of the license to be granted or what constitutes a reasonable fee.

An interesting segment of Judge Ryan's opinion had to do with the provision of the 1950 Consent Decree that ASCAP must have authorization of 80 per cent of the membership before it can undertake negotiations with the broadcasters. Said Ryan:

"It appears quite undisputed that the requirement that 80 per cent of the membership deposit authorization with ASCAP... has been in effect since 1948... and

FINFER DENIES BURNS IS REP

PHILADELPHIA—Harry Finfer, president of Jamie Records, has denied reports, published in *BMW's* London Column (December 4 issue) that British agent Tito Burns will henceforth represent Jamie by placing its product with major releasing organizations throughout Europe.

Finfer acknowledged that talks were held with Burns with such a deal in view during the latter's trip here a couple of weeks ago, but stated that as of this time, no agreement has been consummated.

that the parties to this proceeding have been operating under television performance licenses issued under this procedure for the last four years. A major problem now presented in negotiations for a renewal of the existing licenses arises from the fact that petitioners now seek a type of license on an interim and final basis quite different from that which they have had in the past; that is, they seek... a blanket license limited only to the TV programs which each station originates locally and excluding those programs filmed or taped by third party producers. As to these latter programs, petitioners seek no license but would have each ASCAP member individually and directly license the producer to permit broadcast by the petitioners. This exclusion, it appears, would ultimately embrace a substantial number of programs; and such a license the ASCAP members appear to be unwilling to grant.

"However, since the filing of this application by the petitioners, ASCAP's members have deposited the necessary 80 per cent of performance rights, thus authorizing ASCAP to negotiate a license. What the terms of that renewal license should be is a matter which must await judicial decision rendered only after a full hearing, and this does not lie within the interim injunctive relief sought. ASCAP now has full authority to act for its members with respect to this license now sought..."

Lawrence Named To C-A GM Post

NEW YORK—Bernie Lawrence has been named to succeed Neil Galligan as general manager of Canadian-American Records, Ltd. Lawrence had been in charge of the sales and promotion department of the label, which just wound up a very successful year—scoring an exceptionally high ratio of singles and album hits.

Prior to joining Canadian-American, Lawrence had a varied career in the publishing and record phases of the music business.

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Publicity, Artistry Vault Van Cliburn to 1 Million



VAN CLIBURN receives Gold Record Award from RCA Victor for one million world-wide sales of his LP recording of "The Tchaikovsky Piano Concerto No. 1." Left to right: George Marek, RCA Victor Record Division vice-president and general manager; Charles M. Odorizzi, group executive vice-president of RCA (holding RIAA plaque); Cliburn and impresario Sol Hurok.

When Van Cliburn's first recording, the Tchaikovsky Piano Concerto No. 1, came out on the Victor label three years ago, it was predicted by many in the trade, including *Billboard Music Week*, that it had a good chance of becoming the first classical LP to sell a million. Probably never, in recent years, had any classical artist received the national publicity accorded to Cliburn after he won the Tchaikovsky piano competition in Russia in April 1958. And probably never, in recent years, had any classical recording been awaited as breathlessly as his first Victor LP. Within a year the album had sold 500,000 copies, and now has surpassed the million mark, a figure that, for a classical album, is comparable to Babe Ruth's figure of 60 home runs in a 154 game season.

There have been pop music albums that have sold over a million, "My Fair Lady," "South Pacific," "Sound of Music" have done it among the show albums, and albums by Mitch Miller (two), Harry Belafonte, Elvis Presley and Mario Lanza ("The Student Prince") have also passed this mark. But no classical recording, until the Cliburn, achieved this figure. Nearest to it is the Toscanini recording of "Beethoven's Ninth Symphony," which reached the 600,000 mark, an extraordinary sale for a two LP set. Cliburn's million figure includes both domestic and foreign sales, and covers both over-the-counter and record club figures.

Lives Up to Promise

Perhaps what is most remarkable about Van Cliburn's first recording, and his subsequent ones, is that he has managed to live up to his promise, and his publicity, as a pianist. Although there have been murmurs that his choice of repertoire has not been as adventurous as it could be, his recordings have received glowing notices. As a concert artist, Cliburn's appearances are sell-outs, and he is in constant demand to appear at various fund

raising functions. As a personality he attracts attention wherever he appears.

Cliburn himself has given freely of his time and talent to appear before young audiences, performing at schools and at times when youthful students can attend his concerts. He has also appeared at record shops to autograph his albums. His most recent visit was to the new Schirmer Record Shop in New York City.

Although Cliburn only became known to the general public after his dramatic Moscow win, he had long been regarded as an exceptional talent in musical circles. Taught by his mother, Rildia Bee O'Bryan Cliburn (a former concert pianist) from the time he was a youngster in Texas until he came to New York in 1951 to study with Mme. Rosina Lhevinne, Cliburn began winning piano competitions in 1947, when he copped the Texas State prize at the age of 13. In 1948 he won the National Music Festival Award. In 1952 he won two awards, the G. B. Dealey award in Dallas and the Kosciuszko Foundation Chopin award. In 1953, while a student at Juilliard, he won the concerto competition there, plus awards and scholarships. And in 1954 he won the important U. S. piano competition, the Edgar M. Leventritt Foundation award, which earned him his debut with the New York Philharmonic.

Cliburn is a perfectionist, preferring to record a whole work rather than a section at a time, as some artists do. Thus if a take is not to his desire, he likes to do the entire work over again, rather than a piece here and a piece there. This increases recording costs, when he is working with an orchestra, by a huge amount. It is understood that costs of a Cliburn session run many times higher than his recording executives enjoy. Yet this drive for perfection appears to have paid off in sales both for the pianist and the Victor company.

Capitol Signs Linden

HOLLYWOOD—Vocalist Kathy Linden, who scored several singles hits on the Felsted label, was signed last week to a long-term recording contract by Capitol Records. She is best remembered on Felsted for "Billy," "You'd Be Surprised" and "Goodbye Jimmy, Goodbye." She'll be recorded by Capitol a.&r. producer Nick Vent.

more than



GIVE TO DAMON RUNYON CANCER FUND

LEGIT REVIEW

'Subways' on Wrong Track

From lesser talents, "Subways Are for Sleeping" might have been an excellent try at musical theater; but for such thorough professionals as Adolph Green and Betty Comden (book and lyrics) and Jule Styne (music) the show is a disappointment.

"Subways," which opened Wednesday (27) at the St. James Theater, is an erratic and colorless story. Placed on Manhattan's streets and subway platforms, it follows a group of well-dressed, non-working, un-moned gentlemen of leisure who "live by their wits." After some two and one-half hours in praise of the unfettered and uncomplicated vagrant life, the tale comes to rest on the realization that work and self respect go hand-in-hand. Something no self-respecting bum would accept.

Sydney Chaplin as the leader of the this group of non-conformists leaves much to be desired. True, the lead is given little to do generally, but his voice and his movements don't seem quite up to even these limited tasks. Carol Lawrence as a magazine feature writer who is given the assignment of doing an article on the group, and who subsequently falls in love with their leader, sings well, but her part hardly fits her talents.

Orson Bean and Phyllis Newman, as a zany second love interest pair, have the best moments in the show. Miss Newman's big number, "I Was a Shoo-In," is a crazy quilt of amateur theatrics and hilarity. Likewise, Bean's "I Just Can't Wait" is sung in high farcical style. If the play as a whole had been carried off with the same quality of nonsense that surrounds the Bean-Newman episodes, it would have been a delight.

The original-cast album on Columbia should be a potent item for the chronology of the show and its humor lends itself easily and naturally to wax. There are a batch of good tunes (besides the Bean and Newman specialty items) that could have wide standard appeal: "Come Once in a Lifetime," "Be a Santa," "I'm Just Taking My Time" all smack of strong commercial potential. Another fine pop tune, "When You Help a Friend Out," was cut from the New York score. Jack Maher.

ELIGIBILITY TO ASCAP MEMBERSHIP

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

WRITERS: Any composer or author of a copyrighted musical composition who shall have had at least one work of his composition or writing regularly published.

PUBLISHERS: Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale for at least one year, and who assumes the financial risk involved in the normal publication of musical works.

STANLEY ADAMS,
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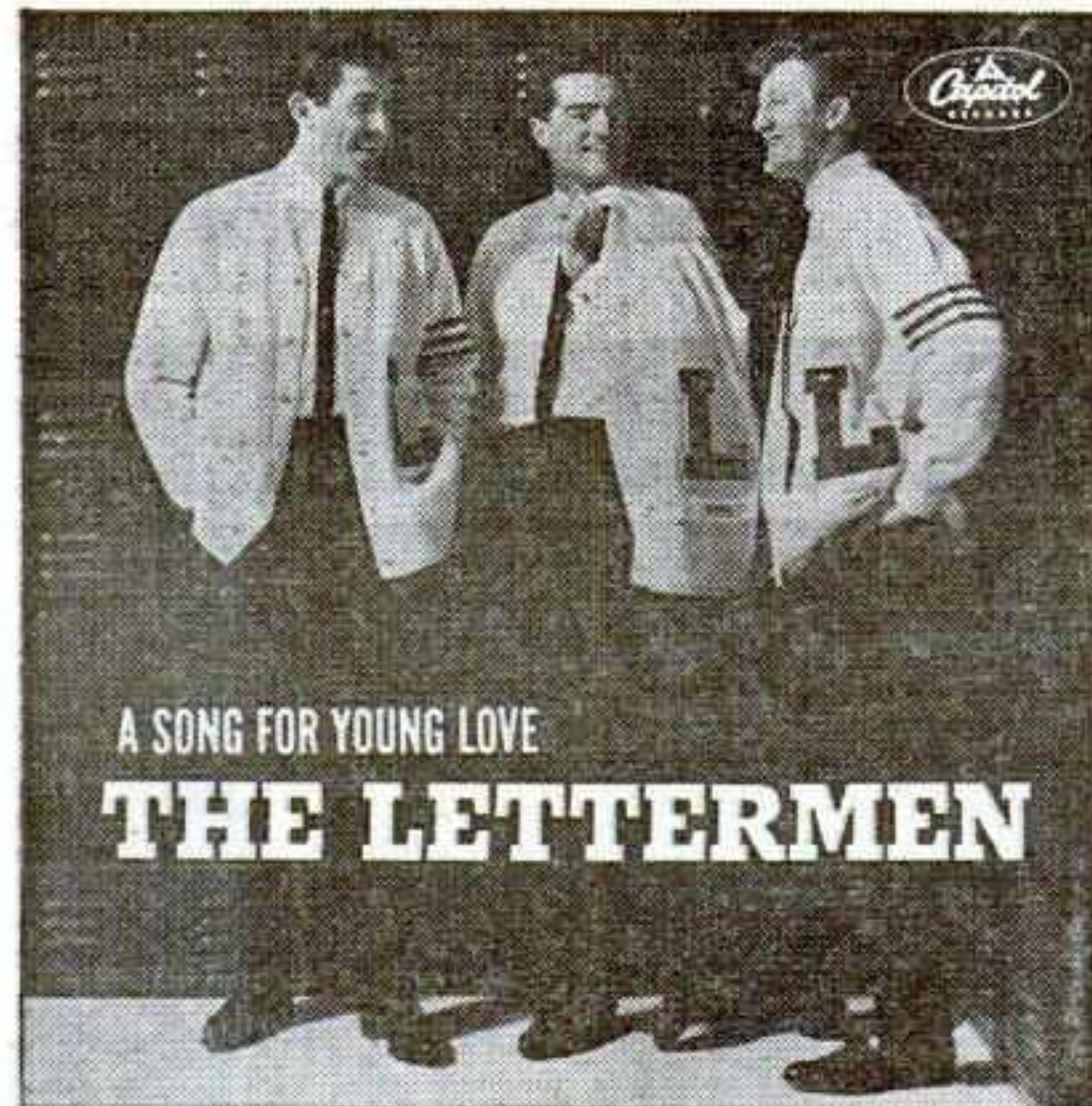
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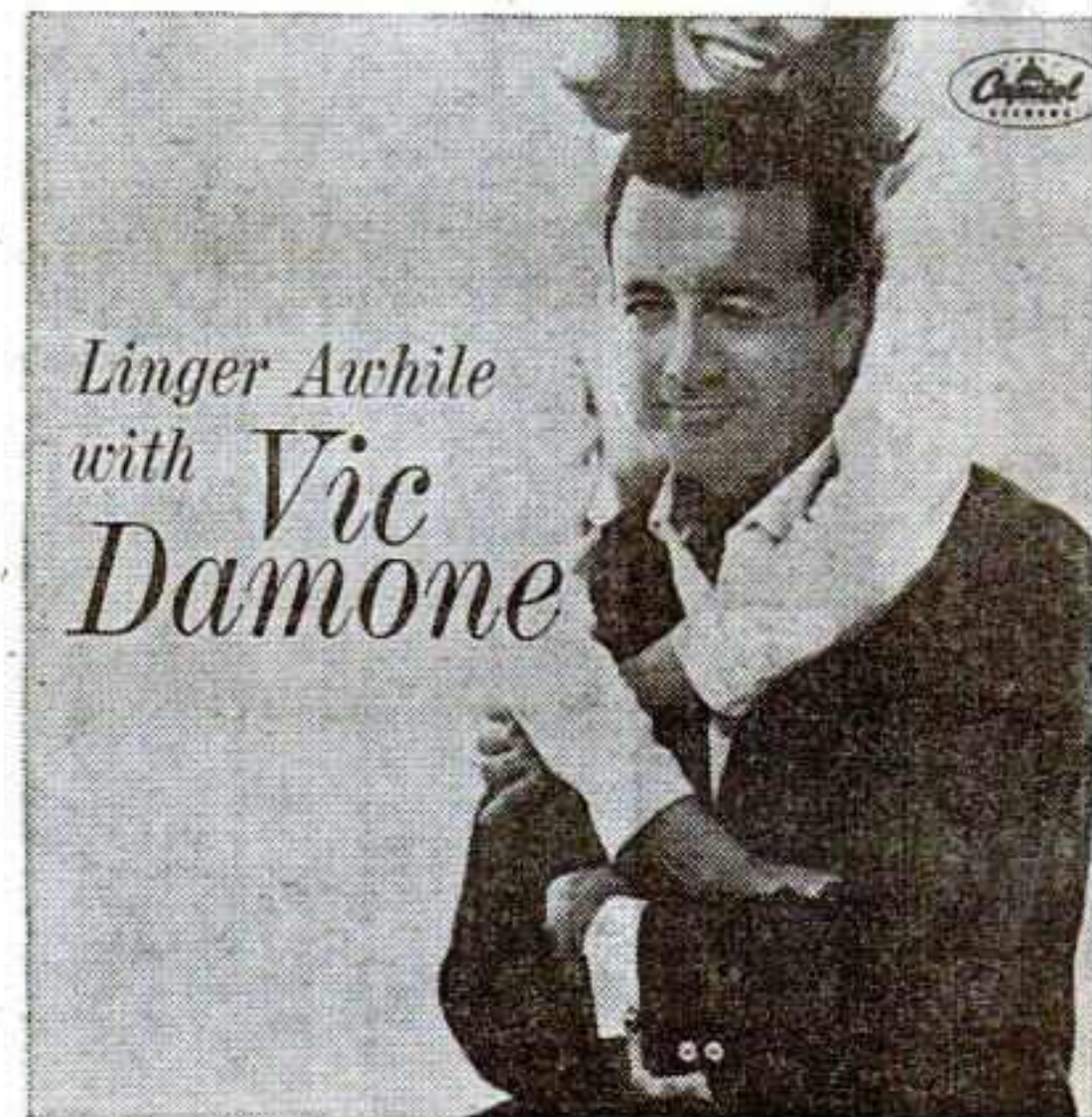
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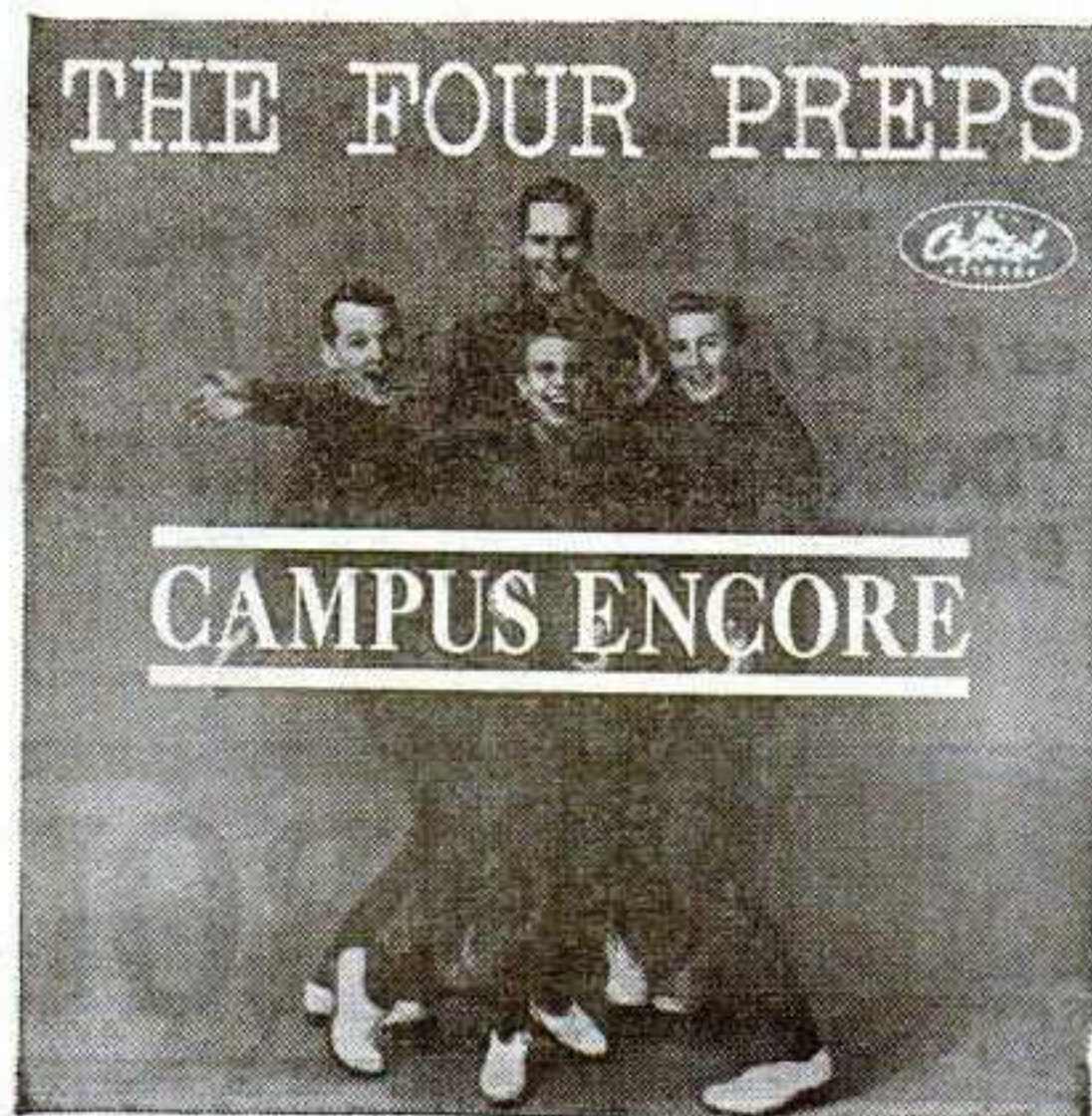


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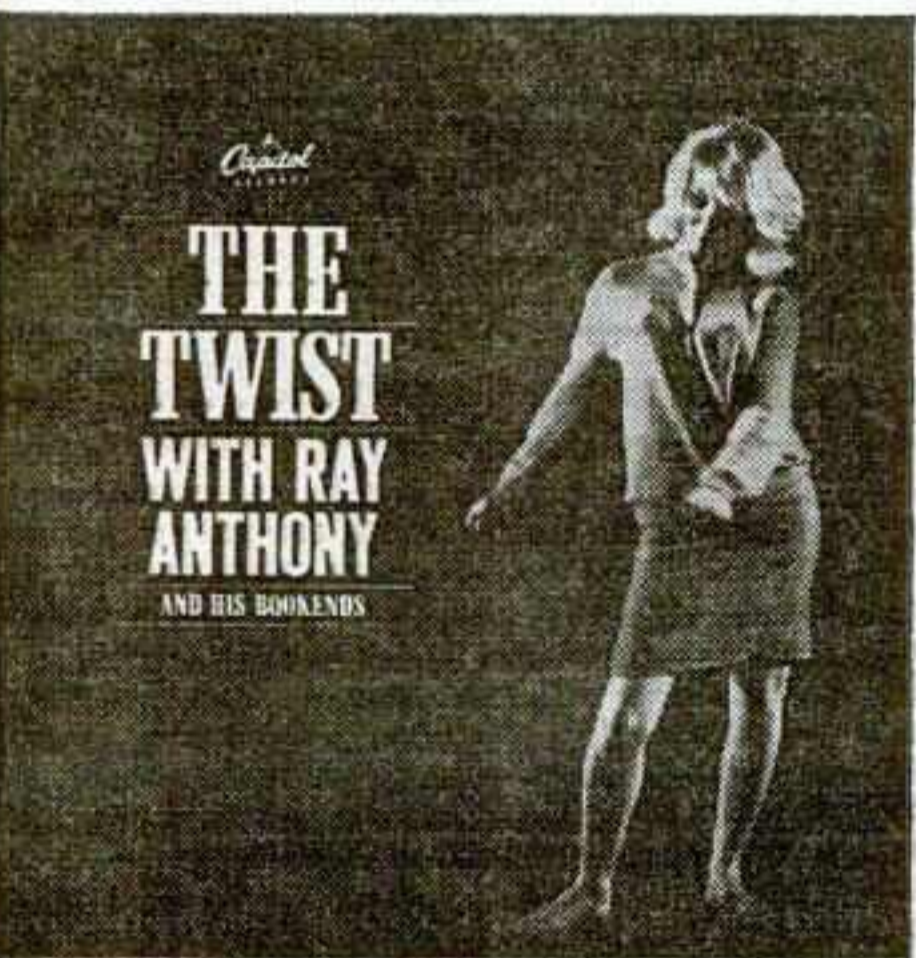
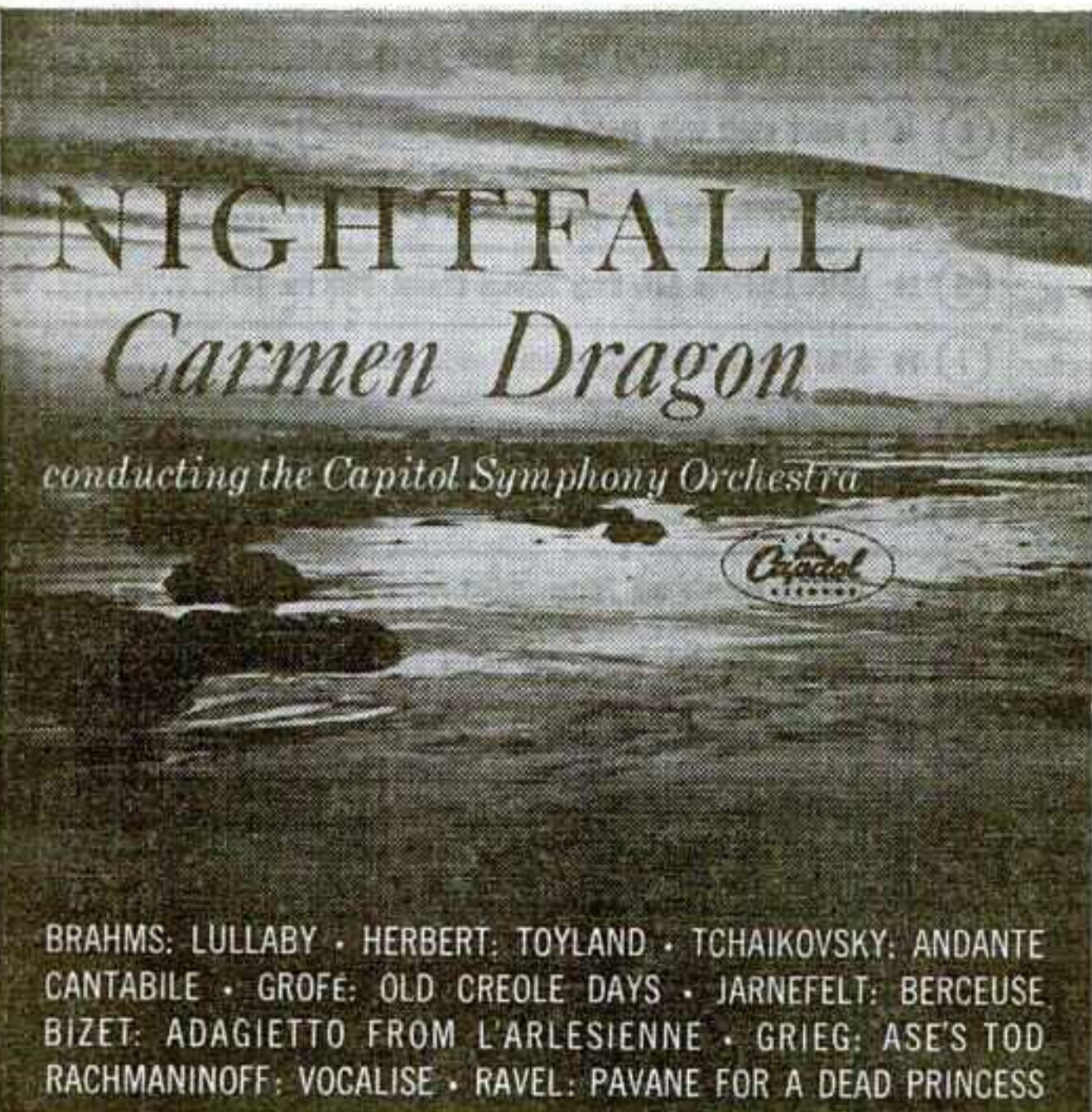
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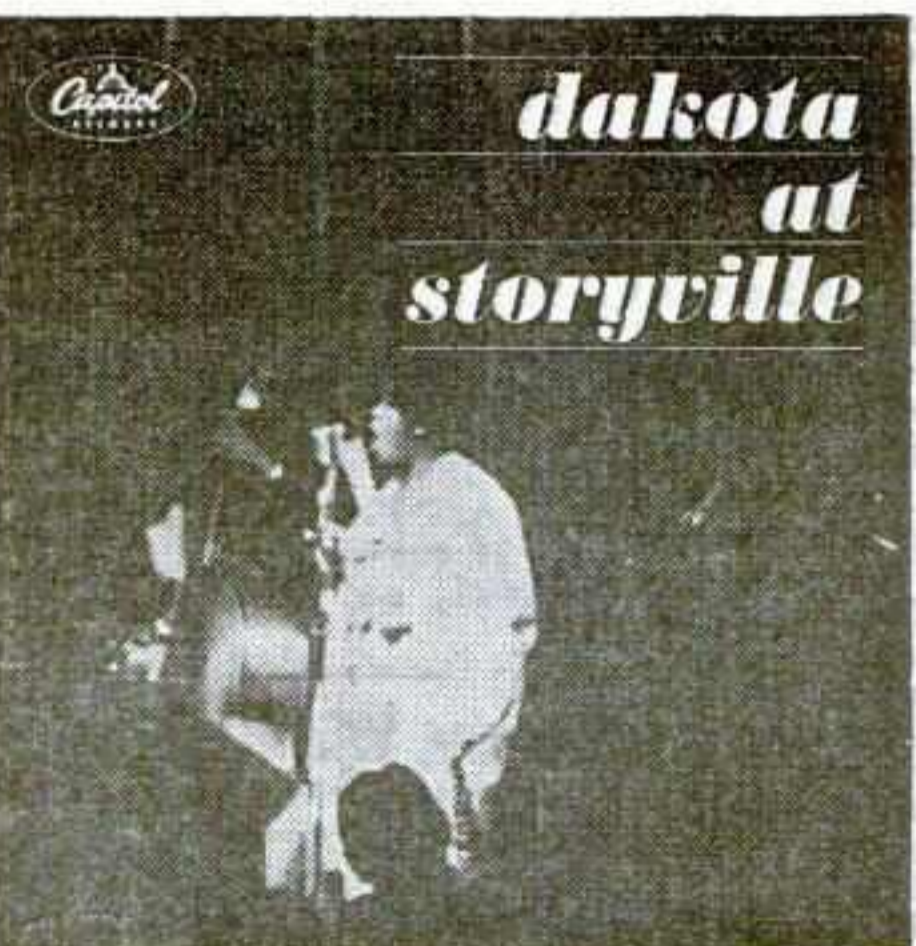
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Owner Privacy & Disk Mfr. Protests Tangle GEMA Tape Royalty Planning

Deny Informer System Threat

By OMER ANDERSON
MUNICH — West Germany's performing rights organization, GEMA, has pledged that it will "respect the private sphere" in its legal battle against unauthorized music taping.

Since GEMA began its drive against privately owned tape recorders, there have been charges that the copyright society intended organizing a gigantic informer service patterned after the customs informer system.

GEMA, in a statement by its chairman, Dr. Erich Schulze, denied any such intention. He said GEMA would neither snoop nor eavesdrop to enforce payment of a taping royalty by private tape recorder owners, but would "respect the private sphere."

The courts have ruled that private tape recorder owners may be assessed 10 marks (\$2.50) taping royalty. But the courts refused to require tape recorder manufacturers to furnish GEMA with a listing of recorder sales.

Dr. Schulze gave no indication how his organization intends to collect the annual taping fee. Presumably, GEMA intends continuing its legal battle to force co-operation by the producers in collecting the taping royalty.

Win Decision

GEMA has won a decision to compel magnetic tape manufacturers to warn customers that music taping is prohibited without royalty payment.

However, GEMA has backtracked in the matter of forcing schools to pay a taping royalty. GEMA announced that it has withdrawn its demand on the school, and that it had been agreed between GEMA and school authorities that the schools merely recorded fragments and snatches of music and not entire disks.

Meanwhile, GEMA has scored a secondary victory in connection with complaints that it "misuses its market power"—arbitrarily imposes royalty demands.

Several German diskeries petitioned the Bundeskartellamt—Federal Cartel Office—to begin action against GEMA on the basis of an antitrust abuse of economic power position. The Federal Cartel Office rejected the petition, however.

The diskeries filed the petition in partial answer to legal action instituted by GEMA to break the GEMA diskeries deadlock over GEMA's demands for a hike in record royalties.

Criterion to Handle Revue TV Themes

UNIVERSAL CITY, Calif.—Revue Studios, in order to meet the demand for sheet music to the themes of their TV successes, has published "Hit TV Themes in Revue," a compilation of original compositions arranged for piano by the composers who wrote them. Featured in the folio are the themes from "Tall Man," "The Deputy," "Laramie," "Shotgun Slade," "Holiday Lodge," "Bachelor Father," "Markham," "Checkmate," "Whispering Smith," "Wagon Train," "Johnny Staccato," "Thriller," "M Squad," "Nanette" and "Riverboat." Also included are portraits of TV personalities starring in these shows.

The distribution is being handled by Criterion Music Corporation of New York.

Kassner & Sporn Publishing Firm Stock for Canada

NEW YORK—American Metropolitan Enterprises, Ltd., Canadian corporation headed by Murray Sporn (chairman and treasurer), Eddie Kassner (president) and George Garfunkel (secretary), is going public and has sent out a prospectus offering 250,000 shares in the firm for sale in Canada.

Directors of the firm are Sporn, Kassner, Garfunkel, and Marv Holtzman, Bruce T. Beatty, Frank Pasque, and Sidney Seidenberg. Subsidiaries of American Metropolitan Enterprises are: Edward Kassner Music, and Wexford Music (in Canada), and Berkshire, Edward Arthur, Edward Kassner, Edwards, Glenbrook, Glow, Piccadilly, Pinelawn, Rush, Sidlee, Syndicate (owner of Broadway and Art Music), Tideland, Town & Country, and Tray music firms, plus President and Seville Records, the Sporn-Stavin Management Company and a motion picture firm.

In its profit and loss statement for the seven-month period from January 1, 1961 to July 31, 1961, the corporation shows a net profit of \$26,284. Performance income from BMI in this period was \$28,863, and from ASCAP \$31,433, with an additional \$3,444 from CAPAC of Canada. Mechanical music productions totaled \$34,624, sheet music sales \$12,144, and foreign use of copyrights came to \$12,173 in this period.

Deejay Clamor Responsible for Dean's 'Beauty'

NEW YORK — Columbia Records has its third Jimmy Dean single out on the market, and is flipping over the sales of all three disks. The records are "Big Bad John," which has sold over 1,300,000; "Dear Ivan," which was issued just two weeks ago and has jumped into the BMW "Hot 100" chart in the No. 55 slot, and "To a Sleeping Beauty" from Dean's album of "Big Bad John" would be a smash. The "Beauty" album track runs five minutes and they had to get Dean in a studio to do a shorter version for a single. At the studio Dean cut "Dear Ivan," too, and he and a.&r. exec Don Law were so enthusiastic about it that they had "Dear Ivan" issued as the follow-up. It has sold over 200,000 to date. But the jocks still clamored for "Beauty" so last week Columbia succumbed and released it. So far, they claim, sales of all three Dean singles, and the album, are "sensational."

Columbia changed its mind a few times before issuing the follow-up to "Big Bad John." It had "Cajun Queen" scheduled, but deejays claimed that "To a Sleeping Beauty" from Dean's album of "Big Bad John" would be a smash. The "Beauty" album track runs five minutes and they had to get Dean in a studio to do a shorter version for a single. At the studio Dean cut "Dear Ivan," too, and he and a.&r. exec Don Law were so enthusiastic about it that they had "Dear Ivan" issued as the follow-up. It has sold over 200,000 to date. But the jocks still clamored for "Beauty" so last week Columbia succumbed and released it. So far, they claim, sales of all three Dean singles, and the album, are "sensational."

Cue Award to Diahann

NEW YORK—Diahann Carroll was named by Cue Magazine as the recipient of its first annual "Entertainer of the Year" award for the publication's December 30 issue. She will grace the cover of the magazine for that issue. She was presented with a bronzed plate of the cover at a dinner on January 4.

Makers Feel Fee Is Copying Permit

MUNICH—West German diskeries are at odds with GEMA, the German Copyright Society, over GEMA's efforts to collect a 10-mark (\$2.50) annual "music taping" royalty.

The diskeries contend that the levying of such a royalty would imply license to tape recorder owners for wide-open copying of records and taping of radio music. Such license could seriously damage, if not all but destroy, the diskeries.

At the moment, however, music taping is restrained by threat of prosecution for copyright infringement. Were GEMA officially to endorse music taping by levying a royalty fee on tape recorder owners, the bars would be down for unrestricted taping.

Implies Permission

At any rate, this is what the platter producers fear, and in fact the development to date of GEMA's legal battle to collect royalty fees from tape recorder owners seems clearly to imply permission, once the fee has been paid, for untrammelled taping.

However, under pressure from the diskeries, GEMA is now backtracking from its original position on the \$2.50 taping royalty. Whereas the copyright society at the outset permitted the impression that payment of the \$2.50 would sanction unlimited music taping, GEMA now disputes this interpretation.

The \$2.50 payment, states the copyright society, does not permit taping of records or of radio music; it permits only the taping of "self-played music," meaning home-grown musical entertainment utilizing GEMA-controlled music.

This means that the tape recorder owner, after paying the \$2.50 annual royalty, would be permitted to tape home-talent music, but would still be enjoined from taping disks and radio music.

However, GEMA's taping second thoughts seem to raise doubt as to their legal enforcement. GEMA is basing its demand for the \$2.50 annual taping fee on a judgment just returned by the West Berlin court holding that possession of a tape recorder was prima facie evident of "intent to tape."

The court clearly meant intent to tape commercially produced music, though, and not the home-grown variety. It seems evident that GEMA, too, had such music in mind when it proposed levying royalty fees on recorder owners.

It is dubious if GEMA can stretch the court's decision to encompass home harmony.

On the other hand, GEMA is now saying nothing about the taping of disks and radio music, save that it is not authorized under the \$2.50 royalty fee.

Diskery Opposition

It is understood that the diskeries are unalterably opposed to music taping regardless of what fees are paid GEMA, and that GEMA feels obliged to heed the diskeries' dissonance.

The taping tempest has focused attention on the wider range of GEMA diskeries discord. Negotiations between the twain are deadlocked over GEMA's demand for the hiking of platter royalties. And GEMA is making no secret of its apprehensions concerning the Ariola proposal for the forming of ARTO, which would be a GEMA rival organization.

It is obvious that Ariola's advocacy of ARTO has jolted GEMA. Hardly was Ariola's ARTO outline on the table than Dr. Erich

BILLBOARD MUSIC WEEK		EASY LISTENING	
This Week	Wks. Ago	TITLE, ARTIST, LABEL	From this week's Hot 100
1	3	WHEN I FALL IN LOVE, Letterman, Capitol 4658	7
2	7	WHEN THE BOY IN YOUR ARMS, Connie Francis, MGM 13051	7
3	10	WHITE CHRISTMAS, Bing Crosby, Decca 23778	4
4	4	I DON'T KNOW WHY, Linda Scott, Canadian-American 129	10
5	3	MOON RIVER, Henry Mancini, RCA Victor 7916	13
6	19	LITTLE DRUMMER BOY, Harry Simeone Chorus, 20th Fox 121	4
7	16	BABY'S FIRST CHRISTMAS, Connie Francis, MGM 13051	4
8	6	MOON RIVER, Jerry Butler, Vee Jay 405	13
9	14	COTTON FIELDS, Highwaymen, United Artists 370	6
10	2	TONIGHT, Ferrante and Teicher, United Artists 373	12
11	13	JOHNNY WILL, Pat Boone, Dot 16284	8
12	18	THE CHIPMUNK SONG, David Seville and the Chipmunks, Liberty 55250	3
13	1	BIG BAD JOHN, Jimmy Dean, Columbia 42175	14
14	11	SMALL SAD SAM, Phil McLean, Versatile 107	5
15	15	RUDOLPH, THE RED-NOSED REINDEER, David Seville and the Chipmunks, Liberty 55289	3
16	9	JUST OUT OF REACH (of My Two Open Arms), Solomon Burke, Atlantic 2114	16
17	—	DEAR IVAN, Jimmy Dean, Columbia 42259	1
18	12	GYPSY ROVER, Highwaymen, United Artists 370	9
19	—	UP A LAZY RIVER, Si Zentner, Liberty 55374	7
20	—	POCKETFUL OF MIRACLES, Frank Sinatra, Reprise 20040	3

Schulze, GEMA's board chairman, rushed out statements assailing the proposal.

Thus, the diskeries have ARTO as pressure to apply in their wide-ranging dispute with GEMA, particularly as concerns music taping.

Some trade pundits hold that the taping issue illustrates the impossibility of conciliating the conflicting interests of the trade and GEMA. They predict that GEMA's ever-expanding quest after increased royalties inevitably must force the trade to foster a rival to GEMA.

It is understood that the music-taping issue has increased support among diskeries for ARTO.

What concerns Dr. Schulze about ARTO is Ariola's intention of substantially increasing the disk retail sales payout to composers and authors enrolled under the ARTO banner.

Whereas GEMA pays out (from the 8 per cent royalty of the retail price, figured at 4 per cent for each side) 4 per cent to the composer-author and 4 per cent to the publisher, ARTO would pay out 6 per cent to the composer-author and only 2 per cent to the "real medium of sound publication."

Publisher Split

GEMA and the ARTO advocates are now locked in controversy as to whether ARTO's apparent largesse is really that or a deception. GEMA acknowledges that superficially ARTO's offer tops GEMA's. The key point is ARTO's intention to eliminate the royalty split with the publisher.

The stipulation that the 2 per cent would be paid out to the "real medium of sound publication" implies clearly that the publisher is to be frozen out. GEMA, taking note of this implication, defends the publisher as contributing immensely to the success of the composer-author and warns it would be shortsighted to eliminate him from royalty sharing.

GEMA argues, moreover, that in reality most composers-authors fare much better under the present 50-50 royalty split than would seem to be the case.

GEMA contends that not only do the publishers promote the composer-author's works and thus help increase his over-all earnings, but that most composers-authors have special agreements with their publishers, whereby they receive a cut from the publisher's 4 per cent of retail disk sales.

On balance, maintains GEMA, the composer-author is better off under GEMA than he would be under ARTO.

Shapiro Bernstein Buys 'Cry' Copyright

NEW YORK — Shapiro-Bernstein & Company, Inc., has purchased the copyright, "Cry," from cleffer Churchill Kohlman. Latter assigned the song anew after securing it from the original publisher.

New Disks on the tune include Brenda Lee on Decca; Gene McDaniels, Liberty; Jackie Wilson, Coral; Timi Yuro, Liberty; Paul Anka, ABC-Paramount; Roy Orbison, Monument; Big Maybelle, Brunswick, and Dick Jacobs on Coral.

Murray Wizell Dies In N. Y. C. Hotel Fire

NEW YORK—Songwriter Murray Wizell died in a fire at the Mayflower Hotel in this city last week (27). He was 60 years old. Wizell was the co-writer of "I May Never Pass This Way Again" and "Gently." Former tune was recorded by Perry Como a few years ago. He was head of the Murray Wizell Music Company, and a long time member of ASCAP.

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ONE FOR MY BABY Eddie Heywood SR 60632/MG 20632



JOSH WHITE AT TOWN HALL Josh White SR 60672/MG 20672



REALLY McCOY Clyde McCoy SR 60677/MG 20677



SONGS OF BROKEN LOVE AFFAIRS Claude Gray SR 60658/MG 20658



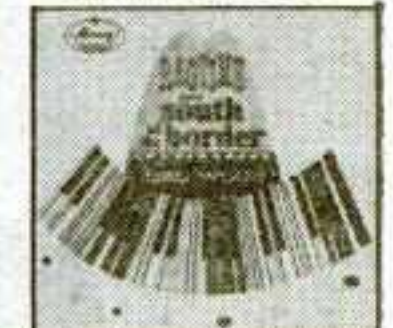
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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

BELGIUM

- (Courtesy Juke Box Magazine, Mechelen)
Two This Weeks
1 1 LITTLE SISTER—Elvis Presley (RCA)—Belindamusic

BRITAIN

- (Courtesy New Musical Express, London)
This Last Week Week
1 2 MOON RIVER—Danny Williams (HMV)—Chappell

FRENCH BELGIUM (Walloon)

- (Courtesy Juke Box Magazine, Mechelen)
*Denotes local origin
Two This Weeks
1 2 ROMEO—Petula Clark (Vogue)—Raoul Breton

FRANCE

- *Denotes local origin
This Last Week Week
1 1 LET'S TWIST AGAIN/LE TWIST—Johnny Halliday (Philips); Richard Anthony (Columbia); Chubby Checker (Columbia); Golden Guitars (Ricordi)—Salvet

ITALY

- (Courtesy Musica e Disc, Milan)
*Denotes local origin
This Last Week Week
1 1 NATA PER ME—Adriano Celentano (Jolly)

NORWAY

- (Courtesy Verdens Gang)
*Denotes local origin
This Last Week Week
1 1 GIRL IN YOUR ARMS—Cliff Richard (Columbia)—Stockholms Musikproduktion

SPAIN

- (Courtesy Discomania, Madrid)
*Denotes local origin
This Last Week Week
1 1 TA GRISA MATAKIA—Alec Pandas (Belter)—Canciones del Mundo

SWEDEN

- This Last Week Week
1 1 VIOLETTA—Ray Adams (Columbia) Sthlms Musikpr.

Asia & Pacific

AUSTRALIA

- (Courtesy Music Maker, Sydney)
*Denotes local origin
This Last Week Week
1 -- LET THERE BE DRUMS—Sandy Nelson (London)

The Tokens (RCA)—Davis

- 5 3 TAKE FIVE—Dave Brubeck (Coronet)—Southern
6 6 YOU'RE THE REASON—Bobby Edwards (Top Rank)—Alberts

HONG KONG

- Week Week
This Last Week Week
1 1 MORE THAN I CAN SAY—Kong Ling (Diamond)

JAPAN

- (Courtesy Utamatic, Tokyo)
*Denotes local origin
This Last Week Week
1 2 UEO MUTTE ARUKOO—Sakamoto Kyu (Toshiba)—Toshiba

NEW ZEALAND

- This Last Week Week
1 3 FOOL #1—Brenda Lee (Festival) Palings

PHILIPPINES

- This Last Week Week
1 3 HAPPY BIRTHDAY SWEET SIXTEEN—Neil Sedaka (RCA)—Filipinas Record Corp. (Phil.)

SOUTH AFRICA

- (Courtesy Lourenco Marques Radio)
This Last Week Week
1 1 LITTLE SISTER—Elvis Presley (RCA)—Aberbach

The Americas

ARGENTINA

- (Courtesy Escalera a la Fama, Buenos Aires)
*Denotes local origin
This Last Week Week
1 2 ESCANDALO—Roberta Yanes (Columbia); Antonio Prieto (Victor); Olga Guillot (Odeon); Javier Solis (Orfeo); Raul Verdier (Music Hall)—Pam-Edam

ARGENTINA

Argentina Begins
Twist Movement

By RUBEN MACHADO
Lavalle 1783

Producciones Fermata began activities in the record industry, introducing in our country Chubby Checker's recording "Let's Twist Again." Promotion of this new dance is being received enthusiastically by broadcasting, TV and the press. Dance demonstrations, in some cases with spectacular choreography, are performed simultaneously with the music.

International artists are still visiting the country; Los Flamings, a very popular vocal group in Chile, have just performed in shows in the provinces. Also from Chile, Las Chispitas are recording in Odeon the number "Smowing," which they hope will repeat the success of "Total Para Que."

A well-known musician, Santos Lipesker, has been appointed artistic director of Channel 9 in the Argentine TV. . . . Los Cinco Latinos have returned from a trip throughout Europe. Artists of Columbia Records, they performed in Europe for two years and six months. They will perform in Argentina until April and then will travel to the States to perform on the "Ed Sullivan Show," to return to Europe in May.

There is an invasion of Venezuelan and Colombian themes in Ar-

gentina. After the success of "Moliendo Cafe" and "Quiero Amenecer," there are new versions of "El Herrero" by Los Delfines, "Cortado Cana" and "El Cigarro," by Marito Cosentino, and "La Cosecha de las Mujeres" recorded by Los Wawanco.

AUSTRALIA

ARC to Handle
Kapp Disk Line

By GEORGE HILDER
19 Todman Ave., Sydney

Following on the overseas visit by Mr. A. W. T. (Bill) Smith, ARC's managing director and his meeting in the U. S. A. with Dave Kapp, Australian Record Company, Ltd., has announced that from December, 1961, they have secured the manufacturing and distribution rights of the Kapp and Medallion labels for Australia and New Zealand. Both labels will be given local identification. ARC at the moment is rushing production on the current Kapp single "Maria," by Roger Williams.

Another feather in the cap for ARC is its sweeping of the Aussie market with "West Side Story." This company has already released the original Broadway cast album and scheduled for release in mid-January the sound-track version from Columbia on Coronet, and music from the motion picture by Ferrante and Teicher on United Artists.

In the Trade

Joe Loufer, formerly talent director of A.T.N., is now fronting a firm of entertainment consultants known as Australian Associated Artists Pty., Ltd., whose offices occupy the ground floor of 647 George Street, Sydney. The company plans to import overseas talent for TV and night clubs. They further plan to handle the promotion of tours of both capital cities and country centers within Australia. An important function of the company will be to handle public relations in the entertainment sphere for any overseas organization wishing to avail themselves of this service.

Publishing

General manager of Leeds Corporation of America, Sal Chiantia, is expected to arrive in Sydney mid-January and will be welcomed by Leeds music man, Jack Argent. . . . The latest pick-up for Tu-Con Music was "Well, I Told You" by the Chantels on London. . . . Belinda Music secured six of the titles from the UA movie, "Teen-Age Millionaire" to be released in Sydney late in January. . . . The Twist will hit Sydney and other capital cities with a bang in January with the appearance in person of Bobby Rydell and Chubby Checker, the opening of the movie and both TV teen shows and radio stations blasting the airwaves with their versions of this sensational dance craze.

BELGIUM

Party Highlights
Palette Success

By JAN TORFS
Stuivenbergvaart, 37-Mechelen.

Palette Records gave a big party for Flemish newspaper—and radio people. All their recording artists were present and mingled with the press people. Jack Kluger, president of Palette, played latest recordings of the company, illustrating them with a word of explanation. This informal party concluded a fine year for Palette, which succeeded

in launching new recording artists such as the Cousins, Reg Owen, Louis Neefs and many others on the Belgian market. Also presented to the press was American singer Bobby D'Fano from Philadelphia who entertained for a few moments.

Jack Hammer's "Kissing Twist" already has strong sales. Many record firms are now distributing his records: Atlantic in the U. S., Vogue in France, Germany and Switzerland; Metronome in the Scandinavian countries and Oriole in England.

The first record of Nana Mouskouri on the London label has been released this week. She previously made recordings for the Barclay and Fontana labels. The titles of her new record are: "Adios, My Love" and "Song of the Ages." Following the success of "Tell Me Why" and "Rosita, My Love," Brunswick is going to release two other oldies by the Four Aces: "I'm Yours" and "A Woman in Love."

Caterina Valente, who easily won the "Deutsche Schlagerfestival 1961" in Wiesbaden, Germany, saw her winning song: "Kommt ein Schiff nach Amsterdam" released in Belgium.

The Twist marches on in Belgium, just as everywhere else. Many new Twist records have been brought on the market, Decca recorded "Before the Twist" and "Twist Okay" by Fatty Jones and the Rockin' Twisters. On the Roulette label the famous "Peppermint Twist" by Joey Dee has been released. With every record, a piece of Peppermint chewing gum is added as a gift. Chubby Checker has strong sales with his records (single, EP and LP) while Elvis Presley's "Rock-a-Hula Baby" and Les Chakachas' "Twist, Twist" are climbing up the charts very fast. Vogue released Dion's "The Majestic" but it is too soon to foresee if the record will have the same success as in the U.S.A.

By JAN TORFS
Stuivenbergvaart 37, Mechelen

Our best wishes for a very happy and prosperous New Year! The Twist rage has conquered the whole Belgian territory. From north to south, everybody's Twisting. Last week, the strongest sales at the dealers shops were Twist disks. In the Flemish part of the country, Chubby Checker is on top of the sales list, closely followed by Joey Dee's "Peppermint Twist," Les Chakachas' "Twist, Twist" and Jack Hammers' "Kissing Twist." In the French part of the country, the most successful Twisters are Johnny Haliday, Vince Taylor and Les Chausettes Noires. These records are sold by the hundreds. In the meantime, new Twist records are joining those which are already on the market. Among the most interesting are Reg Owen's "Hula Twist" (Palette), the Boxero's "Pedro Twist" (Palette) and Cydl Hitt's "Go for the Twist" (London).

Gilbert Becaud, who just recorded four new titles is having a big triumph in Brussels' Music Hall, 'L'ancienne Belgique. The famous French singing star still enjoys big popularity in Belgium.

BRITAIN

Select Philips
Singles for U. S.

By DON WEDGE
News Editor, New Musical Express

The first British-made Philips disks to be released in the United States by Mercury have been chosen. They are "Tall Dark Stranger," by Rose Brennan which was a recent British Top 30 entry, and a coupling by Marty Wilde. Latter

titles have not been released as the disk has yet to be issued here. Both were written by Wilde, however, who clicked in the U. S. on Epic in 1960 with "Bad Boy," also his own composition. The disks for Mercury issue were chosen by Shelby Singleton during his recent visit to Europe during which he had talks on product with Philips' British recording manager Johnny Franz. U. S. release for other London-made records was also discussed. The release is the first move of its kind as far as British recordings are concerned, since Mercury became part of the vast international Philips operation last June.

Visitors

MGM prexy Arnold Maxin is due here by next weekend to supervise an album by Maurice Chevalier with an orchestra conducted by Cyril Ornadel. Sessions are scheduled for three days from January 9 at the EMI studios. . . . Gill-Pincus Music's European representative Lee Pincus' planed home over the Christmas weekend for a holiday and talks with George Pincus.

Disk Business

Oriole is expected to announce soon a deal to release Time album product in this country. . . . Four dealers are now stockholders in Electrical and Musical Industries. They were winners of a competition run by EMI Records to stimulate displays as part of an immense campaign to build up sales of children's disks last fall. Some 125 shares were allocated to the winning displays. . . . EMI-Columbia claims a British sales in excess of 500,000 for Helen Shapiro's "Walkin' Back to Happiness." The disk is a chart entry in several overseas countries and has shown some action in the U. S. . . . A new firm called Aral, said to be backed by American capital, has been started here. A batch of EP's has been issued and some recording has taken place. Negotiations are taking place to revive under the Aral banner a recently defunct British label.

For the record manufacturers, October followed the year's trend, according to figures issued by the Board of Trade. Total sales were the highest ever for the month (\$4.5 million), but, the booming home market was responsible; exports were 27 per cent less than last year and 46 per cent less than in the peak year, 1957. The number of disks produced was 7.4 million, 7 per cent up on 1960 but 6 per cent less than the 1957 peak. Increased LP production was the main reason for fewer disks attracting more money; 2.1 million LP's were made in October this year compared with 1.8 million in the month last year and 1.4 million in 1957. Singles and EP's produced totaled 5.3 million this year, 2 per cent more, and the best since the 6.5 million of 1957.

Further proof of the wide difference between the British and U. S. markets is a comparison of the two countries' Hot 100 of 1961. In the U. S. list (BMW December, 18), only 37 disks made sizable chart impact here. Among those that did not was the American No. 1—"Tossin' and Turnin'" by Bobby Lewis.

Moving chartwards in the Christmas buying spree were the Tokens' "The Lion Sleeps Tonight" (RCA), Harry Simeone Chorale's "Onward Christian Soldiers" (Ember from 20th Fox) and Bobby Vee's "Run to Him" (London from Liberty). . . . The two new U. S. "Twist" movies are getting almost simultaneous British showing. "Hey, Let's Twist" opened in the West End December 28, followed by "Twist Around the Clock" December 31.

FRANCE

Twist Dominated
Christmas Disks

By EDDIE ADAMIS
92 quai du Marechal Joffre
Courbevoie (Seine)

Christmas albums and Twist disks are responsible for the sharp increase in record sales across the country. Even Christmas packages are dominated by the Twist craze. Les Chausettes Noires have come out with "Le Twist du Pere Noel" (Barclay) and Cris Carol has waxed four "Rocks de Noel" for Festival.

Kiddie albums, always a popular holiday gift item over here, are also selling well, although all major labels have marketed them by dozens.

Price War

In the wake of the price contests that flare up now and then, a new diskery Disques Germain, 119 rue du Dr. Bauer, St-Ouen, Seine, has marketed dance LP's at the price of 9.95 new francs.

Signings

Diskeries continue to go all out on Twist promotions and to sign teen-type groups. Philips just signed the Jumping Jewels while Bel-Air presents for the first time Les Champions and Les Doussis. Major labels even take old groups to which they give new names with the hope to cash in on the Twist craze. Fontana has recordings by the Karting Brothers, who recorded before for the Ducretet Thomson label under the name of Les Wiskies.

Disk Business

Independent producer Alan Douglas has just completed a series of recordings for United Artists in Paris. These are the first of a series that will be distributed internationally by U.A. Strong selling tunes, as reported by the major labels concerned, are "Pepito" (200,000 records); "Let's Twist Again" (150,000) and "Hit the Road Jack" (80,000).

"Stranger From Durango" by Richie Allen on the Polydor label has been out about two months ago, but is just now starting to take off with cover records by Dalida "Plus loin que la terre" and Lafitte.

GERMANY

Conniff Stars in
German Picture

By JIMMY JUNGEMANN
102 Ismaninger Street, Munich 27

The Ray Conniff ork will be featured in the film musical "Love Letters From Tirol." There will be more international stars in the pic: the Peters Sisters from France, Siv Malmkwist and Lil Babs from Sweden, and Miss Finland 1958—Pirko Monala. The movie will be directed by Werner Jacobs.

Publishing

Hans Gerig in Cologne published the first "Greek Rhapsody" composed by Demetrius Coucoulis. . . . The two most successful German filmicals this year were "Drei Weisse Birken" and "O Sole Mio." Munich's Montana publishing firm handled the music.

The Jazz Curtain

"Quintet 61" is the name of a new combo formed in East Berlin. . . . The "Jazz Optimists" in East Berlin recorded a jazz LP for East German label Amiga. . . . The Prague Dixieland Combo tours East Germany.

(Continued on page 20)

MEXICO

Courtesy Audiomusica, Mexico
*Denotes local origin

- This Last Week Week
- 1 1 *POPOTITOS—Los Teen Tops (Columbia)—Pending
- 2 2 *EL LOCO—Javier Solis (Columbia)—Pham
- 3 3 *CREO ESTAR SONANDA (I Must Be Dreaming)—Hnos Carrion (Dinsa)—Pending
- 4 5 *ELODIA—Carlos Campos (Musart)—Pham
- 5 4 *MUCHO CORAZON—Amalia Mendoza (RCA)—Pham
- 6 7 *BESOS POR TELEFONO (Kissin' on the Phone)—Cesar Costa (Orfeon)—Ed Brambila
- 7 8 *ACAPULCO ROCK—Los Hooligans (Columbia)—Pham
- 8 10 *AGUJETAS, COLOR ME ROSA (Pink Shoelaces)—Los Hooligans (Columbia)—Pham
- 9 6 *POLVORA (Dynamite)—Los Locas del Ritmo (Orfeon)—Pham
- 10 9 *ENORME DISTANCIA—J. A. Jimenez (RCA)—Pham

PERU

(Courtesy La Prensa, Lima)

- This Last Week Week
- 1 1 ESCANDALO—Javier Solis (Solumbia); Los Chapanecos (Odeon); Eddy Martinez (Virrey)
- 2 3 ARREPENTIDA—Leonora (Columbia); Los Kipas (Odeon)
- 3 2 ENTRE PECHO Y ESPALDA—Trio Continental (Odeon); Los Romanceros Criollos (Virrey); Abanto Morales (S. Radio)
- 4 9 Y LOS CIELOS LLORARON—Ronnie Savoy (MGM)
- 5 4 QUIERO AMANECER—Los Llopis (Virrey); L. Gonzalez (Cholita); Niko Estrada (Smith); Lucio (Columbia)
- 6 7 CENICIENTA—Paul Anka (Paramount); Dyno (Musart); Anita Rodriguez (Odeon)
- 7 5 FINA ESTAMNA—Los Chamas (S. Radio); Teresita Velasquez (Odeon); Romanceros Criollos (Virrey)
- 8 8 DONDE ESTAN LOS MUCHACHOS—Connie Francis (MGM); Janice Harper (Capitol)
- 9 10 AMORCITO—Los Kipas (Odeon); Los Palomillas (Virrey); Esther Granados (S. Radio)
- 10 6 MOCHITA—Sonora Sensacion (S. Radio); Niko Estrada (Smith); Rolando de Castro (Virrey)

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- ☆ HAWAIIAN WEDDING SONG

ITALY

Canzonissima Off TV as of Jan. 6

By ALESSANDIO Via Carducci 6, Milano

The final airing of the TV musical "Canzonissima" will take place January 6. Among the favorites are "Bambina, Bambina," published by Flaminia; "Nata per me," published by Edir; "Fra le canne di bambu" from Tiber, and "Il primo mattino del mondo" from La Cicala. Meanwhile the publishers of these songs have been transacting for publication in other countries. "Bambina, Bambina" has been assigned to the publisher Reuter & Reuter Forlags of Stockholm for Denmark, Sweden, Norway, Fin-

land and Iceland. "Nata per me" is set for France, Benelux and Switzerland, and is still in the process of final arrangements for Belgium, Holland and Luxemburg. "Fra le canne di bambu" has been given to Solami in Munich for Germany and to Italmusic in Brussels for Belgium, Luxemburg and the Netherlands. "Il primo mattino del mondo" will go to Caravelle in Paris for France, Union of France and Monaco, and to Italmusic of Brussels for Belgium, Luxemburg and the Netherlands.

One of the biggest Italian publishers, Messaggerie Musicali, has several of the current successes on its lists. Under the Tiber banner are the high-ranking "Aiutami a piangere" and "Un'anima tra le mani" and under Melodi "Chitarra romana." Outside of Italy the rights for publishing "Aiutami a piangere" and "Un'anima tra le mani" have been given to Italmusic for Belgium, Luxemburg and the

Netherlands and to Caravelle in Paris for France, Union of France and Monaco. "Aiutami a piangere" has also been given to Solami in Munich for Germany, Austria and Switzerland.

Film Music

Among the foreign songs now having so much success in Italy, many are derived from the films. "Lucy's Theme From Parrish" from the film "Vento caldo" and "The Guns of Navarone" from the sound track of the film of the same name, both published by Ricordi, are high on the list of best sellers. Ricordi has also just secured the rights for "Love Theme From One-Eyed Jacks" (I due volti della vendetta) and "Moon River" from the film "Breakfast at Tiffany's" with Audrey Hepburn.

The American best seller "Tower of Strength" will be released in Italy by the popular music division of Ricordi.

Singing authors are an acknowl-

edged success in Italy. Gino Paoli, composer of "L'uomo vivo" and "Sassi" has two new tunes: "Senza fine" and "Gli innamorati sono sempre soli." After the success of "La ballata del Cerutti," Giorgio Gaber has still another success in "Non arrossire." Luigi Tenco has written "Quando" and Sergio Endrigo offers "La brava gente." All four singing authors are with Ricordi, which also publishes their songs. The rights for "Sassi" have already been granted in the U.S.A., the Commonwealth, Argentina, Brazil, Chile and Uruguay; for "Ballata del Cerutti" in France, Tunisia, Morocco and the French Community and for "Quando" in France and the Associated States.

Publisher Business

Messaggerie Musicali is very active internationally these days. They just acquired Italian rights for "Sleepless Nights" from Gleam Music of New York and "Gisella" from Class Music in Anversa. On the other hand they have just given rights to Italmusic, Brussels for distribution of their songs "Un volo di gabbiani" and "Capotosta Sweet" in Belgium, Luxemburg and Netherlands; Caravelle for France, Union of France and Monaco, and to Musikverlag Solami for Germany.

The publishing rights for the following Ricordi songs are now available in other countries with the exception of France and the Associated States: "Uno dei tanti" (Mogol-Donida), "Le strade di notte" (Calibi-Gaber) and "Senza fine" (Gino Paoli). "Senza fine" is already being negotiated in Spain, Portugal and Germany.

JAPAN

Some Confusion In Nip Circles

By J. FUKUNISHI 108 Kakinokizaka, Meguroku, Tokyo

There has been some confusion since Yamaha Music announced the conclusion of an agreement with Chancellor Records. Toshiba Records has been pressing Chancellor up to now, and Yamaha claims that it will custom press Fabian, Frankie Avalon and other Chancellor talents on thin vinyl disks named "Yamaha Airmail Hit Albums," but will grant a license to any Japanese recording company per each selection applied for. Such selections licensed for regular record pressing will be excluded from Yamaha's vinyl disk repertoire.

Nippon Victor released the first batch of Mercury records under the label of Philips International. Involved are Paul Paray and Detroit Symphony Orchestra, "Tenor Sax Mood" by Sil Austin, "Best of Cugat" and other LP's.

Nippon Columbia marketed stereo and monaural LP's etched by Sam Taylor's Combo in a Tokyo studio entitled "Sam Taylor in Japan" which embody several Japanese hit songs. . . . The best sellers during 1961 for respective recording companies were Victor: "Calendar Girl" (Neal Sedaka); Colpix: "Broken Promises" (Henri De Pari Orchestra); Columbia: "Where the Boys Are" (Connie Francis in Japanese); Decca: "Romance de Amor" (Vicente Gomez) and Nippon Grammophon: "Moliendo Cafe" (Ugo Branco, harp).

It was also announced by a panel of judges that "I Love You" (Kimi Koishi) sung by Frank Nagal of Nippon Victor was chosen as the best popular song released during 1961. It is a revival of an age-old ditty arranged in new rhythm; the original version was released nearly 40 years ago. Grand Prix de Disque Japonaise 1961 was awarded to Frank at a ceremony to be held at Kyoritsu Hall on December 28.



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MEXICO

Sinatra to Receive A 'Macuilxochitl'

By OTTO MAYER-SERRA Editor, Audiomusica Apartado 8688, Mexico City

Juan Campo, vice-president of Musart Records, leaves tomorrow (26) for Los Angeles to visit Capitol. He will deliver the "Macuilxochitl" (a statuette of the Aztec God of the five Flowers), awarded to Frank Sinatra by the Mexican Association of Radio and TV critics as "the most outstanding foreign performer of 1961."

Disk News

After having appointed "El Palacio de la Musica" as his sole distributor for Venezuela, where his records will be pressed by the Antor factory, Henry A. Principe, export manager of London Records, spent a week in Mexico. His representatives, Peerless Records, gave him an order for the mothers of over 60 LP's to be pressed for the local market. In about six weeks Principe will visit Columbia, Peru and Ecuador.

Carlos Gomez Barrera, general director of SACM (Mexican Society of Composers), came back from Madrid, where he signed with SGAE (General Society of Authors of Spain) a long-term contract for reciprocal representation. . . . Josephine Baker is expected at the Terraza Cassino. . . . Simultaneously with the second appearance of Gloria Lasso at the Senorial (February 1), Musart will issue the new LP, which the Spanish singer

has been recording during the last weeks for Pathe Marconi in Paris.

By **OTTO MAYER-SERRA**
Editor, Audiomusica
Apartado 8688, Mexico City

Next Monday (8) Manuel Villarreal, general manager of Discos Columbia de Mexico, will arrive in New York. He will attend, at Columbia's headquarters, a meeting of the company's Latin American executives. Plans for co-ordination of their activities during 1962 will be discussed with Vice-President Peter De Rougemont. The following Saturday (13), Manuel Villarreal will fly to Miami and discuss questions of repertoire with the board of Miami Records.

Under a license from Columbia, Miami Records presses and distributes Columbia's Latin American catalogs in the U. S. . . . On January 8, R. F. Cook, manufacturing and facilities manager of RCA International, called representatives of his company's Latin American associates for a meeting at Rio de Janeiro, where processes of manufacturing will be discussed and coordinated. From RCA Victor Mexicana, Jose Heredia, record manufacturing manager, will be present. . . . On January 20 the offices of Discos Mexicanos will be moved to the Orfeon-Dimsa factory, Avenida Universidad 1273, Mexico 12, D.F.

SPAIN

Tango Returning To the Continent

By **RAUL MATAS**

32 Av Jose Antonio, Madrid 13

The Tango is coming back in Europe. On February 3 at "Wagram" the Tango will compete against the Twist.

Aleco Pandas from Greece is now one of the favorites in Spain. Singing in his own language and also in Spanish, Pandas jumped on the charts. Because of difficulties for Spanish-speaking people in pronouncing the Highwaymen, Hispavox decided to call them Los Bandoleros. . . . The preview of "The Guns of Navarone" brought wide advertising on radio about the Dimitri Tiomkin's music. "Yas-su" (Goodbye) was given a big DJ promotion. The Greek "Goodbye" is also a hit by Aleco Pandas.

Disk Shorts

Belter launched new records by Hugo Montenegro and his 20th Century Strings. . . . Connie Francis's "High Noon," "Three Coins in the Fountain," "Moulin Rouge" and "Anna" released by Hispavox. . . . Marujita Diaz, local movie star, recorded "La cumparsita" and "Mi Buenos Aires Querido" in this new era of tango popularity.

Twisting

The Twist came to Spain as a smash new dance. Hank Ballard, Chubby Checker, Fats Domino, Johnny Hallyday, Bobby Lewis, Billy Wade, the Twisters and many others sing and teach the dance. Various labels from Madrid and Barcelona are already preparing to launch local "twisters."

Hoss Laffs By Roy



(Courtesy Nat'l Cartoonists Society)

MUSIC AS WRITTEN

New York

The newly redecorated Biltmore Theater in New York showcased its first legitimate play in 10 years last week, when "Take Her She's Mine" opened. Theater is owned by Dave Cogan, accountant to many theatrical personalities and real estate operator. Cogan was also co-producer of the show "Raisin' in the Sun." . . . Zev Lewin, head of the Hed Arzi label in Israel, arrived in New York last week for a three-week stay. He is staying at the Manhattan Hotel and is looking for lines for Israel. . . . The Monitor label has issued wax by leading English folk balladeers Robin Hall and Jimmy MacGregor. . . . Thrush Cindy Prince's first waxing on the Southern Sound label was issued this week. Disk was cut by the Vision label in Knoxville, Tenn. . . . Wilma Jean and the Red Hill Trio are appearing at the Club 16 in Paterson, N. J. She will soon have a release out on the Twi-Light label.

Al Downing is now with Kensoma Records of Bethesda, Md., a new label headed by Bobby Poe. . . . Billy Storm has signed with C. G. Records of Hollywood, the label is managed by Steve Topley. . . . Norman Rosemont, executive producer of the TV spectacular, "The Broadway of Lerner and Loewe" will produce an album for MGM, with Maurice Chevalier singing 12 Lerner and Loewe tunes. . . . Norman Rubin, field representative for Atlantic and Atco Records, has become engaged to Miss Valerie Strum of New York City. Wedding is set for late April. . . . Bob Schwaid has taken over the post of head of sales and sales promotion for the Sound Maker's Studio in New York. Bill Schwartz moves up to the post of production supervisor and chief engineer. . . . Veejay has signed guitarist-vocalist Ray Whitley. . . . Larry Bakke has been added to the Veejay field staff. . . . Ella Fitzgerald opens at Basin Street East in New York, January 11. Bob Rolontz.

Chicago

Jimmy Cairns, head of BMI's office since it opened here in 1940, retires this week. Cairns has spent over 40 years in publishing, and is one of the best known and liked veterans of the industry here. His song-plugging days date to the Isham Jones band at the College Inn when Cairns introduced "The One I Love." . . . Johnny Cooper, whose first recording, "Rivalry" comes out this week on the Ermine label, is a local product who, incidentally, happens to work at Webcor. . . . Polka-playing LFI Wally was beamed into 38 States last week when he was interviewed by Jack Eigen. Wally's "Polka-Twist" band will be featured on WGN-TV Saturday (27) evening. . . . Recording at Universal last week—for Decora-Amphora Records—were Cliff Duphiney, organist, and Marvin and Roberta, piano team. Jack Karey has signed with Ford to do the auto show narration for the 10th year.

Recording at RCA custom studios here last week: Romy Gosz, Polkaland; Dolph Hewitt, Jamie. . . . Mercury artist Meg Myles opened at the Living Room here. . . . Smash bought the master of "Lover Mine" by Del Richardson, formerly on the Stellar label. It was hot in Denver. . . . It was a folk festival with the Clancy Brothers and Tommy Make, Frank Hamilton and Valucha, and Inman and Ira at an Orchestra Hall concert last week. . . . Monette Malvar opens at the twisting-kittenish Kit Kat. . . . Carmen McRae opens for two weeks at Birdhouse. Nick Biro.

Nashville

New RCA Victor artist Walter Forbes was married recently in Union Point, Ga. Chet Atkins attended the big church wedding from here. Walter, discovered by Nashville's Beasley Smith, has a first album release by RCA Victor, "Ballads and Bluegrass." . . . George Hamilton IV is skedded to be RCA Victor's first artist to record this new year in the Nashville studio.

Rusty and Doug were at the RCA Victor Studio here for a recent session for Hickory. . . . Chase Webster was in for Dot Records, and Wilma Lee and Stoney Cooper cut Hickory sessions December 28. . . . Decca's Roy Drusky was skedded for sessions at the Bradley Studio Wednesday (3). . . . Shelby Singleton has booked in a long string of Mercury sessions at the Bradley Studio to begin January 3. . . . Faron Young is scheduled for an early Capitol session at the Bradley Studio. Recent sessions at the studio included Mac Wiseman's first etchings for Capitol, Patsy Cline and Connie Hall for Decca, and Bob Luman for Warner Bros. . . . Bob Jennings, new Four-Star Publishing Company rep here, was at Bradley's recently for demo sessions. . . . Pappy Daily, of Houston, is due in town around January 4 for Dee Music Company.

Word is that there will be few changes in personnel and operation of the Bradley Studio after Columbia Records takes over, probably after January. . . . Jim Reeves bagged a 10-point deer while Christmas holidaying in Texas. . . . Owen Bradley's son Jerry goes into the Army right away. . . . Veteran guitarist Hank Garland continues to undergo treatment in a local hospital for injuries sustained in an auto accident several months back.

The Browns were at the RCA Victor Studio here recently for sessions. . . . Eddy Arnold's new RCA Victor release will ship January 9. . . . Skeeter Davis' new RCA Victor etching is "Where I Ought to Be," penned by Harlan Howard, and "Something Precious." . . . RCA Victor's Jimmy Elledge is much in demand for p.a.'s, radio and TV these days, thanks to his hit, "Funny How Time Slips Away." Pat Twitty.

Pittsburgh

Jimmy Elledge spent a day here promoting his latest RCA Victor waxing of "Funny How Time Slips Away." . . . The Marceles, a local vocal group, appeared on the Gateway Theater

(Continued on page 32)



Feyer Photo—London

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SPOTLIGHT ALBUMS OF THE WEEK
 Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

Pop

WALK ON BY



Leroy Van Dyke, Mercury MG 20682 (Stereo & Monaural)—The boy has a big singles hit with "Walk On By" these days and this in itself should make the album a potent seller. In addition he has some fine tunes in the set which should please old and new fans. Among them are "Sea of Heartbreak," "My World Is Caving In," "Heartaches by the Number" and "Funny How Time Slips By," all hits for other artists. In addition his past, strong country seller, "Big Man in a Big House," is included.

TWISTIN' TIME



Ernie Freeman, Imperial LP 9157—There've been many Twist sets around the market lately, but this romping, stomping Freeman outing is worth a lot of attention. It's a combo, basically, with an organ alternating with a guitar in the lead spot. Fine, simple arrangements are featured on "The Twist," "Honey Dripper," "Volare," and others and the dancers should take to them fast. Some good singles possibilities here, too.

TEARS AND LAUGHTER



Dinah Washington, Mercury MG 20661—The Queen is back with a powerful new album sparked by imaginative and tastefully swinging backing by the Quincy Jones ork. The tunes range from "Bewitched," "Mood Indigo," and "Am I Blue" to "Wake the Town and Tell the People" and "I Just Found Out About Love." One of Dinah's finest, and it should be a solid seller.

GALAXY 30



Various Artists, Mercury MGD 2-13—Here's an album that should rack up solid sales with many types of fans. It is actually a two-LP sampler, with 30 pop hits, jazz items and classics performed by many different artists on the two LP's. There are pop sides by Brook Benton, Dinah Washington, Sarah Vaughan and others; jazz by Quincy Jones and others, and classical selections from opera and symphonic LP's. The set, with an eight-page booklet, sells for \$2.99. Should be big.

Classical

WAGNER: TANNHAUSER (4-12")



Various Artists, Angel 3620 D-I—This complete four-disk version of Wagner's "Tannhauser" should be a most sought-after item. The opera stars Elisabeth Grummer, Dietrich Fischer-Dieskau, Haus Hopf and Gottlob Frick, offer most impressive performances, together with Frank Konwitschny and the German State Opera Berlin Orchestra and chorus. There is only one other complete version available, also in stereo, and the attractiveness of this package, with a complete and illustrated libretto, plus the high caliber of performance should make this a top seller for all opera enthusiasts.

TCHAIKOVSKY: SYMPHONY NO. 4 IN F MINOR, OP. 36



Antal Dorati Conducting the London Symphony Orchestra, Mercury SR 90279 (Stereo & Monaural)—Here's a strong package for the market with solid name values and impressive performances. Dorati has a sizable following, and Tchaikovsky's works, of course, are always a popular seller. The LP is also distinguished sound-wise by Mercury's top-flight technical know how.

Children Low Price

A CHILD'S INTRODUCTION TO SPANISH



Golden LP 75—Here's a solid educational package for children. Imaginatively produced, the LP makes learning Spanish an entertaining experience for youngsters. Carlos J. Montalban narrates effectively and several voices are utilized on catchy activity songs, games and conversations.

PINOCCHIO



Sandpipers Singers and Cliff Edwards, Golden LP 77—John Allen does an effective narration job on this re-reading of the famous story, as adapted by Paul Parnes. It's done here in most dramatic fashion, with original musical score gently weaving in the background of the story and the familiar Sandpiper Singers, abetted by the veteran Cliff Edwards, moving in to handle the well-known tunes. The tunes include some memorable items like "When You Wish Upon a Star," "Give a Little Whistle" and "I've Got No Strings."

Country & Western

CLAUDE GRAY SONGS OF BROKEN LOVE AFFAIRS



Mercury MG 20658 (Stereo & Monaural)—Claude Gray, who had such big hits as "I'll Just Have a Cup of Coffee" and "My Ears Should Burn" in both the pop and country fields, could have a solid-selling album here. His hits are here, as well as such fine songs as "You Take the Table and I'll Take Chairs," "Your Old Love Letters" and "A World I Can't Live In." Gray sings them authoritatively, and the backing is first-rate. Strong wax here.

International

TWILIGHT SONGS OF ISRAEL



Ron Eliran, Prestige INT 13046—A fine collection of contemporary songs of Israel demonstrating the reflective, as well as the spirited nature of the young Israeli "Sabras." Ron Eliran, who has a warm, expressive vocal style, offers moving renditions of "Hechalil," "Orcha Bamidbar" and "Ta'm Haman." He displays the strength and versatility of his voice with spirited versions of "Ayil, Ayil" and "Hava Netze Bemachol."

Comedy

MIKE NICHOLS AND ELAINE MAY EXAMINE DOCTORS



Mercury MG 20680 (Stereo & Monaural)—Mike Nichols and Elaine May take off on doctors in this new album and they do a wonderfully funny job. There are skits about analysts, surgeons, nurses, internes, and anything else connected with the medical profession. Nichols and May play all the parts, and some of the skits are absolutely delightful. An LP to please all of their fans and sure to be a big seller.

★ ★ ★ ★
STRONG SALES POTENTIAL

★★★★ FOR SENTIMENTAL REASONS
The Cleftones, Gee GLP 7087—The hit singles group is in showmanly vocal form on this package of sentimental standards and r.&b. oldies. The line-up—which should appeal to both pop and r.&b. buyers—includes the title tune, "Red Sails in the Sunset," "Earth Angel," "Hey Babe" and "Blues in the Night."

★★★★ LINGER AWHILE WITH VIC DAMONE
Capitol ST 1646 (Stereo & Monaural)—A fine, well-balanced program of standards by Damone on this his latest release. The set swings politely through most of the album in an adult dance tempo groove. Jack Marshall is responsible for the compatible backgrounds. Among the titles are "Deep Night," "Linger Awhile," "Close Your Eyes" and "Stella by Starlight."

★★★★ DINAH DOWN HOME!
Dinah Shore, Capitol ST 1655 (Stereo & Monaural)—The repertoire and backing stem from Dixie, with Dinah in fine form on such tunes as "Way Down Yonder in New Orleans," "Roll On, Mississippi,"

"Carolina in the Morning," "Mississippi Mud" and "I'm Coming, Virginia," among others. Dinah shows lots of vitality and drive with a strong assist from the bright backing arranged by Jack Marshall. This is the gal's best set in some time and could move. Good jockey tracks here.

★★★★ GUY LOMBARDO AND THE ROYAL CANADIANS GO DIXIE!
Capitol ST 1648 (Stereo & Monaural)—On the theory that you don't tamper with success, very little has been changed with the Guy Lombardo band over the years. Neither the beat nor the approach of the band is fundamentally different here, although it has added Dixie-style trimmings, in working over such favorites as "Tin Roof Blues," "Wang Wang Blues," "Muskrat Rambles," "Sister Kate" "That's A-Plenty." Dancers and Lombardo fans will give it solid support.

★★★★ ERROLL GARNER PLAYS MISTY
Mercury SR 60662 (Stereo & Monaural)—Garner's current success on ABC-Paramount and Octave, and the pop following he built

with his Columbia albums, should be a good influence on these older Mercury tracks which have been re-recorded for stereo and reissued. Besides this early version of "Misty," the set also contains interpretations, in the pianist's highly individual style, of "Aga," "Where Or When," "That Old feeling" and "Exactly Like You."

★★★★ THE GREATEST TWIST HITS
Various Artists, Atlantic 8058—Atlantic has assembled a flock of rocking singles oldies from its catalog—all with a Twist rhythm—in this album. The bargain-buy includes 16 sides, and features the Bobbettes' "Mr. Lee," Solomon Burke's "How Many Times," La Vern Baker's "Jim Dandy," Ray Charles' "Mess Around" and additional sides by Joe Turner, the Clovers, King Curtis, Clyde McPhatter, the Mar-Keys, and others. Strong dual market (pop and r.&b.) package.

★★★★ JO STAFFORD SINGS AMERICAN FOLK SONGS
Capitol ST 1653 (Stereo & Monaural)—Miss Stafford has a wondrous way with this type of material—as exemplified by earlier recordings like "I Wonder as I Wander," and here, this, plus other traditional like "Sourwood Mountain," "Barbara Allen," "Black Is the Color," "Wayfaring Stranger," etc., are all given her soulful, expressive treatment. She's accompanied by a strings and reeds ensemble, alternating with a smaller group of banjo, guitar and bass. Listenable, programmable wax.

★ ★ ★
MODERATE SALES POTENTIAL

★★★★ SOMETHING TO SING ABOUT
Gus Norman Singers, Denny De 422

★★★★ SING SING SING-ALONG
Al Albert and the Lifers Chorus, Jubilee JGM 2940

★★★★ THIS IS DANCE MUSIC
Charles Gresh Ork, Jamie JLP 70-3020

★★★★ BILLY LIEBERT AND HIS ROMANTIC COUNTRY STRINGS
Capitol ST 1656 (Stereo & Monaural)

JAZZ LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ MOVIN' RIGHT ALONG
Arnett Cobb, Prestige PR 7216—A lot is here for the jazz devotee, driving instrumentation with a bite to it; relaxed arrangements contrasting with forthright statements. Supporting Cobb's tenor are Bobby Timmons and Tommy Flanagan on piano, Sam Jones on bass; Arthur Taylor, drums; Buck Clark, conga; Danny Barrajanos, conga. The sides illustrate a lot of jazz influences of the last two decades. Included are "All I Do Is Dream of You," "Exactly Like You," and such important jazz vehicles as "Walkin'."

★★★★ HOT SAUCE
Juan Amalbert's Latin Jazz Quintet, Tru-Sound TRU 15003—Here's a new jazz group that is in the tradition of the early Shearing quintet, featuring Latin rhythms and jazz. The group comes off rather well in its attempts to blend the two and some of the tracks are exciting. Combo includes Juan Amalbert, Willis Coleman, Jose Ricci,
(Continued on page 24)

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SPOTLIGHT SINGLES OF THE WEEK
 The pick of the new releases
 Strongest sales potential of all records reviewed this week.

SINGLES REVIEWS

Pop

BRENDA LEE
BREAK IT TO ME GENTLY (Northern, ASCAP) (2:34)
—SO DEEP (Metric, BMI) (2:03)—The thrush is in her usual sock vocal form on both sides of this potential smash. "Break It to Me Gently" is a bluesy ballad with a moving weeper-styled lyric. The flip is a catchy rhythm item with an infectious tempo. **Decca 31348**

EVERLY BROTHERS
CRYING IN THE RAIN (Aldon, BMI) (1:59)—The boys register strongly on "Crying in the Rain," a heartfelt weeper sung with a strong rhythmic accent. Should do very well. Flip is "I'm Not Angry" (Egap, BMI) (1:58). **Warner 5250**

BERT KAEMPFERT
AFRIKAAN BEAT (Roosevelt, BMI)—**ECHO IN THE NIGHT** (Valencia, ASCAP) (2:45) — Kaempfert's standout trumpet solo work is spotlighted on both sides of this disk. "Afrikaan Beat" is an exotic instrumental theme, featuring an unusual instrumental treatment. "Echo in the Night" is an attractive instrumental item with a pretty melody. Both sides are strong, but "Afrikaan Beat" has the edge. **Decca 31350**

LLOYD PRICE
'NOTHER FAIRY TALE (Prigan, BMI) (2:38)—A cute novelty lyric idea is chanted by Price with good humor and exuberance, backed by a vocal chorus and strings. Disk should appeal to kids as well as adults. Flip is "Be a Leader" (Prigan, BMI). **ABC-Paramount 10288**

GARRY WARREN
MESS'N' WITH SOME PRETTY TOUGH BOYS (Marlow, BMI) (2:05)—**CHARLES ATLAS** (Marlow-Acklan, BMI) (2:17)—Gary Warren turns in a bright, sharp reading of two listenable novelty items here. Top side deals with the world situation, flip is an amusing piece of material. Backing drives, too. **Southern Sound 110**

THE EVENTUALS
CHARLIE CHAN (Meadowlark, ASCAP) (2:16)—In the tradition of "Alley-Oop" is this clever song about the crack detective, Charlie Chan. The boys sell it well and the record rocks along in hully-gully style. Strong teen wax. Flip is "Just the Things That You Do" (Little Darlin', BMI) (2:21). **Okeh 7142**

Country & Western

BUCK OWENS
NOBODY'S FOOL BUT YOURS (Bluebook, BMI) (2:26)—A fine performance by Buck Owens on a powerful weeper item, that rings with conviction. Backing is in the country groove. Should be big. Flip is "Mirror, Mirror, on the Wall" (Malibu-Bluebook, BMI) (2:08). **Capitol 4679**

WEBB PIERCE
YOU ARE MY LIFE (Cedarwood, BMI) (2:32)—**ALLA MY LOVE** (Champion, BMI) (2:27)—Webb Pierce has two strong sides here that should keep his hit string unbroken. Top side is a plaintive weeper, flip is a bright, bouncy country tune. He sings them both with feeling. **Decca 31347**

KITTY WELLS
AU REVOIR (New Keys, BMI) (2:30)—**UNLOVED, UNWANTED** (Cedarwood, BMI) (2:19)—Kitty Wells sells these two appealing ballads with her usual warmth and style over smooth backing by the ork. Sure to appeal to her many, many fans, and may also get some pop attention. **Decca 31349**

GEORGE JONES

ACHING, BREAKING HEART (Big Bopper-Tune, BMI) (2:41) — **WHEN MY HEART HEARTS NO MORE** (South Coast, BMI) (2:00)—Emotional performances by George Jones on this brace of attractive weepers should help push these new sides way up on the country charts. A chorus backs Jones neatly on the top side. **Mercury 71910**

Rhythm & Blues

JIMMY REED

BABY WHAT'S WRONG (Conrad, BMI) (2:09) — **AW SHUCKS, HUSH YOUR MOUTH** (Conrad, BMI) (2:21) — Two sides by Jimmy Reed that are sure to please the down-home market. He sells the bluesy efforts with his usual feeling, adding fine accompaniment on guitar. Good wax for r.&cb. boxes, too. **Vee Jay 425**

★★★★
STRONG SALES POTENTIAL

RICK RANDELL

★★★★ **Dinng and Dancing**—UNITED ARTISTS 405—The boy has infectious style and with the big band and girls' chorus is somewhat reminiscent of Del Shannon. Side moves along smartly. (Sea Lark, BMI) (2:34)

★★★★ **Young at Heart**—A highly unusual rendition of the old hit is sung in a high-voiced style by the boy. Soaring strings in the background give this side a startling sound that could get it some action. (Cheerio, BMI) (3:02)

DAKOTA STATION

★★★★ **Mean and Evil Blues**—CAPITOL 4673—The old evil blues gets a biting rendition by Dakota Station on this side. The disk was recorded live and the excitement of actual performance is carried off well. Strong combo assists the singer. (Pic, ASCAP) (2:41)

★★★★ **When I Grow Too Old to Dream**—A heavily jazz-accented swing along here by Miss Station. The disk was recorded in a live performance and group singing by patrons is audible behind the lass. (Robbins, ASCAP) (1:55)

JIMMY STRICKLAND

★★★★ **(I Have a) Ring in My Pocket**—DAVOC 107—Strickland sells this attractive ballad in pretty style here over listenable pop-country backing. Strickland has a warm style and the disk is worth exposure. (Glad, BMI) (2:10)

★★★★ **My Dream of a Lifetime**—Chanter again turns in a smooth performance on a listenable hunk of material. Two good sides by the singer. (Walker, BMI) (2:24)

KENNY KAREN

★★★★ **Susie Forgive Me**—COLUMBIA 42264—The boy is a Nevins-Kirschner find. The material is in the auto crash-tragedy vogue with boy being shot stealing for his love. She, of course, recovers through his death. Strings and chorus accompany the boy (Aldon, BMI) (2:27)

★★★★ **The Light in Your Window**—A lovely rockballad is sung with charm by the boy on this side. It is a plea for reconciliation which is heavily dramatic in string and choral backing as well as content. (Aldon, BMI) (2:41)

RITCHIE ADAMS

★★★★ **Something Inside of Me Died**—

IMPERIAL 5806—This is very weeper-ish material. The boy has a strong voice and uses it to good effect. Strings, vocal chorus and good teen-dance tempo might make this a potent item. (Travis, BMI) (2:25)

★★★★ **I Got Eyes**—There's a touch of Latin in the rhythm on this side. The boy sings a plea to his girl for recognition as the string section and vocal chorus add emphasis. (Sheldon, BMI) (2:08)

DORIS DAY

★★★★ **Should I Surrender**—COLUMBIA 42260 — Attractive theme from the star's forthcoming co-starring film "Lover Come Back" with Rock Hudson is sung with charm and taste. (Daywin, BMI) (2:35)

★★★★ **Who Knows What Might Have Been**—Poignant ballad from the new Broadway musical "Subways Are for Sleeping" is wrapped up in appealing vocal stint. (Stratford, ASCAP) (2:33)

JACKIE WILSON

★★★★ **The Greatest Hurt**—BRUNSWICK 55221—Sock emotional impact by Wilson on feelingful bluesy rockballad. Could be a big one for the chanter. (Pearl, BMI)

★★★★ **There'll Be No Next Time**—Wilson wails with heart and sincerity on moving rockballad. Also a strong side. Watch them both. (Merrimac, BMI)

THE CASLONS

★★★★ **For All We Know**—AMY 836—The fine oldie is accorded tender rockballad vocal treatment by the lead chanter and group. (Feist, ASCAP) (2:15)

★★★★ **Settle Me Down**—Jaunty, fast-moving rhythm rocker is wrapped up in showmanly rendition by lead and group. (Aldon, BMI) (2:10)

FRANK SINATRA

★★★★ **The Moon Was Yellow**—CAPITOL 4677—Sinatra has a sweeping ballad here that is a previously unreleased master. Frank is backed by a huge bank of strings with full ork that makes for top-flight better music programming. (Bregman, Vocco & Conn, ASCAP) (2:58)

★★★★ **I've Heard That Song Before**—Punching rhythm and that old Sinatra way with a rhythm tune make for great listening here. Sock big band backing gives the oldie

a strong sound which is from the LP "Come Swing With Me."

STEVE LAWRENCE

★★★★ **Send Someone to Love Me**—UNITED ARTISTS 403—Another classy ballad from Lawrence here. The boy is in fine feelingful voice, with sweeping strings filling the background. Fine better music deejay programming. (Maxana, ASCAP) (2:48)

★★★★ **Out Concerto**—A beautiful ballad here of Italian origin that was one of the finalists in last year's San Remo Festival. Lawrence's full voice is backed nicely by strings and piano interlude. (Shapiro-Berstein, ASCAP) (2:42)

JEANNIE BLACK

★★★★ **A Letter to Anya**—CAPITOL 4685—This is a female version of "Dear Ivan" spoken and sung with conviction with large chorus and soft martial singing by chorus during "The Battle Hymn of the Republic." (Fountain) (2:52)

★★★★ **Guessin' Again**—Miss Black is back in the country weeper groove on this side. Lovely Harlan Howard tune is handled with much feeling by the lass against an attractive string and choral background. (Central) (2:06)

ERMA FRANKLIN

★★★★ **Hello Again**—EPIC 9488—Strong piece of material is handed a potent reading by the lass—Aretha's sister—over a most

(Continued on page 25)

SINGLES REVIEW POLICY

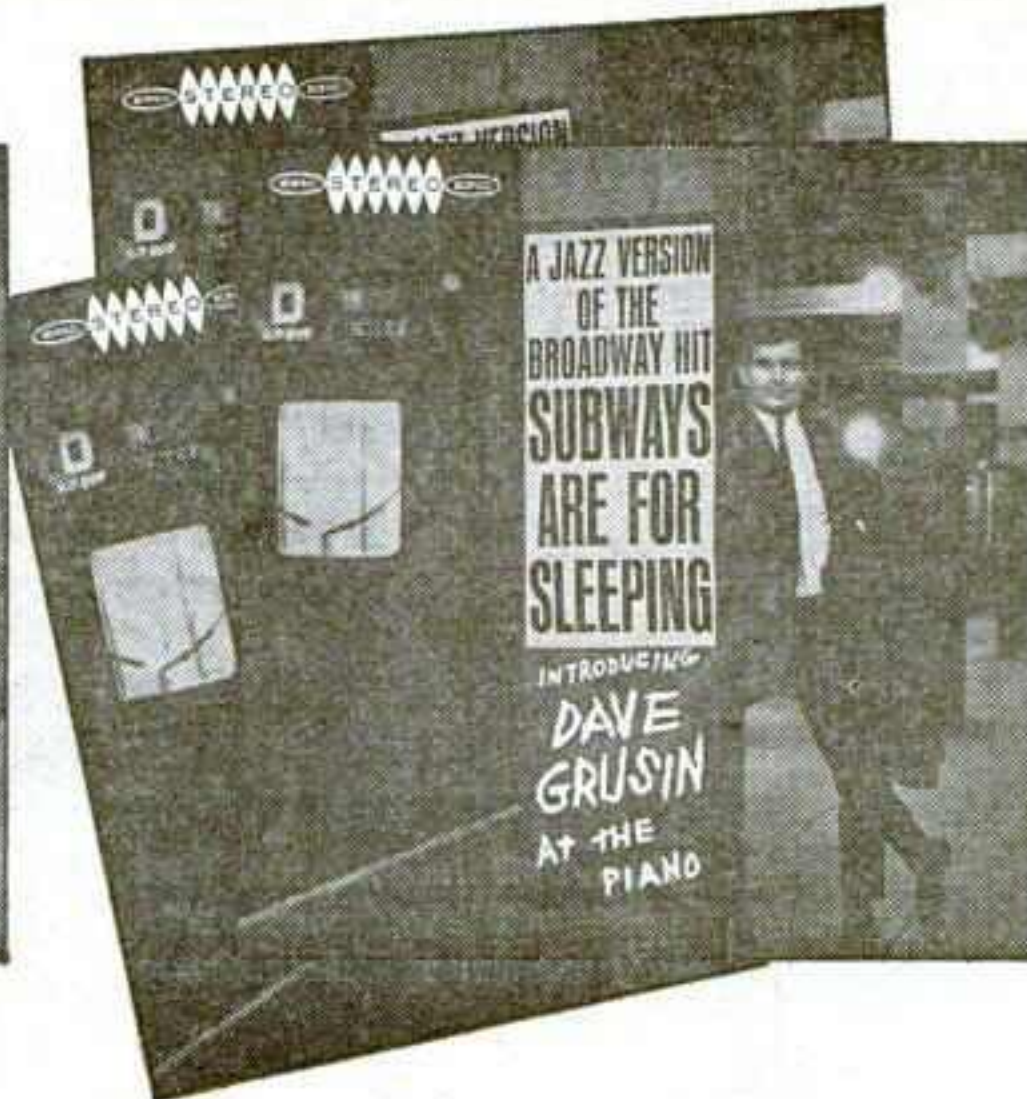
All single records received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. FOUR-STAR singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these. THREE-STAR records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 86, N. Y.

THE ORIGINAL SOUND TRACK RECORDING FROM THE CONTROVERSIAL FRENCH FILM!
 LA 16022



AN EXCITING JAZZ VERSION OF BROADWAY'S NEWEST HIT, PLAYED BY A SWINGING PIANIST!
 LN 3829/BN 622*



*Stereorama

Reviews of New Albums

Continued from page 22

Bill Ellington, Phil Newsom, Bobby Capers, and Artie Jenkins. Best sides are "Summer-time" and "Round Midnight."

IT'S ABOUT TIME! Jimmy Hamilton, Prestige SV 2022—Jimmy Hamilton, featured clarinetist with Duke Ellington's crew for almost 20 years, gets a chance to show off some warm clarinet and tenor work on this new set.

A NIGHT AT COUNT BASIE'S Perri Lee Trio, Roulette R 52080—Good funky organ work by the Perri Lee Trio on this new waxing could gain the group a lot of fans.

by such solid tracks as "Blues in the Closet," "Doodlin'," "Red Sails in the Sunset" and "Duet."

DAKOTA AT STORYVILLE Dakota Staton, Capitol ST 1649 (Stereo & Monaural)—The Staton gal was caught live in this exciting performance at George Wein's Boston jazz mecca, Storyville, and listeners are likely to greet it with plaudits, as did the audience at the bash.

MODERATE SALES POTENTIAL

CONGA SOUL Roulette R 52078.

FIRM TO DROP AM-PAR NAME

NEW YORK — The corporate name, Am-Par Record Corporation, has been changed to ABC-Paramount Records, Inc., it was announced last week by Sam Clark, president of the record subsidiary of American Broadcasting-Paramount Theaters, Inc.

Although the old name, Am-Par Record Corporation, no longer will be used, the firm is retaining rights to that name for an indefinite period. Clark notified all distributors, suppliers, foreign affiliates and other segments of the trade, of the change.

Jockeys on Scene

Continued from page 4

This news may come as something of a blow to Versatile Records, since its owner, Sol Winkler, is currently readying both a single and an LP by McLean for release "early next year."

Westinghouse Broadcasting, which underwent considerable public torture during the FCC payola hearings, is understandably wary of the new trend. A spokesman for the chain said that Westinghouse doesn't want any of its people to participate in the recording field in any way and that none of their personalities are presently involved in such an undertaking.

More DJ's Cut

Meanwhile, more and more deejays across the country are making records. Clay Cole, WNTA-TV, Newark, N. J., is a regular recording artist for Imperial and has a leading role in the new movie "Twist Around the Clock."

George Hudson, WNJR, Newark, N. J., has a new Capitol album, "It's Twistin' Time," on the market. Tony Glenn, WWBD, Bamberg, S. C., records for Palmo Records, plays guitar with the Gayrockers, and is a BMI songwriter.

Al (Jazzbo) Collins, KSFO, San Francisco, has sliced albums—"Swinging at the Opera" and "Music From the Purple Grotto"—for release shortly. Collins' "Little Red Riding Hood" disk was a big hit a few years ago. Canadian deejay Barry Boyd, CJCA, Edmonton, records for Barry Records.

Country and western disk jockeys have always been active in the recording field, and the payola hoop-la didn't have much effect on their participation. Station KENS, San Antonio, for example, boasts of its jockey-recording personalities. They include Charlie Walker, whose first album, "Charlie Walker's Greatest Hits," was just released by Columbia; Bill Mack, an MGM artist; Neal Merritt and Roy Baker. Latter two both record for the Manco Recording Company of Fort Worth.

Also active as recording artists are veteran c.&w. jocks Ralph Emory, WSM, Nashville; Lawton Williams, program director of KCUL, Fort Worth, and Ray Odom (Rodeo Records), deejay-owner of KHAT, Phoenix, Ariz.

BILLBOARD MUSIC WEEK HOT C & W SIDES

Table with columns: This Last Week, Week, Title, Artist, Label & Number, Weeks on Chart. Lists top 30 C & W sides.

SPECIALTY LP'S

STRONG SALES POTENTIAL

INTERNATIONAL

SHALOM The Barry Sisters, Roulette 25157—With a goodly following in the New York area, the Barry Sisters also have won national exposure via the Ed Sullivan TV show and others.

MUSIC OF THE GERMAN ZUGSPITZE Alfons Bauer and Troupe, Capitol ST 10298 (Stereo & Monaural) — There's a highly contagious feeling about this disk that should reach record buyers of German—but more specifically Bavarian—ancestry.

BLUES Blues in My Bottle Lightnin' Hopkins, Prestige BV 1045—Fortunately, Lightnin' is recording frequently this past year. Buyers of the present and the future will be able to savor and enjoy these performances of down-home blues.

DONE CHANGED MY MIND Furry Lewis, Prestige BV 1037—Blues buyers of taste and scholarship will thank Prestige for these sides by Furry Lewis.

buyers of taste and scholarship will thank Prestige for these sides by Furry Lewis. Lewis dates from the blues era of the 1920's and has much authenticity both in his performance and material.

FOLK

LYRICA EROTICA, VOL. 1 Ed McCurdy, Prestige INT 13044—A most interesting collection of 16th, 17th and 18th century songs with bawdy lyrics and lilting melodies, based on various works of poets of that time, and all properly and politely vocalized by folk singer Ed McCurdy.

RAMBLIN' Jack Elliott, Prestige INT 13033—Folk buyers not familiar with Elliott have a pleasant surprise in store. His material and style represent the fusion of a multitude of influences—all combining to give a flavorsome slice of musical Americana.

CLASSICAL

ENGLISH BALLETS OF THE 20TH CENTURY Royal Philharmonic Orch. (Sargent). Angel S 35889 (Stereo)—If someone wants to prove that serious music can be fun, this disk will do it, since it packages some of the wittiest classical scores written in this century.

LOW PRICED CHILDREN'S

FAIRY TALES Danny Kaye, Golden LP 74—Here's a pleasant album for the five to eight set, featuring Danny Kaye narrating a flock of Andersen's fairy tales.

MODERATE SALES POTENTIAL

INTERNATIONAL

BRITISH ARMY SONGS Ewan MacColl, Washington WLP 711

LATIN AMERICAN

MORE ARGENTINE TANGOS! Jose Basso and His Ork, Capitol ST 10303 (Stereo & Monaural)

COMEDY

THEY'RE STILL LAUGHING Various Artists, Capitol ST 1651 (Stereo & Monaural)

COUNTRY & WESTERN

ORANGE BLOSSOM SPECIAL Tommy Hunter's Carolina String Band, Prestige INT 13026

Advertisement for GONE RECORDS featuring SHE'S EVERYTHING (I Wanted You To Be) by RAL DONNER. Includes address: 1650 Broadway, New York, N. Y.

LP REVIEW POLICY

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SPOTLIGHT WINNERS are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. FOUR-STAR albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

THREE-STAR albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's with limited sales potential, are listed following the Three-Star albums.

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Advertisement for CUSTOM PRESSING THE MOST COMPLETE SERVICE IN THE INDUSTRY. Includes services like studio, mastering, processing labels, pressings, color printing, etc. Contact: ROYAL PLASTICS, 1540 Brewster Ave., Cincinnati, O.

Advertisement for BEST SELLING on AUDIO FIDELITY! THE BEST OF THE DUKES OF DIXIELAND. Includes price \$2.98 and contact: FULL DEALER MARKUP, AFLP 1956, AFSD 5956.

Advertisement for Breaking Big! "JUST FRIENDS" by BOB BECKHAM. Includes contact: Decca #31337.

Advertisement for ANOTHER BIG ONE BY Wilma Lee & Stony Cooper THE MIGHTY BATTLE CRY. Includes contact: Hickory 1157.

FOLK TALENT & TUNES

By BILL SACHS

Danny Harrison's new EP was released in England last week by Esquire Records. . . Jimmy Man-ship, who formerly recorded for Blue Hen Records, passed away recently, the victim of cancer. He was a native of Charlotte, N. C. . . Imperial Records kicked off the New Year with a new Slim Whitman release, "Yesterday's Love," written by Tompall Glaser, b.w. "It Sure Looks Lonesome Outside," from the pen of Chase Webster, of "Moody River" fame. . . Pee Wee King and wife Lydia, daughter of the pioneer c.&w. promoter Joe Frank, celebrated their 25th wedding anniversary at their Louisville home December 23.

Hank Snow opens this week at the Flame Club, Minneapolis, and next week cuts another session for RCA Victor in Nashville. Plans are tentatively set for him to do another instrumental album with Chet Atkins. In February, Hank and his Rainbow Ranch Boys will show for six days at the Florida State Fair in Tampa. Snow recently formed a pact with George Adamson, of the German-American Booking Agency, and the Jolly Joyce Booking Agency, New York, whereby the threesome will book c.&w. talent into Europe starting soon. RCA Victor has just released two new Snow albums, "The Southern Cannonball" and "Songs I Hadn't Recorded 'Til Now."

Jim Gemmill Promotions, Richmond, Va., will again furnish talent for the various East Coast fairmen's meetings. Shirley Hunter will appear at the meetings to be held at the Waldo Hotel, Clarksburg, W. Va., January 6; the R. E. Lee Hotel, Winston-Salem, N. C., January 12, and the Abraham Lincoln Hotel, Reading, Pa., January 17. A Gemmill unit comprising Barbara Allen, Dewey Ritter and the Country Cavaliers will show at the Virginia meeting to be

held at the Jefferson Hotel, Richmond, January 13. Miss Hunter has been forced to forego a six-week engagement with the Bob Williams unit at the Golden Nugget, Las Vegas, due to the serious illness of her six-month-old son. Reports say that the youngster is rapidly improving.

The Tommy Scott combination stagershow and circus revue, which went into winter quarters at Eastanolle, Ga., December 8, is slated to resume its road trek January 8 with a country and western format. The 20-people show has as business managers Lona Blevins and Frankie Scott. Contracting agents are James Allen Winters, Ray C. Herbers and R. W. Moore. Gene Rhinehart is promotion manager. . . A c.&w. package spotlighting Ferlin Husky, Roy Drusky, Claude Gray, Smiley and Kitty Wilson, Kenny Roberts and Del Shannon kicked off a seven-day tour at Toledo December 26, following with six stands in Michigan. Troupe played New Year's Eve in Lansing, Mich., and concluded the trek in Port Huron, Mich., New Year's Day. Bookings were arranged by Phil Simon's Universal Artists Corporation, Grand Rapids, Mich.

Buster Doss, Kay Arnold, Jimmy Jay, Buck Evans and the Pickard Brothers were recent guests on Bob Shelton's "Riley Springs Jamboree" in Texas, along with the Callahan Brothers, and La Fawn Paul, of "Big D Jamboree." . . Joe Dowell, following several dates in Canada last week, hopped into Nashville for a Smash Records session before resuming his studies at the University of Illinois. . . The Wilburn Brothers are set for a tour of New York State beginning January 27, and follow with a swing through the Midwest for Harry (Hap) Peebles, Wichita, Kan., promoter, starting February 11.

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JANUARY 6

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	THE LION SLEEPS TONIGHT	By Weiss-Peretti-Creatore—Published by Folkways (BMI)	5
2	3	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	22
3	4	RUN TO HIM	By Keller-Goffin—Published by Aldon (BMI)	7
4	2	MOON RIVER	By Mancini-Mercer—Published by Famous (ASCAP)	8
5	8	PEPPERMINT TWIST	By Joey Dee-Henry Glovers—Published by Impact-Ware (BMI)	5
6	12	CAN'T HELP FALLING IN LOVE	By Weiss-Peretti-Creatore—Published by Gladys (ASCAP)	3
7	5	GOODBYE CRUEL WORLD	By Shayne—Published by Aldon (BMI)	9
8	10	HAPPY BIRTHDAY, SWEET SIXTEEN	By H. Greenfield-N. Sedaka—Published by Aldon (BMI)	6
9	6	WALK ON BY	By Hayes—Published by Lowery (BMI)	6
10	14	WHEN I FALL IN LOVE	By Victor Young-Edward Heyman—Published by Northern (ASCAP)	4
11	7	PLEASE MR. POSTMAN	By Dobbins-Garrett-Brianbert—Published by Jobette (BMI)	9
12	15	UNCHAIN MY HEART	By A. Jones-F. James—Published by Tee Pee (ASCAP)	3
13	16	WHEN THE BOY IN YOUR ARMS	By Tepper-Bennett—Published by Pickwick (ASCAP)	4
14	9	LET THERE BE DRUMS	By Nelson-Podoloz—Published by Travis (BMI)	7
15	18	JINGLE BELL ROCK	By Beal-Boothe—Published by Cornell (ASCAP)	2
16	20	WHITE CHRISTMAS	By Irving Berlin—Published by Berlin (ASCAP)	2
17	19	'TIL	By Carl Sigman-Charles Danvers—Published by Chappell (ASCAP)	4
18	11	I DON'T KNOW WHY	By Ahlert-Turk—Published by Ahlert & Cromwell (ASCAP)	5
19	29	I KNOW	By Barbara George—Published by Saturn-At Last (BMI)	2
20	21	REVENGE	By Benton-Hall-Ewald—Published by Raleigh (BMI)	3
21	24	THERE'S NO OTHER (Like My Baby)	By Bates-Spector—Published by Bertha (BMI)	3
22	13	TONIGHT	By Sondheim-Bernstein—Published by Schirmer (ASCAP)	8
23	22	GYPSY WOMAN	By Curtis Mayfield—Published by Curtom (BMI)	5
24	27	ROCK-A-HULA BABY	By Wise-Weisman-Fuller—Published by Gladys (ASCAP)	2
25	—	LITTLE DRUMMER BOY	By H. Simeone-H. Onorati-K. Davis—Published by Delaware-Mills (ASCAP)	1
26	—	TOWN WITHOUT PITY	By D. Tiomkin-N. Washington—Published by United Artists (ASCAP)	1
27	—	BABY'S FIRST CHRISTMAS	By Davis-Murry—Published by Francon (ASCAP)	1
28	—	A LITTLE BITTY TEAR	By Hank Cochran—Published by Pamper (BMI)	1
29	—	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	By Rudy Clark—Published by Good Songs (BMI)	1
30	—	THE WANDERER	By E. Maresca—Published by Schwartz-Disal (ASCAP)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. THE LION SLEEPS TONIGHT—Tokens, RCA Victor 7954.
2. THE TWIST—Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815; Ernie Freeman, Imperial 5793.
3. RUN TO HIM—Bobby Vee, Liberty 55388.
4. MOON RIVER—Jerry Butler, Vee Jay 405; Henry Mancini, RCA Victor 7916; Fuller Brothers, Challenge 9119; Carmen Cavallaro, Decca 31304; Calvin Jackson, Reprise 10022; Richard Hayman, Mercury 71869; Hollyridge Strings, Capitol 4631; Mantovani, London 2021; Jane Morgan, Kapp 431; Eddie Harris, Vee Jay 420.
5. PEPPERMINT TWIST—Joey Dee and the Starliners, Roulette 4401.
6. CAN'T HELP FALLING IN LOVE—Four Esquires, Terrace 7502; Elvis Presley, RCA Victor 7968; Keely Smith, Dot 16298.
7. GOODBYE CRUEL WORLD—James Darren, Colpix 609.
8. HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka, RCA Victor 7957.
9. WALK ON BY—Leroy Van Dyke, Mercury 71834.
10. WHEN I FALL IN LOVE—Lettermen, Capitol 4658.
11. PLEASE MR. POSTMAN—Marvelettes Tamla 54046.
12. UNCHAIN MY HEART—Ray Charles, ABC-Paramount 10266.
13. WHEN THE BOY IN YOUR ARMS—Connie Francis, MGM 13051.
14. LET THERE BE DRUMS—Sandy Nelson, Imperial 5775.
15. JINGLE BELL ROCK—Chet Atkins, RCA Victor 7971; Chubby Checker/Bobby Rydell, Cameo 205; Bobby Helms, Decca 30513.
16. WHITE CHRISTMAS—Vic Barrell, Atlantic 2083; Big Maybelle/E. Wilkin Ork, Savoy 1541; Carmen Cavallaro, Decca 24141; Jesse Crawford, Decca 9056; Bing Crosby, Decca 23778; Drifters/Clyde McPhatter, Atlantic 1048; Al Hibbler/J. Pleis Ork & Chorus, Decca 30127; Ink Spots, Decca 24140; Joni James, MGM 12368; Guy Lombardo, Decca 28049; Ravens, Savoy 1540; Ethel Smith, Decca 24142; Kate Smith, MGM 10096; Statues, Liberty 55292; Ray Stevens, National Recording Corp. 063; Sister Rosetta Tharp, Decca 48119; Ernest Tubb, Decca 46186; Beto Villa, Falcon 821; Fred Waring, Decca 24500; Hugo Winterhalter, RCA Victor 0875.
17. 'TIL—Angels, Caprice 107.
18. I DON'T KNOW WHY—Linda Scott, Canadian-American 129.
19. I KNOW—Barbara George, AFO 362.
20. REVENGE—Brook Benton, Mercury 71903.
21. THERE'S NO OTHER (Like My Baby)—Crystals, Philips 100.
22. TONIGHT—Ferrante and Teicher, United Artists 373; Eddie Fisher, Seven Arts 719; Jay and the Americans, United Artists 353; Ralph Materie, United Artists 352; Felecia Sanders, Decca 31335.
23. GYPSY WOMAN—Impressions, ABC-Paramount 10241.
24. ROCK-A-HULA BABY—Elvis Presley, RCA Victor 7968.
25. LITTLE DRUMMER BOY—Johnny Cash, Columbia 41481; Jack Haloran Singers, Dot 16275; St. Patrick's Cathedral Choir, Roulette 4204; Harry Simeone Chorale, 20th Fox 121; Trapp Family, Decca 30997.
26. TOWN WITHOUT PITY—Gene Pitney, Musicor 1009.
27. BABY'S FIRST CHRISTMAS—Connie Francis, MGM 13051.
28. A LITTLE BITTY TEAR—Burl Ives, Decca 31330; Wanda Jackson, Capitol 4681.
29. IF YOU GOTTA MAKE A FOOL OF SOMEBODY—James Ray, Caprice 110.
30. THE WANDERER—Dion, Laurie 3115.

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FLYING HIGH!
GEORGE JOHNNY and the Pilots
"FLYING BLUE ANGELS"
Coed 553
COED RECORDS
1619 Broadway
New York, N. Y.

GARY U.S. BONDS
"DEAR LADY TWIST"
LEGRAND 1015
DISTRIBUTED NATIONALLY BY RUST RECORDS INC., NEW YORK CITY

JAMIE
"A THOUSAND FEET BELOW"
TERRY TYLER
Landa #769
GUYDEN RECORDS
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Todd 1066
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HONKY-TONK PIANO "Queen of the Ragtime Pianists!" Both brassy and hauntingly sentimental... ten favorites from the "good old days." CAS/CAL-684



COUNTRY MUSIC HITS* A big new album no country music buff can resist! Features sterling performances by top-drawer stars... all favorites! CAL-689

FOUR NEWLY RECORDED ORIGINALS

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VIC DANA

Dolton Records' new recording star is Vic Dana, born August 26, 1942, in Buffalo. His Dolton disk tagged "Little Altar Boy" is a solid item on the Hot 100.

The young vocalist began his career as a dancer. At the age of 9, his parents enrolled him in a dance class to help him overcome his shyness. At first he was most unenthusiastic, but after a few short weeks, when it was proved that he had talent and he began to capture all of the local amateur entertainment awards, his interest increased. When Dana was 11 years old, Sammy Davis Jr. came through Buffalo on tour and caught Dana's impromptu performance at a local night club. He was impressed enough to offer the young man a contract, but Dana's tender years made this impossible. However, Davis did succeed in convincing Dana's father that California offered greater opportunity for his talented son.

In California, Dana worked hard at his dancing and also discovered that he enjoyed singing. He soon devoted more time to singing and this change of emphasis began to pay off when he went on tour with the Fleetwoods, another successful Dolton recording group. Dana soon signed a recording contract with the label, and although his first singles released received some action, his current hot chart item should put him on the proper path to a successful recording career.

DOROTHY PROVINE

This talented and versatile young vocalist, actress and dancer has scored well in the recording field through a best selling album on the Warner Bros. label tagged "Roaring 20's." It is the sound score from the ABC-TV network series called "The Roaring 20's" that Miss Provine currently co-stars in with Rex Reason, Donald May and Gary Vinson. In the album, which has been on BMW's Top Mono LP chart for over 30 weeks, the attractive blonde proves her vocal versatility by singing not only in the style of vocalists of the era, but also in several from that carefree age—the soubrette, the razz-ma-tazz vocalist and the balladeer.



Miss Provine, born in Deadwood, S. D., January 20, 1937, went to Hollywood after picking up her diploma from the University of Washington, where she appeared in many college productions. She also appeared in summer musical theaters. In Hollywood, Miss Provine captured roles in several films and TV shows, and in April, 1959, was signed to a long-term contract by Warner Bros. studios.

Dorothy Provine now has a new "Roaring 20's" LP just released by Warner Bros. Records which should also prove to be a solid chart item.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

The new voice on KTLW, Texas City, Tex., is Roy Jones, who conducts "Texas City Hayride" each afternoon at 3:30, Monday through Friday. . . . Erwin Davis, of WLLY Radio, Wilson, N. C., typewrites that he programs six hours of country music per week and is in need of programming material. . . . "The response to a Lions Club-sponsored 'Grand Ole Opry' troupe here recently has inspired us to increase our hours of country and western music," writes Byron Zurn, manager of KDMA, Montevideo, Minn. "However," continues Zurn, "we've found that we badly need new country and western releases to accomplish this." KDMA is a 1,000-watt in Western Minnesota.

"After programming the good sound for two years, things are brilliant and the future looks bright," writes Ken Speck, of Station WCNS, Canton, Ohio. "A local appliance firm was happy to pick up the tab for a Bill Anderson performance. Bill drew tremendous crowds and the firm sold 28 major appliances in three hours. As a follow-up, a major food market and discount house decided to try one remote broadcast of c.&w. music and in two days, believe it or not, his cash registers tolled \$28,000. Needless to say, he is absolutely sold on our good, country music. This success

was achieved without the corn-cob, jug-sucking, down-home, old-fashioned format. My 'Kissin' Kuzzin' show runs two hours daily, is sold out, and is a fast, format-paced type of presentation. It is similar to the Top 40 bit, but I don't scream; just sell. In closing, chalk another success for good music. Over 5,000 fans turned out recently at Memorial Auditorium here for a show headed by LeRoy Van Dyke, Faron Young, Webb Pierce, George Hamilton IV, Crazy Elmer, Darrell McCall and the Deputies and Skeeter Davis. The group put on the finest c.&w. show ever witnessed here."

Deejay copies are available on Danny Harrison's new EP just released in England by Esquire Records. Put your request on your station's letterhead and address it to Joanne Harrison, Box 27, Man, W. Va. . . . Copies of Ed (Tex) Belin's first Del-Ray Records release, "Live and Let Live" b.w. "I'm Falling in Love Again," may be obtained by writing to Belin's manager, Howard Vokes, Vokes Music Publications, New Kensington, Pa. . . . Tom Reeder, general manager and deejay at WARI Radio, Abbeville, Ala., booked Bill Phillips for the December 22-24 period at the Bonfire

(Continued on page 32)

**PROGRAMMING
PANEL**

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.

THE QUESTION

What is your favorite programming or promotional gimmick for the New Year holidays?

THE ANSWERS

AUDIE ASHWORTH
WKDA, Nashville

New Year's is a time for beautiful memories and nothing spawns beautiful memories like hit songs. Listeners of my New Year's Day "Big Sound Show" will call the plays as I present "My Most Unforgettable Big Sound of '61." Each record, a hit from 1961, will be introduced via pre-taped beepers, with the listener telling why the tune is their most "Unforgettable Big Sound of '61."



JOE MURRAY
WFMV, Richmond, Va.

Our special programming feature for New Year's Day will be a year-end review of the best motion picture themes, outstanding stereophonic recordings of semi-classic and classical records, folk and jazz. Since WFMV is Richmond's first and only FM stereo-multiplex station, an added highlight to our year-end programming will be a review of the best stereo albums released during 1961.



LARRY KILBURN
KPOJ, Portland, Ore.

The playing of top hits of the past year is still a solid New Year's programming favorite. Interspersed with the 1961 hits, the biggest hits of each of the past few years promotes nostalgic memories in your audience. Most people associate a song with events that happened in one's life at the time the song was popular, therefore the playing of a past hit brings back memories to the listener.



STEVE ALL
WFBE-FM, Flint, Mich.

Too many broadcasters have become blasé to holiday programming. The holidays give us a chance to "special program," to throw out the old format and—for that day—try something new. I have always wanted to call people at random out of the phone book and ask them, "What are your personal feelings for the past year—and your future hopes?" Naturally these would have to be screened and by "beeper" phone.

VOX JOX

GIMMIX: Greater love hath no listener than to name his child after his favorite station. It actually happened when Station KTUL, Tulsa, Okla., changed its call letters to KELI last month and offered \$100 and a layette to the first family naming its baby Keli. A birth certificate had to accompany the entry to make sure the namesake was official. . . . Donald Novak, director of 5 Star Record Hops, Amsterdam, N. Y., has celebrated his third anniversary in the disk hop field. He promotes teen-dances with local deejays as emcees. . . . West Coast record promoter Irwin Zucker is intrigued by the current practice (by stations) of tagging jocks by "cute names." For example, says Zucker, KFWB, Hollywood, now refers to its jocks as "them good guys" in promo bits; while KOL, Seattle, refers to its spinners as "the terrible tigers."

CHANGE OF THEME: Bill Calder, formerly with WEBR, Buffalo, has joined WINZ, Miami, in the 2-6 p.m. time period. . . . Station WCOP-FM, Boston, celebrated its first anniversary this month as New England's only 24-hour-a-day classical music FM outlet. The station is also the area's only 100 per cent tape-recorded and completely automated station, with managing director Dick Turner handling every task except the engineering. . . . Larry Barwick, former "Night Creature" at KOMA, Oklahoma City, has joined KFDA, Amarillo, Tex., as program director. Also new at KOMA is deejay Charlie Pro.

New staffers at WNOR, Norfolk, are: John William Murray, operations manager; Jim Stanley, program director. . . . Station WEOK-FM, Poughkeepsie, N. Y., went on the air December 18. The outlet will simulcast with WEOK-AM during the day and carry separate programming from 4:30 p.m. to midnight—uninterrupted segments of music with 60-second newscasts on the quarter-hour. . . . Dick Read has succeeded Bill Koffury as program director of KACY, Ventura, Calif. Koffury is moving to KRLA, Pasadena, Calif. . . . Freeman Hover has moved from KEYZ, Williston, N. D., to the newsroom at KRIZ, Phoenix, Ariz.

Herb Oscar Anderson, WABC, New York, subbed for Don McNeill on the ABC network show "Breakfast Club" from December 27 through January 1. Daniel P. Weing, formerly general manager of WPRO, Providence, has been named president and a director of WPAT, Paterson, N. J. Both outlets are Capitol Cities Broadcasting Corporation stations. . . . New line-up at WCRO, Johnstown, Pa., is as follows: Tom Murphy, 5:30-10 a.m.; Tom Daren, 10 a.m.-1 p.m.; Murphy, 1-3 p.m.; John Rubal, 3-8 p.m.; Mark Roberts, 8 p.m.-1 a.m.

Joe Cox has joined WIOU, Kokomo, Ind. . . . John C. Moler, vice-president and general manager of Storer Station WIBG, Philadelphia, will become general manager of Storer's new Station WMGM, New York, early in January. . . . Judy Kaufman has joined the publicity-promotion department at WERE, Cleveland. . . . New staffers at WTAP, Parkersburg, W. Va., include Ted Cramer, program director; deejay Ed Flynn, and music director Jerry Rutherford.

Jerry Bennett, formerly with KLAD, Klamath Falls, Ore., has taken over the afternoon slot at KFIV, Modesto, Calif., starting January 1. At the same time the station will resume 24-hour-a-day programming, making it the only full-time station in the San Joaquin Valley. . . . Randy Hall, KDKA, Pittsburgh, married model Allie Short November 25. . . . Doty Abbott, WHER, Memphis, was thrilled to hear Garry Moore talking about her all-girl station on his CBS radio show this month. He read a letter Miss Abbott had written, after Moore had told his listeners he had never heard of an all-femme station.

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 10 years ago this week. Here's how they ranked on Billboard's charts then:

**POP—5 Years Ago
January 5, 1957**

1. Singing the Blues, G. Mitchell, Columbia
2. Green Door, J. Lowe, Dot
3. Love Me Tender, E. Presley, RCA Victor
4. Blueberry Hill, F. Domino, Imperial
5. Just Walking in the Rain, J. Ray, Columbia
6. True Love, B. Crosby-G. Kelly, Capitol
7. Love Me, E. Presley, RCA Victor
8. Banana Boat Song, Terriers, Glory
9. Rose and a Baby Ruth, G. Hamilton IV, ABC-Paramount
10. Rock-a-Bye Your Baby, J. Lewis, Decca

**POP—10 Years Ago
January 5, 1951**

1. Cry, J. Ray, Okoh
2. Shrimp Boats, J. Stafford-P. Weston, Columbia
3. Slow Poke, Pee Wee King, RCA Victor
4. Little White Cloud That Cried, J. Ray, Okoh
5. Sin, E. Howard, Mercury
6. Cold, Cold Heart, T. Bennett-P. Faith, Columbia
7. Jealousie, F. Laine, Columbia
8. Down Yonder, Del Wood, Tennessee
9. Tell Me Why, Four Aces-A. Alberts, Decca
10. Charmaine, Mantovani, London

RHYTHM & BLUES—5 Years Ago—JANUARY 5, 1957

- Blueberry Hill F. Domino, Imperial
Since I Met You Baby, I. J. Hunter, Atlantic
Ain't Got No Home, C. Henry, Argo
Jim Dandy, L. Baker, Atlantic
You Got Me Dizzy, J. Reed, Vee Jay

- Oh What a Night, Dels, Vee Jay
Blue Monday, F. Domino, Imperial
Slow Walk, S. Austin, Mercury
I Feel Good, Shirley & Lee, Aladdin
Love Me Tender, E. Presley, RCA Victor

from the big box-office winners...

THE BIGGEST MOVIE ALBUM OF THEM ALL!

08 8553



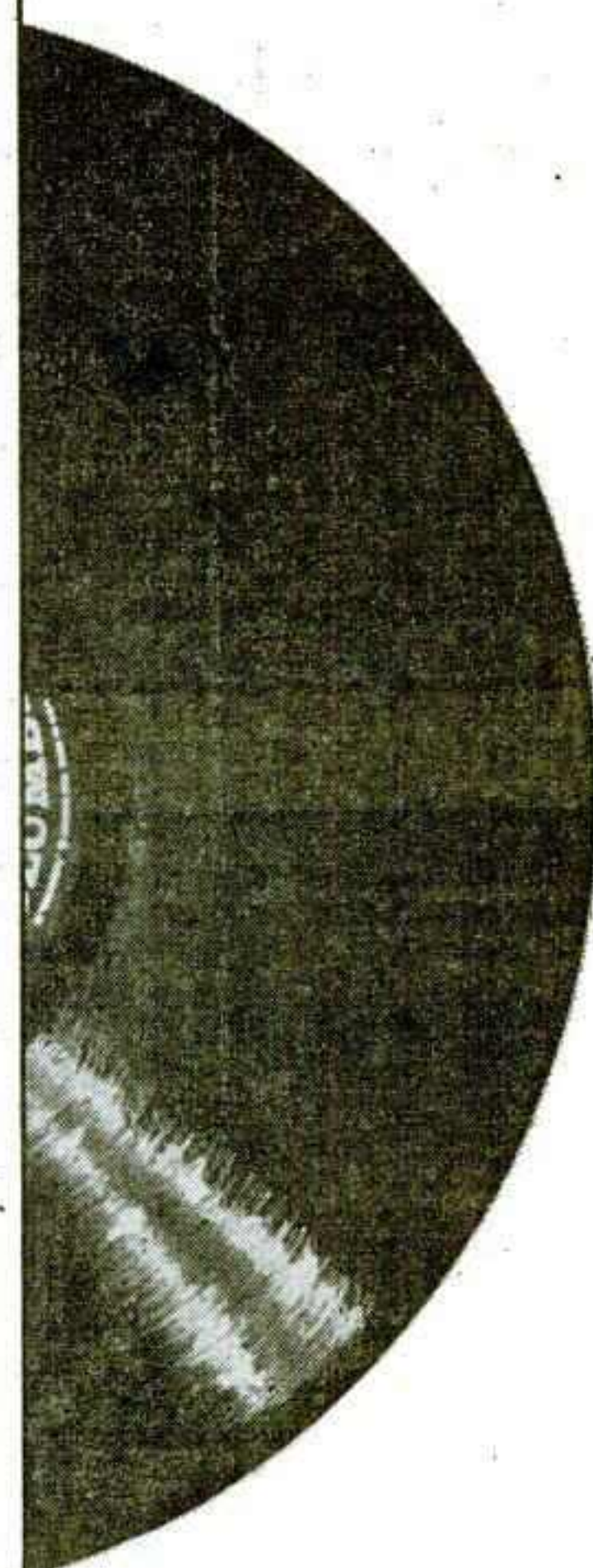
LOVE
THEME
FROM
THE
MOTION
PICTURE

El Cid & moon river

THE
THEME
FROM
BREAKFAST
AT
TIFFANY'S

Jerry Murad's Harmonicats

LA DOLCE VITA • THE GUNS OF NAVARONE • COME SEPTEMBER
NEVER ON SUNDAY • TENDER IS THE NIGHT • AROUND THE
WORLD IN 80 DAYS • LOVE IS A MANY-SPLENDORED THING
EXODUS • OVER THE RAINBOW • MARIA from WEST SIDE STORY



CL 1753 / CS 8553*

COLUMBIA RECORDS



*Stereo

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FOR INVENTORY AND PROGRAMMING

TOP LP's BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard insert. Those LP's listed in bold face and capital letters are on the chart nine weeks or less.

■ VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Male Vocalists

- Paul Anka Sings His Big 15 (ABC) 49
- **BIG BAD JOHN (COL)**..... 42
- Belafonte at Carnegie Hall (RCA) (20) 66
- **CHUBBY CHECKER/BOBBY RYDELL (CAMEO)**.. 15
- Come Swing With Me (Cap) 74
- Dance Till a Quarter to Three (LeGrand) 137
- Bobby Darin Story (Atco) 115
- **DO THE TWIST (ATL)**..... 70
- **DOIN' THE TWIST AT THE PEPPERMINT LOUNGE (ROULETTE)** 12
- **ELVIS' CHRISTMAS ALBUM (RCA)**..... 149
- **FOR TWISTERS ONLY (PARK)** 50
- Heavenly (Col) 86
- Hell Bent for Leather (Col) 95
- Buddy Holly Story (Cor) 57
- Hymns (Cap) 99
- **I REMEMBER TOMMY (REP)** (6) 5
- Johnny's Greatest Hits (Col) 40
- Jump Up Calypso (RCA) (13) 21
- **LANZA SINGS CHRISTMAS CAROLS (RCA)**... 79
- Let's Twist Again (Park) 46
- **MERRY CHRISTMAS (DEC)** (29) 39
- **MERRY CHRISTMAS (COL)** 31
- Moody River (Dot) 134
- My Kind of Girl (War) 111
- Nice 'N' Easy (Cap) 148
- Portrait of Johnny (Col) (27) 9
- Jimmy Reed at Carnegie Hall (V-J) 110
- Rick Is 21 (Imp) 127
- **RUNAROUND SUE (LAURIE)** 32
- **SEASON'S GREETINGS FROM PERRY COMO (RCA)** (45) 131
- Sinatra Swings (Rep) (50) 124
- **STAR CAROL (CAP)** 129
- Twist (Park) 16
- **WHITE CHRISTMAS (DOT)** (46)
- **YOUR TWIST PARTY (PARK)**..... 4

Female Vocalists

- All the Way (Dec) 104
- **JOAN BAEZ, VOL. II (VAN)** 29
- Basin St. East Proudly Presents Miss Peggy Lee (Cap)..... 108
- **A CHRISTMAS OFFERING (LON)** 55
- Connie's Greatest Hits (MGM) 102
- **ELLA IN HOLLYWOOD (VERVE)** 35
- Judy at Carnegie Hall (Cap) (7) 8
- Never on Sunday (MGM) 33
- Roaring 20's (WB) 96
- **SEPTEMBER IN THE RAIN (MER)** 63
- **SWEET LITTLE JESUS BOY (COL)** 150
- This Little Boy of Mine (Ever) 143

Duos and Groups

- **BROTHERS FOUR SONG BOOK (COL)** 71
- **CHRISTMAS WITH THE LENNON SISTERS (DOT)** 123
- Colorful Ventures (Doli) 147
- Encore of Golden Hits (Mer) 41
- Four Preps on Campus (Cap) 90
- Goin' Places (Cap) 103
- Here We Go Again (Cap) 116
- Highwaymen (UA) 133
- Kingston Trio (Cap) 128
- Kingston Trio Close Up (Cap)..... (16) 10
- Limeliter (Elektra) 105
- Slightly Fabulous Limeliter, The (RCA) (15) 24
- Tonight in Person (RCA) 45

Choruses

- **CHRISTMAS SING ALONG WITH MITCH (COL)** (10) 18
- Fireside Sing Along With Mitch (Col) 85
- Folk Song Sing Along With Mitch (Col) 138
- Happy Times Sing Along With Mitch (Col) 141
- **HOLIDAY SING ALONG WITH MITCH (COL)** (4) 3
- Memories Sing Along With Mitch (Col) 77
- More Sing Along With Mitch (Col) 83
- Saturday Night Sing Along With Mitch (Col) 126
- Sentimental Sing Along With Mitch (Col) 136
- Sing Along With Mitch (Col) (17) 26
- **SING WE NOW OF CHRISTMAS (20TH FOX)**. 130
- **THE SPIRIT OF CHRISTMAS (COL)** 122
- TV Sing Along With Mitch (Col) (34) 53
- Your Request Sing Along With Mitch (Col) (21) 22

Mixed Voices

- **MURRAY THE "K's" BLASTS FROM THE PAST (CHESS)** 51
- Murray the "K's" Sing Along With the Original Golden Gassers (Rou) 145
- Oldies But Goodies, Vol. I (OS) 64
- Oldies But Goodies, Vol. III (OS)..... 84
- Sixty Years of Music America Loves Best, Vol. III (Popular) (RCA) 69

■ CLASSICAL & SEMI-CLASSICAL LP's

- Rodgers: Victory at Sea, Vol. III (RCA) (37) 112

Title (Label) (Stereo) Mono Top LP Rank

- Sixty Years of Music America Loves Best, Vol. III (Classical) (RCA) 132

■ INSTRUMENTAL LP's

Mood and Dance

- **BERLIN MELODY (DOT)** (43) 44
- **BIG BAND PLAYS BIG HITS (LIB)**..... 65
- Calcutta (Dot) 37
- **CHRISTMAS MUSIC (LON)** (39) 54
- **CHRISTMAS TIME (KAPP)** 140
- **CHRISTMAS WITH CONNIFF (COL)**..... (30) 76
- Ebb Tide and Other Instrumental Favorites (Dec)..... (22) 68
- **FERRANTE & TEICHER, LOVE THEMES (UA)** (23)
- Golden Waltzes (Dot) (44) 78
- Italia Mia (Lon) 88
- **MEXICO (MONU)** 114
- **MOON RIVER (DOT)** 120
- New Piano in Town (RCA) 58
- **OLD SWEET SONG OF CHRISTMAS (COL)**... 135
- Orange Blossom Special and Wheels (Dot) 139
- Satin Affair (Cap) 144
- **SILENT NIGHT & 13 OTHER BEST LOVED CHRISTMAS CAROLS (DOT)**..... 125
- Somebody Loves Me (Col) (19) 59
- Stars for a Summer Night (Col) (26) 100
- Yellow Bird (Dot) (24) 27
- Yellow Bird (Life) 98

Jazz

- **BEST OF THE DUKES OF DIXIELAND (AUDIO FIDELITY)** (18) 62
- Miles Davis, In Person Friday Night at the Blackhawk, San Francisco, Vol. I (Col) 106
- Dreamstreet (ABC) 142
- Exodus to Jazz (V-J) 121
- Pete Fountain's New Orleans (Cor) 146
- Genius of Ray Charles (Atl) 75
- Genius Plus Soul Equals Jazz (Impulse) 87
- **GENIUS SINGS THE BLUES (ATL)** 73
- **TIME FURTHER OUT (COL)** 52
- Time Out (Col) (11) 13
- What'd I Say (Atl) 101

Percussion and Sound

- **50 GUITARS GO SOUTH OF THE BORDER (LIB)** (47)
- Melody and Percussion for Two Pianos (Lon) (33)
- Pass in Review (Lon) (35)
- **PERCUSSION TWENTIES (LON)** (48)
- Persuasive Percussion, Vol. I (Com) (12)
- Stereo 35/MM (Com) (1)

■ SHOW MUSIC

Original Cast

- Camelot (Col) (5) 6
- Carnival (MGM) 48
- Fiorello (Cap) 92
- **HOW TO SUCCEED IN BUSINESS (RCA)**.. (41) 23
- **KEAN (COL)** 89
- **MILK AND HONEY (RCA)** (14) 20
- My Fair Lady (Col) 28
- **SAIL AWAY (CAP)** 36
- Sound of Music (Col) (8) 7
- South Pacific (Col) 81
- West Side Story (Col) (28) 19

Sound Track

- Ben-Hur (MGM) 107
- Blue Hawaii (RCA) (2) 1
- Exodus (RCA) (32) 60
- **FLOWER DRUM SONG (DEC)** 80
- G. I. Blues (RCA) (49) 67
- **KING OF KINGS (MGM)** (31) 56
- Never on Sunday (UA) (42) 34
- South Pacific (RCA) (38) 119
- **WEST SIDE STORY (COL)** (9) 14

Music From Musicals, Films and TV

- Breakfast at Tiffany's (RCA) (3) 2
- Film Encores (Lon) 118
- Great Motion Picture Themes (UA) (25) 82
- Music From Exodus and Other Great Themes (Lon) ... 93
- **WEST SIDE STORY (CAP)** (36) 47
- **WEST SIDE STORY (UA)** (40) 30

■ COMEDY LP's

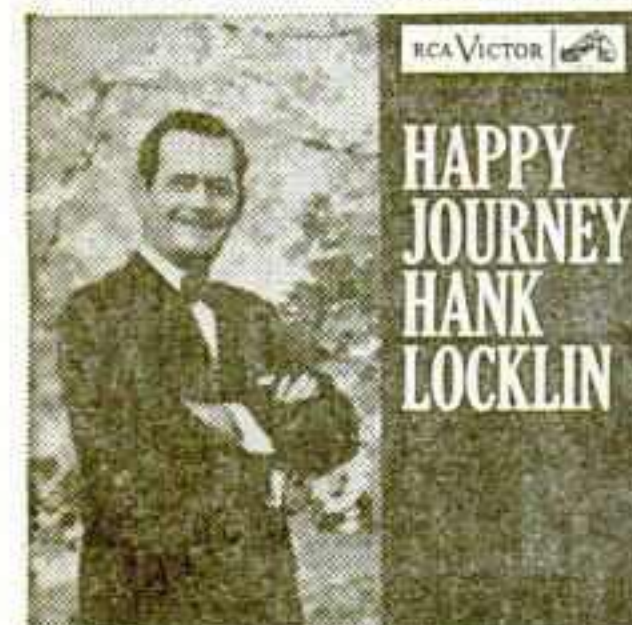
- Ain't That Weird? 113
- Behind the Button-Down Mind of Bob Newhart (WB) . 17
- Button-Down Mind of Bob Newhart (WB) 43
- Button-Down Mind Strikes Back (WB) 117
- Here's Jonathan (Verve) 91
- Jose Jimenez at the Hungry i (Kapp) 38
- **JOSE JIMENEZ, THE SUBMARINE OFFICER (KAPP)** 109
- Knockers Up (Jub) 11
- Moms Mabley at the Playboy Club (Chess) 72
- Moms Mabley at the UN (Chess) 97
- **A PERSONAL APPEARANCE (VERVE)** 25
- Sinsational (Jub) 61
- **RUSTY WARREN BOUNCES BACK (JUB)** 94

() Positions in parenthesis indicate relative sales strength of stereo LP's

NEW HITS!

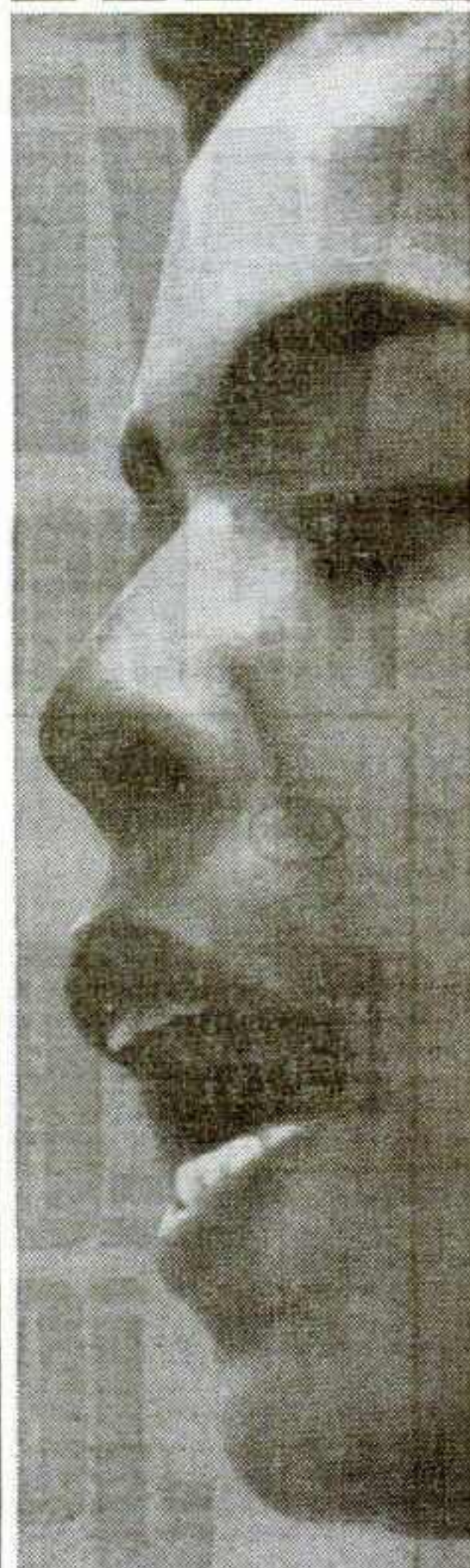


HANK LOCKLIN "Happy Journey." Strong beat and select chorus back Hank's melodic country tenor to produce more of that ever-popular, fast-selling Nashville sound. His tours and magnetic personality assure big play. "I Need You Now," "Johnny, My Love," others. LPM/LSP-2464

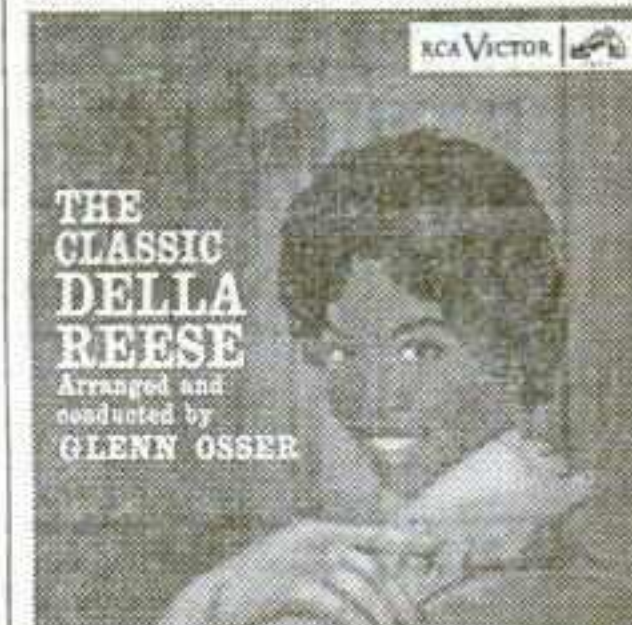


AVAILABLE IN LIVING STEREO AND MONAURAL HI-FI
RCA VICTOR
The most trusted name in sound

NEW HITS!



DELLA REESE "The Classic Della." The gal with the very special delivery swings out with top pop favorites based on tunes from the classicists. "Moon Love" — Tchaikovsky, "Till the End of Time" — Chopin, "My Reverie" — Debussy... and every one is big play! LPM/LSP-2419



AVAILABLE IN LIVING STEREO AND MONAURAL HI-FI
RCA VICTOR
The most trusted name in sound

Mercury Plan Includes 1962 Sound LP's Line

• *Continued from page 5*

roy Van Dyke and Carl Stevens. The release includes jazz albums by Roland Kirk and Erroll Garner. Josh White is the folk entry and Claude Gray is represented by a country package.

The classical release includes packages by Fennell and the Eastman - Rochester Orchestra, Antal Dorati and the London Symphony and Paul Paray and the Detroit Symphony.

"Operation Gold Seal" entails a 15 per cent merchandise bonus exclusive of "Galaxy 30" and "Music in Depth" albums. On general catalog items—exclusive of Wind product—for every 100 LP's or EP's purchased, 15 in a like category will be shipped at no charge.

Where credit warrants, payment may be made in equal amounts February 10, March 10 and April 10. All product purchased will be 100 per cent exchangeable during the last 15 days in May. Balance of the product purchased under the plan will receive the usual 10 per cent exchange.

Merchandise-wise, Mercury expects to make the biggest push in its history to promote "Operation Gold Seal." Window displays, counter merchandisers and other point of sale material will be matched by promotion at the consumer level. The ad budget is reported the biggest in the label's history, encompassing trades and national magazines.

GEMA Royalty Drive

• *Continued from page 5*

aggressive approach the German copyright organization employs, an approach from which foreign composers, authors and publishers profit equally with their German counterparts. Therefore, GEMA feels justified in demanding that ASCAP and other foreign performing rights groups show comparable zeal in their harvesting of royalties.

Aside from the question of royalty collections, the Germans are also becoming increasingly nettled by the anti-German bias shown this country's music in certain music marts.

NEW YORK — Meredith Willson has penned a tune called "Chicken Fat" for the President's Council on Youth Fitness. Stu Ostrow, the Broadway producer, who is a member of the entertainment wing of the council, has supervised a recording of the tune.

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-phono dealers. A different price group is published in this chart each week.

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 dealer. Only manufacturers earning 3% or more of the total dealer points are listed below.

BEST SELLING TRANSISTOR RADIOS

Pos. This Issue	Pos. 9/25/61 Issue	Brand	% of Total Points
1	2	Zenith	15.8
2	4	Motorola	10.5
3	5	Channel Master	8.6
4	3	RCA Victor	7.6
5	1	Magnavox	7.3
6	—	Hitachi	5.0
7	—	Philco	4.8
8	8	Sony	4.7
9	—	Webcor	4.0
10	6	Toshiba	3.7
11	—	General Electric	3.6
		Others	24.4

BEST SELLING CLOCK RADIOS

Pos. This Issue	Pos. 9/25/61 Issue	Brand	% of Total Points
1	1	RCA Victor	23.9
2	2	Zenith	19.1
3	4	Motorola	17.5
4	3	General Electric	12.9
5	5	Westinghouse	6.8
6	6	Philco	5.9
7	—	Granco	3.5
8	—	Emerson	3.3
		Others	7.1

how many key executives will be saved?

how many experienced secretaries will be saved?

how many valued clerks will be saved?

how many skilled workers will be saved?

THINK OF CANCER... IN TERMS OF YOUR EMPLOYEES

ONE IN FOUR OF YOUR EMPLOYEES WILL DEVELOP CANCER at some time in their lives, according to latest estimates. Far worse, many of them may die needlessly unless they know how to guard themselves against cancer.

For example, too few men and women realize that colon and rectal cancers can be detected at such an early stage that three out of four patients could be saved.

Too few women realize that uterine cancer can be detected at such an

early stage that nearly 100% could be cured.

In fact, too few Americans realize that these and many other types of cancer can be detected at early, curable stages in the course of a thorough health checkup.

Whether you have a few or many employees, call or write to your Unit of the American Cancer Society for information about a free employee education program, geared to your particular factory or office.

AMERICAN CANCER SOCIETY



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.

LIBERTY—Expires January 9, 1962. Started November 27, 1961. "Vee Plus Ventures Equals Volume!" Ten per cent cash discount on Liberty's Bobby Vee "Take Good Care of My Baby" LP and the Dolton LP of "Twist With the Ventures."

PRESTIGE—Extended thru January 31, 1962. Started November 4, 1961. Buy seven LP's and receive one LP free. Plan is on entire 7000 series.

MERCURY—Expires February 15, 1962. Started January 1, 1962. Operation Gold Seal. Fifteen per cent merchandise bonus. On general catalog items (exclusive of Wing merchandise) 100 LP's or EP's purchased will allow 15 in a like category to be shipped at no charge. All merchandise purchased under Operation Gold Seal, which is represented in the new January release, will be 100 per cent exchangeable during the last 15 days in May. The rest of the product purchased under the plan will receive usual 10 per cent exchange. "F: 35d" product will be exchangeable on a dollar basis for any LP in the Mercury catalog.

TIME—No expiration date. Started November 1, 1961. Entire Series 2000 catalog will be available on a buy six-get-one-free basis.

MONITOR—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4, Beethoven Piano Concerto No. 4 in C, Gilels, Piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.

CONCERT-DISC—No expiration date. Started September 25, 1961. Complete catalog including new releases offered on a one-free-every-five-purchased basis. Label's "Success in Life" and "The Businessman's Record Club" series available at 10 per cent discount.

NEW DEALER PRODUCTS

Display Hangs or Stands

Needles and accessories get prominent display in a new counter unit being introduced by the Jensen Company of Forest Park, Ill. The unit is called the Tri-Rack and, as its name indicates, has three sides. It stands 14 inches high on a 7-inch base, or it can be opened and hung against the wall. Four sapphire Dyna-Points, four diamond Dyna-Points and four each of record brush, inserts, and 45 r.p.m. spindle accessories can be hung from peg hangers on the unit. A free barometer will be given to each dealer or distributor ordering the Tri-Rack.



Radio Has Sunburst Face



Among the new Motorola clock radios being introduced for 1962 is this C23. The set has a sunburst face, control knobs finished in gold, full feature timer, level-operated controls and is available in either two-tone pink; white and beige or two-tone blue. The suggested retail price is \$29.95.

Console With FM Stereo

The new Admiral 4462 has an FM-AM tuner with built-in FM stereo and neon beacon light to indicate when a station broadcasting in FM stereo is tuned in. Audio control center has separate bass and treble tone controls, balance control and AFC. The set also has simulated drawers with brass-plated pulls incorporated into its modern styling. The set also has four matched speakers in one unit cabinet. The changer in the set is, of course, of the four-speed variety.



Tapered Cartridge Tape Head



Michigan Magnetics, Inc., Vermontville, Mich., has introduced this four-track stereo record and playback head specifically designed for use in cartridge tape machines. The 5QT17 head has a tapered profile which permits ease of insertion on cartridge tape. The specifications, except for the tapered line of the unit, of course, are identical with those of the 5Q17 made by the same company.

A 'Famous Name' Stereo Console

One of the current Zenith stereo consoles, finished in Danish styling, is called the Sibelius. The set carrying the famous composer's name is an all-new AM stereo FM radio-record playing unit with extended reverberation. The set can tune new stereo FM broadcasts as well as conventional FM and AM programs. It has a six-speaker sound system with the custom Zenith changer. Other features include lift lid cabinet and compartment light. There are



two versions of the set in walnut veneers, blond oak veneers or oak solids.

when answering ads . . .

Say You Saw It in Billboard Music Week

WITH THE COUNTRY JOCKEYS

Continued from page 28

Club, Gordon, Ala. Bill's recording of "The Outsider" is No. 1 on Tom's Top 10. Reeder also reports heavy action on Loretta Lynn's "The Girl That I Am Now," the Browns' "Alpa and Omega," Hawkshaw Hawkins' "Twenty Miles From Shore" and Dick Flood's "Hellbound Train."

Marty Roberts, who whirls the country wax at WJZ, Decatur, Ill., reports that the station has just scheduled another hour of country music in the afternoon from 2-3 p.m., and invites c.&w. artists in the area to drop around and talk about their records. "This is the first time in over 10 years that we've had country music in the afternoon," writes Roberts, "and the reason for the change is advice from the agency boys. You can really feel the trend to country music around here." The February issue of *Movie Mirror* carries a full-page spread of the Marty Roberts story.

Southern California country music fans were a trifle shook up on a recent weekend when San Diego's XEGM switched to classical music for the Saturday and Sunday period to promote the "big difference" in sound coming on Monday. The country fans on Monday were treated to a newer, brighter country music format and also the return of Buck Wayne to join Smokey Rogers, Al Gordon, Lee Harris and Bud Crowder on the station's platter-spinning staff. . . . Deejay samples of the Dillard Brothers' new bluegrass record, "Mama Won't Allow" b.w. "Highway of Sorrow," may be had by writing to John Capps, K-Ark Records, P. O. Box 2724, Soular Station, St. Louis.

LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

FLOWERS FOR DEEJAYS: Capitol Records reports a timely gimmick devised by the label's Los Angeles wing. The branch promotion man sent bouquets of flowers to local deejays. The blossoms of the flowers were cut off, leaving only bouquets of stems. A card attached asking "Where Have All the Flowers Gone?" served to remind the deejays to play this new Capitol wax by the Kingston Trio.

HOT CHECKER-RYDELL LP: Cameo Records' LP, "Chubby-Checker-Bobby Rydell," captured the attention of dialers in the Seattle area recently through the efforts of Chris Lane, program director at Station KAYO, Seattle. Lane and the station's deejays proclaimed the potent package as their "sound discovery" of the hour. The jockeys played one band an hour every hour for the 24 hours the station was on the air. Audience reaction? Program Director Lane says: "The response to this has been the greatest I have ever seen." After only three weeks on the BMW Top Mono LP Chart the Checker-Rydell LP moves into the No. 15 slot this week.

TALENT WANTED: Deejay Ronnie Cash, WJET, Erie, Pa., writes: "If you know of talent traveling between Cleveland and Buffalo (Erie, Pa., is between the two), please let me know. A new series of hops just getting under way for me."

MUSIC AS WRITTEN

Continued from page 21

stage in conjunction with their first movie, "Twist Around the Clock." . . . The Gaylords have a January 15 date at the Holiday House night club, to be followed by Tommy Edwards on January 29 and the Delta Rhythm Boys on February 18.

Kiki Paige, the featured songstress at the Horizon Room, disclosed that her first platter, "Crazy New Love" backed with "Your Girl" will be released early next month on the GNP label. . . . George James of nearby Cannonsburg, one of the Four Coins, current at Holiday House, and his wife, Helen, cradled a daughter on December 19 in Cannonsburg.

William Tallant, national sales manager of Capitol Records, and Max Calison, regional sales manager, spent two days here looking over the local situation. . . . Taking off fast here is the platter, "Bone Crackers," featuring Johnny and the Debonaires on the Fenway label.

Roberta Peters, the RCA Victor diva, will star in the Pittsburgh Opera's next production of "Lakme" at the Syria Mosque on January 18 and 20 under the direction of Richard Karp. Supporting roles go to Nicolai Moscona and Frank Valentino. . . . Distributor Ben Herman reports a satisfying demand for Pittsburgh Symphony Orchestra albums on the Command label following national rave reviews for Maestro William Steinberg and his musicians.

Jerry Holmes and the Ink Spots are back at the Vogue Terrace night club through December 31. . . . Cee Cee Joy, local songstress formerly under contract to Columbia Records, is now attending the Carnegie Tech Music School. She's spending the holidays in New York seeking new record material.

Breaking out fast here is "I'm Blue" by the Ikettes on the Atco label. . . . Jim Winston, Columbia branch manager, is beaming over the big December business of his company paced by the Mitch Miller Christmas album and "West Side Story." . . . Also zooming here is "Walking Cane" by Jimmy Duke for 20th Century. Leonard Mendlowitz.

Boston

Marv Tabolsky, former musical director at Radio Station WBZ, and previously with Storyville, has become sales and promotion representative for the East Coast for Kapp Records. . . . Joe Smith, former WVDA deejay is now national promotional manager for Warner Bros. Records. . . . Milt Rogers ("Let's Go Tripping"), in from Los Angeles to give a boost to Dot's Lennon Sisters, got them nice exposure at the Boston Common Christmas Festival. . . . Annette in town promoting Disneyland "Babes in Toyland" which is packing them in at the big Metropolitan Theater. Her Vista platter of "Dreaming About You" also getting good play here.

Vic Dana's "Little Altar Boy" on Liberty challenging the top ones in the Christmas sweepstakes. . . . A leading discount house and a top department store are fighting it out with LP's at \$2.40 while the small dealer stands by gritting his teeth.

Bert Johnson of Dumont Distributors enthusiastic about Roulette label's "Hey, Let's Twist," by Joey Dee. In fact he was so taken with it that he spent Christmas Day twisting with his two teen-age daughters. . . . Bob Taylor of Capitol Records laid low with the flu; his kids caught it and gave it to him just in time to spend Christmas in bed. . . . Bruce Hinton of Dale Enterprises went back home to Indiana for the holidays. . . . Herb Dale of that firm finding the Shirelles' Sceptre label "Baby It's You" a good Christmas boost for the company.

Philadelphia

Art Wendel, a territorial band favorite for many years, leaves the music business for a West Coast business career. John Barr, one of the original members, takes over the band. . . . Harry Fink of A & L Distributors, announced that the company is the sole area distributor for the Bing Crosby Enterprises. . . . Alfred Cini has set up an Alana Music Publishing Company. . . . Charlie Gaines, vet trumpet-maestro, was elected president of Local 274, AFM, local Negro musicians' union, for a two-year term, with Paul Mack elected vice-president; Joseph Thomas, secretary; Frankie Fairfax, assistant secretary, and Lynwood Johnson, treasurer. . . . Thomas Fausto and Milton Malish have teamed up to form Mali Record Company and an affiliated Deb-Ann Music Publishing Company.

Maurie H. Orodener.

Capitol Reorganizes

Continued from page 5

tion, EMI-U. S. will aggressively pursue government and military sales of its electronics equipment. It can also be expected to move into the educational field with electronics-teaching machines and audio visual aids through its general communications division.

The mail order operation will be headed by Ron Beryl as product manager, and Bruce Rozet will continue to helm electronics as its product manager. Both will report to Bonbright and will have the full responsibility of achieving the business and profit objectives of their

respective fields. The corporate development and market analysts will report directly to Bonbright.

Purpose of Capitol's structural split into two major entities, according to Wallichs, is to provide the firm with streamlined corporate organizations, each capable of pursuing its own aims as more tightly knit, hard-hitting teams. It also serves to reduce the number of executives who will report directly to CRI President Wallichs. In addition to Bonbright and Livingston, others who will report to Wallichs include CRI General Counsel and Secretary Bob Carp, General Controller and Treasurer Walter Theiss and Industrial Relations Director Richard Quinn.

CHART TOPPERS

Hot 100 for 1961

Top sides of the year

(A recapitulation of Billboard Music Week's weekly Hot 100 chart for the period January through November, 1961. Note: Certain sides reached their highest level late in 1960 or had not yet reached this level at cut-off time this year—their positions, in these few instances, do not necessarily reflect their full or total popularity.)

Pos.	Title, Artist & Label	Pos.	Title, Artist & Label	Pos.	Title, Artist & Label
1.	Tossin' and Turnin' Bobby Lewis, Beltone	35.	Apache Jorgen Ingmann, Atco	69.	Those Oldies But Goodies Caesar and the Romans, Del Fi
2.	I Fall to Pieces Patsy Cline, Decca	36.	Don't Bet Money Honey Linda Scott, Canadian-American	70.	The Fly Chubby Checker, Parkway
3.	Michael Highwaymen, United Artists	37.	Without You Johnny Tillotson, Cadence	71.	(Marie's the Name) His Latest Flame Elvis Presley, RCA Victor
4.	Cryin' Roy Orbison, Monument	38.	Wings of a Dove Ferlin Husky, Capitol	72.	Wonderland by Night Bert Kaempfert, Decca
5.	Runaway Del Shannon, Big Top	39.	Little Sister Elvis Presley, RCA Victor	73.	Bless You Tony Orlando, Epic
6.	My True Story Jive Five, Beltone	40.	Blue Moon Marcel's, Colpix	74.	I've Told Every Little Star Linda Scott, Canadian-American
7.	Pony Time Chubby Checker, Parkway	41.	Daddy's Home Shep and the Limelites, Hull	75.	One Track Mind Bobby Lewis, Beltone
8.	Wheels String-A-Longs, Warwick	42.	This Time Troy Shondell, Liberty	76.	Angel Baby Rosie and the Originals, Beltone
9.	Raindrops Dee Clark, Vee Jay	43.	I Don't Know Why But I Do Clarence (Frogman) Henry, Argo	77.	Pretty Little Angel Eyes Curtis Lee, Dunes
10.	Wooden Heart (Muss I Denn) Joe Dowell, Smash	44.	Asia Minor Kokomo, Felsted	78.	Think Twice Brook Benton, Mercury
11.	Calcutta Lawrence Welk, Dot	45.	Hello Walls Faron Young, Capitol	79.	Does Your Chewing Gum Lose Its Flavor (On the Bedpost Overnight) Lonnie Donegan, Dot
12.	Take Good Care of My Baby Bobby Vee, Liberty	46.	Runaround Sue Dion, Laurie	80.	Breakin' In a Brand New Broken Heart Connie Francis, MGM
13.	Running Scared Roy Orbison, Monument	47.	Yellow Bird Arthur Lyman, Hi Fi	81.	Mama Said Shirelles, Scepter
14.	Dedicated to the One I Love Shirelles, Scepter	48.	Hurt Timi Yuro, Liberty	82.	Let the Four Winds Blow Fats Domino, Imperial
15.	Last Night Mar-Keys, Satellite	49.	Hello Mary Lou Ricky Nelson, Imperial	83.	The Writing on the Wall Adam Wade, Coed
16.	(Will You Love Me) Tomorrow Shirelles, Scepter	50.	There's a Moon Out Tonight Capris, Old Town	84.	My Kind of Girl Matt Monro, Warwick
17.	Exodus Ferrante and Teicher, United Artists	51.	Surrender Elvis Presley, RCA Victor	85.	Tonight My Love, Tonight Paul Anka, ABC-Paramount
18.	Where the Boys Are Connie Francis, MGM	52.	I Love How You Love Me Paris Sisters, Gregmark	86.	San Antonio Rose Floyd Cramer, RCA Victor
19.	Hit the Road Jack Ray Charles, ABC-Paramount	53.	Ya Ya Lee Dorsey, Fury	87.	Big Bad John Jimmy Dean, Columbia
20.	Sad Movies (Make Me Cry) Sue Thompson, Hickory	54.	School Is Out Gary (U.S.) Bonds, Le Grand	88.	Good Time Baby Bobby Rydell, Cameo
21.	Mother-in-Law Ernie K-Doe, Minit	55.	Mexico Bob Moore, Monument	89.	Rubber Ball Bobby Vee, Liberty
22.	Bristol Stomp Dovells, Parkway	56.	Walk Right Back Everly Brothers, Warner Bros.	90.	Missing You Ray Peterson, Dunes
23.	Travelin' Man Ricky Nelson, Imperial	57.	You Don't Know What You've Got (Until You Lose It) Ral Donner, Gone	91.	Dum Dum Brenda Lee, Decca
24.	Shop Around Miracles, Tamla	58.	The Way You Look Tonight Lettermen, Capitol	92.	I'm Gonna Knock on Your Door Eddie Hodges, Cadence
25.	Boll Weevil Song Brook Benton, Mercury	59.	Moody River Pat Boone, Dot	93.	You Can Depend on Me Brenda Lee, Decca
26.	One Hundred Pounds of Clay Gene McDaniels, Liberty	60.	One Mint Julip Ray Charles, Impulse	94.	Let's Twist Again Chubby Checker, Parkway
27.	The Mountain's High Dick and DeeDee, Liberty	61.	Take Good Care of Her Adam Wade, Coed	95.	Take Five Dave Brubeck, Columbia
28.	Don't Worry Marty Robbins, Columbia	62.	Gee Whiz (Look at His Eyes) Carla Thomas, Atlantic	96.	Are You Lonesome Tonight Elvis Presley RCA Victor
29.	On the Rebound Floyd Cramer, RCA Victor	63.	Stand by Me Ben E. King, Atco	97.	Sea of Heartbreak Don Gibson, RCA Victor
30.	Portrait of My Love Steve Lawrence, United Artists	64.	Spanish Harlem Ben E. King, Atco	98.	More Money for You and Me Medley Four Preps, Capitol
31.	Quarter to Three Gary (U.S.) Bonds, Le Grand	65.	It's Gonna Work Out Fine Ike and Tina Turner, Sue	99.	You Must Have Been a Beautiful Baby Bobby Darin, Atco
32.	Who Put the Bomp (in the Bomp, Bomp, Bomp), Barry Mann, ABC-Paramount	66.	Baby Blue Echoes, Segway	100.	Please Stay Drifters, Atlantic
33.	Calendar Girl Neil Sedaka, RCA Victor	67.	Baby Sittin' Boogie Buzz Clifford, Columbia		
34.	I Like It Like That Chris Kenner, Instant	68.	Hats Off to Larry Del Shannon, Big Top		

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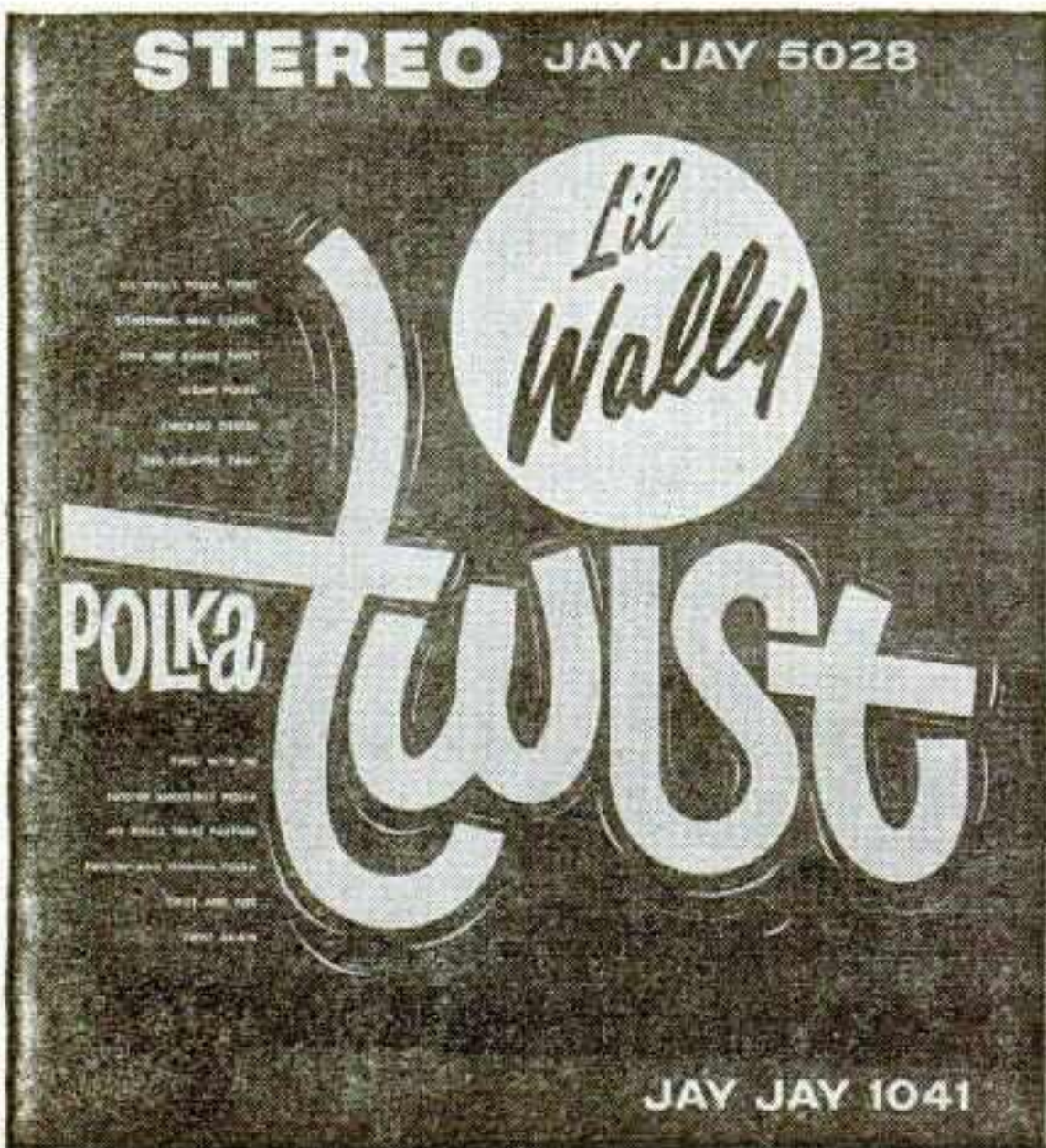
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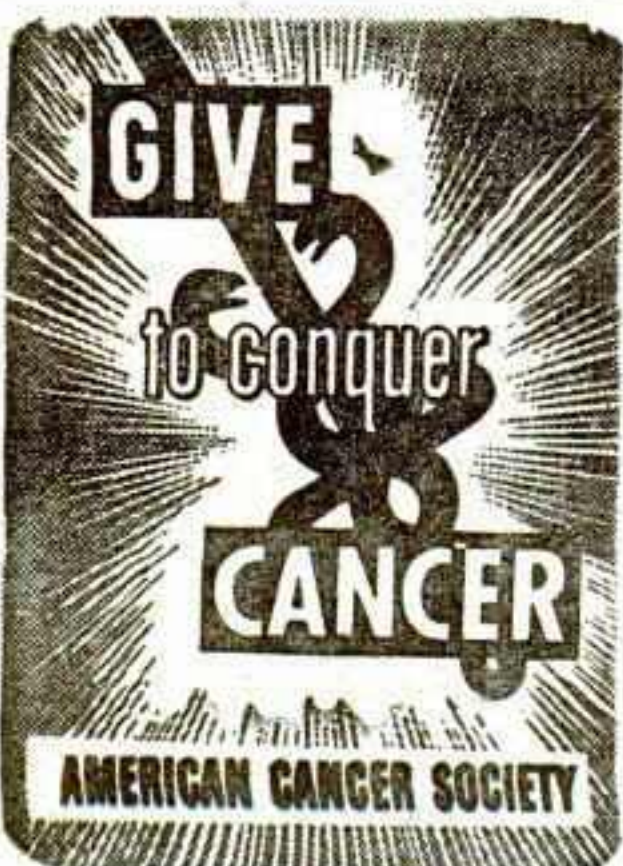
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WB's Bob Weiss In Legal Huddle On Foreign Pacts

HOLLYWOOD — Warner Bros. Records International Director Bob Weiss arrived last week at the firm's Burbank headquarters to confer with WB legal department in preparing contracts for newly acquired affiliates in Mexico, Venezuela, New Zealand, India, Pakistan, Burma, and Cambodia, plus renewal agreements in other markets.

Weiss arrived here after completing deals whereby the WB catalog will be released in Spain and Greece. It will be handled in the former by RCA Espania, Madrid, and by the Greek Phonograph Record House, Athens. Bernard Ness signed for the Spanish firm and with Georgios Orphanidis for the Greek market. Warner product will be issued in both countries under the WB label.

Weiss will return to both Spain and Greece to personally conduct the premiere of the WB label in those countries, incorporating radio and press media in ballyhooing the events.

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'62 COIN OUTLOOK FAIRLY BRIGHT

1961 Rough on Milwaukee

By **BENN OLLMAN**

MILWAUKEE—Local coinmen agree that 1961 proved a tough year. Route receipts fell several points below expectations. The sharpest drop occurred in game collections, continuing the decline that has been pinching the entire industry in recent years.

Music takes proved a welcome surprise. Most operators claim juke box receipts held up better than anticipated. This was due in large measure to more widespread use of front money arrangements with locations.

Despite the conditions under which the industry has been operating here in recent months, the ranks of local coinmen held steady. Only one good-sized operating firm was forced to throw in the sponge in 1961. Several small routes are

reported in shaky circumstances, however. There is considerable talk of mergers among operating firms, with one or two combines close to completion.

One of the town's two downtown coin arcades was forced to shutter in 1961 due to lagging traffic.

Merger Trend

The trend toward larger operators buying out smaller competitors continues to be a hard fact of life here. Only a few routes changed hands, however, during 1961. The shakeout during the previous year or two has seen the survival of the better managed, more efficient operations.

Enforcement of local anti-pin game statutes shows no signs of a let-up. Municipal authorities continue to make no bones about the

fact that they consider pinballs games of chance. Operators, as a result have been taking no chances.

The distributor picture in Milwaukee is due to see more changes in 1962. Rumors have been rife for much of the past year concerning a change in ownership for the Paster Distributing Company, AMI distributor. The recent closing of the parent Paster Distributing Company's office in St. Paul is expected to be echoed by a similar move in the Milwaukee branch. Best educated guess, however, is that Canteen will shortly take over the State AMI distributorship.

Wurlitzer Set-Up

Wurlitzer distribution may revert back to the hands of United, Inc. Earlier arrangements for the

(Continued on page 41)

Ops' Numbers Shrink, But Survivors in Sound Shape

By **AARON STERNFIELD**

NEW YORK—While 1961 was anything but a banner year for the nation's coin machine operators and distributors, it ended on a note of hope, and most coinmen feel that the next 12 months will be fairly good ones.

That's the consensus of reports gathered by Billboard Music Week's network of correspondents, and collection figures during the last quarter of 1961 seem to bear out this optimism.

Probably the biggest setback received by the industry during the year was the death of the Coin Machine Council, organized as the public relations arm of the trade. This noble effort came to naught because less than 10 per cent of the nation's operators supported CMC, and because the manufacturers, noting the lack of operator support, pulled out.

Legislative Onslaught

The legislative onslaught continued during 1961. Enforcement of the Internal Revenue Service ruling on the \$250 gaming stamp was diligent, and many municipalities banned machines which require this stamp.

But the trade was not unprepared for these actions. More and more operators are realizing that they can't count on writing off a piece of equipment in a couple of months, and that the

(Continued on page 41)

Mid-South Operating Prospects Bright

by **ELSTON WHISENHUNT**

MEMPHIS—Operators and distributors here generally predict the economic picture for 1962 will be better than 1961 based on the disclosure that big business in early 1962 will be investing many millions for plant expansion and production for the first time since 1953.

Such investing always gives a spurt to the economy and improves business conditions for all, Wall Street financial experts say.

Most optimistic view is that of George Sammons, president of Sammons-Pennington Company, a leading distributor in the South, who mentions the above reason and adds:

20 Per Cent Up

"My 1961 business was 20 per cent better than 1960, and is growing every month; 1962 is bound to be better than 1961. I just re-

turned from a trip to Chicago and talked to Al Lafferty, vice-president of Walter E. Heller Company, which handles financing on our sales. He said it looks like 1962 will be one of their best years.

"The operators in Memphis and the Mid-South are also in good economic condition," said Sammons, who travels the territory and is in touch with all of them.

"In the past two years the operators, generally, have had a tight squeeze financially because of increased costs. They have gotten their house in order now. They no longer have excess employees, overhead and other excessive costs. They've adjusted, have good business now and are making a good profit. The financial condition of the operator is better than ever."

Routes Sold

The year has seen quite a few small operators unable to make the

grade, selling out to larger operations. In Arkansas there have been about two dozen, about a dozen in Mississippi and about 10 in Tennessee.

Operators in Tennessee and Mississippi have had no problems with legislation affecting their business, but Arkansas operators have been burdened with a highly restrictive law passed in 1959, which is still on appeal in the courts. The law imposes high taxes and rigidly controls the industry.

Collections of operators generally are up over 1960. The per cent varies from operator to operator but is in the range of 5 to 15 per cent.

Stereo Picture

Operators in this area have not gone overboard in the use of stereo. However, they have more stereos on location than in the previous

(Continued on page 41)

L.A. Ops and Distribs Look to Strong '62

By **SAM ABBOTT**

LOS ANGELES—"Business in 1961 was good and will be better in 1962" about sizes up the situation on business for both distributors and operators in this area.

During the year there was a major change in distributorship with the Seeburg line shifting to Badger Sales Company and the name being changed to Badger-Seeburg, with the AMI line, which Badger had, going to R. F. Jones Company. The latter firm brought in its crew from other offices and recruited several from local firms and from the Seeburg branch office which was closed.

These companies, both without previous sales records, report that business during the last half of the year has been good.

Strong Sales

Wurlitzer and the Rock-Ola distributor, Paul A. Laymon, Inc., both reported strong sales. At Wurlitzer, Ray Barry, branch manager, said that the year ended well. The firm opened in 1960. On the basis of available reports, the latter part of 1961 topped all previous records for Wurlitzer. At the Laymon company, Jimmy Wilkins, head of phonograph sales, said the volume held its own but the profit picture was one of the best in years.

Leo Simone at Badger-Seeburg, Ed Wilkes at R. F. Jones, Barry at Wurlitzer and Wilkins at Laymon are in agreement that

(Continued on page 41)

Boston Ops Tighten Belts; Expect Upswing During 1962

By **CAMERON DEWAR**

BOSTON—The year 1961 might be summed up in the Greater Boston area as the year of deception. That is to say, there apparently has been no normal curve that operators and distributors could anticipate. The spring rush was greater than normal, but in the fall, when a greater than normal upturn was expected, results were a disappointment. During the other parts of the year it appeared that business, while going along at a slower rate,

was fairly even. But when the year's grosses were balanced the situation was slightly better than anticipated.

Many operators found business somewhat off over last year, but in certain areas and particularly in Boston, collections probably were slightly ahead of last year. In fact, several Hub operators reported an upward trend which might amount to something like 15 per cent above 1960.

This appeared to be achieved by

a more selective attitude on the part of operators, both in buying habits and in divesting themselves of undesirable locations.

Most operators and distributors don't look for too much upturn in the early part of the year, but there is the feeling of optimism that 1962 will be a better year.

Distributors Optimistic

Distributors have a sound reason for feeling that a better year is ahead. They report that operators

(Continued on page 40)

Chicago Ops Due For Banner Year

By **NICK BIRO**

CHICAGO—Juke box operators should have a banner year in 1962 according to predictions at all levels of the industry. Not only manufacturers and distributors, but operators as well, are confident that a gradually improving sales picture will continue on into the new year.

Big factors appear to be a generally improving economy—with operators expecting to ride the tide of prosperity—a number of new type locations, more juke box oriented records, more stereo for the operators, and even a long-shot chance of diversification to vending.

Typical industry thinking is reflected by E. R. Ratajack, Music Operators of America managing director and juke box industry spokesman, who feels that next year will "be at least equal" to 1961 and he is confident that "it should be better."

Records

Biggest reason, feels Ratajack, is the increasing number of records

being produced specifically for the juke box industry.

Ratajack has long felt that the adult audience has been ignored in juke box programming and now feels that an awareness of this market is bound to help the operating business.

As far as new type locations—Ratajack feels that the traditional tavern is going down but that shopping centers, for example, are just one type of new spot available for exploration by operators.

Foreign

What about foreign machines? The MOA head is confident that the European manufacturer is "coming closer to U.S. shores and the next step is to crack the U.S. market."

"Whether it happens in 1962—if ever—is debatable," Ratajack points out, "but one thing is certain, there is increased awareness of the American operator market potential among foreign manufacturers, and many, such as West Germany, are

(Continued on page 40)

Reverse of Usual Year-End Slump Sparks Detroit Collections Pick-Up

By **HAL REVES**

DETROIT—Operators have enjoyed a pick-up the past two months estimated at 10 per cent, with volume running also 10 per cent ahead of a year ago in the juke box field. Employment has been quite steady in the auto plants recently, and operators are encouraged to buy new models, with distributors reporting sales still strong even at the end of the model year.

"I think things will be better in 1962," Edwin B. Moss, secretary of Music Operators, Inc., sums up the prospects ahead. "The strikes are all settled,

and, after people get through paying their bills, I think we can look for a pick-up."

"This, paradoxically, comes at a time of customary slump. Operators are used to expecting a couple of days of no business at Christmas time, when the taverns are closed by State regulation, and even this prospect does not discourage them.

Angott Optimistic

"Reversing the usual downward trend at the end of the year, we have had a very decided increase," commented Harold Christiansen, general manager

(Continued on page 47)

Carolina Vending Assn. Mounts Drive

CHARLOTTE, N. C. — The Carolina Bulk Vending Association met here recently to launch a membership drive, as Dick Rollins, Cramer Gum Company executive, and Leo Leary, Leaf Gum, both representing the National Vendors Association, told the local operators of the advantages of joining NVA. Don Mitchell, NVA co-counsel, was due to appear, but his plane was grounded.

CBVA members present included Lee Smith, Smith-Regal of Carolina, Charlotte; Jack W. Thompson, Southern Acorn Sales, Charlotte; Frank Batte, Piedmont Vending, Charlotte; Lee Winecoff, Winecoff Distributing, of Shelby, N. C. and Harry P. Frohman, Rock Hill Vending, Rock Hill, S. C. Members wives included Mrs. Blanche Smith, Mrs. Jack Thompson, Mrs. Lee Winecoff, and Mrs. Harry Frohman.

Visitors included Mr. and Mrs. Bobby Hallman, Hallman Vendors, Charlotte; Mr. and Mrs. H. B. Smith, B and E Vending, Charlotte; Mr. and Mrs. Carroll Williams, Williams Vending Service, Charlotte; Mr. and Mrs. M. L. Grose, Grose Vendors, Charlotte; Mr. R. E. Tripp Jr., Tripp Vending Service, Raleigh, N. C.; Mr. J. E. Owen, Owens Vending Service, Fayetteville, N. C.; Mrs. Mary R. Brady, of Fayetteville, Brady Distributing; T. J. Martin of York, S. C.; Donald R. Hemmings, Bob Stevens, and James R. Stevens, all of Mt. Airy, N. C.; Eugene D. Eyre, Tabor City, N. C. and Mr. and Mrs. Walter Benson, of Char-

lotte. Benson is the legal representative of CBVA.

Benson told of the status of new legislation in North and South Carolina. He brought to their attention the untiring interest in new taxes and licenses at the local and State level, and pointed out that usually there is no provision at the State capitals to bring pending bills to the attention of smaller groups, and that only through a strong organization can their voice be heard.

He also reminded them of increasing vandalism. Benson also pointed out that the governors meet every year and at these sessions they exchange ideas relative to new sources of revenue that can be tapped for projects.

The meeting resulted in a number of new members for the Carolina Bulk Vending Association. While all were urged to join NVA this

was not considered mandatory, and all are expected to join NVA as well before or by convention time in Miami. New members included H. B. Smith, Carroll Williams, Bobby Hallman, and M. L. Grose, all of Charlotte; R. E. Tripp, Jr., of Raleigh; Mrs. Mary Brady and Mr. J. E. Owens, both of Fayetteville, N. C.

Five associate members were accepted; Oak Manufacturing Company, Leaf Brands of Chicago, Cramer Gum of Boston, and Don-Russ Company, of Memphis, as well as Karl Guggenheim, of New York.

The meeting was followed by a dinner at the Stork Restaurant with 25 in attendance. A new application will go out to interested firms throughout the nation relative to associate membership, as a means of creating a legal fund that will be to the benefit of all.

Cigaret, Candy & Bulk Units Prove Strong Income Source for Utah Op

SALT LAKE CITY — Bill Moore, of Moore Vending Company, here, is one route operator who has found that it is possible to combine cigaret vending, 5-cent and 10-cent candy vending, plus bulk routes with success.

Moore has become one of the Mormon capital's most active route operators during the past three years. Along with some 50 vending locations for cigarets, and as many for candy, Moore has built up a string of 200 penny venders, which offer ball gum, peanuts, and charms, throughout Salt Lake City and suburbs.

Much of Moore's quick success in his vending operations has been

due to diversification, on the theory that "when volume falls off on one type of machine it builds up in another." This has been particularly true of bulk venders which have shown more consistent returns than 5-cent and 10-cent vending, and in fact, have proved effective as Moore's calling card in winning machine locations.

Location Resistance

In many instances, when he first began vending operations, Moore was surprised to find that there was a stiff amount of resistance toward vending machines of any kind, no matter what sort of location was concerned—all the way from grocery stores to department stores, and even such logical stops as bus stations and airports.

This meant that in order to gain good, profitable locations, the Salt Lake City operator had to sell the potential location owner on the idea that vending machines would be acceptable to his customers, and, of course, to sell them in himself.

There have been many instances, Moore recounts, when it took a dozen calls to get a single bulk vender into a spot—but afterward he has wound up with as many as six bulk venders, and four to six 5-cent and 10-cent machines in a location as a result.

Needless to say, there are still literally hundreds of good potential locations in ultra-conservative Salt Lake City which Moore hopes to land in the future.

Self Service

Servicing all of his machines himself, Moore is out six and sometimes seven days a week, from early morning until late in the evening, preferring to handling the entire operational load himself, and to plow back profits into more equipment.

Servicing all machines himself, Moore has been able to better judge what sort of machine will show best returns in locations where previous bulk operators had been unsuccessful.

Salt Lake City's growing importance as a tourist center, which has seen the number of tourists attracted each summer double since 1955, has had a lot to do with the popularity of bulk venders, Moore indicated.

His willingness to spot machines outside of small corner grocery stores, at fast-service drive-in supermarkets, and in front of drug-stores, and neighborhood shops of all types, rather than waiting for the usual type of suburban shopping center location has worked out profitably.

Bulkmen Set Mass. Tax Fight at Meet



RICHARD ROLLINS

BOSTON—The first call to arms has been sounded by the bulk industry to combat the bill filed in the Massachusetts Legislature that would impose an annual tax of \$10 on all penny vending machines.

Organized by Richard Rollins, vice-president of Cramer Gum Company, Inc., of East Boston, the campaign to bring to the trade the full meaning and implication of the measure will hold a kick-off meeting at 11 a.m. Sunday (7) at the International Motel at Logan Airport in East Boston.

Principal speaker at the meeting will be NVA Legal Counsel Don Mitchell. Rollins, a member of the NVA Board of Directors and chairman of its membership committee, has invited all manufacturers of charms, candy and nuts to send representatives with a view to forming a "Bulk Vendors Association of New England." Luncheon will be furnished by the Cramer Gum Company.

"In order to fight this unrealistic law," Rollins said in his letter to manufacturers, "we must organize promptly in New England. Such a tax would seriously impair your (Continued on page 37)

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Buckeye Vendors Expanding; Acquire William Paul Co. Route

COLUMBUS, Ohio — Buckeye Vendors, 710 Oakwood Avenue, has acquired the bulk vending route of William Paul Enterprises, Inc., of New Castle, Ind.

John O. Brehmer, Buckeye Vendors, reports this addition is in line with a program of expansion which will include acquisition of routes in Ohio, Indiana, Kentucky and West Virginia, as routes become available.

The William Paul route of 500 bulk vending machines located in Ohio and Indiana are largely in

the Marsh Super Market chain. Other installations are in discount houses, one of which is Miracle Mart of Muncie, Ind.

Service Set-Up
The Ohio machines will be serviced from the Columbus headquarters of Buckeye Vendors, and Hoosier Vendors of Indianapolis, a wholly owned subsidiary of Buckeye Vendors, will service the machines located in Indiana.

"It will substantially add to our undertaking... we think it's a very good account," said Brehmer.

Buckeye Vendors started operations in 1954 and sales per year have increased on the basis of 72 per cent per year compounded. According to Brehmer, 1961 will continue that growth rate.

Buckeye Vendors locates largely in supermarkets, variety stores and discount houses.

Penny Vendors of Florida Elect M. Abelson President

MIAMI — M. J. Abelson, Oak Sales of Florida, was elected president of the Penny Vendors Association of Florida at a recent meeting here.

Regional vice-presidents are: Joseph Seltzer, Reliable Distributing, Miami; H. T. McGowan, St. Petersburg; F. A. Eltonhead, the Fage Company, Orlando, and Aaron Leonard, Sunshine Vending, Ocala.

Howard Sussman, Vendors, Inc., Miami, was elected secretary, and Sheldon Goldberg, Reliable Distributing, was named treasurer.

Guest speakers were Ted Raynor, co-counsel for the National Vendors Association; Leo Leary, Leaf Brands, and Dick Rollins, Cramer Gum Company.

The meeting was attended by

some 40 operators from throughout the State, many accompanied by their wives.

Raynor discussed local tax problems, and the Association voted to retain local counsel.

The following fee schedule was set up: operators with up to 100 machines, \$2 a month; from 100 to 500 machines, \$5 a month, and more than 500 machines, \$7 a month.

Associate memberships are \$25 a year, and a manufacturer's membership is \$50 a year. Florida operators may join the Association by getting in touch with the regional vice-president.

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West

Jack Hackett, serviceman at Apollo Music Company has become one of the busiest amusement machine mechanics in the West, since Apollo completed its new arcade at the Denver Municipal Air Terminal. The arcade has become so busy that Hackett must visit it twice a day for maintenance, restocking the coin changer, etc. Hackett is maintaining more than 20 amusement machines in the big Stapleton Field terminal. . . Royce Garris, Wurlitzer credit manager, spent two weeks in Denver over November-December with Draco Sales Company, Denver Wurlitzer distributor. Mike Savio was his host.

Don Akin, partner with Bob Rothberg in Continental Music Company is receiving plaudits on the birth of his fourth child. Akin is specializing in true stereo installations throughout Denver, particularly in large bowling alleys, restaurants, and bars. . . Birthdays for the month include Mrs. Chuck Morrison, Leadville; Howard Hold, Monte Vista; Johnny Knight, Skyline Music Company, Denver; Pauline Roggow, Roggow Music Company, Las Vegas, N. M.; Tom Bean, Denver; Jess Hochstetler, Hollywood, and Fred Jack, of Raton, N. M.

Mass. Tax Fight

Continued from page 36

livelihood and in some cases put operators out of business." He pointed out that similar organizations had been functioning in Missouri, Florida, the Carolinas, Ohio, Pennsylvania and New York, where there had been serious tax fights.

"NVA has been able to offset such legislation," he continued, "by an intelligent approach and proper organization."

This House Bill No. 546 would also impose a yearly tax on 5-cent machines of \$25 with provision for an annual fee of up to \$50 on all types of coin-operated machines in the State.

The vending industry has talked of organizing, but no word of any action is so far forthcoming.

The music and amusement games business also is under fire in this bill, but no one has come forward to date with a plan of

action. The music operators disbanded their organization last October and are now without any organized representation.

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Sanitary Products, \$3.50 per fill

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Seeburg on German Drive



OVERSEAS SEEBURG BRASS talking things over are, left to right, Joachim Behar, Wulff-Apparatebau; Henri Herbosch, Seeben; Fraulein Waldtraut Kaiser, Seevend; Rolf Dieter Pohl, Seevend; Guenter Wulff, Wulff-Apparatebau, and Harro Koebe, Wulff-Apparatebau.

WEST BERLIN — Seeburg is conducting a big sales drive in West Germany as a follow-up to organization of the new Seeburg German sales subsidiary, Seevend GmbH.

Open-house programs are being held in the larger German cities under the direction of George Gilbert, Seeburg's foreign sales chief; Dr. Rolf-Dieter Pohl, Seevend manager; and Henri Herbosch, chief of Seeburg's Benelux subsidiary, Seeben.

The programs feature promotional and sales speeches and refreshments, followed by technical explanation of Seeburg equipment by Emanuel DeGeest, the Seeben technical chief.

The open-house programs, arranged for wholesalers, operators, and their technicians, have been held in West Berlin, Stuttgart, Karlsruhe, Bruchsal, Saabruicken,

Bingen, Ulm, Nuremberg, Kassel, Essen, and Mannheim.

Programs will be held in January in Hamburg, headquarters of Seevend; Hanover, and Cologne.

Prestige Locations

Special attention is given at the sales promotion meetings to Seeburg's "Artist of the Week" program and the placement of Seeburg, as a prestige phonograph, in prestige locations.

It is Seeburg's contention that a substantial market remains to be exploited in the above-average German locations where the phonographs in the past has been considered declassé.

Seeburg officials consider their sales meeting in West Berlin one of the most successful yet held in West Germany. It was held in the Kongress hall, the big auditorium financed with U. S. foreign aid bonds, and was attended by executives of the Guenteeer Wulff

organization and West Berlin operators, around 80 coinmen in all.

Political Crisis

West Berlin's coinmen have been particularly hard hit by the political crisis enveloping the city, and they welcomed the Seeburg task force's visit as evidence of the American coin machine industry's confidence in the future of West Berlin and support of the Berlin coin trade.

"It was an inspiring and moving experience," reported Henri Herbosch. "The Berlin trade badly needs outside support and its leaders are grateful for any show of outside interest in their city."

Seeburg, which long has lagged in the German market, is mounting a high-voltage drive to build its share of the West German phonograph trade to the same prime proportions it has in Belgium, France and Switzerland, where Seeburg is a market leader.

Rock-Ola Introduces New Empress Stereo Machines

CHICAGO—Rock-Ola last week formally introduced its new 120 and 200 selection Empress stereo phonographs, companion pieces to its 100 selection Princess and model 1494 100-selection wall phonograph.

Big features on the Empress are its tri-fonic flexibility (providing monaural sound with one channel delivered from the phonograph; stereo sound with two channels from phonograph; or reinforced stereo with two channels from phonograph and extension speakers utilized for more effective sound), 33 and 45 r.p.m. intermix unit as standard equipment (it's optional on the Princess) and two-button selection system.

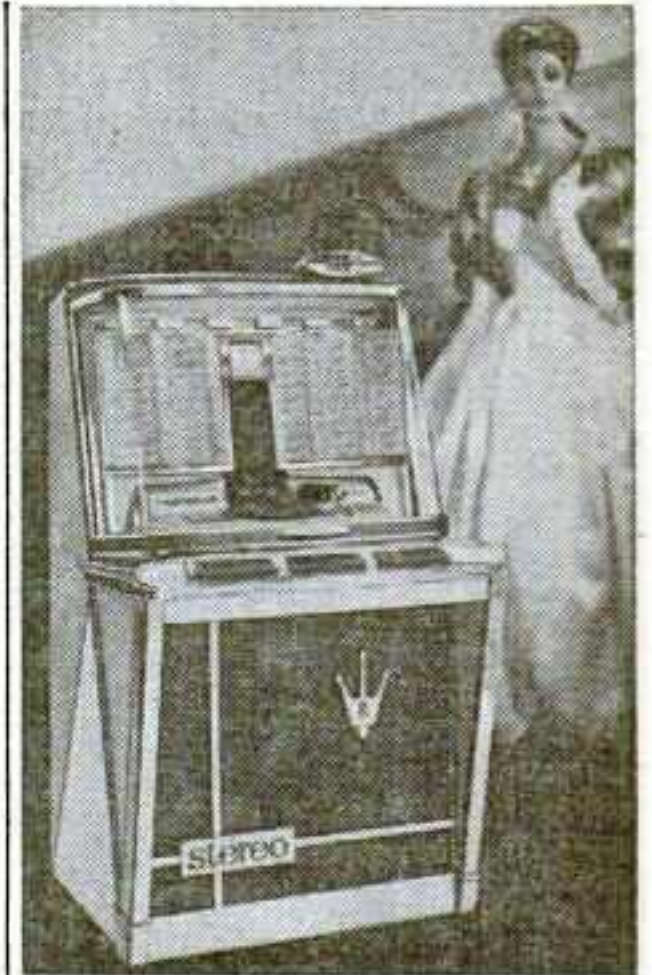
The phonograph has been modernistically designed and is liberally trimmed with chrome. Both the 120 and 200-selection models are similar with the exception of the number of selection buttons and placement of title strips.

Accessories

Also available with the new models are Rock-Ola's deluxe "stereo-twins" speakers, "Stereo twins Jr." speakers, remote volume control units, 120 and 200-selection model wall boxes, reverba-sound kit, and wall box bar bracket.

Tone arm has a plug-in cartridge and snap-in stylus. The firm's traditional revolving record magazine is used.

Both models are trimmed in



ROCK-OLA EMPRESS

purple and white. The coin equipment on both models provides for four-coin, single-insertion chute, and standard feature credit accumulator.

Measure

Both models measure approximately 30 inches wide, 28 inches deep and 58 inches high. Weight is just over 300 pounds.

Showings of the new models are currently being held by distributors throughout the country.

Federal Agents Confiscate Game Machines In Raids on Six Tennessee Location Spots

MEMPHIS — Eight game machines, seven similar to pin games and one resembling a slot machine, were seized in a lightning raid on six Millington, Tenn., spots last week by Internal Revenue Service agents.

Eugene D. Brown, special IRS agent in charge, said agents had played the machines at the locations before the raids, were paid off when they won and the machines were confiscated because they did not have the \$250 federal gaming stamp.

Owner of the machines, William V. Forsythe, who is also a Millington city alderman, said:

"I am shocked. I had no idea the location owners were paying off winners. I told them never to do it."

Naval Air Station

Millington is 20 miles from Memphis. A large Naval Air Station is situated at Millington, where some 17,000 Navy men are stationed, and agents said the machines were played mostly by them.

Forsythe showed up as the agents were in the last spot. He was cooperative, told Brown he had told location owners not to pay off on the machines or they would be liable for federal gaming stamps.

The agents had rented a big moving van and had the machines they confiscated put in the van by the driver and a helper. After the raid, which lasted an hour and 45 minutes, Forsythe drove into Memphis and opened the machines so the agents could get the coin boxes.

The eight machines had a total of \$428.50 in them, which will go to the federal treasury.

Forsythe has been splitting the collections 50-50 with location owners.

The seven pinball type machines were long and flat, to be played for amusement only. These machines have a ball activated by a nickel. The more nickels put in, the more the odds rise. Agents said in some cases players would put in \$2 or \$3 in nickels trying to get more favorable odds.

These machines do not have a plunger, bumpers or flippers, as pinball machines do. The federal government classes these as gaming devices.

These type machines were found in these five locations:

Anchor Cafe, Wynne's Cafe, E. M. Locker Club, Millington Pool Hall, Navy Road Barber Shop.

In the sixth place raided, Morrie's Tavern, agents found a different type machine, one which resembles a slot machine but does not have the arm to pull down. When a nickel is inserted, it turns the wheels. If they match up in certain ways, as on slot machines, the player wins.

Operator of the tavern, Morris H. Goss, had three such machines. He had the \$250 federal gaming

(Continued on page 41)

LETTERED TRUCKS SET FRANCO FIRM'S IMAGE

MONTGOMERY, Ala.—Seeing a simple, easily remembered image is a factor which has considerably aided phonograph, amusement machine and vending operations for Franco Novelty Company here.

The long-established Franco organization has lettered the sides of every truck, including brand-new compacts with a sign which reads simply:

"The Rock-Ola Man—Cigaret Machines—Amusement Devices."

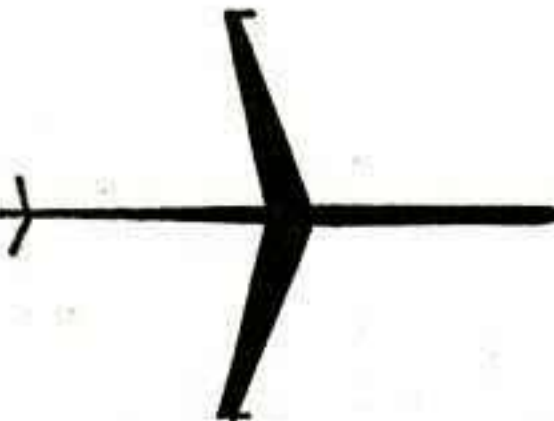
With a dozen trucks treading their way through Montgomery traffic, this simple identification is easily remembered. It is particularly important in locations, where busy restaurants and bar owners typically find it difficult to remember the serviceman's name, even if the latter has been calling at the location for a dozen years.

Everybody, however, can remember "The Rock-Ola Man" particularly, since Franco Novelty Company has been a Rock-Ola distributor for many years.

Over the years, use of the slogan has worked out so well that there are many calls from potential new locations, current location owners, etc., who simply ask for "The Rock-Ola Man."

"It's identification pure and simply," Reuben Franco indicated. "It aids us tremendously in personalizing every route with location owners and everyone else concerned."

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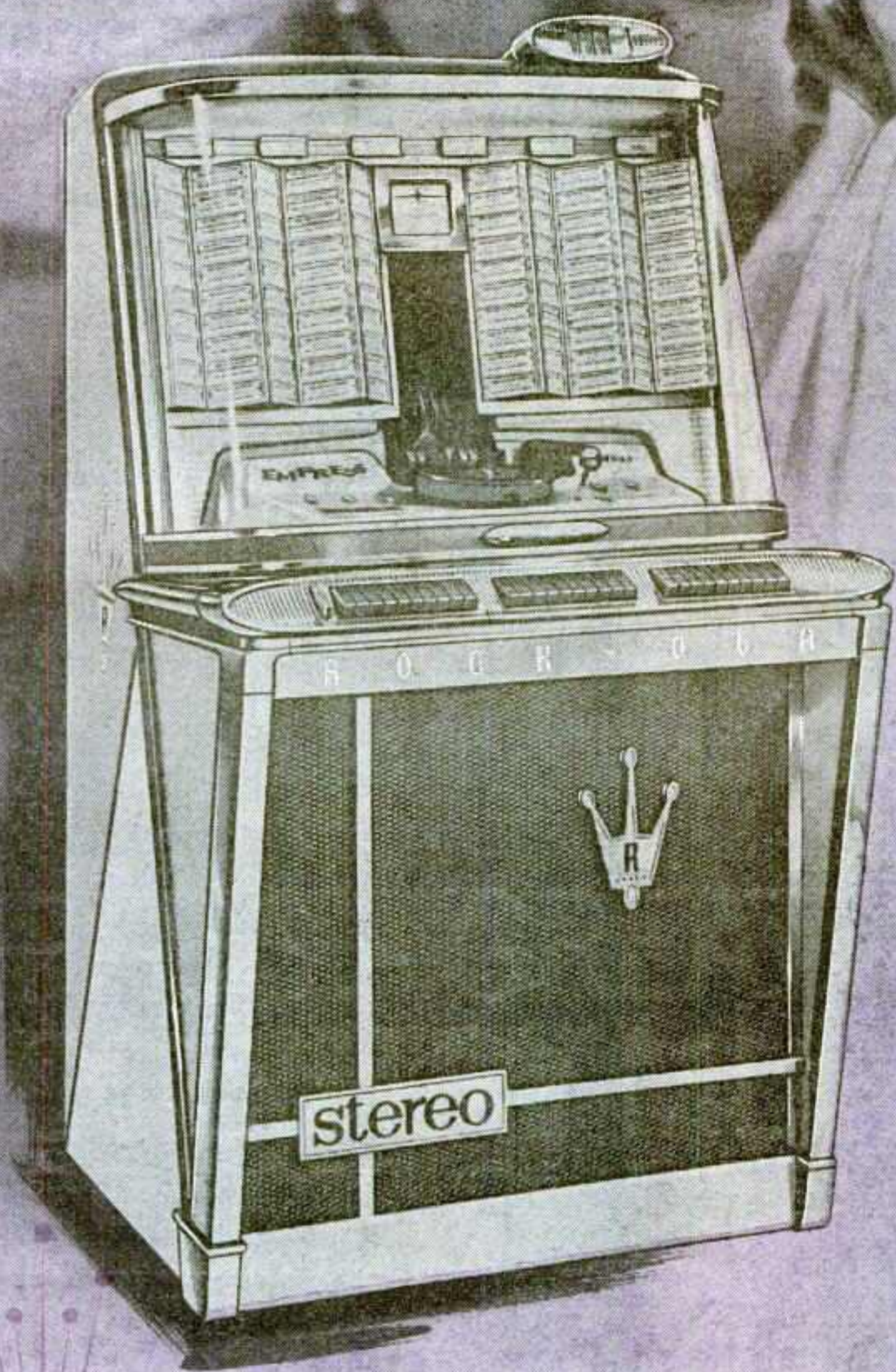
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St. Louis '62 Coin Outlook Gloomy; Small Operators Can't Stand Gaff

By MANUEL CHAIT

ST. LOUIS—Despite a late upswing in the music field, most operators and distributors of coin machines in this area paint a rather gloomy outlook of business activity for the coming year. The past year witnessed the failure of 10 of the area's smaller operators and industry spokesmen are anticipating additional drop-outs in 1962 unless there is a marked improvement in the over-all business climate.

One of the few bright spots in an otherwise mediocre business year was the gradual pickup in juke box receipts. Distributors attribute the improvement to better reception of stereophonic equipment and dual-speed boxes and to the better variety on seven-inch 33 single records.

A majority of the larger firms here reported a decline in revenue from coin machines in 1961, ranging from 10 to 20 per cent. The few firms which remained steady or showed slight increases over last year credited their prosperity to the acquisition of new routes and locations or to a rigorous trimming of overhead.

Tough Competition

Louis Morris, president of the Missouri Amusement Association, said the failure of the 10 companies did not come as a surprise to the industry. "Availability of new locations is constantly decreasing in this area, with the result that competition is getting tougher and forcing out the smaller operators," he asserted.

He also pointed out that coin-

men here have never recovered from the effects of the Internal Revenue Service ruling that bingo machines were gaming devices and thereby subject to a \$250 gambling tax stamp.

Morris estimated that a firm would have to place four pieces of amusement equipment in a location to equal receipts previously collected from one bingo game. "Those firms which cannot finance higher investments for more machines will fall by the wayside," he said.

Unemployment

Unemployment levels remained high during the year locally, cutting down the circulation of money and adding to the general business slump. The Missouri Division of Employment Security said the number of unemployment workers dipped to around 42,000 in October after staying above the 50,000 mark most of the year. The recent figure represents 4.8 per cent of the civilian labor force here.

W. E. Randolph of Central Distributors reports a 10 per cent decline in receipts in 1961, but expects a considerable improvement in 1962 largely from the firm's expanded background music business. He said the company has placed music equipment in several banks and private clubs and has plans to further expand its locations.

Marvin Nissenbaum, whose Wonder Novelty Company absorbed some smaller firms during the year, said business was only comparable to last year despite

the increase in the number of locations. "With expenses continually going up and revenue per location going down, we find we have to expand our routes just to stay even," he said.

Joseph McCormick of Musical Sales Company said the firm had a 20 per cent increase in receipts this year and attributed the additional revenue to the appeal of the new compact Rock-Ola phonograph.

Shot in Arm

McCormack said stereo programming proved to be "a shot in the arm" for some music operators in 1961 and predicted that dual-speed boxes would be a major factor in future sales of new music equipment.

Coinmen here face an additional financial drain in the near future. A proposed city tax ordinance, presently being studied by a special committee, would levy an annual license fee on coin-operated vending machines and amusement devices ranging from \$1 to \$35. The industry is trying to effect a compromise figure which possibly would be shared by the retailer.

Jack Gorelick of Jack Rosenfeld Company attributed the firm's second successive year of declining receipts to the lack of something new in the amusement field with player appeal. The bowling machines, he added, have not come up to expectations as a source of revenue.

Luxury Enterprise

Gorelick stressed the point that the coin machine business, like taverns and cafes, is a luxury enterprise and subject to constant fluctuations.

Although 33 singles helped business slightly in 1960, Gorelick said, the additional revenue was offset by the cost of necessary new equipment and juke boxes. Stereo failed to add materially to the operator's take, he said.

Morris said his own firm had a 6 per cent decline in receipts for the year despite two additional routes purchased from defunct companies. In an effort to cut overhead expenses, the firm eliminated a salesman and two repairmen.

Initial investments necessary to become established in the industry are preventing new operators and distributors from entering the field, Morris said. "Those firms that are established are now realizing they must purchase new routes continually to meet those expenses and attain growth."

Nissenbaum described the local coin machine industry as an excellent barometer of business generally. "If predictions of improved business conditions for the area come true, our business will reflect the improvement," he asserted. "If not, we'll show that too."

DALLAS TRADE ONLY MILDLY OPTIMISTIC

By O. R. ALLEN

DALLAS—Local coin machine distributors and operators are mildly optimistic for 1962. They say that collections in 1961 averaged about normal, and they expect business to be only slightly better in the coming year.

Abe Sussman, owner of State Music Distributors, and his sales manager, Tommy Chatten, said the trend toward mergers has been minor and only in the metropolitan centers. They said that for the most part the independent local operator is still strong.

Highway discount houses aren't too important here. There are a few of the discount centers with arcade equipment, but not many.

The weeding out of gaming equipment which has been going on during the past several years is now complete. And with this clean-up of the illegal machines, has come an increase in the business for operators handling legal equipment.

Operator Support

One of the reasons gaming equipment has failed to gain strong position in Texas is the fact that operators themselves work harmoniously with all the local and State law enforcement groups, including the powerful Texas Liquor Control Board.

In fact, Texas banks now do not hesitate to finance coin-operated equipment. This was not the case a few years ago.

Addition of Vending Units Expected To Improve Pennsylvania Coin Biz

By GEORGE METZGER

PHILADELPHIA—Local coinmen—operators and distributors—expect to diversify further in merchandise vending during 1962. The past 12 months have been somewhat of a disappointment here, with juke box and game collections not doing substantially better than the previous year. Vending is expected to take up the slack in 1962.

Some of the reasons advanced by those who saw things drop off a little was very bad weather at the beginning of 1961 and also the depressed areas in Pennsylvania's coal region.

"If it wasn't for the bad weather at the start of the year," said David Rosen, president of the firm bearing his name, "I think 1961 would have ended up being better than 1960."

Everyone was in agreement that bowling alleys have reached the saturation point as new locations. Some felt the discount houses still presented an opportunity while a few felt these were even over the hill.

Some of the small operators sold their routes to the bigger boys during 1961 but there was no wholesale selling out. As for 33 stereo, it seems there are two schools of thought among both distributors and operators. As for the distributors, if you handle it, stereo is great. If you don't, it's no good. Some operators said they would put nothing else on location now while others said "you can keep it."

But enough of the past. Most

coinmen wanted to talk more of the year ahead. They all saw more nickels, dimes and quarters rolling in.

Rosen just about summed it up with his slogan: "All new in '62." Distributors talked about the "new breed of operators... more liberal financing... new thinking... more help to the operator..."

Abe Witsen, of Scott Crosse, the local Bally outlet, was all excited about that firm entering vending and also going up with some new games. "This can't but help us," he said.

Liberal Financing

James Ginsberg, executive head of the Philadelphia office of Banner Specialty Company, predicted that operators will get more liberal financing in 1962. "We will give them credit on their reputations and not so much their balance sheet," he said.

Rosen said his firm would give the operators a system to work by and thus help them out.

The words might be a little different, but they all mean the same thing: 1962 should be a good year for the local coin industry. And vending is expected to play a large part in this.

Just how large a part might be indicated in a statement by Joe Silverman, manager of the Amusement Machine Association of Philadelphia. "We might start accepting the cigaret boys as members in 1962," he said.

Chicago Ops See Banner Year

Continued from page 35

quite close to making a bid in this direction."

On other fronts, Ratajack predicts a continuing of the ASCAP fight "with considerable activity expected in 1962."

He divides the copyright fight into two parts: (1) the annual ASCAP sponsored bill which seeks to void the juke box exemption in the copyright law (currently the Celler bill before the House); (2) Recommendation by the registrar of copyrights that the entire copyright law be amended with the recommendation including a provision that the juke box exemption be removed. (The latter, incidentally, is considered by far the most dangerous to juke box interests.)

Ratajack goes along with others in the industry in predicting that stereo "will become standard" though he has some reservations about the 33-single, noting "it has not yet resolved itself as a substantial factor in the juke box business."

Regarding MOA, Ratajack predicts a stepped-up public relations program (begun earlier this year, but already starting to show some promising results); a successful convention in 1962 with increased attendance and greater number of exhibitors; and increased membership in the association.

Operator

Typical of operator feeling is Leon Mohill, Star Music Company here, who notes that business during the year was "at least as good—perhaps a little better—than 1960," and expects the trend to continue into the coming year.

Mohill feels the general economy is up and that "our business will follow."

Stereo will be bought exclusively by Star next year "if for no other reason than that customers demand it," Mohill points out. He also feels there are more stereo records available and predicts more programming in this area.

Mohill operates mostly in taverns on Chicago's North and Near-South side.

Harold Schwartz, Atlas Music, AC Automatic distributor here, noted sales for the year were "comparable to previous years" and felt that 1962 would be even better.

Schwartz predicted increased juke box sales as well as more volume done in vending—though not necessarily to traditional coin machine operators. Schwartz feels that most vending sales will be to the established vending operators but that there is a big opportunity for coin machines operators in cigaret vending as well as in installing single machines in traditional coin locations where the operator is already established.

Schwartz cited the development of new locations as a big reason for improvement in the juke box business. These included hotel lounges and coin-operated laundries.

He also agreed that stereo was "becoming the standard in music—just as high fidelity did a few years ago."

Boston Ops Expect Upturn in New Year

Continued from page 35

did not buy in as large a volume in 1961 compared to 1960 and feel that they are now in a more healthy condition and in a better position to upgrade their routes. As far as debts are concerned, operators have made a better performance on that score than in previous years, all of which has given distributors more than a touch of optimism for 1962.

The matter of mergers is a controversial subject in the Boston area. This has been a year of mergers for many. Everyone talks mergers, but when it comes down to the individual operator very few seem to have any actual desire to sell routes, a condition that seems indicative of confidence.

However, the Boston area has seen a number of mergers during 1961. American International

Bowling Corporation took over 10 local firms in cigarettes and music as well as some who had diversified in various forms of vending. David J. Baker, formerly of Melo-Tone Vending Company, Inc., who is now in charge of AIBC's vending and music operation, feels that merging is the only hope of the small operator, who he believes is in a squeeze that must end in wholesale mergers. The small operator, says Baker, is just going to find it harder and harder to survive unless he ties in with a large concern.

Diversification

Cyrus Jacobs of Interstate Music Company disagrees with this theory and sees diversification the salvation for the little man. As an independent, he has found business better than in any previous year,

but lays much of the credit to diversification. Many Boston operators, he says, would have been out of business had it not been for diversification.

Marshall Caras of Trimount Automatic Sales Corporation suggests that the so-called squeeze of the small operator may be purely imaginary. The results, at least, in profits in 1961 were not as dire as first anticipated, and the majority have come out from about the same as last year to a bit better.

Unfortunately the operators in Greater Boston can expect no help from any association since the music Operators' Association of Massachusetts was disbanded three months ago due to lack of interest and action. It is believed that the big merger trend in this area

(Continued on page 48)

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Coast Coinmen See Strong 1962

Continued from page 35

the coming year will be strong for sales, particularly for music machines.

In the operating field, the report is the same. Stan Muckler, who has operated in metropolitan Los Angeles, Santa Monica and Culver City for nine years, said that he expected 1962 to be strong because of the constant growth of the area. "Juke box operation will hold its own and possibly increase," is the way Muckler put it.

Collections Up

Walter Hemple, a veteran operator in the San Fernando Valley, said that his collections from the location were the best ever but the earning per piece of equipment less. Practically the same point of view was taken by Al Hanlin, also a veteran operator.

Distributors with machines featuring stereo were definite in their reports that this is a factor in sales. And, no doubt it is for operators are buying them for locations in the main and some for protection.

"Stereo programming," said Muckler, "has failed to change the revenue picture. I can put on a Ray Charles 45 and it will do 10 times more business than any 33."

At Wurlitzer, the stereo buyers are those who want to feature progressive jazz and specialties. At Laymon's, Wilkins said that most sales were non-33 and non-stereo but that the Rock-Ola would take both. He attributed his increase to the new Princess that was brought out not too long ago.

Location Types

During the year no new types of locations were reported for music machines. Some shopping centers are affording operators an opportunity to install background music. These centers, however, are installing kiddie rides and at a recent opening of a super market an amusement center was in the blueprints.

While there had been some sales of smaller operators to larger ones, at this particular time, it is at a standstill. One source said that one of the reasons for this is that prices on routes had increased to a point where buyers were hard to find.

Some of the cigaret operators are adding music and the music operators are adding cigarets. Hemple has diversified into some vending and has found that filling stations, liquor stores and automatic laundries good for small coffee installations.

Operators in the area have been puzzled about collections, however. As one said: "Three weeks ago we had the largest ever but as the holidays come to an end, gross has decreased. In past years, Christmas time was when we got the money that separated the profit from the loss. But, it looks good. That's what we will go on," he asserted.

1961 Rough Year for Milwaukee

Continued from page 35

Minneapolis-based Sandler Distributing Company to handle the line here failed to jell. No definite word stems from the United, Inc. office about resuming distribution of Wurlitzer. It is known, however, that Harry Jacobs Jr., United, Inc., was unhappy about a number of items. If the Wurlitzer front office can pacify him, he may be willing to take on the line again.

Diversification has taken on more importance among local operators. The trend toward adding cigaret and background music equipment stops accelerated during 1961. Distributors report that vending equipment sales were a bright spot in 1961, bringing in much needed new revenue.

Background music is due to be pushed more persistently in the year ahead. Up-State operators are showing more interest in this field, however, than Milwaukee coinmen. The reason: Muzak, Seeburg and several other firms are more solidly entrenched in the big city areas. Stepping up its drive for more

members will rank high among Milwaukee Coin Machine Association plans for 1962, according to Sam Hastings, president.

"We accomplished quite a bit during 1961," he says. "We are still a young organization. In the year ahead we plan to set up a program that will help operators know each other better."

As for the business outlook in 1962, says Hastings: "I feel confident that business will show definite improvement."

According to one veteran local distributor: "I think business is at least a year away from being really good for distributors and operators. Most operators here are too heavily loaded down with payments on equipment acquired in the last two years. In 1962 they will concentrate on paying off their bills and will keep equipment purchases down, buying only what they need for a specific location. I look for lower sales, but a better profit picture in 1962."

Mid-South Operating Prospects Bright

Continued from page 35

year. It seems to be gradually growing.

As Charles V. McDowell, vice-president of Southern Amusement Distributing Company, sums it up, stereo has not been a factor to the operating end of his business, which is both a distributorship and operation.

Of the many phonographs on location, "we've got 20 stereos, but not a single stereo record on them," he says, pointing up what many operators do. Operators generally complain they can't get the stereo and 33 singles they want or need. Some use juke box factory packets of 33 singles.

33 Singles

He says his company is prepared, as far as 33 singles go, to go whichever way "the record companies jump."

Parker Henderson, Rainbow

Amusement Company, on the other hand, is using "more and more stereo singles," has 30 per cent of his route in stereo, though "the singles are still hard to get."

Henderson doesn't think 33's are a factor yet. "So many machines can't play the 33 singles," he points out. But he believes 33's are coming in the future, just as 45's replaced 78's.

Sammons, on the other hand, says 33's are a factor now and are becoming more so every day. "There will be something introduced soon to make them even more a factor," he said mysteriously.

Some discount houses opened up during the year, providing new locations for game operators. New restaurants brought good new music and cigaret vending spots.

The Memphis Music Associa-

Angott Distrib Consolidates And Expands

DETROIT—Expansion of facilities and a corporate re-organization have been announced by the Angott Distributing Company, long-time Wurlitzer distributor and major operating firm here.

Under the new set-up, the Angott Sales Company, a separate corporation which has operated a one-stop record service, in addition to some other activities, will be merged into the basic company.

This will bring all operations, including the distributorship for Smoke Shop cigaret vendors, which this firm took over a few months ago, into the same corporation.

Vote of Confidence

The new corporate structure is considered as a vote of confidence in the industry. "We feel this will enable us to consolidate servicing our accounts in one operation," said Harold Christiansen, general manager. "We will be able to serve our customers better in every way."

The second step is construction of a large addition to the present building on Puritan Avenue at Linwood. The addition will be two stories high, compared to the present one-story building, and on the west side, occupied by a small small parking lot. The floor space will be 5,200 square feet, 40 by 65 feet on each floor. Construction cost is estimated at \$35,000.

The new building will house additional offices and warehouse space, and more complete facilities for both service and parts departments. The present one-stop salesroom will remain essentially unchanged. Permits for building are in progress, with ground to be broken right after the first of the year, and work to be completed in the early spring.

Federal Agents

Continued from page 38

stamp for two of them, but not for the third. Agents seized one and left the other two.

Brown said the machines would be destroyed, unless court action prevents it. Forsythe said he did not intend to try to get them back. Forsythe said the machines cost him more than \$5,000.

The raid was part of a nationwide series of raids by IRS agents in a blow against gambling and gambling elements. The U. S. Justice Department initiated the raids.

Brown said the government will not take further action unless additional investigation reveals evidence of willful failure to purchase the federal gaming stamps.

If such evidence is found, he said, the government could press criminal charges, which could result in one year in prison and/or \$5,000 fine for each offense, on conviction.

Brown said paper writings showing payoffs had been made were seized as evidence at each spot raided.

tion tried to organize the State in 1961. It failed State-wide, but did organize several dozen West Tennessee operators into Tennessee Music Operators Association. There is hope for continued enrollment in 1962.

The Association was successful in its anti-burglary drive, in which, working with police, it cut drastically the number of coin machine burglaries, which had become a terrific problem. Burglaries are down 40 per cent of what they were before the anti-burglary drive began January 1, 1961.

The Association's most successful work, however, was during the 1961 Legislature when attempts at passing two bills adversely affecting the industry were defeated.

Ops' Numbers Shrink, But Survivors in Sound Shape

Continued from page 35

coin machine operating business requires a pretty stiff capital investment and a lot of hard work.

This realization has been responsible for a shaking out process. Many smaller operations—denied the advantage of rapid-earning equipment—have sold out to their larger competitors. There are probably fewer operating firms now than there were a year ago, but these surviving firms are generally in sound financial shape.

There is little doubt that this shaking out process will continue in 1962.

This doesn't mean that giants like the operating subsidiary of Canteen will dominate the business. It does mean, though, that the marginal or part-time operator is on his way to extinction.

Operating Combines

Another interesting development during 1961 was the phenomenon of operating firms pooling their resources (notably in Boston and Detroit) to form operating combines. This move enables relatively small operators to compete effectively with big-time competition.

And while instances of these mergers have been limited, chances are many small firms will have to enter into agreements with other small operations to survive.

While most of the new machines bought by juke box operators during 1961 were capable of playing stereo and 33 singles, programming was largely 45 monaurals. Stereo installations have boosted play in some locations, and the 33 single promises to make available to operators a programming range not hitherto available, but it looks like a long drawn-out process. Certainly no radical programming changes were evident during the year, and none look likely for 1962.

New York Scene

In the New York area, there were fewer operators this New Year's Day than there were a year ago, but these operators appear to be solidly entrenched. They're meeting their notes and buying new equipment.

In New York, as in most of the nation, collections began to rise appreciably in October, and they've stayed up ever since. Reasons for this improved situation may be found in the financial pages of any daily newspaper, or in the general business publications: It's simply that the employment rolls are rising; people are making more money, and the juke box and game operators are getting their share.

All told, 1962 looks like a year of steady, if unspectacular, growth for the nation's coin machine industry.

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Patrick O'Malley Elected President Automatic Canteen Co. of America

CHICAGO—Patrick L. O'Malley, a former Coca-Cola official, was elected president and a director of Automatic Canteen Company of America last week. O'Malley succeeds John W. Cox, president since March, 1960, who is retiring for reasons of health.

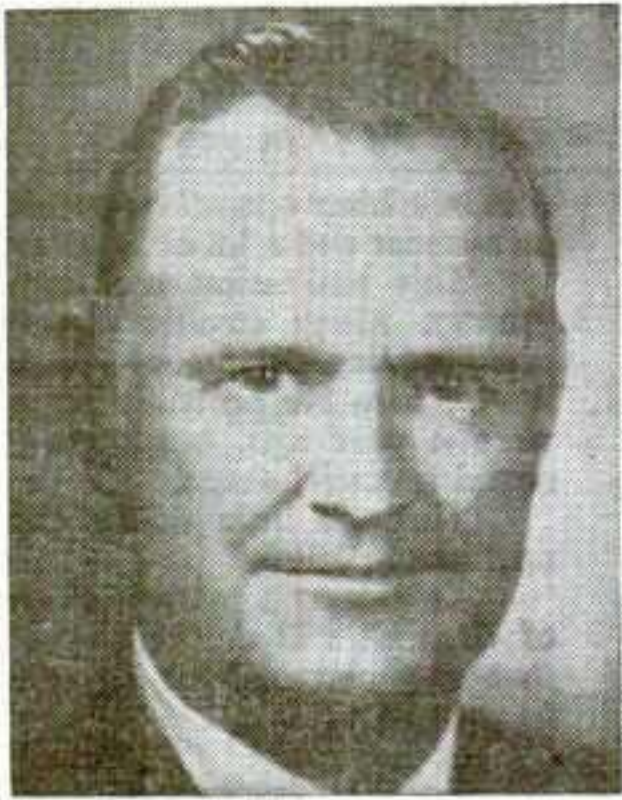
Canteen announced that Cox will remain as a consultant and director of the firm.

O'Malley was vice-president and general sales manager of the Coca-Cola Company, Atlanta, and is former president of the Coca-Cola Bottling Company, Chicago.

Full Duties

Frederick L. Schuster, Canteen chairman and chief executive officer, said that O'Malley will assume full duties of the presidency including day-to-day management and operation of the company.

"Mr. O'Malley is one of the outstanding executives in the coun-



PATRICK L. O'MALLEY

try. . . we are extremely fortunate in securing his particular sales and merchandising skills and experience at a time when John Cox, for reasons of health, must curtail his business activities," Schuster said.

Born in 1911, O'Malley started his career as a route salesman with the Coca-Cola Bottling Company of Boston, his home town, and has spent his entire business career with the Coca-Cola Company. He joined the Coca-Cola Bottling Company of Chicago in 1952 as general sales manager, advancing to the vice-presidency in 1955 and the presidency in 1958, and in May, 1960, he was appointed vice-president of the Coca-Cola Company in Atlanta.

Active in civic, religious and educational affairs, and in sales executive and merchandising organizations, O'Malley was a past president of Rotary, a member of the Kiwanis Club, the Chicago Chamber of Commerce and the Chicago Association of Commerce and Industry. He is past chairman of the Illinois State Coca-Cola Bottlers Association and past president of the Chicago Sales Marketing Executive Club.

Philadelphia Kiddie Rides Bill Affects Few Local Coinmen

PHILADELPHIA — A bill before the city council that would require all operators of kiddie rides to carry at least \$300,000 in liability insurance would not affect many local coinmen.

Not too many operators handle the rides and those who do already have insurance. Some not as high as \$300,000, but it will be just a matter of increasing it a little.

This insurance is on a blanket arrangement, of course, and not for each machine.

Joe Silverman, manager of the Amusement Machines Association of Philadelphia, said his group would do nothing to oppose the passage of the law.

The measure started out covering mechanical rides such as Merry-Go-Rounds but was enlarged to cover coin-operated rides.

EUROPEAN NEWS BRIEFS

Ops Profit From Goa Incident

MUNICH—India's invasion and takeover of the Portuguese colony of Goa has boomed Oriental music programming in German juke boxes. There were no specific Goa melodies available at the outbreak of hostilities, which ended before any disk could be cut tailored to the more or less comic war in the erstwhile Portuguese colony. However, resourceful German operators experimented with Asiatic melodies, some of them given titles linked with the Goa crisis. Programming tying in with the Goa seizure follows the current German trend toward picking several selections to dovetail with breaking world news. German juke box operators have had marked success in boosting collections with tunes angled to big news breaks. The Asiatic turbulence has also enabled the German trade to exploit the well-established popularity of Oriental music in this country.

Telebox Caravelle Film Phono

PARIS—There is a third entry in the French film juke box sweepstakes. To Scopitone and Cinebox has now been added the c.i.f.a. Telebox Caravelle, which is being promoted as "revolutionary" and "an engineering marvel." Caravelle plays sound color film, is fully automatic, has 28 selections with pre-selection and high fidelity. Caravelle has an attractive cabinet and is priced "for rapid amortization." It is equipped with National Rejectors coin rejector.

Bossie's Juke Box Serenade

AMSTERDAM—Juke boxes are being used experimentally to boost milk output by Dutch dairymen. Half a dozen dairy farmers in the northern provinces, taking their cue from poultrymen, have installed juke boxes in milking sheds. The bovine serenade continues all through the milking period. In theory, relaxing music relaxes the cow's udder and increases the milk flow. Exhaustive tests will be conducted, both as to the general effect of music on milk output and the carrying effects of different types of music. On the basis of the tests the dairy juke box researchers will attempt to compile a sort of bovine "Hot 100" tune list—disks which coax the maximum milk. In the Haarlem area several egg farms have been experimenting with juke box music to stimulate output. The idea was imported to Holland from Tupelo, Miss., where juke box rhythms boosted egg production.

Juke Box Teaches Language

ROME—Juke box "instruction" in English has progressed to the point where translation of U. S. pop music has decreased by nearly 35 per cent. A survey showed that whereas 85 per cent of all U. S. music played on Roman juke boxes was translated into Italian five years ago, the figure today has declined to roughly half. A large number of Roman operators—perhaps a majority—report an increasing demand for U. S. pop music in the original. The survey concluded, "Juke box music has become a convenient and effective way of learning English. Regular listening to juke boxes has added many English words to the Italian language." The Italians speak of the "Americanization"—via the juke box—of the Italian language.

Party Keys Bergmann Entry

LONDON—West Germany's Bergmann firm is expanding into the British market with new sales representation and servicing arrangements. The Symplay Limited concern has been organized to handle Bergmann products, and the new sales arrangements were inaugurated with an open house featuring British disk artists. The opening was attended by Ernst Bergmann, chief of the German firm, and his sales manager, Egon Schopp. Ray Seabrook is manager of Symplay, which will handle the Bergmann Symphonie juke box series, the Bergmann pinball, and Bergmann's line of payout machines. It is planned to base Bergmann's entire sales to the British Commonwealth at Symplay headquarters in London.

Ops Back Common Currency

BRUSSELS — Continental coin machine operators are supporting a proposal to replace the various national currencies and coins with a single European Common Market currency system. The six nations forming the Common Market (together with Britain and other countries affiliating) would mesh their national currencies with a single currency system, which in time would become the only monetary system on the Continent. Such a uniform monetary system would be a boon for coin machine operation, since it would permit the use of the same coin mechanism anywhere within the Common Market area. It would also simplify pricing.

ZOA Sets February 6 Meeting

MUNICH—West Germany's Central Organization of Coin Machine Operators (ZOA) has scheduled its annual meeting and election for February 6 in Munich. ZOA is beset by internal difficulties, and criticism of the board of directors has prompted several resignations. All board members have agreed to stay on, however, pending the February elections. The operators are bogged down in controversy over a wide range of problems, including music royalties, discriminatory taxation, and wholesale discounts. The operators are caught in a cost-price squeeze, and there are complaints the ZOA board has not been sufficiently vigorous in finding a solution to the problems.

Grand Jury Indicts Holt, Continental

NEW YORK—A Federal grand jury here has indicted the Continental Vending Machine Corporation of Westbury, L. I., two of its officers, and a Teamster Union official. The corporation and its officers are charged with lending the union official \$92,000 in violation of the Taft-Hartley Act. The union official is charged with accepting the money.

Named in the six-count indictment handed down Tuesday (26) are Harold Roth, Continental president; Herbert S. Sternberg, Continental vice-president, and Milton Holt, secretary-treasurer of Local 805, Confectionery and Tobacco Warehousemen.

Also named were Continental Industries, Inc., (which changed its name to Continental Vending in 1960) and the National Vending Corporation, which merged into Continental Industries in 1958. Roth and Sternberg were officers of all three corporations.

Large Operators

Continental, a leading manufacturer of full-line vending machines, is also one of the nation's largest cigarette machine operators and has a substantial juke box operation.

The government's charge was denied by Roth, who issued the following statement:

"Speaking for myself, Herbert S. Sternberg, the Continental Vending Machine Corporation and for any other company with which I am associated, I unequivocally and flatly deny these charges.

"We never gave or paid one single penny to Milton Holt or to any other union official. There is absolutely no merit to these charges."

According to the indictment, a payment of \$30,000 was made to Holt on October 18, 1957; one of \$50,000 was made in April, 1959 and one of \$12,000 was made on May 1, 1959.

U. S. Attorney Charges

United States Attorney Robert M. Morgenthau said that Holt actually borrowed more than \$243,000 (including the \$91,000 charged in the indictment) from May, 1956 to May, 1959. He said that all this money came either from Sternberg or Roth, or with Roth's assistance from a bank or finance company.

Morgenthau said all the loans were repaid. He added that some of the money was used to buy stock in Roth's corporations.

Continental Vending stock, listed on the American Stock Exchange, this week was selling for between \$10 and \$11 a share.

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5 Seeburg AQ160, 10 Rock-Ola 1455, Seeburg 200-Record Wallboxes, 5 Bally Official Jumbo Shuffle Alley, 10 Bally Marksman—new, 5 Bally Challenger—14 ft., 5 Western Trails—new.

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Say You Saw It in Billboard Music Week

FTC LIKES CODE OF ETHICS

CHICAGO—In view of its approval of trade practice rules for other industries, the Federal Trade Commission would be strongly inclined to consider and possibly approve a code of ethics for coin machine operation, an FTC official said here last week.

Recent passage of an anti-loan ordinance by the Chicago City Council suggested the possibility of a code to cover other phases of the industry.

That the FTC might approve a set of rules for the coin machine industry and back it up with its enforcement authority was a possibility suggested by William F. Lemke Jr., attorney in charge of FTC's Chicago office.

Fair Competition

To prove acceptable to the Commission, such a code would have to be designed to foster and promote the maintenance of fair competitive conditions and serve the interests of the industry, trade and the public, Lemke said.

He explained that proceedings leading to the establishment of coin machine trade practice rules could be instituted upon application by industry members.

Drafts of the proposed code would then be considered at a general industry conference held under Commission auspices in Washington.

Public Hearing

At a subsequent public hearing called by the FTC, all interested or affected parties would be afforded opportunity to present their views, suggestions or objections.

The Commission would make its decision known after a period devoted to an exhaustive study of the matter. In case of approval, it would fix a date for the beginning of the enforcement period.

The unfair trade practices embraced by the code would then be subject to the punitive powers of the Commission.

Judging from its acceptance of rules in other industries, the Commission might, in the opinion of some FTC attorneys, approve the following precepts for the coin machine industry:

1. The defamation of competitors by falsely imputing to them dishonorable conduct, inability to perform contracts, questionable credit standing, or by other false representations, or the false disparagement of competitors' products in any respect, or the false disparagement of their business methods, selling prices, values, credit terms, policies, or services, would be an unfair trade practice.

2. It would be an unfair trade practice to make any statement or representation, by way of advertisement, product demonstration, or otherwise, which is false, misleading or deceptive, or which, directly, or by reason of concealment of material fact, has the character or tendency or effect of misleading or deceiving purchasers or users of industry products (a) with respect to the quality, size, capacity, durability, serviceability, life, performance, mode of operation, design, construction, or constituent materials of any product of the industry; or (b) with respect to any service offered, promised, or to be supplied; or (c) with respect to the manufacture, distribution, servicing, or terms or conditions of sale, of any industry product; or in any other material respect.

3. It would be an unfair trade practice for any industry member, in the course of or in connection with the distribution of industry products, to represent, directly or indirectly, that he is a manufacturer of industry products, or that he owns or controls a factory making such products, when such is not the fact, or in any other manner to misrepresent the character, extent or type of his business.

4. To use any trade name, corporate name, trade-mark or other trade designation which has the capacity and tendency or effect of misleading or deceiving purchasers or users as to the character, name, nature, efficacy, origin of any product used therein, or which is false or misleading in any other respect, would be an unfair trade practice.

5. The imitation or simulation of the trade-marks, trade names, brands or labels of competitors, with the capacity and tendency or effect of misleading or deceiving purchasers or users of industry products would be an unfair trade practice.

6. In the marketing of rebuilt or second-hand products, or parts thereof, or in the marketing of products containing rebuilt or second-hand parts, it would be an unfair trade practice to conceal, or fail or refuse to fully and non-deceptively disclose by effective means of identification the fact that such products, or all or certain parts contained therein, are not new, or are used when such products have the appearance of being new and such concealment and nondisclosure have the capacity and tendency or effect of misleading the purchaser or the consuming public.

7. Loans from operator to premise owner would constitute an unfair trade practice.

8. It would be an unfair trade practice to induce or attempt to induce the breach of existing lawful contracts between competitors and their customers or their suppliers by any false or deceptive means whatsoever, or to interfere with or obstruct the performance of any such contractual duties or services by any such means, with the purpose and effect of hampering, injuring or prejudicing competitors in their business.

9. It would be an unfair trade practice to use or cause to be used any guarantee which is false, misleading, deceptive or unfair to any segment of the industry.

10. It would be an unfair trade practice to discriminate in price where the effect thereof may be substantially to lessen competition or tend to create a monopoly in any line of commerce, or to injure, destroy, or prevent competition with an industry member or with any person who knowingly receives the benefit of such discrimination.

11. It would be an unfair trade practice for any member of the industry wilfully to entice away employees or sales representatives of competitors with the intent and effect of thereby unduly hampering or injuring competitors in their business and destroying or substantially lessening competition.

12. It would be an unfair trade practice to use, directly or indirectly, any form of threat, intimidation, or coercion against any member of the industry or other person to unlawfully fix, maintain, or enhance prices, suppress competition, or restrain trade; or to enter into or take part in, directly or indirectly, any agreement, understanding, combination, conspiracy, or concerted action with one or more members of the industry, or with one or more other persons, to unlawfully fix, maintain, or enhance prices, suppress competition, or restrain trade.

Legislation Subject Of MOV Bulk Meet

RICHMOND, Va.—The Music Operators of Virginia meet 2 p.m., Sunday (14) at the Monroe Room of the John Marshall Hotel here to discuss a State legislative program. The Virginia Legislature opens its session the following day.

Officers and directors of the State group, elected last summer at the State convention in Virginia Beach, will be installed at the meeting.

Ed Levin, of Chicago Dynamics Co., Retires

CHICAGO—Ed Levin, a veteran of some 27 years with Chicago Dynamic Industries, Inc., is retiring from the business. Levin plans to live in Florida.

He was with Chicago Dynamic Industries almost since its inception serving as director of sales for over 20 years, and as office manager the last four or five years.

One of the first games that Levin recalls Chicago Coin (its name up to a few years ago) bringing out is Beamlight, the first pinball game with lights, selling to distributors at \$32.50.

Of the many big successes while he was sales manager, perhaps the most popular was Kilroy, a pinball game introduced after World War II, when the expression, "Kilroy was here" was so popular.

Before joining Chicago Coin Levin was in the lumber business with Sam Wolberg, president of Chicago Dynamic.

FOR SALE	
AMI	
Continental 1-2005	\$795.00
Lyric 1005	695.00
K-100A S	695.00
J-200 ES	575.00
J-120 ES	575.00
H-200	425.00
G-200	245.00
G-120	275.00
E-120	145.00
D-80	99.00
SEEBURG	
222	\$695.00
201	625.00
V-200 (VL Conv.)	275.00
M100G	325.00
M100C	235.00
ROCK-OLA	
1438	\$175.00
1455	345.00
1465	375.00
WURLITZER	
1800	\$275.00
2200	425.00

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COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
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Say You Saw It in
Billboard Music Week

FOR SALE GAMES

Wagon Wheel	\$ 85.00
HiLoah	195.00
Royal Flush	65.00
United Niagara Shuffle	225.00

PHONOGRAPH

AMI Continental Stereo 200	\$645.00
AMI G 120	245.00
AMI Lyric Stereo 100	515.00
Seeburg 201	495.00
Seeburg V200	180.00
Rock-Ola 1475	445.00
Seeburg Wall Boxes, 3W1	37.50
AMI Wall Boxes, 200 Sec.	55.00

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Exclusive Wurlitzer Distributor
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Pennsylvania Revenue Dept. Refuses Arrow Lic. Renewal

HARRISBURG, Pa.—The Pennsylvania Department of Revenue has refused to issue the necessary licenses for 1962 to one of the largest cigaret distributors in this area.

The firm is the Arrow Vending and Distributing Corporation of Philadelphia. This action means the firm was to stop its cigaret operations in this State on Sunday (31) unless the courts overruled the State. The revenue department said the State Department of Justice concurred in this ruling.

The vending company has been in the news for the last year. In February of 1961 it received a

\$43,000 tax refund from the State. Then the State police raided an Arrow warehouse in search of cigaret stamp counterfeiting equipment. None was found but a quantity of cigarets were confiscated because the stamps on them were "suspicious."

Citation Pending

In returning the firm's applications for its license renewal, the State wrote that its decision was made "pending resolution of the existing citation issued against your company under date of September 6, 1961." This was the first time it was ever publicly acknowledged that there was a citation pending.

The Arrow firm was told that a hearing will be set on the suspension of its license within the next three or four weeks, as soon as the Justice Department completes its investigation.

It was reported that the investigation centers around the firm's shipment of cigarets out of the State. On such shipments, the firm does not have to pay the Pennsylvania tax of 6 cents a pack.

On its monthly reports from January to July of 1961, Arrow showed large shipments of cigarets going to Complete Distributors, Inc., of Richmond, which is headed by the brother of David Cardonick, president of Arrow.

However, state investigators said the Richmond firm consists of only a desk in a law office and the Virginia company denies it ever received the cigarets.

Have yourself a
BANNER
New Year!



Jim Ginsberg

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SIDS
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MOA Newsletter

Music Operators of America's January newsletter is being reprinted in BMW as a service to MOA members. The newsletter appears in BMW exclusively and is not being mailed to the membership. The views expressed are those of MOA.

1961 — 1962

Off With the Old . . . On With the New!

Traditionally, the passing of the old year and the coming of the new is celebrated with much gusto. We've never quite understood the psychology of the frenzy with which we humans greet each new year. The best assumption we can make is that everybody is happy to have survived both as a person and as a businessman.

One thing is sure, the juke box business is still here!

There still are about 500,000 juke boxes in this country, owned and operated by some 9,000 operators. And most important, still played by some 22,000,000 people every day.

There are still five manufacturers in the business; each one providing the latest in mechanical and electronic developments in their instruments.

There still are about 150 music distributors representing these manufacturers.

There still are countless numbers of record manufacturers and artists, all of whom make a special effort to supply the operator with good playable music.

Yes, these segments of our industry are all still here despite gloomy predictions of extinction through mergers, absorption through diversification, digestion by the "giants."

Our industry can well look forward to 1962. We think it will be a great year for us. The need for musical entertainment is growing. The operator who buys with confidence, programs with wisdom, will collect with profit.

A HAPPY and PROSPEROUS NEW YEAR!
MUSIC OPERATORS OF AMERICA, INC.

George A. Miller
President

Ed R. Ratajack
Managing Director

LADY OP WOULD RATHER RENT THAN OWN VEHICLE

HURLEYVILLE, N. Y.—In a recent issue of Billboard Music Week, Tom Greco, Glasco, N. Y., operator, said that he discontinued renting vehicles for his route because, in the long run, outright purchasing was more economical.

Mrs. Millie McCarthy, local operator and president of the New York State Coin Machine Association, this week expressed a dissenting opinion.

Greco said that his experience had been that when a rental vehicle is in need of repairs, service is often delayed, with a resulting loss of time in route service.

Here is Mrs. McCarthy's answer, in part:

"I deal with the same firm, and another car is always issued if your own car is in service or repair; at no time need your business routine be interrupted.

"It releases my time and my money to further my own interests, so that it should be taken into consideration as a thing of value. It saves me a great deal of time and telephone money not to have to sell a used car ever so often for a meager sum.

"It saves me time not to have to bother with FS-1's, FS-6's, accident reports, change of plates, change of insurance, etc.

"All in all, for me I find it worthwhile. I guess I have proved that by renting four more vehicles from a Binghamton firm for my route in that city."



LUCKY HOROSCOPE

5c, 10c, or 25c Play

- ✓ National Coin Receptor in each chute
 - ✓ Two Coin Returns
 - ✓ Easy to Load—Holds approx. 1,000 tickets
- Size: 18' x 8' x 6" Wgt. 20 lbs.

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2371 Milwaukee Avenue
Chicago 47, Illinois

Phone: Dickens 2-3444

ROUTE OPPORTUNITY

480-PIECE MUSIC AND GAME ROUTE—MARKET VALUE OF \$236,000.00—LOCATED IN SEVERAL COUNTIES IN THE CAROLINAS—LATE MODEL EQUIPMENT—EMPLOYEES WILL CONTINUE—OWNER HAS OTHER BUSINESS INTEREST.

SELLING PRICE, \$250,000.00—25% DOWN—WILL FINANCE BALANCE TO RESPONSIBLE PARTY

ADDRESS: BOX 152, c/o THE BILLBOARD
188 W. Randolph St. Chicago 1, Ill.

Vince Shay, Chi Coinman, Dead at 61

CHICAGO — Vince Shay, 61, for many years a leading figure in the coin machine industry in Chicago and nationally, died Wednesday (27) at St. Elizabeth Hospital here of a heart attack.



VINCE SHAY

Most recently Shay was a partner with Stanley Levin in All State Coin Machine Exchange here, a jobbing firm, where he worked until his retirement.

Shay was best known during his days as president of Bell-O-Matic Corporation, and sales manager for Mills Novelty Company, leading coin machine manufacturing and sales firm of that era.

Funeral services were conducted at St. Giles Church, Oak Park, Ill., at 10:15 a.m. Saturday. Burial was in Mt. Calvary Cemetery, Chicago.

Surviving are his widow, Ethyl; a son, Vince Jr., and two brothers, Grant and Kenneth.

Charge Hyman Rosen on Game Concealment

BINGHAMTON, N. Y.—Hyman Rosen, 52, owner and operator of the Keystone Amusement Company, Nicholson, Pa., pleaded innocent in Binghamton City Court to charges of concealing more than \$11,000 worth of coin operated amusement devices he allegedly obtained under a sales contract.

Rosen, a Binghamton resident, was arrested there on a warrant sworn out by officers of the firm of David Rosen, Inc., Philadelphia, identified in court records as suppliers of the amusement machines on a conditional sales contract. The defendant is not related to any officer of the plaintiff firm.

The firm charges that Rosen signed a contract to purchase 10 bowling machines, 10 "ringabells" and 10 juke boxes December 8, 1958, title to the devices to remain with the Philadelphia firm until a sale price of \$11,282.49 was paid. Last February 1, the firm concealed the machines. The manner or place of concealment was not specified.

Rosen described as a distributor of coin operated amusement machines in Northern Pennsylvania, three weeks ago paid fines totaling \$750 after pleading guilty in Binghamton City Court to a charge of failure to carry workmen's compensation on his truck drivers.

WANTED

A National Sales Organization, presently doing business with Juke Box Operators, to sell patented, sealed, metered cash boxes to fit all Seeburg and Rock-Ola Floor Models. Advise your qualifications. Write BOX #384, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

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IN

EVERY TYPE OF LOCATION EVERYWHERE

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.

RUN TO HIM AND WALKIN' WITH MY ANGEL	BOBBY VEE Liberty 85388
CAN'T HELP FALLING IN LOVE AND ROCK-A-HULA BABY	ELVIS PRESLEY RCA Victor 7968
UNCHAIN MY HEART AND BUT ON THE OTHER HAND BABY	RAY CHARLES ABC-Paramount 10266
WHEN THE BOY IN YOUR ARMS AND BABY'S FIRST CHRISTMAS	CONNIE FRANCIS MGM 13051
I DON'T KNOW WHY AND IT'S ALL BECAUSE	LINDA SCOTT Canadian-American 129
THE WANDERER AND THE MAJESTIC	DION Laurie 3115
COTTON FIELDS AND GYPSY ROVER	HIGHWAYMEN United Artists 370
THE CHIPMUNK SONG AND ALVIN'S HARMONICA	DAVID SEVILLE AND THE CHIPMUNKS Liberty 55250
IRRESISTIBLE YOU AND MULTIPLICATION	BOBBY DARIN Atco 8214

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Columbus, Ohio | Cincinnati, Ohio | Cleveland, Ohio

Antwerp Blossoms as Natural Coin Machine Common Mkt. Crossroads

By OMER ANDERSON

ANTWERP—This port has become the world's busiest coin machine crossroads under impact of, first, the St. Lawrence Seaway opening, and now organization of the European Economic Community (EEC) or Common Market. Coin machine traffic through Antwerp is up an estimated 19 per cent in 1961 over the preceding year, and trade experts here say this is only the beginning. Expert consensus is that coin machine shipments through this port will double by 1965, this forecast being based on the following factors:

1. Impetus supplied by the Common Market, which is only beginning to pick up momentum. EEC will not be in full operation until 1965.
2. Increasing St. Lawrence Seaway volume. In certain respects the Seaway has fallen short of expectations, but the experts here believe traffic will increase appreciably over the long haul, and they believe that the coin machine trade will figure prominently in this anticipated gain.
3. Natural expansion of the European coin machine market, which was not created until after World War II, and which still has great development potential.
4. The expanding African and Middle East markets, for which Antwerp is viewed as a gateway.

Coin Machine Cargoes

A random visit to Antwerp's wharves any cargo-handling day will turn up several—perhaps as many as half a dozen—ships loading and unloading coin machine cargoes.

For example, the freighter Makesjella operates on what almost amounts to a coin machine run between St. Lawrence Seaway ports and Antwerp. On a typical day freighters flying the flags of France, Norway, Germany, the U. S., Britain will be tied up discharging coin machine cargoes.

The cargoes include new and reconditioned equipment. Seeburg is one of the port's major customers, Seeburg equipment flowing in through Antwerp for distribution in Belgium, Holland, Luxembourg, and West Germany.

N.S.M. Exports

And Antwerp is the principal shipping point for N.S.M., whose plant at Bingen, on the Rhine, in West Germany, is the largest on the Continent. N.S.M. exports its Fanfare juke box all over the world from Antwerp.

Most of the Continent's reconditioned U. S. equipment is received via Antwerp, which is headquarters for an array of large import-export firms. Among them are the European Amusements Com-

pany; Holland Belgie Europe, European agents for the Davis World Export Corporation of Syracuse, Albany, Buffalo, and Rochester and Antwerp Novelty.

Antwerp caters to the coin machine trade with special customs warehouses and special cargo-handling facilities. The port prides itself on having a crack stevedoring organization.

There istremendous expansion under way in Antwerp in anticipation of a Common Market boom. The port area is throbbing with construction of factories and additional port facilities, and downtown Antwerp is sprouting new office buildings.

Unofficial Capital

Brussels is the unofficial capital of the Common Market, and Antwerp hopes to become its main port, at least the principal port for the Continent's Common Market trade with North America.

Antwerp is undergoing tremendous development as a water-side manufacturing center, and it is expected that a number of American coin machine producers will establish production facilities here.

Despite arguments that it is economically more advantageous to ship equipment direct from U. S. production lines into the European market, paying customs duties, most experts on the spot believe that, in Common Market practice, all U. S. firms will establish, sooner or later, at least assembly facilities in Europe.

And most of these facilities will be established at Antwerp, if the experience of such U. S. firms as General Motors is a criterion.

African Trade

From Antwerp, coin machines are transhipped, by sea, to Africa and the Middle East, or are air-shipped from Brussels to Africa. Despite Congolese independence, Belgium continues to maintain close economic ties with Africa, and trade authorities here predict that Belgium's African trade will wax rather than wane. This applies particularly to coin machines.

For example, it is pointed out that at the height of the Congo crisis, some 50 juke boxes were airlifted to the Congo as routine commercial air freight.

Hans von Nordhoff, captain of the German cargo ship Emstein, put the case for Antwerp: "We have been putting into all the main European ports for years, and it's not up to me to advertise any one port over the others. But Antwerp is the natural crossroads port for the European transshipment traffic, and we are carrying more and more coin machine cargo.

"It is an unusual voyage, in the Seaway season, when we don't have several hundred units destined for Antwerp."

WEST GERMAN OFFENSIVE

Tanganyika Next Juke Box Industry Target

HAMBURG—Newly independent Tanganyika is to be headquarters for the German juke box sales drive in Africa, a drive which manufacturers here already are predicting will sew up the Dark Continent for the Germans.

Tanganyika's independence was made to order for the Germans, who know the progressive ex-British territory as a former (pre-World War I) German colony—German East Africa.

The Bonn government sent a glittering diplomatic mission to the Tanganyika independence ceremonies, and just behind the official German delegation came a big trade delegation, the coinmen in the vanguard.

For the Germans, Africa is the continent of the future, and Tanganyika is the best example of the speed with which this country's astute phonograph producers are moving to exploit African opportunity.

Shrewdly, the Germans have lined up a few serviceable surviving old African hands with Tanganyika experience from the Kaiser's heyday to trail-blaze juke box sales.

The British, French and Belgians are widely disliked and distrusted in Africa; the Americans are largely distrusted and disdained, but the Germans are beloved. Such at any rate is this country's self-assessment of its "African image."

It is a fact that Africans trust the Germans more than any other major Western nation in trade as well as politics, simply because the Germans were stripped of their African colonies after the first war and were thus released from Colonial stigma.

Similarly, since the Germans no longer are a great power they are able to trade in juke boxes as well as steel mills in Africa without being suspect. It is heady opportunity, and German producers are hastening to cash in.

The West German government is advancing Tanganyika economic development aid, as is the United States. German juke box producers intend making certain that they capitalize to maximum advantage on this aid.

A major manufacturing executive explained, "Obviously, we aren't so primitive as to believe the German aid to Tanganyika is going to be spent buying our juke boxes. But the mere fact of this aid gives us

an excellent phonograph sales platform.

"It is possible to benefit from such aid in a number of indirect, ethical ways, and we will be exploring all of them. For example, some of our aid will be used to build roads, and we intend to see that German juke boxes are available in work camps to entertain road-building crews.

More Locations

"Harbor installations will be constructed with German aid, and this will create the demand for additional cafes and bars in the expanded port areas. These new cafes and bars will require juke boxes, and we intend that they should be German boxes."

In general, German phonograph producers are planning their invasion of the African market much as general staff officers would map a military offensive. When this fact was suggested to one producer, he merely grinned, "Why not? he asked. "Only results count, and nobody can beat us Germans at selling in foreign markets when we get an even opportunity."

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1 Big Round Up.....	\$100.00
1 Deluxe Big Tent.....	100.00
1 Circus.....	75.00
11 Circus Side Show.....	75.00
9 Galloping Dominoes.....	75.00
9 Hi-Loh Deluxe, New.....	195.00
2 Hunter.....	65.00
19 Mornald.....	100.00
2 Play Ball.....	75.00
8 Super Circus.....	100.00
2 Wagon Wheels.....	75.00

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Moss Debbs New Seeburgs & Hqrs.

DES MOINES — Philip Moss and Company will preview its new quarters plus the new Seeburg line at a special open house celebration here Thursday and Friday (4 & 5).

Operators from throughout Iowa and Nebraska are invited to attend the two-day festivities. Operators will be treated to refreshments plus several thousand dollars' worth of door prizes.

On hand will be officials from the various firms which Moss represents: Seeburg, Bally, Williams, Chicago Dynamic Industries, Keneey, Fisher, American Shuffleboard and Midway.

New Quarters

The new quarters give Moss some 18,000 square feet of space compared to 8,000 in the previous location. The firm now has three times the parts and service space it previously had.

Another feature is a large elevator which comprises the loading dock.

Representing the firm at the open house, in addition to Philip Moss, will be Sid Rosenfeld, vending sales manager; Joe Blend, Nebraska sales representative; Dale Hooten, Iowa sales representative, and Johnny Neff, parts and service manager.

Seeburg Will Deb New Line

CHICAGO — Seeburg distributors throughout the U.S. and Canada will begin showings next weekend of the firm's 1962 phonograph line.

A variety of events from two-day unveilings to week-long open-houses and sit-down dinners are being planned. Seeburg has been teasing the trade for the past two weeks with the tag-line "SDS" which officials say represents the key feature of the new line.

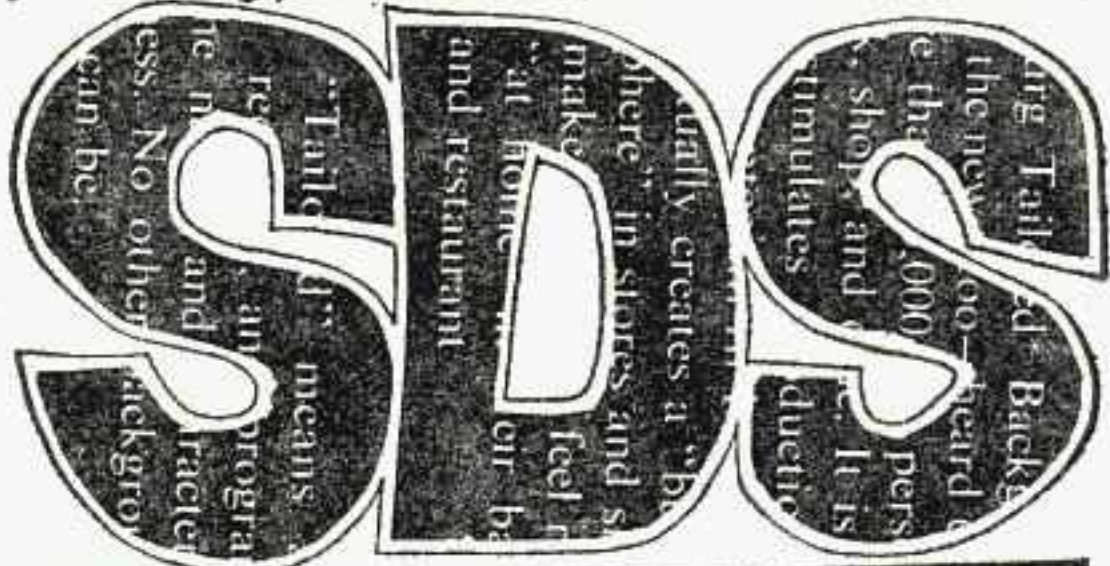
NEW
SEEBURG
FOR '62 WITH EXCITING
SDS
SEE IT THIS WEEKEND!!!!!!

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1331 Cherry Street, Kansas City, Mo.

"Profit-Makers" From
chicago coin
• PRO HOCKEY • TRIPLE GOLD PIN
• RED DOT • CONTINENTAL
CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

NEW SEEBURG

FOR '62 WITH EXCITING



SEE IT THIS WEEKEND!!!!!!

ADVANCE AUTOMATIC SALES

1350 HOWARD STREET SAN FRANCISCO, CALIF.



East

Dave Baker, formerly of Melo-Tone Vending Company, Inc., Arlington, Mass., and now head of the local division of American International Bowling Corporation, has left on an extended-tour of South America. Dave will take the family, wife, son and daughter, on the trip which will take them to five countries. There will be no business during the tour, which is primarily for "a much-needed rest" for Dave. His firm, IABC, has just moved to new and spacious quarters in Everett, a suburb of Boston. At 162 Tremond Street, the plant has a space of 13,500 square feet, room for 40 vehicles to park and employs 80 persons, all involved in music, cigaret and vending routes.

Cyrus Jacobs of Interstate Music Company, Roxbury, was on a tour for three days with the presidents of several railroads who took a run through New England to appraise the railroad route situation. Cy did the tapes for the conferences and supplied sound for the four-car train. He lived it up and slept in plush accommodations for three days.

The Western Massachusetts Music Operators' Association held one of the most successful Christmas parties in years in Spring last week with what was described as a most encouraging attendance. President **Ralph Ridgeway** of Vogue Music Company officiated as genial host. . . . **Si Redd**, **Bob Jones** and **Al Levine** of Redd Distributing Company made a trip to Chicago to view the new Seeburg machines and were mightily impressed. Salesman **Bob LeBlanc** was set to go, but was detained in Boston because of a serious illness of his father. Fortunately LeBlanc Senior is now on the road to good health.

General Manager **Jones** says that the results of his recent visit to Europe have proved very worthwhile and a good level of business is being reached. The firm is happy that the results have more than justified the expenses of the month-long visit. The Redd firm held its annual Christmas party for 43 employees this week. But by the time customers and friends joined in the place looked as though it was a mass meeting. Adding zest to the party was the announcement that amusement games such as Bally's new shuffle alley and Chicago Coin's Long Range Rife were really catching on in the area.

Cameron Dewar.

Midwest

Harold Lieberman, **Law Ruben** and **John Zeglen** of Lieberman Music Company, Minneapolis, were in Chicago for a Seeburg meeting. . . . Out-State operators in the Twin Cities recently were **Cab Anderson**, Hudson, Wis.; **Ray Sellman** of Gedney & Sellman, International Falls, Minn.; **Lloyd Williamson**, Winona, Minn.; **Andy Benna**, Ironwood, Mich.; and **Lloyd Kiester**, Frontenac, Minn.

Jack Karter of Midwest Novelty Company, St. Paul, rolled a perfect game in league bowling—10 spares and a strike—and won a \$100 bond. Karter's average has gone up 20 pins in the last two months. His team is in first place in the league—20 games ahead of the team in second place.

Don Lyons.

Millington, Tenn. Outlaws Gaming Stamp Ownership

MILLINGTON, Tenn. — The Board of Aldermen last week unanimously passed an ordinance making it unlawful for any "individual or business to own or possess a federal wagering or gaming stamp."

The law stemmed from a raid by federal agents two weeks ago on six Millington locations in which eight machines, seven similar to pinballs and one similar to a slot machine, were seized.

The agents said location owners paid off on all the machines in cash when players won on them.

Machines Destroyed
The machines, valued at more than \$5,000, were destroyed. Ironically, the machines were owned by **William V. Forsythe**, owner of Forsythe Amusement Company, and one of the Millington aldermen.

Forsythe, on learning of the raid, caught the agents at the last spot they hit and told them they had his complete co-operation. He told the agents he told the location owners never to pay off on the machines because that was against the law.

Forsythe voted for the ordinance. Millington is 20 miles from Memphis and the home of a huge Naval Air Station where some 17,000 sailors are stationed. They provided most of the play on the machines, the federal agents said.

The Millington law, in effect, outlaws all gambling machines, including pinballs, on which pay-offs are made, said Mayor **Thomas Hall**. There previously had been

no reports of pay-offs on coin machines at Millington. There are none in Memphis.

NEW for '62! DELUXE and SPECIAL 6-POCKET BUMPER POOL

POOL TABLES by VALLEY

NEW DESIGN! NEW MECHANISMS! At your distributor or write—

VALLEY SALES CO. 333 Morton St. Bay City, Michigan

BE AN EGG HEAD OPERATOR!

GET GOTTLIEB'S BRILLIANT NEW GAME ON LOCATIONS FOR CHALLENGING, EXCITING, PROFITABLE ACTION with REALISTIC "TIC-TAC-TOE" SKILL PLAY. ORDER TODAY!

SPECIALS!

Completely Reconditioned

C. C. 14' BOWLING LEAGUE	\$100
Bally CHAMPION 14' BOWLER	100
C. C. HOLLYWOOD S. A.	100
6-POCKET POOL	150
BUMPER POOL, Slate Top	125
Unified HANDICAP S. A.	165
Williams PINCH HITTER	245
C. C. STEAM SHOVEL	75

WANTED!

1-, 2- and 4-PLAYER GOTTLIEB GAMES! Highest Prices Paid! Send List or Call Collect!

NATIONAL COIN MACHINE EXCHANGE

1411-13 Diversey, Chicago 14, Ill. Buckingham 1-8211

when answering ads . . . Say You Saw It in Billboard Music Week

BARGAINS FOR THE WEEK GAMES

350 OF THEM BIG END-OF-YEAR CLEARANCE SALE

Received a Large Lot of Games in Trade, Including One Lot of 25 to 35 Guns.

WHAT DO YOU NEED?
8 C.C. King Bowlers, 20 Ft. at \$500.00 each. Lot of 8 Must Be Taken at This Price.

Write or Call Us Collect. MAin 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

Central DISTRIBUTORS, Inc.
2315 Olive Street, St. Louis 3, Mo. Phone: MAin 1-3511; Cable: Cendist

America's Largest and Oldest ONE-STOP RECORD SERVICE!

45 RPM 60c

All LP's—Regular Distributor. Wholesale—Nothing Over.

SAME DAY SERVICE

THE MUSICAL SALES CO.
The Musical Sales Bldg. Baltimore 1, Maryland

Joe Ash says . . . CONTACT ACTIVE FOR **PINBALLS**

THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St. Phila. 30, Pa. POplar 9-4495

You can ALWAYS depend on ACTIVE ALL WAYS

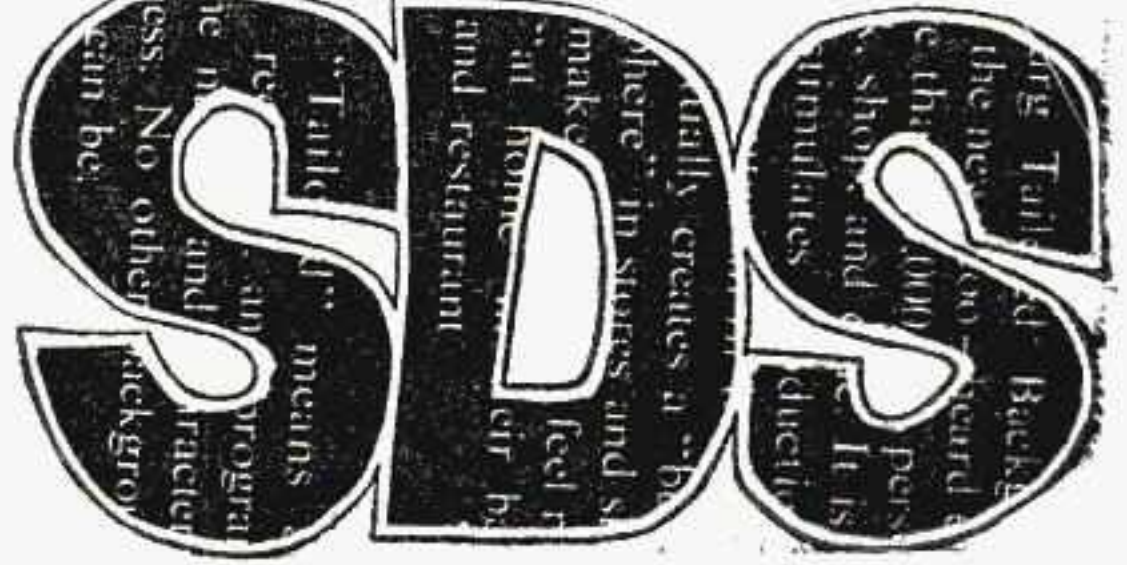
Chicago Area Headquarters for Parts and Accessories for all VALLEY POOL TABLES

IMPORTERS SEND FOR FREE 56-PAGE ILLUSTRATED LATEST CATALOG

FIRST COIN MACHINE EXCHANGE
Joe Kline & Wally Finke
1750 W. NORTH AVE. CHICAGO 22, ILLINOIS Dickens 2-0500

NEW SEEBURG

FOR '62 WITH EXCITING



Showing: Sunday, January 7 12:00 to 5:00 p.m.

ATLAS MUSIC COMPANY

2231 Fifth Avenue Pittsburgh 19, Pa. PHONE: GRant 1-1704

FOR SALE
 Wurlitzer 1650 \$ 50.00
 Wurlitzer 1700 150.00
 Rock-Ola 1438 125.00
 All types of used uprights. Write
GUERRINI'S
 1211 W. 4th St. Lewistown, Pa.

when answering ads . . .
**Say You Saw It in
 Billboard Music Week**

NEW SEEBURG
FOR '62 WITH EXCITING
SIDS
SEE IT THIS WEEKEND!!!!!!

EASTERN
Music Systems Corp.
 334 North Broad Street
 Philadelphia 2, Penna.

EASTERN
Distributors, Inc.
 140 W. Mt. Royal Avenue
 Baltimore, Md.

Slump Reversal Sparks Detroit Collections

• Continued from page 35

of the Angott Distributing Company, adding the pertinent factor that "cigaret machines have been doing much better than we expected them to. We are very optimistic."

In the games field, "The tavern business is picking up in Detroit," says Fred Chlopan, executive director of the Detroit Shuffleboard Association. "With the influx of some new machines, operators are looking for a profitable year."

New bowling machines brought out by manufacturers have evidently had an especially important effect in boosting takes here, while play on pool tables is also reported to be excellent. The scarcity of game types permitted in Detroit handicaps total play, but appears to work to help a game which is legal and really catches on here, among game-starved patrons.

League Activity

League play in pool tables and shuffleboard has enjoyed a revival of activity, coming under the leadership of Thomas J. Dewberry for the first time this year. This league season is now in full swing, with a large number of taverns and other locations participating to build up regular patronage.

Merchandising to make the coin machine's product appeal more effectively to the prospective patron is also paying off in the juke box field. "I think the average collection has picked up as a result of the employment situation, comments Frank Martin of Martin and Snyder, Seeburg distributors, and one-stop operators, but this experience has been significantly assisted by a combination of the Artist of the Week program, with a replica of the current featured album mounted on the machine, and personalized machines with the location name placed on them in plastic letters.

"The whole basis of this is adult programming, using stereo with the Artist of the Week," Martin says. "Operators are using up to 25 and 30 seven-inch stereo records on a machine. They are now readily available—we get not less than 10 new records (two packages of five a week) coming in

varying categories. If it had not been for this, the business would be dead." These are all 33's, he stresses, for "the 45 stereo is dead."

Stereo Picture

This touches the controversial field of stereo, with this firm, of course, stressing this factor. On the other hand, Christiansen reports that "stereo is still doing absolutely nothing in Detroit" from the standpoint that 90 per cent of their new machine sales as Wurlitzer distributors are monophonic.

33 r.p.m. records have slowly increased in demand in the past three months.

Merger Trend

The merger trend continues strong in juke boxes, with larger routes taking up smaller ones. There is a scarcity of routes to buy at present—reversing the situation of several months ago—and the trend is expected to continue. In games, however, no trend toward more than occasional mergers is evident.

No legislation in either field is anticipated at the State level. The Detroit situation legally on juke boxes is quiet, but operators are concerned by the frequent and anticipated attempts of small towns to assess high fees.

MOI effort has secured some actual reductions in some instances recently—in others, the affected operators have just had to sell out or close up in that town for economic reasons, as the high fees cut deeply into profits.

Ordinance Changes

Amusement game operators are currently in negotiation with Detroit authorities to secure revision of the present ordinances in three respects: (1) Consolidation of licenses so that shuffleboards and other types of games will come under one license; it is felt this, in some cases, amounts to double taxation; (2) setting a uniform expiration date for all games licenses; (3) requirement of an identification tag on each game with the operator properly identified to the public.

Location patterns appear to be constant here. Discount houses are found to mean nothing to the business as yet. New shopping centers have been mushrooming, but offer little to operators, except for restaurants and a very few taverns located in some of them. Since the centers tend to close evenings, the patronage is small, and they are not promising locations.

FAST ACTION!

new world of **PROFITS** for operators

SPACE SHIP

CENTER TARGET
 Scores 100,000 or "SPECIAL" when lit.

4 TARGETS numbered 1-2-3-4 advance Rocket Lites

8 ROLLOVER LANES advance Rocket Lites

- ★ Advancing any rocket to top lites
- ★ 2 Skill Holes for special scores
- ★ Lighting up 4 rockets across at any point lites up center target for "Special"
- ★ Rubber Rebound Kickers ★ Flippers

High Styled Cabinet

LOCATION TESTED for **PROFITS!**

Single or Twin Chutes

Plasticote Finish on playfield.

- Slug Rejector
- Locked Cash Box

Order Williams SPACE SHIP NOW
 from your **Williams DISTRIBUTOR!**

Williams ELECTRONIC MANUFACTURING CORP.

4242 W. FILLMORE ST. CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS

Hub Ops Expect Upswing in 1962

Continued from page 40

spelled its doom. But the Western Massachusetts Operators' Association in the Springfield area keeps active on business and social levels. Good reports are also heard from

associations in Maine and New Hampshire where constructive work is being done. At least in Massachusetts a strong group would seem to be necessary at this time.

The State Administration is about to place before the Legislature a proposal to tax an estimated 200,000 coin-operated machines, including juke boxes and cigarette machines. The plan would place a fee of \$10 per year on bulk machines all the way up to \$50 on music and amusement devices. While the vending trade is marshaling its forces against the proposal, no cohesive effort is apparent in the music industry.

Stereo programming continues to be a minor factor in the area. While Trimount and Redd Distributing Company report stereo outselling monaural by about seven to one, they still admit that selections are limited. But it would appear that stereo has not had nearly the impact here that had been hoped for by manufacturers.

However, there are quite a few operators who are willing to pay the few extra dollars for the stereo set-up in order to have something suitable for future use. Those who do use it and utilize careful programming appear to reap benefits, although it is a matter mostly of adjusting to the location, many of whom, it is reported, couldn't care less.

One operator put the case for those who have mostly rejected stereo up to now by saying that putting stereo in most locations is like laying wall-to-wall carpeting in your garage. In other words, it's wonderful, but who needs it? Another operator reported removing a stereo machine from a location and finding the replaced monaural made no difference in the take.

But stereo appears to be very much a matter of choice as well as a question of how much time and effort the operator wishes to put into programming as well as location suitability.

NEW SEEBURG FOR '62 WITH EXCITING SDS

Special Showing:

JANUARY 7 AND 8

- Thousands of dollars in prizes to be given away.
- Refreshments.

A great opportunity to see our completely remodeled 18,000 square foot building designed to better serve operators with the finest in new and used coin-operated equipment; plus a complete parts department.

PHILIP MOSS & COMPANY

1420 Locust Street

Des Moines 9, Iowa

Phone: AT 8-3331



SHOWING JANUARY 7

DICKSON DISTRIBUTING CO.

631 CALIFORNIA AVE.

OKLAHOMA CITY, OKLA.

When answering ads . . .

Say You Saw It in Billboard Music Week



Now! 16 winning "tic-tac-toe" combinations!

Rollover buttons and targets select whether bumpers score "X's" or "O's".

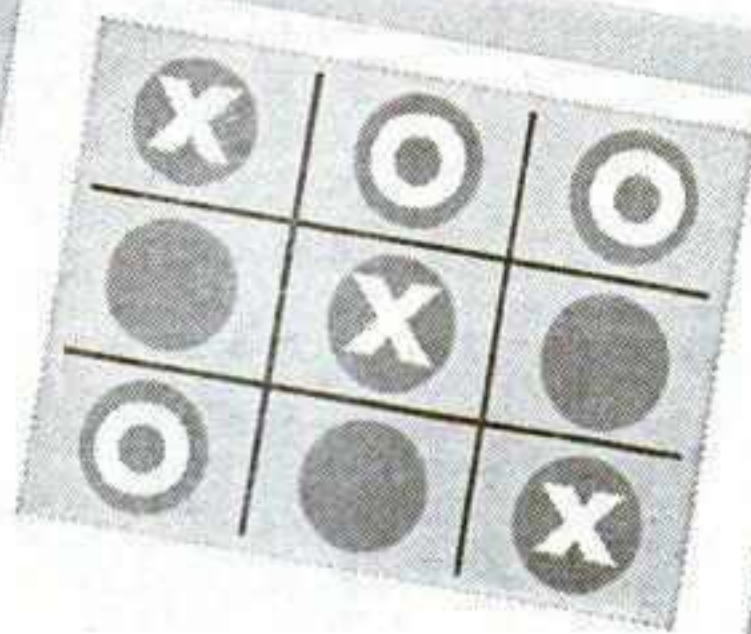
Hitting bumpers then lights "X's" or "O's" in "tic-tac-toe" panel.

GOTTLIEB'S Egg Head

"X's" and "O's" controlled & activated by skill play!

- Make specials by high score, too.
- Match feature
- Sparkling design

Completing horizontal, vertical or diagonal line of "X's" or "O's" scores special and lights rollovers for additional specials.



Revolutionary "tic-tac-toe" Panel Eliminates Confusion

Either "X's" or "O's" light in exactly the same place in each square. It's cute! It's new! See your Gottlieb Distributor for a demonstration today!

D. Gottlieb & Co.

1140-30 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!



SEEBURG NATIONAL SHOWING

AT YOUR DISTRIBUTOR
JAN. 6 & 7



EXCLUSIVE
NEW

SDS!

THE SEEBURG SALES CORPORATION, CHICAGO 22

**BILLBOARD
MUSIC WEEK**

COIN MACHINE INVENTORY LIST

Listed below are all actively traded juke boxes made in the last 10 years and all games made in the last five years. Figures in parentheses beside the juke box listings indicate the number of selections. Figures beside games indicate the month and year the game went into production.

MUSIC	DELUXE SHOOTING STAR	CONGRESS BOWLER	MIAMI BEACH	2 WHIRLWIND	COUNTY FAIR	DELUXE VANGUARD
AMI	HF100G (100), 1953	Deluxe Club Bowler 3-59	2 Whirlwind 2-58	County Fair (3/57)	Deluxe Vanguard (Wms.) 10-58	
D-40 (40), 1951	HF100R (100), 1954	Deluxe Club Bowler 3-59	Wishing Well 9-55	Magical Mirror Horoscope (11/59)	Derby Roll (Un) 5-55	
D-80 (80), 1951	V200 (200), 1955	Jumbo Bowler 9-55	World Beauties 2-60	Mermaid (3/60)	5th Inning (Un) 6-55	
E-40 (40), 1953	100J (100), 1955	King-Pin Bowler 9-55	World Champ 8-57	BALLY	Golf Champ (Bally) 8-58	
E-80 (80), 1953	K200 (200), 1957	Lucky Alley 8-58	Current	Jumbo (5/59)	Gun Club (Genc) 1-58	
E-120 (120), 1953	L100 (100), 1957	Lucky Shuffle 9-58	Flipper Fair	CHICAGO COIN	GunsMoke (Bally) 4-59	
F-40 (40), 1954	201 (200), 1958	Monarch 11-59	WILLIAMS	Star Rocket (5/59)	Heavy Hitter (Bally) 3-59	
F-80 (80), 1954	161 (160), 1958	Official Jumbo 3-60	Arrow Head 7-57	Star Rocket (5/59)	Hercules (Wms) 3-59	
F-120 (120), 1954	101 (100), 1958	Pan American 6-59	Casino 8-58	Star Rocket (5/59)	Hi-Fly (Genc) 4-56	
G-40 (40), 1955	220 (100), 1958	Speed Bowler 11-58	2 Circus Wagon 10-55	Star Rocket (5/59)	Horoscope Fortune Teller (Genc) 9-57	
G-80 (80), 1955	222 (160), 1958	Star Shuffle 9-58	Club House 10-59	GAMES, INC.	Jet Pilot (CC) 5-59	
G-120 (120), 1955	222DH (160), 1959	Strike-Bowler 11-57	Crossword 5-59	Double Shot (4/58)	Joker Ball (Mid) 10-59	
G-120-1 (120), 1956	222 (160), 1958	Super Bowler 1-58	Cue Ball 4-57	Skeet Shoot (1/57)	Jolly Joker (Wms) 10-55	
G-200 (200), 1956	222DH (160), 1959	Trophy 4-58	Double Barrel (4/61)	Super Hunter (6/57)	Jumbo Ten Pins (Wms.) 3-58	
G-200-1 (200), 1956	222DHR (160), 1959	Current	2 Fiesta 12-59	Twin Wild Cat (7/59)	Jumbo Ten Strike (Wms.) 3-58	
G-200-2 (200), 1956	Current	Bally Bowler	4-Star 7-58	Wild Cat (12/58)	Jr. Auto Test (Cap) 12-58	
G-200-3 (200), 1956	AY160S (160)	CHICAGO COIN	4 Fun House 10-56	Current	Kaye Hockey (Kaye) 58	
G-200-4 (200), 1956	AY100S (100)	All Star Team Bowler 11-55	4 Gay Paree 6-57	Tim Buc Too	King of Swat (Wms) 5-55	
G-220-5 (200), 1956	Y100M (100)	Blinker 8-55	Golden Bells 9-59	Trail Blazer	Kiss-O-Meter (Exhib) 12-56	
H-200 (200), 1956	BMS-1 (1,000, background)	Bonus Score 5-55	Gusher 9-58	Trail Blazer Twin	League Leader (Keen) 4-58	
H-120 (120), 1956	BMC (1,000 background)	Bowl Master 7-59	Hi-Hand 6-57	KEENEY	Lucky Horoscope (Mar) 12-56	
H-100 (100), 1956	BMCA (background, audio)	Bowling Team 10-55	Hot Diggly 8-58	Big Roundup (3/59)	Magical Mirror Horoscope (A-B) 2-60	
H-200M (100), 1957	UNITED	Bull's-Eye Bowler 7-55	Jig Saw 12-57	Big Tent (6/57)	Model 500 Shooting Gallery (Exhib) 3-55	
I-200 (200), 1957	Current	Championship 11-56	Kings 8-57	Big Dipper (10/59)	Monkey Clumb (IEC) 3-55	
I-120 (120), 1957	UPD 100 (Stereo)	Bowling League 7-57	2 Naples 9-57	Big 3 (5/59)	Moon-Raider (Bally) 7-59	
I-100 (100), 1957	UPD 100 (Mono)	Criss Cross Target 1-55	Perky 11-56	DeLuxe Big Tent (5/59)	Motorama (Genc) 10-57	
I-200M (200), 1958	WURLITZER	Double Feature 12-58	Peter Pan 4-55	Criss Cross Diamond (1/60)	1957 Baseball (Wms.) 4-57	
J-200 (200), 1958	1250 (48), 1950	Hollywood 4-55	2 Piccadilly 5-58	Little Buckaroo (4/59)	Official Baseball (Wms.) 4-60	
J-120 (120), 1958	1400 (48), 1951	King Bowler 3-59	4 Race-the-Clock 4-55	Red Arrow (4/60)	Pan-O-Rama 800 (Cap) 12-56	
J-100M (100), 1958	1500 (104), 1952	Lucky Strike 1-58	Regatta 10-55	Shawnee (1/59)	Peep Barrels (Exhib) 12-56	
J-200M (200), 1959	1580A (104), 1953	Miami Shuffle 10-58	Reno 10-57	Touchdown (9/59)	Peppy the Clown (Wms) 12-56	
J-120 (120), 1959	1600A (48), 1954	Monte Carlo 1-59	Rocket 11-59	Current	Photo Machine (Muto) 12-59	
J-100 (100), 1959	1700 (104), 1954	Player's Choice 9-58	Satellite 6-58	Black Dragon	Pinch Hitter (Wms) 3-59	
J-200 (200), 1959	1800 (104), 1955	Princess Bowler (3/61)	Sea Wolf 7-59	DeLuxe Red Arrow	Pirate Gun (Un) 10-56	
Current	1900 (104), 1956	Rebound Shuffle 11-58	2 Shamrock 1-57	Sweet Shawnee	Playland Rifle Gallery (CC) 8-59	
Continental 2-200 Stereo	2000 (200), 1956	Red Pin 3-59	Smoke Signal 9-55	ARCADE & NOVELTIES	Polar Hunt (Un) 4-55	
Continental 2-200 Mono	2100 (200), 1957	Rocket Ball 2-59	Soccer Kick-Off 3-58	Aqua Duck (Cons) 2-55	Pony Express (CC) 4-60	
Continental 2-100 Mono	2150 (200), 1957	Rocket Shuffle 2-58	Spot Pool 6-59	Auto Photo Model 9	Pro Basketball (CC) 6-61	
ROCK-OLA	2250 (200), 1958	Rocket Shuffle Two-Player 4-58	Starfire 3-57	Auto Photo Model 11	Pro Bowler (CC) 3-61	
1436 (120), 1953	2204 (104), 1958	Score-A-Line 9-55	Steeple Chase 11-57	Auto Test (with sound) (Cap) 9-56	Pro Hockey (CC) 6-61	
1438 (120), 1954	2200 (200), 1958	Shuffle Explorer 6-58	Super Score 9-56	Auto Test (without sound) (Cap) 9-56	Quarterback (Genc) 9-55	
1442 (50), 1955	2300-S (200), 1959	Skee Roll 1-57	4 Surf Rider 7-56	Ball Park (Bally) 4-60	Ranger (Keen) 3-55	
1446 (120), 1955	2300 (200), 1959	Star Rocket 5-59	3-D 11-58	Bally Derby (Bally) 2-60	Red Ball (Mid) 5-59	
1448 (120), 1956	2304 (104), 1959	Tournament Ski Bowl 12-56	Three Deuces 8-55	Bally Targets (Bally) 10-59	Rifle Gallery (Genc) 9-55	
1450 (120), 1957	2304-S (104), 1959	Triple Strike 1-55	Tic-Tac-Toe 1-59	Wonderland 5-55	Rock 'n' Roll (Muto) 5-58	
1452 (50), 1956	2310 (100), 1959	TV Bowling League 11-57	Tim-Buc-Tu 1-56	Current	Safari (Wms) 1-55	
1454 (120), 1957	Current	Twin Bowler 10-58	Top Hat 2-58	Kismet	St. Christopher (Muto) 12-58	
1455D (200), 1957	2500 (200 Stereo)	Continental Bowler	Turf Champ 8-58	Space Ship	Satellite Tracker (B-L) 12-58	
1455S (200), 1957	250A (104 Stereo)	Red Dot	Wonderland 5-55	POOL TABLES	Shoot the Clown (CC) 2-60	
1458 (120), 1958	2510 (100 Stereo)	Triple Gold Pin	Current	(Current only)	Shortstop (Wms) 4-58	
1462 (50), 1958	BOWLERS & SHUFFLES	UNITED	Current	FISCHER	Sidewalk Engineer (Wms) 4-55	
1465 (200), 1958	BALLY	Advance 6-59	Current	Crown Imperial VIII	Skill-Score (Bally) 6-60	
1468 (120), 1959	ABC Bowler 7-55	Alias Shuffle Alley 9-58	Current	Crown Imperial VII	Sky Raider (Un) 10-58	
1468 Stereo (120), 1959	ABC Bowling Lanes 12-56	Bonus Bowling Alley 3-58	Current	Imperial VI	Sky Rocket (Genc) 5-55	
Current	ABC Champion 9-57	Bowling Alley 11-56	Current	Coronet 6	Softball League (Exhib) 12-57	
1488 (120)	ABC Super-Deluxe Bowler 9-57	Build-Up 5-56	Current	Coronet 7	Space Age (Genc) 3-58	
1493 (Princess)	ABC Tournament 6-57	Capitol Shuffle Alley 6-55	Current	Crown Fiesta	Space Gunner (Bally) 5-58	
1494	All-Star Bowler 12-57	Clipper 4-55	Current	Holiday	Spook Gun (Bally) 9-58	
1495 (200)	All-Star Deluxe 2-58	Cyclone 10-58	Current	IRVING KAYE	Squirts Water Polo (Aqua) 5-57	
SEEBURG	Bally Shuffle 1-59	Deluxe Bowling Alley 7-57	Current	DeLuxe Eldorado	Star Slugger (Un) 4-56	
M100B (100), 1950	Challenger 9-59	Deluxe Flash 6-59	Current	DeLuxe Klub Pool	State Fair (Genc) 7-56	
M100C (100), 1952	Club Bowler 2-59		Current	Mark I, II, III, IV	Steam Shovel (CC) 5-56	
100W (100), 1953			Current	Satellite	Super Big Top (Genc) 12-55	
			Current	VALLEY	Super Slugger (Un) 7-55	
			Current	Model 9000 (6-pocket)	Swami (Muto) 4-55	
			Current	Bumper Pool	10 Commandments (Muto) 12-57	
			Current	6-Pocket Pool	Ten Pins (Wms) 12-57	
			Current	Standard 75	Ten Strike (Wms) 12-57	
			Current	DeLuxe 75	Test Pilot (Cap) 12-57	
			Current	DeLuxe 90	Titan (Wms) 8-59	
			Current	UPRIGHTS	Treasure Cove (Exhib) 7-55	
			Current	AUTO BELL	Twin Hockey (CC) 5-58	
			Current	Circus (5/56)	Voice-O-Graph (Muto) 2-57	
			Current	Circus Play Ball (4/59)	Wild West (Genc) 2-55	
			Current	Circus Wagon Wheel (12/58)	Wild West Gun (CC) 3-61	
			Current		Yankee Baseball (Un) 2-59	

A HAPPY & PROSPEROUS NEW YEAR

to our friends from your **BILLBOARD MUSIC WEEK**
editorial and advertising Coin Machine Staff

AARON STERNFIELD

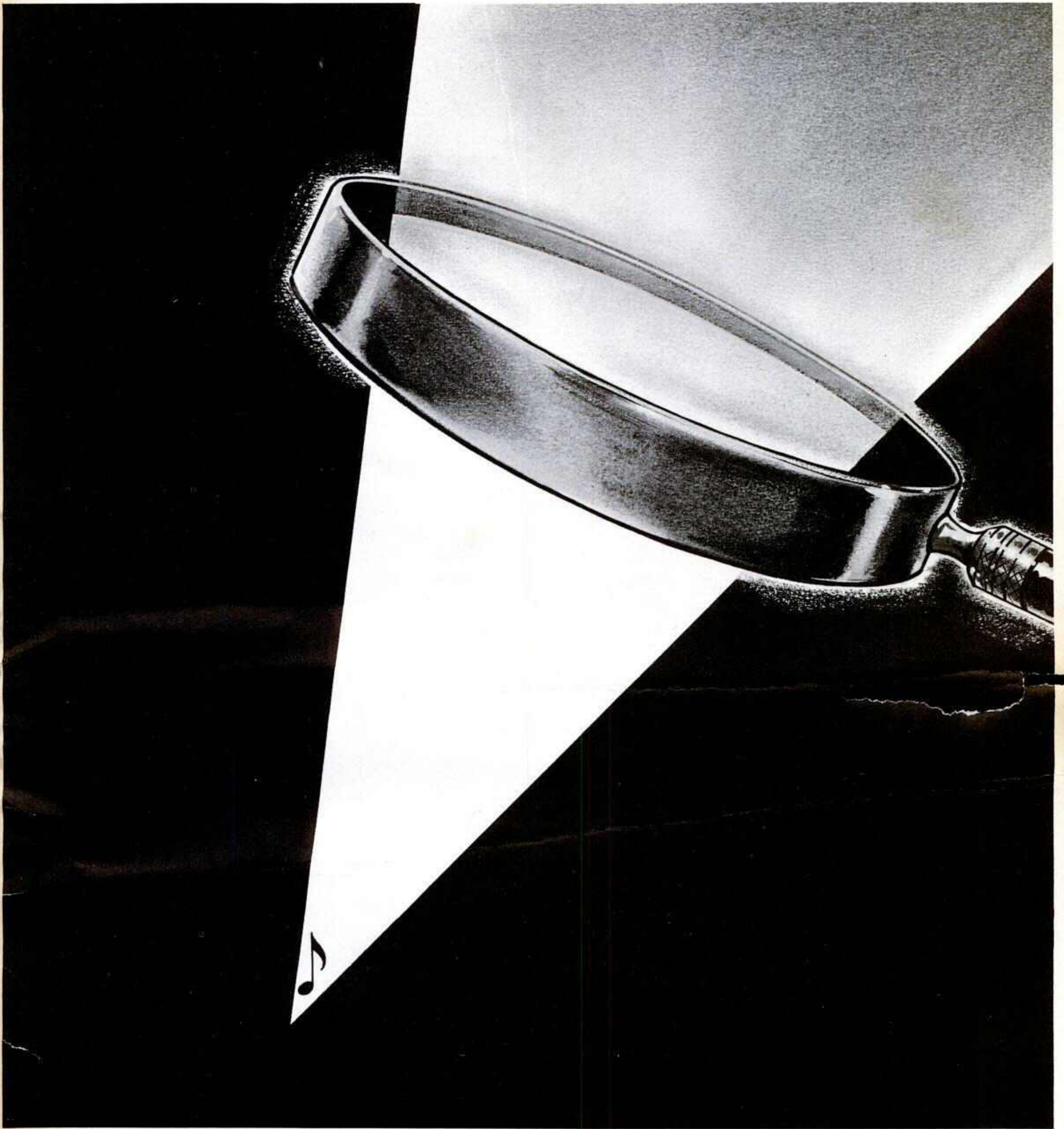
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105 YEARS' CONCENTRATION... *and how it counts for you*

Since 1856 Wurlitzer has focused the entire efforts of its total organization on a single segment of the entertainment field . . . MUSIC!

Today the name Wurlitzer **means music to millions!** Our phonographs reflect the results of this specialization. They are unsurpassed in play-promoting design and in service-free operation.

No matter where Wurlitzer Music is enjoyed, patrons know they are hearing the tops in entertainment.

Wurlitzer Phonographs can be installed anywhere and insure both operator and location proprietor constant profitable earnings.

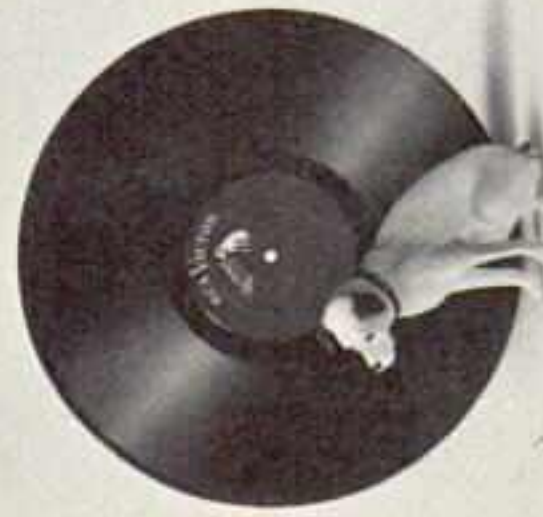
LOOK TO **WURLITZER** FOR LEADERSHIP

THE WURLITZER COMPANY *Established 1856* NORTH TONAWANDA, NEW YORK

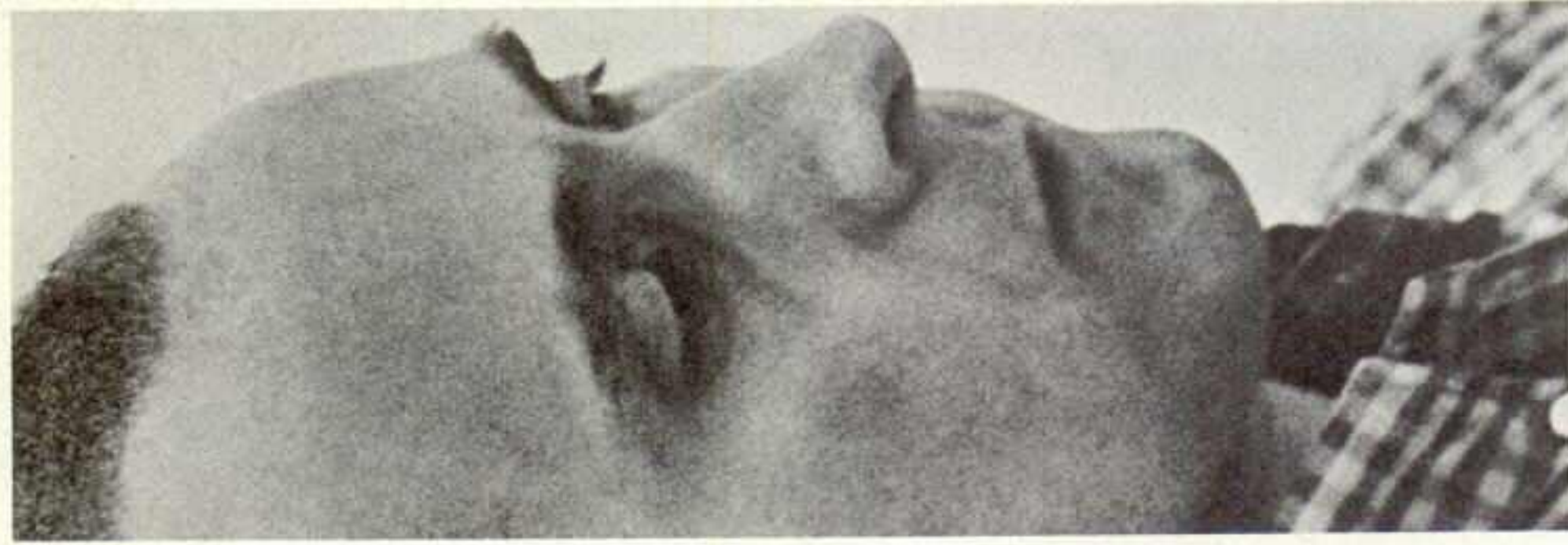
Start the New Year with big-name, big-volume pop albums, just bubbling over with sales appeal. Available in Living Stereo and Monaural Hi-Fi. Stock up today!

BIG NEW POP ALBUMS ON

RCA VICTOR!



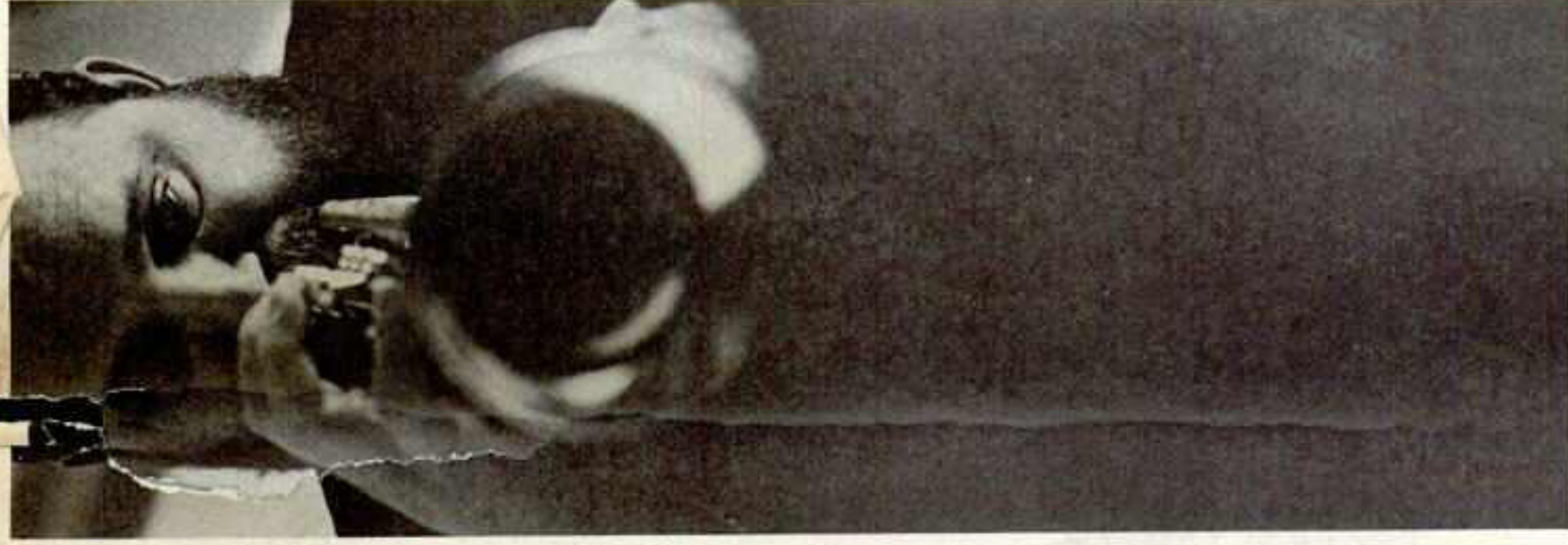
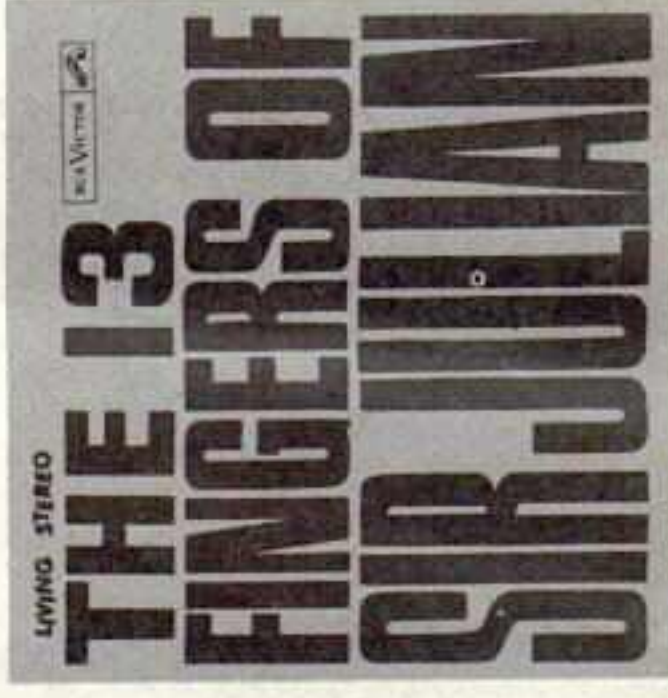
RCA The most trusted name in sound



That versatile Mancini man switches to small combo. Accent here is on originality, with fresh and swinging sounds the public will cheer! LPM/LSP-2258.



Fantastic finger work at the organ by an electrifying new personality! Delightful range of mood, from "Lover" to "Song from Moulin Rouge." LPM/LSP-2372.



Mighty Al, backed by the big sound of arranger Billy May, is explosive in "That Old Feeling," "Easy Street," "I'll Take Romance," seven more. LPM/LSP-2446.



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