

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



★ NATIONAL BREAKOUTS

MONO LP's YOUR TWIST PARTY, Chubby Checker, Parkway
BEST OF THE DUKES OF DIXIELAND, Audio Fidelity

STEREO LP's BEST OF THE DUKES OF DIXIELAND, Audio Fidelity

SINGLES JAMBALAYA, Fats Domino, Imperial
DEAR LADY TWIST, Gary (U.S.) BONDS, LeGrand
WHITE CHRISTMAS, Bing Crosby, Decca
JINGLE BELL ROCK, Bobby Helms, Decca
NEW ACTION LP'S

★ NEW ACTION LP's

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

MONOPHONIC

AND NOW ABOUT MR. AVA-LON, Frankie Avalon, Chan-celler
NAT KING COLE STORY, Capitol
BIG BAND PLAYS BIG HITS, Si Zentner, Liberty
BEST OF STEVE LAWRENCE, ABC-Paramount
GLENN MILLER TIME, Ray Mc-Kinley, RCA Victor
BROTHERS FOUR SONG BOOK, Columbia
LAST NIGHT, Mar-Keys, Atlantic
MEXICO AND 11 OTHER GREAT HITS, David Conniff, Mercury
SEPTEMBER IN THE RAIN, Dinah Washington, Mercury
RUSTY WARREN BOUNCES BACK, Jubilee
SOUND 35-MM., Enoch Light and the Light Brigade, Command

FLOWER DRUM SONG, Sound Track, Decca
TIME FURTHER OUT, Dave Bru-beck, Columbia
MERRY CHRISTMAS, Bing Crosby, Decca
LANGUAGE OF LOVE, John D. Loudermilk, RCA Victor

STEREOPHONIC

MEXICO AND 11 OTHER GREAT HITS, David Carroll, Mercury
CHRISTMAS WITH CONNIFF, Ray Conniff, Columbia
BIG BAD JOHN, Jimmy Dean, Co-lumbia
THE COLORFUL VENTURES, Dol-ton
50 GUITARS GO SOUTH OF THE BORDER, Tommy Garrett, Liberty

★ 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.

LOST SOMEONE . . . James Brown and the Famous Flames, King 5573 (Lois, BMI) (Wash-ington, Los Angeles, Philadel-phia, New Orleans)
THAT'S MY PA . . . Sheb Wooley, MGM 13046 (Channe-l, ASCAP) (Boston, Minneap-olis-St. Paul)
FLYING BLUE ANGELS . . . George Johnny and the Pilots, Coed 555 (Winneton, BMI) (Minneapolis-St. Paul)
TUFF . . . Ace Cannon, Hi 2040 (Jec, BMI) (Detroit, New Orleans)
HE'S NOT JUST A SOLDIER . . . Little Richard, Mercury 71884 (Woodman, BMI) (Washington, New Orleans)
SEVEN DAY FOOL . . . Etta James, Argo 5402 (Davis, BMI) (Detroit, Philadelphia)
THE WALTZ YOU SAVED FOR ME . . . Ferlin Husky, Capitol 4650 (Feist, ASCAP) (Bos-ton)
BASIE TWIST . . . Count Basie, Roulette 4403 (Bee Cee and ML, ASCAP) (Boston)
DEAR GESU BAMBINO . . . Christian Marandi, Decca 31343 (Southern, ASCAP) (New York)

TWIST-HER . . . Bill Black's Com-bo, Hi 2042 (Jec, BMI) (Boston)
I NEED SOMEONE . . . Belmonts, Sabrina 502 (Frank Kapp, BMI) (Milwaukee)
MOTHER GOOSE TWIST . . . Oliver and the Twisters, Col-pix 615 (Almimo, BMI) (Boston)
I COULD HAVE LOVED YOU SO WELL . . . Ray Peterson, Dunes 2009 (Aldon, BMI) (Boston)
YOU'RE THE ONE . . . Bobby Blue Bland, Duke 344 (Lion, BMI)
JAMIE . . . Eddie Holland, Mo-town 1021 (Jobete, BMI) (Detroit)
STANDING IN THE NEED OF LOVE . . . Clarence Henry, Argo 5401 (Sea-Lark, BMI) (New Orleans)
LITTLE BITTY TEAR . . . Burl Ives, Decca 31330 (Pamper, BMI) (Chicago)
A KISS FOR CHRISTMAS . . . Joe Dowell, Smash 1728 (Be-linda, ASCAP) (Milwaukee)
POCKETFUL OF MIRACLES . . . Frank Sinatra, Reprise 20040 (Maraville, ASCAP) (New York)

Retailers Report Business Booming From N. Y. to L. A.

NEW YORK — The hottest December in many years is what dealers around the country are calling this month. Business, both on the single and the LP level is booming from New York to Los Angeles. Sparked by a strong November due to the Twist craze, which pushed old and new rec-

ords and LP's by Chubby Checker and Joey Dee high on the charts, Christmas singles and LP's are now getting heavy sales throughout the U. S. Both old and new Christmas disks are getting action, including new singles by Connie Francis, Bobby Rydell, Chubby Checker, and oldies by Bing Crosby, the Harry Simeone Chorale, Brenda Lee and Bobby Helms. An Italian Christmas disk called "Dear Gesu Bambino" has broken loose in New York.

through the holiday buying. There are seven Twist records on the "Hot 100" chart this week, with four other Twist disks on their way up. On the LP side a third Chubby Checker LP hit the mono album chart this week. And Joey Dee's album hit the mono chart this week as well.

New Records Move in Pack

BALTIMORE — Nothing pulled away from the pack here last week, but front runners holding up well in newcomer sales included "He's Not Just a Soldier" by Little Richard, last week's breakout here, which swept on down to a Washington breakout. Also holding up well is "Mother Goose Twist" by Oliver and the Twisters. There is a record called "The Oliver Twist."

In addition to the holiday wax, new singles that have started to take off are the new Fats Domino release, the new Gary Bonds Twist record, and singles by Johnny Mathis and Roger Williams.

One medium-sized dealer in New York noted that he was moving 50 copies a day of "The Lion Sleeps Tonight" by the Tokens on Victor, calling the disk's sales almost as heavy as back in the halcyon single days of a few years ago.

The Twist continues its impact on the record business right

In the Washington-Baltimore area, a price war on singles was prevalent, and some outlets noted that poor distribution was slowing up the movement of hot singles.

James Brown, 'Soldier' Capture Balto Market

WASHINGTON — "Lost Someone" by James Brown on King had a terrific breakout here last week, and "He's Not Just a Soldier" by Little Richard on Mercury began to take hold here in the wake of its earlier smash in Baltimore dealer sales. "Pushin' Your Luck" by Sleepy King on Joy was also a breakout.

Don't Want" by Joan Campbell. Everybody's guessing what single will be this year's Christmas breakout. So far only Christmas albums are moving here, while the seasonal singles have neither jingled nor rocked their way off the shelves as yet.

"Letter Full of Tears" by Gladys Knight on Fury, which hit the "Hot 100" this week was a solid seller. Reaching for better chart positions via fast action here are Barbara George's "I Know," "Poor Fool" by Ike and Tina Turna, and "Three Steps From the Altar" by Shep and the Limes-lites. Brand new and getting requests in this area are: "Let Me In" by the Sensations, and "Mama

Record City's own prognosticator, the retired minstrel man who foretold big things for "Let There Be Drums," is putting his money on Frank Slay's "Flying Circle" on Swan to make it big with the teeners. BMW is keeping score on this soothsaying septuagenarian.

Xmas Lights N.Y.C.

NEW YORK — It was Christmas in New York this week with three Christmas records selling rapidly enough to make every dealer checked happy about the holiday season.

Record City's Manager Glenn expects "tremendous" Christmas business, and says his seasonal rush has started way ahead of last year's. This retailer discounts sin-
(Continued on page 6)

A local breakout in this city and Newark, N. J., was an Italian disk released by Decca called "Dear Gesu Bambino." Disk features Christian Marandi, with English narration by Steven Meisel. Almost every dealer checked called it a smash. The two other sock Christmas sellers were Connie Francis' "Baby's First Christmas," and the Chubby Checker-Bobby Rydell recording of "Jingle

Bell Rock" on Cameo, both on the charts this week.

These were not all the Christmas sellers, however. Reissues from other years, such as Bobby Helm's "Jingle Bell Rock," Brenda Lee's "Rockin' Around the Christmas Tree," Bing Crosby's "White Christmas" and the Harry Simeone Chorale's "Little Drummer Boy," were all grabbing steady sales.

Two more records with "West Side Story" tunes were also turning into hot New York sellers. One was the Johnny Mathis Columbia recording of "Maria," a
(Continued on page 6)

RCA VICTOR FLASH! A HIT SINGLE FOR NERO SEE BACK COVER

DECCA®

Gives You HITS for the HOLIDAYS



**ROCKIN' AROUND THE
CHRISTMAS TREE**
BRENDA LEE

30776

JINGLE BELL ROCK
BOBBY HELMS

30513

TAG ALONG
**THE WILBURN
BROTHERS**

31333

BREAKING BIG in
New York - Hartford
Newark - Boston

**DEAR GESÚ
BAMBINO**

**CHRISTIAN
MORANDI**

31343

and More HITS for a HAPPY NEW YEAR from

DECCA and CORAL

FOOL No.1

BRENDA LEE

31309

A LITTLE BITTY TEAR

BURL IVES

31330

CRAZY

PATSY CLINE

31317

I'M JUST TAKING MY TIME

c/w

I CAN DREAM CAN'T I

Mc GUIRE SISTERS

62296





"THE NATION'S BEST SELLING RECORDS"

Dot BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16284	Johnny Will Just Let Me Dream	PAT BOONE	<input type="checkbox"/> 16296	Let's Go Trippin'	MILT ROGERS
<input type="checkbox"/> 16270	Sweethearts in Heaven	CHASE WEBSTER	<input type="checkbox"/> 16279	Trade Winds, Trade Winds	DODIE STEVENS
<input type="checkbox"/> 16295	Everybody's Twisting Down in Mexico	BILLY VAUGHN	<input type="checkbox"/> 16262	Berlin Melody Come September	BILLY VAUGHN
<input type="checkbox"/> 16285	A-One A-Two A-Cha Cha Cha You Gave Me Wings	LAWRENCE WELK	<input type="checkbox"/> 16305	Free Me The Other Half of Man	ROBERT KNIGHT
<input type="checkbox"/> 16302	The Original Happy Jose	JACK ROSS			
<input type="checkbox"/> 16301	The Continental Twist Oh Ma Ma Twist	LOUIS PRIMA			
<input type="checkbox"/> 16273	Mood Indigo	LOUIS PRIMA			
<input type="checkbox"/> 16298	Can't Help Falling in Love You'll Never Walk Alone	KEELY SMITH			
<input type="checkbox"/> 16277	We Live in Two Different Worlds Kaw Liga	THE LENNON SISTERS			

NEW RELEASES

<input type="checkbox"/> 16297	Swamp Legend	THE FOUR COACHMEN
<input type="checkbox"/> 16304	Surfers' Stomp, Parts 1 & 2	KAY BELL AND THE TUFFS
<input type="checkbox"/> 16305	Country Boy in the Army Dying Ember	DORSEY BURNETTE

BEST SELLING ALBUMS

MONO	STEREO	ARTIST	MONO	STEREO	ARTIST
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk	<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn	<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters	<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn	<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone	<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn	<input type="checkbox"/> 3156	<input type="checkbox"/> 25156	BILLY VAUGHN PLAYS
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk	<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROTHERS GREAT HITS
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • The Lennon Sisters	<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima	<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn	<input type="checkbox"/> 3170	<input type="checkbox"/> 25170	PETITE FLEUR • Bob Crosby
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk	<input type="checkbox"/> 9500	<input type="checkbox"/> 29500	THE FIVE PENNIES • Sound Track
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS	<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn	<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 110		THE MAN WITH THE BANJO • Eddie Peabody	<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn	<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn	<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track	<input type="checkbox"/> 3302	<input type="checkbox"/> 25302	POLKAS • Lawrence Welk
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn	<input type="checkbox"/> 3360	<input type="checkbox"/> 25360	TONY MARTIN—HIS GREATEST HITS
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone	<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • THE MILLS BROTHERS
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone	<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Brothers
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn	<input type="checkbox"/> 3400	<input type="checkbox"/> 25400	TAKE FIVE • George Cates
<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm	<input type="checkbox"/> 3403	<input type="checkbox"/> 25403	BIG BAD JOHN • Wink Martindale

ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16022	Trying P.S. I Love You	THE HILLTOPPERS	<input type="checkbox"/> 16038	Near You Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 16023	Cocoanut Grove In The Mood	JOHNNY MADDOX	<input type="checkbox"/> 16039	To Be Alone Marianne	THE HILLTOPPERS
<input type="checkbox"/> 16024	Love Walked In From The Vine Came The Grape	THE HILLTOPPERS	<input type="checkbox"/> 15486	The Green Door	JIM LOWE
<input type="checkbox"/> 16025	Till Then Only You (And You Alone)	THE HILLTOPPERS	<input type="checkbox"/> 15538	Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 16026	Melody of Love Sail Along Silv'ry Moon	BILLY VAUGHN	<input type="checkbox"/> 15550	Dark Moon	BONNIE GUITAR
<input type="checkbox"/> 16027	Hearts Of Stone Seventeen	THE FONTANE SISTERS	<input type="checkbox"/> 15841	San Antonio Rose	JOHNNY MADDOX
<input type="checkbox"/> 16028	Ain't That A Shame I'll Be Home	PAT BOONE	<input type="checkbox"/> 15858	Yellow Bird	THE MILLS BROTHERS
<input type="checkbox"/> 16029	The Crazy Otto Eight Beat Boogie	JOHNNY MADDOX	<input type="checkbox"/> 15879	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 16030	The Shifting Whispering Sands Part 1 and 2	BILLY VAUGHN	<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor	LONNIE DONEGAN
<input type="checkbox"/> 16031	I Hear You Knocking Ivory Tower	GALE STORM	<input type="checkbox"/> 15956	Bei Mir Bist Du Schon	LOUIS PRIMA, KEELY SMITH
<input type="checkbox"/> 16032	Dark Moon Memories Are Made Of This	GALE STORM	<input type="checkbox"/> 15968	Deck Of Cards	WINK MARTINDALE
<input type="checkbox"/> 16033	I Almost Lost My Mind Friendly Persuasion (Thee I Love)	PAT BOONE	<input type="checkbox"/> 15985	Am I That Easy To Forget	DEBBIE REYNOLDS
<input type="checkbox"/> 16034	Don't Forbid Me April Love	PAT BOONE	<input type="checkbox"/> 16066	Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 16035	Love Letters In The Sand A Wonderful Time Up There	PAT BOONE	<input type="checkbox"/> 16106	Look For A Star	BILLY VAUGHN
<input type="checkbox"/> 16036	Young Love Ninety-Nine Ways	TAB HUNTER	<input type="checkbox"/> 16144	Chills And Fever	RONNIE LOVE
<input type="checkbox"/> 16037	Paper Doll Glow Worm	THE MILLS BROTHERS	<input type="checkbox"/> 16145	Last Date	LAWRENCE WELK
			<input type="checkbox"/> 16151	Wonderland By Night	LOUIS PRIMA
			<input type="checkbox"/> 16161	Calcutta	LAWRENCE WELK
			<input type="checkbox"/> 16209	Moody River	PAT BOONE

NEW ALBUMS

<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS

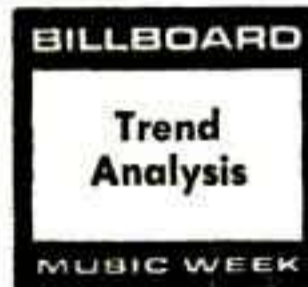
WRITE TO YOUR NEAREST *Dot* DISTRIBUTOR
OR: *Dot* RECORDS, INC., 1507 N. Vine St., Hollywood 28, California



Record Distributors Take Over Some Retail Outlets in Bid for 'Survival'

By REN GREVATT

NEW YORK—The continually evolving patterns of record distribution, from the once-simple distributor-to-dealer chain, through the growth of racks and clubs, now highlights yet another interesting development, that of distributor-owned and/or operated retail stores.



Such widely separated points as Minneapolis and Miami are now the headquarters of several such operations, and as credit problems in the industry worsen, there are rumblings of similar moves elsewhere.

In Minneapolis, not long ago, Jather Distributors acquired the record department of a suburban store known as Anderson's Hi-Fi. It was explained in this instance that the store's owners became fed up with the time occupied by selling single records and forthwith sold the department to Jather. The money was ploughed back into the stereo phono department.

In another instance, Coda Distributing here took over the Disc and Needle Record Shop and operated it for some time, before selling it to a large downtown retailer. Yet another prominent Minneapolis distributor, Heilicher Brothers, is also involved in several retail operations.

Wide Coverage

Though Amos Heilicher declined comment, reports are that the Heilichers recently opened a new store known as the Music Record Shop in a large, new suburban shopping center, Apache Plaza, in St. Anthony, Minn. Beyond this, the Heilichers are said to operate at least three other outlets in the Minnesota area as well as stores in Bradenton and Sarasota, Fla. The Florida outlets come under the wing of their Miami distributing wing for Columbia Records. Buffalo and Boston are also said to be areas where Heilicher Brothers have retail interests.

In Miami, Brooke Distributors' chief, Manny Brookmeyer, currently operates three retail layouts in Jacksonville, Daytona and De Land, Fla. Another may be added in West Palm Beach.

Brookmeyer explains the move as simply an effort leading to survival. "You have to diversify today or you just don't make it anymore," he asserted. "You hear how the big discounters are hurting little dealers. Well they can and do hurt us in another way. They buy their stuff from everywhere but here in their own area. They're doing a lot of business, more and more of it. Thanks to them, some stores go out of business."

Help Your Buddy

"The discounter may have a buddy in St. Louis or Boston or Detroit or you name it, so he buys his stuff from him and has it transhipped in. Any one of us here could match the out-of-town prices but we don't get a chance. It all means that we are losing business in our own bailiwick, not only total business but accounts. The only answer to this is to have your own stores and we have a few and may have more."

Yet another reason given in some circles for distributor acquisition of dealerships, is simply a matter of credit. It's no secret that unpaid bills are one of the gravest ills facing the disk industry today, at all levels. As one has said, "If a dealer gets into the distributor too deep, then the guy can't afford to just let him flop. The only other way out is to take over the store and try to run it and make a profit. This way you have a fighting chance of getting your money out."

Fed Up

Another distributor comments on being "fed up with the gripes and bleats of do-nothing dealers. All they do is complain bitterly about what the discounters are doing to them. They never try to do any intelligent merchandising. We try to advise them. And some distributors eventually take over stores like this."

Other observers regard such distributor retail moves as part of what has been called the trend to "bigness," a trend which is manifest in many industries aside from the disk business. Controlling more than one element of the chain of distribution is regarded as a helpful hedge in the all-important battle for survival.

Six Powerful Chart Artists Pace Victor Singles Action

NEW YORK—RCA Victor has added to its stature as the hottest label in the singles field with the greatest three weeks singles business since 1958. From November 18 through the first week of December, Victor has topped all totals for the past three years for any similar period. In this time Victor has had disks by the Tokens, Elvis Presley, Henry Mancini, Neil Sedaka, John Loudermilk, Jim Reeves, and Jimmy Elledge move on and up the charts.

The biggest waxing of them all is the Tokens' "The Lion Sleeps Tonight," which appears to be headed toward the million mark. This record has been selling at over 100,000 per week, and last week almost doubled that amount. It moved into the No. 6 slot on BMW's "Hot 100" chart this week.

The new Elvis Presley waxing of "Can't Help Falling in Love" and "Rock-a-Hula Baby" appears to be a two-sided hit with both sides in the Top 50 in less than three weeks. Mancini's "Moon River" has been a slow, steady climber, and this week jumped into the No. 17 position. Neil Sedaka's "Happy Birthday, Sweet Sixteen," jumped to the No. 10 slot this week. Don Gibson's "Lonesome Number One," and Jimmy Elledge's "Funny How Time Slips Away" are moving up strongly. Jim Reeves' waxing of "Losing Your Love" and "What I Feel in My Heart" are also getting sales action. And right behind these sellers, Victor has three other disks getting action including sides by Perry Como, Ann-Margret and Rosemary Clooney.

Decca Records Will Close Up Milwaukee Branch January 1

BENN OLLMAN

MILWAUKEE — A reshuffling of the distribution set-up is taking place here. Decca Records has announced its plans to shutter the Milwaukee branch office as of January 1.

Branch Manager Bob Blie will stay on as sales and promotion rep for the area, working out of his home and utilizing a telephone-answering service. All shipments will be handled out of the Chicago Decca headquarters.

COLUMBIA CUTS CASALS CONCERT

NEW YORK — Columbia Records will issue a recording of Pablo Casals' recent concert at the White House. The concert was arranged by President and Mrs. Kennedy to honor Governor and Mrs. Marin of Puerto Rico. It was the first performance of Casals at the White House since 1904 when Teddy Roosevelt was president. Casals is featured with violinist Alexander Schneider and pianist Mieczyslaw Horszowski. LP will be called "A Concert at the White House."

The Decca economy move (second of its kind for the company in recent weeks) follows the lead of Garmisa Distributing, which closed its Milwaukee office and warehouse several weeks ago. Its Mercury, Reprise, Chancellor and other labels are now shipped by Garmisa to Wisconsin dealers from Chicago.

Rumors that Capitol Records will follow suit were denied this week by George Gerken, Chicago, regional manager. Interviewed at the Milwaukee branch, he said, "We are not going to close our Milwaukee office. We still have a five-and-a-half-year lease on our building. No decisions have been made as yet, however, on certain economy measures we are considering."

Only High Spots

Asked whether it is feasible for a record distributor to give adequate coverage to the Milwaukee—
(Continued on page 26)

Columbia Holds Garner LP Set

NEW YORK—Columbia Records put a top order on its new Erroll Garner release, made up of old Garner tapes called "Swinging Solos" (CL 1512), before it reached any record stores or the general public, due to "a legal issue." Reviewers were asked not to review the album, distributors were asked not to ship the album and disk jockeys were asked not to play the album.

Columbia and Garner have been involved in contractual litigation for almost two years. Garner is now with Octave Records, distributed by Am-Par. Within the last year, Columbia has released two Garner albums, "The One and Only Erroll Garner" and "The Provocative Erroll Garner" that the pianist has violently objected to. One of them was enjoined from sales for a few weeks by Garner's legal action.

No one at Columbia was prepared to say whether this album would ever get to market.

British Performing Rights Society Ending 26 O'Seas-Held Provisional Memberships

Ruling Hits Firms Representing American Pubbers; Procedure Is Designed to Promote Active Music Catalogs

By DON WEDGE

LONDON—At the end of the year, 26 firms will have their provisional associate membership of the Performing Right Society terminated. All are foreign-owned and have been told that they have not met the PRS requirements to qualify for the permanent associate membership.

They form the first batch affected by a ruling introduced by the PRS in the summer of 1959. It affects firms whose stock is more than 50 per cent foreign-owned. This required (a) a publisher to have actively conducted business for at least 12 consecutive months, (b) published at least 24 works and (c) in any period of 12 months, been credited by the PRS with not less than \$2,800 (or 20 per cent of the total fees accruing to the catalog) in respect of work by British composers and/or authors.

The 26 firms were among the first group to apply for membership following the introduction of the new rule. In some cases the two-year provisional period was up some months ago, but notice of termination was not due to expire until the end of the year. Other firms granted provisional membership at the same time have complied with the new regulations and became associate members of the PRS.

The move involved a change in the PRS constitution. It was bitterly fought at the time, particularly by the younger school of publish-

ers, but the amendment went through in June of that year. The firms currently affected applied for membership from July onward. From now it is expected that there will be some lapsings every month as they come up automatically for consideration at the end of two-year terms.

According to a PRS spokesman, the move followed the mushroom growth of scores of publisher firms representing American catalogs, the capital of which was American-owned. Some of them became important publishers, but many faded overnight. In the latter cases, as they were representing catalogs, the PRS had to regard them as publishers on the same basis as firms with large turnovers.

There was a feeling that they were mere agents collecting mechanical and performing royalties and not publishing in the full sense of the term, the official went on.

"The Society felt that it had to prevent publisher members from being swamped," he said. "The new ruling is designed to promote active catalogs. Provisional associate member firms could show reasons why they have not complied with the three conditions and, if the Society accepted them, would be granted a permanent grade of membership. It did not apply for membership before June 1959."

There are two solutions for the "lapsed"—as the PRS terms them—firms. They can license their ma-

terial to companies already members of the Society and receive their normal royalties in that way. Alternatively, the repertoire can be paid by the PRS to one of its equivalent American societies and be drawn from that source. The latter course may involve some delay and because of a different calculating system may mean less money finally accruing.

In the former case, the British licensee would require a handling charge at least, but this would not necessarily exceed the cost of operating a separate concern.

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Reprise Keys Plan To World Market

By DON WEDGE

LONDON—The importance of the emphasis Reprise is placing on its international operations was stressed here during the recent visit of the label's Vice-President Mo Ostin. "The rest of the world is just as important to us as our own country and we are doing everything we can to maximize the overseas market," he told BMW.

"We are working with our artists so that they will cut tracks in many languages to ensure easy world distribution. Our comedians are being asked to record material of universal significance.

"We launched Reprise S.A. in Switzerland to take advantage of all benefits that come from the current changes in the European economic scene—the Common Market and so on. We are working on a warehousing conception to develop and service our European affiliates."

TV Spec Due

Ostin also gave details of a project scheduled for label owner Frank Sinatra next spring—a television spectacular filmed in London designed for world screening. It would serve to spotlight young Reprise talent and each of the label's affiliates would be asked to nominate one of its artists. Country-by-country "inserts" would be made.

Another London project is a Sin-

Capitol Adds 25 Singles for Star Line Disk Series

HOLLYWOOD—Capitol Records is adding singles to its heretofore LP-only Star Line series with the release next week (18) of 25 of its all-time best selling disks. Records have been re-coupled to pair two former top hits by each artist represented in the release. Capitol is backing up the release with a 100 per cent exchange guaranteed on dealer purchases up to 10 disks of each selection.

In addition, Capitol is making available to dealers a three-bin Star Line browser as a special display unit aimed at spurring the disks' sales. It is equipped with removable wrought iron stand and permanent divider cards for each selection. Artists included in the initial 25 oldies singles release are Les Baxter, Nat King Cole, Tennessee Ernie Ford, Ferlin Husky, Stan Kenton, Kingston Trio, Dean Martin, Peggy Lee, Gordon MacRae, Jo Stafford, Kay Starr, Frank Sinatra and Faron Young.

Everlys Win Suit Vs. Wesley Rose

NASHVILLE — Don and Phil Everly won a court decision to suit filed by Wesley Rose, head of Acuff-Rose Music, who had brought action against the boys, now in the Marines, claiming breach of contract, and failure to pay commission earned.

The Chancery Court for Davidson County, Tennessee, decreed that Rose was not entitled to an injunction. The court also said that Rose was enjoined from refusing to sign his name to any draft or check of the boys seeking withdrawal of funds, and that he has to sign all checks or drafts necessary to effect payment of funds in the savings account to the Everly Brothers.

SONG & DANCE

Twisting Momentum Spirals Chubby Checker to New Showbiz Heights

By BOB ROLONTZ

NEW YORK — As the Twist keeps growing in popularity, a young singer named Chubby Checker is turning into one of the hottest properties since Elvis Presley broke through about six years ago. As of this week, Checker has four records on Billboard Music Week's "Hot 100" chart (which may tie the all-time mark for any one singer), and four LP's on the album chart. All this has happened in about two months.

In addition to this he is booked for a European tour starting next year and has been set for a June appearance at New York's Copacabana. He will star in a new movie due early next year and is already doing Coast-to-Coast commercials for Thom McAn Shoes under the astute aegis of Hank Saperstein.

Checker's singles include two oldies, revived because of the Twist craze, "The Twist" (backed with "Twistin' U.S.A."), and "Let's Twist Again," plus his relatively new record of "The Fly," and then there's his brand-new disk with Bobby Rydell, "Jingle Bell Rock." His albums include three oldies, "The Twist," originally issued in the fall of 1961, "For Twisters Only," issued in the spring of 1961, and "Let's Twist Again," released in the summer of 1961. His new album, which jumped on the charts this week, is "Your Twist Party."

Ballard Came First

Checker, of course, was not the first Twister. Hank Ballard wrote and recorded "The Twist" for King in November, 1958, and it became a mild hit. It was reissued in June of 1960, about the time that Checker made his record of the

tune. Both records sold well, but the Checker version on Parkway became the No. 1 record in the country in September of 1960, and sold 1,200,000 copies. The Ballard version went to No. 28 on the BMW chart.

When the Twist revival came about in October, 1961, Checker's Twist records of the tune broke all over again. According to Cameo-Parkway execs, his reissue of "The Twist" has already sold well over 500,000 copies, and "Let's Twist Again," which originally hit close to 700,000, on its second time around has passed the 300,000 mark. Cameo-Parkway Records are using seven pressing plants to keep up with orders.

On Top of the Heap

With Checker on top of the record heap when the Twist turned into a national craze in November, he was sought after by movie-makers, bookers, night club owners, etc. His club price, which was at \$500 to \$700 per week, has jumped to \$2,000-\$2,500. Hank Saperstein, who handled the Elvis Presley product endorsements, as well as others, took over Checker for similar endorsements and landed him the McAn shoe account on radio and TV.

Sam Katzman was first with the mostest for Checker's first movie stint, which will be a Columbia Pictures epic titled "Twist Around the Clock." Picture is expected to be ready for showings in major markets by Christmas. Checker's managers, Cal Mann and Henry Colt, set up the lad's European tour through GAC, where the Twist has reached proportions almost as frantic as in this country.

The Twist has also brought in its surge a flock of new albums and has raised Joey Dee to the big time. Dee, the leader of the ork at New York's Peppermint Lounge, where all the Twist noise started last October, has a hit single, a hit album, and stars in a new flick to be released in a fortnight by Paramount Pictures called "Hey Let's Twist." It has also given Roulette Records, which has Dee under contract, a sensational shot in the arm.

Let's Remember

While the Twist has been breaking big across the country, zooming Cameo-Parkway sales, as well as helping sales of a score of other labels with Twist platters, and picking up business in night clubs, King Records has started a campaign to help the public remember that Ballard was the first twister. Last week King President Syd Nathan sent a memo out to the trade explaining that Ballard wrote and originally recorded the Twist, and created the dance. So far though it's Checker and Dee and a few others who have cut in on the Twist windfall.

It so happens that King's music publishing subsidiaries, Jay & Cee and Armo Music, publish Ballard's tune "The Twist" and, from all reports, Nathan is more than happy about the royalties coming in from every label that uses the tune.

Mellin World Pub Rep for Am-Par

NEW YORK—ABC-Paramount Records has signed a new agreement with publisher Bobby Mellin for representation of all Am-Par publishing interests in all sectors of the world except the United States and Canada. Firms involved are Pamco, BMI and Ampco, ASCAP. This marks the second renewal of the Am-Par-Mellin representation agreement.

atra "Great Songs From Great Britain" album of locally written material. Repertoire selections for this is already going on.

Ostin also revealed the background to Pye becoming the Reprise British representative, in the face of intensive competition.

"At first we favored one of the major outlets which Frank had previously been associated with, but in June our attorney, Milton Rudin, visited London to talk to all the firms. He came back with such a strong recommendation for Pye that we had no alternative but to follow up."

Also being prepared is another version of Gordon Jenkins' "Manhattan Towers" suite. They felt they had so many great entertainment names which could be assigned to it and to similar productions of major works and show scores.

New Records Get a Bit More Air Time

By REN GREVATT

NEW YORK—Single record promotion men and diskery execs, faced with a virtual blockade by radio stations on airing of new material, have taken heart in recent weeks, at what some regard as certain small chinks in the wall of isolation.

It is no secret, of course, that since the payola investigation and the subsequent crackdown on radio licensees by the Federal Communications Commission, the phenomenon of the so-called "meeting," has taken hold in most stations playing any kind of pop disk material. Under this arrangement, a figurative sign was on the door with a warning to all swingers to stay out. In the huddles, station jocks have their own listening session with the program director and decide what new records, if any, will be put on the air.

In recent weeks, however, certain new developments have occurred, in the Baltimore and New York areas, which according to

some promotion men, have made Baltimore one of the better areas in the nation for breaking new disks, and gave New York the chance of becoming a breakout area.

The pattern in Baltimore is noticeable at both stations WITH and WWIN. Both stations adhere to a strict formula operation during the daytime hours, much in the style that has taken hold in many other outlets across the land.

In the Evenin'

In the evening, Larry Dean, a jock specializing in considerable r.&b. fare, takes over at WITH. Dean goes on in the early evening and is given considerable latitude in his programming, most of which is apparently dug by the teen set.

In the case of WWIN, it's much the same, with a tight formula operation during the day, followed by deejay Bill Fox in the evening, catering largely to the teen trade with a broad range of r.&b. and rock-oriented material. Since the emergency of these two spinners,

FTC Turns Down Disk Firms' Payola Clearance

WASHINGTON — A Federal Trade commissioner sided with five record companies last week who were turned down by the commission on requests to have their consent orders on alleged payola complaints cleared off the FTC slate. Dissenting Cmr. Philip Elman said it is not fair for the agency to dismiss pending complaints against certain record companies on the grounds that new anti-payola laws made further FTC action unnecessary—and at the same time refuse to review cases of other companies who also denied guilt, but accepted consent orders before the legislation was passed.

The five companies requesting dismissal of the FTC payola actions, or at least a chance to argue the matter, are: Atlantic Recording, AmPar Record Corporation, Vee Jay Records, Inc.; Carlton Records and Bernard Lowe Enterprises. These companies all signed consent orders before September 13, 1960—the effective date of new legislation making payola a criminal offense, and permitting free records to broadcasters for air use, without need of sponsorship announcement.

Companies that won dismissals of payola complaints from FTC on

the grounds that pursuit of the matter would "no longer serve the public interest," in view of the new law, include Capitol Records Distributing of Hollywood, Decca Distributing of New York, Columbia Record Sales and Distributors, Bigtop Records and Roulette Records, Inc., of New York; Dot Records of Hollywood; Chess, Argo and Checker, of Chicago; Mutual Distributors of Boston, and Interstate Electric of New Orleans.

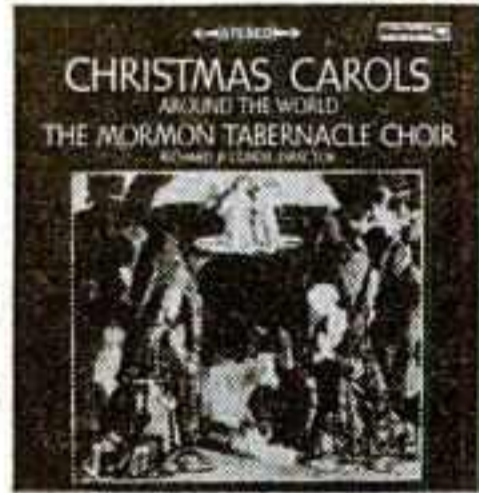
Commissioner Elman, formerly assistant to the solicitor general in the Justice Department, said that while nearly 100 firms settled payola complaints by consent decrees in 1959-1960, a small number of contesting companies whose cases were still pending had charges dismissed because the commission decided the new law constituted "effective and sufficient deterrent against future violations." The five here asking relief have been put in an unfair competitive position with firms equally charged, equally claiming not guilty, but now freed of the charges.

Refusal to vacate the consent orders against these firms "penalizes them, in effect, for having co-operated with the commission.

(Continued on page 26)



CL 1701/CS 8501*



ML 5684/MS 6284*



CL 1700/CS 8500*



CL 1698/CS 8498*



CL 1699/CS 8499*



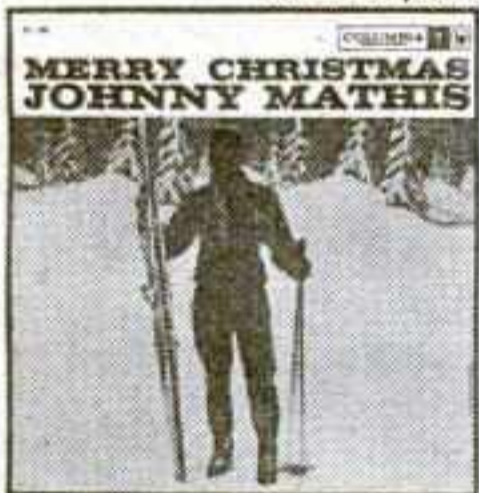
M2L 242/M2S 603*



ML 5689/MS 6289*



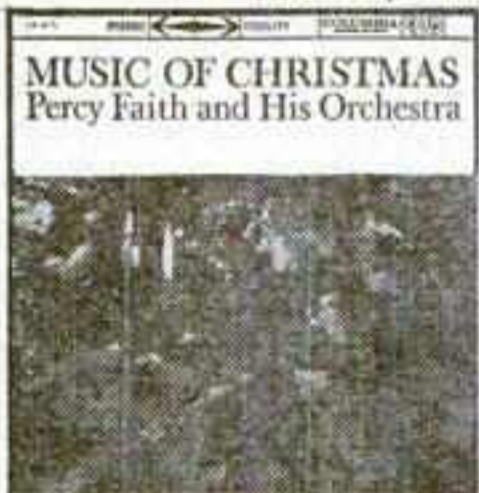
M2L 263/M2S 607*



CL 1195/CS 8021*



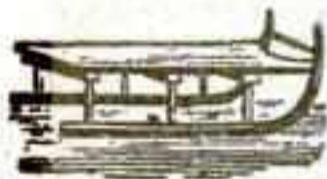
CL 1390/CS 8185*



CL 1381/CS 8176*



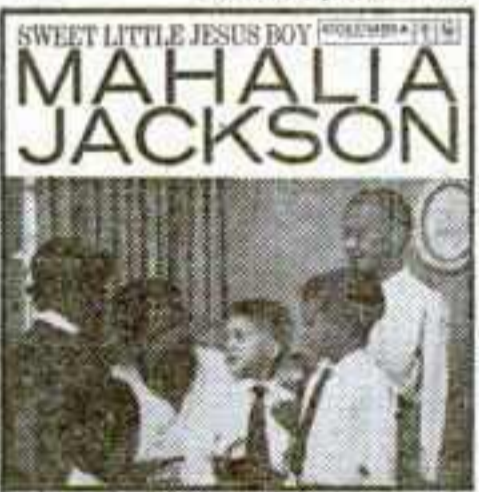
CL 1528/CS 8328*



CL 1543/CS 8343*



ML 5592/MS 6192*



CL 702



CL 692



CL 1205/CS 8027*

THE CHRISTMAS MUSIC MOST PEOPLE WANT IS ON COLUMBIA RECORDS

AGAIN, IN 1961, THE COMPANY WITH THE LARGEST NUMBER OF YOUR BEST SELLERS!

Old & New Holiday LP's Come Alive for Retailers

Mitch, Der Bingle, Conniff & Mantovani
All Jingle Dealer Christmas Sales Bells

NEW YORK — Christmas albums, both new and old, are beginning to show action on and just off the album charts this week. Mitch Miller was first on the album charts this year with his "Holiday Sing Along With Mitch" and "Christmas Sing Along With Mitch," both on the mono chart. On the LP Action chart this week is the old perennial, Bing Crosby, with his Decca waxing of "White Christmas" which looks headed for the mono charts. And on the stereo LP Action listing is Ray Conniff's waxing of "Christmas With Conniff," which is also heading for the big time. Another holiday record getting some action around the country is Mantovani's record of "Christmas Carols."

The Dukes of Dixieland have a big hit in both the mono and stereo fields with their Audio-Fidelity album "The Best of the Dukes of Dixieland." This album jumped onto both the mono and stereo charts this week. The Dukes, by the way, have been signed by Columbia, and their first album on that label is expected to be issued in January. Chubby Checker, riding on his Twist fame, leaped into the album charts with his third

Talmadge Takes RIAA to Task

NEW YORK — Art Talmadge, president of ARMADA, has taken the RIAA to task for taking credit for obtaining the first conviction of record counterfeiters. In commenting on a TV show, "Spin a Crooked Record," aired last week on the Armstrong Circle Theater, Talmadge said the show "gave credit to RIAA for obtaining the first prosecution of record counterfeiters."

Talmadge noted: "Everyone in the record industry knows that the first arrest of counterfeiters took place in Northern New Jersey in June 1960, not in April 1961 as pictured by the TV program." Talmadge detailed how ARMADA attorneys co-operated in the preparation of the first counterfeiting trial held in Hackensack, N. J., in May 1961, as a result of the arrests the previous year. "We believe we are entitled to the credit for initiating and continuing to combat counterfeiting and believe it is unfair of RIAA, which later jumped on the bandwagon, to now claim credit," Talmadge said.

LP smash of the year, "Your Twist Party" on Parkway.

Among the other new albums on the LP mono action chart were hot LP's by Rusty Warren, "Rusty Bounces Back," the Brothers Four, Steve Lawrence, Frankie Avalon, David Carroll, the Mark-Keys, Nat Cole, Dinah Washington and John Loudermilk. There were five new instrumental albums getting good action sales-wise. Four of them featured big bands—the Si Zentner ork, the Ray McKinley ork, the David Carroll ork, and Enoch Light and the Light Brigade. The other spotlighted Dave Brubeck, Johnny Desmond, et al., in a new album "Time Further Out." Jimmy Dean's album of "Big Bad John," already on the mono chart, showed strong enough stereo action to reach the stereo action LP list chart this week.

Atlantic Ends Strong Year

NEW YORK — Atlantic Records, now in its 15th year of operation, has wrapped up the most successful sales year in its history, according to an announcement from the company's president, Ahmet Ertegun. The combined sale of Atlantic, Atco and Stax labels reflects a 50 per cent increase in album sales and a 45 per cent growth in singles sales this year over sales in 1960, Ertegun said.

Ertegun mentioned records by Jorgen Ingmann, Bobby Darin and Ben E. King as having started the year in good shape. Other artists contributing to the healthy year were listed as the Coasters, the Drifters, Solomon Burke, Carla Thomas and the Mar-Keys on the Stax label, distributed by Atlantic. Artists signed during the year, from whom big things are expected, include the Ikettes, Barry Darvel and the returning Clovers.

Pop album sales levels were paced by Darin, the Drifters and the Mar-Keys. In the jazz LP field, such acts as the Modern Jazz Quartet, Ornette Coleman, Chris Connor, John Lewis, John Coltrane, Herbie Mann and Wilbur DeParis were key factors in the sales picture, along with new pacts like Slide Hampton, Dave (Fathead) Newman and Hank Crawford.

Ertegun also listed packages in

(Continued on page 26)

Common Mkt. Holds No Fear For E. R. Lewis

LONDON — British Decca is the cheapest producer of gramophone records in Europe today. This opinion was given by the firm's chairman, Sir Edward Lewis, at the annual general meeting here on November 21. He was replying to a stockholder who had questioned the effect on the group of Britain's probable entry into the European Common Market.

Sir Edward said that this was largely a matter of guesswork, but he thought that they had little to fear. This particularly applied to the record side of the business, and in electronics he was confident that Decca could compete on prices.

In his report to stockholders, Sir Edward stated that Decca continued to account for more than 50 per cent of the total export sales of disks from Britain.

The current financial year is going well. The slackening in the demand for 45 r.p.m. has been offset by an increase in sales of LP's. Turnover is ahead of the previous year.

Best Year Ever

In the financial year ending in March, 1961, British Decca had a trading profit of \$10.6 million, an increase of \$0.9 million on the previous year. Depreciation and interest charges brought in a profit before taxation of \$6.5 million, \$0.4 million better than the year before. The results, said Sir Edward, were the best in the company's history. They were particularly satisfactory since they covered a period of acute depression in the television industry. A steep rise in profits tax meant that no part of this improvement is available.

The net profit amounted to \$3.5 million, slightly less than the \$3.53 million of the previous year. This has been achieved despite a drop in turnover. This amounted to \$68.6 million (\$2.0 million less)—the drop due entirely to the fall in sales of television receivers. All other main sections of the business have shown an increase, in particular the disk operation.

In the year under review, turnover and profits in the North American market were fully maintained by Decca's subsidiary (London Records). There was evidence that London was holding its own in these areas where competition was fierce and selling costs heavy.

As far as the current year is concerned, sales of the American and Canadian subsidiaries have increased. This was also the position of Decca's associate companies in Germany and Italy (Teldec Schallplatten and Decca Dischi Italia).

WAR OF WORDS

ARD, Record Firms Letter Exchange Nets Status Quo

NEW YORK—A battle of letters between local dealers here and major record companies continued this week on the general subject of dealer price protection in the event of any future album price cut.

Two weeks ago, both Sam Goody and officials of the local Associated Record Dealers chapter of SORD addressed queries to RCA Victor vice-president, George R. Marek as to whether dealers would be protected in the event of a price cut now or at any time in the future. Goody also addressed similar letters to both Capitol Record president, Glenn Wallichs, and Columbia president, Goddard Lieberson.

Bugs Gensler

In a reply to ARD president, Mickey Gensler; RCA Victor Division vice-president and operations manager, Norman Racusin, stated (replying for Marek who was in Europe): "I have been advised that it would not be proper for me to discuss RCA's pricing policy with

you or your association. Nevertheless, I wish to state that I know of no facts or discussion which would support the 'reliable sources' to which you refer. However, I am sure you understand that we must meet competition whenever it is necessary to do so. I hope this letter will serve to clear the air and let us now both devote our efforts to making this holiday season a mutually profitable one." Dissatisfied, Gensler asked that Racusin deal in facts. The query on price protection for dealers was again raised in the second ARD letter.

In a letter replying to Goody, RCA Victor's Jack Burgess made similar points, advising that pricing

(Continued on page 51)

RCA to Leave West Coast Hq.

HOLLYWOOD — RCA Victor Records and its corporate sister, NBC, have less than two years to vacate their present Sunset and Vine premises here to make way for a \$75,000,000 office building and hotel complex. This was revealed here late last week at a press conference conducted by NBC Board Chairman Robert Sar-noff, President Bob Kintner and Lionell Hayes Uhlman Jr. The real estate developer bought the square block of Hollywood property for \$5,000,000. Uhlman earlier had taken a six-month option on the property, and last week turned over the remainder of a \$1,000,000 down payment to confirm the final purchase.

According to Uhlmann, NBC last week started paying him rent for the space it occupies. This space includes RCA Victor's recording studios and offices at Sunset and Vine which were constructed three years ago. RCA Victor's Coast headquarters were carved out of the old NBC Radio City studios here, built by the network during the mid-'30's. These served as the origination site for the top shows during radio's heyday.

With the advent of TV, NBC purchased acreage from Warner Bros. in Burbank and built new studios there. The Sunset and Vine building now serves as Coast headquarters for NBC Radio, KRCA (NBC's owned-and-operated local TV outlet), and more recently for RCA Victor Records.

Uhlmann said demolition of the NBC building will start in less than two years. He plans to erect two 31-story office buildings, and a 31-floor hotel building. The office-hotel building complex will be called The Hollywood. Whether RCA Victor Records will be a tenant in the future office building, or whether it will establish headquarters elsewhere was not revealed at press time.

Marks Music in Deal Exploiting T. A. TV Themes

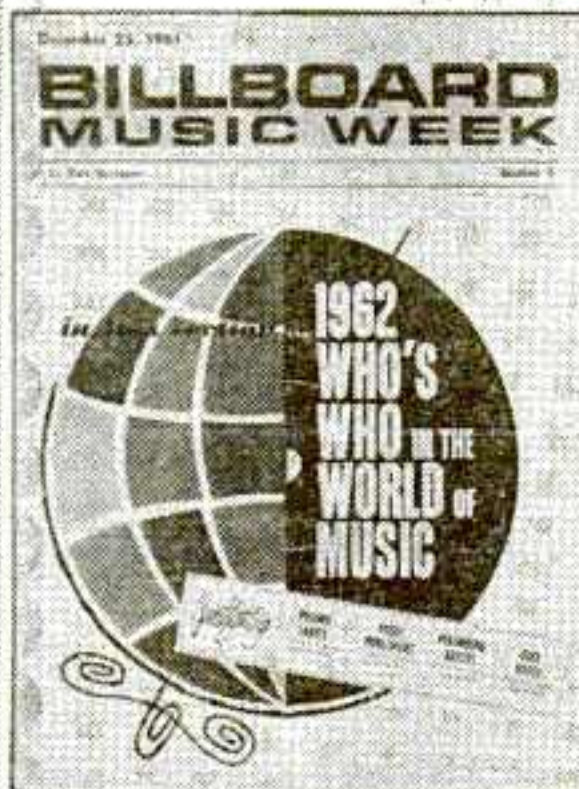
NEW YORK—Marks Music has concluded a deal, in discussion for many months, for exploitation of theme and background music used on TV airings of David Susskind's Talent Associates, according to Herbert Marks, president of Marks Music. Basic negotiations were carried out by Marks' professional manager, Arnold Shaw, with Bob Israel, music director of the Suss-kind firm.

Marks sees strong possibilities of single records coming out of the show scores in some cases as well as opportunities for album soundtrack sets. There is also reason to believe, according to Marks, that diskeries may be interested in some cases in spoken word material emanating from the shows.

Dee Kilpatrick Named Warners' Sales Mgr.

HOLLYWOOD — Dee Kilpatrick was named Warner Bros. Records Southern district sales manager, headquartering in Nashville. He'll cover the Atlanta, Charlotte, Dallas, Houston, Memphis, Miami, New Orleans, and Oklahoma City markets. He was with the Wesley Rose music publishing firms, and prior to that, with Mercury and Capitol Records.

COMING SOON



Spotlighting

RECORD LABELS

—and Their Top Records Around the World

MUSIC PUBLISHERS

—and Their Song Hits Around the World

RECORDING ARTISTS

—and Their Record Winners Around the World

JUKE BOXES

—Products and Prospects Around the World

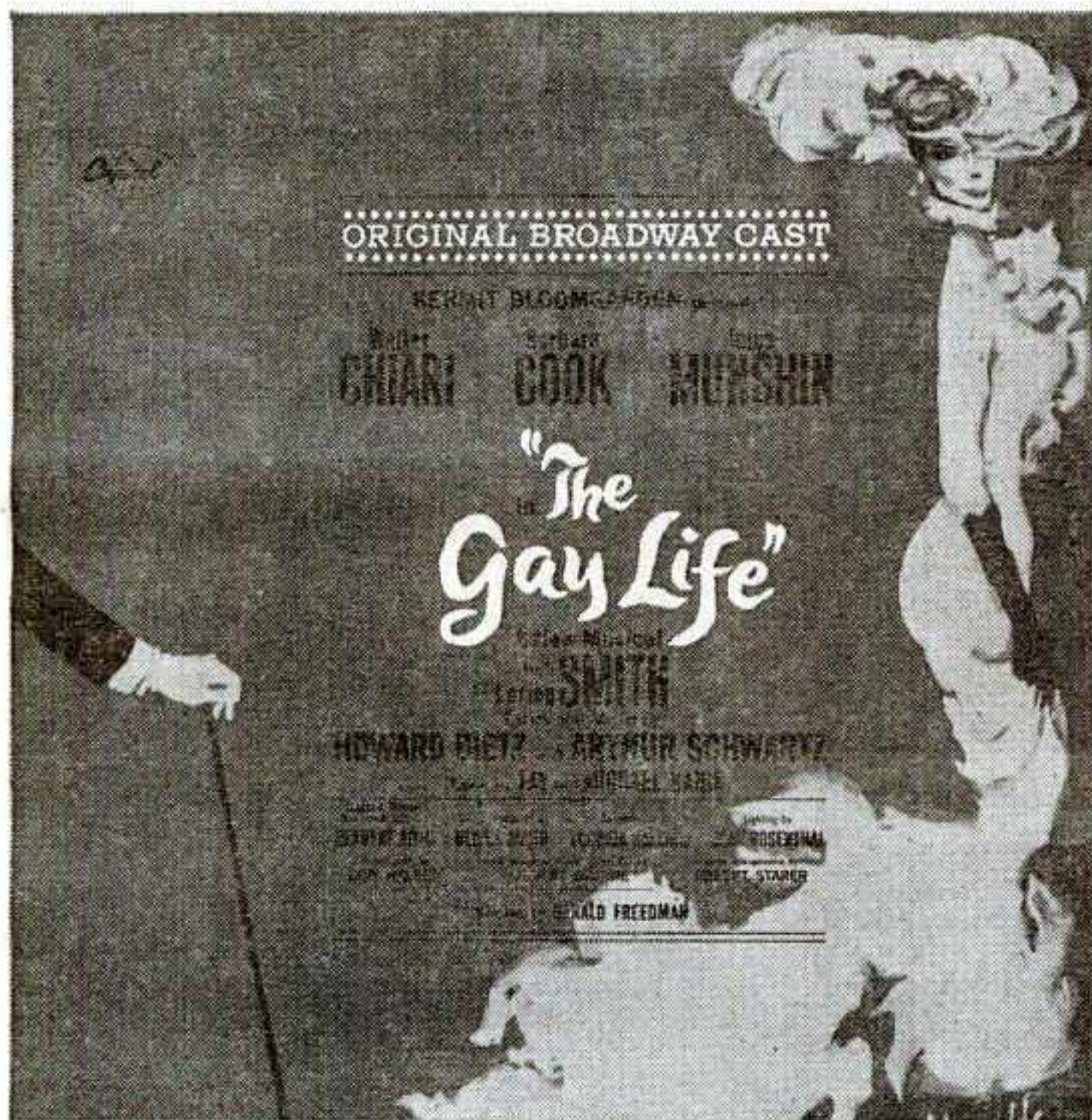
Total estimate world-wide distribution 26,175 copies. This is comprised of 21,175 regular every-week readers of Billboard Music Week (more than twice as many as the next publication in the field), plus approximately 5,000 promotional copies.

NARAS Comm. to Up Awards Impact

HOLLYWOOD—The National Academy of Recording Arts and Sciences President Paul Weston last week named a liaison committee. Its purpose is to work closely with the various disk industry organizations in elevating the stature of the recording industry. The committee also will seek ways and means of boosting the importance of the NARAS awards. Weston appoint Joe Csida to head the committee consisting of Sonny Burke, Dave Kapp, and James McCormack.

**"The Gay Life", Broadway's newest hit,
added to  show album program!**

BUY TEN, GET ONE FREE!



(S)WAO 1560

"...a great big, gorgeous confection of Viennese pastry ...The Dietz lyrics are deft and gay...Schwartz' music is a full-bodied score"

John Chapman, Daily News

"The swirling elegance of 'The Gay Life' has transformed 44th St...No mere pageant of reminiscent opulence, the stunning musical...exudes the very gaiety of its name, and rapturously includes us all!"

Norman Nadel, New York World-Telegram & Sun

"The handsome new musical comedy...has the advantage of an attractive score by Arthur Schwartz in the near-Viennese manner and Howard Dietz' characteristically sprightly lyrics."

Richard Watts Jr., New York Post

"Vienna after the turn of the century was a very colorful and melodic location...and much of its atmosphere has been happily restored...everybody should delight in an evening of graceful good fun!"

John McCain, New York Journal American

"It is colorful, cheerful and leisurely in an Old World way...spiced with paprika, red and hot...(Dietz and Schwartz) have written some agreeable songs mingling memories of Old Vienna and modern Broadway."

Howard Taubman, New York Times

"...a beautiful, tuneful and driving show...the initial audience greeted it with explosive applause."

Robert Coleman, New York Mirror



(S)WAO 1643



(S)T 1609



(S)WAO 990



(S)WAO 595



(S)W 740

BUY TEN, GET TWO FREE!

Kwamina(S)WAO 1645
 Carousel (S)W 694
 Molly Brown (S)WAO 1509
 High Society (S)W 750
 Pal Joey (D)W 912

Can-Can (S)W 1301
 Fiorello (S)WAO 1321
 Bells are Ringing (S)W 1435
 Tenderloin (S)WAO 1492
 Annie Get Your Gun W 913

Plain and Fancy W 603
 Little Mary Sunshine (S)WAO 1240
 Giant W 773
 Kiss Me Kate (S)TAO 1267

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CONTROLLED 100% EXCHANGE. DEFERRED BILLING. SEE YOUR CRDC REPRESENTATIVE FOR DETAILS.

Offer Tape Firms GEMA Exec's Aid

MUNICH—Dr. Erich Schulze, board chairman of GEMA, has offered his services to the tape recorder manufacturers in West Germany in "mediating" GEMA's claim on private recorder owners

for a yearly musical royalty payment. Dr. Schulze has just written to this effect to German General Electric (AEG), Farbenfabriken Bayer of Leverkusen, BASF of Ludwigshafen, Grundig, Koerting, Loewe Opta, Saba, Siemens & Halske, and Telefunken.

The German performing rights organization revealed simultaneously that it is widening its offensive against music taping to include producers of magnetic recording tape as well as tape recorders.

Dr. Schulze proposed to the manufacturers that they make a flat royalty payment per tape recorder manufactured, instead of forcing GEMA to pursue recorder buyers.

Dr. Schulze's approach to the manufacturers was motivated by the case of Joachim Conradt of Munich, whom GEMA took before the West German federal administrative court in West Berlin on a charge of music piracy.

Test Case

It was stipulated that Conradt's case would serve as a 'Musterprozess' or test case covering the whole issue of private music taping.

The court found Conradt guilty of music piracy and sentenced him to pay GEMA 10 marks yearly royalty as long as he has a recorder.

Moreover, the West Berlin held that GEMA need not prove actual music taping by recorder owners; that the mere possession of a recorder was prima facie evidence of "intent to tape," is therefore sufficient grounds for royalty payment.

In his call to the German tape recorder and magnetic tape manufacturers, Dr. Schulze disclaimed

(Continued on page 17)

RED GERMANY TAKES HOLD OF AMERICAN JAZZ

EAST BERLIN—East Germany's Communist authorities, since the sealing off of East Berlin, have relaxed their campaign against "decadent" American music.

In one of East Berlin's first amateur jazz competitions, long-haired youths in jeans mingled recently with serious-looking young Communists in dark suits at a garden cafe.

It was a large audience, a mixture of squealing teen-age girls and party functionaries, and even the Red officials looked surprised at finding that they were enjoying themselves. They clapped in rhythm and broke into spirited controversy about the merits of the bands.

An East German television talent-spotter went around with a notebook asking some of the groups their names for recording purposes.

Among the names were "Papa Binnes Hot Four," "the Berlin Swinget," "the Uni-Solos" and the "Elpro-Combo."

A similar trend had been noticeable on East German radio and television programs since the latest campaign to stop people listening to West German broadcasts started in August.

American music has become common fare on East German programs, jazz concerts, records from American musicals and the playing of American "Hot 100" tunes.

At the moment the favorite foreign composer is George Gershwin and the favorite band records those by the late Glenn Miller's band.

Johnny Halliday, Hot French Rock & Roller, May Cut Mercury Sides

CHICAGO—A young European rock and roller dubbed "the French counterpart of Elvis Presley" may soon be released by Mercury for U. S. consumption.

Although still in the rumor stage, indications are that Mercury may be taking steps to record the artist. The man is Johnny Halliday and he's currently one of the hottest artists signed to Philips, European label owned by the giant Philips trust, also parent company of Mercury.

A telegraphed release by Mercury states that "Shelby Singleton, Mercury a.&r. man is off on a two-week survey tour and possible talent hunt in Europe. Singleton who left last Sunday, states the release, "is the firm's third a.&r. man to make the jaunt overseas. The trip is the

second for Singleton, who will this time cover England, France and several smaller countries in his survey."

Halliday recently received U. S. recognition with a full story in Time. Jerry Kennedy, guitarist, who assists Singleton in many dates, is also expected to make the trip.

Singleton is also expected to round up talent for the new Philips-Mercury label expected to debut here after the first of the year.

Mercury noted it has "inaugurated and will continue this program of keeping their a.&r. men up to date on foreign music trends by allowing them to view the situation first hand."

Potter New Chi Record Distrib

CHICAGO — Potter Distributing Corporation, a new distributorship, is opening here on South Michigan Avenue. The firm will handle Riverside, Wonderland, Popside and Battle and plans to add other lines shortly.

The firm is headed by Kirk Potter, former operations manager for Capitol here; and Sam Cerami, sales manager, formerly with Mercury as West Coast sales manager.

Cerami has spent some eight years in the record business. Before joining Mercury, he was Midwest sales manager with Top Rank, and before that branch manager for Coral in Chicago.

Potter was operations manager for Capitol in Milwaukee before coming to Chicago. Before that, he was a salesman with Westinghouse in Milwaukee.

Medress, Margo To Produce for Columbia Label

NEW YORK — Two of the Tokens, the hot group on RCA Victor, with the sock seller "The Loin Sleeps Tonight," are going to produce masters for Columbia Records. The two Tokens who are close to signing an outside producing pact with Columbia are Hank Medress and Phil Margo.

According to Medress he and Margo will find the talent and the material, and produce the dates, with the disks to be released on either Columbia or Epic Records. First talent signed by the boys for the label is Bob Colina. The Tokens, as a group, will continue to record for RCA Victor.

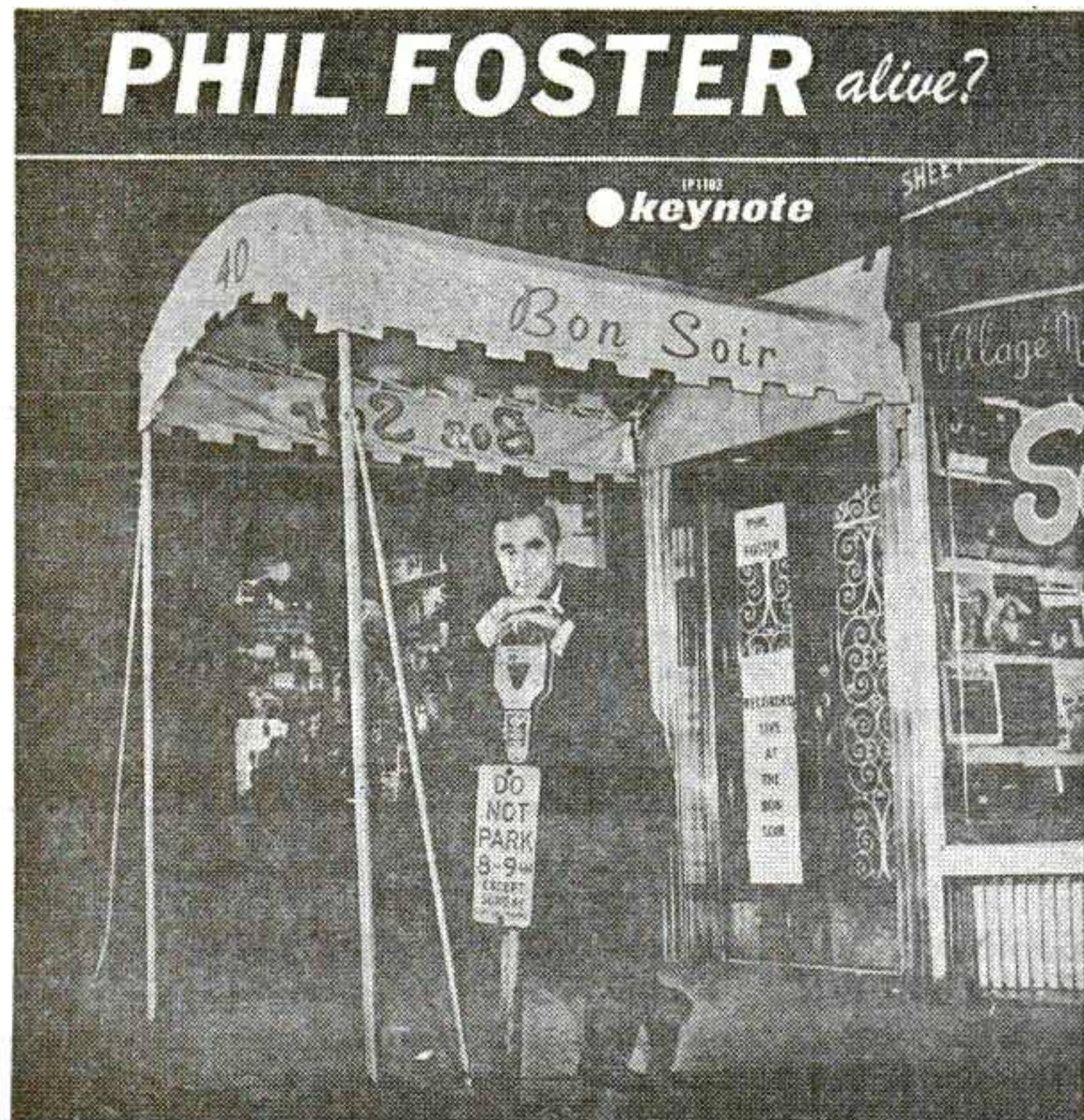
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A STORY**
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...Jack Paar



A Great Album...
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"OUTSIDE SHELLEY BERMAN"
MGV-15007; MGV5-6107

"THE EDGE OF SHELLEY BERMAN"
MGV-15015; MGV5-6161

starring in

"A FAMILY AFFAIR"

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CURT WEINBURG

Direction:


Motion Pictures:
KURT FRINGS AGENCY, Inc.
Beverly Hills, Calif.

Washington Disk Tie-Ins May Bust Dealers' Christmas Biz

WASHINGTON—Record dealers here winced at prospective cuts in their Christmas album sales, via a series of newspaper ads here offering consumers various record tie-in deals. Half to full-page ads made these offers:

New Super Giant Discount

Mills
HIT REMINDERS

"THE HULA HULA TWIST"
IRVING FIELDS ORCH.
EVEREST

ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY
ARETHA FRANKLIN • Columbia
JUDY GARLAND • Capitol
MOOD INDIGO
LOUIS PRIMA • DOT
DREAM OF OLWEN
EDDIE HEYWOOD • LIBERTY
WINTER FAVORITE I SLEIGH RIDE

As the Writer and Publisher of
"THE CHRISTMAS CHA CHA"

I want to thank
"THE MERRY MACS"
for a great record on
"PORTRAIT OF HOLLYWOOD"

BERNICE PETKERE MUSIC, INC.
1612 Argyle Hollywood, Calif.

Center offered stereo and hi-fi Christmas albums for 79 cents. Other standard priced albums from Victor, Columbia, Capitol, Kapp, Dot and others are offered at discounts of from 20 per cent on a \$1.49 album, to 25 per cent on the \$11.98 albums (manufacturer's list price).

Another ad invites readers to subscribe to the American Music Guild's Washington branch, buy two stereo albums a month, priced at \$4.98, and get a five-foot-long stereo console "made to sell for \$695." Console is called the Senator, and is made especially for the AMG, featuring Jensen speakers, Garrard record changer, AM-FM tuner with provision for multiplex adapter, etc., with cabinets in decorator finishes. Albums are standard labels, Victor, Decca, Capitol, Columbia, London, Westminster, etc.

A "General Electric Stereo Spectacular" is available at George's and Tower's Discount outlets, with a bonus of 20 free Columbia 12-inch stereo LP's with a buy of any G-E stereo console. Tower's offers Mitch Miller albums for \$2.33, and extended play 45's for 54 cents.

Buying tires for the car? Goodyear's Christmas album of 16 Christmas selections by 10 top artists is on sale for \$1 and customers are assured a \$3.98 manufacturer value. A Washington suburban service station, one of 17 outlets featuring the Goodyear offer, reports they sold out their supply of records in 24 hours, and are waiting for more.

One uptown record discount shop has pulled a switch by opening a discount book shop adjacent to the records, featuring current hard-cover best sellers at 20 per cent off.

U. S. Court Rules In Favor of Mickey & Sylvia's 'Love'

NEW YORK—The suit filed by Gene Goodman's Arc Music against the Mickey and Sylvia publishing firm Ben Ghazi, back in 1957, which claimed that the tune "Love Is Strange" was an infringement of "Billy Blues," was decided in favor of the defendants on an appeal to the U. S. Court of Appeals.

On January 5, 1961, after a jury decision in favor of Ben Ghazi Music, Judge Murphy rendered a judgment in favor of Mickey and Sylvia's firm. Arc Music appealed the decision. On November 27, 1961, the U. S. Circuit Court of Appeals for the Second Circuit affirmed the judgment. This could mean the end of the litigation.

This was one of the rare cases in which a copyright infringement case was tried by a judge and jury rather than by a judge alone. The court held that the copyrighted melodies, "Love Is Strange" and "Billy Blues," are not substantially or materially similar and would not sound so to the average listener, and that "Love Is Strange" was not copied from "Billy Blues" consciously or otherwise. Thus, the court ruled, defendants did not infringe plaintiff's copyright.

The amount of money involved in the suit amount to about \$10,000 in royalties on the song "Love Is Strange" which has been tied up for the past four years. Mickey and Sylvia's hit record of the tune on Groove sold over 8,000,000 copies, and there were other versions as well.

BILLBOARD MUSIC WEEK		EASY LISTENING	
This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	BIG BAD JOHN, Jimmy Dean, Columbia 42175	11
2	3	TONIGHT, Ferrante and Teicher, United Artists 373	9
3	4	MOON RIVER, Jerry Butler, Vee Jay 405	10
4	2	CRAZY, Patsy Cline, Decca 31317	8
5	6	MOON RIVER, Henry Mancini, RCA Victor 7916	10
6	—	I DON'T KNOW WHY, Linda Scott, Canadian-American 129	7
7	8	WHEN I FALL IN LOVE, Lettermen, Capitol 4658	4
8	9	WHEN THE BOY IN YOUR ARMS, Connie Francis, MGM 13051	4
9	5	SEPTEMBER IN THE RAIN, Dinah Washington, Mercury 71876	9
10	7	JUST OUT OF REACH (of My Open Arms), Solomon Burke, Atlantic 2114	13
11	13	UP A LAZY RIVER, Si Zentner, Liberty 55374	5
12	12	TONIGHT, Eddie Fisher, Seven Arts 719	6
13	15	JOHNNY WILL, Pat Boone, Dot 16284	5
14	14	GYPSY ROVER, Highwaymen, United Artists 370	6
15	16	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	2
16	19	SMALL SAD SAM, Phil McLean Versatile 107	2
17	11	SMILE, Timi Yuro, Liberty 55375	6
18	—	WHITE CHRISTMAS, Bing Crosby, Decca 23778	1
19	18	COTTON FIELDS, Highwaymen, United Artists 370	3
20	—	BABY'S FIRST CHRISTMAS, Connie Francis, MGM 13051	1

TAMLA / MOTOWN

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HER REE

GREAT ALBUMS... ..GREAT SINGLES!

TWISTIN'
THE WORLD AROUND

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Mr. Postman

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BY
EDDIE HOLLAND
Motown 1021

XMAS TWIST
TWIST'N KINGS
Motown 1022

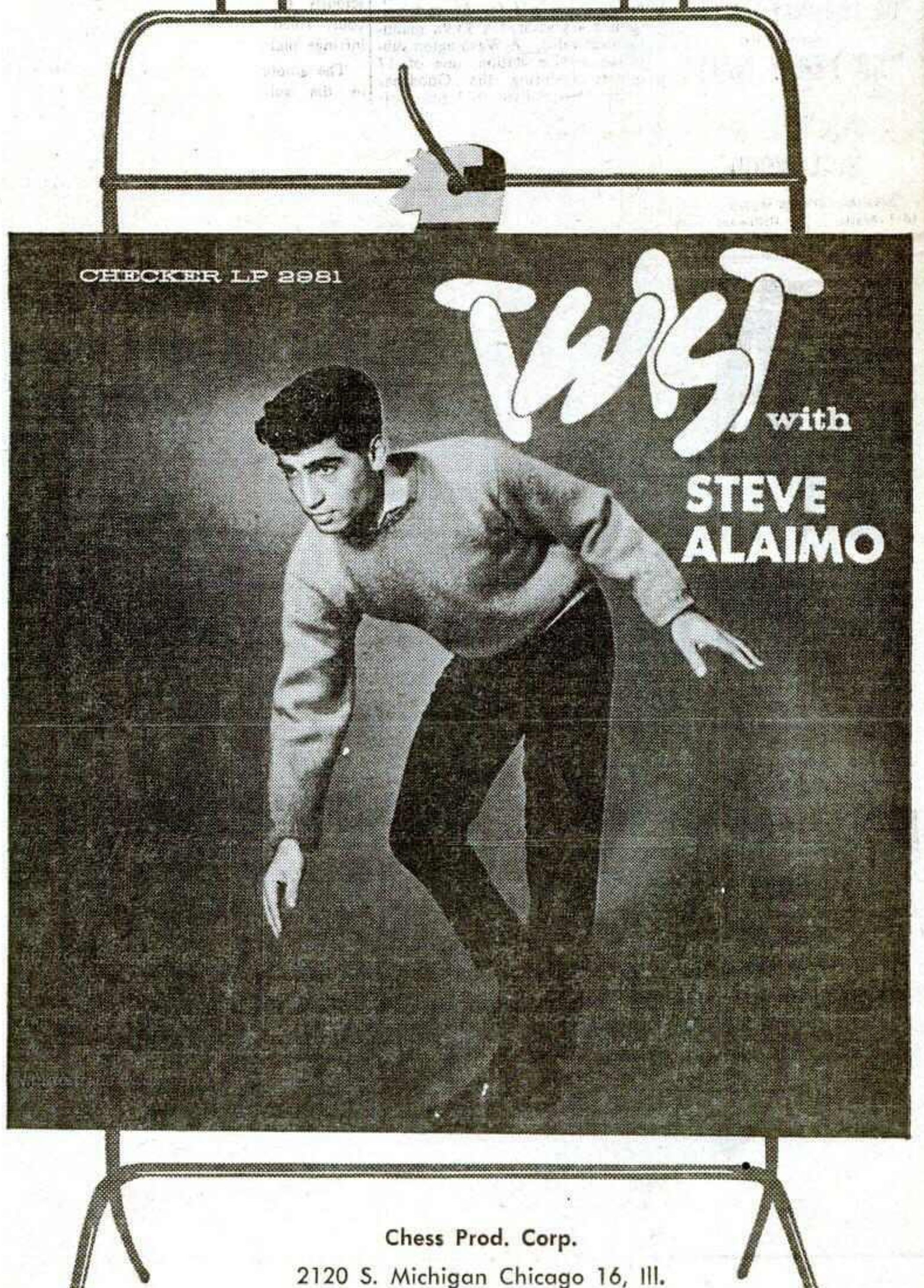
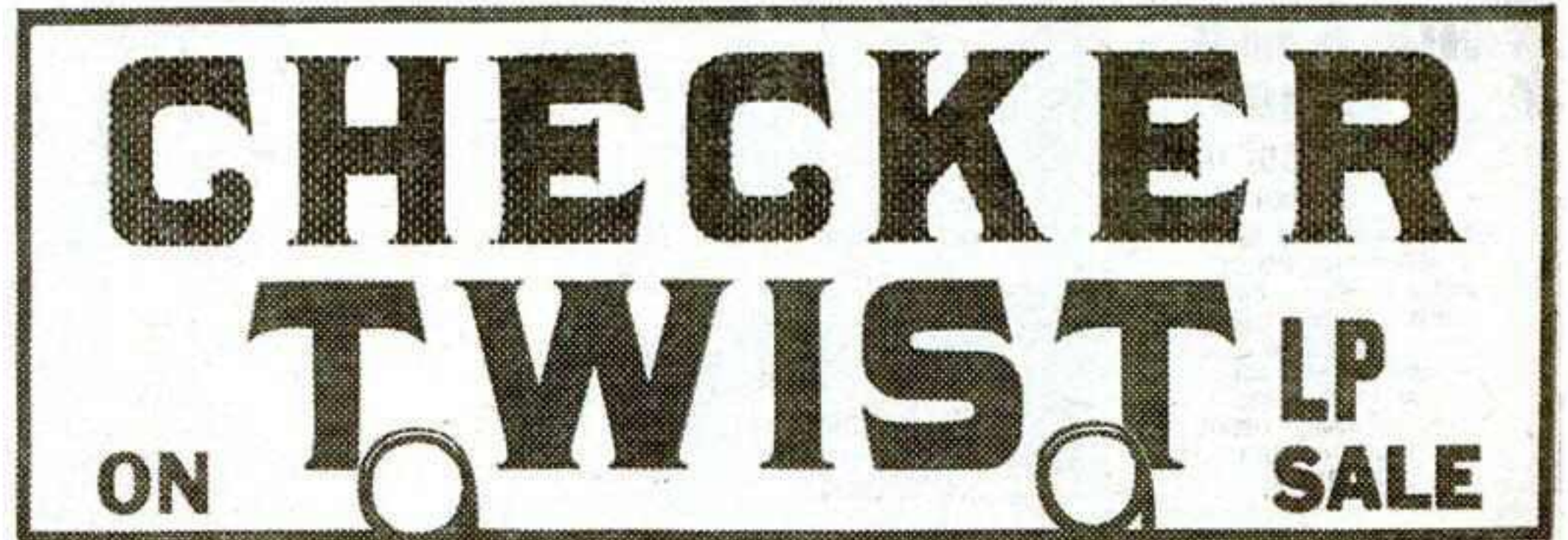
GREETINGS
(THIS IS UNCLE SAM)
BY
VALADIERS • MIRACLES #6

MARY WELLS
Bye Bye Baby

MR. DEALER:

THE CHECKER RECORDS HIT "TWIST" ALBUM

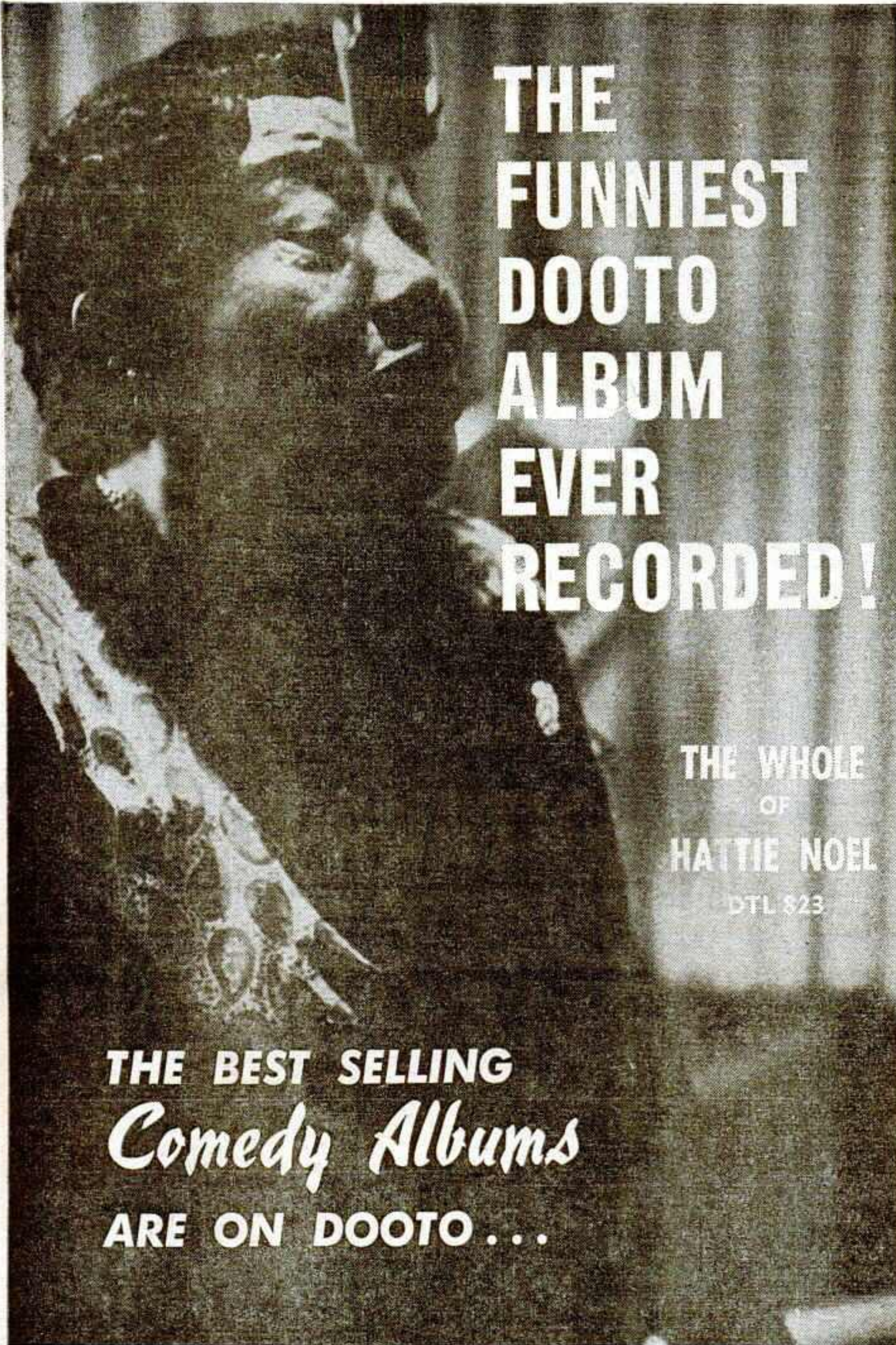
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AT 25%
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CHECKER LP #2981

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THE WHOLE
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HATTIE NOEL
DTL \$23

**THE BEST SELLING
Comedy Albums
ARE ON DOOTO...**

DEALERS! Dig DOOTO'S HOLIDAY 10+1 PLAN!!

—Effective through December 31—

NEW RELEASES

- REDD FOX AT JAZZVILLE..... 820
- THE WHOLE OF HATTIE NOEL..... HATTIE NOEL 823
- THE NEW LAFF OF THE PARTY..... BILLY ALLYN 824

HOT SINGLES

- *MY GIRL..... CHAS. McCULLOUGH & SILKS 462
- EARTH ANGEL..... THE PENGUINS 348
- *I'VE HAD YOU..... THE CREATORS 463

BEST SELLING ALBUMS

- THIS IS FOX..... REDD FOX 809
- BELOW THE BELT..... RUDY MOORE 808
- FOR A PIECE..... ROSCOE HOLLAND 812
- WILD PARTY..... REDD FOX 804
- LAFFARAMA..... REDD FOX 801

- HAVE ONE ON ME..... REDD FOX 298
- PILLOW PARTY FUN..... BARON HARRIS 294
- DOWN BY THE RIVER..... ZION TRAVELERS 807
- BLAME IT ON THE BLUES..... WILLIE HAYDEN 293
- LAFF OF THE PARTY..... REDD FOX 214
219, 220, 227, 234, 236 & 265
- RACY TALES..... REDD FOX 275
- SONGS THRU A KEYHOLE..... JOEL COWAN 285
- REDD FOX FUNN..... REDD FOX 290
- SLY SEX..... REDD FOX 295
- LAFF OF THE PARTY, Vol. 5..... SLOPPY DANIELS 232
- PARTY RECORD PARTY..... GENE & FREDDY 279
- THE SIDESPLITTER, Vols. 1 & 2..... REDD FOX 253-270
- NIGHT IN HOLLYWOOD..... GEORGE KIRBY 250

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MUSIC AS WRITTEN

New York

Charlie Beulike has been named manager of publisher liaison for Columbia Records. He will work under Dave Kapralik, Columbia's co-ordinator of pop a.&r. at the firm, Beulike was once a musician and arranger with the Charlie Spivak ork. . . . Felicia Sanders and engineer Dick Olmstead have been elected to the board of governors of the New York chapter of NARAS. Meanwhile, a flock of new members joined NARAS last week, including Herman Lubinsky, Andy Wiswell, George Wein, Goldie Goldmark, Jimmy Jones, Martin Williams, Carl Prager, Jack Elliott, Eugene Lowell, Dick Katz, Peggy Simon, Patrick Williams, Al Masler, Adam Garner, Duane Eddy, Ben E. King, Leslie Uggams, Howie Richmond, Teddy Charles, Tony Mottola, Otto Hess, Henry Oldsted, Russell Sanjek, Cat Anderson and Joe Harnell.

Bobby Rydell makes his Las Vegas debut at the Sands Hotel December 13. . . . Mike Clifford has been signed to GAC. . . . Dick Hayman has signed a 10-year arranging pact with Mills Music. . . . Timo Yuro is appearing with Frank Sinatra on his current Australian tour. . . . Everest sales chief Charlie Hasin left last week for a tour of the firm's Western distribs. . . . Danny Winchell has been hired by cleffer Dick Adler to promote his copyrights and reactivate the Andrew and Sahara Music firms of Adler. . . . There will be a performance of a production number from the musical "Let It Ride" on the Ed Sullivan show this month.

Harry Sultan's daughter, Iris Jewel, became engaged last week to Charles Shwedelson, of Benton & Bowles. Harry is one of New York's swingiest dealers. . . . Morty Palitz, who has been producing records for a number of labels in New York, is looking to buy a small label or publishing firm, to expand his a.&r. activities.

Della Reese is now at the Flamingo in Las Vegas. . . . Earl Grant cut a live album at Basin Street East on December 2. . . . Manager Lee Magid has signed arranger-composer Bill Reddie. . . . Story teller, author and poet Mini Stein is telling her children's story at New York's Central Park Zoo for kids once a week. . . . Neil Sedaka has signed a new agreement with the Nevins-Kirshner production firm. Ben Sutter is continuing to handle the singer's personal management. . . . Saul Lampert is the new distributor in Philadelphia for the Sue label and the Diamond label. . . . Bob Heller Distributors in Philadelphia and Bill Lawrence Distributors in Pittsburgh are handling the Heigh-Ho label. Bob Rolontz.

Chicago

Arnold Distributing Company here appears to have officially closed shop. The phone is disconnected and the doors have been locked for over a week. Owner Gerry Yablon is not available for comment. . . . Tom and Toni Langtry are trying a new discount policy in their Rogers Park Record and Camera Shop. Customers get 10 per cent off for buying one album, 15 per cent for two, and 20 per cent for three or more. . . . William L. Mitchell, formerly Tamla-Motown production manager, joins Columbia Record Productions (custom pressing) here as an account executive. He replaces Norman Dolph, who returns to Columbia's New York offices. . . . Ballots go in the mail this week for election of directors of the local NARAS chapter. Directors, in turn, elect officers for coming year. Some 50 attended the group's last meeting, with the next scheduled for the second Tuesday in January.

Stan Pat brought the Tokens to town last weekend for a series of hops with Dick Biondi (WLS) and other deejays. Pat leaves today on a promo trip to Milwaukee and Minneapolis. . . . Chuck Livingston takes over LP promotion for M-S. Harvey Goldstein continues with singles. Vic Faraci moves to general sales manager for the outlet. Livingston, a real swinger, heads a trio, weekends, at the Isle of Capri in Dixmoor, Ill. . . . George Silaj is promoting his South Side record store with spots on Johnny Quinn's Saturday evening "Comedy Corner" on WSBC-FM. . . . Danny Driscoll, national promotion man for Smash, squired Cathy Carr around town last week. . . . Jack Tracy recorded Mercury's newly signed Negro comic Slappy White at the Playboy last Wednesday. He'll also cut Bill Kenny, formerly lead singer with the Inkspots, in New York next week. . . . Some 250 tradesters showed up for Music Distributors' smash-bash for Connie Francis at the Ambassador last Wednesday. Nick Biro

Pittsburgh

Hal Holbrook, whose two previous appearances were sell-outs, will repeat his "Mark Twain Tonight" show for the Music Guild of Pittsburgh January 31. Faye Olmsted, Guild president, has also set Arthur Fiedler and the Boston Pops February 12 and pianist Jean Casadesus February 19. . . . Jack Craig, Columbia district sales manager and Herb Linsky, Epic Records exec, took in the Horizon Room debut of Columbia's Mike Clifford December 4.

Bobby Vinton, whose orchestra records for Epic, joined Bobby Rydell for a sellout concert recently at the Steubenville, Ohio Arena. . . . Jack Fromme and Jack Rock hosted a cocktail party for Johnny Jack, a Dore recording artist, December 6 at the Carlton House. . . . The Four Coins will be the Christmas attraction at Holiday House. . . . The sound track of "West Side Story" for Columbia has caught on locally, establishing a solid plug for the movie version which comes to the Nixon Theater February 8 as a roadshow. Leonard Mendlowitz.

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"BYE BYE BABY"

5242

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(OP) "JOHNNY WILL"

5245



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RECORDS
BURBANK, CALIFORNIA

ARTISTS' BIOGRAPHIES

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

JOEY DEE



Joey Dee—with his combo known as the Starliters—is the young man who recently began pulling in the coin with his twist parties, staged at a small, off-Broadway New York night club called the Peppermint Lounge. Roulette Records rapidly signed the group and sliced their tune tagged "The Peppermint Twist." The disk is currently gyrating up on the Hot 100.

Dee was born on June 11, 1940, in Passaic, N. J. He has five sisters and three brothers ranging in age from 17 to 42. The Starliters consist of Carlton Latimer, organist, age 22; Willie Davis, drummer, 21, and Larry Vernieri and David Brigati, both 21 and singers and dancers. The group has been together for three years and have been playing at the Peppermint Lounge for over a year. Joey Dee and the Starliters are also destined to hit the big time via the album scene. Their Roulette LP titled "Doing the Twist at the Peppermint Lounge" hits strongly on the Top Mono LP chart this week.

The boys are currently lined up for three flicks and a number of personal appearances around the U. S. Joey Dee and the Starliters are booked by Jolly Joyce, and their personal manager is Don Davis.

SOLOMON BURKE

Recording on the Atlantic label, Solomon Burke has solid chart item with "Just Out of Reach" (Of My Two Open Arms). In his mid-'20's, Burke comes from Philadelphia where he was brought up in an extremely religious atmosphere. His mother delivered church sermons and sang in their church choir, but it was his uncle, a pastor of a Philadelphia congregation, who was the main influence on Burke's vocal career. The young lad was encouraged by his uncle to join the choir, and by the time Burke was 12 years old he was known as the "child minister" for his singing and preaching.



'Lost Someone' and 'Soldier' In Strong D. C. Breakout

WASHINGTON — "Lost Someone" by James Brown on King had a terrific breakout here last week, and "He's Not Just a Soldier" by Little Richard on Mercury began to take hold here in the wake of its earlier smash in Baltimore dealer sales.

"Letter Full of Tears" by Gladys Knight on Fury, and "Pushin' Your Luck" by Sleepy King on Joy, both in last week's Bubbling Under group, were solid sellers. Reaching for better chart positions via fast action here are Barbara George's "I Know," "Poor Fool" by Ike and Tina Turner, and "Three Steps From the Altar" by Shep and the Limelites. Brand new and getting requests in this area are: "Let Me In" by the Sensations, and "Mama Don't Want" by Joan Campbell.

Everybody's guessing what single will be this year's Christmas breakout. So far only Christmas albums are moving here, while the seasonal singles have neither jingled nor

rocked their way off the shelves as yet.

Record City's own prognosticator, the retired minstrel man who foretold big things for "Let There Be Drums," is putting his money on Frank Slay's "Flying Circle" on Swan to make it big with the teens. BMW is keeping score on this soothsaying septuagenarian.

Record City's Manager Glenn expects "tremendous" Christmas business, and says his seasonal rush has started way ahead of last year's. This retailer discounts singles at 55 cents, and "we can't keep them in stock."

Ironically, distribution is as far below store request in a big-buy operation like Record City, as in small-buy retailers. Record City could sell five to six hundred disks of "Gypsy Woman," one of this area's strongest sellers, every day if Glenn could get them. He got 100 or 200 from the distributor, but managed this only twice in a three-week period.

Glenn says he can't even get copies of "Runaround Sue," which is staying right on top in this area, even with round-the-clock radio play. "The distributors say they can't get copies themselves—so where's the bottleneck?"

Newer albums tagged by dealers as best in sales here include: All the Twisters, particularly the Checker-Rydell and Ray Charles versions; "Blue Hawaii" by Elvis; "Midnight Special" by Jimmy Smith, 35 MM on Command; and Warren Smith on Liberty.

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 Christmas holiday season? Please describe.

THE ANSWERS

PAT DELSI
WCAM, Camden, N. J.

All through the Christmas Eve show last year I played the songs of the season and featured "The Christmas Card of the Air"—an invitation to listeners to call in and wish their friends a joyous holiday. The response was so tremendous we repeated it New Year's Eve while

featuring hit songs of 1960. We'll be using the gimmick again this year, but this time we'll also accept mail greetings and telegrams from recording stars as well as listeners.

MIKE JORDAN
KMAC, San Antonio, Tex.

San Antonio is a very cosmopolitan area and I am now preparing my Christmas Carousels. Assisted by some of the foreign-born families here in town and the public library, I am obtaining information about how Christmas is celebrated all over the world. These short Christmas capsules will be supplemented with the appropriate seasonal music of each country discussed. This will bring a touch of home to many people and acquaint other San Antonions with Christmas around the world.

MARK OLDS
Program Director
WNEW, N. Y.

It's our second annual all-station Christmas Theater Party. Last year, offering 200 seats to "Do Re Mi," we received 190,000 cards in two weeks. For 1961, it's David Merrick's "Subways Are for Sleeping."

Again we'll give away 200 tickets, and this year's WNEW Christmas Theater Party should be even more successful. Interesting note... The show opens December 26, and WNEW night is December 29... so we're betting it will be a hit.

WAKY to Stage Twist Competition

LOUISVILLE — WAKY here, in a bold bid to make this city the Twist capital of the world, will stage a national Twist con-

VOX JOX

By JUNE BUNDY

Ron Seman, program director of WCUY, Cleveland, reports that the outlet marked "two years of programming jazz and contemporary music November 9. On WCUY's "Music for Moderns" show (hosted by Seman from noon to 7:30 p.m. and by Joey Rizzo from 7:30 to midnight), at 6, 8 and 10 p.m., a "feature album" is presented. Each LP feature runs 30 minutes without interruption. . . . Don Steele, who emceeds the 4-8 p.m. show at KOIL, Omaha, has been named music director of that outlet. . . . Milton Komito is the new station manager for WCKR-radio, Miami.

Bob Brown's "Golden Sound of Jazz" has returned to its Saturday afternoon time period (2-5 p.m.) on WNTA, Newark, N. J. . . . Buzz Lawrence is resigning his deejay duties at KING, Seattle, to become promotion manager of the station. . . . Station WRCV, Philadelphia, is airing "live" remotes from the Sunset Beach Ballroom on Saturday nights from 9:30 to 11 p.m. In keeping with WRCV's big band policy, the station now programs live band remotes on Saturdays from Sunset Beach until 11 p.m., and from the Sunnybrook Ballroom at 11:05 p.m.

TEXAS: Abe Lincoln has joined KTXL, San Angelo, Tex. He formerly conducted "Abe Lincoln's Juke Box" over KTRN and KSYD, Wichita Falls, Tex. . . . Jay Froman, musical director of Theatre, Inc., is new staffer at KRBE-FM, Houston. . . . Anthony Rahe Jr., and Kelly Fitzpatrick are also now spinning 'em at KRBE-FM. . . . New spinner at KONO, San Antonio, is Jerry Kunkel. . . . Bob Kelly, heretofore a jockey at KTHH, Houston, has been named news director. . . . Cy Follmer, formerly with KASE, Austin, Tex., has moved to KXYZ, Houston. . . . New weekend deejay at KNUZ, Houston, is Ricci Ware. . . . Hal Harris has taken over the 1-1:30 p.m. show at KTLW, Texas City, Tex.

Jack Lee, ex-KILT, Houston, has joined WPRO, Providence, R. I., as general manager. . . . New staffer at KPHO, Phoenix, Ariz., is Larry Martel, formerly with WENY, Elmira, N. Y. . . . Dick Conrad has succeeded Peter Roper as production manager of WERE, Cleveland. Conrad was formerly a spinner at WCAR, Detroit. Roper has left to accept an appointment as assistant attorney general on Ohio Attorney General Mark McElroy's staff. . . . New general manager of WINZ, Tampa, Fla., is David O'Shea.

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
DECEMBER 15, 1956**

1. Singing the Blues, G. Mitchell (Columbia)
2. Love Me Tender, E. Presley (RCA Victor)
3. Green Door, J. Love (Dot)
4. Blueberry Hill, F. Domino (Mercury)
5. Just Walking in the Rain, J. Ray (Columbia)
6. True Love, B. Crosby-G. Kelly (Capitol)
7. Rose and a Baby Ruth, G. Hamilton IV (ABC-Paramount)
8. Don't Be Cruel/Hound Dog, E. Presley (RCA Victor)
9. Love Me, E. Presley (RCA Victor)
10. Hey, Jealous Lover, F. Sinatra (Capitol)

**POP—Ten Years Ago
DECEMBER 15, 1951**

1. Sin, E. Howard (Mercury)
2. Cold, Cold Heart, T. Bennett-P. Faith (Columbia)
3. Jalousia, F. Laine (Columbia)
4. Because of You, T. Bennett-P. Faith (Columbia)
5. Little White Cloud That Cried, J. Ray (Okoh)
6. Undecided, Ames Brothers-L. Brown (Coral)
7. Slow Poke, Poe Woo King (RCA Victor)
8. Cry, J. Ray (Okoh)
9. Shrimp Boats, J. Stafford-P. Weston (Columbia)
10. Sin, Four Aces-A. Alberts (Victoria)

RHYTHM & BLUES—5 Years Ago—DECEMBER 15, 1951

- | | |
|-----------------------------------------------|----------------------------------------|
| Blueberry Hill, Fats Domino, Imperial | Slow Walk, B. Doggett, King |
| Since I Met You, Baby, I. J. Hunter, Atlantic | Thousand Miles Away, Hearibeats, Hull |
| Slow Walk, S. Austin, Mercury | Love Me Tender, E. Presley, RCA Victor |
| I Feel Good, Shirley & Lee, Aladdin | Goodnight, My Love, J. Belvin, Modern |
| Oh, What a Night, Dels, Vee Jay | You Got Me Dizzy, J. Reed, Vee Jay |

LATE POP SPOTLIGHTS

SINGLES

JIMMY DEAN



DEAR IVAN (Plainview, BMI) (3:48 — Jimmy Dean's follow-up to "Big Bad John" is a moving plea for peaceful relations between the average American Joe and Russia's Ivan. Dean talks the plea with sincerity over a muted backing by the ork of "The Battle Hymn of the Republic." Flip is "Smoke, Smoke, Smoke That Cigarette" (American, BMI) (2:43). Columbia 42259

test on New Year's Eve. The two headliners for the show will be Brenda Lee and Eddie Hodges.

With WAKY deejays serving as emcees, the contest is open to all and deejays at other stations across the country are advised to send winners of any local twist

contests to Louisville to compete. There is no age limit for entries. Trophies will be awarded first, second and third-place winners. Station execs say Life magazine has promised to cover the event and that 20th Fox newsreel cameramen will also film the festivities.

more than



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.

PHONOS LISTING FOR
OVER \$500

Position This Issue	Position 9/11/61	Brand	% of Total Points
1	1	Magnavox	42.6
2	—	Fisher	17.8
3	2	Pilot	11.6
4	—	Curtis-Mathes	7.8
4	—	Capehart	7.8
6	—	RCA Victor	5.4
7	3	Stromberg-Carlson	4.7
		Others	2.3

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.

- ABC-PARAMOUNT**—Expires December 15, 1961. Started July 17, 1961. Fall-Winter LP Program. Distributors are offered 12½ per cent discount on all LP purchases. Program covers complete catalogs and new releases, including Christmas packages, on ABC-Paramount, Impulse and Chancellor labels.
- ARGO**—Expires December 15, 1961. Started November 6, 1961. Stocking Plan. One free LP for every six purchased on the entire Argo catalog, including two new releases. Available through distributor.
- CAPITOL-ANGEL**—Expires December 22, 1961. Started October 16, 1961. Christmas Package Program. Twelve and a half per cent cash discount on all Capitol and Angel new yuletide releases, catalog as well as new releases. See page 3, October 16 issue, for details.
- CAPITOL**—Expires December 22, 1961. Started October 30, 1961. Special sales program. Dealers are offered up to two free LP's for every 10 LP's purchased of 18 of the label's Original Broadway Cast and Movie Soundtrack albums. See page 20, November 13 issue, for details.
- MERCURY**—Expires December 31, 1961. Started November 1, 1961. "Operation Gold Rush." Fifteen per cent merchandise bonus. Plan covers 22 new albums and also gives right to buy three catalog LP's in the same price group for every new LP release purchased on same 15-for-100 basis. One hundred per cent exchange privilege on entire November release and 10 per cent exchange privilege on catalog. Dealer must place initial order by November 21.
- PETER PAN**—Expires December 31, 1961. Started August 15, 1961. Label is offering all of the current seven inch singles to dealers six for \$1.
- ROULETTE**—Expires December 31, 1961. Started December 4, 1961. Dealers are offered 12½ per cent cash discount off the face of the invoice. Deal covers new album releases as well as entire Roulette, Roost and Tico catalogs.
- STARDAY**—Expires December 31, 1961. Started November 8, 1961. Country Music Hall of Fame Sale. Through distributors, dealers are offered one free "Hall of Fame" album on each five ordered. Same deal applies to three other double-pocket albums. "Country Music Spectacular." "More Country Music Spectacular" and "Banjo Jamboree Spectacular."
- 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.
- PARKWAY**—Limited Offer. Started November 13, 1961. Fifteen per cent cash discount on the Chubby Checker LP, "Your Twist Party," available through distributors.
- 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.

Buck Ram Locates
Personality's Hq.
In Chicago Office

CHICAGO—Buck Ram's Personality Productions firm is opening headquarters here for its Ensign, Antler and Personality record labels. Also located here will be the Personality Production talent management firm which Ram recently

sold to Ray Auler, long-time booker. Bill Siegel, national sales manager of all three labels, will direct the record company activities from here. Ram will continue to act as consultant for the talent management firm but will be primarily concerned with producing masters for Ensign, Antler and Personality as well as other labels. Jeanne Bennett, long-time public relations associate of Ram's, will continue to handle publicity for the record labels as well as the talent management firm.

Tape Owners
Battle GEMA

Continued from page 10

any intention of creating a "GEMA Gestapo." He agreed that the court's ruling could promote mass snooping on the part of vengeful neighbors, and that the court's decision could engender mass ill-will, particularly if GEMA were to adopt a policy of rewarding informers on tape recorder ownership.

At present GEMA's problem is to get access to names of tape recorder owners. The West Berlin court's decision merely gives GEMA a hunting license after recorder owners, but provides no method for determining ownership short of door-to-door snooping.

On the contrary, the same court has rejected a suit by GEMA to force tape recorder producers to supply GEMA with names of the purchasers of all recorders manufactured.

It is understood that Dr. Schulze's present approach to the manufacturers is aimed at obtaining their co-operation in the listing of recorder owners. Manufacturers would pay the initial year's royalty fee and would furnish GEMA with a complete listing of set owners, whom, after the first year, GEMA would then bill on a yearly basis so long as they owned a recorder.

This would apparently constitute a fool-proof system of royalty collection, since the West Berlin court's decision would enable any recorder owner refusing to ante up to be prosecuted automatically.

However, as Dr. Schulze plainly fears, GEMA's taping victory could prove to be pyrrhic. Conradt and his sympathizers have launched the building of a national mass organization of tape recorder owners to fight GEMA in the courts and in public print.

The "Ring der Tonbandfreunde"—Circle of Tape Recorder Fans—accuses GEMA of invading privacy.

Replying to charges that a "GEMA Gestapo" would be the result of the West Berlin court decision, Dr. Schulze pledged:

"At the outset we do not contemplate compulsory methods to collect tape recorder royalty fees. The recorder owners should pay voluntarily. We will not use spies or informers."

Conradt's "Circle of Tape Recorder Fans" is recruiting members among the 1,200,000 West Germans owning recorders.

Barth Queen
Of Laughtime

NEW YORK—Belle Barth, the queen of the sophisticated LP's, will soon be on a new label called Laughtime. Label will be a joint enterprise of both Stanley Borden, owner of After Hours, the label on which Belle Barth got her start, and Morris Levy, head of Roulette Records. Roulette will handle the distribution of the new label.

First album for Miss Barth will be a live recording waxed at New York's Roundtable, the Levy East Side boite. When she was playing at the club, Roulette signed the comedienne, but Borden still had a pact with the quipster. The record exec worked out the new agreement for a label to be owned jointly by them with Barth as the first talent to be released.

Belle has sold over 700,000 of her first LP on After Hours, and her second is over 200,000. Although her dfrs have run into trouble here and there, in most places dealers sell them openly.

NEW DEALER PRODUCTS

Display Stand Shows Tape Sets

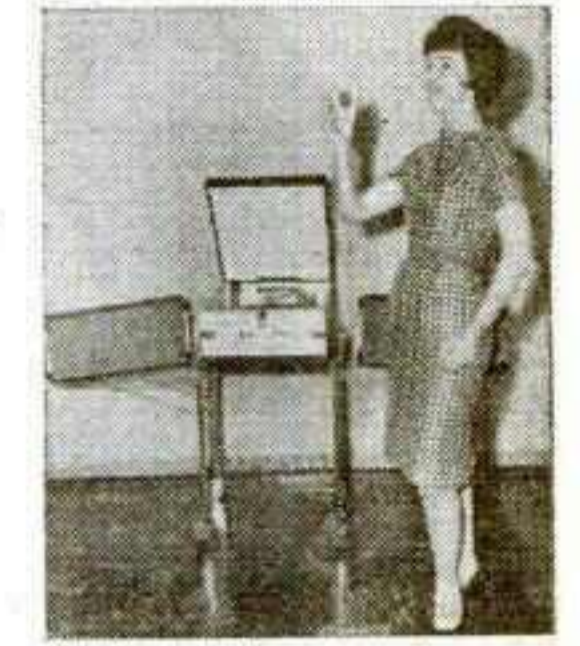


A compact display stand

is currently available from North American Philips Company which will hold four of the firms Norelco tape units. The unit, which is being pushed as a complete tape recording department in itself, is only 3 by 2 feet and should be ideal to dealers with limited space. It is made of corrugated board and is designed in colors of black, yellow and beige. The stand measures 6 feet, 4 inches high; 3 feet, 1 inch wide, and 2 feet deep. It is available from the company in Hicksville, Long Island, N. Y.

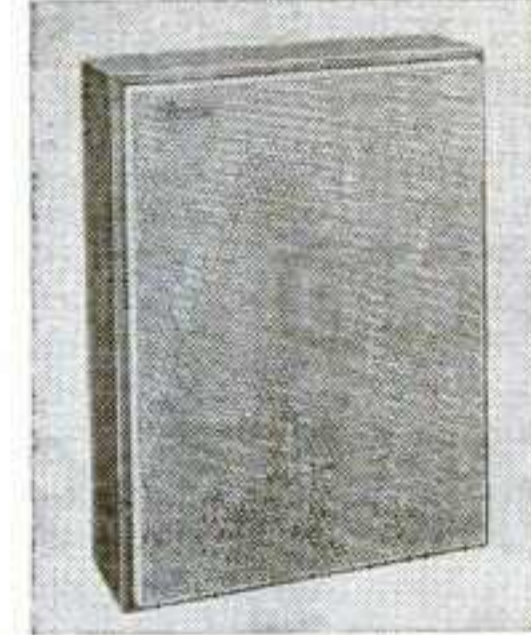
Sing-Along Stereo Phonograph

Among the new stereo phonographs introduced by the Admiral Corporation recently was a stereo phonograph that has a special sing-along feature. The unit which has been specially designed by the company, has two detachable swingout speakers and each contains a 6-inch woofer and a 3½-inch tweeter. A lightweight microphone attachment allows the user to hear his voice from the right speaker while the music from the record comes from the left. A special mike jack is provided on the control panel for such operation.



vided on the control panel for such operation.

New Kit Speaker Has Thin Lines



A new Fisher kit, the KS-1 was introduced recently which allows an unskilled person to assemble it in less than an hour. The unit is a three-way crossover network system which is 5¾ inches deep. The speaker system contains a 10-inch woofer, a 5-inch midrange, and a 3-inch tweeter. The price of the complete KS-1 kit in birch is \$59.50; in walnut ready for staining, \$64.50, and factory assembled, \$89.50.

Needle Package Speeds Sales

A Duotone needle package recently introduced is specifically designed to hype purchases, but also aids the dealer in reordering. The new package is done up in gold and black and is enclosed in a bubble-like translucent cover. The Duotone type number is clearly marked front and back on a removable tab. These tabs, when tallied, simplify reordering. Also on the back of each of the packages is the type and model number



of the cartridge the particular needle fits. In addition it also contains replacement instructions.

ALBUM COVER OF THE WEEK



PASTURES OF PLENTY—The Harvesters, Folkway FA 2406. A very attractive cover in black, white and brown, designed by Joel Blazzo, that should draw the customers to the folk music sections.



A JAZZ VERSION OF KEANE—Riverside Jazz Stars, Riverside RLP 397. This bright, multicolored cover, designed by Ken Deardoff, is a timely display piece for windows and jazz counters.

Coming Next Week

CHART TOPPERS OF '61

A recapitulation of the following Billboard Music Week charts for 1961:

- HOT 100
- TOP TUNES OF '61
- HOT COUNTRY & WESTERN
- and RHYTHM & BLUES SIDES

NOTE: Top LPs of '61, both mono and stereo, by category will be among the features of the Dec. 25 WHO'S WHO IN THE WORLD OF MUSIC issue.

JOINS 'EM

Judkins Sets Discounts At Garden Grove Store

HOLLYWOOD—Howard Judkins Sr., who has been bitterly battling discounting both as a retailer and as president of the Society of Record Dealers, is instituting a discount policy at his own store, Judkins Music, in nearby Garden Grove.

The SORD president explained that his area suffers from an unusually heavy concentration of volume discount operations "and, since we can't fight them any longer, we better join them." At least eight big discount outlets are within five miles of the Judkins Garden Grove store.

Orange County is one of the fastest expanding areas in the

nation, and, as such, is attracting big discounters.

Judkins said he'll be testing the discount policy at the Garden Grove store during the pre-Yule period when business volume is higher. "If I don't lose too much money during this time, I'll stay on it (i.e., discounting). If it turns out that I can't cut it, well, then, I'll just have to make other plans," Judkins said.

Price policy at the Garden Grove store will be a dollar off list on all albums. In cutting \$3.98 to \$2.98, he's left with a 13 per cent profit, plus his 5 per cent return, which gives him a total of 18 per cent. When the \$4.98 LP's are reduced to \$3.98, the dealer is left with a 20 per cent mark-up (including his 5 per cent allowance). He buys the \$5.98 list package at \$3.70, and when he sells it at a dollar off, he makes 30 per cent.

On singles, Judkins will continue to follow his "one-for-10 club plan" which he has had in effect sometime. This allows the buyer a free single after he has purchased 10, leaving the dealer approximately a 34 per cent mark-up.

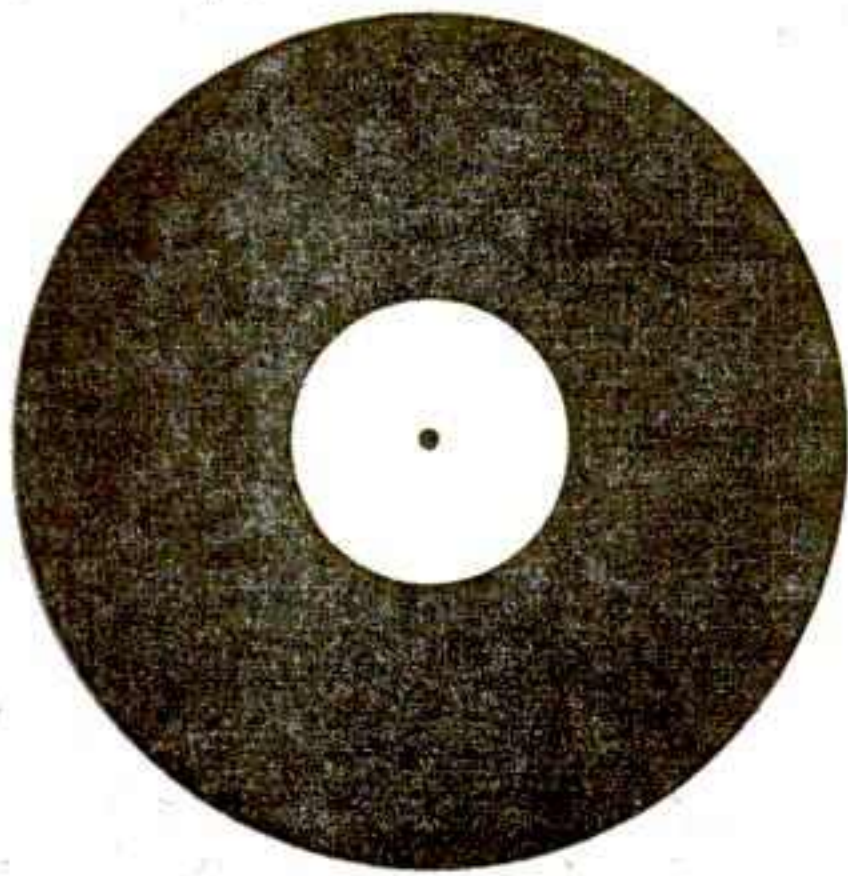
"When you take all these percentages," Judkins figured, "and add to them the 50 per cent and more that we make on needles and accessories, we should end up with an average of approximately 28 to 30 per cent gross profit on each item we sell."

Witmark Filing 'Babes' Action Against Disney

NEW YORK — M. Witmark & Sons, part of Music Publishers Holding Corporation, filed suit in New York Federal Court December 6 against Walt Disney Productions and the Walt Disney Music firms. The suit was filed over the songs being used in the Walt Disney version of Victor Herbert's "Babes in Toyland."

In its suit Witmark claimed that under an agreement reached in 1953 the Disney firm had agreed with Witmark, and the dramatic licensees, that Witmark would publish any and all songs based on the original Victor Herbert music used in the picture, even though they were changed or altered. However, the suit continues, the Disney firm has already assigned the unpublished rights to the music from the film to Walt Disney music company.

Witmark is asking for an injunction and an accounting and wants the court to declare that the plaintiff is the owner of the copyrights, and that defendant does not have the power to issue licenses for the songs.



RSI RECORD ALBUM SERVICE INCLUDES ALL THE TOP LABELS!

Now, thanks to the complete cooperation of the record companies (including all the majors), there's an unmatched, one-stop record source for broadcasters!

Now, through RSI, you can get the hit record product (albums as well as the singles we've been delivering) of every top label in the business. You get the best of the new releases . . . the "Spotlight Winners" selected by the Record and Music Staff of The Billboard.

Six different record services available

They're services that fit your programming as neatly as they fit your budget. And each is sold with an unconditional guarantee of complete satisfaction!



"SPOTLIGHT" singles

	Rates effective March 1st (U.S.)*	
	52 Weeks	18 Weeks
"Hot 100" 10 new records weekly	\$175.00	\$60.00
"Easy Listening"*** 6 new records weekly	110.00	40.00
"Country" 5 new records every 2 weeks	50.00	(Not available)

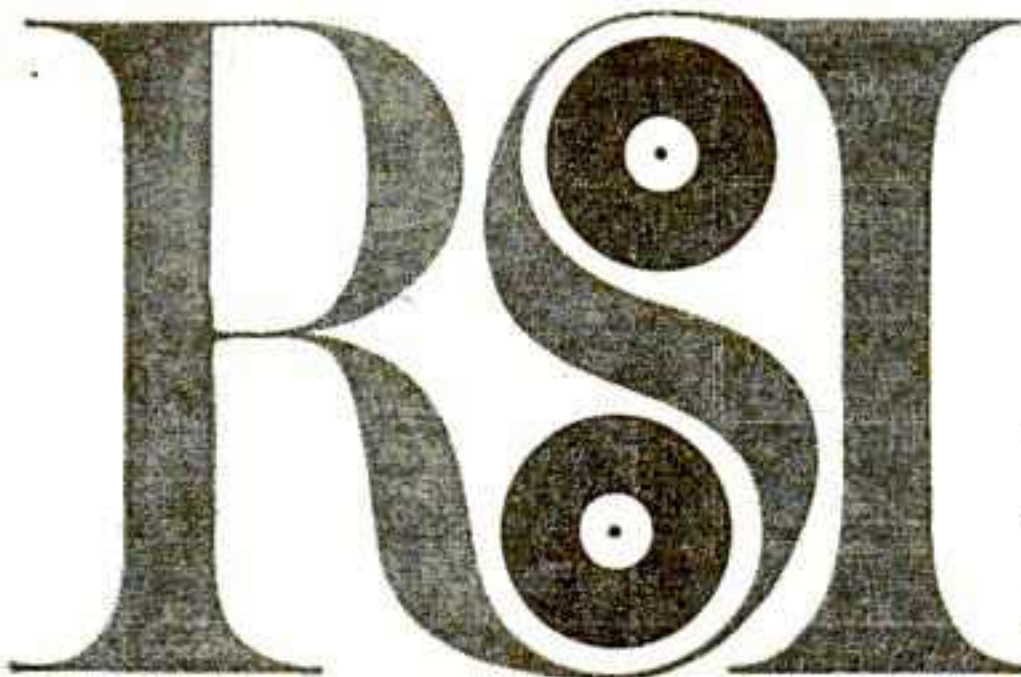


"SPOTLIGHT" albums

	12 Months	4 Months
"Popular"*** 10 new albums monthly	\$150.00	\$55.00
"Classical" 10 new albums monthly	150.00	55.00
"Jazz" 5 new albums monthly	75.00	30.00

*Regular mail. Domestic air-mail and foreign shipping costs on request
**No rock 'n' roll

Already, over 600 satisfied stations subscribe to one or more RSI services. Make sure you, too, get the best of the new releases . . . faster than you could otherwise—through RSI. Fill out and mail the coupon below, today.



RECORD SOURCE, INC.

RSI, 333 East 46th Street, New York 17, New York
Payment is enclosed for our subscription to the RSI services checked.

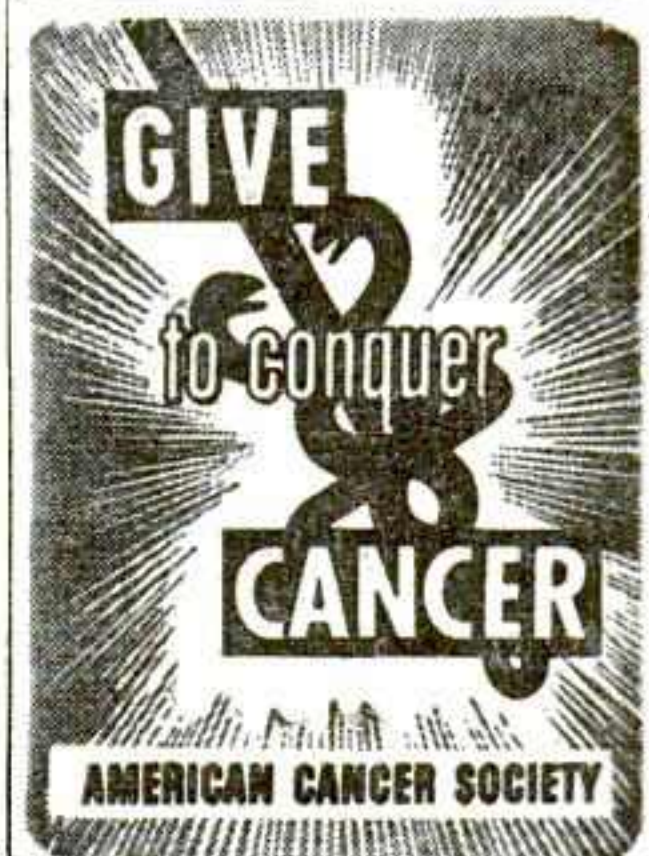
Singles	52 Wks.	18 Wks.	Albums	12 Mos.	4 Mos.
"Hot 100"	<input type="checkbox"/>	<input type="checkbox"/>	"Popular"	<input type="checkbox"/>	<input type="checkbox"/>
"Easy Listening"	<input type="checkbox"/>	<input type="checkbox"/>	"Classical"	<input type="checkbox"/>	<input type="checkbox"/>
"Country" Music	<input type="checkbox"/>	<input type="checkbox"/>	"Jazz"	<input type="checkbox"/>	<input type="checkbox"/>

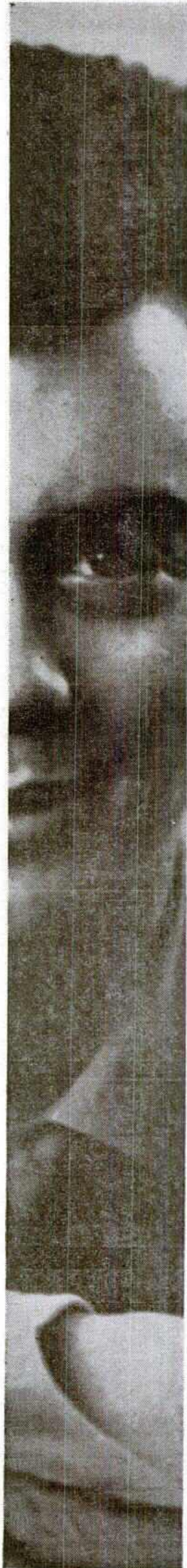
Station Call Letters _____ Attention _____


Company Name _____

Address _____ City _____ State _____

RSI grants and reserves the right to cancel subscription services on a pro rata basis.
It is a condition of this subscription that records supplied by RSI will be used for broadcast purposes only.





Once in a great while, a new performer will come along who is special. He will be endowed with talent, presence, youth and a rare, elusive factor that can only be called "star quality." On December 26th 1961, such a performer will be proudly spotlighted by Columbia Records 

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

GERMANY

Table of music charts for Germany, listing songs, artists, and weeks on chart.

SWEDEN

Table of music charts for Sweden, listing songs, artists, and weeks on chart.

EIRE

(Courtesy Dublin Evening Mail)

Table of music charts for Eire, listing songs, artists, and weeks on chart.

FLEMISH BELGIUM

(Courtesy Juke Box Magazine, Mechelen)

Table of music charts for Flemish Belgium, listing songs, artists, and weeks on chart.

NORWAY

(Courtesy Verdens Gang, Oslo)

Table of music charts for Norway, listing songs, artists, and weeks on chart.

ITALY

(Courtesy Musica e Dischi, Milan)

Table of music charts for Italy, listing songs, artists, and weeks on chart.

AUSTRIA

Table of music charts for Austria, listing songs, artists, and weeks on chart.

Table of music charts for JEZEHEL and LA LE LU, listing songs, artists, and weeks on chart.

BRITAIN

(Courtesy New Musical Express, London)

Table of music charts for Britain, listing songs, artists, and weeks on chart.

FRANCE

(Denotes local origin)

Table of music charts for France, listing songs, artists, and weeks on chart.

Asia & Pacific

HONG KONG

Table of music charts for Hong Kong, listing songs, artists, and weeks on chart.

JAPAN

(Courtesy UTAMATIC, Tokyo)

Table of music charts for Japan, listing songs, artists, and weeks on chart.

AUSTRALIA

(Courtesy Music Maker, Sydney)

Table of music charts for Australia, listing songs, artists, and weeks on chart.

The Americas

PHILIPPINES

Table of music charts for Philippines, listing songs, artists, and weeks on chart.

Table of music charts for IN TIME, LANGUAGE OF LOVE, ETERNALLY, ONE MORE CHANCE, ROCK-A-HULA BABY, PEANUT BUTTER, GREEN LEAVES OF SUMMER, SWEET SUGAR LIPS.

MEXICO

(Courtesy Audiomusica, Mexico)

Table of music charts for Mexico, listing songs, artists, and weeks on chart.

ARGENTINA

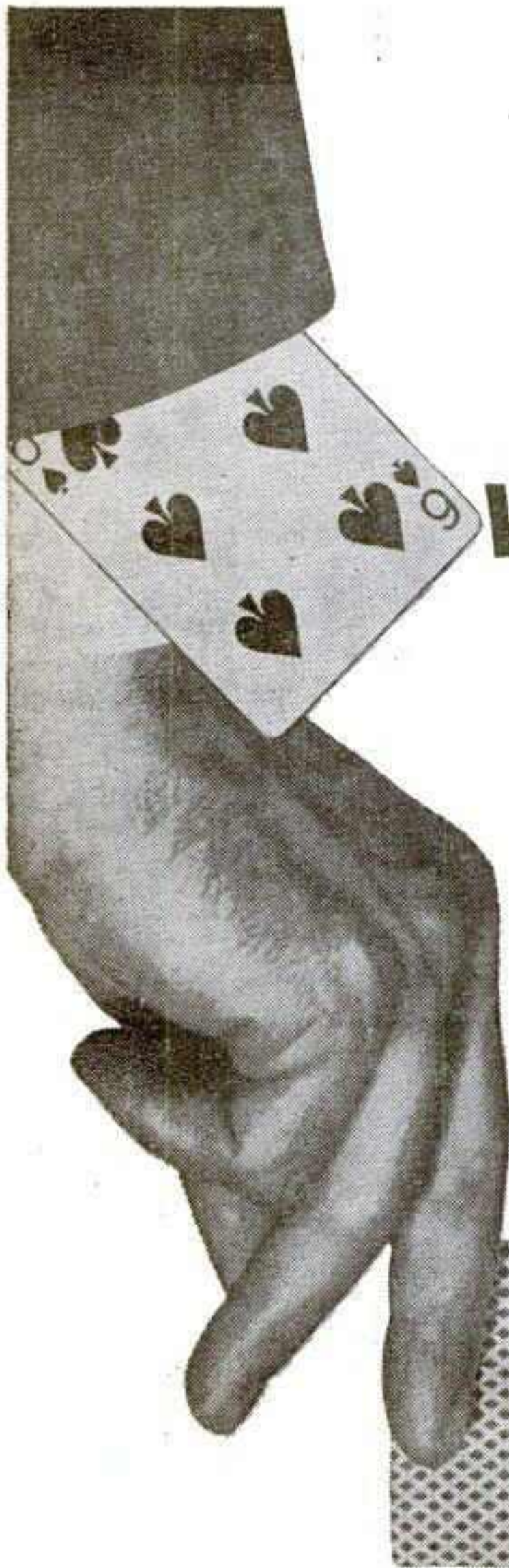
(Courtesy Escalera a la fama)

Table of music charts for Argentina, listing songs, artists, and weeks on chart.

PERU

(Courtesy La Prensa, Lima)

Table of music charts for Peru, listing songs, artists, and weeks on chart.



WE'VE GOT SIX UP OUR SLEEVE!

Here's one that's worth a million chips...

BROOK BENTON
"Revenge"

MERCURY 71903

Plus five more worth five-million chips...

LEROY VAN DYKE/"Walk On By" 71834

DINAH WASHINGTON/"September In The Rain" 71876

PATTI PAGE/"Go On Home" 71906

THE PLATTERS/"Song For The Lonely" 71904

JOHNNY PRESTON/"Free Me" 71908



The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

Pop

LET'S TWIST HER



Bill Black's Combo HI HL12006 (Stereo & Monaural)—One of the rockin'est of the rockin', this new package features the driving Bill Black sound, applied to some of his own well-known offerings like "Smokie Part II," "My Girl Josephine," etc., plus a lot of new twist-oriented items "Twisteroo," "Royal Twist," and others. Wonderful down-to-earth sound that can bring Black a lot of new fans and will certainly hold the old ones. Good possibilities for singles included, too.

NINA AT THE VILLAGE GATE



Nina Simone. Colpix CP 421—The talented Nina—currently hot as an album artist—should do very well with this one. It's her fifth package on Colpix. It's exceptionally tasteful and the sides are fresh in performance concept. Included are a broad range of material: "Just in Time," "House of the Rising Sun," "Children Go Where I Send You,"—a range which showcases the thrush's talents.

EL CID



Miklos Rozsa. MGM E3977ST—The Spanish-flavored music from "El Cid" could well comprise one of the standout albums of the coming year. The score, composed and conducted by Miklos Rozsa, comes through with exciting and blood-tingling moments that make the story come to life. The single LP, double-fold package also carries pictures and text outlining the story action.

RAY ORBISON AT THE ROCK HOUSE



Sun LP 1260—Orbison has been one of the hottest of the chart chanters in the past year and in this newest album outing he's likely to generate plenty of additional counter action. The titles include "Rock House," "You're My Baby," "Mean Little Mama," etc., and they're done in the familiar and exciting rocking dramatic style of Orbison.

MOON RIVER



Lawrence Welk. Dot DLP 3412 (Stereo & Monaural)—The current status of "Moon River" as a best selling singles hit (although not by Welk) and Welk's personal sales appeal should give this bouncy package strong sales pull. Also included are other current hits like "Tonight," along with "Exodus," "Around the World" and other spinnable movie themes.

NEVER ON SUNDAY



The Chordettes. Cadence CLP 3056 (Stereo)—The Chordettes have a potent album here, loaded with strong songs including their own hit vocal version of "Never On Sunday." Other tunes include "Wooden Heart," "The Exodus Song," "Theme From a Summer Place," and "Theme From Goodbye Again." They sing them in their own winning style and the ork backing is strong. Cover is attractive too.

THE GAY LIFE



Original Cast. Capitol WAO 1560 (Stereo & Monaural)—"The Gay Life," a recent Broadway arrival, is a pleasant musical with a Viennese setting, and it's abetted by a tuneful Howard Sietz-Arthur Schwartz score and the lovely, clear-voice thrashing of Barbara Cook. The gal is heard to advantage here along with co-stars Jules Munshin and the Italian matinee idol type, Walter Chiari. Book-fold package contains a synopsis of the story and photos of the action.

JOHNNY TILLOTSON'S BEST



Cadence CLP 3052 (Stereo)—Two of Tillotson's hottest hit sides lead the array of 12 tracks on this LP. The boy sings with much conviction on "Poetry in Motion" and "Dreamy Eyes" as he does on all the other tracks. Archie Bleyer leads the ork on five of the tracks. Besides the two chart makers the lad sings "Without You," "Why Do I Love You So," and "Jimmy's Girl," among others.

ANDY WILLIAMS' BEST



Cadence CLP 3054 (Stereo)—Andy Williams has a strong line-up of hits here; some of his biggest sides with Cadence. "The Bilbao Song," "The Hawaiian Wedding Song," and "You Don't Want My Love" are just a few of the potent sides included and powerfully sung by the boy. Archie Bleyer conducts throughout.

Jazz

A JAZZ VERSION OF KEAN



Riverside Jazz Stars. Riverside RLP 397 (Stereo & Monaural)—A group of jazz musicians in the Riverside stable have been built into a group to play some mighty fine arrangements of the "Kean" score by Jimmy Heath, Ernie Wilkins and Melba Liston. Eight of the tunes are covered by strong solo and ensemble work. Among the individual standouts are Clark Terry, Blue Mitchell, Bobby Timmons and Al Heath.

Classical

RICHARD STRAUSS: DER ROSENKAVALIER



Cond. Karl Bohm. Deutsche Grammophon Gesellschaft 138656 SLPM—A fine one-disk condensation of a four-record set. The presence in this popular work of a cast including Dietrich Fischer-Dieskau, Irmgard Seefried and Rita Streich is sufficient to awaken the interest of opera buyers. They will not be disappointed, as all are in fine voice in a disk packed with some of Richard Strauss' best work.

A BEECHAM ANTHOLOGY



Beecham Symphony Orchestra. Angel 3621B—The legion of admirers of Sir Thomas Beecham are sure to want this two-disk collection of excerpts of some outstanding versions of works conducted by the late great Briton. The earliest dates from 1915, the most recent from 1958. Several of the works excerpted are no longer available in their complete version, making this set a special joy to collectors. Attractively boxed with a folder about Sir Thomas, this is a strong item for classical dealers especially.

Comedy

MY NAME ... JOSE JIMINEZ



Bill Dana. Roulette R25161—Jose Jiminez, now one of the hottest comics on disk, could have another sock seller with this album, originally out several years ago on the Signature label. It shows off Jose Jiminez (Bill Dana) in short skits taken from the old Steve Allen TV show, and many of them are mighty funny. Allen is heard on the disk, too, as well as occasional movie and TV stars. Flip side of the disk has an off-the-cuff press conference. Good fun here.

COMEDY NIGHT AT THE APOLLO



"Moms" Mabley and George Kirby. Vanguard VRS 9093—This album, recorded live at New York's Apollo Theater, features Moms Mabley, George Kirby, the Keynoters and young singers at the weekly amateur night at the showcase. Moms is, as always, mighty funny, and George Kirby's stint is also loaded with laughs. There's enough of Moms and Kirby on the disk for it to take off.

(Continued on page 32)

**** STRONG SALES POTENTIAL

**** TONY WILLIAMS SINGS HIS GREATEST HITS

Reprise R-6006—Tony Williams' first album for Reprise features the singer on tunes he made famous with the Platters. They include "My Prayer," "The Great Pretender," "The Magic Touch" and "The Miracle." They are sung with his usual tenderness and warmth over good support. Set should interest his many fans.

**** SOUL OF A PEOPLE

Gordon Jenkins Ork. Time S 2050—Gordon Jenkins and his orchestra offer lush, glamorized arrangements of a set of traditional Yiddish and Hebrew melodies, including "Bei Mir Bis Du Schoen," "Yiddishe Momma." These grandios renditions in stereo will appeal to the many who are not interested in authentic "folk-type" arrangements.

**** LOVE TIDE

Nelson Riddle. Capitol ST 1571—Lush and warm interpretations of a fine flock of standards should help this album grab steady sales. Tunes include "Bali Ha'i," "East of the Sun," "Solitude" and "Till the End of Time." They are played smoothly and capably by the Riddle crew. Attractive cover should also help the set get attention.

**** ROARING TWENTIES AT THE GASLIGHT

Marty Grosz and Ork. Audio Fidelity AFSD 5935—This can sell on the basis of the name "Gaslight Club" and a colorful cover of one of the Gaslight waitresses picking up an order at the bar, as much as on its musical content. The latter consists of an assortment of Dixieland arrangements played by a seven-man crew and featuring the traditional sounds of a tuba, banjo, trumpet, trombone and clarinet along with the rhythm. The set contains a good bit of atmosphere.

**** THE BEST OF THE FOUR FRESHMEN

The Four Freshmen. Capitol ST 1640—Here's a sort of "oldies but goodies" of the Freshmen, with some of the more memorable of their arrangements included. The boys sing "Candy," "Day by Day," "It's a Blue World," and a flock of others from their extensive vocal catalog. Fans will like and so will deejays, who will find plenty of good, spinnable bands here.

**** TWISTIN' IN HIGH SOCIETY

Lester Lanin and Ork. Epic BN 620 (Stereo & Monaural)—Lester Lanin jumps on the twist bandwagon with this bright new album, which features the Lanin crew on a solid twist kick. The tunes are all standards, to which a twist shuffle beat has been added. Band plays them neatly and the set should have appeal to his fans who are now enjoying the twist craze. Tunes include "Organ Twist," "Sweet Georgia Brown," "Blue Moon," "Muskrat Ramble," and "Mack the Knife."

*** MODERATE SALES POTENTIAL

*** FREDDY GARNER

Peter Yorke's Ork. Capitol T 10296.

*** AMERICA'S FAVORITE ORGAN HITS

Don George. Reprise R-6008.

*** AN ENGLISH MUSIC HALL

Various Artists. Capitol ST 10273.

(Continued on page 32)

THE NATION'S HOTTEST STEREO LINE



"The most exciting stereo sound ever"

American Record Guide

"May make all other stereo obsolete"

New York Mirror

"Comes close to Black Magic"

High Fidelity

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ON
BILLBOARD'S
TOP SELLING
STEREO
CHART

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

SINGLES REVIEWS

Pop

TROY SHONDELL



TEARS FROM AN ANGEL (Metric, BMI) (2:24)—**ISLAND IN THE SKY** (Gil, BMI) (2:25)—Troy Shondell, who had a smash with "This Time" should make it big again with this new disk. Top side is a medium beat rocker that he sings with feeling; flip is also a strong ballad, handled skillfully by Shondell. **Liberty 55398**

THE CHORDETTES



THEME FROM GOODBYE AGAIN (United Artists, ASCAP) (3:03) — **THE EXODUS SONG** (Chappell, (ASCAP) (2:44)—The Chordettes should keep their hit skein running with this fine two-sided disk. They handle the movie theme stylishly, over a warm arrangement; the vocal version of the "Exodus" theme also gets a fine reading. **Cadence 1412**

LEE DORSEY



DO-RE-MI (Fast, BMI) (2:05)—**PEOPLE GONNA TALK** (Fast, BMI) (2:25)—Lee Dorsey comes through with two solid follow-ups to his "Ya Ya" hit with this new release. "Do-Re-Mi" is a happy bouncer with a strong vocal and good piano work; the second side is a catchy rhythm item sung with flavor. **Fury 1056**

THE BROTHERS FOUR



BLUE WATER LINE (January, BMI) (2:50)—A bright, happy novelty from the group's "Rally Round" LP could turn into a big hit for the foursome. They sing it with spirit as they tell about the bankrupt "Blue Water Line." Flip is "Summer Days Alone" (Frigate, BMI) (2:13). **Columbia 42256**

THE MEGATONS



SHIMMY, SHIMMY WALK (PARTS I & II) (Star-Flite-Hut, BMI) (2:22, 2:22) — A rousing medium tempo rocker with a teen dance sound and a rousing r.&b. flavor receives a strong performance from the instrumental group. Side I is the hot side, it swings. **Dodge 808**

FREDDIE FUTURE



DON'T FORGET ME (Tivador, BMI) (2:14)—An instrumental side with a bit of the flavor of "Mexico" shows off some pulsating sounds by the Freddie Future combo. This one could grab sales and juke action. Flip is "Like Soares" (Tivador, BMI) (2:04). **Parkway 832**

Christmas

CHRISTIAN MORANDI



DEAR GESU BAMBINO (Southern, ASCAP) (2:20)—An Italian Christmas carol is sung with intensity by young chanter Christian Morandi, while Steven Meisel gives an English translation. Disk is already getting New York action. Flip side features the same song sung by Bruno Pallesi. **Decca 31343**

Rhythm & Blues

JESSIE HILL



SWEET JELLY ROLL (Minit, BMI) (2:23)—Here's a disk that should take off quickly in the r.&b. field and has a chance to happen pop, too. Hill sings the down home ditty with sincerity while the band supports him with spirit. Flip is "It's My Fault" (Minit, BMI) (2:04). **Minit 638**

Country & Western

LEON McAULIFF



CHO CHO CH'BOOGIE (Rytvoc, ASCAP) (2:20)—The catchy oldie is sung with lots of sparkle by McAuliff here over sock support from the Western-pop band. It's a good follow-up to his "Cozy Inn" hit and could move out pop, too. Flip is "Honky Tonk Song" (Tree-Cedarwood, BMI) (2:37). **Cimarron 4052**

SKEETS McDONALD



SAME OLD TOWN (Vidor, BMI) (2:30)—**I WRITE YOU LETTERS** (Pamper, BMI) (2:18) — Skeets McDonald hasn't had a big hit in a long time but this could be his big record. Both sides feature powerful weeper, and the singer sells them with heartfelt emotion. **Columbia 42252**

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

ERNIE WILKENS ORK

★★★★ **THE HOOTER** (Essex, BMI) (2:18) **Riverside 4508**

Talent

RON RICH

★★★★ **WHEN YOU NEED A HELPING HAND** (Maureen, BMI) **Old Town 1112**

★★★★
STRONG SALES POTENTIAL

JOE (MR. G.) AUGUST

★★★★ **Tell Me—INSTANT** 3239—Exuberant performance by August on lively gospel-flavored rocker. Dual market appeal for pop and r.&b. (Tune Kel, BMI) (2:19)

★★★★ **Everything Happens at Night**—August and group register solidly on feelingful bluesy theme. (Tune Kel, BMI) (2:34)

WILLIAM BELL

★★★★ **Formula of Love** — STAX 116—Lad wails effectively on emotion-packed r.&r. tune. Merits exposure. (East-Bais, BMI) (2:02)

★★★★ **You Don't Miss Your Water**—Moving vocal stint by Bell on gospel-styled blues theme. (East-Bais, BMI) (2:58)

ROBERT GOULET

★★★★ **One Life** — COLUMBIA 42249—The star of "Camelot" embarks on a pleasant ballad outing. He handles it with feeling, and fans will like the performance and the pretty tune. (B. L. & H., ASCAP) (2:30)

★★★★ **I'm Just Taking My Time**—The bright tune from "Subways Are for Sleeping" gets a verveful reading by Goulet. Side could get exposure but the McGuire Sisters' version will be strong competition. (Stratford, ASCAP) (2:10)

DORSEY BURNETTE

★★★★ **Dying Ember**—DOT 16305—The boy is reminiscing on this weeper. He sells the lyric with proper pathos while strings and voices fill the background. Latin beat adds character, too. (American, BMI) (2:24)

★★★★ **A Country Boy in the Army**—The boy sings a three-quarter time ballad on this side. It has to do with Army life and Christmas Eve. Dorsey speaks as well as sings this happy ending story. (Lyle-Hollyjo, ASCAP) (2:11)

BOB AND CAROL

WARNER BROS. 5246—The boy-girl duo turn in a pretty reading of a warm ballad here aided by triplets in the backing and good choral support. It has a chance. (Acuff-Rose, BMI) (2:20)

★★★★ **The Lonellest Tear**—Another listenable job by the pair, again on a tender tune, and again supported nicely by combo and vocal group. Flip is a bit stronger. (Acuff-Rose, BMI) (2:13)

MUNDY LEE

★★★★ **Let's Go**—EMBASSY 1024—Tune moves along at a brisk pace with the girl singing the rocker vocal with the "yea yea" vocal group pitching in. (Chris-Del) (2:13)

★★★★ **Mr. Blues**—The gal sings a mean torch ballad in the rockaballad style here. Her version is full of unhappiness as she sings of "Mr. Blues." Vocal group and combo assist. (Bertuccini, BMI) (2:10)

TERESA BREWER

★★★★ **Step Right Up**—CORAL 62299—An English version of the European hit "Sucu Sucu" is sung by Tessa here with much exuberance. The lass gets strong support from a hard-hitting Latin rhythm and group. (Harvard, BMI) (2:41)

★★★ **Pretty Lookin' Boy**—(Harvard, BMI) (2:54)

THE MARC-ANTONIANS

★★★★ **Moshi, Moshi, Anone**—DOT 16294—An interesting ditty with lyrics with a touch of what sounds like Japanese all done to the tune of "London Bridge Is Falling Down." Chorus is heard in spots. A spinable side. (Campbell-Connelly, ASCAP) (2:12)

★★★ **Cleopatra's Theme**—(Campbell-Connelly, ASCAP) (2:24)

HAL MOONEY AND ORK

★★★★ **This Ole House** — MERCURY 71901—The old Rosie Clooney hit gets a powerful working over by the Mooney men. Side features some hill country sound, as well as some cooking tenor and vocal group. (Hamblen, BMI) (2:39)

★★★ **The Notre Dame Victory March**—(Melrose, ASCAP) (2:22)

THE IMPERIALS

★★★★ **Vut Vut**—CARLTON 566—The boys have swinger in this medium tempo rocker. Side swings along on the lead singer's encouragement while strings and combo whip up the background. (David Jones, BMI) (2:12)

★★★ **Faithfully Yours** — (David Jones, BMI) (2:52)

AL ALBERTS

★★★★ **The Red We Want Is the Red We've Got—PRESIDENT** 715-6—Al Alberts turns in a good reading of the old tune over bright march-time performance from the band. (Malvern, ASCAP) (2:37)

★★★ **Blue o'Clock in the Morning** — (Springton, ASCAP) (2:17)

TOM BLAIR AND THE WEST COASTERS

★★★★ **Dollar Bills**—DECCA 31344—An interesting philosophical ballad by Blair, done to a rather offbeat and catchy instrumentation. The song has strong country overtones. Side is worthy of spins. (Champion, BMI) (2:10)

★★★ **Since You Are Gone**—(Champion, BMI) (2:10)

BILL POST

★★★★ **I Am the United States of America**—CREST 1093—An out and out patriotic ode, narrated by Bill Post. This one is calculated to stir the blood in the veins. It starts unaccompanied but the strains of a martial band gradually move in behind the speaking. Many jocks may spin this. (American, BMI) (3:12)

(Continued on page 34)



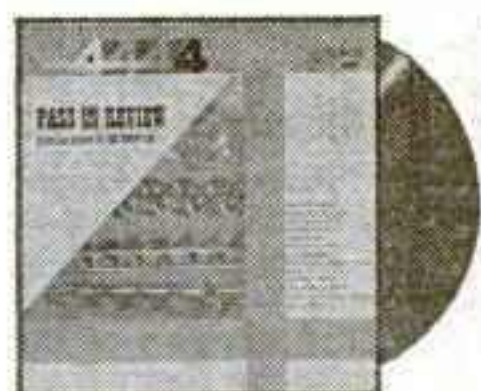
Johnny One Note; Blues in the Night; Peanut Vendor; More Than You Know; Picnic; Drum Crazy; and others.



Lisbon Antigua; Deep in the Heart of Texas; In a Little Spanish Town; La Compara; Lady of Spain; and others.



Unforgettable; Secret Love; To Each His Own; Ruby; April in Portugal; My One and Only Love; and others.



Rule Britannia; Scotland the Brave; When the Saints Go Marching In; La Ritarrata Italiano; Lili Marlene; others.

LONDON
RECORDS



Beer Barrel Polka; Liechtensteiner Polka; Pennsylvania Polka; Too Fat Polka; Mack the Knife and others.



Volare; Poor People of Paris; Never on Sunday; La Montana; April in Portugal; Clieho Linda; and others.



Tiger Rag; Whispering; Black Bottom; Tea for Two; Ain't She Sweet; She's Funny That Way; Chicago; and others.

AND THESE ARE COMING UP FAST...

- EXOTIC PERCUSSION
- PERCUSSIVE MOODS
- PERCUSSIVE LATIN TRIO
- PERCUSSION IN THE SKY
- TWELVE STAR PERCUSSION

BRITAIN

Service to Program for Underdeveloped Nations

By **DON WEDGE**
News Editor, New Musical Express

Electrical and Musical Industries, Ltd., has combined with Pearl and Dean, a film advertising group, and commercial broadcasting expert Arthur Mather to form World-wide Broadcasting Services. First aim will be to supply complete broadcasting set-ups — including program material — to underdeveloped countries. Both radio and television operations are projected and the firm will obviously be well-placed to participate in local radio in Britain which is anticipated in 1964.

Disk Business

Not a precedent, but a rare event is a lease-tape acquisition by British Philips, was last week's issue of the Marvelettes' hot U. S. side "Please Mr. Postman" on the Fontana label. Tapes were received from the American label, Tamla, November 30 and, despite the intervening weekend, disks were due in the store December 5.

Decca group's December LP issue is unusually low; outstanding release was the "Blue Hawaii" sound track album (RCA). . . . Decca covered "Your Ma Said You Cried in Your Sleep" with Doug Sheldon, who came second best in the "Runaround Sue" tussle with Dion (Top Rank); EMI again has the U. S. hit version, Kenny Dino's musicor disk of "Your Ma" is being issued on the HMV-UA series.

The late Buddy Holly is still an important figure on the British scene. His single, "Baby I Don't Care," exceeded 100,000 copies, according to Decca, and his low price LP "That'll Be the Day," released in August, has topped 20,000. . . . "West Side Story" has been chosen for the Royal Film Performance February 26. Decca issued Eddie Fisher's "Tonight" (on London from Seven Arts). There is also an instrumental version by the Ted Heath band (Decca).

Ember issued an album drawn from several labels of tracks by 14 artists. The LP is called "Tribute to the Water Rats"—a show business charity, which benefits equally with a charity sponsored by Prince Philip.

Publisher Business

Copyright restrictions on "The Lion Sleeps Tonight," recorded by

the Tokens on RCA, which held up the disk's release here, were lifted. . . . The Gilbert and Sullivan copyright expires at the end of the year. A British television restriction was lifted from December 10 when the BBC was starting a three-program biographical series. . . . Mills Music exploitation now handled by the Hiller Brothers, a composing-recording team.

An American film offer for Anthony Newley-Leslie Bricusse's "Stop the World" show, published here by Essex, may make Bernard Delfont put off the proposed British screen version. The American stage production will open in Philadelphia in September for two weeks before Broadway. Newley and Anna Quale will re-create their London stage leads.

PHILIPPINES

English Decca Exec Making Asian Tour

By **LUIS MA. TRINIDAD**
264 Escolta, Manila

Derrick J. Coupland, supervisor of the Decca Gramophone Company, Ltd. (London) for India, Pakistan and South East Asia, flew in November 14 from Hong Kong via Philippine Airlines. Coupland, who joined Decca September 1 this year, is here to observe trends in relation to his company's international LP releases for 1962. He is also negotiating for the assignation of a licensee with a leading Philippine record manufacturing company and departed for Singapore November 18 where he is to take charge of Decca Far East sales and supervision there.

Paul Anka gave a 10-day performance in Manila starting December 1. After the Anka show, the Pageant of World Beauty Queens will run for 10 days. The pageant will be headed by Miss International of 1962, Stanny Van Baer of Holland, and the runners-up of the recently held International Beauty Congress in Long Beach, Calif.

Vocalists Jerry Vale and Don Cherry are skedded to perform here on December 15.

BELGIUM

Int'l Pops Record Made in Brussels

By **JAN TORFS**
Stuivenbergvaart 37, Mechelen

"Percussion Around the World" by the International Pops Orchestra is actually a Belgian recording, made in Brussels this year under the supervision of Peter Plum and scored by Harry Frekin.

Visit

We received a letter from Mr. Garin of Gramophone who is actually in London. We let Garin speak for himself: "I came here to meet Harry Walters (Cameo-Parkway representatives for Europe) and to pay a visit to EMI as they are now releasing under the HMV label the Laurie and LeGrand labels. I also had the opportunity of discussing the launching (set for February 1, 1962) of Liberty Records. I already met, a few days ago in Brussels, Dick Anotico, director international sales of Liberty Rec- (Continued on page 25)

AUSTRIA

Vienna is Feeling Checker's 'Twist'

By **FRED ZILLER**
Mollwaldplatz 1, Vienna

Chubby Checker's "Twist," on the Columbia label over here, is beginning to sell well. . . . Ex-GI Gus Backus has another smash hit on Polydor, "The Sauerkraut Polka" by Erwin Halletz with flipside "Alle Schotten sparen" ("All Scots Are Saving") by Werner Scharfenberger.

NBrenda Lee's "Fool #1" is already a great success on Brunswick, as is "Dreamboat" b-w "Hollywood" by Connie Francis on MGM. . . . The first of Command-Stereo LP's were issued through Polydor in this country under its original banner with Terry Snyder, Urbie Green, the Dixie Rebels and Enoch Light and the Light Brigade as the top artists.

Electrola Records has started a series of "contest EP's" with dance music by Michael Jary, Gerhard Winkler, Heino Gaze and Lothar Ollas to find new songwriter talents among record buyers. Buyers write lyrics for the music. The best entries will win author rights with the Accord Edition, Germany. Numbers will be recorded by Electrola stars. Awards from 1,200 to 6,000 Austrian Schillings are in the stake.

Visitors to Vienna

Philips music promotion man, Wolfgang Kretzschma, held discussions on show business, TV and films for 1962 with Walter Reichsfeld and Wolf Arming, covering world-wide promo pushes on the record business. Kretzschma will be in Hamburg to continue 1962 plans today.

SPAIN

Spanish Version: 'Great Composers'

By **RAUL MATAS**
32 Av Jose Antonio, Madrid

Walt Disney's album, "The Great Composer," will be released in Spain with Spanish narration. The original, with music by Cammarata and Russell C. Potter, will be available through the local "Disneyland" representative, Hispavox. Elvis Presley's "Flaming Star" album will have a strong publicity campaign, reflecting RCA's aggressive promo policy.

Argentina's Carlos Acuna, one of the best tango performers, is recording for Zafiro, the local label owned by Luis Sagi Vela.

Los Santos, vocal trio also from Argentina, flew to ABC in Paris and will stay there for a three-week engagement. They also were at the Pesaro Festival in Italy where they won the third place with a song written by the leader of the group, Hector Santos.

Richard Anthony from France singing in French "Tell Laura I Love Her," and "Let's Twist Again," launched by La voz de su Amo.

RCA has just launched the new "La Chunga" rhythm in an LP by Perez Prado. . . . Dorothy Collins' "Gold Eagle" record of "A Place Called Happiness" will have local distribution after its DJ's preview and the public reaction. . . . Victor Mojica, from Puerto Rico, did a new Philips record here and an executive from the company in Spain, Mr. Sampedro, hopes to have it released through affiliated companies in the Latin American market. . . . "Sinatritis" is a new radio show done by the Spanish DJ, Pepe Palau, which is dedicated to Frank Sinatra.

GERMANY

Radio Luxemburg Realigns Operations

By **BRIGITTE KEEB**
Music Editor, Automaten-Markt Braunschweig, Germany

By December 31, the programming department of Radio Luxemburg in Frankfurt will be dissolved. At the same time Gerd Von Hasler, chief of this Radio Luxemburg division will leave the station. Radio Luxemburg will in the future be represented by the IPA, production and advertising company for radio and TV, which has been the exclusive German representative of Radio Luxemburg up to now. Director Stolte of IPA intends to establish a public relations department to replace the programming department.

Publisher Row

According to Peer's director, Theodor Seeger, Hamburg, almost 350,000 records have been sold of "Pepito," by the Machucambos on London, and in a German version by Yvonne Carre on Decca. The Hamburg publishing firm is also to take over the U. S. title "Small Fat Sam." Peer's Vaughn Horton song, "Mockin' Bird Hill," has been recorded by Hugo Strasser with the Krollmannsberger on Electrola.

Dr. Busse, Munich, met Gurtler Music and the Carish label and set up radio and TV engagements in order to kick off the first Italian sung titles of Gus Backus, Peter Kraus and Marcel Amont. Dr. Busse was accompanied by Mr. Hartner of Universal Edition Publishing House, Vienna. Both also met Polydor's top producer Gerhard Mendelson, who is also producing Connte Francis' German titles.

Distribution

Swiss-German Austroton Company, who recently established the Austroton Distribution Company, Frankfurt, has taken over distribution of the Triola label, exclusively for Germany and Switzerland, until now represented by Bella Musica in Germany. Most famous Triola star in Germany is young Italian singer Robertino, of whom a new single has just been released: "Zigeuner" (Gipsy) b.w. "La Luna Rossa." Furthermore, Austroton has taken over the Italian label Juke Box, exclusively for Germany and Switzerland with artists as Luciano Tajoli, Jenny Luna, Joe Sentieri and Myrlam Del Mare.

SPAIN

Spanish Victor Hails Anka Pact

By **RAUL MATAS**
32 Av Jose Antonio, Madrid

BMW's report about the new pact signed by Paul Anka with RCA was happily received by local RCA authorities. Preparations to welcome the Canadian, due here in a few weeks, are being made. Anka has been the best seller among foreign singers in the last three years. Meanwhile, the local Hispavox label loses its No. 1 catalog attraction. Nevertheless Connie Francis, Ray Charles, Barry Mann and Ferrante and Teicher could soon become favorites here.

Disk Shorts

Javler Vega, from Mexico's Gamma, launched here by Hispavox. . . . Angelito, a new boy singer, signed with RCA. Same la- (Continued on page 25)

By **JIMMY JUNGERMANN**
102 Ismaninger Street, Munich 27

Bob Moore's "Mexico," issued here by Teldec's London label, became a hit all over Germany. It headed the Bavarian Hit Parade of the local radio station, the Bavarian Radio Network, for November, produced by Werner Gotze, and it looks like "Mexico" will stay for another month at the top. What's more, this issue of the Instrumental Hit Parade was an all-American affair with "Mexico," "Wheels" by the String-A-Longs on London, "Take Five" by Dave Brubeck on Fontana, "Exodus" by Ferrante & Teicher on United Artists, "Yellow Bird" by Lawrence Welk on London, "Blue Tomorrow" by Billy Vaughn on London, "Ghost Riders" by The Ramrods on London, "Bonanza" by Al Caiola on United Artists, with two more by Jorgen Ingmann: "Anna" and "Apache." With five records out of 10, Teldec's London label is on the top of this Bavarian Instrumental Hit Parade.

Distrib Switch

The Sonet label handles the Chancellor label now. The first LP's are "Swingin' on a Rainbow" by Frankie Avalon and "The Fabulous Fabian," followed by nine Avalon EP's, seven Fabian EP's, 12 Avalon singles, and nine Fabian singles.

Dr. Gilbert Obermaier exits the "Melodie der Welt" publishing firm and starts his new job with Bernhard Mikulski's record firm. Mikulski retains the Verve catalog for Germany for the time being in spite of the Verve-MGM agreement. . . . Werner Muller has six Decca LP's on top of the German market.

Much American film music has been released here. Some of the titles are: RCA offers Elvis Presley in the sound track of "Blue Hawaii"; Warner Bros. has George Greeley with the theme songs from "Parrish" and Morris Stoloff with the music from "Fanny"; London issues Billy Vaughn and the theme from "Come September"; Atlantic the same with Bobby Darin's original version; Polydor another version with Helmut Zacharias; MGM offers Leroy Holmes with a the themes from "Bridge to the Sun" and "Ada" and RCA again has the sound track from "Exodus." The reissue of "Moulin Rouge" helps Philips to sell their Percy Faith reissue of theme song by George Auric, while their top hit is still the song "Weisse Rosen Aus Athen" by Hadjidakis from pic "Traumland Der Sehnsucht," a documentary on Greece.

HONG KONG

Dulcie Din to Sing With Rich

By **Carl Myatt**

44 Mount Kellett Road, The Peak
A Filipino singer, Dulcie Din, has been offered the singer's spot with the Buddy Rich organization. The singer is now awaiting her visa to enter the States. She expects to leave in a month's time.

Visitor

The man who wrote "Stardust" and "Hongkong Blues," came into town from Japan last week—and fell in love with the city. Hoagy Carmichael arrived unannounced, but left in the glare of publicity after having won the admiration of Hong Kong musicians and the general public.

ARGENTINA

Problems Plague Industry

By **RUBEN MACHADO**
Lavalle 1783, Buenos Aires

The end of the year brings difficult problems to the record industry. Prices to the public have gone up, and the labels diminished the percentage on benefits for sellers. A monaural LP record costs \$5 and a stereo record \$6. Meanwhile, the Syndicate of Musicians demand an increase of almost \$4 each recording session. This demand has been rejected by the companies. Musicians' strike is a possibility very soon.

Several Argentine songs are spread throughout the world. "Sucu Sucu," by Tarateno Rojas, has several versions, and "La Novia" is among the tops of Spain and Italy. President of Microfon S. A., Mario R. Kaminsky, goes to Sao Paulo, Brazil, to the convention of subsidiaries of Audio Fidelity, a firm which Microfon represents in Argentina.

AUSTRALIA

1st Command Classics Releases Stalemate Ties Due Down Under March 1962 Union & Firms

By GEORGE HILDER 19 Todman Ave., Sydney

The first of the Command 35 mm. classical albums which are certain to create terrific interest in the Australian record trade, are due for release in early March, 1962. Included are the Brahms Symphony No. 2, featuring the Pittsburgh Symphony Orchestra conducted by William Steinberg and "Capriccio Italien" by the Colonne Concert Orchestra.

Disk Business

Warren Williams, whose heavily charted item, "A Star Fell From Heaven," is still doing big business, has a follow-up, "Beautiful as You" composed by Gene Pitney, and the flip side, "Look Out, It's Me," was penned by Williams. Latter signed a contract to write tunes for Victoria Music, a newly formed publishing company controlled by Johnny O'Keefe.

W & G Records of Melbourne has just completed a deal with Bobby Shadd of New York to release Time Records in Australia. The disks will be pressed in Melbourne and will use the original imported American covers. The

Australian record company is rush-releasing three top-rated BMI singles which are creating a lot of interest amongst retailers throughout the country. They are "The Commancheros," by Claude King, "Tennessee Flat Top" sung by Johnny Cash and "The Gypsy Rover" by the Highwaymen.

The trade is talking about the sound-track recording of "The Alamo." The film was previewed recently and impressed everyone, which encouraged A.R.C. to release the album on the Coronet label early in December.

Publishing

Joe Halford of Castle Music has acquired the Connie Francis yuletide number, "Baby's First Christmas." The title was picked up from Francon Music by Castle's New York agent, Charles Michelson. The number, backed with "Boy in Your Arms," is scheduled for release on MGM December 17.

Leeds Music man Jack Argent announced that Tu-Con Music had secured the new Chantels' disk, "Well I Told You." The Johnny O'Keefe music company, Victoria Music, have a hot one with the local composition by Rod Stanton and recorded by his brother Barry on the Leedon label, "Beggin' on My Knees."

Tony Brady, professional manager of Belinda Music, has resigned so that he can concentrate on a singing career. Tony has a disk riding high on local charts and plans have been made for him to tour Eastern countries, including Singapore, Manila and Japan.

SWEDEN

Cleffers Pen for European Festival

By HARRY NICOLAUSON Orkester Journalen Regeringsgatan 22, Stockholm

To get a representative song for the yearly European Song Contest in Cannes, Sveriges Radio had invited 10 of Sweden's most successful songwriters to contribute. Only five accepted: Britt Lindeborg, Per Lindqvist, Bobby Ericson, Ulf-Peder Olog and Olle Adolphson. Then the commercial radio station Radio Nord announced a similar competition backed by the three leading record companies, RCA-Telefunken, Karusel and Metro-nome. The winning song in Sveriges Radio will be sung at the final in Cannes, but very probably Radio Nord has a bigger chance to produce a song that will be a hit as the three companies mentioned intend to plug it thoroughly.

Visitors

Bobby Weiss, European representative for Warner Bros. Records, was here discussing business with Sixten Eriksson, head of RCA-Telefunken.

Spanish Victor

Continued from page 24

bel scored a hit with Joselito. . . . Baby Bell recorded "Bat Master-son" here. . . . Joe Loss ork playing "Wheels" and "Sucu Sucu" released by La voz de su amo. . . . La Pachanga with Audrey Arno and the Hazy Osterwald sextet was released by Polydor. . . . Famous Bernard Hilda band leader and his French releases launched here by Belter.

Latin American tunes by Mexico's Hermanas Navarro, the Argentinian crooner Rocky Pontoni, Chile's Cuatro Hermanos Silva, and Maria Victoria and Amalia Mendoza, also from Mexico, are in the new RCA list. . . . Los Santos went to the ABC in Paris. Los Cinco Latinos flew to Puerto Rico where they will perform until mid-December.

"Hurt," Timi Yuro's hit in U.S.A., recorded here by Victor Mojica on Philips.

DENMARK

Warner Bros. & Reprise Disk Distributor Is Vogue Records

By ARNE HANSEN 11 Malerbakken, Holte

Negotiations between the Danish Musicians Union and the Danish Record Federation continue. The M.U. does not find the Federation's proposed rise of recording fees acceptable.

Disk News

A year ago Moerks Musikforlag released the first EP with Italian boy-singer Robertino. It went straight to the top of the hit-lists, where it still figures as No. 3. Moerks has celebrated the occasion by releasing some new EP's by "the boy with the golden voice."

Blonde singing star from Sweden, Anita Lindblom, created a sensation November 23 on Danish TV by her appearance and rendition of previous Hamilton-hit "You Can Have Her." Fontana reports tremendous reaction and sales of her recording of the tune, which will be the first disk in Swedish for a long time on the Danish charts. Anita is going to record the song also in English and German.

FRANCE

French Bravos Hail Ray Charles

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

Almost unknown here three years ago, Ray Charles is actually the top selling jazz artist in France. Barclay and Vega Records, who are respectively Atlantic and ABC-Paramount distributors, both claim very big sales on every Ray Charles record issued, be it EP or LP.

The Atlantic EP containing "What I'd Say" has sold over 100,000, a figure only attained by the biggest pop hits. As soon as it is issued, a Ray Charles record sells actually at an average of 1,000 records a day, a very high figure for France. Barclay claims

usual saccharine stuff, but real traditional tunes," she says.

The Elvis Presley LP, "Blue Hawaii" has just been issued here, although Paramount says the movie won't be seen in Dublin until February. . . . Another major album release is "Ring-a-Ding Ding" (Frank Sinatra), on Reprise. . . . Beendan O'Dowda, whose disks are among the biggest sellers on the home market, is to cut an album of hitherto unrecorded Percy French songs.

Warner Bros. & Reprise Disk Distributor Is Vogue Records

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

With full-page ads in local newspapers, Vogue Records announced the marketing of the first records of the two new and big labels that they will distribute from now on in France: Warner Bros. Records and Reprise Records.

First records released, both in EP and LP form for each artist, are by the Everly Brothers, Bill Doggett, Bob Luman, Buddy Harman, Frank Sinatra, Sammy Davis Jr. and Tony Williams.

On the other hand, Barclay Records have taken over the distribution of Audio-Fidelity Records and has already marketed two stereo LP's, "Bullring" and "Satchmo Plays King Oliver."

Disk Shorts

Ricordi's President Luigi Arduino who already handles 20 American labels here, is all out for Linda Scott, the Canadian-American label's thrush whose first records

have been marketed this week. . . . RCA will work on Ann-Margret's first EP "I Just Don't Understand" just released.

Signings

Many new names have appeared this week on records here. Les Cops, a male duet, have come out on Vogue with an EP comprised of the French versions of three U. S. tunes: "Warpaint," "I'm Gonna Knock On Your Door" and "Say the Word." On the same label, a thrush named Rosy Armen comes out with French ballads. . . . RCA has exclusively signed two new thrushes, Karyn Balmain and Sylvie Vartain, who have record U. S. chart toppers "Calendar Girl" and "Sad Movies Make Me Cry."

Radio Luxembourg's deejay Guy Bertet discovered a rock and roll accordionist who has been signed exclusively by Barclay Records. He will record under the name of Ray (Twist) Musici.

Disk Business

The Greek thrush Nana Mouskouri on the Fontana label has the French version of her German hit "Weisse Rosen Aus Athen." The disk was sent to all deejays with a big white rose, the tune being titled "Roses Blanches de Dorfeu."

Helen Shairo is reported to have sold, in a month's time, 20,000 records of "You Don't Know," a high figure for France. As a result, British Columbia's best selling thrush will soon record in French with a.&r. director Gerard Cote who will handle all of here dates in France.

Visitors

Columbia's Goddard Lieberman and Liberty's Annotico were in for talks with their respective affiliates. . . . Bobby Rydel will make TV appearances February, 1962.

EIRE

Award \$ to Irish Language Disks

By KEN STEWART Dublin Evening Mail

Sales of the Gael-Linn "Teach Yourself Irish" LP disks are reported to be pretty steady. The Irish High Court awarded \$1,500 to the company towards the cost of producing the records. It was part of a bequest made for the preparation and publication of a conversational Irish grammar by Dubliner Paul Byrne, who died in 1922.

Irish-born actress Maureen O'Hara, who began her theatrical career as a singer, has waxed an album of native songs—"not the

a total sale of 500,000 records up to now.

Vega claims as big sales as Barclay. In one week's time 20,000 records of "Hit the Road, Jack" have been sold out. Since Charles' personal appearances in France, Vega claims sales have increased fourfold.

Jazz Poll

According to the national poll organized jointly by Jazz Magazine and the Europe No. 1 radio station, the most popular jazz artists in France for 1961, are the following:

Ella Fitzgerald, Ray Charles, John Coltrane, Gerry Mulligan, Jay Jay Johnson, Lou Bennett, Cannonball Adderley, Count Basie, Ray Brown, Miles Davis, Stephane Grapelly, Wes Montgomery, Milt Jackson, Max Roach, Frank Wess, Jimmy Giuffre, Thelonious Monk, Modern Jazz Quartet and Gil Evans.

Distribution

Lucien Ades has signed a release agreement with Buena Vista Records for France.

Obit

Famous classical singer Ninon Vallin died November 21 at Lyon. Odeon carries on its Bel Canto collections the major part of her recordings.

Belgian Notes

Continued from page 24

ords." Garin asked us to note that Dean Martin and Cliff Richard have no records in the Encore series as was previously mentioned.

The International Union of Music Publishers held a meeting in Brussels last November 27 and 28. Representatives of 11 countries discussed the international agreement on neighbor-rights voted in Rome last October. President of this committee is F. R. Faecq, who at the same time is president of the Belgian Chambre Syndicale of Music Publishers.

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NORWAY

Cliff Richard a Four-Time Winner

By ESPEN ERIKSEN
Verdens Gang, Akersgaten 34, Oslo

British recording star, Cliff Richard, 21, singing on Columbia, set a fantastic record on the VG Norway Top Ten charts last week when he reached the top position for the fourth time since the start of the parade. No artist has ever topped the charts as often as he. The four tunes are "Living Doll" (autumn, 1959), "Travelin' Light" (Christmas, 1959), "Please Don't Tease" (autumn, 1960) and "When the Girl in Your Arms Is the Girl of Your Dreams" (today).

In Doubt

A.&r. man Rolf Syversen of Iversen & Frogg A/S recently received sample copies of the Billboard LP charts, currently topped by "Judy at the Carnegie Hall" on Capitol, but he is still in doubt as to whether the record will be issued in Norway. "Judy Garland is my favorite and I listened to the records with tears in my eyes, Syversen confesses, "but I hesitate to issue the records in Norway because of the price it is actually two LP records).

When Verdens Gang, the capital

newspaper that compiles the only Norwegian Top Ten platterparade, recently changed from 25 to 50 stores to give information on the current best selling grammophone records, the main idea was to give local records a bigger chance to show on the Hit Parade. It is undeniably a fact that Norwegian records very often sell as many as the foreign ones, but the sales are stretched on a longer period of time.

But already the VG-barometer has changed in favor of local records, and this week six records of domestic origin are placed on the top twenty while only a few weeks ago there was usually only two or three.

Elvis Topping

The Elvis Presley LP on RCA, "Blue Hawaii," has hit the top months before the movie will be ready for Norwegian theaters. The American king of rock replaced the Philips' sound track from the film "Porgy and Bess."

Other top selling LP records include "Ring a Ding Ding" by Frank Sinatra on Reprise, No. 4; "Broadway in Rhythm" by Ray Conniff

on Philips, No. 5; "Best of Barber and Bilk, Volume II" on Pye, No. 6; "Say It With Music" by Ray Conniff on Philips, No. 7; "The Shadows" on Columbia, No. 8; "21st Party" by Cliff Richard on Columbia, No. 9, and "Conniff in Hollywood" by Ray Conniff on Philips, No. 10.

Records and Radio

The Norwegian State Broadcasting System (NRK) recently challenged record firm, Egil Monn Iversen A/S—in an attempt to do some good for domestic records—to produce a Norwegian hit record to compete with the foreign influence. Mr. Jorge-Fr. Ellertsen of the record company accepted the challenge and produced the record "Tror du på eventyret" ("Do You Believe in Fairy Tales"), an all-Norwegian record from author and composer to technicians and artists. The record, sung by local singer Nora Brockstedt, was presented in NRK and they promised to plug it.

Later it was discovered that the song had been featured in Norwegian film, "Oss atomforskere imellom," which, incidentally, nearly nobody had cared to see. Egil Monn-Iversen, regretting his mistake, called it a misunderstanding and withdrew the record.

Top German Record Firms Back ARTO Royalty Assn.

HAMBURG — West German diskeries are reported lining up solidly behind the Ariola proposal to organize a rival to GEMA. This would be "Autoren-Rechte zur Tontraeger-Herstellung" — ARTO. Ariola proposes to enroll under the ARTO banner all artists under contract to the participating diskeries in addition, of course, to any other artists caring to join.

ARTO proposes hiking the artist share of retail sales from 4 per cent to 6 per cent. GEMA now pays the artist 4 per cent of the retail disk price.

Aligned with Ariola behind ARTO are all of West Germany's major diskeries. They include, specifically, Deutsche Grammophon, Electrola, Teldec, Philips.

Ariola proposes that ARTO represent all artists under contract to the diskeries in the exploitation of recording rights to their music. The artists concerned would withdraw representation of all recorded-music rights from GEMA and deal exclusively with ARTO.

However, ARTO would permit the artists to retain GEMA for representation of all other rights, including films and radio.

Ariola contends that the ARTO proposal is designed to clarify once and for all the anomalous status of GEMA, which is a "de facto" but not "de jure" monopoly. The Federal Supreme Court has refused to accord GEMA the status of a legal monopoly, ruling that the artist must be free to join the copyright organization of his own choosing.

However, GEMA enjoys a de facto monopoly through the absence of competition, a deficiency which ARTO is designed to remedy.

It is now becoming apparent that there is considerably more finesse to the diskeries' ARTO gambit than meets the eye. GEMA is deadlocked with the diskeries over the copyright society's demands for the hiking of royalties.

Passive Resistance

By offering to confine its activities solely to recorded-music rights

Decca Records

Continued from page 4

Wisconsin territory from Chicago, Gerken replied: "Some of the independents claim they are doing it. But you can only high-spot the territory unless you've got a full-size sales and promotion staff on the job."

Veteran disk man John F. O'Brien, who heads the indie John F. O'Brien Distributing Company here, reports that his firm has no plans for resettlement. He also reports that his firm is expanding. In recent weeks it has added Vee Jay, Original Sound and United Artists labels to its roster.

"I'm standing right here and waving goodbye to those distributors moving out of town," quipped O'Brien. "You can't cover a territory on the long-distance phone."

FTC Turns Down

Continued from page 5

Denial of relief here brings about a disparage and inequitable treatment of competitors which, in my opinion, is neither required by law nor justifiable in the public interest," said Elman. Also, if the new law is sufficient to prevent payola among the nonsigning companies, it is also sufficient to restrain those who signed consents without admitting violation of the law, the dissent holds.

Victor Records' parent firm, Radio Corporation of America, was one of the earliest to settle FTC payola complaints with consent order.

representation, ARTO encourages GEMA to react passively to the diskeries' challenge on the theory that, if strongly opposed, the diskeries might be goaded into expanding ARTO into a full-dress GEMA rival.

Since the diskeries already have under contract most of the composer-authors who would form the ARTO membership, the diskeries are in a position to eliminate the publisher payout and to hold other non-composer-author disbursements to a very low figure.

GEMA, on the other hand, has made no move so far to compete with ARTO in the matter of hiking the composer-author's cut and reducing the publisher payout. GEMA is contenting itself with generalized assertions to the effect that composers-authors have never had it so good as under GEMA, and that they should be grateful and repose absolute confidence in the copyright organization.

GEMA, in effect, is being given the choice of accepting the ARTO or, in event it fights ARTO, encouraging the diskeries to expand their venture into an organization competing across the board with GEMA.

No Breakouts In L. A. Market

HOLLYWOOD — There were no breakouts in the Los Angeles market last week, but singles sales activity pointed to several strong contenders for that coveted title. These included the Rydell-Checker remake of the three-year-old "Jingle Bell Rock" which is surpassing the original Bobby Helms version, and Frank Sinatra's "Pocketful of Miracles" (Reprise) title tune from the holiday movie of the same name. Reprise also issued a single out of its "Soupy Sales Show" LP, this market's top-selling album (BMW, December 4). Altho product hasn't hit the stores, judging by the wide-spread radio station support it is receiving, the single is expected to enjoy a strong reception.

Atlantic Year

Continued from page 8

the blues field by Joe Turner, Jack Dupree, Ray Charles and the seven-LP Southern Folk Heritage series as solid sellers. Ertegun is also looking forward to good sales efforts on new sets by the Red Mitchell - Harold Land Quintet, the Mitchell-Ruff Trio and the Charles Bell Quartet in the coming year.

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REDS' DEEJAY, 'MOSCOW MOLLY,' PIRATES AFN AIR

WEST BERLIN—Soviet Russia is employing an American pop music format in radio propaganda to American troops in Germany, reminiscent of the Nazi "Axis Sally" wartime broadcasts of sweet music and sweet talk.

GIs in Germany call the Russian girl broadcaster "Moscow Molly." The Soviet program broadcasts on the same frequency as the Armed Forces network (AFN), the GI radio in Germany, AFN's transmissions halt at 1 a.m., and "Moscow Molly" at once slides onto the vacated AFN frequency. It is not until 6 a.m. that the U. S. station takes over again.

The Soviets cleverly duplicate the AFN format, using a silky-voiced gal announcer speaking flawless English. U. S. Army authorities state that "Moscow Molly" apparently has been recruited from renegade U. S. Communists.

"Moscow Molly" plays the latest American hit tunes, interspersed with disk jockey chatter and Communist-slanted news.

As with the "Axis Sally" and "Tokyo Rose" wartime broadcasts, "Moscow Molly" makes such good listening that most GIs stay tuned in. It is assumed that the disks are flown to Moscow from London and even New York.

Experts here state that the tunes exposed are on the still-sizzling "Hot 100" list.

U. S. Army authorities concede that the "Moscow Molly" mischief extends greatly beyond the propagandizing of GIs. AFN has a tremendous European listening audience. It extends from Spain to Scandinavia and is estimated at roughly 50,000,000 persons.

The station's popularity is based on its acceptance by Europeans as a "real American station." AFN's popular music is the big drawing card, and Europeans like to "eavesdrop" on AFN to hear "Americans talking to Americans."

Nowadays, AFN's European fans, listening to the station's frequency after 1 a.m., wonder what's coming off. "Moscow Molly" makes it sound as if the GIs were rebelling against the U. S. Government.

U. S. Army authorities say the quickest way to squelch Molly would be to extend AFN transmissions through the night, and install an all-night deejay.

European broadcasting frequencies are too crowded to give the Soviets an opening elsewhere on the broadcast band. When on the air, AFN easily muffles Molly.

However, as the situation stands, Molly is mangling Radio Luxembourg as well as AFN. Last summer Radio Lux went on a night owl schedule.

The step was billed as one giving Europe, for the first time, a specially designed pop disk presentation daily until the early hours.

Radio Lux added extra disk jockeys for the new late show on the theory that after the AFN closedown at 1 a.m., it would have the air waves to itself, with all Europe as its field.

Now, however, Radio Lux finds itself in competition with "Moscow Molly." Although Radio Moscow sells no air time, the fact the Soviets are on the air at this hour with a U. S. pop music program deprives the Luxembourg station of its early morning monopoly.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

If you failed to get service on Slim Whitman's new Imperial Records release, "The Old Spinning Wheel," drop a line on your station letterhead to Herb Shucher at P. O. Box 232, Madison, Tenn. . . . Johnny Daume, who recently gave up his country disk spinning on KOJM, Havre, Mont., has joined WMIX, Mount Vernon, Ill., as associate engineer and director of country music. This marks the first

time in several years that WMIX has programmed country music. . . . Sending out an S.O.S. for country and gospel platters are Blaine Robert Lee, 165 Lecroix Street, Chatham, Ont., and Floyd Badaeux, Station KWLD, Liberty, Tex.

"I am in bad need of old c.&w. recordings," typewrites Doug Wright, of KSOK Radio, Winfield, Kan., "the older the better." "I play c.&w. music, old and new. Some of my recordings go back as far as 1930, but I have many gaps in between. If anyone is cleaning house and is planning to discard old 78's, early 45's or 33's, have them ship them on to me. I'll pay the postage. Also welcome new releases, and guarantee that listeners in South Central Kansas and Northern Oklahoma will hear them often." . . . Max Hedrick invites c.&w. deejays to write in for a copy of his new Kall Records release, "Actions (Speak Louder Than Words)" b.w. "Black Widow Heart." Write to Max, on your station letterhead, in care of Cousin Bud, WTTB Radio, Vero Beach, Fla. Max also offers to cut station-break tapes for deejays sending in copy info.

Blaine Robert Lee, of CFCO, Chatham, Ont., says the station is contemplating going full-time country and requests that artists and diskeries send him their new releases. He lists his address as 165

FCC's R. Hyde On Censorship

WASHINGTON—Veteran FCC commissioner Rosel H. Hyde took a swipe at government censorship of broadcast programming last week. But he also reminded the industry that a responsible service should be able to "protect itself against such abuses as payola" and false advertising.

Hyde told the Colorado Broadcasters' Association last week (7) that argument for "government meddling" is usually masked in high-sounding terms like "program balance, community needs, over-commercialization, promise versus performance, etc." But no matter how it is approached—it comes out as censorship, to Hyde's way of thinking.

The Federal Communications Act specifically rules out any power of censorship for the agency over broadcast programming, said Hyde. But beyond this, any proposals to hem in free individual enterprise such as programming by broadcasters, with government regulation, fly in the face of all democratic principle. Flaws are plentiful in broadcasting, but eradication of the flaws must be done not by curtailing freedom, but by educating broadcasters in ways to correct their own mistakes and improve their performance, Hyde said.

FCC Vows No Freeze on FM B'cast Licenses

WASHINGTON—There will be no "freeze" on applications for new FM stations or modifications of licensed FM outlets while the Federal Communications Commission finishes its rulemaking on revamping the service. Instead, the commission said last week, it will set up "interim procedures" which will sift out applications totally out of bounds with new proposed engineering standards, and notify applicants that these cases are pending. Others will be processed as usual.

Rulemaking proposed in July, 1961, was aimed at "orderly development" of the FM service, and suggested that the FCC might require a certain number of hours of different programming for FM stations owned jointly with AM operation. Comment from National Association of Broadcasters and others has asked the commission to go easy on this aspect of the rulemaking. Deadline for comment on FM's new proposals for the FM service is today (11).

Lecroix Street, Chatham, Ont. . . . Clyde Beavers still has available copies of his new Decca release, "I Ain't Gonna Drink No More" b.w. "I Wanted Heaven," which he'll send to deejays writing on their station letterhead. Clyde's address is 220 Rockland Road, Hendersonville, Tenn. . . . Writing from WRKM, Carthage, Tenn., Jim Henderson says: "We enjoy reading your most informative magazine. We find all the charts and information to be precisely correct. We have only one complaint—we do not receive good service from the record companies. We program almost every kind of music, with emphasis on country."

Walter Bailes, of Loyal Records, 314 East Vandalia, Edwardsville, Ill., has deejay copies available on three new gospel releases—Rabe Perkins' "I Saw a Man" b.w. "He Will Calm the Troubled Waters"; Martin Hicks' "Memories of the Old Country Church" b.w. "Jesus Saviour Pilot Me," and Marshall Fillingim's "The Un-

(Continued on page 37)



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S-1727

"That Other Guy"
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S-1724

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BILLY DEATON

S-1714

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VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Male Vocalists

- Paul Anka Sings His Big 15 (ABC) 58
Paul Anka Sings His Big 15, Vol. II (ABC) 144
BIG BAD JOHN (COL) 38
Belafonte at Carnegie Hall (RCA) (10) 21
Boll Weevil Song & 11 Other Great Hits (Mer) 138
Come Swing With Me (Cap) 108
Dance Till a Quarter to Three (LeGrand) 87
Bobby Darin Story (Atco) 61
DOIN' THE TWIST AT THE PEPPERMINT LOUNGE (ROULETTE) 135
FOR TWISTERS ONLY (PARK) 86
Heavenly (Col) 78
HELL BENT FOR LEATHER (COL) 76
HITS OF THE ROCKIN' 50's (LIB) 90
Buddy Holly Story (Cor) 70
Hymns (Cap) 98
I REMEMBER TOMMY (REP) (7) 8
Johnny's Greatest Hits (Col) 51
Jump Up Calypso (RCA) (27) 12
Let's Twist Again (Park) 27
Moody River (Dot) 115
My Kind of Girl (War) 148
Nice 'N' Easy (Cap) 139
Portrait of Johnny (Col) (22) 4
JIMMY REED AT CARNEGIE HALL (V-J) 119
Rick Is 21 (Imp) 94
Ring-A-Ding Ding (Rep) 85
RUNAROUND SUE (LAURIE) 11
RYDELL AT THE COPA (CAMEO) 113
Sinatra Swings (Rep) (19) 93
Sing to Me, Mr. C (RCA) 114
Something for Everybody (RCA) 82
Twist (Park) 35
WHOLE LOTTA FRANKIE (CHAN) 95
YOUR TWIST PARTY (PARK) 100

Female Vocalists

- All the Way (Dec) 62
JOAN BAEZ, VOL. II (VAN) 45
Basin St. East Proudly Presents Miss Peggy Lee (Cap) 101
Connie's Greatest Hits (MGM) 54
ELLA IN HOLLYWOOD (VERVE) 68
Emotions (Dec) 117
I'm Glad There Is You (Ever) 146
Judy at Carnegie Hall (Cap) (4) 2
NEVER ON SUNDAY (MGM) (50) 17
Roaring 20's (WB) 52
THIS LITTLE BOY OF MINE (EVER) 91
Timi Yuro (Lib) 143

Duos and Groups

- Colorful Ventures (Dolt) 136
Encore of Golden Hits (Mer) 59
Four Preps on Campus (Cap) 44
Gain' Places (Cap) (45) 66
Here We Go Again (Cap) 103
Highwaymen (UA) 72
Kingston Trio (Cap) 127
KINGSTON TRIO CLOSE UP (CAP) (8) 3
Limeliter (Elektra) 89
SLIGHTLY FABULOUS LIMELITERS, THE (RCA) (15) 26
Tonight in Person (RCA) 28
Ventures, The (Dolt) 137

Choruses

- CHRISTMAS SING ALONG WITH MITCH (COL) (28) 49
Fireside Sing Along With Mitch (Col) 84
Folk Song Sing Along With Mitch (Col) 92
Happy Times Sing Along With Mitch (Col) 129
HOLIDAY SING ALONG WITH MITCH (COL) (9) 14
Memories Sing Along With Mitch (Col) 65
More Sing Along With Mitch (Col) 83
Saturday Night Sing Along With Mitch (Col) 79
Sentimental Sing Along With Mitch (Col) 88
Sing Along With Mitch (Col) (31) 20
TV Sing Along With Mitch (Col) (38) 16
Your Request Sing Along With Mitch (Col) (12) 18

Mixed Voices

- Murray the "K'S" Sing Along With the Original Golden Gassers (Rou) 96
Oldies But Goodies, Vol. I (OS) 75
Oldies But Goodies, Vol. III (OS) 50
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Golden Waltzes (Dot) (17) 57
Italia Mia (Lon) 112
MEXICO (MONU) 53
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Orange Blossom Special and Wheels (Dot) 102
SATIN AFFAIR (CAP) 104
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Somebody Loves Me (Col) (23) 55
Stars for a Summer Night (Col) (43) 25
A TOUCH OF ELEGANCE (COL) 150
Yellow Bird (Dot) (14) 19
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Ray Charles and Betty Carter (ABC) 142
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Dreamstreet (ABC) 105
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Pete Fountain's New Orleans (Cor) 106
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LEGIT REVIEW

Red Light for 'Subways' Is Book

There won't be much sleeping at "Subways Are for Sleeping," which opened a three-week run at Boston's Colonial Theater after a pre-tryout in Philadelphia, but it's just possible that there may be a few yawns. It appears at this stage to be a great deal of good fun that hasn't quite jelled. To sum it up, the Betty Comden-Adolph Green offering, scored by Jule Styne has, perhaps, the right people, but the wrong book.

It was originally an entertaining book by Edmund Love, but the exigencies of shaping it into a musical have watered down the plot to the point of where you begin to doubt if the premise is valid at all. Strangely enough, the cast is tailor-made with personable Sydney Chaplin as the leader of a group of curious bums whose ambition is to be free chiefly from work. He loafs happily through the Saroyanesque spectacle. Carol Lawrence, graceful and bewitching, is a magazine writer out to get a story on this amiable crew. She finds herself caught in Chaplin's charm.

Orson Bean, as a sponger who makes local calls "collect," is a lovable lunatic. He is thrown in with a real find, Phyllis Newman, one of the funniest gals to come along in years, who is trapped in a hotel room for want of rent money. Her costume is a bath towel. One of the best numbers is Bean's when he sings "I Just Can't Wait to See You With Your Clothes On." The big production number is "Be a Santa" in which Michael Kidd's talent shines out.

Chaplin's voice is a bit wavery but he manages "How Can I Describe a Face," and some others reasonably. Miss Newman's "I Was a Shoo-In" is a show-stopper, and Miss Lawrence's "Comes Once in a Lifetime" and a duet with Chaplin, "Mr. Vision," are good Styne stuff. Musically, "Subways" harks back to his other work with emphasis on "Gypsy." It is stylishly and splashily costumed with dances that erupt in burst of exuberance spasmodically. But the David Merrick production tells its tale in too fiftful a fashion with too many languorous moments to be ready to face Broadway just yet. Cameron Dewar.

NIGHT CLUB REVIEW

A Boone for Pittsburgh Fans

Pat Boone's Pittsburgh night club debut at the Twin Coaches was a personal triumph for the 27-year-old singer with a capacity audience of more than 1,000 giving him an ovation at the conclusion of his hour-long stint. The star had to beg off, and his Twin Coaches date looms as one of the year's major attractions in any area nitery.

Backed by a 22-piece orchestra conducted by his own arranger, Vic Schoen, and his own pianist, Maury Ellenhorn, the Boone program was vastly entertaining and smooth with no dull spots.

Opening up with a rousing "Up a Lazy River," Boone soon ingratiated himself with the audience by changing from his black shoes to his standard white bucks before going into a medley of his "million-plus" sellers, among them, "Tutti Frutti," "Friendly Persuasion," "When I Lost My Baby," "Ain't That a Shame" and "Love Letters in the Sand."

He then belted across his latest Dot recording of "Johnny Will" before tackling an over-arranged version of "Smoke Gets in Your Eyes," followed by a fine version of "April Love." Perhaps the high spot of his show was "Soliloquy" from "Carousel," handled with taste and high humor.

Boone then treated the customers to such standards as "More Than You Know," "Hands Across the Table," "Stardust," "The Nearness of You," a spiritual, and finally "Exodus" with lyrics written by Boone. He begged off with a sacred tune and to most of the audience, he could have stayed all night.

Leonard Mendlowitz.

TO ALL OUR FRIENDS

The Christmas season is approaching, and once again we would like to earnestly request that you refrain from sending Christmas gifts to our employees, including all staff members of Vend, High Fidelity, Billboard Music Week and Amusement Business. This is a Billboard Publishing Company policy, and one in which management and employees are in complete agreement. Therefore, you can help avoid embarrassment and the need for returning gifts by eliminating them entirely.

We assure you, a Christmas card will serve just as well to keep the holiday spirit alive, and the least that we ask is that staff members receive only those gifts that are of such modest value that they are obviously being distributed generally and in quantity to friends and customers.

In closing, we want to say that we believe much of the future health of American business depends upon elimination of all practices which can be the cause of speculation or suspicion of conflict of interests, however groundless.

May we take this occasion to wish you the greetings of the season on behalf of all the staff members of the The Billboard Publishing Company.

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING DECEMBER 10

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	2	PLEASE MR. POSTMAN	By Dobbins-Garrett-Brianbert—Published by Jobete (BMI)	6
2	1	BIG BAD JOHN	By J. Dean—Published by Cigma (BMI)	10
3	3	GOODBYE CRUEL WORLD	By Shayne—Published by Aldon (BMI)	6
4	5	MOON RIVER	By Mancini-Mercer—Published by Famous (ASCAP)	5
5	7	WALK ON BY	By Hayes—Published by Lowery (BMI)	3
6	8	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	19
7	19	THE LION SLEEPS TONIGHT	By Weiss-Pereti-Creatore—Published by Folkways (BMI)	2
8	13	RUN TO HIM	By Keller-Goffin—Published by Aldon (BMI)	4
9	12	TONIGHT	By Sondheim-Bernstein—Published by Schirmer (ASCAP)	5
10	17	LET THERE BE DRUMS	By Nelson-Podolor—Published by Travis (BMI)	4
11	4	RUNAROUND SUE	By Ernie Maresca-Dion DiMucci—Published by Schwartz-Disal (ASCAP)	11
12	23	HAPPY BIRTHDAY, SWEET SIXTEEN	By H. Greenfield-N. Sedaka—Published by Aldon (BMI)	3
13	30	PEPPERMINT TWIST	By Joey Dee-Henry Glovers—Published by Impact-Ware (BMI)	2
14	6	FOOL #1	By Kathryn Fulton—Published by Sure Fire (BMI)	2
15	11	I UNDERSTAND (Just How You Feel)	By Pat Best—Published by Jubilee (ASCAP)	8
16	9	CRAZY	By Willie Nelson—Published by Pamper (BMI)	6
17	10	TOWER OF STRENGTH	By Hilliard-Bachrach—Published by Famous (ASCAP)	9
18	15	THE FLY	By Madara-White—Published by Woodcrest-Mured (BMI)	10
19	22	GYPSY WOMAN	By Curtis Mayfield—Published by Curtom (BMI)	2
20	26	I DON'T KNOW WHY	By Ahlert-Turk—Published by Ahlert & Cromwell (ASCAP)	2
21	14	HEARTACHES	By Klenner-Hoffman—Published by Leeds (ASCAP)	6
22	—	WHEN I FALL IN LOVE	By Victor Young-Edward Heyman—Published by Northern (ASCAP)	1
23	16	BRISTOL STOMP	By Mann-Appell—Published by Kalmann (ASCAP)	12
24	—	LET'S TWIST AGAIN	By Kal Mann-Dave Appell—Published by Kalmann (ASCAP)	8
25	24	SEPTEMBER IN THE RAIN	By Al Dubin-Harry Warren—Published by Remick (ASCAP)	3
26	—	WHEN THE BOY IN YOUR ARMS	By Tepper-Bennett—Published by Pickwick (ASCAP)	1
27	20	I LOVE HOW YOU LOVE ME	By Mann-Koiber—Published by Aldon (BMI)	10
28	18	THIS TIME	By Chips Moman—Published by Tree (BMI)	12
29	27	IN THE MIDDLE OF A HEARTACHE	By Franzese-Christianson-Jackson—Published by Central (BMI)	3
30	—	'TIL	By Carl Sigman-Charles Danvers—Published by Chappell (ASCAP)	1

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RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. PLEASE MR. POSTMAN** — Marvelles, Tamla 54046.
- 2. BIG BAD JOHN** — Jimmy Dean, Columbia 42175.
- 3. GOODBYE CRUEL WORLD** — James Darren, Colpix 609.
- 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.
- 5. WALK ON BY**—Leroy Van Dyke, Mercury 71834.
- 6. THE TWIST** — Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815.
- 7. THE LION SLEEPS TONIGHT**—Tokens, RCA Victor 7954.
- 8. RUN TO HIM**—Booby Vee, Liberty 55388.
- 9. TONIGHT**—Ferrante and Teicher, United Artists 373; Eddie Fisher, Seven Arts 719; Jay and the Americans, United Artists 353; Ralph Marterie, United Artists 352; Felecia Sanders, Decca 31335.
- 10. LET THERE BE DRUMS**—Sandy Nelson, Imperial 8775.
- 11. RUNAROUND SUE**—Dion, Laurie 3110.
- 12. HAPPY BIRTHDAY, SWEET SIXTEEN**—Neil Sedaka, RCA Victor 7957.
- 13. PEPPERMINT TWIST**—Joey Dee and the Starliners, Roulette 4401.
- 14. FOOL #1** — Brenda Lee, Decca 31309.
- 15. I UNDERSTAND (Just How You Feel)**—G-Clefs, Terrace 7500.
- 16. CRAZY**—Patsy Cline, Decca 31317.
- 17. TOWER OF STRENGTH** — Gege McDaniels, Liberty 55371.
- 18. THE FLY**—Chubby Checker, Parkway 830.
- 19. GYPSY WOMAN** — Impressions, ABC-Paramount 10241.
- 20. I DON'T KNOW WHY** — Linda Scott, Canadian-American 129.
- 21. HEARTACHES** — Marcell, Colpix 612.
- 22. WHEN I FALL IN LOVE**—Lettermen, Capitol 4658.
- 23. BRISTOL STOMP**—Dovells, Parkway 827.
- 24. LET'S TWIST AGAIN** — Chubby Checker, Parkway 824.
- 25. SEPTEMBER IN THE RAIN** — Dinah Washington, Mercury 71876.
- 26. WHEN THE BOY IN YOUR ARMS** — Connie Francis, MGM 13051.
- 27. I LOVE HOW YOU LOVE ME**—Paris Sisters, Gregmark 6.
- 28. THIS TIME**—Troy Shondell, Liberty 55353.
- 29. IN THE MIDDLE OF A HEARTACHE**—Wanda Jackson, Capitol 4635.
- 30. 'TIL**—Angels, Caprice 107.

SPECIAL MERIT ALBUMS

Continued from page 22

Classical

BENIAMINO GIGLI



Angel COLH 118—Opera lovers and collectors will want this collection of performances by the tenor Beniamino Gigli. The singer who died in 1957, is shown in some of his most famous roles on this LP, a re-release of material originally issued on 78 r.p.m. disk between the years of 1928 and 1937. "Vesti la Giubba," "La Donna e Mobile," and 10 other well-known arias are included. The set is handsomely packaged and contains a booklet with an extensive history of the singer, recording details and translations of the arias sung.

Reviews of New Albums

Continued from page 22

CLASSICAL LP'S

★★★★
STRONG SALES POTENTIAL

★★★★ HECTOR BERLIOZ: SYMPHONIE FANTASTIQUE, OP. 14. Orchestre des Concerts Lamoureux, Paris. Cond. Igor Markevitch. Deutsche Grammophon Gesellschaft 138712 SLPM—Conductor Igor Markevitch serves up a most palatable version of the exciting Berlioz, "Symphonie Fantastique." In the superb stereo sound, that one has come to associate with this label, Markevitch presents a masterful reading filled with color, delicate nuances and technical precision. There are other prime stereo sets available on the popular concert piece, but this one rates with the best.

★★★★ THE VIRTUOSO GUITARS OF PRESTO AND LAGOYA. Electra EKL 208 — Duo guitarists Ida Presti and Alexandre Lagoya, turn in remarkable performances here of a collection of classical works transcribed for classical guitars. The artists are superb and unique, the two guitars work as one. Selections include Debussy's "Clair De Lune," a Bach suite, a sonata by Scarlatti, and a Spanish dance by Granados. Set should appeal to classic guitar fans.

★★★★ EVENTS AND N. Y. EXPORTS: OP. JAZZ. The Ballet U.S.A. Orchestra. RCA Victor LPM 2435 (Stereo & Monaural)—A program of musical excerpts recorded in London, including "N. Y. Export: Op Jazz" and "Events" from choreographer Jerome Robbins' "Ballets: U.S.A." The Robert Prince score is a vibrant and electric one, and it stands up very well as a concert piece. The original score from the Broadway run of the ballet was released some time ago, but this vivid performance should sell well because of the constant exposure of the "Ballet: U.S.A." world tours. The eye-

catching cover painting from one of Ben Shahn's set designs for "Events" should aid sales, too.

★★★★ DAVID AND IGOR OISTRAKH. Deutsche Grammophon Gesellschaft LPM 18714—This famed father and son team has cut several previous versions of the Bach Concerto for two violins, but this is their first rendition in stereo as well as mono. They also combine forces for a spirited performance of Vivaldi's "Concerto Grosso, Op. 3, No. 8." The senior member, David, turns in beautifully phrased solo performances of Beethoven's two familiar Romances. Should be a sturdy piece of classical merchandise, despite strong competition from top artists, including themselves.

★★★ MODERATE SALES POTENTIAL

★★★ RACHMANINOFF: PAGANINI-RHAPSODY; TCHEREPPIN: 10 BAGATELLES, OP. 5; WEBER CONCERT PIECE IN F MINOR. Margit Weber, piano; Radio Symphony Orchestra, Berlin; Cond. Ferenc Fricsay. Deutsche Grammophon Gesellschaft 138710 SLPM.

★★★ ERNEST PEPPING: TE DEUM. Agnes Giebel, soprano; Horst Gustaf, baritone; Choir of the Dresden School of Church Music; Dresden Philharmonic Orchestra, Cond. Martin Flaming. Deutsche Grammophon Gesellschaft-138020 SLPM
(Continued on page 33)

LP REVIEW POLICY

All albums received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. LP's 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 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.

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

All LP's intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.

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Reviews of New Albums

Continued from page 32

SPECIALTY LP'S

★★★★

STRONG SALES POTENTIAL

COMEDY

★★★★ **PHIL FOSTER ALIVE?**
Phil Foster. Keynote LP 1103 — Phil Foster has always been a very funny comic, and on this record, waxed live at the Bon Soir in New York, he gets full rein to give out with his thrusts at the world, especially Brooklyn. His appeal will be more to the neighborhood guys in New York and other big cities than to rural America. For those who dig Foster this is one of his best waxings yet, and shows off a sharp comic mind.

★★★★ **MORT SAHL ON RELATIONSHIPS**
Mort Sahl. Reprise R 5003—Here's Mort Sahl in his debut on Reprise and in fact, only his third album performance. This time, to the laughter of a live studio audience, he dwells on such topics as females and politics and how he happened to write an article for the Ladies' Home Journal, etc. Interesting topical lore here and its put over in Sahl's inimitable style of long diversions from the main theme and the return to the subject with an "okay? all right, now!" Good wax for the Sahl-starved fans.

★★★★ **THE ALEGRE ALL STARS**
Various Artists. Alegre LPA 810—The Alegre All-Stars are just that, top men in New York from Latin American bands. They include Charlie Palmieri, Johnny Pacheco, Kako, Chombo Silva, Barry Rogers, and vocalists Yayo El Indio, and Doria Valladares. Together they make fine sounding Latin music. A set that will interest the Latin terp set. Tunes include Latin originals and classics.

★★★★ **MARIANO MORES' MEXICO**
Mariano Mores. Capitol ST 10292—Some of the brightest and most attractive arrangements of such classics as "Adios Muchachos," "A Media Luz," "Cielito Lindo" and the song from "Moulin Rouge," all in tango tempo. Composer-pianist Mores has adeptly utilized big-scale orchestration, large chorus and some vocal solos, and transformed the total into an exciting collection, quite different from anything to come up from below the border up to now. Superior stuff.

★★★★ **THE LOVE POEMS OF LAWRENCE DURRELL**
Lawrence Durrell. Spoken Arts 816—It's always a treat to hear a writer read his own work, especially if he reads well. There

are very few writers who do read well. Lawrence Durrell offers a rewarding 30 minutes of listening pleasure as he renders a smooth, flowing interpretation of various selections, including "Heloise and Abelard," "Water Music," "Canon in Exile," "Song for Zarathustra" and "Bitter Lemons." Although primarily known in literary circles for his novels, particularly the Alexandria Quartet, this very fact should stimulate the sale of this attractively packaged LP.

★★★★ **THE ART OF RUTH DRAPER**
Ruth Draper. Spoken Arts 805 — Miss Draper, the acknowledged first lady of the fine art of the monolog, recorded these two "dramas" as she called them, in 1954, two years before her death, at a time when she was presenting her farewell to New York appearance at the Vanderbilt Theater. The sketches, titled "Doctors and Diets" and "The Actress," are done with a great flair and her own unmistakable stamp of humor. Much to appeal to the collectors here.

★★★★ **PETER ANDERS SINGS GERMAN SONGS**
Peter Anders. Universe ULP 514—Record buyers of German extraction might find this album of interest. The tracks, all cut in Germany, are composed of mostly evergreens, and not all necessarily of German origin. Anders sings in a strong operetta voice and is accompanied by a large orchestra and vocal chorus. Among the titles are "Granada," "Funiculi, Funicula" and "Ich Bin Nur Ein Armer Wandergesell."

★★★★ **SPAIN**
Manhattan Pops Orchestra. Time S 2049 —The stereo-oriented arrangements emphasize the brass section in spectacular performances of staples from the Spanish repertory, such as "Espana Cani," "La Comparsa," "Marecenas," and such related items as the "Mexican Hat Dance," "Guadalajara" and "Carmen Medley." All are keyed for maximum excitement, and they will attract equally those who dig the Iberian music and those who especially require brilliant sound.

★★★★ **DELIVERANCE WILL COME**
The Raspberry Singers. Choles MG 506—This noted group is well recorded in a variety of gospel material. Some sides are intensely passionate; others are marked by a lively uptempo rhythm. In general, gospel buyers and programmers will find many good things here. Included are "Deliverance Will Come," "No Condemnation," and "The Glory Road."

★★★

MODERATE SALES POTENTIAL

INTERNATIONAL

★★★★ **40 FAVORITE SCOTTISH MELODIES**
The Highland Symphonette. Request RLP 10049 (Stereo & Monaural).

★★★ **AN EVENING IN DAMASCUS**
Various Artists. Capitol T 10268.

★★★ **ACCORDION ITALY**
Domine Cortese. Time S 2048.

★★★ **CONTINENTAL PROMENADE CONCERT IN THE PARK**
Continental Promenade Orchestra. Universe ULP 512.

★★★ **40 FAVORITE IRISH MELODIES**
The Dublin Concert Orchestra. Request RLP 10050 (Stereo & Monaural).

★★★ **AUSTRIAN FOLK MUSIC**
Various Artists. Universe ULP 515.

★★★ **MUSIC FROM SOUTH AMERICA (CARNAVALITO)**
Los Amigos del Amambay Universe ULP 517.

★★★ **VIENNESE SONGS**
Franz's Wiener Ball Orchestra. Maria Von Schmedes, Joseph Knapp. Universe ULP 516.

SPOKEN WORD

★★★ **THE POEMS OF WILLIAM BLAKE AND GERARD MANLEY HOPKINS**
Robert Speaight. Spoken Arts 814.

★★★ **SHAKESPEARE: ROMEO AND JULIET**
The Swan Theater Players. Spoken Arts 812.

SACRED

★★★★ **THE GOSPEL IN SONG**
Jo Casey and the Ruby Tones. Rhythm Records 101.

★★★ **I'LL PRAISE HIS NAME**
The Weatherford Quartet. Skylite SRLP 5988.

LATIN AMERICAN

★★★ **THE PASSIONATE VALENTINO TANGOS**
Francisco Cazador and His Barcelona Caballeros. Reprise R 6007.

RELIGIOUS

★★★ **A. T. HUMPHRIES PRESENTS LEE COLLEGE CHOIR**
The Lee College Choir. Skylite SRLP 5987.

JAZZ

★★★ **DIXIE BY GASLIGHT**
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SMALL SAD SAM



GETTING
BIGGER!
BIGGER!
BIGGER!

Recorded by
PHIL McLEAN
on
VERSATILE RECORDS
No. 107

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united artists #398

Reviews of New Singles

Continued from page 23

BILL AND DOREE POST
*** Pledge of Allegiance - (American, BMI) (2:33)

JODY BAKER
*** Wishing - LUCKY 101-2 - Gal sings in a high-pitched dual-track style on this repetitive medium-beater. Interesting guitar backing. Has a chance for spins. (House of Fortune) (1:35)

*** If I Could - (House of Fortune) (2:30)

JOHNNY JACK
*** A Love of My Own - DORE 617 - The ballad is done with a big sound. Jack's vocal is forthright, and is backed by a measured, persistent beat. (Hillary-East, BMI)

*** The Wonderful World of Love - (Hillary, BMI) (2:12)

EDDY JACOBS
*** Don't Call Me (I'll Call You) - KING 5574 - A rocker. Vocalist gets good voice breaks into his delivery; arrangement



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uses some wild violin licks. Watch it. (E. B. Marks, BMI) (2:35)

*** Why Don't You Make Up Your Mind - (E. B. Marks, BMI) (2:27)

GRANT TERRY
*** Say Goodbye - BRIAR 115 - A country-oriented side with considerable pop appeal. Chanter has the Nashville sound, plus horns. He's backed by relaxed instrumentation. Watch it. (Ocotillo, BMI) (2:25)

*** Baby, I'm Coming Home - (Ocotillo, BMI) (2:23)

FLOYD ROBINSON
*** The Art of Making Love - DOT 16290 - A cute, bright ditty in which the school boy feels that part of his education is being neglected. Side could have appeal to teenagers. Robinson has a good sound. (Floyd Robinson) (2:02)

*** Don't Let Me Fall (In Love With You) - (Floyd Robinson) (2:44)

THE CORSAIRS FEATURING JAY (BIRD) UZZELL
*** Smoky Places - TUFF 1808 - Plaintive reading by Uzzell and group on attractive Latin-flavored theme. Merits spins. (Sun Flower, ASCAP) (2:35)

*** Thinkin' - (Sun Flower, ASCAP) (2:42)

ARTHUR LYMAN GROUP
*** Moanin' - HIFI 5049 - The group,

MODERATE SALES POTENTIAL

DON BOWMAN
*** Igmoos (Cedarwood, BMI) (2:03) - *** Little Bad Dan (Cigma, BMI) (2:47). GNP 170.

THE WEBS
*** Lost (Ketton, BMI) (2:30) - *** Blue Skies (I. Berlin) (2:13). HEART 333.

DAVID PORTER
*** Chivalry (Chickasaw Music, Inc., BMI) (2:14) - *** Farewell (Chickasaw Music, Inc., BMI) (2:08). EAGLE 1001.

CHUCK WHEELER
*** Within the Reach (Of My Two Open Arms) (Four Star, BMI) (2:30) - *** Feelin' Kinda Lonesome (Stagg) (2:15). MARLO 1520.

JOHNNIE SPENCE AND HIS ORK
*** The Balcony (Regent, BMI) (3:07) - *** Adventures in Paradise (Robbins, ASCAP) (2:20). KING 5576.

TONY AND JOE
*** Twist and Freeze (Meadowlark, ASCAP) (2:00) - *** Long Black Stockings (Meadowlark, ASCAP) (2:12). DORE 619.

THE TRAMPS
*** Maharadja (Lols, BMI) (2:58) - *** Tomahawk (Lols, BMI) (2:30). KING 5572.

INTERNATIONAL (POP) ALL STARS
*** The Children's Marching Song (Miller, ASCAP) (1:52) - *** Frenesi (Peer Int'l, BMI) (2:07)

CHARLES EPPS
*** Shake That Thing (Baileys, BMI) (1:53) - *** Rock With the Boogie (Baileys, BMI) (1:50). HILLTOP 913.

CARMEN VILLANI
*** Canadian Sunset (Tramonto in Canada) (Vogue, BMI) (2:42) - *** Our Street (La Nostra Strada (Edizionali Successo) (2:52). CHANCELLOR 1088.

RALPH SMITH
*** Twister (Miken, BMI) (2:20) - *** Almost Paradise (Peer Int'l, BMI) (2:28). COLLIER 2502

PATACHOU
*** I Wish You Love (Que Reste-t-il) (Leeds, ASCAP) (2:45) - *** Je T'Alme Encore Plus (Olman, ASCAP) (2:20). AUDIO FIDELITY 082 A-B.

PONCIE PONCE
*** Ten-Cent Perfume (M. Witmark & Sons, ASCAP) (2:16) - *** No Huhu! (I Don't Care) (Criterion, ASCAP) (2:05). WARNER BROS. 5244.

THE BUCKINGHAMS
*** The Rockin'-Piper (Atlantic) (1:15) - *** Lobo - Loco (Rosehill) (2:05). SEG-WAY 1004.

BETTY JOHNSON
*** How Do You Tell Your Heart? (4-Star, BMI) (2:15) - *** Why, Why? (Delmore, ASCAP) (2:15). REPUBLIC 2025.

JOEY BROOKES
*** (If I'm Lucky) There'll Be Room for Me (Dollar, BMI) (2:50) - *** A Little Bitty Tear (Pamper, BMI) (2:05). COLUMBIA 42251.

FRANKIE DAWN
*** Ebbtide (Robbins, ASCAP) (2:37) - *** I Couldn't Care Less (Edbert, ASCAP) (2:17). SO-LO 101 A-B.

known for its exotic sound, turns to a jazz, gospel-based kick here with the vibes leading the way. It's an easy going, listenable side that jocks may like. (Tatem, ASCAP) (3:14)

*** Aloha No Honolulu - (Arvee, BMI) (2:28)

THE RENDEZVOUS
*** It Breaks My Heart - RUST 5041 - Heart-rending chanting by lead singer and group on catchy tune with interesting off-beat arrangement. (Atlantic, BMI) (2:09)

*** Take a Break - (Saratoga, BMI) (2:28)

CURLEY AND THE JADES
*** Boom Six - MUSIC MAKERS 109 A-B - Wild rocker is handed an exciting performance by the combo on this frantic instrumental side. Could please the teen crowd - it goes, man. (Sheets, BMI) (2:28)

*** Bullfighter - (Skeets, BMI) (2:14)

DARRON LEE
*** Everybody's Twisting - MYRL 410 - Another side which might get a bit of actions thanks to its rambunctious title and the twist rhythm. The boy talks the lyric more than he sings it, but the side rocks along nicely. (Star-Flite-Copa, BMI) (2:01)

*** I've Been Searching - (Star-Flite, BMI) (2:03)

BILLY JOE AND THE CHECKMATES
*** Percolator (Twist) - DORE 620 - Instrumental has a fresh melody line and uncommon instrumentation. Merits exposure. (Meadowlark, ASCAP) (2:12)

*** Round and Round and Round and Round - (Hillary, BMI) (2:12)

JOE WILLIAMS AND THE STACCATOS
*** The Mother Hubbard (Eddings, BMI) - *** No Harm Done (Eddings, BMI). CARRIE 6753-4.

THE CARIANS
*** Snooty Friends (Blue Indigo, BMI) (2:30) - *** She's Gone (End, BMI) (2:15). INDIGO 136.

CHAD MITCHELL TRIO
*** Lizzie Borden (Hill & Range, BMI) (2:45) - *** Super Skier (Sanga, BMI) (2:35). KAPP 439.

KENNY COLMAN AND THE LANA SISTERS
*** A Heart Divided (Dorsey Bros., ASCAP) (2:35) - *** Down South (Consolidated, ASCAP) (2:10). 20TH FOX 293.

MANY LOPEZ
*** Mr. Lucky (Southdale, ASCAP) (2:15) - *** The Happiest (Mosan, BMI) (2:09). INDIGO 133.

THE LIGHT BROTHERS
*** Mine Tonight (Davidson County, BMI) (2:37) - *** My Last Chance (Davidson County, BMI) (2:52). DOT 16289.

THE MIDNITE RIDERS
*** Tiger Lili Post Music Inc., (Continued on page 35)

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 36, N. Y.

BILLBOARD MUSIC WEEK HOT C & W SIDES

Table with columns: This Last Week, TITLE, ARTIST, LABEL, Weeks on Chart. Lists 30 items including 'WALK ON BY', 'BIG BAD JOHN', 'CRAZY', etc.

Shirley Collie "KEEPING MY FINGERS CROSSED" Liberty F-35391

VONNAIR SISTERS "Goodbye to Toyland" b/w "I Don't Wanna Play in Your Yard" Vista F-390

Her new two-sided hit! CONNIE FRANCIS "WHEN THE BOY IN YOUR ARMS (Is the Boy in Your Heart)" c/w "BABY'S FIRST CHRISTMAS" K 13051

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Reviews of New Singles

Continued from page 34

ASCAP) (2:19) — ★★★ Danger, Soft Shoulders (Post Music Inc., ASCAP) (2:22), IMPERIAL 5799.

B. T. JAMES
★★★ Look at the Girl (Chickasaw Music, Inc., BMI) (2:38)—★★★ Gonna Take My Love (Chickasaw Music, Inc., BMI) (2:35), EAGLE RECORDS 1002.

VAN McCOY
★★★ Girls Are Sentimental (Ludix, BMI) (2:24)—★★★ Baby Don't Tease Me (Ludix, BMI) (2:10), ROCK'N 1012 A-B.

DOMINIC CORTESE
★★★ La Dolce Vita (Robbins, ASCAP) (2:28)—★★★ La Danza (Brent, BMI) (2:07), TIME 1044

GENE LA MARR
★★★ That Way (LaMarr-Giordano, BMI) (2:10)—★★★ Baby What Would You Do? (Ed-Dare-Benell, BMI) (1:50), CENCO 111.

BIG WALTER
★★★ Watusie Freeze (Parts 1 & 2) (Starflite, BMI) (2:57), MYRL 409.

BUDDY THOMAS
★★★ All Around Me (Copar-Forrest, BMI) (2:04)—★★★ If Only Tomorrow (Could Be Like Today) (Copar-Forrest, BMI) (2:30), TODD 1068

THE NOBLES
★★★ You Ain't Right (Lucky Eight, BMI) (1:41) — ★★★ Serenade (Harms, ASCAP) (2:12), STACY 926X.

THE CONTINENTAL COUSINS
★★★ Kana Kapila (Zodiac, BMI) (2:00)—★★★ Buddha (Zodiac, BMI) (2:14) (AL-ETTE 5081).

UNIQUE ECHOS
★★★ Italian Twist (Bae, ASCAP) (2:10) —★★★ Zoom (Bae, ASCAP) (2:08), SOUTHERN SOUND 108.

KAL DAVID AND THE EXCEPTIONS
★★★ Forgotten Dreams (Bryden Music, BMI) (2:02)—★★★ Little Everyday Things (Bryden Music, BMI) (2:25), ARDORE 781.

LITTLE MAXINE SIMMONS
★★★ Since I Lost You (Ernel, BMI) — In You Baby In You (Ernel, BMI), VARBEE 117-8.

THE ROYAL JESTERS
★★★ Is That Good Enough for You (Lance, ASCAP) (2:36)—★★★ Ask Me to Move a Mountain (Lance, ASCAP) (2:30), COBRA 611025 A-B.

BEN TATE
★★★ It's You, You, You (Winslow, ASCAP) (2:33)—★★★ Stranger (Winslow, ASCAP) (2:20), RONNIE 1032.

KARL KELLER
★★★ Indian Love Call (Harms) (3:47) —★★★ Navarak (ASCAP) (4:09), KAMAK 2005 1-2.

BEN E. WILLIAMS
★★★ Mamie Wong (Gol. Dragon, BMI) (2:20)—★★★ Nay-Oy-Gwor (Gol. Dragon, BMI) (2:30), RIFF 6102.

JOHNNY COOPER
★★★ Rivalry (Ventia, BMI) (2:32)—★★★ I Found Love With You (Ventia, BMI) (2:07), ERMINE 37.

LITTLE BETTY
★★★ Twistin' School (Mac-Avery Music, Inc., BMI) (2:15)—★★★ Honey (Leo Felst Music, Inc., ASCAP) (2:22), ALTO 2006.

BOBBY CHRISTIAN AND HIS ORK
★★★ Rock and Roll Symphony (11th Ave., ASCAP) (2:17)—★★★ Midnight Sun (Crystal, ASCAP) (2:28), AUDIO FIDELITY 083 A-B.

THE SA-SHAYS
★★★ Boohooohoo (Gay Star, BMI) (2:30) —★★★ You Got Love (Padua, BMI) (2:30), ALFI 17-18.

JERRY BANES
★★★ Write Me a Letter (Clay-Lick, BMI) (2:38)—★★★ Won't You Be My Baby (Clay-Lick, BMI) (1:53), PACE 1020.

JENNELL HAWKINS
★★★ Moments to Remember (Titanic, BMI) (2:10) —★★★ Can I? (Titanic-Finesse, BMI) (2:35), AMAZON 1003.

MARGARET LEWS
★★★ That's Why I Cry (Hip-Hill, BMI) (2:35)—★★★ Look What You're Doin' to Me (Hip-Hill, BMI) (2:32), RAM 2611.

RICKY THOMAS
★★★ Polar Bear Stomp (Upam, BMI) (2:31)—★★★ Collard Greens (Upam, BMI) (2:18), EPIC 9486.

CHIC CHRISTY
★★★ My Billet-Doux to You (My Love Letter to You) (Jeff-Paul-Starfire, BMI) (2:42)—★★★ With This Kiss (Jeff-Paul-Starfire, BMI) (2:00), HAC 103.

ROY MILTON
★★★ Hop-Skip-Jump (Class Pub., BMI) (2:15)—★★★ I Wonder (Class Pub., BMI) (2:15), CENCO 112.

KENNY AND THE HODADDIES
★★★ Surf Dance (Garpax-Chris, BMI) (1:46)—★★★ Goofy Guitar (Garpax-Chris, BMI) (1:37), INDIGO 134.

JIMMIE MADDIN
★★★ Twist Around the World (Leo Kulka Densue, BMI) (2:10)—The Crescendo Twist (Leo Kulka Densue, BMI) (2:00), DENNY 344.

NELVIN ELDER
★★★ Find Me a Dream (Clifton, BMI) (2:28) —★★★ I Dream (Clifton, BMI) (2:18), BRENT 7027.

AUBRY JONES
★★★ Big Lover (Ventia, BMI) (2:44)—★★★ Come Be My Love (Ventia, BMI) (2:30), WITCH 108.

JIMMY STRICKLAND
★★★ (I Have a Ring in My Pocket

(Glad, BMI) (2:10)—★★★ My Dream of a Lifetime (Walker, BMI) (2:24), DAVCO 107.

MELODY HEIRS
★★★ Vibrations (Myers, ASCAP) (2:03) —★★★ Tantalizing (Myers, ASCAP) (1:59), DeROSE 8471.

THE WEE THREE
★★★ Life Is Strange (Pringle, BMI) (2:45) —★★★ The Music Box (Pringle, BMI) (2:00), GARLIN 102.

RAY RANDALL
★★★ Love Come Back (Stewart Douglas) (2:49) —★★★ Caravan (Stewart Douglas) (2:02), RANTRA 409.

THE WRIGHT SISTERS
★★★ That's Okay (Cedarwood, BMI) (2:27)—★★★ Crazy Over You (Cedarwood, BMI) (2:02), CADENCE 1411.

MARK MURPHY
★★★ Angel Eyes (Bradshaw, BMI) (2:58)—★★★ Stoppin' the Clock (Charles Street, BMI) (2:10), RIVERSIDE 4511.

KAY BELL AND THE TUFFS
★★★ Surfers' Stomp (Parts I & II) (Cantella, BMI) (2:33, 2:25), DOT 16304.

GENE WILSON AND HIS GENIES
★★★ Love Love Love D-r-e-a-m (Lols, BMI) (1:55) —★★★ Come Here My Darling (Lols, BMI) (2:13), KING 5568.

THE ESCOS
★★★ Thank You Mister Ballard (For Creating the Twist)—(Lols, BMI) (2:47)—★★★ Yes, I Need Someone (Lols, BMI) (2:52), FEDERAL 12445.

CYRIL STAPLETON AND ORK
★★★ Don't Stop Now (Pickwick, ASCAP) (2:32) —★★★ Legend (Leeds, ASCAP) (3:00), STAGE 515.

WALKIN' WILLIE
★★★ It Sounds So Funny (Strato-Muse, BMI) (2:40)—★★★ If You Just Woulda Said Goodbye (Strato-Muse, BMI) (2:37), WEBCOR 102.

CHARLIE ALLEN
★★★ Sweetie Pie (Darnel, BMI) (2:22)—★★★ Wheelin' and Dealin' (Darnel, BMI) (2:12), PORTRAIT 107.

JACK COOK
★★★ I Got a Book (Rendo, BMI) (2:11) —★★★ Run Boy, Run Boy (Rendo, BMI) (2:18), RAMCO 3708.


ARNIE AND HIS SOUL BROS.
★★★ The Prune (Pinpoint, BMI) (2:00) —★★★ Look-Out (Pinpoint, BMI) (2:37), EMMES 11761.

RICHARD AND CARL
★★★ So Delightful (Alfay, BMI) (1:49) —★★★ Northern Lights (Alfay, BMI) (2:05), MIDAS 06.

BREEZY
★★★ Little Brown Jug (Pattern, ASCAP) (1:40) —★★★ Billy Boy (Pattern, ASCAP) (1:52), ERA 3066.

VITO MOTTOLA
★★★ I Need Your Love (Hollyvale, BMI) (1:56) —★★★ Mister Music Is a Happy Man (Mooontunes, ASCAP) (2:15), GIFT (No Number).

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FROM
SUBWAYS
ARE FOR
SLEEPING
DAVE GRUSIN
AT THE PIANO



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"SAVE ME ALL THE HEARTACHES" **HH-120** **CHEROKEE**
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The flip side, "Cherokee," seems to be going best here

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★★★ **STRONG SALES POTENTIAL**

CHRISTMAS
LES DJINNS SINGERS
★★★ Four Noel (For Christmas)—ABC-PARAMOUNT 10281—The girls sing a very classy arrangement of this French Christmas song. The side should appeal particularly to better programming stations who should find this highly tasteful Yuletide wax. (2:10)

★★★ Minuit, Chretiens (O, Holy Night) —The traditional carol is handled in highly reverential style by the girls who sing in French and are supported by lovely string orchestra. (3:10)

FRED DARIAN
★★★ Story of Christmas—JAF 2026—A recitation by a soldier on a battle field on Christmas Eve. He explains to his buddies what Christmas means to him. Has a "Deck of Cards" quality about it and it could pick up play during the holiday period. (Balladeer, ASCAP) (2:22)

★★★ Bells of Laredo—(Balladeer, ASCAP) (2:21)

COUNTRY & WESTERN
JIM KIZZIA
★★★ Sweat and Backbone — RAZORBACK 0115—Jim Kizzia bows on the label with a listenable reading of an earthy country item that could garner some spins (razorback, BMI) (2:02)

★★★ Honky Tonk Fiddle—This is a weeper about a girl who doesn't know how to live a quiet life but loves the neon lights and the honky tonks. Two better than average sides. (Dee, BMI) (2:24)

LATIN AMERICAN
CONJUNTO TIPICO LADI
★★★ Un Balle Campesino — ALERE 3071—Neri Orta is the singer on this happy Latin tune that could catch some loot on L-A juke boxes. (Al Santiago)

★★★ Saluciones—(Al Santiago)

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Little Junior Parker's
"HOW LONG CAN THIS GO ON"
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"PRAY FOR ME"
Peacock LP-107

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James Booker's **"TUBBY"** Parts 1 and 2
Peacock 1908

Al Bragg's **"WE BELONG TOGETHER"**
b/w Cigarettes and Coffee
Peacock 1907

Jackie Verdell's **"YOU OUGHT TO KNOW HIM"**
b/w Bye Bye Blackbird
Peacock 1905

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(Continued on 36)

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WITH THE COUNTRY JOCKEYS

Continued from page 29

seen Friend" b.w. "Jesus Is the Loving Saviour." A line on your station letterhead will get you a sample. In addition to his daily 30-minute stint on KXEN, Bailes has inaugurated an hour-long gospel record show, via tape, on XEG, Fort Worth, and is going to be needing suitable wax. . . . KENS, San Antonio's 50,000-watter, celebrated its first anniversary as an all-country station November 11. The management reports that the switch to all-country has resulted in a dramatic increase in listenership. During the past year, KENS has sponsored four c.&w. music shows to good results, and some 8,000

members of the KENS Country Music Club now actively participate in special club-sponsored activities.

KCUL deejay Lawton Williams, currently enjoying success with his new release on Mercury, "Anywhere There's People," journeyed to Oklahoma City, Saturday (2), for an appearance at the Trianon Ballroom, along with KCUL jock Bob Clark and country entertainer Joe Paul Nichols, of "Cowtown Jubilee," Fort Worth. . . . Georgie Riddle is sending out deejay copies of his new United Artist release, "Lonesome Old Town" b.w. "I'll Never Let Go of You," to deejays who'll write in on their station's

(Continued on page 38)

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b/w

"IN THE DARK"
Duke 341

"After Three Weeks
in All Charts"

Bobby Bland's

"TURN ON YOUR
LOVE LIGHT"

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WITH THE COUNTRY JOCKEYS

Continued from page 37

letterhead. Mail your request to Georgie at Box 1496, Vidor, Tex., or Gabe Tucker, 314 East 11th Street, Houston. . . . Len Powell has available to deejays copies of his first release, "I Die a Thousand Ways" b.w. "I'm Going Back to South Carolina." Put your request on your station's letterhead. Powell's address: P. O. Box 187, Okeechobee, Fla.

Jim Dandy Records, Newberry, S. C., offers jockey samples on its two new releases, "Remember You're Mine," by Melvin Morris, and "Knock on Another Door," by Jim Stocks. Write to the firm on your station's letterhead. Jimmy Price, Jim Dandy exec, says his firm is always on the search for new artist and writer talent. . . . Ronald Boswell, 21-year-old country music enthusiast of Route 2, Axton, Va., says he has made a study of country music and the artists and now has set his cap for a deejay job with some small station in his home area that can use an authority on real, down-to-earth country music. Due to his college work two nights a week, Ron says he must of necessity confine his activity to within a 50-mile radius of Martinsville, Va.

Lloyd Robinson, of Elsie, Mich.,

reports that he and his co-writers have a new release in "Grandpa Tells a Story (of Paul Revere)." Written around a chapter in American history, the tune has appeal for boys and girls of all ages, Robinson says. A line on your station's letterhead to Heigh-Ho Records, 507 Fifth Avenue, New York 17, will fetch you a sample. . . . Deejays missed in the mailing on Sonny Burns' first release for United Artists, "Blue House Painted White" b.w. "Patches on My Heart," may obtain a sample by writing on their letterhead to Walt Breeland, 8618 Anacortes Street, Houston 17. Burns recently signed Breeland to handle his promotion chores.

Jeff Diamond does the reveille bit with his "Sunrise in Texas" on KTLW, Texas City, Tex., 95 per cent country music station. . . . Happy Harvey Thompson, who rides shotgun on "Texas City Hayride," 9-10 a.m. and 3:30-5:30 p.m. daily, via KTLW, has an Allstar record titled "Hold On to Me, Darlin'," kickin' up excitement in the Texas Gulf Coast area. . . . "Tater" Pete Hunter began his seventh year on KTLW November 22, spinning c.&w. platters on the show bearing his name, 10:30 a.m.-12:30 p.m., Monday through Friday. . . . "Fuzzy Hal" Harris is cuing them up (to 3:30 p.m. daily) at KTLW, with many of his talkin'-Blues-type station breaks played throughout most of the day. Jim Brannon is KTLW program director. . . . Carl Day, now spinning six hours of country stuff daily on WMVO, Mount Vernon, Ohio, puts in a plea for platters.

FOLK TALENT & TUNES

By BILL SACHS

Rusty Gabbard and Clyde (Barefoot) Chesser, of KOKE, Austin, Tex., will present the fourth edition of their "Capitol City Jamboree" at the new Municipal Auditorium, Austin, Tex., December 5. Billed as their Christmas show, the line-up will include Hank Snow, Kitty Wells, Johnny and Jack, the Tennessee Mountain Boys, Bill Phillips, Billy Mack, Billy Deaton, Ray Frushay and Rusty and Barefoot. KOKE started the periodic shows when it inaugurated its full-country music format last June. . . . Ed (Tex) Belin, of Verona, Pa., rhythm guitarist with the Howard Vokes country combo, is awaiting his first release on the Del-Ray label, "Live and Let Live" b.w. "I'm Falling in Love Again," a new ditty written by Vokes, Denver Duke and Jeffrey Null.

Bob Wills, nationally known Western band leader, was rushed to Hillcrest Hospital, Tulsa, Okla., November 18, with a fractured neck sustained in a fall. He will be there several weeks. . . . Bookings announced last week by Curtis Artists Productions, Goodlettsville, Tenn., were: Ernest Tubb, Utica, Mich., December 8; Mount Clemons, Mich., 9; Windsor, Ont., 10; Marietta, Okla., 15; Tulsa, Okla., 16; Lubbock, Tex., 21; Lawton, Okla., 22, and Oklahoma City, Okla., 23; Ray Price, Porum, Okla., December 6; Pierre Part, La., 8; Baton Rouge, La., 9, and Tulsa, Okla., 31; Jim Reeves, San Angelo, Tex., December 6; Abilene, Tex., 7-8; Wichita Falls, Tex., 9, and Midland, Tex., 10.

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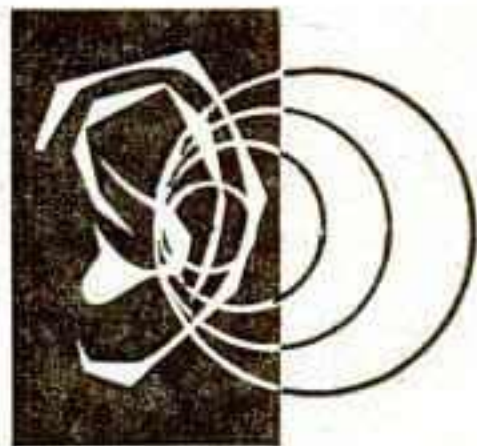
RECORD MANUFACTURERS—MUSIC PUBLISHERS—RADIO PROGRAMMERS

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The report will be based upon monitoring every record played from 8 a.m. to midnight on WINS, WMGM, WMCA, WNEW, the most important record stations in New York—those stations where air exposure means business for you.

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Subscribers will be provided with a list of records played on each station in rank order according to plays received. The number of plays for each record will also be shown. A separate list of this type will be prepared for each of the four stations. Each list will show every record which received as many as five plays on that station in the course of the week.

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Accurate is pricing this service at the nominal sum of \$125 for 13 weeks for all 4 stations, an average of less than \$2.50 per week per station. A greater saving is available via annual subscriptions at \$450 per year.

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AFM TO HIT JUKE EXEMPTION

Musicians' Union to Aid ASCAP Fight

By OMER ANDERSON

FRANKFURT—The American Federation of Musicians will shortly throw its weight behind a mammoth campaign to amend the U. S. Copyright Act and remove the juke box exemption.

This information has just been made available to West German trade circles. The AFM, it is reported here, is lining up a massive campaign of assistance in the Copyright Act amendment issue to the American Society of Composers, Authors and Publishers.

AFM is described here as determined to bring to triumph ASCAP's continuing battle to amend the Copyright Act so as to remove the juke box exemption.

The powerful alliance taking shape between the AFM and ASCAP is viewed with considerable disquiet in West German trade circles. It is an issue of prime importance to exploratory contacts taking place between the Music Operators of America and West Germany's Central Organization of Coin Machine Operators.

Grand Coalition

It is no secret that U. S. and West German operators envision a trans-Atlantic grand coalition aimed against juke box music royalty fees. The Germans hold it important that the present U. S. exemption of juke boxes from music royalty fees be preserved as precedent for efforts in this country to obtain a similar exemption.

If the AFM and ASCAP get their way, the removal of U. S. juke box exemption automatically would doom efforts in this direction by the German trade. Or so the trade here fears.

It is understood here that the AFM is teaming up with the ASCAP in anticipation of raising a future claim of its own for juke box money.

File Sought

The AFM, in this connection, is reported to have requested the complete file on the current campaign by the GVL, the West German AFM counterpart, to share German juke box collections.

The GVL has conducted a marathon campaign spanning nearly five years, its aim being to levy royalty fees against music boxes on an equal basis with the composers, authors and publishers.

The legal basis for this goal was achieved last year in a series of six decisions by the West German Supreme Court. GVL, the court decisions in hand, is now tackling the operators.

AFM Plan

AFM has been supplied with the legal material and is now combing it in anticipation of entering similar claims once the Copyright Act has been amended permitting the ASCAP camel to get its nose inside the juke box operator tent.

Such displacement is being dramatized in this country by the GVL, which has marshaled impressive evidence supporting its claim to a cut in juke box collections on this basis.

Combos and pianists, once a fixture in German bars and bistros everywhere, have become a rarity under impact of the juke box boom. In West Germany, furthermore, juke boxes are gaining rapidly in popularity for dancing in small dine-and-dance spots.

However, juke box operators in this country claim that the displaced musicians have found jobs in other branches of the music field, and that few, if any, musicians have been thrown out of employment permanently.

It is general knowledge that GEMA long has been urging U. S.-German co-operation in the juke box royalty field despite the different U. S. and German situations.

In West Germany GEMA is supporting royalty-sharing demands of the GVL (as long, apparently, as they do not come out of GEMA's cut of the royalty pie). This GEMA-GVL teamwork is being presented to the U. S. trade, it is understood, as an example for a similar ASCAP-AFM entente.

Principal Target

Information available here indicates that the musicians' union is becoming increasingly militant on the subject of the displacement of the live performer by canned music, and that juke boxes are being made the principal target.

Trade sources here state that the AFM has even gone so far as to propose a grand alliance with the GVL paralleling that pact between ASCAP and GEMA whereby GEMA collects royalties for ASCAP on U. S. music played in West Germany—and vice versa.

A trade source privy to the exchange of views reported, "The AFM and the GVL are in full agreement that juke boxes, both in the U. S. and Germany, represent a veritable gold mine waiting to be tapped by the musician's baton.

"It is ridiculous, we are all agreed, that the performing artist, in both the U. S. and Germany, has been denied his fair share of music royalties all these years."

Trade sources report that there are proposals before ASCAP and GEMA, on the one hand, and the AFM and GVL, on the other, for co-operation in the field of legislation as well as royalty technical matters.

Serious study, for example, is being given to proposals that the U. S. and German copyright and musician organizations co-operate in seeking enactment in the two countries of parallel copyright laws.

The U. S. and German copyright laws are both admittedly antiquated, each law dating back to the turn of the century. Trade conditions are sufficiently similar in each country to make passage of roughly parallel legislation feasible, according to this view.

Parallel laws would make easier hand-in-glove co-operation of U. S. and German organizations in exacting maximum royalties from the performance of copyright music.

It is understood that the ASCAP-AFM and GEMA-GVL forces are looking beyond juke boxes to the entire field of background music, which, at least in the German view, is paying ridiculously low royalties in proportion to the profits being reaped by the entrepreneurs.

Moore Indicted on N. Y. Bribery Count

NEW YORK—The Sandy Moore case Thursday (7) erupted into a scandal the likes of which New York hasn't seen since the days of Jimmy Walker.

Moore, a former Long Island juke box operator and New York distributor, had been sentenced in March to a three-year jail term on a fraudulent bankruptcy case, along with two of his associates—Sherwood Schwach and Allen Kerner. Moore began doing his time in October.

This week, local federal authorities and Attorney-General Robert F. Kennedy charged that Moore had shelled out \$35,000 in an attempt to get a suspended or light jail sentence.

Named in the indictment were one of Gotham's top gangsters, a New York State Supreme Court Justice, a former assistant U. S. attorney and a physician, and, of course, Moore.

Kennedy Role

Attorney-General Kennedy personally conducted the month-long grand jury investigation of the alleged bribery attempt.

According to the indictment, Dr. Robert M. Erdman, who was a

business associate of Moore in a Maryland juke box operation, was the contact man.

Dr. Erdman allegedly approached Supreme Court Justice James V. Keogh and former Assistant U. S. Attorney Kakaner and arranged for part of the payoff money to be delivered to these two men.

Corallo Involved

Charged with assisting in the alleged plot is Antonio (Tony Ducks) Corallo, 47, a former Teamster Union officer and big-time New York hoodlum.

Moore, Kerner and Schwach—defendants in the bankruptcy case involving \$100,000 worth of diverted assets of Gibraltar Amusements, Ltd.—entered pleas of guilty in the expectation of light sentences, it is charged.

However, Moore was reportedly heard to say that he had a federal judge "in my hip pocket."

Justice Dept.

When United States District Judge Leo F. Rayfiel heard of the alleged boast, he notified the Justice Department, which touched off the investigation.

The defendants later tried to change their plea to not guilty, but the change of plea was not accepted.

Judge Rayfiel is in no way involved in the indictment and no suggestion has been made that he was in on the alleged fix.

Justice Keogh removed himself voluntarily from the Supreme Court, but, in a statement issued through his attorney, said "I am totally innocent of any wrongdoing, I will be vindicated."

Penalties

If convicted, the defendants face jail sentences of up to five years and fines of up to \$5,000 each.

Named in the indictment as co-conspirators—but not indicted—were Jacob W. Cohen, Alvin Needleman, Seymour Deutsch and Louis D. (Gabe) Forman.

Forman, who had been a distributor for a fruit machine firm in England for two years, returned to this country early in 1961. He is operating a fruit machine manufacturing firm in Glen Burnie, Md. Prior to his English venture, he had been associated with Moore in the Long Island operation.

Seeburg Tags J. W. Harpel Finance V.-P.



JAMES W. HARPEL

CHICAGO—James W. Harpel, controller of the Seeburg Corporation since March, was last week named financial vice-president of the firm.

Harpel, in his mid-20's, has had a meteoric career with Seeburg. He joined the firm in June, 1960, and was named controller less than a year later.

He is a graduate of Harvard business school and had a brief career with an industrial firm in Brazil before joining Seeburg.

Announcement of his appointment was made by D. W. Coleman, Seeburg's president.

Empire Names Gupton To Mich. Sales Berth

CHICAGO—Lee Gupton, formerly sales manager with S. L. Stibel, Evansville, Ind., has been named sales representative for Empire Coin Machine Exchange here.

Gupton will travel the Michigan territory and handle the entire Empire juke box and game lines.

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.

THE TWIST AND TWISTIN' U. S. A.	CHUBBY CHECKER Parkway 811
RUN TO HIM AND WALKIN' WITH MY ANGEL	BOBBY VEE Liberty 85388
I DON'T KNOW WHY AND IT'S ALL BECAUSE	LINDA SCOTT Canadian-American 129
UNCHAIN MY HEART AND BUT ON THE OTHER HAND	RAY CHARLES ABC-Paramount 10266
CAN'T HELP FALLING IN LOVE AND ROCK-A-HULA BABY	ELVIS PRESLEY RCA Victor 7968
THE MAJESTIC AND THE WANDERER	DION Laurie 3115
GYPSY ROVER AND COTTON FIELDS	HIGHWAYMEN United Artists 370
SMILE AND SHE REALLY LOVES YOU	TIMI YURO Liberty 85375
JAMBALAYA AND I HEAR YOU KNOCKING	FATS DOMINO Imperial 5796
LOSING YOUR LOVE AND WHAT I FEEL IN MY HEART	JIM REEVES RCA Victor 7950
BABY IT'S YOU AND THE THINGS I WANT TO HEAR	SHIRELLES Scepter 1227

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Occupation

GIVE TO DAMON RUNYON CANCER FUND

Abbey Vending Corporation Puts Forward Public Common Stock

BROOKLYN—The Abby Vending Manufacturing Corporation, manufacturer of postage stamp, post card and other small single-coin vending machines, has issued 100,000 shares of common stock to the public at \$3 a share. The money will be used for expansion and to acquire a bulk gum machine.

The Abby stock issue marks the second time this fall that a bulk vending company has gone public. The other firm is Folz Vending, the nation's largest bulk operation.

The issue will represent 3000,000 and 31.8 per cent of the ownership of the corporation. The other 200,000 shares held by the officers and directors will represent 63.2 per cent of the ownership.

Consolidation

Abby Vending was created earlier this year with the consolidation of the Abby Finishing corporation (founded in 1952) and Bonaparte Fabricators (founded in 1958).

Factory space of the consolidated companies has been acquired at 102 Clifton Place and 79 Clifton Place, Brooklyn, and work is under way for expanding the production facilities.

A hint of what the company intends to do with the money from the issue is contained in the following paragraph of the offering circular:

"A portion of the proceeds of this offering will be used to acquire from a third unrelated person the designs, tools and dies for the manufacture and assembly of a new type ball gum machine. This machine differs from those presently on the market in that the coin collection and operating mechanism is built into a door that opens from its base, permitting the person servicing the machine to remove merchandise. In addition, because there is no latch in the top of the merchandise bowl, as in machines presently on the market, the bowl can be made watertight. A large-mouthed unbreakable plastic con-

tainer is used to hold the merchandise."

Abby Vending employs 53 persons in production work and seven in clerical and supervisory positions.

Money from the stock issue will be used as follows: \$15,000 for moving and consolidating the operation; \$25,000 for acquiring the new bulk vending machine, and \$190,000 for working capital and funds for financing vending machine sales.

Officers are Jack Morofsky, president; Leon Calderon, vice-president; Hercules Cantelmo, treasurer; Samuel Finkelstein, secretary.

Morofsky and Finkelstein are directors, as are Selig Kaplan, Russell H. Cammer and Jack L. Selke.

For the fiscal year ended July 31, the company had net sales of \$535,972 and a gross profit of \$113,182. Net earnings were \$19,786. The company has total assets of \$219,554.

Bulkmen Hear About Taxes at Meeting

By IRINA MIHALEGA

STRONGSVILLE, O.—A panel discussion on taxation and legal hazards to the bulk vending industry featured the State-wide meeting of the Ohio Vendors Association at the Coach House Restaurant here Saturday (2).

Herman Eisenberg, Confection Sales Company, Cleveland, president of the OVA, opened the panel discussion at the luncheon meeting by stressing the need for a membership drive. "We need a strong membership. . . . We don't know what new tax regulation is liable to come up. We all have a stake in this matter. Let's each do what we can to keep together," Eisenberg urged.

Panelists at the meeting were associate members, Rolf Lobell, Leaf Brands, Inc., National Vendors Association Convention Chairman, and Richard Rollins, Cramer Gum Company.

Lobell spoke on "What the NVA Thinks and Does," covering taxation in bulk vending, a history of the NVA, which had its beginning in Cleveland 12 years ago, and the NVA's role in bulk vend-

ing. He also discussed various problems confronting bulk vending, among them, health problems, comingling of gum and charms, and lottery. He ended his discussion by urging Ohio operators to inform their officers of anything that will affect the bulk vending business, stating that, "We are going to be helping ourselves. If anybody hurts the vending business in Ohio, it will hurt us in Oskaloosa, Iowa."

Rollins' Talk

Rollins spoke on "What's Going On, Both Throughout the Country and the Association." He cited the vulnerability of the industry, both from "within and without" . . . from within by people in the industry, who do not observe the laws, and from outside the industry, primarily by local, State and national taxation.

He summed up his talk by saying "Vigilance is the price of our organization in America. If we don't keep watching, listening, finding out what's going on against us, taxation-wise we're going to pay. We must have organization. Each organizational group will have to fight its battle. Ohio is

batting for you, NVA is battling for you."

Vice-President Leonard Quinn, Confection Products, Columbus, Ohio reported on "How Does the Law Affect Us Today." Quinn covered the background of the recent legal fight and how a last-minute effort by Ohio operators and the NVA prevented passage of a bill that would include location licensing fees on bulk vending machines. A compromise which exempted from location licensing fees, machines dispensing only "chewing gum, rolled nuts, or nuts in their natural protective covering, and panned bulk candy" was effected. Most operators were particularly concerned about status of their machines under a major amendment which included a machine design approval provision, as follows: "Provided all such machines which are not in use in Ohio on January 1, 1963, shall be of the type and design approved by the Department of Health."

Quinn explained the law as it
(Continued on page 46)

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Chicago 39, Ill.

Victor Vending Names Roanoke as Va. Distrib

CHICAGO — Victor Vending Corporation took a first step toward a recently announced shake-up of its distributor organization naming Roanoke Vending Exchange its distributor for Virginia and West Virginia.

Roanoke, headed by Jack Bess, has offices in Richmond and Bristol, Va., and Charleston, W. Va. The firm will handle the full line of Victor machines, supplies and stands.

Roanoke is one of the best known juke box and game distributors in the area.

New

Newest item in the Victor line is the firm's Vendorama "Pak" machine, vending a variety of nuts and confections from a continuous belt of sealed cellophane bags that is stored in the base of the machine. The machine was on display

at the recent National Automatic Merchandising Association convention here.

Bess has extended an invitation to bulk operators in the area to come in and get acquainted with his organization during the holidays.

Victor president Harold Schaeff indicated some weeks ago (BMW, Nov. 27) that he was less than satisfied with all of his current sales outlets and that he intended to make distributor changes within the next 60 to 90 days.

Complaints

Schaeff said Victor had received a number of complaints from operators about service and that the firm was anxious to remedy this situation and maintain its present good relationship with the trade.

Under no circumstances would the firm sell direct, Schaeff emphasized.

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Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.

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Item	Pack	Per Lb.
Cashews, 450 ct., whole	30	.65
Mixed Nuts	30	.55
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.28
Boston Baked Beans	30	.28
Licorice Lozenges	30	.28
Confection Mix	30	.28
Jumbo Pistachios, Red	30	.72
Medium Pistachios, Red	30	.60
Small Pistachios, Red	30	.53
Leaflets (M&M Style Candy)	25	.37
Tenney Jelly Beans	32	.27
Candy Corn	30	.25
Hersheyettes	25	.47
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainble Tabby-Lets 520	30	.42
Sugar Peps (Bulk Candy)	24	.40
Maltettes (Ball Style, 100 Ct.)	15	.35

BALL GUM VARIETIES	Pack	Per Lb.
140-170-210 Rainble Gum	25	.32
Rainble 100's Centuries, Asstd.		
Colors—Grape, Cherry	18	.34
Rainble Screwballs, 100's	18	.35
Rainble 1/2 Chicle 140	25	.41
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4 Place Racks With Wheels	10.50
4 Place Rack With Wheels	12.50
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ABC Guns	30.00
Mila 1c Tab Gum	12.00
Model #33 Peanut, 1c	4.50

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Pistachio Nuts, Jumbo Queen, White	.40
Pistachio Nuts, Large Tulip	.44
Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Sheikh, Red	.50
Cashew, Whole	.70
Cashew, Butts	.40
Peanuts, Jumbo	.45
Spanish	.35
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Baby Chicks	.32
Rainbow Peanuts	.32
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Rain-Bo Gum, 72 ct.	.32
Malt-Ette, 100 ct., per 100	.35
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Rain-Bo Ball Gum, 100 ct.	.34
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Quality Nuts In Bar Stops Pull in Texas

DALLAS — The same top quality mixed nuts which the average person sees only at Christmas time or at parties can be a profitable specialty, if they are vended exclusively at 5-cents, and in busy bar locations, according to H. D. Waldo, bulk vendor in Dallas.

Waldo, whose headquarters are convenient to the city's better-income residential suburbs, has been specializing in nut mixes for years, eschewing penny vendors altogether. His favorite installation is the small bar-top machine, light enough to be pushed up and down the bar by patrons or bartenders, usually finished in bright red for visibility.

The costly nut mix he uses, which includes Brazil nuts, filberts, cashews, chestnuts, and a minimum of roasted peanuts, has a strong appeal to beer drinkers—and since State laws have made Texas a race of beer drinkers, he has a good market.

Waldo buys in 100-pound lots and pays cash for nut mixes to take advantage of the 2 per cent discount. In order to buy in large quantities, he must constantly increase the number of his locations.

Adding extra machines to cut the price has meant, of course, that it is necessary to maintain a continuous merchandising program, which is carried out among bartenders. Waldo frequently samples mixed nuts by bringing them in hot in foil bags such as those used for ice cream, and distributing a handful each among bartenders and waitresses.

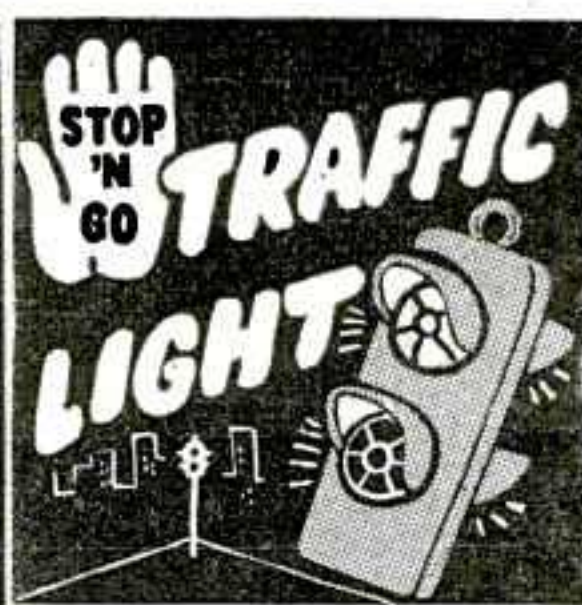
Excellent Dividends

Simply asking them to give him a boost by pushing the bar-top unit close to customers, or pointing it out pays excellent dividends. In most of Waldo's locations, better-class bars, the ownership does not want to litter up the back bar with cardboard panels dispensing bagged peanuts in cellophane, and consequently, the only snacks available are through the 5-cent vending machines. Making sure that customers get nickels in change (an easy thing to do when beer is priced at either 15 cents or 20 cents), keeping the machine clean and close to beer customers has resulted in impressive sales.

Waldo has his phone number posted on every machine so that when any of his nut vendors is empty, or jammed, any bartender can call him quickly, to get it back into profitable action. He services most of his machines once per week, some of them twice a week or oftener, depending upon the amount of traffic.

The Texas bulk operator's chief problem used to be the vulnerability of vending machines to a bent piece of wire, used so industriously in some spots, that an entire machine would be unloaded without collecting more than three or four nickels. Investing in better-protected machines with good rejectors has done away with this profit leak over the entire route. A few of his small machines have been picked up bodily and carried out of the location, but in most cases were returned by self-styled comedians who hid them under their coats.

Making no attempt at all to vend ball gum or candy, and sticking to his 5-cent nut mix has produced a steadily profitable situation for the Dallas operator.



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- Chicle Chicks, 320 G 37 1/2¢ lb.
- Bubble Chicks, 320 G
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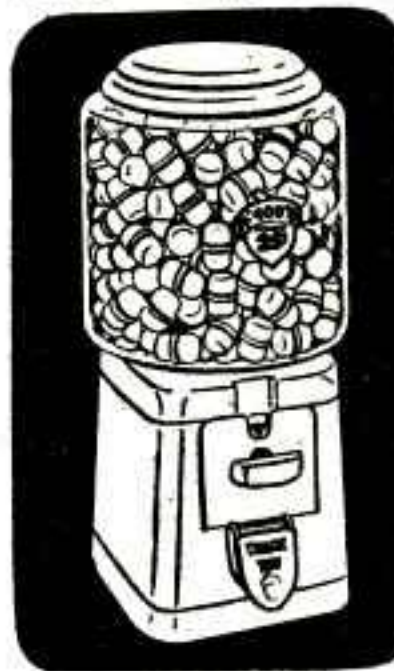
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Commies' Juke Box A Lucrative Extra

EAST BERLIN — From the Baltic to the Black Sea, and from Bratislava to Vladivostok, Communists are making like capitalists operating juke boxes.

Juke box operation has become a profitable sideline with Communist state tourist organizations throughout the Communist bloc. Information just made available in East Berlin indicates that a Communist counterpart to the Western phonograph operator is beginning to emerge.

There are not many juke boxes by Western standards in operation behind the Iron Curtain. But what is considered significant here is that: 1) their number is increasing steadily; and, 2) perhaps even more important, the Communist State is becoming increasingly interested in their profit-making potential.

According to latest estimates, there are around 6,500 juke boxes spinning behind the Curtain, including Yugoslavia. All but 2,000 are outside Russia.

Breakdown

Country by country, the breakdown: East Germany, 750; Czechoslovakia, 1,150; Hungary, 900; Poland, 650; Romania, 350; Bulgaria, 500; China, 200; and Albania, 10. Yugoslavians has 1,500 boxes.

The number of juke boxes operating behind the Curtain has doubled in the last three years. The forecast here is for a further doubling by 1964.

A Communist juke box expert said most of the phonographs, in fact virtually all, originated in Western countries, and are shipped behind the Curtain in trading deals, usually in combination with other wares.

At the outset Red phonographs were operated by the locations—the individual state hotel, bar or night club. Recently, however, phonograph operation has been transferred to sections within the state hotel and trading organization.

Operation Set-Up

These organizations have set up phonograph operation as an autonomous section, making them in effect the Communist counterpart of a normal large capitalistic operating company.

A factor stimulating juke box growth, it is learned, is the production behind the Curtain of phonograph records intended especially for juke box play.

This is an entirely new development, and while the record output as yet is small, it promises to have great long-range importance. As the source explained, "Having our own music will help remove the 'Western' stigma from the juke box, and the more juke boxes we get the more records will be produced for them, and vice versa, of course."

Communist juke box experts in-

terviewed here all expressed the opinion Western firms could do considerably more than they have to stimulate phonograph growth behind the Curtain.

They urged that greater effort be made to exhibit U. S. juke boxes and accessories at Western trade fairs behind the Curtain. The U. S., Britain and other Western countries hold periodic trade exhibitions in the various Communist capitals. But phonograph manufacturers and distributors rarely utilize these opportunities.

A Polish juke box man complained over coffee in East Berlin's Budapest restaurant, "The trouble with Western juke box concerns is that they overestimate themselves. I mean they think of themselves as aggressive, two-fisted salesmen, but in fact they overlook opportunities."

"De-Stalinization began in Poland years ago, long before Khrushchev took it up. At the same time we started increasing our trade with Western countries, and we even began receiving help from the U. S. government."

"One would have thought that Western phonograph firms would have swarmed into the Polish market with the idea of exploiting the changed political situation in our country. But nobody turned up and a great opportunity has been neglected entirely."

"It has been that way throughout the entire Communist bloc, which I personally feel is ripe for a juke box boom. But don't quote me."

Coinmen Hear Rep. Daddario At Conn. Meet

HARTFORD, Conn.—Some 45 operators heard Rep. Emilio Q. Daddario (D., Conn.) a ranking member of the House Science and Astronautics Committee, discuss the U. S. space program. The occasion was a recent meeting of the Music Operators of Connecticut at the Hotel Bond here.

The Hartford congressman was at home before the group. Before he was elected to the House, Daddario was counsel for the MOC. He probably knows more about the coin machine industry than any man in the Congress.

Joseph J. Burns, MOC counsel, reported on various city licensing ordinances and told members of Board of Review hearings on assessments.

Abe Fish, business manager, reminded the operators of their obligations to the community. He told them to make sure that children under 16 should not be allowed to play amusement machines unless accompanied by a parent or other responsible adult, and warned them to keep suggestive records off juke boxes.

Carl Pavesi, president of the Westchester (N. Y.) Music Guild, was a guest speaker.

Model Co. Acquires Mechanical Catering

PHILADELPHIA — Model Vending, Inc., local Wurlitzer distributor, full-line vending operator and music and game operator, has acquired the Mechanical Catering Company, Philadelphia, for cash and stock.

MCC operates vending machines in industrial locations. Its annual volume is about \$25,000. This is the fifth industrial vending operation Model has acquired in the last four months.

Bally Shuffle Game Carries Four-in-One



BALLY SUPER SHUFFLE

CHICAGO—Four-games-in-one is the theme in Bally's new six-player Super-Shuffle alley being introduced to the trade this week.

Players can select one of four games: Official, standard ABC rules; All-Strike, strikes count one, two in a row scores one extra; Jumbo, in which player controls speed as well as direction of shot; Mystery, in which value of super-strikes, strikes and spares changes after each shot.

The game has a standard 8½ foot alley. Cabinet is modernized with a streamlined front panel along with redesigned scoring panel and back-glass.

Ben Spaulding Wins Las Vegas Vacation

CHICAGO—Ben Spaulding of Phoenix will probably be sunning himself by the side of a Las Vegas swimming pool over New Year's.

Spaulding is the October winner of AC Automatic Sales Corporation's Big Challenge program. Anyone who buys a new AMI phonograph has his name entered in the contest. A new winner is drawn every month, with Nick Biro of BMW and Lee Brooks of Cashbox alternating on the drawing honors.

Spaulding, who heads Spaulding Sales Company, won a free trip for two to the Nevada vacation-land resort. Spaulding's distributor is Garrison Sales Corporation, Phoenix.

ED RATAJACK PRIMES FOR MERRY XMAS

CHICAGO—If it's a Merry Christmas anywhere, it'll be in the home of E. R. Ratajack, Music Operators of America managing director. Ed's boy, Mark, recently brought honor to the family being named a Lieutenant in the Evanston school safety patrol. Last week, Mark, whose pet dog died a couple of months ago, was given a prize Collie pup for Christmas by a friendly neighbor who felt a "boy like Mark just ought to have a dog like this." With an eye to the arts—and perhaps to the distance between boy and dog—the new pup was promptly named Twain. To round things out, both senior Ratajacks are now recovered from a run of illness that's been dogging the family and prospects for a happy new year are excellent.

EUROPEAN NEWS BRIEFS

Outline Belgian Coin Legalities

BRUSSELS—Union Belge de l'Automatique, the Belgian coin machine trade association, has published a brochure outlining the legal basis for operating coin games. Belgium has a maze of anti-gambling laws varying from area to area and extremely difficult of lay interpretation. The brochure is being circulated to all operators, but the publication makes no claim to infallibility. It states, in effect, "when in doubt consult your lawyer." UBA's booklet concludes that Belgian authorities have a bias against pinballs which operators must take into account in locating machines. Casinos are permitted in Belgium, but, under a 1902 law, pinballs can be interpreted to be gambling devices.

Italians Tout Class Locations

ROME—Italian operator associations are recommending to their members that they exercise greater caution in placing juke boxes. "Locations should be picked from the standpoint of respectability as well as potential collections, as a prestige location in the long run will also be a profitable location," according to literature being issued on the subject. Operators are advised to try for location "balance"; e.g. youth clubs and snack bars as well as bistros, the latter to be selected cautiously. Operators are reminded that pinballs ("flippers," to the Italians) fell into disrepute in this country solely "because of the company they kept." Several pinball locations became the meeting place of youths arrested for burglary, and the public outcry resulted in the legal banning of pinballs from public locations in Italy entirely on grounds of guilt by association.

Trade Backs Riviera Coinmen

PARIS—French operators generally are lining up behind the demand of Riviera operators for an overhauling of copyright music royalty payments to SACEM (the French ASCAP). SACEM has given the cold shoulder to the Riviera operators, indicating it feels they expect to be pampered in relation to the rest of the trade. However, the mass of French operators have now come out supporting the contention of the Riviera coinmen that SACEM's schedule of payments is "anachronistic and archaic." Preservation of the outmoded formula, according to operator associations, is throttling the trade. It is pointed out, in this connection, that the French national juke box count has remained nearly static at 14,000 boxes for the last two years. SACEM fixes its schedules on the basis of three factors: population of the city or town; price of an apertiff at the site; and the number of tables at the site.

Locate Along East Berlin Wall

WEST BERLIN—Juke box operators have started a general reshuffling of equipment locations along the so-called "Wall of Shame," the wall erected by the Communist to seal off East Berlin. Walling off of East Berlin has spelled financial disaster for many operators, their collections dropping by as much as 70 per cent in the "Wall of Shame" areas. Now, however, operators are withdrawing equipment from unproductive border locations where business has died up, and are relocating it at the handful of crossing points into East Berlin and adjacent to so-called "observation areas."

These areas are vantage points where West Berliners have erected platforms enabling them to peer over the Communist wall into East Berlin. From these platforms and roof-top observation points they swivel telescopes into the East Berlin and wave greetings to friends and relatives now confined on the Communist side of the wall. Many of these vantage points have developed into excellent juke box locations. For example, at Friedrichstrasse, the Communist-designated official crossing point into East Berlin for Western official personnel, a considerable operator trade has been developed.

Juke Box Movies to Do Battle

GENEVA—A ding-dong sales battle is shaping up in Western Europe between two rival systems of cinematic juke box projection—Scopitone and Cinebox. The two boxes are similar, each being, in effect, a portable movie theater. They project 16-mm. films in juke box format, and, according to enthusiastic European location owners, combine all the advantages of the juke box and television. Scopitone, manufactured in Paris by the C.A.M.E.C.A. Corporation, has a magazine of 36 films, and Cinebox, an Italian development produced also in France under license, has 40 selections. Both boxes show color films, and selections are similar, featuring orchestras and vocalists. The Rival sales organizations are girding for a big European sales offensive to be followed by a campaign in the American market, which has yet to see anything quite like the two cinematic juke boxes.

Queen's Juke Box Serenade

HAMBURG—Queen Elizabeth's visit to the West Coast of Africa produced an indirect modest boom in German coin machine shipments to that area. Distributors in Accra, Monrovia, and Sierra Leone ordered 35 juke boxes in the weeks preceding the Queen's visit to "help brighten her visit." Local operators stocked the boxes with the Queen's favorite music (or at least what the operators conceived or misconceived to be her favorite disks) and records popular in England. But the equipment they purchased was German, purchased from several different German firms. As the Queen toured native areas, she was accorded a "juke box serenade."

FOR SALE

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Veteran Dallas Operator Views Coin Machine Trade of Past & Present

DALLAS—No operator can recall the golden years of juke box history better than Leonard Kollman, veteran Dallas operator who is nearing 40 years of uninterrupted music and amusement machine operations, Kollman has at one time occupied every position in the coin machine industry except manufacturing, but front-line operating has been his chief interest during the entire four decades.

BILLBOARD
OPERATOR
PROFILE
MUSIC WEEK

A native of Dallas, he went into juke box operations when he bought his first machine from Fisher-Brown Distributing Company, who pioneered the Big D area with every type of coin-operated amusement machine. His first phonograph was a 12-record model, which Kollman carried from the distributor's showroom to potential locations on the seat of a Model T Ford roadster.

"Setting phonographs in those days was a real pleasure," Kollman reminisced. "The commission was only 15 per cent to begin with, later 25 per cent, and in some instances, early location owners were so pleased to get coin-operated music into their saloons and restaurants that no location split was even mentioned."

Early Pin Game

Not long after he set his first 50 phonographs, Kollman got an opportunity to add the first coin-operated amusement machine, starting off with the historic Electro Ball, one of the very first pin games. In this game, a marble rolled onto a rotating phonograph turntable, which spun it off into pockets separated by pins all the way around.

Manufactured in Dallas, and using old phonograph parts, this game, as well as the later Bally Knock-Knock, helped to build a combination profit picture which amounted to \$400 or \$500 per week, with little or no effort on the part of the operator.

Paying only a 25 per cent commission, changing records only when they became too worn out for audibility, Kollman kept enlarging his string until at one time he had 150 phonographs set in Dallas, amounting to something like 90 per cent of the city's total coin-operated music.

Newspaper Article

In 1925, a Dallas newspaper ran what is probably the first article on coin-operated entertainment since the days of the Viallano Virtuoso, describing some of Kollman's business methods, and predicting a "big future" for coin-operated music.

In addition to paying back \$400 to \$500 per

week, the routes in the early 1930's were untroubled by such things as an operating license, or taxes, Kollman also pointed out. In fact, it was not until the late 1930's that the first tax was set up in Dallas for amusement devices of any kind.

Along with operating his own route, Kollman spent several years as a salesman for S. H. Lynch, also a pioneer Texas distributor, who handled most of the lines of phonographs and amusement machines which are vigorous competitors today. Kollman introduced many newcomers to the business who became great names in the future, including at least a dozen operators and distributors still on the scene in Dallas today.

150 Limit

When operating over the city, Kollman never allowed his total number of locations to exceed 150, a point at which he still pegs his juke boxes and games. While it would have been easy to expand up to as many as a thousand machines or so, the Texas operator has always wisely balanced his working and relaxing hours so that "there is a little pleasure left in life."

Currently, with slightly less than 150 locations, he uses two full-time servicemen to maintain some of the Texas city's best locations, two mechanics, Leo Smith and Leland Denton. Each of these two expert mechanics "dates way back in the business, too," as Kollman put it.

One of the reasons why Kollman could have retired easily two decades ago was his willingness to diversify his operations, and to use three or four types of machines at every location rather than attempting to specialize in any one aspect. "I have operated everything but cigaret venders," he said, "Which I felt was an entirely separate field, and one which I had no reason to enter. Diversification has always meant maximum returns to me, even in the old locations, since when one type of machine would drop off its collections, another would come up."

Outdoor Man

A big, friendly man, Kollman has always run his routes on a first-name basis, considerably boosted by his habit of taking groups of location owners hunting and fishing in Colorado every year. Often spending 30 days at a time on a hunting expedition, Kollman penetrates into the high Colorado wilderness, above Meeker, Colo., with a dozen members in his entourage, for either hunting or fishing, according to the season at hand.

In 40 years, he has managed to play host to almost all of his top, long-established location owners. (Continued on page 48)

Op Promotes Year-Round Business

LYNN HAVEN, Fla. — Becoming a practicing expert on the fortunes of restaurants in a resort area has helped Glenn Black, of Glenn Music Company here, to overcome the serious problem of collection drop during the winter.

The Florida juke box operator's territory is the West Florida Gulf Beach area, which extends from Panama City, almost 100 miles west to Pensacola. Here, in this poor man's Miami, new motels, restaurants, lounges, and fun spots have blossomed during the past few years, to make it one of the top resort areas in the Southeast.

Just opposite to the situation in Miami and South Florida, which closes up in the summer, the Panama City-Pensacola area goes at full tilt from early April until Labor Day, after which the sparkling white sand beaches become something of a ghost town.

Glenn, who headquarters in a pleasant community north of Panama City, had to take the almost complete disappearance of his market each Labor Day in stride until two years ago. In preparing to remove a phonograph from one location as usual, he was surprised to find that the location owner was planning to stay open through the winter as an experiment.

This, of course, meant that Black, who formerly stored the bulk of his machines through the winter could leave the 200-selection machine in position and see for himself what the results would be.

Because of increased traffic on U. S. Highway 98 along the Southern Gulf, and a surprisingly large number of off-season visitors to the area, the restaurant prospered—and so did the juke box, taking in 20 per cent of its summer volume.

That was enough to give Glenn a practical basis for cajoling several dozen other restaurant operators over his route to try the same thing. Well aware that the usual location owner would feel that he was highly biased on the subject, he made a study of the off-season profit situation, finding several restaurant owners who were co-operative enough to let him look over their books, and come

up with the figures on how winter operation had worked out.

Since then the Florida operator has been a continuous force in getting restaurant and amusement center operators to break with the traditional shutdown on Labor Day, helping them to plan advertising programs, displays and special menus, inclined to attract more off-season tourist. He occasionally makes loans for new signs and equipment necessary for winter operation.

An extremely active young operator who knows every location owner over a 100-mile stretch of Florida beaches by his first name, Black has been successful in at least 75 per cent of all cases in getting his location owners to operate the year around—with at least moderately good results in every instance.

Some location owners, of course, habitually lock up in early September and move to Miami and other South Florida spots, often running similar restaurants in that area through the winter.

In such instances, Black's best approach has been to encourage the restaurant owner to lease his restaurant in the winter to a local operator. To make this work out, Black even carries a list of potential lessees, many of them retired people who find inaction chafing, who are ready to take over. In this way, acting as an agent between the two people concerned, Glenn Music Company has produced valuable year-round stops where each represented nothing more than a phonograph storage problem in the past.

This sort of pioneering, plus the tremendous boom which the Northwestern Florida resort area has experienced, has made it possible for Glenn Music Company to operate without a set-back year for the past decade, showing steady increases year by year.

A strong believer in new, impressive equipment, Black operates with top-line 200-play stereo phonographs in most of his beach locations, and maintains the same high level of customer-appealing quality where amusement machines are concerned.

MOA Newsletter

Music Operators of America's December newsletter is being reprinted in BMW as a service for MOA members. The newsletter appears in BMW exclusively and is not being mailed to the membership. The views expressed are those of MOA.

Antitrust

And the Juke Box Industry

Some years ago, several of the juke box manufacturers were subjected to a governmental antitrust investigation. We appeared personally for our company and endured hours and days of questioning.

In one session, we were led to exclaim, "For the love of Mike, why all of this ANTItrust attention to our business? There is not enough TRUST in it to fill a gnats eye!" The grand jury laughed, the government attorney laughed.

We did not laugh then, nor yet.

For in our almost quarter of a century of association with this music industry, we have yet to see any harmony among the various segments. True, we do get together on those occasions when we are faced with proposed ASCAP legislation, for we regard that as a positive business annihilating threat. But, is it only the threat of complete annihilation that can bring us to work together?

When a collection of other smaller threats are directed at our business, there is no clarion call that is able to gather the clan together again. For the smaller threats are all looked at individually, and are thrown aside as unimportant. Added together, however, they constitute a serious threat to the welfare of every individual in our business.

From all sides, we hear that "the juke box business is not what it used to be." Why should it be, when it suffered an unfair link to crime in the Kefauver and McClellan hearings without rebuttal? Why should it be, when location after location is lost because of these hearings; a juke box in the place, in the public's mind, indicates low moral value? Why should it be, when not only the public but our suppliers, such as record people, are confused by the lack of friendly co-operation within our own ranks?

Oddly enough, the chief complainers of bad juke box business are those who choose to ignore any attempt to better the business.

The operator, who is on the firing line of the problems, is the main supporter of any attempts in this direction. MOA is operator instituted and operator supported. The CMC laudable effort was operator instituted and supported. CMC, unfortunately, closed shop because of lack of top support. MOA is continuing with well-appreciated, but only minority top level support. Many stories are advanced for this top level cool attitude—"personality clashes," "suspicion of purpose," "prediction of failure," (this last is always insured by lack of support) and "distrust of motive." These stories are hard to swallow because there have been many good efforts made, many different people involved; these people served without pay, and their motives were unquestioned. Yet, non received complete industry support.

What is the answer? Well, in talking with a top official in our business about this problem of non-support, he said, "We think it odd that this is the only business we know of where the customer (the operator) takes the initiative in conventions and other industry matters." We replied that we thought it odd, too, because this was the only business we ever heard of, where the customer not only was forced to take the initiative, but was faced with distrust from high echelon levels because he did!

Too, we recall a conversation at the last MOA convention. We were talking with a top ASCAP aid. (He showed up, some of our main suppliers didn't.) We talked "shop," his business, our business. His closing comment was, "Well, Ed, the way the juke box business is going, we may wind up fighting about nothing." As an opponent, he recognized the "too much ANTI" and "not enough TRUST" within our industry.

It's too bad that this same dawning does not come to some of the members of our business.

MUSIC OPERATORS OF AMERICA, INC.

E. R. Ratajack
Managing Director

New Ill., N. J., & Ky. Distribs For Rock-Ola

CHICAGO—New Rock-Ola distributors were named last week for Illinois, Kentucky and parts of New Jersey.

Gill Kitt's Empire Coin Machine Exchange is taking over the line in Chicago and will cover all of Illinois and the Eastern edge of Iowa. Donan Distributing Company, which formerly handled the line, will continue with Bally. Empire already represents Rock-Ola in Detroit and parts of Michigan.

S. L. Stiebel Company, Louisville, Ky., was named for the Kentucky territory, replacing H. M. Branson Distributing Company,

which will continue with its other lines.

In addition, Dave Stern, Seacoast Distributors, Inc., Elizabeth, N. J., announced the appointment of Betson Enterprises, Inc., North Bergen, N. J., as associate distributor for the area.

All three firms will handle a full line of phonographs and parts and will offer complete service facilities.

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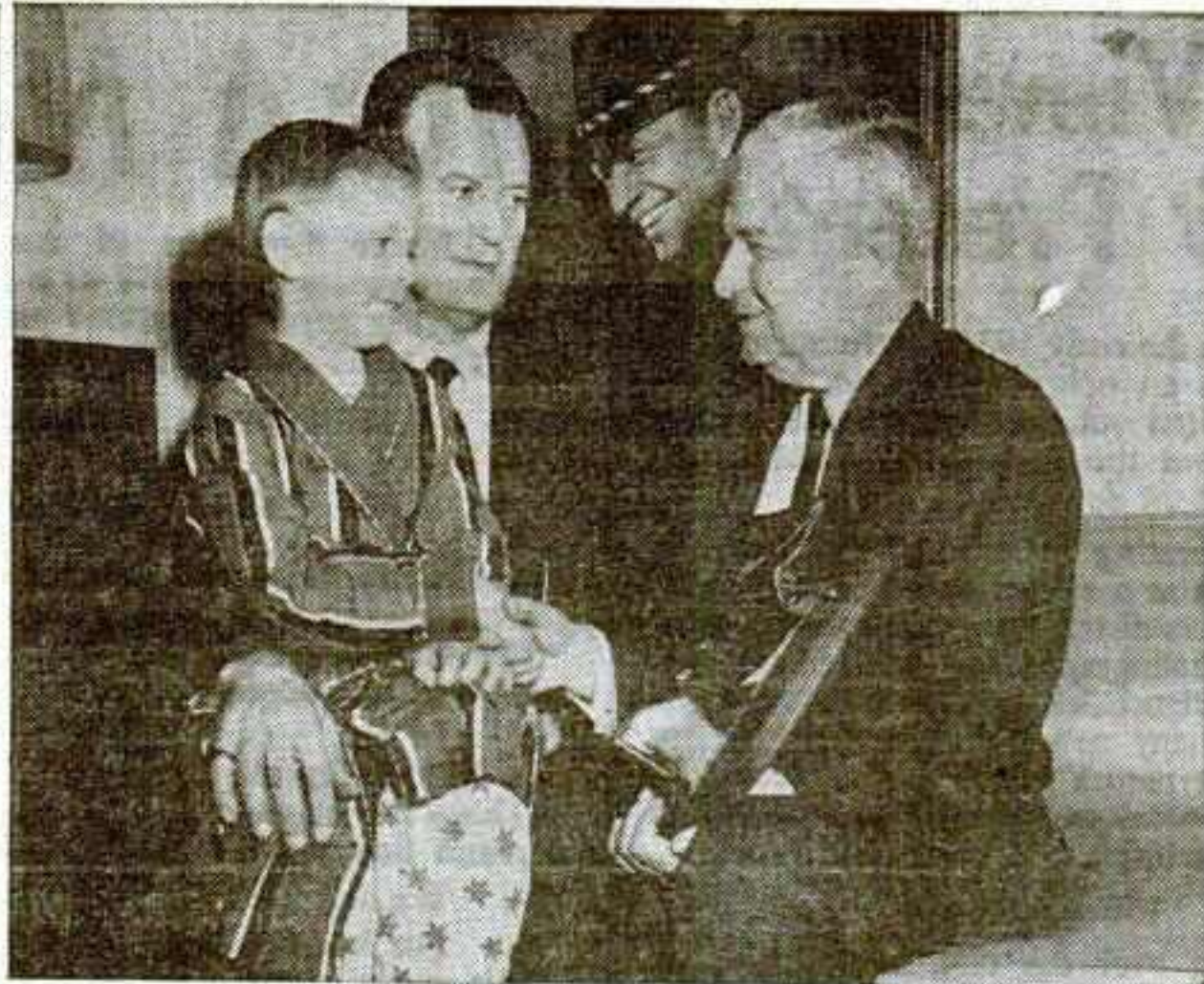
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JOE SILVERMAN, business manager of the Amusement Machine Operators' Association of Philadelphia, receives the second annual Frank Sinatra Award from Bill Rodstein, former AMOAP president, while Vincent Loiseau, 6, a patient at St. Christopher's Hospital for Children, looks on. Silverman was cited for his many years of work in aiding the nonsectarian hospital. The citation honors Silverman "as a good father and husband and a fine human being on behalf of the St. Christopher Hospital for Children."

**Old Standards Top Earners
On Juke Box Yule Parade**

By NICK BIRO

CHICAGO—It's strictly a traditional Christmas as far as the juke box industry here is concerned. Operators are slowly starting to program holiday records but the emphasis by far is on old standards.

Bing Crosby is the big man and his versions of "White Christmas," "Silent Night" and "Jingle Bells" (with the Andrews Sisters) are being put on virtually every machine.

Other big standards include "Auld Lang Syne" with Guy Lombardo, and "Christmas Song" with Nat (King) Cole—the latter especially popular in so-called race or Negro locations.

Strong

Brenda Lee's year-old version of "Rockin' Around the Christmas Tree" is again doing well and enjoying some one-stop and distributor sales. About the same holds true for Bobby Helm's "Jingle Bell Rock" and the Harry Simeone Chorale's "Drummer Boy."

Of the new material out, Mitch Miller's Christmas juke box package of five singles is enjoying excellent sales from operators throughout the Midwest. If anything, it tends to prove even more strongly that there is a definite market for adult music on the coin-operated phonographs—a factor given recent recognition by quite a few record companies.

Other new Christmas sides attracting operator interest include Connie Francis' "Baby's First Christmas," and "Kiss for Christmas" with Joe Dowell.

A number of other good Christmas singles are out but to date they're not being bought by operators. This isn't too unusual since operators traditionally try to get by with as little Christmas programming as possible.

The old standards like the Crosby sides are, of course, money in the bank, but the other material

tends to have an even shorter life than regular non-holiday singles and many people feel that singles enjoy a short enough life as it is.

As Charlie Marchetti of Frank Padula's large Melody Music operation here points out, "People don't start to play Christmas records until a week or 10 days before the holiday, and stop immediately after. It's not enough time for us to get our money out of a song."

Another large operator, Earl Kies of Apex Music, felt much the same way. We're sticking mostly with standards," he noted.

Kies felt that to date no really hot new tune had taken off but there was still a possibility for something to happen since the new Christmas singles don't start to pick up until the last week before Christmas.

Both Kies and Marchetti echoed what appears to be a general Midwestern picture of "good steady collections—but off slightly from last year."

Kies pinpointed the problem that is shared by big-city operators everywhere—a gradual reduction in number of taverns. Kies noted that Chicago figures showed about 500 new taverns but about 800 closings, meaning a net loss of about 300 locations. This has been going on in the Windy City for years.

It's undoubtedly typical wherever major urban renewal projects are being carried out.

Other factors hurting operators here—and probably in other cities—is the increase in license revocations for so-called "questionable taverns." Whatever the morality involved, these "questionable" spots have often been prime juke box and game stops and their closing hurts.

Operators appear to have recovered from a beginning-of-the-year recession that cut collections back. The economy is healthy and people are again going out and spending money.

A healthy local record picture—with dealers enjoying excellent pre-holiday sales—isn't hurting the juke box business either. One-stops note that even if operators aren't buying an abundance of Christmas material, they're buying a substantial amount of other types of records—in most cases more than last year.

Also the outlook for next year is optimistic and this perhaps more than any other factor is contributing to a bullish attitude in the industry.

**Rock-Ola Grand Nat'l Sweepstakes
Contest Winners to Be Drawn Today**

CHICAGO—It should be a very Merry Christmas for 12 Rock-Ola customers and an even happier one for a thirteenth, as the firm kicks off its Grand National Sweepstakes contest.

Drawings will be held today (11) for four winners of a new Princess phonograph. Similar drawings will be held in January and February. In addition, the February drawings will pick a winner of a free trip for two to Hawaii.

Rock-Ola is also starting its "winning-location-photo" contest this month. Judging will be by Nick Biro, BMW; Lee Brooks, Cashbox, and a representative of an advertising agency. Biro and Brooks will also share honors in drawing the names for the Grand National Sweepstakes winners.

Under the photo contest, any operator who buys three new phonographs is given a Polaroid land camera free. The operator then takes a picture of the three locations where he installs the new phonographs and sends them (the photos, not the phonographs) back to Rock-Ola. The operator with the best location wins a free trip to Las Vegas.

Judging for the winning location photos will take place about December 15. Any operator who bought three Rock-Ola juke boxes is eligible.

Drawings for the Grand National Sweepstakes contest will take place December 11, January 8 and February 8. Buyers of a single Rock-Ola machine are eligible.



TEACHER IN SHIRT SLEEVES was Henry Hoevenaar, field service engineer for A. C. Automatic Services Incorporated, Chicago, at Cleveland's first AMI school for operators and mechanics at the Monroe Coin Machine Company.

**Monroe Company Plays Host to Coin
Service School for Mechanics, Ops**

CLEVELAND—The showroom of the Monroe Coin Machine Company was transformed into a classroom last week as Monroe President George George played host to the city's first AMI school for mechanics and operators.

About 60 men, mostly mechanics, attended the two-day workshop, which was conducted by Henry Hoevenaar, field service engineer for A. C. Automatic Services Inc., Chicago.

George was on hand at each of the evening sessions to greet the students, offer them a buffet supper and introduce them to their instructor. But then he disappeared into his office to allow Hoevenaar to do the talking.

No Set Pattern

There is no set pattern for the sessions, according to the engineer,

a 10-year veteran of AMI troubleshooting in the Midwest. They are simply informal opportunities for the mechanics and operators to ask questions and find answers to problems concerning AMI products.

Having a strict method of operation, Hoevenaar said, would tie each workshop up with just one or two problems. The informal approach, on the other hand, allows the men to ask a greater variety of questions, he said.

Important to remember, the engineer stressed, is that these schools are not designed to answer complex problems. These, AM officials leave for their experts to explain at the week-long school at the AMI factory in Grand Rapids, Mich.

George and Hoevenaar agreed that the men displayed a great deal of interest in the sessions. George is considering sponsoring sessions about four times a year in the future.

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Pensacola Bulk Op Finds Location Co-Operation Cuts Costs by 30%

PENSACOLA, Fla.—Bulk route operating costs can be cut substantially with a little co-operation from location owners, according to Charles Upthegrove, bulk operator with headquarters here. Operating 600 machines in the Northwestern Gulf Coast resort area, Upthegrove has whittled a respectable 30 per cent from his over-all operating costs in the past year, while collections have remained within 5 per cent of what they were before. Not only has he cut gas, oil, postage and equipment costs, but the total amount of time saved is enough to give Upthegrove one day off a week—"a luxury I could scarcely afford before."

With routes extending just under 200 miles to the east, and over 80 miles to the west, Upthegrove customarily serviced most of his locations once a week, the others every two weeks, vending ball gum, tab gum, mix, and charms. His frequent calls were necessary because all of his spots were fast-turnover locations, most of them along U. S. Highway 98, where heavy tourist traffic meant quick emptying of machine heads.

Too Many Locations

"The route got to the point where it was my master rather than my controlling it," Upthegrove grinned. "I nearly doubled locations in the space of a few years, and found that the bane of my existence was the location owner telephoning in that the machine was out of order."

Invariably, the call would come from a section of the route which I had just serviced a day or two before. This meant re-tracing my steps, letting the scheduled servicing go until I could get back, with the result that one service call could snarl up the entire servicing program for a week or more."

When he found that it was necessary to put in seven days a week and often as much as 10 hours a day to keep the route going smoothly, Upthegrove wisely backed off, and re-assessed the route in every direction. "It was pleasant, of course, to be breaking all records for collections, but there was no point in having no time to enjoy life with my family," he said. "Obviously, the route could not continue as it was without hiring another person, or cutting down its size."

Gave Up Stops

The Florida bulk vendor chose the latter choice, by regretfully lopping off some of his most remote stops, beginning with those showing the highest amount of vandalism, theft, or mechanical troubles. For example, six locations near a high school in Bay County, Florida, were dropped as the most frequent source of emergency service calls, and most often damaged by rowdiness or pure maliciousness. Upthegrove repeated this exorcizing of "trouble spots" over the route until he had cut off around 36 troublesome spots.

Thus, where fairly good stops were concerned, but still located at long distances from headquarters, Upthegrove simply gave them up.

In other cases, the Florida operator has made a

more active partner of location owners by leaving bags of fill, and teaching them how to load the machines when sudden runouts occur. Naturally, this has meant buying up a large amount of gum and charms but it gives the Florida operator freedom from emergency calls, which makes the system well worth while. Location owners, of course, must co-operate by loading machines where necessary. They sometimes grumble over the necessity, but usually go along with the eminently practical idea.

Larger Capacities

Next, seeing the load of emergency repair or service calls lighten a bit, the Florida operator took some more effective steps. One of these was to increase the capacity of ball gum machines in small-town locations, particularly where many children are concentrated, by changing nine-pound heads to 12 and even 14-pound heads. The latter makes it possible to add from 25 to 35 per cent more ball gum in the same machine simply by changing the head. Not only does this increase the capacity, but its unusual appearance is enough to attract attention from almost everyone trading in the stores concerned.

By installing the super-sized heads in more than 150 locations, Upthegrove almost completely eliminated the problem of the ball gum machines being empty on a four or six-machine stand when the others, vending charms, bridge mix, and novelties, were still full.

"The new heads were a considerable investment, but paid for themselves rapidly simply because there are no complete run-outs to contend with," Upthegrove pointed out.

Supply Centers

A still further step was the establishment of supply centers around the 300-mile route, spaced out at 30-mile intervals, with a complete assortment of vending machines and fill stored wherever the Florida operator could obtain free storage. On long-established good terms with all of the location owners, he has been able to find space to store all types of machine, wherever they are needed, without bringing the long haul from Pensacola to Tallahassee, for example, into the picture.

The idea here is simple, and involves only a long-distance telephone call to handle such emergencies as broken globes, stuck coin chutes, etc.

When an operator either calls or writes in that the machine is out of service, Upthegrove can telephone him and tell him exactly where a replacement machine ready to use can be picked up, and suggests, if the location owner doesn't have the time or equipment to pick it up himself, that he use a local transfer service, or even a taxi, to replace the machine.

The average cost of \$1.50 for such service, plus another \$1 for a telephone call, is infinitely preferable to a long additional drive, according to Upthegrove, and they often save as much as \$10 or \$15 plus valuable time needed on other sections of the route.

With methods such as these, Upthegrove has been able to reduce his costs substantially without sacrificing profits.

Scott Crosse Moves to New Quarters

PHILADELPHIA — The Scott Crosse Corporation is moving to new headquarters this week.

Abe Witsen, president of the Bally outlet in this area, said his firm would be doing business at its new building at 1732-42 Fairmount Ave. on Friday (15).

Scott Crosse is located on North Broad St., but not too close to the other distributors that make up coin row. By moving, the firm will be closer to the other members of the industry.

Witsen said the main reason for moving was to obtain more show room space. He said that Bally has some new games due to come out

"and we will need all the display space we can get."

He revealed that Scott Crosse was planning on entering the vending field and that more display space would be needed for this, too.

Witsen said that operators will be able to pull their trucks right into the new building which was formerly an automobile agency. He said six to nine trucks will be able to be loaded at once. There will also be plenty of parking space for customers.

Everything will be on one floor and Witsen expects this to make the exporting much easier. He

pointed out that it will not be necessary to take machines up and down an elevator. He said the trucks will back right into the packing room and loaded.

He said that his two sons, Bill and Harry, have also been assigned to the export department and that business in that end of the firm is starting to move. The two additions will speed up the filling of orders.

The parts department will also be expanded. All coin machine parts will be in stock as well as vending parts.

Witsen also announced that the Scott Crosse branch in Scranton, Pa., at 1101 Pittston Ave., has just undergone extensive alterations.

Sam Bushnell Joining Industrial Credit Firm

NEW YORK — Sam Bushnell, veteran coin machine finance executive, has joined the staff of the Industrial Equipment Credit Corporation. IECC is currently financing the purchase of vending machines and juke boxes.

Bushnell, who will head the coin machine program, has specialized in coin machine financing for nearly 20 years.

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JUKE BOX ROMEO-JULIET TALE RAISES ITALIAN IRE

VERONA, Italy—The Association of Italian Tourist Guides is protesting the use of juke boxes to tell the love story of Romeo and Juliet here at the scene of Shakespeare's play.

The guides are threatening a "march on Verona" from all corners of Italy unless the juke boxes are removed.

Some 100,000 tourists visit Verona every year to see Juliet's supposed tomb and to linger under Romeo and Juliet's famous balcony. In the past, the story of the immortal lovers was told in appropriately sonorous and moving tones by a legendary guide, Ettore Solimani.

Solimani had been a guide at Juliet's tomb for nearly 50 years, and he lived the legend. Over the years he became the most famous guide in all Italy.

But last year Solimani became 65, and, strongly against his wishes, he was pensioned off.

Instead of replacing him with another guide, Verona city authorities hastened to install four juke boxes at the site of the stone memorial, which by legend contains Juliet's tomb.

Now for 50 lire—about 8 cents—a tourist can take his choice of a record in English, German, French or Italian, telling the story of the lovers who lived and died in Verona, according to Shakespeare's story.

Most Veronese are supporting the tourist guides. In letters to the editor, Veronese are attacking the Juliet juke boxes as "cold and unromantic, an insult to Shakespeare."

But the city council is sticking to its juke boxes. City Councilman Luigi Palmestero retorted to the Juliet juke box foes, "Maybe Romeo and Juliet could live on love. But this city can't, and neither can any of you."

"Sentiment and romance are fine in their place, but the tourist business is just that—a business—for this city. We collect money from the juke boxes, and we save the wages of a guide. Better we couldn't have it."

"Some people complain that our Juliet juke boxes are cold and unromantic," Palmestero acknowledged. "Well, I say we can fix that—we will glamorize the juke box. We will put the mechanism in a statue of Juliet, if necessary, or even inside her tomb, if that will make it all seem more romantic."

"It's not the juke box that's cold and unromantic, it's merely our imagination."

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- 1 Wurl. 1900
- 1 Wurl. 2200
- 1 Wurl. 2400
- 2 Rock-Ola 1455
- 50 3WI Boxes

SHUFFLES

- 4 Atlas
- 1 Eagle
- 1 Cyclone
- 1 Handicap
- 1 Regulation
- 1 Speed
- 1 Off. Jumbo
- 1 G Game
- 2 Pro

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- 1 Side Show
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ARCADE

- 5 Batting Practice
- 3 Batter Up
- 2 Ten Strike
- 2 KO Champ
- 1 Motorama
- 2 Space Age
- 1 Target
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Hear Tax Talk

Continued from page 40

was passed and its interpretation by the Health Department. The bill provides for a \$5 annual license fee for each bulk vending operator's own commissary.

Quin said: "We got the best possible legislation we could have hoped for... A good bill very much in our favor. Not any one group put this over, it was an example of terrific team work. If we had to pay the \$5 license it would have been a confiscatory type of license and we would all be out of business."

Secretary-Treasurer Joseph Rades, Ridge Gum Company, Cleveland, reported on OVA membership.

The next meeting of the OVA will be held in conjunction with the 1962 convention of the NVA in Miami Beach, March 15-18. During the meeting, a committee will be formed to draw up a slate

of nominees for election of officers at the quarterly meeting of the OVA to be held in June 1962, in Columbus.

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Bally Marksman Gun (New)... \$495.00
Bally Challenger Bowler, 11' & 14'... 545.00
Bally Monarch Bowler, 8 1/2'... 395.00
Bally Speed Bowler, 8 1/2'... 225.00
Bally Trophy Bowler, 11'... 245.00
Chi Coin Blinker Bowler, 8'... 145.00
Chi Coin TV Bowling League, 16' with roll-overs... 195.00
Chi Coin Classic Bowlers, 16'... 195.00
United Lightning Bowler, 8'... 95.00
United Super Bonus Bowler, 8'... 145.00

5 BALLS

Gottlieb Texan (4pl)... \$335.00
Gottlieb Showboat... 295.00
Gottlieb Spot-a-Card... 265.00
Gottlieb Duet (2pl)... 95.00
Gottlieb Miss Annabelle... 195.00
Gottlieb Sunshine... 165.00
Williams Perky... 65.00
Williams 4-Star... 65.00
Williams Gusher... 95.00

MUSIC

Wurlitzer 1650 AF... \$125.00
Wurlitzer 1700... 175.00
Wurlitzer 1800... 225.00
Wurlitzer 2000 with speed read program... 265.00
Wurlitzer 2100... 295.00
Rock-Ola 1448... 245.00
Rock-Ola 1454... 345.00
Rock-Ola 1455... 325.00
Rock-Ola 1458... 395.00
Rock-Ola 1468 with 1478 conversion... 495.00
AMI E-80... 145.00
AMI E-120... 145.00

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Say You Saw It in
Billboard Music Week



NATIONAL AUTOMATIC MERCHANDISE ASSOCIATION, Western Conference, got under way at the Ambassador Hotel in Los Angeles Friday (1) with Mrs. Bill Dennin, center, cutting the ribbon, with the assistance of Charles Mananian, general chairman, at her right. Others are, left to right, Thomas B. Hungerford, NAMA executive director; Mrs. Grace Hungerford; Mananian, Mrs. Dennin, Arch Riddell, and Sidney S. Kallick, Western manager and counsel and conference director.

Western Vending Operators Hold Second Annual Meeting

LOS ANGELES — A record number of vending machine operators attended the second annual National Automatic Merchandising Association Western Conference held in the Ambassador Hotel here for three days ending Sunday (3).

The meeting was themed "Western Vending — Field of the Future." The morning period of the opening day on Friday (1) was devoted to the registering of approximately 3,000 operators and associates. The exhibit hall opened with Mrs. William Dennin cutting the ribbon at noon. She was assisted by Charles Mananian, general chairman of the conference.

The evening program was devoted to a panel discussion of "Can You Make a Profit in Feeding?" On the panel were Herb Hyman, Automatic Food Sales Company, moderator; Harry Robb, Davidson Bros.; Frank Start, Interstate Vending; Donald Richardson, Richardson Vending Service, and Ivan (Pang) Wheaton, W & W Vendors.

David E. Hartley, NAMA public health counsel, moderated a second panel on sandwich preparation with Una Wood, nutritionist, American Institute of Baking, as demonstrator.

Saturday's program opened with a complimentary "Continental" breakfast sponsored by Continental Coffee Company and Mrs. Sherman's Do-Nut Kitchen, Inc. At the general conference session, Thomas B. Hungerford, NAMA executive director, spoke on "The Hottest Stock on the Market," and Sidney Kallick, NAMA Western manager and counsel on "The Danger From Legislative Fallout." Walter Preed, NAMA public relations director, and Hartley were heard on "Boom or Bust in Coffee Vending."

Franklin R. Johnson, dean of instruction and curriculum, Los Angeles Trade Technical College, outlined plans for the first trade-tech college course in vending. The morning session was closed with Melvin Price, Illinois congressman, making the keynote address. He is chairman of the Joint Congressional Sub - Committee on Atomic Research and Development.

A cigaret operators' clinic with

Edward Stanton Sr., as moderator, was held with panelists Bernard Gootkin, 20th Century Cigaret Vendors; Eino Kiander, Coos Bay Automatic Merchandising Company, Stanley W. Singer, National Cigaret Service; Harry Snodgrass, Albuquerque, and Jack Wojcik, Automatic Vending Company.

Concurrent with this clinic, coffee operation was discussed in another session with Claude Witbeck, Witbeck Vending Service, as moderator. Panelists were Robert Natoli, Automatic Canteen; Thomas Schultz, Interstate Vending; Darney C. Thompson, Kitsap Vending, and David Hartley.

The exhibits were open from 2 to 5 p.m. on Sunday. A membership services consultation was held at the NAMA booth. Following a cocktail party from 6 to 7 p.m., the conference banquet was held in the Coconut Grove, with Nat King Cole the headliner, and dancing to Dick Stable and his orchestra.

ABP

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REDD DISTRIBUTING COMPANY, INC.
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Algonquin 4-4040

Views Coin Trade of Past & Present

• Continued from page 43

ers with rifle or fishing rod, on extended trips of this nature. Although he has been married for more than 40 years, Kollman had no children to complicate his hunting and fishing life, which he admits is "just as important to me as route operation."

The Dallas pioneer, incidentally, owns several bird dogs, and cheerfully walks hunting expeditions of 11 miles out and 11 miles back, at 68 years of age.

Loan Situation

Like most of today's operators, Kollman isn't happy with the way the coin machine field has developed. He is particularly aggravated with the loan situation. Kollman said: "In some form or another, the loans which are required to keep a good location will run anywhere from \$800 to

\$2,000, and nearly twice that where premium spots are concerned. Paying \$1,350 for a juke box, \$100 for speakers, \$125 for wall boxes, and then setting the location owner up to a huge loan as well, makes the profit situation discouraging."

Completely healthy, active every day with routes, and the sort of man to whom young operators bring their problems, Kollman spends much of his time at Walbox Distributing Company, Bally distributor in Dallas, where owner Fred Barber, likewise in the field for more than 40 years, is an old crony.

Kollman is proud of the fact that many of his original locations are still operating under the Kollman banner, and that he has had as many as 15 machines in a single stop, each replacing the other as new developments came along.

Memphis Ops Request Added Police Protection for Month of December

MEMPHIS—Coin machine operators took measures last week to curtail coin machine burglaries which every year at this time take a big upward spurt with thieves seeking Christmas money.

Drew Canale, chairman of the Memphis Music Association's anti-burglary committee, said he had alerted Detective Chief Charles Young to the problem and asked additional police patrol during the rest of the month.

"There are sometimes as many coin machine burglaries in December as in any other six-month period," said Canale, who two years

ago made a comprehensive study of the problem and got concentrated police help to reduce burglaries.

Canale said Memphis operators are also doing this, which other operators about the country may find helpful in thwarting burglars:

"During this period, we make two collections during a week instead of one. One collection will be on Friday or Saturday. The reason is that most burglaries are on the weekend, and burglars won't get so much money."

The other collections will be earlier in the week, he said. Canale said operators get heavy business during December and justifies the additional help required for the extra collection each week.

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Standard Corp. Buys Linde Co.

NEW YORK—Standard Financial Corporation, a diversified commercial financing and factoring firm which handles coin machine paper, has bought the Linde Factors Corporation for an undisclosed amount of cash. Linde has an annual volume of accounts financed of about \$15,000,000.

Herman Linde, founder and president of the firm, and Charles Mahler, treasurer, join Standard Financial as vice-presidents.

SFC currently has a volume of accounts in excess of \$350,000,000, and assets of \$125,000,000. Earnings for the nine months ended September 30 increased 38 per cent over the same period last year — from \$900,283 to \$1,245,000.



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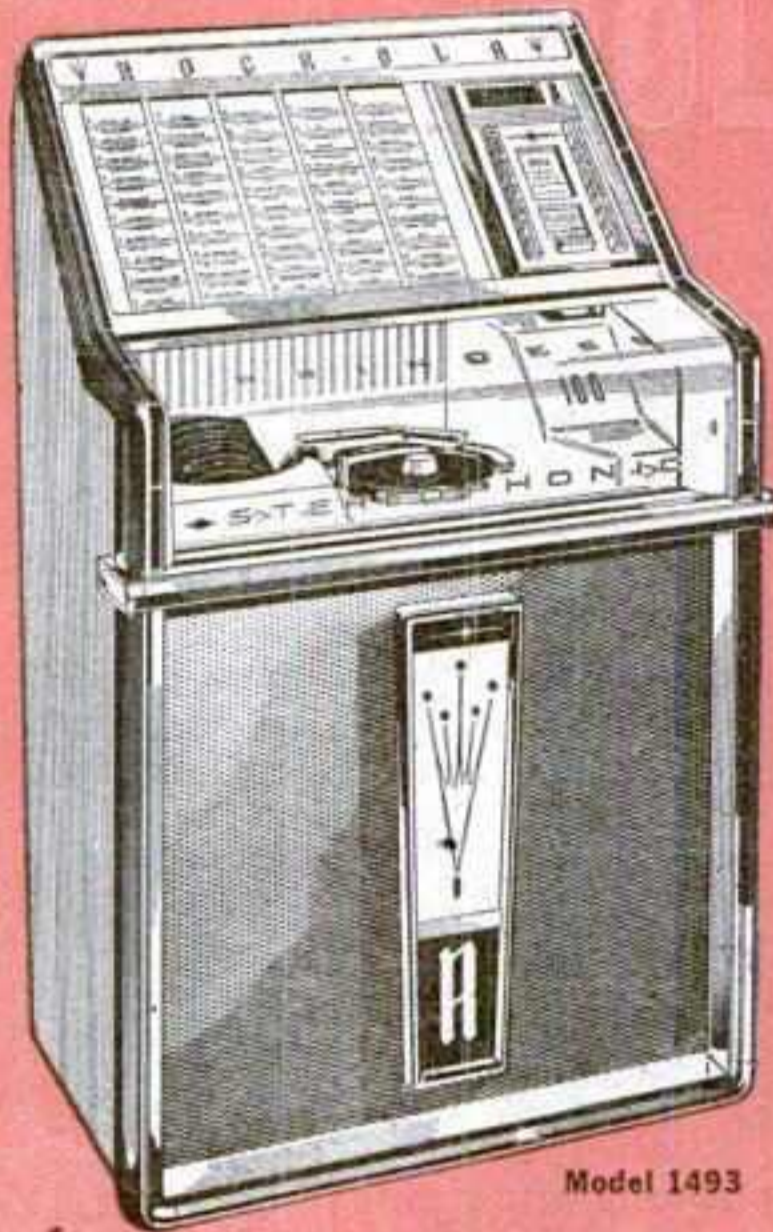
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BILLBOARD MUSIC WEEK

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

- AMI
D-40 (40), 1951
D-80 (80), 1951
E-40 (40), 1953
E-80 (80), 1953
E-120 (120), 1953
F-40 (40), 1954
F-80 (80), 1954
F-120 (120), 1954
G-40 (40), 1955
G-80 (80), 1955
G-120 (120), 1955
G-120-1 (120), 1956
G-200 (200), 1956
G-200-1 (200), 1956
G-200-2 (200), 1956
G-200-3 (200), 1956
G-200-4 (200), 1956
G-220-5 (200), 1956
H-200 (200), 1956
H-120 (120), 1956
H-100 (100), 1956
H-200M (100), 1957
I-200 (200), 1957
I-120 (120), 1957
I-100 (100), 1957
I-200M (200), 1958
J-200 (200), 1958
J-120 (120), 1958
J-100M (100), 1958
J-200M (200), 1959
J-120 (120), 1959
J-100 (100), 1959
J-200 (200), 1959
Current
Continental 2-200 Stereo
Continental 2-200 Mono
Continental 2-100 Mono
ROCK-OLA
1436 (120), 1953
1438 (120), 1954
1442 (50), 1955
1446 (120), 1955
1448 (120), 1956
1450 (120), 1957
1452 (50), 1956
1454 (120), 1957
1455D (200), 1957
1455S (200), 1957
1458 (120), 1958
1462 (50), 1958
1465 (200), 1958
1468 (120), 1959
1468 Stereo (120), 1959
1475 (200), 1959
1475 Stereo (200), 1959
Current
1488 (120)
1493 (Princess)
1494
1495 (200)
SEEBURG
M100B (100), 1950
M100C (100), 1952
100W (100), 1953

- Congress Bowler 7-55
Deluxe Club Bowler 3-59
Jumbo Bowler 9-55
King-Pin Bowler 9-55
Lucky Alley 8-58
Lucky Shuffle 9-58
Monarch 11-59
Official Jumbo 3-60
Pan American 6-59
Speed Bowler 11-58
Star Shuffle 9-58
Strike-Bowler 11-57
Super Bowler 1-58
Trophy 4-58
Current
Bally Bowler
CHICAGO COIN
All Star Team Bowler 11-55
Blinker 8-55
Bonus Score 5-55
Bowl Master 7-59
Bowling Team 10-55
Bull's-Eye Bowler 7-55
Championship 11-56
Rowling League 7-57
Criss Cross Target 1-55
Double Feature 12-58
Hollywood 4-55
King Bowler 3-59
Lucky Strike 1-58
Miami Shuffle 10-58
Monte Carlo 1-59
Player's Choice 9-58
Princess Bowler (3/61)
Rebound Shuffle 11-58
Red Pin 3-59
Rocket Ball 2-59
Rocket Shuffle 2-58
Rocket Shuffle Two-Player 4-58
Score-A-Line 9-55
Shuffle Explorer 6-58
Skee Roll 1-57
Star Rocket 5-59
Tournament Ski Bowl 12-56
Triple Strike 1-55
TV Bowling League 11-57
Twin Bowler 10-58
Continental Bowler
Red Dot
Triple Gold Pin
UNITED
Advance 6-59
Atlas Shuffle Alley 9-58
Bonus Bowling Alley 3-58
Bowling Alley 11-56
Build-Up 5-56
Capitol Shuffle Alley 6-55
Clipper 4-55
Cyclone 10-58
Deluxe Bowling Alley 7-57
Deluxe Flash 6-59

- Deluxe Shooting Star 6-58
Dual Shuffle 1-59
Eagle Shuffle Alley 5-58
Flash 6-59
4-Way 11-59
Frolics Bowling Alley (6/61)
Handicap 9-56
Handicap 11-59
Hi-Score 6-57
Jumbo Bowling Alley 8-57
Jupiter Shuffle Alley 9-58
League Alley 8-59
Lightning 2-55
Midget Bowling Alley 3-58
Niagara 11-58
Pixie Bowler 7-58
Playtime 6-58
Regulation 11-55
Royal Bowling Alley 12-57
Select Play 6-56
Shooting Star 4-58
Shuffle Playmate 2-59
Simplex 4-59
Six Star 11-57
Super Bonus 9-55
Team Bowling Alley 4-57
Team-Mate 12-59
3-Way 8-59
Top Notch 11-55
Venus 4-55
Viking Shuffle Alley (6/61)
Zenith 5-59
Current
Playboy Shuffle Alley
7-Star Bowling Alley
Stardust Shuffle Alley
Bowlaroma DeLuxe
PINBALLS
BALLY
Ballerine 6-59
Balls-A-Poppin 10-56
Bally U.S.A. 7-58
Beach Beauty 11-55
Beach Time 9-58
Big Show 9-56
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Imperial VI
Imperial VII
B-6
B-7
IRVING KAYE
DeLuxe Eldorado
DeLuxe Klub Pool
Mark I, II, III, IV
Satellite
VALLEY
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Bumper Pool
6-Pocket Pool
Standard 75
DeLuxe 75
DeLuxe 90
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Star Rocket (5/59)
GAMES, INC.
Double Shot (4/58)
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Super Hunter (6/57)
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Tim Buc Too
Trail Blazer
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KEENEY
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COMING SOON



Spotlighting

RECORD LABELS

-and Their Top Records Around the World

MUSIC PUBLISHERS

... and Their Song Hits Around the World

RECORDING ARTISTS

and Their Record Winners Around the World

JUKE BOXES

-Products and Prospects Around the World

INCLUDING THE INTERNATIONAL JUKE BOX SCENE IN 1961 AND A FORECAST FOR 1962: Top developments in the juke box field during 1961 will be recapitulated and analyzed for their significance. The likely trends, in the U. S. and abroad for 1962 will be forecast. Current juke box models of all manufacturers will be pictured and described.

Total estimated world-wide distribution, 26,175 copies. This is comprised of 21,175 regular every-week readers of Billboard Music Week (more than twice as many as the next publication in the field), plus approximately 5,000 promotional copies.

POLICE MISS VENDER THEFT AT CITY'S JAIL

SAN ANTONIO — Police figured it was an inside job. The crime: Theft of an unknown amount of cigars and change from a vending machine six feet from the property desk on the third floor of the city jail. Milton Carle of the Citywide Vendors Company, discovered the theft while making his routine collection rounds. The thief would have had to carry his loot down the jail elevator and past the booking sergeant's desk on the first floor. In fact, the booking sergeant would have had to press a button to allow the thief to open the door to leave the jail. Burglary detectives were investigating.

War of Words

Continued from page 8

policy could not be discussed with dealers and that there appeared to be no information to support rumors in the trade of a Victor price cut.

Meanwhile, Goody received a similar letter from Capitol president, Glenn Wallich, who stressed the point that competitive factors would have to be the basis of the company's pricing policy. Columbia President Goddard Lieberman was also in Europe and no other Columbia official undertook to answer the Goody letter until Lieberman's return. A spokesman said there would be no statement at this time.

On another front, the local ARD group also wrote letters to Columbia vice-president, Bill Gallagher, and Capitol Records Distributing Corporation vice-president, Stanley Gortikov. In these letters, Gensler,

pointing to rumors of a possible Victor price move, asked, "In the event that they do (drop the price) what are your plans? We wish to go on record that if you contemplate a drop in price also, that you start to formulate realistic plans for protecting the record dealer."

Meanwhile, in a different sector, ARD concluded its letter writing activity for the week with plans for a letter to personal managers of a number of record artists, deploring the practice of tying disk premium offers in with sales of dogfood, tires, cigars and gasoline. It was planning to raise the point that record dealers do not engage in the sale of such products to sell records.



WILLIAMS began shipments on its new Space Ship pinball game last week. Game features four targets and eight rollover lanes, each of which advance rocket lights. Lighting four rockets lights center targets for specials.

EUROPEAN NEWS BRIEFS

Socodimex Promoting 33 Singles

PARIS—Socodimex is giving West Europe's first major promotion to the 33 single through the Seeburg phonograph. Heretofore, European juke box distributors have been almost unanimous in ignoring the 33 single, which was regarded as too visionary for the Continental trade. Socodimex offers the Seeburg box in 100 and 160 selections, stereo, and the mechanism for mixed play of 33 and 45 singles.

Chi Cool to Yule

Continued from page 6

Him," Bobby Vee; "The Lion Sleeps Tonight," Tokens. Dealers are also getting good action on "Little Altar Boy," Vic Dana; "Small Sad Sam," Phil Mc-

Lean, and "Walkin' Back to Happiness," Helen Shapiro.

"Santa Claus and the Touchables" with Dickie Goodman is about the closest thing to a new Christmas tune that is doing well. It broke here a couple of weeks ago and is getting good store action.

BUY WITH CONFIDENCE

<p>SPECIALS</p> <p>Mills Panorams\$395</p> <p>Capital Panorams 325</p> <p>Auto Foto Model #9 .. 925</p> <p>Auto Foto Model #11..1,895</p> <p>Auto Foto Model #14..2,495</p> <p>VENDORS</p> <p>Stoner 4-Sel. Pastry ...\$150</p> <p>Vendo 210 Milk..... 425</p> <p>Vendo 210 Ice Cream.. 425</p> <p>Avenco Coffee & Choc. 195</p>	<p>ARCAD E QUIPMENT</p> <p>Bally All Stars\$125</p> <p>C.C. 4-Player Derby ... 125</p> <p>Goalee 110</p> <p>C.C. Twin Hockey 195</p> <p>Champion Baseball ... 125</p> <p>Hi Fly Baseball 125</p> <p>Quarterback 125</p> <p>Moterama 175</p> <p>Space Age 195</p> <p>Grandma Horoscope ... 195</p> <p>Kesney League Leader. 125</p> <p>Lord's Prayer 150</p> <p>Mercury Floor Grip 85</p> <p>Wms. Crane 110</p> <p>Wms. Peppy 195</p> <p>Saf Shot Basketball ... 195</p> <p>Stand Metal Types 225</p> <p>Evans Hole in One 125</p> <p>Midway Red Ball 175</p> <p>Sidewalk Engineer 125</p> <p>Waiting 200 Scale 95</p> <p>Evans Bat & Score 125</p> <p>Silver Gloves 150</p>
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CIGARETTE

Mercury, 9 col.\$110

Mercury, 11 col. 125

Eastern, 22 col. 150

National, 9 col. 95

National 9M 125

DuGrenier, 11 col. 125

CANDY

DuGrenier, 8 col.\$145

DuGrenier, 8 col. 195

deluxe 195

Northwestern, 16 col. . 195

Stoner, 8 col. 185

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A.M.I. F-120	245
A.M.I. H-120	395
A.M.I. I-200	525
A.M.I. J-200	575
ROCK-OLA 1446	175
ROCK-OLA 1468	595
SEEBURG 100R	375
SEEBURG 100W	275
WURLITZER 1800	265
WURLITZER 2200	425
WURLITZER 2150	325
UNITED UP-100	325

VENDING

APCO 6-Flavor Ice\$995

ROWE L-1000, 4-Flavor 595

SEEBURG E-1 CIGARETTE 195

SEEBURG E-2 CIGARETTE 225

EASTERN CIGARETTE, 12-COL. 85

WITTENBERG REF., 24 SEL..... 675

STONER D-500 COFFEE 295

CONTINENTAL COBSAIR "30" 195

1/2 Deposit, Balance Sight Draft

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FACTS ABOUT THE 33 $\frac{1}{3}$ ALBUM SINGLE

- 1 Forty record manufacturers are releasing 33 $\frac{1}{3}$ stereo 7" singles from best-selling albums.
- 2 In dollar volume, 33 $\frac{1}{3}$ album records outsell singles 7 to 1.
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*Town and Country, Elizabethton, Tenn.

THE SEEBURG SALES CORPORATION
CHICAGO 22

SEEBURG

the ARTIST OF THE WEEK

PHONOGRAPH THAT'S PERSONALIZED FOR YOUR LOCATIONS

WEEK OF DECEMBER 4—

SEASON'S GREETINGS FROM
PERRY COMO (RCA Victor)

GLENN MILLER TIME
RAY MCKINLEY (RCA Victor)

WEEK OF DECEMBER 11—

HILLBILLY HEAVEN
TEX RITTER (Capitol)

ARETHA
ARETHA FRANKLIN (Columbia)

**A
RISING
NEW
HIT
BY
PETER
NERO!**



**A
RISING
NEW
HIT
BY
PETER
NERO!**



**RISING
NEW
HIT
BY
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**NEW
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