

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS



### ★ NATIONAL BREAKOUTS

**MONO LP's**  
**MURRAY THE "K'S" BLASTS FROM THE PAST**, Various Artists, Chess  
**TIME FURTHER OUT**, Dave Brubeck Quartet, Columbia

**STEREO LP's**  
**CHRISTMAS MUSIC**, Mantovani, London

### ★ NEW ACTION LP's

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

#### MONOPHONIC

- TWIST**, Ventures, Dolton
- MOON RIVER**, Lawrence Welk, Dot
- TAKE GOOD CARE OF MY BABY**, Bobby Vee, Liberty
- AND NOW ABOUT MR. AVALON**, Frankie Avalon, Chancellor
- FERRANTE AND TEICHER LOVE THEMES**, United Artists
- SOUND 35/MM.**, Enoch Light and the Light Brigade, Command
- BRISTOL STOMP**, Dovells, Parkway
- CLAP HANDS, HERE COMES CHARLIE**, Ella Fitzgerald, Verve
- SAD MOVIES**, Lennon Sisters, Dot
- ORGAN AND CHIMES**, Robert Rheims, Rheims

- SING WE NOW OF CHRISTMAS**, Harry Simeone Chorale, 20th Fox
- BIG BAND PERCUSSION**, Ted Heath Ork, London
- PHYLLIS DILLER LAUGHS**, Verve
- DRUMSVILLE**, Earl Paler, Liberty
- SILENT NIGHT**, Lawrence Welk, Dot

#### STEREOPHONIC

- EXOTIC PERCUSSION**, Stanley Black and Ork, London
- CHRISTMAS TIME**, Roger Williams, Kapp
- ORGAN AND CHIMES**, Robert Rheims, Rheims
- FLOWER DRUM SONG**, Sound Track, Decca
- A TOUCH OF ELEGANCE**, Andre Previn, Columbia

### ★ 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.

- LET ME IN . . .** Sensations, Argo 5405 (Arc-Kae Williams, BMI) (Atlanta, Philadelphia)
- AND THEN CAME LOVE . . .** Ed Townsend, Challenge 9129 (Duchess, BMI) (Los Angeles)
- CLOSE YOUR EYES . . .** The Skyliners, Colpix 613 (Tideland, BMI) (Pittsburgh)
- JINGLE BELL ROCK . . .** Chet Atkins, RCA Victor 7971 (Cornell, ASCAP) (Minneapolis-St. Paul, Baltimore)
- BYE BYE BABY . . .** Bob Conrad, Warner Bros. 5241 (Sherman-DeVoson, BMI) (Los Angeles)
- LITTLE BITTY DAVE . . .** Ed Townsend, Challenge 9129 (Four Star, BMI) (Minneapolis-St. Paul)
- LONESOME ROAD . . .** Don Shirley, Cadence 1408 (Mayfair, ASCAP) (Milwaukee)
- THE WALTZ YOU SAVED FOR ME . . .** Ferlin Husky, Capitol 4650 (Feist, ASCAP) (Milwaukee)
- HE'S OLD ENOUGH TO KNOW BETTER . . .** The Crickets, Liberty 55392 (Cricket, BMI) (Milwaukee)
- TWISTIN' BELLS . . .** Santo and Johnny, Canadian-American 132 (Trinity-Climax, BMI) (Milwaukee)

## Fewer Big Breakout Sides As Mfrs. Key to Xmas Wax



The size of the "Who's Who in the World of Music" section of this issue has necessitated a reduction in the size of the regular news section. All standard features and departments will resume publication next week.

### N. Y. BUSINESS IS STILL HOT

NEW YORK — Business continued very strong in the New York area last week with singles and albums continuing to sell at a merry holiday clip. There were no new single breakouts but there was solid action on a number of records. These included the Shirelles' "Baby It's You," which jumped way up on the charts; Sue Thompson's "Norman" and Bobby Darin's "Irresistible You" also moving up on the "Hot 100," and both the Roger Williams and the Johnny Mathis chart versions of "Maria."

Many Christmas records continued to grab strong sales, especially sides by the Chipmunks, Bing Crosby, Bobby Helms, Bobby Rydell and Chubby Checker, and Harry Simeone's Chorale.

NEW YORK — Only 10 new singles broke open across the country this week as dealers, distributors and manufacturers concentrated on selling Christmas disks to eager consumers. And consumers were eager. They were buying singles and albums at a healthy rate, with expectations high that this December would turn out to be one of the best in years.

Christmas records, of course, were big sellers, both new 1961 product and the hardy perennials of other years. The Twist con-

tinued its strong sales pace across the nation with albums by Chubby Checker, Joey Dee, Ray Charles and the Ventures moving up and up. Demand for hot albums and singles was so strong that many distributors ran short of wanted merchandise, making dealers most unhappy. Many presses worked around the clock to supply the demand the past week. The two-week semi-hiatus of new releases is expected to end next week when manufacturers bring forth their strong single and album product for January.

## Jazz, Christmas Sets Swing LP Sales

NEW YORK — Holiday album sales were at a near peak last week, with 10 more packages—five featuring seasonal music—moving on to BMW's best selling monaural LP chart for the first time.

Three Christmas music packages are featured on the monaural "New Action LP's" list this week, and two more yule items (Fred Waring's "The Meaning of Christmas" on Capitol and "The Sound of Christmas" by Ramsey Lewis on Argo) are showing action although not yet on the "New Action" chart. In all there are 12 Christmas-theme albums on the best selling monaural LP chart this week.

#### Jazz Hot, Too

The best selling monaural chart this week also spotlights the growing acceptance of jazz artists by pop record buyers. More than 15 albums on the chart are jazz

or-jazz-flavored packages. At the same time, Earl Palmer's "Drumsville" on Liberty is listed as monaural "New Action LP." Other jazz packages showing some action, but not yet in the "New Action" category, are "Steamin' With Miles Davis" on Prestige, and the aforementioned Ramsey Lewis album.

Jazz artists currently on the monaural pop album chart include Dave Brubeck, the Dukes of Dixieland, Stan Kenton, Miles Davis, and Eddie Harris. Other jazz-styled performers currently on the chart, and by now established pop names, are Ella Fitzgerald, Erroll Garner and George Shearing.

The Twist continues to make sales gains in the monaural album field. Twist LP's by Chubby Checker, Joey Dee and Ray Charles all moved up this week.

## 'Let Me In' Battles Yule Sales Wave Disks in Philly Market Rolls Over Wash'gton

PHILADELPHIA — Though much of the singles activity going on here last week had to do with holiday fare, one new breakout cropped up with the Sensations' "Let Me In." The r.&b.-oriented side got good reports from all stores checked.

Another new disk building some steam was "Lost Penny," by Brook Benton, a side which first developed its impetus from airplay from Benton's current album "I Believe." Bob Beckham's "Just Friends" was also reported by several dealers, as was "I Need Someone," by the Belmonts.

Except for previously listed hot sides here, the bulk of the new business was being done in Christmas singles. Leading the pack were "Jingle Bell Rock," by Bobby Rydell and Chubby Checker and "Little Drummer Boy," by the Harry Simeone Chorale, with "Please Come Home for Christmas," by Charles Brown (a breakout last week) and Bing Crosby's "White Christmas" following close behind.

#### No Love Lost

Meanwhile, dealers continued to complain that distributors do

WASHINGTON—Nothing broke out here last week but a great, big wave of holiday buying. Selling strongest among newer chart climbers were "Lost Someone," by James Brown on King; "Do-Re-Mi," by Lee Dorsey; "Baby, It's You," by the Shirelles, and "A Certain Girl," by Ernie K. Doe, which has been an area favorite for well over a month here.

Retailers here, as in Baltimore

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SELL-ebrate the NEW YEAR with


Decca • Coral • Brunswick

See Pages 11-12-13

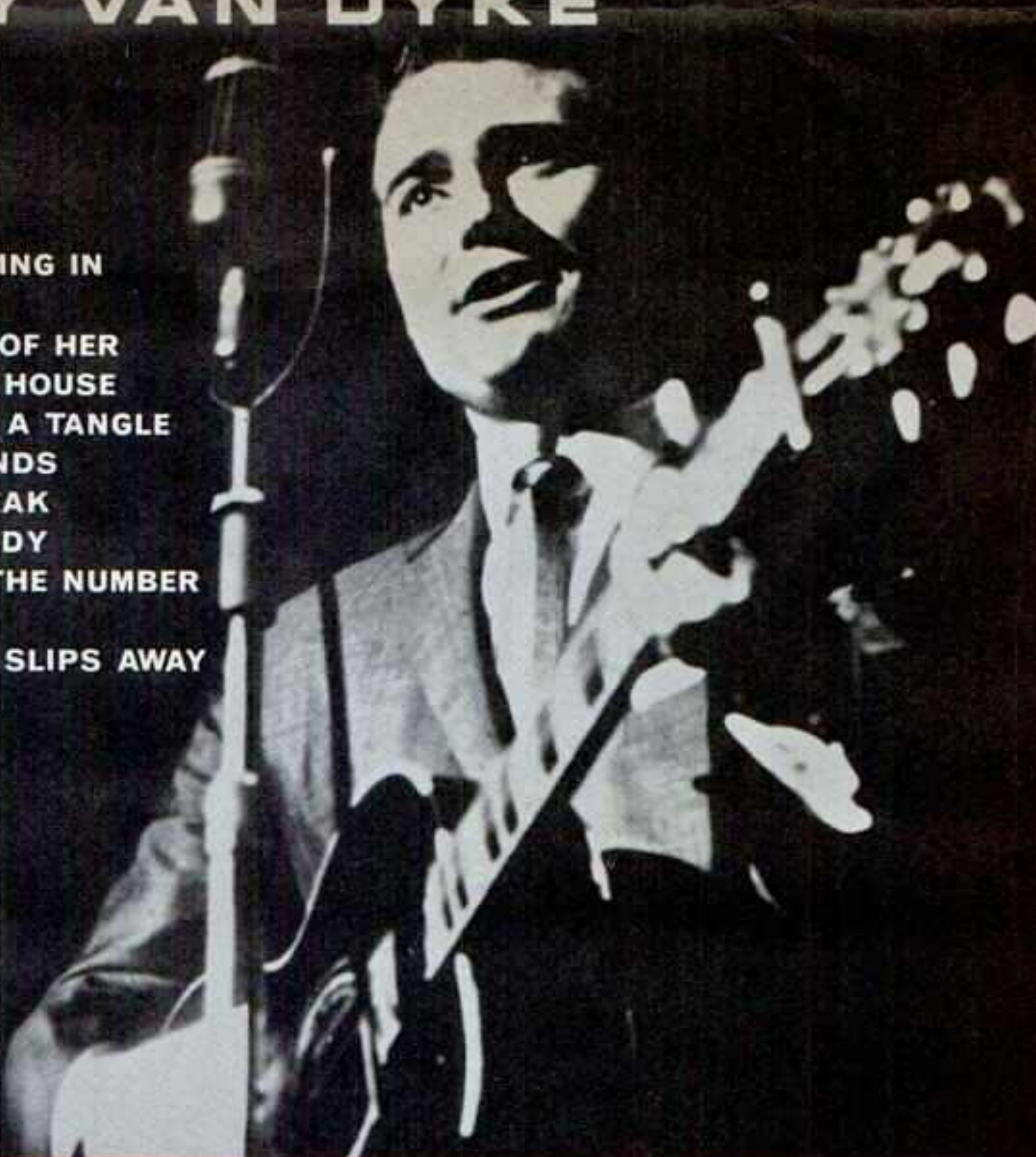




**FROM A TOP SELLING SINGLE  
HEAR NOW...A HIT POP ALBUM**

 **WALK ON BY**  
**LEROY VAN DYKE**

WALK ON BY  
MY WORLD IS CAVING IN  
THE IMAGE OF ME  
TAKE GOOD CARE OF HER  
BIG MAN IN A BIG HOUSE  
THREE HEARTS IN A TANGLE  
HANDFUL OF FRIENDS  
SEA OF HEARTBREAK  
I MISS YOU ALREADY  
HEARTACHES BY THE NUMBER  
BIG SHOES  
FUNNY HOW TIME SLIPS AWAY



stereo SR 60682  
monaural MG 20682







# "THE NATION'S BEST SELLING RECORDS!"

## BEST SELLING SINGLES

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

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

## BEST SELLING ALBUMS

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

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

## ALL TIME HIT SINGLES

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

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

## BEST SELLING EP's

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

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

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This One



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## Columbia and Victor Firms Place Most Records in the BMW Charmed Top 50

### Third Year for Victor Singles

By BOB ROLONTZ

NEW YORK — For the third year in a row RCA Victor placed more single records in the Top 50 of Billboard Music Week's "Hot 100" than any other label. Victor ended up 1961 with 20 releases in the Top 50. Liberty Records was second with 15. Imperial, Decca and Mercury, all tied for third place, with 12 each.

Victor led all labels in 1960 with 23 disks in the Top 50 of the "Hot 100," and also in 1959 with 18 singles.

In 1961, as in previous years, the trend of more labels and more records making the Top 50 continued. In 1961 a total of 112 labels had

352 records in the Top 50. In 1960 there were 91 labels with 297 different disks in the Top 50 of the "Hot 100." In 1959 88 labels made it with 277 records; in 1958 72 labels made it with 283 disks; in 1957 only 47 labels hit the Top 50 of the "Hot 100."

#### Order of Finish

Following the big five, Victor, Liberty, Imperial, Decca and Mercury, the other labels finished in this order: United Artists and ABC-Paramount with nine each; Atlantic, Vee Jay, Atco and Capitol had eight; MGM, Scepter, King and Columbia, seven apiece; Canadian-American, Parkway, Warwick, Argo and Cadence, six each.

Monument, Cameo, Dot and Coed each had five disks in the Top 50 of the "Hot 100"; Brunswick, Dolton, Hi, Wand, Musicor, Laurie, Big Top and LeGrande

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### Columbia Leads Albums for '61

NEW YORK — Columbia Records continued its hot album streak in 1961 with the most new albums on Billboard Music Week's monaural and stereo album charts. Columbia placed 33 albums on the mono chart this year, and 22 albums on the stereo chart. Runner-up was Victor, finishing the year with 29 albums on the mono chart and 20 on the stereo listings. Victor made it a closer race than last year, when Columbia had double the number of albums on the stereo chart than the Victor label.

On the monaural charts, Capitol finished in third place with 16 albums on the lists for 1960. Dot

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## German Op Cutting 'GEMA-Free' Disks

By OMER ANDERSON

FRANKFURT — The Music Operators of America will be invited to participate in the production and distribution of royalty-free phonograph records, a project of German phonograph operators. Automatenverband Rheinland-Pfalz has begun production and distribution of the so-called "GEMA-free" disks. Some five titles are now being distributed, and an entire production program is in the planning stage.

The Rhineland-Palatinate juke box operators association is inviting American participation in the disk project, it is learned, as a form of "insurance" against pending royalty demands.

"If we had produced our own records years ago, we wouldn't be in such a bad situation today," an operator official said. "It is crystal clear to all of us that only by developing our own music will we ever have a protection against exorbitant royalty demands."

Karl Klingler, chairman of the Rhineland-Palatinate operators' association, confirmed that his group is pressing production of royalty-free platters.

"Juke box operation has been burdened so excessively by high taxation and unreasonably high GEMA royalty fees to the point where the solvency of the trade is gravely endangered," Klingler said.

"The problem of GEMA royalties is being studied by our membership. Since GEMA refuses to moderate its demands, we have been forced to enter into the production of "GEMA-free" phonograph records."

Klingler said royalty-free record production had the overwhelming support of association members, who regarded it as the only avenue of escape from the mounting burden of operating expense.

The operator association official emphasized, however, that the royalty-free phonograph record production project is being undertaken independently of ZOA, the Central Association of German Coin Machine Operators, or his own organization. "It is a purely private undertaking," Klingler said, "but one being conducted by operators and for operators."

Klingler said GEMA's refusal to reduce their royalty hike demands "made me decide to take this matter into my own hands and, independent of ZOA and my own association, to create an organization for the production and distribution of royalty-free records."

However, it is an open secret in German trade circles that Klingler is not the lone wolf portrayed, and that he in fact enjoys powerful backing from operators and other trade pillars disgusted with the marathon royalty negotiations.

GEMA is embattled with not only juke box operators but also record producers and tape recorder manufacturers. Wide segments of the trade would welcome a lever for use against GEMA such as is promised by Klingler's project.

Moreover, there is great confidence among Klingler's supporters that American participation in the royalty-free disk production project can be obtained.

"The American trade is smart enough to know that the U. S. Congress will soon write a new copyright law, and that this law inevitably will remove present U. S. juke box exemption from royalty payment," a German trade source and Klingler backer said.

"It is obvious that the copyright societies, in the U. S. as well as in West Germany, will be forced to reduce their demands if they have competition in the form of royalty-free records.

"Obviously, whatever moneymen American interests put into our project will return them rich dividends when they have to negotiate with ASCAP."

Arguments against the "GEMA-free" undertaking are:  
1. Operators will save little or nothing, since they will have to pay the standard juke box royalty license whether they play only one GEMA disk in their boxes or all GEMA disks.

2. The attempt to circumvent GEMA will reduce the quality of juke box music and, perforce, damage the juke box business.

3. It is unfair to composers and authors and places the operators in a "scab" category.

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## EMI's World Disk Sales Show 2-Year 8% Growth

By DON WEDGE

LONDON — World-wide disk sales of the Electrical and Musical Industries Group had risen 8 per cent in the last two financial years. This was stated by the firm's chairman, Sir Joseph Lockwood, in his review presented to stockholders

for the annual general meeting here December 7.

Sales of all products (of which about two-fifths are understood to be made up of disks) in the financial year ending June 30, reached \$231 million, less than half being in Britain. About 43 per cent of the business was in the United Kingdom,

16 per cent in the rest of Europe, 27 per cent in the Western Hemisphere, while the remainder of the world accounted for about 13 per cent.

The total sale was easily the highest in the firm's history, being about 20 per cent more than the previous year, but it included the Morphy-Richards and Ardenite subsidiaries (non-disk) taken over early in the accounting year. Group profit was \$15.2 million before taxation, net \$6.8 million (BMW, October 9).

#### Lower Tax Plea

In his review, the EMI chief made a plea for a wider incidence of sales taxation as it would make possible a lower tax, uniform for all trades. It would be substantially less for such products as disks, playing equipment and television which were at present "discriminated against so unfairly."

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## RCA Philly Distrib Takes on Mercury

PHILADELPHIA — Mercury Records switched its Quaker City distributor this week from David Rosen, Inc., to Raymond Rosen & Company, thus presenting the interesting picture of an RCA Victor distributor taking on a competing line of major proportions.

The change occurred swiftly last Monday (18) when Mercury men called on the Dave Rosen warehouse, counted the records and forthwith moved them over to the other Rosen operation.

Commenting on the new addition to his product line, Raymond Rosen president, Thomas Joyce, asserted, "I personally feel that the record business has been going through drastic changes. Distributing patterns have changed and so has the retail end, with the development of racks, discounters and one-stops, all of which have an impact on the wholesaler."

#### Said It

"When racks came along, I said at the time that the wider the display of records the more will be the sales, since records can certainly be considered an impulse item. Discounters also give a broad display to records. But frankly, if the discounters drive the smaller retailers out of business, I'm not so sure more records will be sold. The smaller record store is still very important, especially when it comes to catalog selling."

"As far as the old-line distributor is concerned, he has to face much competition today and he can protect himself best by having the broadest possible repertoire to offer."

#### Remembers '34

"I'm optimistic about the business," Joyce continued. "I can look

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## COLUMBIA SENDS SELECTED DISKS TO OPERATORS

NEW YORK — Columbia Records has been sending selected singles releases to some 3,500 juke box operators throughout the country, according to Sol Forlenzo, national promotion manager. Forlenzo said that for the year the program has been in operation, some 36 releases have been sent. The operator gets the record, five title strips, and literature telling him what specific location types the record is suited for and information about the artist and arrangements. Also, individual Columbia distributors send promotional samples to operators in their area. Singles sent by the label are those which the diskery feels are particularly suited for juke box locations. In addition, Columbia prepares singles packages aimed primarily at the juke box market.

### Light Sees Great Stereo LP Year

NEW YORK — Enoch Light, Command Records chief, predicts that stereo albums will show a 50 per cent gain in sales in 1962. On the basis of his national field surveys, Light also notes that stores sold more stereo equipment and records this Christmas than had been sold in the previous five years.

Commenting on the great improvements which have been made technically in stereo, Light said the industry still has a way to go. "We have developed tone combinations which even surpass our stereo 35mm. range," said Light, "but the manufacturers cannot keep up with us. We meet electronic roadblocks in the cutting equipment—the stamping and the plating. The materials have to be improved, too. I don't believe one manufacturer can do it. They will have to organize an industry-wide effort to perfect these improvements."

### FREE SAMPLES

## N.Y.C. Juke Box Ops Field Test Col. Singles

By AARON STERNFIELD

NEW YORK — Each week, some 50 operators in the metropolitan New York area receive an average of five Columbia Records single releases. These promotional disks are given to the operators so they may review them, field test them, and, if the results warrant it, buy them for their routes.

The 250 free records given each week by Columbia to juke box operators, in themselves, are not important. The operators could pick up the records at a one-stop for just a few dollars.

What is important, though, is that a major record label has established direct contact—albeit

a limited one—with the juke box operator.

#### One-Stop Role

In recent years, the one-stop has become the major link between the juke box operator and the record industry. And operator programming is determined largely by what the one-stop recommends and what trade paper charts say is selling in retail record stores.

When the one-stop operator is on the ball, and when he pushes the disks he thinks will boost collections—not those on which he may happen to have deals—the juke box operator comes out all right.

Few traders in the automatic

(Continued on page 26)

## COLUMBIA 1961 SALES TOP LAST YEAR BY 25%

NEW YORK—Columbia Records sales for the year 1961 were up 25 per cent over sales in 1960. Goddard Lieberson, president of Columbia, stated that this enabled the firm to achieve the greatest dollar volume in its history. This marks the third successive year that Columbia had surpassed previous year's business by a substantial amount. In 1959 Columbia's total sales were up 22 per cent over 1958; and in 1960 sales were up 13 per cent over 1959.

In his year-end statement, Lieberson noted that Columbia had completed plans to expand the firm's international operations. In 1962 Columbia will launch the CBS label in Europe, Africa, Australia and the Middle East, marking a vigorous campaign to broaden the firm's record and distribution activities in foreign markets.

In 1961 Columbia completed its fourth manufacturing facility in Pitman, N. J. In the same year the firm completed a \$1 million expansion of its Terre Haute, Ind., pressing plant.

On the record level, Columbia had three albums that hit 1 million in 1961. One was "The Sound of Music" original cast, plus Mitch Miller's "Sing Along With Mitch" and "More Sing Along With Mitch." Label also had a better than 1 million single seller in Jimmy Dean's "Big Bad John." Columbia also signed a flock of names during the year, including Andy Williams, Anita Bryant and Steve Lawrence and Eydie Gorme. Columbia came up with the hot flick sound track of the year in "West Side Story."

Columbia's Epic label signed singer Tony Orlando and broke through with a big hit for the youngster. Epic also had a flock of pactings, and issued its first country and western disks during the year. The Okeh label was re-activated for rhythm and blues wax.

In 1961 Columbia inaugurated its Modern Language courses on disk, prepared in conjunction with Dr. Harvey of Rochester University.

## Feb. 14 Date Set for Hearing on TV Rates

NEW YORK — A full dress open hearing will be held February 14 to adjudicate rates to be paid ASCAP by local television broadcasters. The date was entered on the court calendar by Federal Judge Sylvester J. Ryan, at a hearing in Federal Court here last Thursday (21).

The hearing last week occurred as a result of a show cause petition filed by the broadcasters as to why the status quo should not be maintained between ASCAP and the TV people beyond the December 31 expiration of the current contract, until such time as the court establishes a new rate structure.

Although the term "status quo" was employed by the petitioners, it was brought out in statements by

counsel Walter R. Mansfield of the firm of Donovan, Leisure, Newton and Irvine, that the broadcasters actually were seeking an interim rate of 75 per cent of the current license rates paid ASCAP. Mansfield also asked that music contained in any pre-recorded programs, whether taped, feature films or syndicated film series, be excluded from coverage in the interim agreement with ASCAP.

The latter was sought, according to Mansfield, because of an alleged "double take," in that the broadcasters pay for the music in the film or tape feature not only when it is leased from the producers, but under the terms of the ASCAP license as well. Mansfield also declared that it was unfair that broadcasters were obliged to

(Continued on page 23)

## IT'S ALL IN THE WAY YOU LOOK AT IT

NEW YORK—Both Victor and Columbia Records this week claimed they had the fastest selling LP in the history of the industry. Victor was referring to Elvis Presley's recording of "Blue Hawaii" which has passed the 600,000 mark since being issued in October. Columbia was talking about Mitch Miller's newest sing along album—the 15th in the series—called "Holiday Sing Along With Mitch," which has passed the 500,000 mark since being released two months ago.

Presley's album sale has been nothing short of amazing during December. In the past three weeks the firm has moved over 350,000 of the LP. The RIAA has audited and approved the set for an album gold record award.

Miller's success in 1961 with his sing along albums has been phenomenal. In 1961, Columbia estimates, over 5,000,000 sing along LP's were sold. Two of the sing alongs, "Sing Along With Mitch," and "More Sing Along With Mitch," have passed the million mark.

# Record Manufacturers Predict 1962 Could Be 'Greatest Ever' Sales Year

## Executives Temper Bright Promise Forecasts With Awareness of Intense Competition, Exposure Problems

NEW YORK—Predictions of the greatest year the record business has ever known were voiced last week by some key major and indie disk executives. The 1962 forecasts were tempered, however, with expectations that competition for the consumer dollar will also be greater than ever before.

The remarks covered both the album and singles fields, with most leaders voicing confidence

that stereo sales, particularly, would move up. On the singles front, two respected businessmen had divergent opinions on the availability of good song material. It was also predicted that the problem of exposure of new singles would continue to plague the industry.

Glenn Wallichs, president of Capitol Records, based his own prediction for the increase in sales on the fact that the "total economy is on the upswing," and that "consumer purchases of phonographs increased more than 8 per cent in 1961 over 1960."

### Competition to Tighten

Speaking of the competitive factor, Wallichs said: "The coming year will bring on a competitive situation the likes of which we have never seen. This, of course, is one of the healthiest things that could happen, but to survive, a company will have to be progressive, creative alert and aggressive."

"Competition," Wallichs continued, "has created the industry's most troublesome question: how to make a profit. We are in a situation where the discount programs companies must offer are beating down

the margin of profit. To exist, other ways must be found to recover this expense."

Wallichs noted that Capitol has followed a guide of "quality up, quantity down as one way of increasing profit." He added that by early 1962, Capitol will have reduced product releases by almost 20 per cent, with no loss of effectiveness. Speaking of the exposure problem posed for new material by the disappearance of the listening booth from most stores, Wallichs noted that his company is now experimenting with "some exciting new methods" of gaining exposure "which may open up whole new areas of exploitation."

### Stereo to Zoom

Decca president, Milton R. Rackmil, believes 1962 will be the "biggest sales year thus far for stereo," and that, based on sales of the last six months, "the consumer

(Continued on page 16)

## Decca Sets New Product; Readies Chi Sales Meet

NEW YORK — Decca Records, having tucked under its belt its biggest sales year since 1957, was set to kick off the new year with a program of new album product and new phonograph models. On Wednesday (27), Decca sales chief, Syd Goldberg, and National Sales Manager, Claude Brennan, were due in Los Angeles with West Coast branch managers to announce plans for early 1962.

The following day (28), Goldberg and Lou Sebok expected to meet Midwest branch men in Chicago. Initial meeting of this series was held here earlier this month for Eastern Division sales reps. Meanwhile, on the Coast, it was announced that Lou Verzola, 10-year Decca distributing veteran, has been named Los Angeles branch manager. Verzola had served Decca in Buffalo, Washington, Albany and more recently as branch manager in Philadelphia.

### Atlantic Montel Distrib

NEW YORK—Atlantic Records has obtained distribution rights to "Lonely Man" by Dale Houston on Montel. The disk, owned by the Baton Rouge Company, will remain on the Montel label. Atlantic has scheduled an all-out promotion campaign.

## Sam Fox New Harmonic Rep

NEW YORK — Sam Fox Film Rights, background music firm, has acquired exclusive representation to the Harmonic Music Background Library, which includes more than 50 hours of background music.

Harmonic is one of the largest libraries of background music in Europe and the British Isles.

Earlier this year Sam Fox Film Rights acquired the KPM Mood Library, released by Keith Prowse and Peter Maurice, whose companies are owned and controlled by Associated Redifusion, one of Britain's main radio-TV broadcasting companies.

## Mercury Sets New Distrib In Tex., Phila.

CHICAGO — Appointments of new Mercury Records Distributors in the Houston, Dallas, Fort Worth and Philadelphia areas, and several additional personnel changes, were announced this week by Kenny Myers, vice-president in charge of sales.

Texas Record Distributors will handle the Mercury line in Houston, Dallas and Fort Worth, effective December 27. The Houston territory was formerly serviced by H. W. Daily, Inc.; the Dallas-Fort Worth area by Big State Distributors.

Bob West leaves his post as Mercury Southern regional sales manager to head the new distributorship. Bob Kyril, promotion man for Hopkins Equipment Company, Mercury distributor in Atlanta, will move into West's position.

Raymond Rosen Company became the Mercury distributor in the Philadelphia territory December 22, taking over from David Rosen, Inc. Negotiations were handled by Tom Joyce and Paul Knowles, president and head of the record department, respectively, for Raymond Rosen Company, and Kenny Myers of Mercury.

On the West Coast, Lee Mendell is the new Western regional sales manager. Mendell had been manager of the West coast branch of Kapp Records in Los Angeles and before that was district manager for RCA Victor in Canada for eight years.

## BMW ERROR ON 'RUNAWAY'

NEW YORK—"Runaway" by Del Shannon on Big Top and "On the Rebound" by Floyd Cramer on RCA Victor were listed incorrectly in the Top Sides of 1961 chart that appeared in last week's issue. Since the proper positioning of these two sides effects the positions of other record sides on the chart, a corrected chart appears on Page 10 of this issue for year-end programming.

# Country Music Has Biggest Year Among Forces Stationed in Europe

NUREMBERG—Country music has had the biggest year ever among the U. S. military forces in Europe, with c.&w. sales dominating PX disk sales, particularly in Christmas merchandise.

From a year average of 65 per cent of all PX disk sales, c.&w. jumped during the yuletide shopping season to 70 and 75 per cent of all record sales in some areas. A PX platter official reported, "We could have sold more if we had had the records. As it is, sales have outstripped supply."

Officials report country music sales were at an all-time high at nearly all PX record shops throughout the European theater. They agree that country music matches the mood of the fighting men overseas at this particular time.

At Munich a GI c.&w. disk fan, with a collection of several hundred country records, explained, "We are all a little keyed up; we don't know what's ahead. We're all thinking of home more than ever before, and country music is the music of home for all of us."

### Comet By the Tail

At Nuremberg EES disk sales executives say seriously that their advice to any talented GI eager to build a career quickly in music would be the country music field. "We are buying all the country music we can find that is acceptable. But our demand is much greater than the supply. We could sell a great deal more than we can get."

Lloyd Nelson, manager of the European tour of Hank Snow and the Rainbow Ranch Boys, had the same reaction this year on the troupe's European visit.

"Americans overseas are starved for country and

western music. The boys played to packed houses at every stop, and the foot-stomping and cheering applause was tremendous. Never saw anything like it," Nelson reported.

Military club managers say c.&w. disk sales are simply a reflection of the phenomenal popularity of country music at the service clubs. Any country music artist automatically draws a packed house.

### Manufacturer Criticism

There is considerable criticism among military disk buyers of the failure of American manufacturers and distributors to promote country music effectively and on the scale merited.

PX disk buyers have continuing difficulty getting adequate supplies of c.&w. despite its runaway popularity with the troops overseas. "You would think," one disk buyer complained, "that when any type of music sells like c.&w. producers would load up on it. But it isn't so. Some American producers seem to regard c.&w. with lofty disdain, as something too vulgar to soil their hands with. From our point of view, this is a tragic mistake."

So popular is c.&w. with the military forces in Europe that the Armed Forces Network (AFN) has been increasing country music exposure steadily. It now accounts for about 35 per cent of AFN programming.

In contrast to the indifference of U. S. disk producers, the German trade is keenly aware of the upsurge in c.&w. demand with the Germans as well as U. S. military forces. All major German diskeries have country music production programs, and all are expanding output. And all are making money from the c.&w. boom.

## Cutie Radio Station Pulls Switch to Staid Call Letters & Program Format

WASHINGTON—A Seattle radio station, formerly given to rock and roll programming, with the name of Cutie Radio, Inc., and call letters KUDY (naturally), has been allowed to change its name to conform with the dignity of being a "better music" outlet. The new name sounds like "kicksy," with call letters KIXI, which licensees say are Roman numerals with a "classical distinction." Federal Communications Commission allowed the change.

Another Seattle outlet, KXA, also a "better music" station, protests that the "kicksy" sounding letters—KIXI, that is—confuse the public. The older station says programming of newcomer KIXI (formerly a Renton, Wash., outlet) is "strongly imitative" of KXA. Close adjacency on the radio dial compounds the public confusion, the older station claims.

Cutie, owner of "kicksy"—KIXI, that is—say none of this is true. Cutie says it took the classical Roman numerals to spell their dial position, nine-one. Also, Cutie says that similarities in programming are only the kind "common to a number of stations which attempt to distinguish themselves

from rock and roll stations." It would seem that better music programming also hardens into a formula.

The FCC, in a fine hair-splitting decision, said it did not believe the call letters of the two stations constitute such "phonetic or rhythmic similarity" as to befuddle the public. As for the allegedly imitative programming by the reformed, and competing Kicksy—KIXI, that is—the Commission virtuously "regards competition practices between stations as a private matter," unless serious questions of character qualifications are raised.

## London of Canada To Handle Liberty

HOLLYWOOD — Liberty Records will be distributed North of the Border by London Records of Canada, under terms of a three-year contract. The American firm will retain its label identity in the Dominion. The close proximity of the Canadian market prompts Liberty to place it under its domestic sales department rather than international sales which handles all other non-U. S. markets.

## Maxine Music Co. Acquires Malmax

NEW YORK—The George Pinchus affiliated firm of Maxine Music has acquired the catalog of Malmax Music. The Malmax firm includes pop and r.&b. material written by thrush Maxine Brown, Sammy Taylor, Fred Johnson, Bob Elgin and Kay Rogers.

Miss Brown and Mal Williams, principals of the Malmax firm, will both continue as officers. Upcoming diskings of "What About Love," on ABC-Paramount, by Maxine Brown, is in the catalog. Gil Music will be sole selling agent for the Maxine firm.

## MITCH SELLS BOSTON MKT.

BOSTON — Mitch Miller's group doing "Must Be Santa" is a solid breakout in this area presently. The Columbia record has been sparked by Christmas buying, and the holiday album, from which it comes is getting a good share of the trade. Pacing the breakout in the singles field is Connie Francis' "Baby's First Christmas," with the flip side of the MGM record, "When a Boy in Your Arms" getting almost as much call.

Liberty's "Rudolph the Red Nosed Reindeer" by the Chipmunks was again going strong this year, but so were other Chipmunk records. Decca's "White Christmas" by Bing Crosby is, of course, a standard by now with plenty of action. Drawing a fair share of purchases was the 20th Fox label's "Little Drummer Boy" by the Harry Simeone Chorale. Singles generally had taken a spurt as Christmas drew nearer.

While Twist singles are getting quite a bit of play it is the Twist that is leading the album market and getting most of the sales here. One very staid and reserved store came right out and said: "Thank Heaven for the Twist." Opera records have always been big Christmas sellers in Boston, but they do not seem to be as far out in front as in other years. The reason given out was that London, Victor and Angel ran sales priced merchandise campaigns much earlier and canny shoppers had obviously stocked up.

gave away albums with the Jack Ross version, and Cameo allegedly tossed in some twisters to help sell its Dave Appel "Jose."

## New West German Law Clarifies GEMA Status

BONN — Chancellor Konrad Adenauer's government has drafted a new copyright law updating the present law which dates back to the turn of the century.

The draft law is designed to clarify the legal position of GEMA, and to increase copyright protection for artists to compensate for technological advance in the fields of television, radio, film and phonograph records.

Specifically, the new copyright measure aims at ending criticism that GEMA has been permitted to create a "monopoly position" in which it is answerable to nobody.

It defines the rights and responsibilities of GEMA and establishes safeguards for composers and authors represented by GEMA.

The new measure has been approved by Adenauer's cabinet, according to the Ministry of Justice, and now goes to the Bundesrat (Upper House), which must concur before it can be presented to the Bundestag (Lower House).

The draft has four sections: (1) Legislation establishing copyright protection; (2) Legislation encompassing performing rights; (3) Legislation incorporating and updating the Brussels agreement based on the Berne copyright convention of September 9, 1886, for the protection of works of literature and art; (4) Legislation incorporating the European agreement of June 22, 1960, establishing television copyright protection.

West Germany's new copyright legislation aims at not only unraveling the present judicial and technological domestic disputes, but harmonizing German legislation with European legislation.

The Ministry emphasized particularly the "cumulative wealth" aspect of copyright protection in modern society. Modern technology, of which tape recording was cited as a prime example, have vastly expanded the profit-making potential of copyrighted music.

Existing copyright legislation

fails to protect composers and authors from the indirect piracy of their works through "new technological methods of multiplication."

Aside from taping music, the Ministry cited as examples plastic reproduction of paintings and the vast expansions of lending libraries.

### Confidence in GEMA

The Ministry indicated that GEMA continues to enjoy its complete support and confidence, and that the draft legislation seeks to strengthen the relationship between GEMA and composers and authors. Justice Ministry officials indicated that they have little sympathy for music industry efforts to organize a disk copyright competitor to GEMA, ARTO.

Nor does the Justice Ministry appear to have much sympathy for complaints that GEMA is making unreasonable demands on the trade.

GEMA sources said the copyright society supports the draft law. They predicted it would strengthen the society's legal basis and remove most of the grounds for criticism.

(Continued on page 25)

## 'Santa' Rocks Balt.

BALTIMORE — Chet Atkins' "Jingle Bell Rock" on RCA made a seasonal breakout here last week, and "Santa and the Touchables," by Dickie Goodman, who

hit the national chart this week, was also selling well. Last season's "Little Drummer Boy," by the Harry Simeone Chorale, was top seller among the holiday singles here.

Newer chart records, which got solid sales here last week were "Baby, It's You," by the Shirelles, and "Do-Re-Mi," by Lee Dorsey on Fury. In the down-under group trying to make the upper crust via good Baltimore sales were: "He's Not Just a Soldier," by Little Richard, and "Smoky Places," by the Corsairs on Tuff.

Other chart-climbers doing well here were "Flying Circle," by Frank Slay; "Everybody's Gotta Pay Some Dues," by the Miracles; "Norman," by Sue Thompson; "Room Full of Tears," by the Drifters on Atlantic, and "Three Steps From the Altar," by Shep and the Limelites. Dealers reported no real sales on the "Jose" disks so far.

There were suspicions in this city (and in Washington) that the rivalry between Cameo and Dot over their disks of "Happy Jose" had produced a hype, exact origin unknown. One report had distributors of both labels offering special bonus records to dealers stocking the tune. Dot reportedly

## Sales Wane in D. C.

Continued from page 1

(see separate story) suspected a hype on "Happy Jose" on Dot and Cameo labels. One dealer said he'd ordered a good quantity on the basis of glowing sales talk and reports of big doings on the Dot version in other cities. "Now I can make sandwiches of them. Not a single one sold." The dealers fairly admitted it was possible for the tune to hit big in one area of the country and not here, but his suspicions, like those of the Baltimore dealers, linger on.

Milt Swiller, of Record City's 13th Street outlet, has big grief over lost sales on Leontyne Price's "A Christmas Offering" on the London label. The LP, which made a spectacular glide up the BMW monaural chart last week, sold big for the Record City store last weekend. But Swiller says the distributor has told them: "We won't have any more at all."

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**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." Today, such a performer is proudly spotlighted by Columbia Records. His name is **Kenny Karen.**

His first record, produced by Nevins-Kirshner, is "Oh, Susie Forgive Me," coupled with "The Light in Your Window" (4-42264). It is a great record. 

BILLBOARD MUSIC WEEK **HOT C & W SIDES**

This Week	Last Week	Title, Artist, Label & Number	Weeks on Chart
1	1	WALK ON BY, Leroy Van Dyke, Mercury 71834	17
2	2	BIG BAD JOHN, Jimmy Dean, Columbia 42175	11
3	4	CRAZY, Patsy Cline, Decca 31317	7
4	3	SOFT RAIN, Ray Price, Columbia 42132	12
5	5	YOU'RE THE REASON, Bobby Edwards, Crest 1075	17
6	8	WALKING THE STREETS, Webb Pierce, Decca 31298	14
7	14	IN THE MIDDLE OF A HEARTACHE, Wanda Jackson, Capitol 4635	6
8	6	IT'S YOUR WORLD, Marly Robbins, Columbia 42065	15
9	9	BACKTRACK, Faron Young, Capitol 4616	13
10	23	THE COMANCHEROS, Claude King, Columbia 42196	7
11	29	WHAT I FEEL IN MY HEART, Jim Reeves, RCA Victor 7950	3
12	11	UNDER THE INFLUENCE OF LOVE, Buck Owens, Capitol 4602	21
13	24	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950	3
14	21	TENNESSEE FLAT-TOP BOX, Johnny Cash, Columbia 42147	2
15	19	TO YOU AND YOURS, George Hamilton IV, RCA Victor 7934	7
16	12	TENDER YEARS, George Jones, Mercury 71804	28
17	7	HAPPY BIRTHDAY TO ME, Hank Locklin, RCA Victor 7921	13
18	—	BIG BIG LOVE, Wynn Stewart, Challenge 9121	—
19	27	DAY INTO NIGHT, Kitty Wells, Decca 31313	4
20	20	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867	9
21	13	HOW DO YOU TALK TO A BABY, Webb Pierce, Decca 31298	13
22	28	I FALL TO PIECES, Patsy Cline, Decca 31205	39
23	—	ALLIGATOR MAN, Jimmy Newman, Decca 31324	—
24	10	GO HOME, Lester Flatt & Earl Scruggs, Columbia 42141	5
25	17	BE QUIET MIND, Del Reeves, Decca 31307	8
26	22	THROUGH THAT DOOR, Ernest Tubb, Decca 31300	7
27	18	OPTIMISTIC, Skeeter Davis, RCA Victor 7928	11
28	26	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	2
29	25	THE RESTLESS ONE, Hank Snow, RCA Victor 7933	7
30	15	I WENT OUT OF MY WAY, Roy Drusky, Decca 31297	16

THE NATION'S TOP TUNES  
**HONOR ROLL OF HITS**  
TRADE MARK REG.

FOR WEEK ENDING DECEMBER 31

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	THE LION SLEEPS TONIGHT	By Weiss-Peretti-Creatore—Published by Folkways (BMI)	4
2	3	MOON RIVER	By Mancini-Mercer—Published by Famous (ASCAP)	7
3	4	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	21
4	5	RUN TO HIM	By Keller-Goffin—Published by Aldon (BMI)	6
5	7	GOODBYE CRUEL WORLD	By Shayne—Published by Aldon (BMI)	8
6	6	WALK ON BY	By Hayes—Published by Lowery (BMI)	5
7	1	PLEASE MR. POSTMAN	By Dobbins-Garrett-Brianbert—Published by Jobette (BMI)	8
8	12	PEPPERMINT TWIST	By Joey Dee-Henry Glovers—Published by Impact-Ware (BMI)	4
9	9	LET THERE BE DRUMS	By Nelson-Podolor—Published by Travis (BMI)	6
10	11	HAPPY BIRTHDAY, SWEET SIXTEEN	By H. Greenfield-N. Sedaka—Published by Aldon (BMI)	5
11	14	I DON'T KNOW WHY	By Ahlert-Turk—Published by Ahlert & Cromwell (ASCAP)	4
12	20	CAN'T HELP FALLING IN LOVE	By Weiss-Peretti-Creatore—Published by Gladys (ASCAP)	2
13	10	TONIGHT	By Sondheim-Bernstein—Published by Schirmer (ASCAP)	7
14	15	WHEN I FALL IN LOVE	By Victor Young-Edward Heyman—Published by Northern (ASCAP)	3
15	19	UNCHAIN MY HEART	By A. Jones-F. James—Published by Tee Pee (ASCAP)	2
16	17	WHEN THE BOY IN YOUR ARMS	By Tepper-Bennett—Published by Pickwick (ASCAP)	3
17	8	BIG BAD JOHN	By J. Dean—Published by Cigma (BMI)	12
18	—	JINGLE BELL ROCK	By Beal-Boothe—Published by Cornell (ASCAP)	1
19	24	'TIL	By Carl Sigman-Charles Danvers—Published by Chappell (ASCAP)	3
20	—	WHITE CHRISTMAS	By Irving Berlin—Published by Berlin (ASCAP)	1
21	29	REVENGE	By Benton-Hall-Ewald—Published by Raleigh (BMI)	2
22	21	GYPSY WOMAN	By Curtis Mayfield—Published by Curtom (BMI)	4
23	16	FOOL #1	By Kathryn Fulton—Published by Sure Fire (BMI)	4
24	26	THERE'S NO OTHER (Like My Baby)	By Bates-Spector—Published by Bertha (BMI)	2
25	27	YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT	By Schlaks-Glazer—Published by Seal-Lark (BMI)	2
26	18	I UNDERSTAND (Just How You Feel)	By Pat Best—Published by Jubilee (ASCAP)	10
27	—	ROCK-A-HULA BABY	By Wise-Weisman-Fuller—Published by Gladys (ASCAP)	1
28	23	LET'S TWIST AGAIN	By Kal Mann-Dave Appell—Published by Kalmann (ASCAP)	10
29	—	I KNOW	By Barbara George—Published by Saturn-At Last (BMI)	1
30	30	WELL I TOLD YOU	By Barrett—Published by Barret's Chantel-Trio (BMI)	2

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. THE LION SLEEPS TONIGHT**—Tokens, RCA Victor 7954.
- 2. 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; Jans Morgan, Kapp 431; Eddie Harris, Vee Jay 420.
- 3. THE TWIST**—Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815; Ernie Freeman, Imperial 5793.
- 4. RUN TO HIM**—Bobby Vee, Liberty 55388.
- 5. GOODBYE CRUEL WORLD**—James Darren, Colpix 609.
- 6. WALK ON BY**—Leroy Van Dyke, Mercury 71834.
- 7. PLEASE MR. POSTMAN**—Marvelettes Tamla 54046.
- 8. PEPPERMINT TWIST**—Joey Dee and the Starliners, Roulette 4401.
- 9. LET THERE BE DRUMS**—Sandy Nelson, Imperial 5775.
- 10. HAPPY BIRTHDAY, SWEET SIXTEEN**—Neil Sedaka, RCA Victor 7957.
- 11. I DON'T KNOW WHY**—Linda Scott, Canadian-American 129.
- 12. CAN'T HELP FALLING IN LOVE**—Four Esquires, Terrace 7502; Elvis Presley, RCA Victor 7968; Keely Smith, Dot 16298.
- 13. TONIGHT**—Ferrante and Teicher, United Artists 373; Eddie Fisher, Seven Arts 719; Jay and the Americans, United Artists 353; Ralph Marterie, United Artists 352; Felicia Sanders, Decca 31335.
- 14. WHEN I FALL IN LOVE**—Lettermen, Capitol 4658.
- 15. UNCHAIN MY HEART**—Ray Charles, ABC-Paramount 10266.
- 16. WHEN THE BOY IN YOUR ARMS**—Connie Francis, MGM 13051.
- 17. BIG BAD JOHN**—Jimmy Dean, Columbia 42175.
- 18. JINGLE BELL ROCK**—Chet Atkins, RCA Victor 7971; Chubby Checker/Bobby Rydell, Cameo 205; Bobby Helms, Decca 30513.
- 19. 'TIL**—Angels, Caprice 107.
- 20. WHITE CHRISTMAS**—Vic Barrel, Atlantic 2083; Big Maybelle/E. Wilkin Ork, Savoy 1541; Carmen Cavallaro, Decca 24141; Jesse Crawford, Decca 9056; Bing Crosby, Decca 23778; Drifters/Clyde McPhatter, Atlantic 1048; Al Hibbler/J. Pleis Ork & Chorus, Decca 30127; Ink Spots, Decca 24140; Joni James, MGM 12368; Guy Lombardo, Decca 28049; Ravens, Savoy 1540; Ethel Smith, Decca 24142; Kate Smith, MGM 10096; Statues, Liberty 55292; Ray Stevens, National Recording Corp. 063; Sister Rosetta Tharp, Decca 48119; Ernest Tubb, Decca 46186; Beto Villa, Falcon 821; Fred Waring, Decca 24500; Hugo Winterhalter, RCA Victor 0875.
- 21. REVENGE**—Brook Benton, Mercury 71903.
- 22. GYPSY WOMAN**—Impressions, ABC-Paramount 10241.
- 23. FOOL #1**—Brenda Lee, Decca 31309.
- 24. THERE'S NO OTHER (Like My Baby)**—Crystals, Phillies 100.
- 25. YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT**—Kenny Dino, Musicor 1013.
- 26. I UNDERSTAND (Just How You Feel)**—G-Clefs, Terrace 7500.
- 27. ROCK-A-HULA BABY**—Elvis Presley, RCA Victor 7968.
- 28. LET'S TWIST AGAIN**—Chubby Checker, Parkway 824.
- 29. I KNOW**—Barbara George, AFO 302.
- 30. WELL I TOLD YOU**—Chantels, Carlton 564.

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**"A LITTLE  
BITTY TEAR"**

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**IS WANDA  
JACKSON'S  
SENSATIONAL  
FOLLOW-UP  
TO HER HIT  
"IN THE  
MIDDLE OF A  
HEARTACHE"**



**BILLBOARD MUSIC WEEK HOT R & B SIDES**

This Week	Last Week	Title	Artist	Label & Number	Weeks on Chart
1	1	PLEASE MR. POSTMAN	Marvelettes	Tamla 54046	16
2	3	GYPSY WOMAN	Impressions	ABC-Paramount 10241	7
3	2	TURN ON YOUR LOVE LIGHT	Bobby Bland	Duke 344	4
4	4	SOOTHE ME	Sims Twins	Sar 117	13
5	6	JUST GOT TO KNOW	Jimmy McCracklin	Arl-Tone 825	11
6	14	I KNOW	Barbara George	AFO 302	6
7	20	LOST SOMEONE	James Brown & the Famous Flames	King 5573	2
8	24	UNCHAIN MY HEART	Ray Charles	ABC-Paramount 10266	2
9	10	IN THE DARK	Little Junior Parker	Duke 341	8
10	5	THERE'S NO OTHER (LIKE MY BABY)	Crystals	Phillys 100	5
11	11	THE TWIST	Chubby Checker	Parkway 811	3
12	7	JUST OUT OF REACH (Of My Two Open Arms)	Solomon Burke	Atlantic 2114	16
13	9	TOWER OF STRENGTH	Gene McDaniels	Liberty 55371	7
14	8	SEPTEMBER IN THE RAIN	Dinah Washington	Mercury 71876	6
15	12	EVERYBODY'S GOTTA PAY SOME DUES	Miracles	Tamla 54048	6
16	18	MOMENTS TO REMEMBER	Jennell Hawkins	Amazon 1003	3
17	16	YA YA	Lee Dorsey	Fury 1053	18
18	—	LETTER FULL OF TEARS	Gladys Knight & the Pips	Fury 1054	—
19	17	DON'T THROW YOUR LOVE ON ME SO STRONG	Albert King	King 5575	4
20	—	POOR FOOL	Ike & Tina Turner	Sue 753	—
21	21	MIND YOUR OWN BUSINESS	Eugene Church	King 5545	4
22	29	THE ROACH	Gene & Wendell	Ray Starr 777	5
23	26	BUT ON THE OTHER HAND	Ray Charles	ABC-Paramount 10266	2
24	—	PEPPERMINT TWIST	Joey Dee and the Starlites	Roulette 4401	—
25	13	HIT THE ROAD JACK	Ray Charles	ABC-Paramount 10244	15
26	—	CHRISTMAS TEARS	Freddy King	Federal 12439	—
27	15	RUNAROUND SUE	Dion, Laurie	3110	13
28	19	HEARTACHES	Marcel's	Colpix 612	3
29	30	OPERATION HEARTBREAK	Aretha Franklin	Columbia 42157	12
30	22	I'M TORE DOWN	Freddy King	Federal 12432	10

# CHART TOPPERS

## Hot 100 for 1961

### Top sides of the year

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

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

Climbing the Charts!  
**SHE'S EVERYTHING**  
(I Wanted You To Be)  
**RAL DONNER**  
Gone #5121  
**GONE RECORDS**  
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Merry Christmas  
and  
Happy New Year  
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**"DUKE OF EARL"**  
**GENE CHANDLER**  
#416  
VeeJay's Greatest Year!

Headed for Hittsville!  
**Charlie Rich**  
**"A LITTLE BIT SWEET"**  
S.A.M.G. Phillips Int. #3572  
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# The SOUND for '62

on **DECCA** • **CORAL** • **BRUNSWICK**

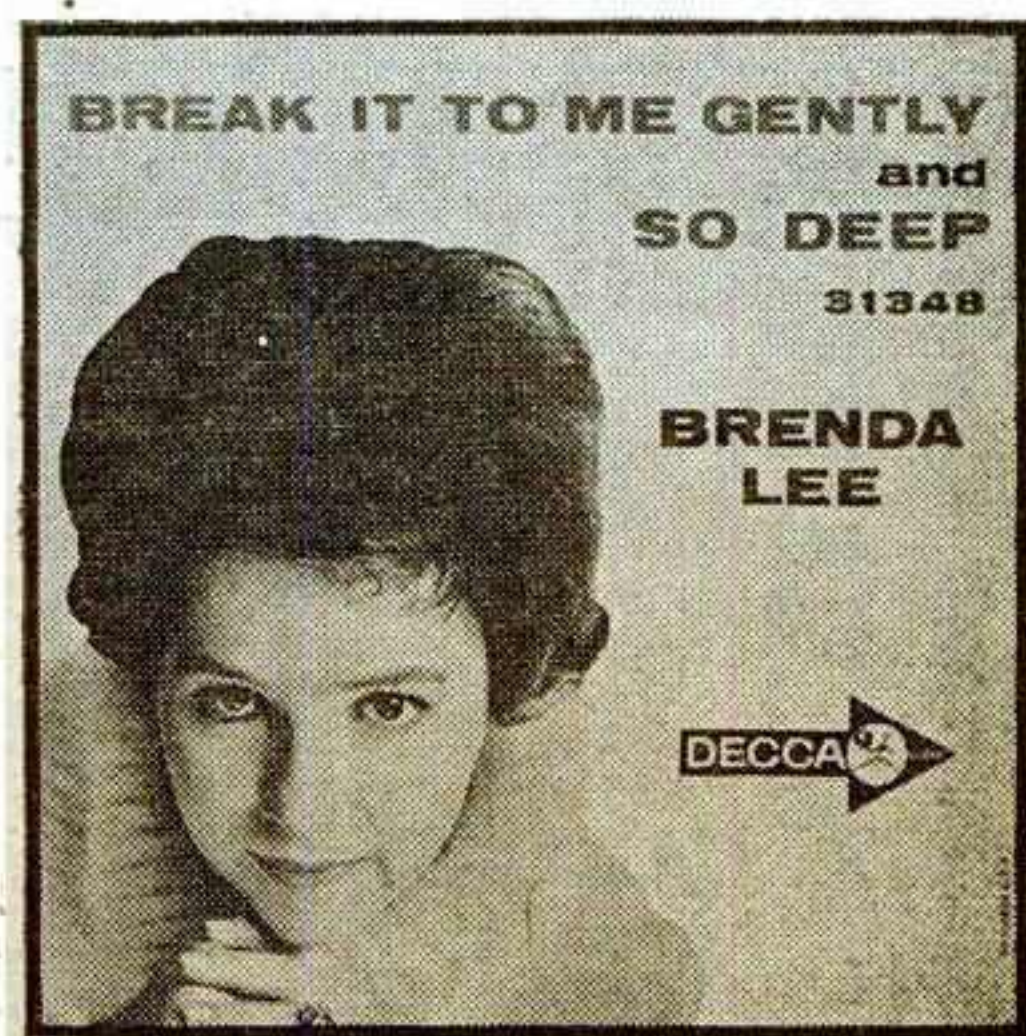
## BREAK IT TO ME GENTLY

c/w

## SO DEEP

DECCA 31348

# BRENDA LEE



*Packaged in this beautiful Full Color Sleeve for more*

**SELL-ABILITY**

---

## THE GREATEST HURT

c/w

## THERE'LL BE NO NEXT TIME

BRUNSWICK 55221

# JACKIE WILSON



*Packaged in this beautiful Full Color Sleeve for more*

**SELL-ABILITY**

# The SOUND for '62

on **DECCA · CORAL · BRUNSWICK**

YES INDEED

c/w

WHILE WE DANCED  
AT THE MARDI GRAS

CORAL 65549

**PETE FOUNTAIN**

---

AFRIKAAN BEAT

c/w

ECHO IN THE NIGHT

DECCA 31350

**BERT KAEMPFERT**

# The SOUND for '62

on **DECCA · CORAL · BRUNSWICK**

## UNLOVED UNWANTED

c/w

## AU RE VOIR

DECCA 31349

# KITTY WELLS

---

## ALLA MY LOVE

c/w

## YOU ARE MY LIFE

DECCA 31347

# WEBB PIERCE





are being recorded and should hit the market in short order.

**Disk News**

Due to the heavy pressure from the record buying public, Festival Records have found it necessary to pre-release the Command Stereo 35 mm. Originally set down for March, the company rushed out "35 M.M." played by Enoch Light at Carnegie Hall.

Graham Dent, manager of La Gloria Records in New Zealand, has arrived in Sydney to complete agreements for the release of his label in this country. Dent is arranging for the distribution of Golden Records which will be imported direct from the States.

The Eclipse Record Club continues to progress while releasing through retail stores in Melbourne and Sydney, albums which have been previously issued on the Mercury, Verve and Vanguard labels.

**BRITAIN**

**Danny Williams  
Side Due in U. S.**

By DON WEDGE  
News Editor, New Musical Express

Latest EMI artist chosen for U. S. release by United Artists is Danny Williams, currently high in the British chart with a vocal version of "Moon River." Obviously this title is not suitable for American release and therefore his first issue will be "Jeanie," written by his recording manager, Norman Newell, and pianist, Russ Conway. Williams is managed by John Barry, an EMI conductor-arranger, also under contract to UA. Also managed by Barry's firm is Ricky Stevens, whose current British chart disk "I Cried for You" is due for Capitol release next month. He also records for Newell at EMI, as does teen-age pianist Suzy Cope, whose first side, "Teen-Age Fool," has been obtained by Jamie. She is managed by Tito Burns, now European representative of the U. S. firm.

**Visitors**

Shelby Singleton, Mercury a.&r. man, visited Philips to discuss product — and also EMI, the label's United Kingdom outlet. He was on a swing around Europe with calls in Paris and Amsterdam also planned. . . . Columbia international a.&r. chief Nat Shapiro spent a week at Philips having talks. . . . Riverside President Bill Grauer flew in and was also concerned in rumors of a tie with Philips, so far completely unconfirmed.

EMI's Mercury label manager Roy Squires is designated to operate the future Liberty label, which kicks off February. This occurred on the return visit of the American firm's international chief Richard Annotico, back after a prolonged swing around Europe meeting the EMI branches. With Squires, he was settling plans for the label's launching. . . . Tommy Sands flew in as part of a Disney films effort to get additional publicity on its "Babes in Toyland" movie, in which he stars.

With the Twist yet to show any signs of becoming a craze here, Chubby Checker arrived, with his manager Harry Colt, after dates in Paris. EMI threw him a press party and Checker spent an hour demonstrating the trend. He also taped a major TV spectacular for Granada and, by steering clear of films, avoided being embroiled in the actors' strike against the ITV companies, as at one time seemed possible. He had a tight schedule of exploitation media, arranged by Cameo-Parkway's European representative Harry Walters.

**Publisher Business**

Leeds Music's British chief Cyril Simons is in the process of forming

publishing companies here for Don Costa and Connie Francis. . . . Boosey and Hawkes is planning to step up activity on the pop side of its business, particularly by activating old copyrights by means of contemporary recordings. . . . Frank Bunn, at present exploitation head at Pan-Musik, is retiring from the music business after 30 years.

**Disk Business**

John Phillips, for the last two years sales manager of Deutsche Grammophon in the United Kingdom, has been appointed general manager. Before joining DGG, Phillips had a long spell as sales promotion chief of EMI Records.

Philips a.&r. manager Johnny Franz, is planning to take Harry Secombe and musical director Wall Stott to Vienna in January to record an album. . . . New action records as Christmas approached were Craig Douglas' "No Greater Love" (Top Rank), John Leyton's "Son This Is She" (HMV), the Highwaymen's "Gypsy Rover" on HMV, and James Darren's "Goodbye Cruel World" (Pye-International).

**EIRE**

**Irish Tongue Also  
Enters Pop Disks**

By KEN STEWART  
Dublin Evening Mail

At a press conference in Dublin, Gael-Linn launched two new disks. The first, featuring Seamus Ennis playing the bagpipes, tin whistle and telling stories in the Irish language, is the first album the company has issued by an individual artist. Included are songs he has collected since 1941, when he started to travel the country for the Irish Folklore Commission. From 1947 he did the same for the Radio Eireann outside broadcasting unit. Subsequently he went on to do similar work in Britain, notably in the Gaeltacht of Scotland for the BBC, where he ran the popular "As I Roved Out" program.

The broad approach Gael-Linn has adopted toward reviving the national language was indicated by the release of the first pop disk in Irish. Speaking at the Shelbourne Hotel, Dublin, the chairman of the company, said: "Believing as we do that Irish must find its place in all the recreational and other activities, we have issued more records of traditional music and songs than has ever been done before, and we propose extending the range considerably more. Now we want to cater for those interested mainly in modern international light music."

The first single couples "Siunin" ("Little Joan") with "Mi Iomlain" ("A Whole Month") and the vocalists are respectively Sonny Knowles and Johnny Christopher, both of whom work regularly with the Neil Kearns band.

**FRANCE**

**Forecast Biggest  
Month in Years**

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

Major labels' sales managers report that this month will surely be the hottest in many years. All kinds of Christmas disks, old and new, are selling well.

Also many new talents have been signed in a short time, sparked by the Twist craze.

Three new Twist talents have been signed in one week by Vogue: They are El Toro, the Golden Strings and Les Fantomes. And according to the general business prospects, this race to rock sing-

ers is only beginning.

Some labels proudly announce a batch of new recordings that all bear the Twist label: a "Schubert Twist" (based on Schubert's "Trout"), an album of "Dixie Twists" by Claude Luter and four "Mambo Twists" by Roberto Seto.

**Disk Business**

Polydor reports good sales on Sandy Nelson's "Big Noise From the Jungle" and announces the next release, "Let There Be Drums." . . . Polydor is simultaneously marketing Brenda Lee's American and French versions of her U. S. hits "Fool Number One" and "Anybody But Me." . . . Dion's first EP (from Laurie Records) has been marketed by Vogue. . . . Polydor's press department erroneously announced the signing of Jean Siegfried, who remains with RCA. It was Jean Philippe. . . . Rumors report that Versailles Records' distribution will switch from Fontana to Odeon-Arteco.

Paradoxical as it may seem, there is a price war on classical records. Following the low-priced classical LP series launched some time ago by certain diskeries, Philips announced the marketing of the unabridged Liszt's "Hungarian Rhapsody No. 2," in an EP form at the retail price of 3.90 new francs. This record is, however, sold only by boxes of 25 disks.

**GERMANY**

**U. S. Hits Set  
German Pace**

By JIMMY JUNGERMANN  
102 Ismaninger Street, Munich 27

U. S. hits are on the march in Germany as never before. After a long absence from the charts, Harry Belafonte is here again with an RCA single "Angelina." Lys Assia sings the German version by Joachim Reilin of "Moon River" on Decca, Gunther Loose wrote the German lyrics for "Tower of Strength," sung by Gerd Botchner on Telefunken. Jimmy Barber, on Telefunken, sings Fred Oldorp's German lyrics of "I Can't Do It By Myself," and "I Really Love You." The Stereos' Cub hit, is sung by Gus Backus on Polydor with German lyrics by Ulli Blecher.

**Disk News**

Twentieth Century-Fox starts the new Debbie Reynolds pic, "The Second Time Around," with a record campaign of theme song by Jimmy Van Heusen on four labels: Bing Crosby on MGM, Frank Sinatra on Reprise, Jane Morgan on Kapp, and Gogi Grant on their own 20th Fox label.

**W. German Firms  
Form Association**

By BRIGITTE KEEB  
Music Editor, Automaten-Markt

German record firms are setting up a new association. Up to now manufacturers were associated in the phono trade department of the Zentralverband der Elektrotechnischen Industries, in which manufacturers of electric machines and motors were main members. The new association will represent only the record industry. Members may be importers and distributors as well as manufacturers.

**Distribution**

Ariola, who will be moving from Gutersloh to Munich 9, Aschauer Strasse 17, will take over the British Oriole label at the beginning of 1962. . . . Philips, specialists for Greek talent (they contracted Leo Leandros, who had a hit here with "Mustafa," and Nana Mouskouri, currently topping with Greek melody "Weisse Rosen Aus Athen" is introducing a new Greek singer, George Dimu, with vocal version

of Spanish hit "La Novia" entitled "Glocken der Liebe" (Bells of Love) published by Ralf Maria Siegel, Munich.

**Disk Business**

For the first time in some years Harry Belafonte gets much radio, juke box and sales attention here with his new RCA single "Angelina" and "Jump in the Line." German version of "Angelina" is in preparation on Polydor. . . . Also Ray Charles' "Hit the Road Jack" has caused remarkable radio and buyer interest here since its release by Philips. German version has been released recently on Electrola sung by Jack Van Doorn entitled "Komm, trink aus Jack."

**East German Hits**

East German hit parade shows these results:

1. Danke, danke fur die Blumen (Wedding Cake) by Helga Brauer,
2. "Wonderland by Night" by Gunter Karpa.
3. "Molto Bene" by West German Philips singer Peter Beil. All three titles were taken over from Western Germany.

**HOLLAND**

**Willy Schobben  
Hot in 'Mexico'**

By HEMMY J. S. WAPPEROM  
Editor Platennieuws  
P.O. Box 43, Amersfoort

Willy Schobben, first trumpet with Holland's popular Radio Orchestra "De Zaaiers" (AVRO) signed an exclusive contract with Artone. His first recording of his own orchestra of "Mexico" is having tremendous success. . . . British guitarist Bert Weedon will appear on Dutch TV soon. . . . French vocalist Nicole Louvier is coming to Holland next week. Imperial, Bovema's label for American and Dutch repertoire, joined the Twist craze with Ernie Freeman's instrumental version of the tune.

Decca label manager John Ros told Billboard that his second best selling record at this moment is "Mexico" by the Bob Moore orchestra (London-L. C. Phonogram). Other top selling records at Phonogram just now: "Little Ship" by The Blue Diamonds. . . . In Benelux thousands of copies were sold of Joey Dee's "Peppermint Twist" on Roulette. Artone who distributes the label for Benelux was forced by local demand to produce the disk on two presses continually in their Agram works.

**ISRAEL**

**Eichmann Trial LP  
For Canada, U. S.**

By AZARIA RAPOPORT  
73 Ahad Haam St., Tel Aviv

United Artists has acquired the Eichmann trial record prepared in Israel by Hed Arzi, for pressing and distribution in the U. S. and Canada. This LP has been also contracted for distribution in Holland, by the Amsterdam Dureco company. . . . In Israel the two LP's prepared by Kol Israel, in Hebrew, for local distribution, are being sold at cost price and is arousing great interest. . . . The preparation of a German and French version of the Hed Arzi record, has been postponed for the time being.

**Disk Shorts**

Jocelyne Jocya (Vogue) has scored a hit, appearing at the Adria in Tel Aviv. She left this week for Spain and France, but has signed for a repeat visit here in the first part of 1962. . . . Zeev Levin, director-general of Hed Arzi, is

arriving in New York, for a month's visit, January 5. He will complete negotiations for further distribution of the Eichmann Trial record, and also sign some more deals concerning American pressings to be made in Israel.

**ITALY**

**Barclay Obtains  
'Montecarlo' Tune**

By MARIO De LUIGI  
Via Carducci 6, Milano

Among the finalists for the weekly TV musical show "Canzonissima" is "Montecarlo" published by Tiber and sung by Johnny Dorelli (CGD Records). Rights have been made available to Barclay, publishers in Paris, for France, the Union of France and Monaco, and to Castello (2Ia) Brackwede (Westf.) for Germany, Austria and Switzerland.

The publishing rights for "Eclissi di sole" and "Pezetti di cuore" of the Guerrini Publishing Company have been granted to Metronom of Belgrade for Yugoslavia. The Messenger gave the rights for "I tuoi occhi" to Italmusic of Brussels for Belgium, Luxembourg and the Netherlands. "Romantico amore" rights, put out by Ricordi, are being negotiated at this point with Spain and Portugal. The rights for Ricordi's latest success, "Un delitto perfetto d'amor," are now available throughout the world.

The sound track of "Sodom and Gomorrah" will be released by Titanus. Dimitri Tiomkin who was commissioned to write the music, is now in Rome to see the film.

Curci Publishing Company is the publisher of "Ada" and "Ponte verso il sole" from the MGM film of the same title and "Fantastico amore" (The Falcon and the Dove) from the Dear film "El Cid."

**Records**

Eddie Fisher's latest is the two tunes from the Broadway musical "Milk and Honey": the title tune and "Shalom" (Voce del Padrone Records). Many American successes are being published in Italy.

**Artists**

Bobby Rydell has just begun his long tour of the world. He will be in Italy from February 21 to 25. His records appear in Italy under Galleria del Corso label. . . . Chloë Owen, American soprano now with American Artists Association of Milan, just gave an exceptional concert in Milan, singing many contemporary American songs. She proved to be an artist of the highest rank, successfully interpreting both chamber music and opera arias. She was warmly praised for her temperament and dramatic ability.

**Festival of San Remo**

The choosing of songs to be presented at the 12th annual Festival of San Remo is now underway. This Italian Canzone Festival takes place February 8, 9 and 10. December 7 was the deadline for the presentation of songs to the A.T.A., the organizing society of the Festival. 224 songs were sent in. Among these, nine were sent from composers chosen on the basis of their placement as the best in preceding Festivals. Tenth place had a runoff ballot between Malgani and Falocchio, but there was no final agreement and so they were not "invited." The choice of composers had been entrusted jointly to UNEMI, AIDEM, UNCLA and G.I.P.D., which together with A.T.A., have seen to it that members have been nominated for the two committees.

These are the songs sent on "invitation": "Inventiamo la vita" (Mascheroni-Testoni) published by Mascheroni; "Il nostro amore" (Panzuti - Pinchi) Pub. Cielo; (Continued on page 16)

**ITALY**

Continued from page 15

"Tobia" (Donida - Mogol - Rapetti-Testa) Pub. R. R. Ricordi; "Stanno al Luna Park" (C. A. Rossi-Pallavinci-Biri), C. A. Rossi; "Aspettiamoci" (Seracini - D'Acquisto), Suvini Zerboni; "Il cielo cammina" (Ruccione - Bertini - Tombolato), Ruccione; "Innamorati!" (D'Anzi-Panzeri), D'Anzi; "Vita" (Concina-Bixio-Cherubini), Roram; "Addio, addio" (Modugno - Migliacci - Modugno), published by Curci.

By **SAM'L STEINMAN**  
Piazza S. Anselmo 1, Rome

After nine weeks of eliminations and 56 songs heard, the public has chosen the final 14 in the "Canzonissima" competition and they have all started off once again from scratch on the final run which will be decided January 6. The final list consists of the following: "Bambina, Bambina," published by Flaminia; "Cara-Cara," Casiroli; "Amid the Bamboo," Ivana; "Mon-

te Carlo," Mess. Musicale; "Born for Me," EDIR; "I Choose You," San Giusto; "Our Summer," La Cicala; "The First Morning of the World," La Cicala; "Rickshaw," Tre Stelle; "Santa Lucia," G.I.B.A.; "Sixteen Years," Tre Golfi; "Hold My Hand," RCA; "Streets at Night," Accordo, and "Singing and Fishing," Carish. (All publishers are Milan except RCA, Rome and GIBA, Naples).

**JAPAN**

**Newest Japanese Disk Affiliations**

By **J. FUKUNISHI**  
108 Kakinokizaka Meguroku, Tokyo

Recent purchases of recording companies in other countries has caused a number of switches in Japanese affiliations.

As a result of ABC-Paramount Records' recent acquisition of the

Westminster label, the agency for the latter was switched to King Records from Nippon Westminster Records. King announced the release of 10 Westminster LP's for January 31.

Mercury Records, currently pressed by King, is expected to be transferred to Nippon Victor shortly as a consequence of Dutch Philips' purchase of Mercury in the U. S. Philips is represented by Nippon Victor here.

Toshiba Records, EMI affiliate, is now contemplating to release Liberty and Laurie labels early in 1962, as EMI recently acquired the right to the world distribution of these indie disks. And Chancellor finalized a deal with Yamaha Music to market its repertoire on thin vinyl sheet platters starting in January.

**Record Production**

According to the announcement made by Japan Phonograph and Record Association, October record production was 3,114,516 records, valued at \$3,028,002 at manufacturers' prices. This indicates a gain of 25 per cent in quantity and

28 per cent in value over the same month last year. Thirteen per cent of the total production was stereo. This shows an increase of 4.5 per cent in comparison with 8.5 per cent of the same month in 1960.

**NEW ZEALAND**

**Anzac Christmas Business Off**

By **FRED GEBBIE**  
Box 5051 Auckland, New Zealand

May I take this opportunity on behalf of the industry in New Zealand of wishing all the best Christmas ever and may 1962 be a bright and prosperous one for record men and showmen everywhere. Thank you all for those kind letters over the year. Christmas trade here could be better, especially in singles; LP's are selling quite well, but not as well as other seasons. Coronet's "Big Bad John" is still high on the best selling lists followed by Helen Shapiro's "Walk-ig Back To Happiness."

Harry Miller and his manager, Graham Dent, are in Australia organizing tours by more U. S. talent. . . . J. D. Gillespie, co-founder of the mammoth W & G Record Processing Company, called in on his NZ rep, Norm Wright, in Auckland on his way back to Australia from the U. S. West Coast. . . . 1962 will see the first release of the U. S. Trend label. First up is Galen Denning's "Brandenburg Gate" and "Three Score Years and Ten." "Three Score Years" also covered by local group, the Coachmen, for La Gloria. . . . Octagon Records covered the John Leyton hit, "Wild Wind," with a version by the Hi-Brows.

**1962 Looms Big**

Continued from page 5

finally understands and accepts the advantages of stereo."

On the singles front, Rackmil feels that "the decline in sales cannot be solved by price cutting alone." He pointed to the history of the industry as indicative that "hit product that the public wants knows no price barrier. The most important ingredient of any record and the greatest stimulus to sales remains concentrated product aimed at the bull's-eye of consumer acceptance."

Rackmil, noting the continued sales of such artists as Brenda Lee and Jackie Wilson, and the emergence of Patsy Cline as an artist of broad pop stature, predicted that the company's country and western artist roster would contribute additional artists to the pop hit derby.

On yet another front, Rackmil pledged a continuing "concentration on the needs of juke box operators in the coming year. The proven success of the Decca program of providing standard titles by established artists illustrates the increasing importance of this market, and we stand ready to service this programming need," he said.

**Songs Get Better**

Dave Kapp, president of Kapp Records feels that 1962 "will be one of the greatest years the record industry has ever known." Speaking of singles, Kapp remarked that "Songs are getting better, and even what most people call 'bad' songs are making more sense today than they have in the past five years."

"That which is good in rock and roll is being adopted and adapted into the new recordings and will influence most of the recordings to be made in 1962 and 1963." Kapp believes that the public is becoming more and more discriminating but that "the chances for success of 'unusual' recordings are growing every day."

**Exposure the Key**

Cadence Records president, Archie Bleyer, in a discussion of the singles field, noted that one of the primary problems is that of exposure rather than pricing. "There is plenty of business for singles if you have a good record and can manage to get it played," he asserted. "But the problem of getting play is a real and present one. Radio continues in an upheaval as jockeys are hired and fired overnight. This is unsettled period, a time of change, and it will continue to be a problem next year."

Another current problem for which Bleyer sees no immediate answer is what he calls "the dearth of good song material and the lack of a bright, exciting new stars like a Presley, that can capture the imagination and fancy of the public and get them into record stores. It's impossible to predict accurately just what the public will consider good or different but once in a while lightning will strike with something really distinctive like a 'Big Bad John.' We can use more records like that in the future and we should strive for that element of distinctiveness that gets everybody excited."

"Cryin'" and "Candy Man" was released last week (London) and Charles Aznavour's hit in France, "Il faut savoir," was launched by Barclay.

Spanish record companies are trying to have the "American hits" simultaneously here. Bobby Vee's "Take Good Care of My Baby" came out as soon as it jumped to first place in England. . . . Sarita Montiel's new picture called "Pecado de amor" (Sin of Love) was previewed successfully here. At the same time Hispavox released its new album.

Mario Clavel, the Argentine singer, made his debut here on TV and radio. He scored a big hit and Philips launched a good number of his disks.

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**NORWAY**

**TV Outlets Prep For Eurovision**

By **ESPEN ERIKSEN**  
Verdens Gang, Akersgaten 34, Oslo

The Scandinavian TV companies are getting ready for the annual Eurovision Melodie Grand Prix-competition of songs. In Sweden, they have invited the most-played composers in radio plus the winner of the last two competitions to produce the songs. In Norway Norsk Fjernsyn (the Norwegian TV) has asked the members of the light-music composers union to participate, plus of course the winners of the last two years' competitions.

Earlier years the competitions have been open to anyone, but the result was works of inferior quality. The local finals will take place in the week between February 11-18, Denmark, followed by Sweden, Finland and Norway.

The finale will take place in Luxemburg, March 18.

**SPAIN**

**Belter Launches Command Series**

By **Raul Matas**  
32 Av Jose Antonio, Madrid 13 Belter launched the original Command percussion album here last week, including LP's by Enoch Light, Terry Snyder, Lew Davies, Los Admiradores and others. Light has been a best seller for the local label.

**Disk Shorts** "Yassu" (Greece's "Adios") is coming up in Spain. Records by Aleco Pandas, Victor Mojica, and the original recorded in the U. S. A. could be among the top tunes here in January.

Mahalia Jackson and Ray Charles singles are being programmed constantly for Christmas and New Year's. . . . Roy Orbison's

## FOLK TALENT & TUNES

By BILL SACHS

Harry (Hap) Peebles, Wichita, Kan., promoter, presents his 12th annual country music tour, opening at Topeka, Kan., December 28, and following with Wichita, 29; St. Joseph, Mo., 30; Omaha, Neb., 31, and Kansas City, Mo., January 1. In the package will be Jim Reeves and the Blue Boys, LeRoy Van Dyke, the Duke of Paducah; Mother Maybelle; Helen, June and Anita Carter, the Cates Sisters, Diane Hamilton, Gary Van and the Western Starliners, Jeannie Pierson, Herkimer Pushbroom, and Mack Sanders and the Ranch-Boys. . . . Ray Mitcham's new release on the United Southern Artists label couples "Stood Up Again" with "I Can't See." . . . Virginia Shine (Mrs. M. Jerome Harvey Jr.), cousin of the late Jimmy Rodgers, has been awarded the D. P. Dear Memorial Trophy, presented annually by the Mississippi Chapter of the Order of DeMolay to the person in Meridian making the greatest contribution in youth work. Every week, for a number of years, Mrs. Harvey has brought groups of youngsters to Meridian (at times as many as 200) to teach them guitar and group singing. The presentation won her a story with photo in The Meridian Star and The Birmingham News.

Hawkshaw Hawkins and wife, Jean Shepard, are celebrating the arrival of a son, Don Robbins, born December 7 in Nashville. . . . The Glaser Brothers, Tompal, Chuck and Jim, are spending the holidays at their home in Nebraska. Their newest on the Decca label is "Tired of Crying Over You" b.w. "Let Me Down Easy." . . . The Willis Brothers show their wares at the Showboat, Las Vegas, December 28 thru January 6. . . . Roy Acuff and His Smokey Mountain Boys have embarked on another overseas tour for USO—this time to Spain. It marked their ninth overseas jaunt in 12 years. . . . Johnny and Jack and Kitty Wells, currently on tour of Army bases in Germany, France and Italy, are

due back in the States January 4.

Ray Price and His Cherokee Cowboys are set for a New Year's Eve date in Tulsa, Okla. . . . Bill Anderson is routed for Moline, Ill., December 29; Ottumwa, Ia., 30; Des Moines, Ia., 31, and Sioux Falls, S. D., January 1. . . . George Hamilton IV kicks off a Canadian trek at Vancouver, B. C., December 27, following with Edmonton, Alta., 27; Calgary, Alta., 28; Regina, Sask., 29; Winnipeg, Man., 30; Grandon, Man., January 1. He appears with Patsy Cline on the first five dates. . . . Del Wood plays Grat Falls, Mont., January 8-16, and Havre, Mont., January 17-24. . . . Itinerary for the Willis Brothers stacks up as follows: Raleigh, N. C., January 18; Richmond, Va., 19; Petersburg, Va., 20; Norfolk, Va., 22; Wilmington, N. C., 23; Charlotte, N. C., 24; Goldsboro, N. C., 24, and Winston-Salem, N. C., 26.

Flatt and Scruggs are routed through January as follows: Earle, Ark., 2; Clinton, Ark., 3; Corning, Ark., 5; Bremen, Ky., 8; Max Meadows, Va., 15; Virgilina, Va., 16; Canton, N. C., 17; Statesville, N. C., 18; Boone, N. C., 19; Memphis, Tenn., 23; Hilly Springs, Miss., 24; Sparta, Tenn., 25; Greensboro, N. C., 26, and Charlotte, N. C., 27. . . . Jim Reeves makes stops at Tucson, Ariz., January 17; Phoenix, Ariz., 18, and Tucson, Ariz., 19-20. . . . Johnny Cash, the Tennessee Three, Patsy Cline, George Jones, Carl Perkins, Gordon Terry and Johnny Western are tentatively booked for the following January dates: Cimarron Theater, Tulsa, Okla., January 20; Kansas City, Mo., 21; Municipal Auditorium, Sioux City, Ia., 22; Coliseum, Sioux Falls, S. D., 23; Pershing Municipal Auditorium, Lincoln, Neb., 24; Music Hall, Omaha, Neb., 25; Memorial Building, Joplin, Mo., 26; Arcadia Theater, Wichita, Kan., 27, and KRNT Theater, Des Moines, Ia., 28.

## German Classical Sales Up 38%; Singles Up 10%; American Tunes Hot

By BRIGITTE KEEB,  
Music Editor, Automaten-Markt

**NOTE:** This story, summing up highlights of disk activity in Germany in 1961, can be made a permanent part of the "Who's Who in the World of Music" section of this issue by clipping it from here and inserting it at page 169 of the "Who's Who" section.

1961 has been the most successful of the last four years for the German record business. In the first three quarters of 1961, production grew about 10 per cent over the same period of 1960, and for the whole year of 1961, disk production is expected to exceed 70 million. In 1958, 62.8 million records were made; 1959 production sank to 58.6 millions and 1960 production rose again to 67.5 millions.

A remarkable factor is the steady increase in the demand for classical music. In the first nine months of 1961, 38.6 per cent more classical records were produced than during the same period of 1960. Apart from the classical LP's, pop music LP's and EP's, as well as jazz, have considerably outstripped singles production. Dominating the LP field here is the 12-inch record.

Production of singles increased at the same time by roughly 10 per cent. The 60,000 juke boxes operated in Western Germany and Berlin constitute important sales promoters. Of certain best selling records with say 200,000 copies, some 30 per cent are sold to operators, and in case of best sellers with 100,000 copies, the percentage may even increase to 60. A number of typical juke box best sellers played an important part this year in the sales of these records to the public.

Production of stereo singles, which started in 1959, has been abandoned. A major increase in stereo LP sales is now expected as a result of the adjustment of monaural and stereo record prices, announced by all manufacturers recently, offering mono and stereo at the same price. From 1963 onward, the entire classical repertoire will be recorded and produced exclusively in stereo.

### Sales Promotion

Much of the increased record sales resulted from the opening of new sales fields. Contact between the record industry and book clubs, intensified during 1961, proved to be a remarkable success. Many of the over 500,000 club members became new record buyers. Also important are record warehouses, which conduct the annual sales by which the industry gets rid of its excess stock.

In the past few months, there is an increase in the trend by which smaller labels are seeking the highest sales potential possible by setting distribution contracts with bigger firms with strong sales organizations. Thus Bella Musica, Frankfurt, has made a distribution deal with Metronome. The young pop label "Golden 12" of Frankfurt is now distributed by Metronome. Also certain promising records of smaller labels were taken over by bigger firms; for instance the old soldier tune "In Honolulu" produced by the Carina label is now sold by Polydor. And more small manufacturers are now negotia-

ting to have their repertoire distributed this way.

### Foreign Influence

Foreign influence on German pop music was quite strong in 1961. Far dominating was the U. S., followed by Greece, which became important here since "Never On Sunday," and also France and Italy. German authors had a good year but German best sellers of 1961 show a strong foreign influence, resulting in close co-operation of German record manufacturers and publishers with foreign music firms.

Of 33 best selling tunes in 1961, 13 were German compositions, 11 were of U. S. or English origin, two were Greek and one Italian. Of 270 new tunes that entered the fortnightly list of the 50 most demanded records, 90 were U. S. titles, 5 French, 6 Belgian, 7 Italian, 3 Greek, 3 Latin American and 2 Danish. On the other hand, however, quite a number of German top hits were to be found in European and overseas best selling charts, too (most important one to mention, "Wonderland by Night," Bert Kaempfert).

German writers hope to obtain more international exposure from annual song festivals. In 1961, two festivals took place — the Deutsche Schlager-Festspiele in Baden-Baden in June (arranged the first time by a German interest group, Verein Deutsche Schlager-Festspiele e.V.) and the Deutsche Schlager-Festival in Wiesbaden in September (arranged by Radio Luxemburg, which in 1959 was the first to organize a German Festival). But neither winning title proved a real best seller. Negotiations are taking place now for a merger, so that there might be only one big German festival in the future.

So far, only Connie Francis has been successful among foreign talent recording German versions of their best sellers. But now there is a remarkable trend to write or choose special tunes better suited for the German market for these artists. Thus, Teldec has released two German titles with Connie Stevens on Warner Bros. French top singer Marcel Amont has been started with special material on Polydor and in January his colleague French guitarist and singer Sacha Distel will record special German titles for Polydor, too. Billy Vaughn is again climbing the charts currently with two German titles ("Lili Marlen" b-w "Zwei Gitarren am Meer"), which pay special attention to the German customer. The Verly Brothers and Doris Day will follow suit. Danish singer Gunnar Winkler, Danish teen-age songstress Gitte and French accordion player, Aimable, have also started with other special productions.

### New Labels

The big firms — Ariola, Deutsche Grammophon, Electrola, Metronome, Philips, Teldec — have to share the market with more and more new labels. While two years ago only the big six governed the market, today 16 firms are in existence. In 1961 these new firms were established:

Golden 12, Frankfurt; Osca, Munich; Fanal, Munich; Miller International, Hamburg. New foreign labels were taken over: Deutsche Grammophon added United Artists. Ariola got Frank Sinatra's Reprise plus Starday, Italian Cetra, French Barclay and (starting in 1962) English Oriole and Spanish Hispavox. Sonet-Storyville, distributed by Metronome, got Colpix and Chancellor.

Philips landed ABC-Paramount, formerly represented by Electrola. Deutsche Vogue secured the Italian labels Music, Jolly, Celson and Stella. Schallplattenimportdienst B. Mikulski of Frankfurt obtained Belgian Palette and Artone. Austroton obtained Triola, formerly distributed by Bella Musica, Italian Juke Box. Music publisher Dr. Karlheinz Busse, Munich, got Italia, featuring Italian original hits, among others with Peppino di Capri.

### Musical Trends

The so-called "soft-wave," emphasizing melody, was dominant during 1961, but rhythm seems to have come back again with the Twist. At the beginning of November, record firms started to prepare for the Twist, about which newspapers reported big stories. Now all firms are on the market with German Twists, German versions of the American best sellers or U. S. originals. The dance is getting broad publicity by radio, TV, movies and magazines and is developing as a new craze for the youngsters.

In 1960 the oldtime jazz arrangements for evergreens, current hits, etc., were in large demand and were offered in great number, but in 1961 only a few recordings of the oldtime style were really successful and contrary to former recordings they all feature a vocal part in addition to the instrumental.

The only German answer disk ("Ja, ich bin einsam heut' nacht" Yes, I'm Lonesome Tonight) by Wilma Lucini on Polydor did not prove too great a success.

Famous classical pieces belonged to the material used in pop music this year, which proved successful especially with Gerd Botcher's Decca hit "Adieu, Liebewohl, Goodbye" ("Barcarole" from Offenbach's "Tales of Hoffmann"). Another popular theme in pop music was hillbilly, most successful being Caterina Valente. And for the first time cheery music medleys on singles were offered, which were a specially big success in the juke boxes. After Ariola started its "So leben wir" (which reached top chart positions), all other firms released similar records, which up to now were only available on expensive LP's.

### GEMA-Free Disks

One of the most discussed items among juke box operators is currently the GEMA free record, recently launched by a private group under the leadership of an operator, Karl Klingler, Munster-Sarmsheim (Rhineland-Pfalz). In consequence of the intention of the GEMA, German performance rights society, to get the juke box operator to pay even higher fees (the current lump sum is DM 78 (nearly \$20) a year for each machine), this group has taken up production and distribution of GEMA-free records featuring unknown talent and non-GEMA authors for juke boxes. Operators are of conflicting opinions about this idea, some favoring the idea of saving the high GEMA fees. Others say that they have to pay anyway if they use any GEMA licensed records in addition to the GEMA-free ones and feel they must use known authors and artists released by the big record manufacturers because only these are really demanded and get heavy play.

In general, last year has been one of the busiest and most successful in German record industry and same development is expected for 1962.

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

"Country & western music is going through a great period of re-birth in this part of the world," scribes Uncle Joe Chesney, who spins his "Melody Ranch" disk show on CJOR, New Westminster, B. C. "Two years ago," continues Chesney, "our music was non-existent here, and there were several years when it wasn't played even a little bit. The 'kid' stations were upsetting the market with 18 to 24 hours of pure pap daily, and no one thought of country until I persuaded the boss to make a token concession to the folk, western and country fans. We started with an hour in the mid-evening, and it brought back to life people we thought were long dead. We put Cousin Jim into the 'CJOR Barn

Dance"—all disks. The response was so good that we moved the show into two hours in the afternoon. When Cousin Jim left for another job, I stepped into the breach. We soon expanded to three hours daily, and then to four. A year and a half later, we are running country music eight hours daily, with Old Vic Waters taking the first four hours, while I continue my four in the afternoon. The response is terrific. Generally, I am getting excellent service from the up-and-coming artists. Where I have trouble is from the jump-the-gun hit services which the 'kid' stations subscribe to. They get pre-released stuff and I hear my listeners asking for things I haven't got yet. This applies particularly to the type of pop-country that r.&r. stations slip into their runs when the 'junk' becomes unbearable even to them. Assisting me in my job of promoting country music is the timely arrival of touring groups under the wing of Marlin Payne. However, many are too hot to handle. We've had some successes, but two or three have been over-priced for their drawing power. Anyway, Bill, tell 'em to keep an eye on the quality of the product and say we can use any old records that may be gathering dust on some artists' closet shelves. I get many requests for many of the old singles that happened before 'Melody Ranch' started."

## WHEN YOU AND I WERE YOUNG

NEW YORK—The record industry in pop singles popularity is showing its age. Bob Conrad, the star of TV's Hawaiian Eye and now percolating with his first single, "Bye Bye Baby," on Warner Bros., is the son of Jackie Smith, the original d.j. promotion chief for Mercury records who travelled the radio station route in the late forties.

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

# ALBUM REVIEWS

**Pop**

**HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING**



**Ray Ellis and His Ork.** RCA Victor LSP 2493 (Stereo & Monaural)—This spirited, mainly instrumental version of the current Broadway smash could be a winner. It features sparkling arrangements by the Ellis crew, and all of the happy tunes from the show with occasional backgrounds. Best sides are "Love From a Heart of Gold," "The Company Way," "A Secretary Is Not a Toy" and "Grand Old Ivy." Strong wax here.

**THE LION SLEEPS TONIGHT**



**The Tokens.** RCA Victor LSP 2514 (Stereo & Monaural)—The Tokens have had a smash with the single of the title tune of this album. Now, as they did with their single hit, they hand their neatly stylized vocal treatments to a group of folk-based efforts like "The Wreck of the John B.," "Michael," "Lonesome Traveller," etc. Strong performances which should get a fine reception.

**Folk**

**THE BEST OF DALLIANCE**



**Ed McCurdy.** Elektra EKL 213—A handsome package, and a buy for the money. It's a \$4.98 two-disk collection of lusty songs, derived from the Elizabethan era. McCurdy, who has had successful packages in this vein, sings this collection in a masculine, forthright baritone. It's well recorded. Package is book-fashioned, and includes lyrics. It's also handsome as a display piece.

**Classical Low Price**

**BEETHOVEN OVERTURES**



Various Orchestras (Keilberth). Telefunken TCS 18049 (Stereo & Monaural)—A tough value to top, this LP features the famed Berlin Philharmonic on one side, with brilliantly played versions of the "Egmont" and "Leonore No. 3" overtures. The opposite side has the Bamberg Symphony and the Hamburg State Philharmonic playing the "Ruins of Athens," "Turkish March," "Fidelio" and "Coriolan" overtures. Excellent sound and the low price for these popular works makes this good merchandise.

## SPECIAL MERIT ALBUMS

**Children**

**PLAY AND SING ALONG TOO!**



**George Siravo.** Ad Lib A 224—Infectious high spirits and musical fun make this a standout release, not only for the younger set but as a family item. Included are three cardboard instruments that sound like kazoos. These are used as play-alongs, and the disk also provides lyrics for a sing-along. Perky arrangements for a moppet chorus and orchestra put this album several notches above the average for this type.

★★★★  
**STRONG SALES POTENTIAL**

**THE ANDREWS SISTERS' GREATEST HITS**

Dot DLP 25406 (Stereo & Monaural)—Here's a set that really brings back memories. The Andrews Sisters, a perpetually favorite vocal group gives out, in vibrant new recordings, with a flock of favorites

that made the girls so famous. The nostalgic tunes include "Beer Barrel Polka," "Joseph! Joseph!" "I'll Be With You in Apple Blossom Time," and, of course, "Bei Mir Bist Du Schoen." In stereo sound the girls sound better than ever. Set should have wide appeal.

**★★★★ PARTY TIME**

Olympics. Arvee A 429 — The smartly rocking group turns out "The Stomp," "Hootchie Coochie Coo," "Pony Time," "Madison Time," and other specialized rock dance tunes in a manner that should please teen fandom. The inevitable Twist is also here.

**★★★★ THIS IS VIC DANA**

Dolton BST 8013 (Stereo & Monaural)—Vic Dana, a newcomer to the pop scene, has had good success with his first single, "Little Altar Boy." In this, his initial album outing, he includes his hit, plus finely rendered versions of a good selection of ballads like "A Cottage for Sale," "Someone to Watch Over Me," and a compelling "Cry Me a River." A good album debut by an artist with promise.

**★★★★ THE CONTINENTAL TWIST**

Sam Butera and the Witnesses starring Louis Prima. Capitol T 1677—Butera and the Witnesses, long sidekicks of Louis Prima, are featured, along with Prima in the picture "The Continental Twist," and here are some of the tunes from that pic, plus others, as played by Butera, all designed for a wild and woolly twist dance party. Numbers include the title tune, plus "Chantilly Lace," "Skinny Minnie," "Honey Love," and "Kansas City." Solid wax.

**★★★★ TWISTING**

Irving Fields Ork. Everest LPBR 5134—Fields leads his combo through a society-styled program of twist music. Tenor sax, guitar and piano take turns in the lead spots with such items as "I Can't Give You Anything But Love," "Diga Diga Doo," "The Hula Twist," and others. Fields will soon open a series of radio remotes from New York's Latin Quarter, and exposure here of these items can be expected to generate some interest.

**★★★★ A JAZZ VERSION OF THE BROADWAY HIT "SUBWAYS ARE FOR SLEEPING"**

Dave Grusin at the piano. Epic LN 3829—A brisk and effective jazz treatment of the score from the forthcoming Broadway show. Grusin is a new jazz piano soloist who has a touch similar to that of Andre Previn, and accompanied by Don Lammond, drums, and bassist Milt Hinton, he whirls through nine of Jule Styne's melodies giving his own interpretations. Fine jazz wax.

**LOW PRICED POPULAR**

**★★★★ CLASSICAL FAVORITES**

Frank Chacksfield and His Ork. Richmond S 30105 (Stereo & Monaural)—Frank Chacksfield and his orchestra present a package of favorite classical selections in the inimitable lush orchestral treatment with which he is associated. The set includes: "Claire de Lune," "Humoresque," "Minute in G" and "Waltz of the Flowers." This popular program in fine stereo sound at the low price should pull coin.

★★★  
**MODERATE SALES POTENTIAL**

**★★★ BIG BAND KERN**

Ted Heath and His Music. Richmond B 20097.

**★★★ FAVORITE ACCORDION WALTZES**

Edoardo Lucchina. Richmond R 20102

**★★★ TROPICAL NIGHTS**

Werner Muller and His Ork. Telefunken TCS 12521 (Stereo & Monaural)

**CLASSICAL LP'S**

★★★★  
**STRONG SALES POTENTIAL**

**★★★★ DVORAK: SYMPHONY NO. 5 IN E MINOR; SMETANA: THE MOLDAU** Berlin Philharmonic Orchestra, conducted by Herbert Von Karajan. Angel S35615—Von Karajan and the Berlin Philharmonic give a stirring rendition of the "New World" Symphony here. The slower movements are handled in a most delicate and touching way that loses none of the dramatic impact of the work as a whole. The Smetana work, one of his best known, is filled with grace, and Slavic charm and the most is made of its folk-inspired theme.

★★★  
**MODERATE SALES POTENTIAL**

**LOW PRICED CLASSICAL**

**★★★ TILL EULENSPIEGEL DON JUAN**

Berlin Philharmonic (Keilberth). Telefunken TCS 18050 (Stereo & Monaural)

**JAZZ LP'S**

★★★★  
**STRONG SALES POTENTIAL**

**★★★★ HERE 'TIS**

Lou Donaldson. Blue Note 4066—Alto saxist Lou Donaldson hooks up with guitarist Grant Green, drummer Dave Bailey, and organist Baby Face Willette for some concerted blues blowing on this album. There are four tracks of blues of varying tempos, the fifth is the standard "Foggy Day." Lou is in strong shape and his many fans should enjoy this album.

★★★  
**MODERATE SALES POTENTIAL**

**★★★ LET ME TELL YOU ABOUT IT** Leo Parker. Blue Note 4087

**SPECIALTY LP'S**

**'OUNTRY & WESTERN**

**★★★★ 15 COUNTRY GREATS BY 8 GREAT ARTISTS**

Various Artists. Hickory LPMH 105—Hickory gathered some of the fine country tunes for this package, which adds up to a sort of "Opry" on itself. One of the best here is Margie Bowes' "Violets and Sweet Perfume," but there are many fine titles here by June Webb, Wilma Lee and Stony Cooper, Rusty and Doug, the McCormick Brothers and Roy Acuff. The late Rod Brasfield is also included in one of his rare disk appearances. Package amounts to solid country fare.

**★★★★ JUSTIN TUBB**

Starday SLP 160 — Tubb turns on his

strong, country-style charm in a series of pleasant weeper ballads of varying tempos. Titles include "How the Other Half Lives," "Your Side of the Story" and "I've Gotta Go Get My Baby." The lad is an "Opry" regular and emcee's a weekly show from Nashville's Ernest Tubbs record store and the many fans should welcome this new collection.

**RELIGIOUS**

**★★★★ BILLY GRAHAM DECADE OF DECISION**

Various Artists. Word W-3164-LP—Here are excerpted musical passages from a number of films during the past decade, in which evangelist Billy Graham has played a part. The pictures include "The Heart is a Rebel," "Oiltown, U.S.A.," "Mr. Texas," "Souls in Conflict," "Decade of Decision," "Fire on the Heather" and "Shadow of a Boomerang," and feature such vocalists as Georgia Lee, Redd Harper, Ethel Waters, Frank Boggs and others. For the grand army of Graham followers.

**SPECIALTY**

**★★★★ PRAY FOR ME**

Rev. Cleophus Robinson and Sister Josephine James. Peacock PLP 107—The Rev. Robinson appears here with his sister, Josephine James, and the choir of his own Bethlehem Baptist Church from St. Louis, in a series of soulful and inspired recordings, including live ones employing the whole cast, with shouts of agreement from the congregation. "Pray for Me," (written by the Reverend himself), "Amazing Grace" and "Sweet Bye and Bye," are all included. An uplifting performance.

(Continued on page 20)

**LP REVIEW POLICY**

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**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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A Mighty Fortress Is Our God; Whispering Hope; Nearer, My God, To Thee; The Lord Is My Shepherd; Abide With Me; Onward, Christian Soldiers; Rock Of Ages; Eternal Father, Strong To Save; Beautiful Isle Of Somewhere; Jesus, Lover Of My Soul; Jesu, Joy Of Man's Desiring; The Little Brown Church; The Holy City.

Stereo: PS 245

Mono: LL 3251



Words for all 13 hymns printed on inside of jacket

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

# SINGLES REVIEWS

## Pop

### WANDA JACKSON

**LITTLE BITTY TEAR** (Pamper, BMI) (2:16)—**I DON'T WANNA GO** (Ridgeway, BMI) (2:14)—Wanda Jackson turns in a strong performance on "Little Bitty Tear" that should help this version cash in on the song. Flip is a potent performance of a listenable weeper.

Capitol 4681

### BOBBY EDWARDS

**WHAT'S THE REASON** (Bourne, ASCAP) (2:04)—Bobby Edwards should have another pop hit with this fine rendering of the evergreen. He sings it with feeling over catchy support. Flip is "Walk Away Slowly" (Pamper-Brown, BMI) (2:34).

Capitol 4674

### WILLIE JONES

**WHERE'S MY MONEY** (Vicki, BMI) (2:17)—Chanter bows on the label with a strong performance of a solid rocker that moves. He is helped by a chick chorus. Flip is "Don't Leave Me" (Vicki, BMI) (2:15).

Mr. Peacock 104

### THE MAR-KETS

**SURFER'S STOMP** (Strat-E.D.M., ASCAP) (2:00)—A snappy, swinging medium-tempo rocker gets a fine go from the instrumental group on this happy side. Hand-clapping adds good effects for the teen crowd. Flip is "Start" (Drink, BMI) (2:20).

Liberty 55401

### THE TUFFS

**SURFER'S STOMP** (Parts I & II) (Centello, BMI) (2:33, 2:25)—Here's another version of "Surfer's Stomp," one in two parts. Instead of hand-clapping this version features a lively femme chorus who chirps along with the combo. Bright sides here with the edge to Part II.

Dot 16304

### KENNY BALL

**MIDNIGHT IN MOSCOW** (Melody Trails, BMI) (2:58)—Melodic tune, which has been a hit in England, is handed an effective, toe-tapping instrumental reading by the English combo, led by Kenny Ball. Could be big. Flip side is "American Patrol" (Traditional).

Kapp 442

### CLAY COLE

**TWIST AROUND THE CLOCK** (Columbia Pictures, ASCAP) (2:17)—From the new flick of the same title comes this swinging addition to the Twist craze. Tune drives, New York jock Clay Cole sings it with spirit and the ditty will get lots of exploitation. Flip is "Don't Twist (With Anyone Else But Me)" (Post, BMI) (2:27).

Imperial 5804

## Country & Western

### GRANDPA JONES

**COUNT YOUR BLESSINGS** (Combine, BMI) (2:08)—**BANJO SAM** (G-J, BMI) (2:19)—Grandpa Jones goes on forever and he's just as lively here on these two bright sides as when he started recording years ago. He should get country action with these sides, his first for the label.

Monument 454

## Jazz

### EDDIE HARRIS

**MOON RIVER** (Famous, ASCAP)—Warm and insinuating jazz version of the hit tune could turn out to be a good seller for Eddie Harris, who made it big pop-wise with "Exodus" on a jazz kick. Flip is "Mr. Yunoshi" (Famous, ASCAP).

Veejay 2248

## SPECIAL MERIT SINGLES

### Talent

#### ROGER DOUGLASS

★★★★ THIRTEEN STEPS (Belinda, ASCAP) (2:18)

★★★★ WE WILL NEVER BE AS YOUNG AS THIS AGAIN (Leeds, ASCAP) (2:36) Mercury 71886

#### BERNA-DEAN

★★★★ LITTLE WILLIE (Travis, BMI) (2:45)

★★★★ I WALK IN MY SLEEP (Commodore, BMI) (2:32) Imperial 5792

★★★★  
 STRONG SALES POTENTIAL

#### THE EDSELS

★★★★ Shake Shake Sherry — CAPITOL 4675—A wildly rocking disk with a lot of excitement. High and low vocal spots punctuate the backing behind the lead. Can grab spins. (Trinity, BMI) (2:15)

★★★★ If Your Pillow Would Talk—Here is a ballad with a catchy rhythm similar to backing of some of the hits by the Drifters. Boys hand it a good performance. (Mellin, BMI) (2:26)

#### JOHNNY (GUITAR) WATSON

★★★★ Cuttin' In—KING 5579—The guitar man turns in an effective vocal of a cute song idea. He's telling the other cat all about his troubles with the chick as he attempts to cut back in on the dance floor. Good chanting and nice string and triplet backing. (Valjo, BMI) (3:03)

★★★★ Broke and Lonely—A good blues with extended phrases. Watson sounds good both ways here but flip may have an edge. (O-Cal, BMI) (2:50)

#### LULU REED

★★★★ Ain't No Cotton Pickin' Chicken (Gonna Break This Chicken Heart of Mine)—FEDERAL 12440—A good rockin' blues by the chick. She hands it an effective shout-styled performance with good rhythm backing. (Sonlo, BMI) (2:20)

★★★★ What Makes You So Cold—Another blues done with conviction by the gal. Has spin appeal. (Sonlo, BMI) (2:02)

#### DONNIE ELBERT

★★★★ Lucille (I've Done You No Wrong)—JALYNNE 110—Lad laments with feeling and heart on emotional blues theme. Dual market potential both pop and r.&b. (Jot, BMI) (2:27)

★★★★ What You're Doing to Me—Sock performance by Elbert on hard-driving r.&b. item. Also a dual market side. (Jot, BMI) (2:22)

#### TEDDY RANDAZZO

★★★★ Mother Goose Twist — ABC-PARAMOUNT 10287—Catchy rocker from new Paramount movie "Hey Let's Twist" is

sung with showmanship and drive by Randazzo. (South Mountain, BMI) (2:35)

★★★★ It's a Pity to Say Goodnight—The pretty oldie, also featured in "Hey Let's Twist," is sung pleasantly by Randazzo. (Leeds, ASCAP) (2:30)

#### CURTIS AND DEL

★★★★ Just to Be Loved—MONUMENT 455—The singing duo has an appealing side here. Their close harmony and soft backing make this ballad a good item. (Combine, BMI) (2:09)

★★★★ Somebody's Smiling—A touch of calypso in this ballad with a weeper lyric. The duo sings of where the loved one is and with whom. An appealing side. (Acuff-Rose, BMI) (2:16)

#### ROGER DOUGLASS

★★★★ Thirteen Steps—MERCURY 71886—Interesting backing marks this attractive vocal treatment of a plaintive country-flavored theme. Merit exposure. (Belinda, ASCAP) (2:18)

★★★★ We Will Never Be as Young as This Again—Poignant ballad is sung with sincerity and tenderness by Douglass. Spinable. (Leeds, ASCAP) (2:36)

#### BERNA-DEAN

★★★★ Little Willie—IMPERIAL 5792—Solid gospel-flavored reading by gal and group on novelty-type r.&b. ditty. (Travis, BMI) (2:45)

★★★★ I Walk in My Sleep—Plaintive chirping by gal on feelingful blues-ballad. Nice, relaxed programming. (Commodore, BMI) (2:32)

#### FREDDY DOUGLAS

★★★★ You Ought to Be Ashamed—KEITH 6501 — Personable chanting by Douglas and group on bouncy r.&b. ditty with catchy tempo. (Kim, SESAC) (2:01)

★★★★ Who Would Have Thought—Douglas warbles with feeling and heart on a gospel-flavored ballad with femme chorus on backing. Both sides have dual market appeal—pop and r.&b. (Kim, SESAC) (2:42)

### DALE HOUSTON

★★★★ Lonely Man — MONTEL 908—Houston delivers a soulful, expressive reading of this triplet-backed ballad. He gets good support from the brass section. A recitation in the middle lends interest. (Red Sticks, BMI) (2:15)

★★★ (Big Bad) City Police—Red Sticks, BMI) (2:12)

### DONNIE CHARLES

★★★★ Jumpsville, U.S.A.—SMASH 1725—Exuberant reading by Charles and group on a happy, rocking tune with lively tempo. (Fame, BMI) (2:20)

★★★ Stay With Me—(MRC-Fame, BMI) (2:00)

### TONI ARDEN

★★★★ Signs of the Times—MERCURY 71885—Toni Arden sells this pretty tune with feeling over interesting support by the band. Could get spins. (Vogue, BMI) (3:09)

★★★ You Fool—(Rags, BMI) (2:45)

### THE WOBLERS

★★★★ Blow Out—KING 5585—A good instrumental blues in an effective dance tempo. Combo features tenor, piano and guitar lead spots. Kid terpers should like this one. (O-Cal-Fore-Site, BMI) (2:15)

★★★ The Wobble — (O-Cal - Briarcliff, BMI) (2:08)

### VAUGHN MONROE

★★★★ Mr. Moto—DOT 16308—The novelty item is handed a good go by the Vaughn Monroe crew on this swinging side. (Arvee, BMI) (1:36)

★★★ If You Gotta Make a Fool of Somebody—(Good Songs, BMI) (2:13)

### BOBBY BARE

★★★★ Brooklyn Bridge—A recitation of the legendary story of the sale of the Brooklyn Bridge, brought up to date. The chanter tells it in effective spoken technique, with some good humor spots. Has a chance for play. (Harry Bare, BMI) (2:20)

★★★ Zig-Sag Twist — (Sherman & DeVorzon, BMI) (1:52)

### AARON NEVILLE

★★★★ I'm Waitin' at the Station—MINIT 639—Bright rhythm tune is handled with spirit by the chanter over good support. (Minit, BMI) (2:21)

★★★ How Many Times — (Minit, BMI) (2:40)

### SLIM WHITMAN

★★★★ It Sure Looks Lonesome Outside—IMPERIAL 5791 — Effective up-tempo country weeper with pop appeal is sung with sincerity by Whitman (Keve, BMI) (2:14)

★★★ Yesterday's Love — (Travis, BMI) (2:36)

### LESLIE UGGAMS

★★★★ Birth of the Blues—COLUMBIA 42255—A very classy performance of the standard by the lass here from his current album "Leslie Uggams on TV." Side, which

(Continued on page 20)

# AN ANGEL CRIED

## The All-Time Group!

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## ● Reviews of New Albums

● Continued from page 18

### INTERNATIONAL

★★★★ BEI MIR BIST DU SCHOEN  
Original Cast. Decca DL 79115 (Stereo & Monaural)—This is one of the most successful shows of the Yiddish musical theater in recent seasons, and the original cast LP shows why. It is filled with melodic tunes and engaging rhythms that will entertain almost anybody. Should be especially potent in Yiddish-speaking neighborhoods, of course, especially if demonstrated.

### SOUND

★★★★ GRIFF BORGENSON PRESENTS HOT ROD HEAVEN BAKERSFIELD SMOKERS  
Riverside RLP 5509—With drag racing becoming more and more popular among the teen and young adult set, this LP (the fifth in the label's series) could grab a lot of sales. Set features the sounds of Chevvy's, Pontiacs, Fords, Chryslers, etc., in competition against each other. Sound is exciting enough to almost smell the rubber and the fumes of the drag races.

★★★★ THE FASTEST 500  
Riverside RLP 5513—This is the actual sound report of the 1961 Indianapolis Speedway race, complete with the preliminary announcements and then the actual race itself. The race, won by A. J. Foyt from Houston, is a most exciting one, and the many fans of the classic are certain to be interested in this on-the-spot set. Liner notes contain data on all starters.

### FOLK

★★★★ THEODORE BIKEL-A HARVEST OF ISRAELI  
Elektra EKL 210—Here's a flock of Israeli folk songs—some arranged by Dov Seltzer and Geula Gill—gathered together by Theodore Bikel during his travel to Israel. These are not the most widely known folk songs of that country, but Bikel uses some of them in his personal appearances where they have met with a most favorable reaction. Included are "Emek," "Mikdalar," "Arava Ho Arava" and "Shabat Shalom." Bikel is in fine voice and the album should be a brisk seller due to the actor-folk singer's many fans.

### CHILDREN'S EP

★★★★ GOLDEN STORY SONGS  
Kurt Knudsen. Golden EP 677—Kurt Knudsen sings and tells four delightful story favorites with sound effects kiddies will love. Stories include "Rumpelstiltskin," "Pied Piper" and "The Nightingale." Fine wax with an attractive envelope cover.

### FAIRY TALES

Various Artists. Golden EP 685—In spoken story and singing spots, Kurt Knudsen, Gil Mack and Anne Lloyd team up on the classic fairy tales for little kiddies, with help from the Sandpipers. Stories are extremely well told and include a fine selection—"Little Red Riding Hood," "The Tortoise and the Hare," "Jack and the Beanstalk," "The Three Bears" and "The Owl and the Pussy Cat."

### BILLY DUKE

★★★★ Walking Cane—20TH FOX 296—The traditional spiritual receives a sharp and attractive performance here from Billy Duke over sock support by the band. Side could break out with exposure. It's in the Bobby Darin style. (Russ Will, ASCAP) (2:40)

★★ Amen—(Kaycee, ASCAP) (2:10)

## ★★★ MODERATE SALES POTENTIAL

RALPH CARMICHAEL  
★★★★ Angels March (Beechwood, BMI) (2:20)—★★★★ Beyond the Clouds (Marine, ASCAP) (2:35). CAPITOL 4776...

VICKI SPENCER  
★★★★ Too Many Boy Friends (Merrimac, BMI) (1:56)—★★★★ He's So Sweet (Merrimac, BMI) (1:52). BRUNSWICK 5522.

THE CAMELOTS  
★★★★ Thirsty (Darnel, BMI) (1:59)—★★★★ By Josh (Granville, BMI) (1:48). PORTRAIT 108.

BRYAN JOHNSON  
★★★★ Love Theme from "El Cid" (Robbins, ASCAP) (2:25)—★★★★ Tennessee Waltz (Acuff-Rose, BMI) (2:25). LONDON 9509.

JIMMY PARKER  
★★★★ No Word From Betty (Tob-Ann, BMI) (2:20)—★★★★ We Gonna (Tob-Ann, BMI) (2:20). DIAMOND 104.

EARL (BOOGIE MAN) CRAIG  
★★★★ Sunday Down South (Powhatan, BMI) (2:29)—★★★★ Craig's Crazy Boogie (Powhatan, BMI) (2:29). DOMINION 1010.

THE LARGOS  
★★★★ Saddle Up (David Mathes, BMI) (2:40)—★★★★ I Wonder Why (David Mathes, BMI) (2:30). DOT 16292.

JOHNNY MOORE'S ORIGINAL BLAZERS  
★★★★ Bye and Bye (Lillian, BMI) (2:35)—★★★★ Bon Voyage (Lillian, BMI) (3:05). LILLY 506.

JIMMY SOUL  
★★★★ Twistin' Matilda (Pepe, BMI) (2:33)—★★★★ I Can't Hold Out Any Longer (Progressive, BMI) (2:34). S.P.Q.R. 3300.

STEVE TEMPLE JR.  
★★★★ I'm Nine Feet Tall (Trinity, BMI) (2:05)—★★★★ Big Bully Blues (Trinity, BMI) (2:17). DOT 16310.

THE CRAZY KATZ  
★★★★ The Candy Stick Twist (Carnival, BMI) (2:28)—★★★★ Makin' Whoopee (BVC, ASCAP) (2:20). DEAUVILLE 1005.

JOE PUMA AND THE AUDIOBON ALL-STARS  
★★★★ Panic in the Birdcage (Daylmar, BMI) (2:20)—★★★★ Noah's Ark (Red-winged Blackbird) (Juma, BMI) (2:45). COLUMBIA 42254.

JULES BLATTNER  
★★★★ Do You Love Me (Missouri, BMI) (2:15)—★★★★ St. James Infirmary (BMI) (2:10). NORMAN 512.

BUNNY SIGLER AND THE CARDELLS  
★★★★ Laddy Daddy (B & G, BMI) (2:13)—★★★★ Square From Nowhere (B & G Bana, BMI) (2:20). BEE 1113.

PHIL COVELL  
★★★★ Magic Key (Clairborne, BMI) (3:14)—★★★★ Symbol of Love (Clairborne, BMI) (2:08). BROKEN 1313.

DAVID WHITFIELD  
★★★★ Maria (Schirmer, ASCAP) (2:30)—★★★★ I Believe (Cromwell, BMI) (2:15). LONDON 9506.

### CHUCK BLEVINS

★★★★ Singing for You (Jalo, BMI) (1:42)—★★★★ Sleighbell Rock (Jalo, BMI) (2:02). FOXIE 7006.

### THE MIGHTY TROJANS

★★★★ Just Got Up (Star-Elite, BMI) (2:05)—★★★★ The Buffalo Twist (Cedarwood, BMI) (2:10). JOED 711.

### ROLF HARRIS

★★★★ Six White Boomers (Beechwood, BMI) (3:01)—★★★★ Tame Eagle (Acuff-Rose, BMI) (2:31). 20TH FOX 295.

DENNY AND LENNY WITH JOE BECK AND THE HIGHLIGHTS  
★★★★ Yo-Yo Twist (Jamsco, BMI) (2:07)—★★★★ Lori (Jamac, BMI) RADAR 2613.

### JOHNNY PERRY

★★★★ Cuddle Up (Pamper, BMI) (2:20)—★★★★ Unfaithful Diane (Hillary, BMI) (2:24). SENATOR 714.

### BUDDY LORTON

★★★★ Makes No Never Mind (Miller, ASCAP)—★★★★ Time (Along, BMI) ERIC 7002.

DADDY GOODLOWE  
★★★★ Jamil (Paris I & II) (Hara, BMI) (2:30, 2:30). VEEJAY 2259.

JOHN GARIPPA  
★★★★ Summertime (Gershwin, ASCAP) (3:37)—★★★★ You'd Be So Nice to Come Home To (Chappell, ASCAP) (1:45)

MICKEY CHAMPION  
★★★★ You'll Never Know (Lillian, BMI) (2:05)—★★★★ Bam-A-Lam (Lillian, BMI) (2:35). LILLY 505.

CLIFF MARTIN  
★★★★ Madam Chica (BMI)—★★★★ My Blonde (BMI) GOLD TONE 104.

BOBBY SHADLE  
★★★★ Come On, Baby (Bluebonnet, BMI) (1:56)—★★★★ Please, Pretty Baby (Bluebonnet, BMI) (1:37). BLUEBONNET 334.

## SINGLES REVIEW POLICY

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## ★★★ MODERATE SALES POTENTIAL

### RELIGIOUS

★★★ I'LL WALK WITH GOD  
Pat Walker. Comfort LP 19613

★★★ YOU'LL NEVER WALK ALONE  
Bette Stalmecker. Comfort LP 19612

### POLKA

★★★ THE BEST OF RON TERRY'S POLKA PARTY  
Dyno LP 5501

★★★ LET'S SING TOGETHER WITH LIL' WALLY IN POLISH  
Jay Jay 1034

### INTERNATIONAL

★★★ PORTRAIT OF ITALY  
George Rosner With Ork and Choir. Plush S 2002 (Stereo)

### SACRED

★★★ HIS WAY... MINE  
Jack Buice. Comfort LP 19611

## ● Reviews of New Singles

● Continued from page 19

features spot of harmonica and large mixed chorus, should appeal to better music programming jockeys. (Harms, ASCAP) (3:33)

★★★ Get Happy — (Remick, ASCAP) (2:53)

### KEITH COLLEY

★★★★ (And Her Name Is) Scarlet—ERA 3067—Martial quality to story song, sung with strength by Colley. Danceable rhythm, strong ork backing and vocal chorus all add to the excitement of this side. (Pattern, ASCAP) (2:15)

★★★ Put 'Em Down — (Bamboo-Burdett, BMI) (2:18)

### AKI ALEONG

★★★★ The Moon River Twist—REPRISE 20042—Twist-rhythm version of the dreamy hit from "Breakfast at Tiffany's." Something different for jocks. (Famous, ASCAP) (2:25)

★★★ Tonight (Twist)—(Schirmer, ASCAP) (1:53)

### COSMO

★★★★ I'm a Little Mixed Up—TILT 787—The boy, who has a biting style, really tears into this blues-based tune. Strong rhythm and jumping combo accompanying. (Sunflower-Garnet, ASCAP) (2:44)

★★★ You Can't Get Kissed (When You Twist)—(Tree, BMI) (2:04)

### THE JAGS

★★★★ The Hunch — LONDON 9507—Fervid, rocking instrumental treatment of hard-driving theme. Teen-appeal. (Hollis, BMI) (2:12)

★★★ Cry Wolf—(Hollis, BMI) (2:12)

### DON OWENS

★★★★ Cold Dark Waters Below—BLUE RIDGE 512—A weeper of tragic consequences, the swain having drowned himself, to the accompaniment of a triplet beat. Country-oriented lyric. Could be a dangerous side. (Owens, BMI) (2:32)

★★★ What Would I Do (Without You)—(Owens, BMI) (1:58)

### BOBBY EDWARDS

★★★★ Jealous Heart — MANCO 1026—

Edwards has had a substantial hit in "You're the Reason," on another label and though this does not boast as strong material, the performance is meaningful and he gets good support from a femme chorus. Has a chance. (Bluebonnet, BMI) (2:25)

★★★ I've Lost Everything But the Memories (Bluebonnet, BMI) (2:20)

### JACK COLLIER

★★★★ Happy Jose—MOONGLOW 207—A cute novelty done instrumentally with the mariachi trumpet sound coming through nicely against Jose's wild laughter at the end of the phrases. A catchy side that can grab a good share of the action on this tune. Watch it. (Lansdowne, ASCAP) (2:20)

★★ Octopus Tango—(Ray Maxwell, BMI) (2:23)

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## ★★★★ STRONG SALES POTENTIAL

### COMEDY

EDDIE LAWRENCE  
★★★★ The Philosopher Twist—CORAL 62298—Hilarious spoof of the current Twist fad with new lyrics set to Lawrence's "Old" (Continued on page 22)

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# Reviews of New Singles

Continued from page 20

Philosopher" format. Sock deejay wax. (Warwick, ASCAP) (2:27)

★ ★ ★ ★ **The D. J. Philosopher Returns**—Funny follow-up to Lawrence's old take-off on jocks. May be too tradey for consumers, but should pull plenty of jockey play anyway. (Warwick, ASCAP) (2:53)

### LATIN AMERICAN

**PACHECO Y SU CHARANGE**  
★ ★ ★ ★ **Vuela La Paloma** — ALEGRE 3075 A-B—Pacheco is a big name in the pachanga field and this reading in the popular Latin dance rhythm can find its way on to boxes in the Latin neighborhoods.

★ ★ ★ ★ **El Pinazo**—A sinuous dance tempo, well turned out by the Pacheco group—ork and vocal. Also a good candidate for jukes.

### SPIRITUAL

**LITTLE RICHARD**  
★ ★ ★ ★ **Do You Care**—MERCURY 71911—Pretty religious tune is sung warmly by the chanter over choral and string band accompaniment. A pretty side, and yet one full of sincerity. (Peer Int'l, BMI) (2:48)

★ ★ ★ ★ **Ride On King Jesus**—Moving performance by Little Richard on this meaningful spiritual aided by a chorus and accompaniment by the Quincy Jones ork. Could get both spiritual and pop action. (Woodman, BMI) (2:53)

### COUNTRY & WESTERN

**BILL MONROE AND HIS BLUE GRASS BOYS**  
★ ★ ★ ★ **Flowers of Love**—DECCA 31346—Strong country vocal stint on effective theme with good lyrics. (Champion, BMI) (3:01)

★ ★ ★ ★ **Blue Grass (Part 1)**—Bright pickling instrumental with sock guitar work and fiddle solo work. Fine c.&w. deejay programming. (Champion, BMI) (2:44)

### LEFTY FRIZZELL

★ ★ ★ ★ **So What! Let It Rain!** — COLUMBIA 42253—A very strong item from the country cat with very heavy pop overtones. The tune is in a hard-hitting rhythm with Lefty singing the weeper-like lyric with chorus backing. (Heartime, BMI) (2:10)

★ ★ ★ ★ **I Feel Sorry for Me** — A quick-stepping country tune in a more traditional groove here. The boy sings with a good feeling, and he's nicely accompanied by vocal group and combo. (Cedarwood, BMI) (2:15)

### POLKA

**LIL' WALLY**  
★ ★ ★ ★ **Lil' Wally Polka Twist**—JAY

JAY 254—Not too mushy of the Twist to be found in this disk except in the lyric sung by Wally which outlines the steps of the polka Twist. Nice novelty item, but will probably sell best in polka belt. (J. J., BMI) (2:00)

★ ★ ★ ★ **Twistin' and Turning Polka**—Another potent polka from one of the top polka bands in the country. Side has that bouncy sound that goes over so well in the polka sections of the country. (J. J., BMI) (2:00)

### DON PEACHEY

★ ★ ★ ★ **No No Polka**—CADET 128 A-B—An oom pah pah bass horn gets a good workout here along with trumpets and accordion. Okay sound for the juke box clientele in proper sections. (2:16)

★ ★ ★ ★ **Morning Star Polka**—Good bright sound in the traditional polka rhythm here with trumpets and accordion again heard to advantage. Good coupling. (2:17)

### CHRISTMAS

**KOREAN ORPHAN CHOIR WITH CARMICHAEL AND ORCHESTRA**  
★ ★ ★ ★ **The Little Drummer Boy**—WORD 691 A-B—A bit late for the yule season, but this side has much that makes it appealing. The Korean children's group sings the beautiful tune in a tender and moving fashion accompanied by ork. (Traditional)

★ ★ ★ ★ **God Bless America; America the Beautiful**—The Korean Children's Choir sings this side in a most sympathetic fashion. The two American inspirational songs are handled with warmth and enthusiasm.

★ ★ ★ ★ **God Bless America; America the Beautiful**—The Korean Children's Choir sings this side in a most sympathetic fashion. The two American inspirational songs are handled with warmth and enthusiasm.

### INTERNATIONAL

**PATRICK O'HAGAN**  
★ ★ ★ ★ **The Irish Patrol**—LONDON 10002—One of the most popular of the songs of the Irish Revolution. The arrangement is movingly martial. O'Hagan sings it with much feeling. Side is currently on the Irish chart. (Favorite, ASCAP) (2:50)

★ ★ ★ ★ **Queen of County Clare**—For Irish listeners, this might be a highly acceptable item. The singer is of the Irish tenor type and the song has a brisk feeling and a typically Gaelic lyric. (Favorite, ASCAP) (2:25)

### CHILDREN'S

**MITCH MILLER AND ORK**  
★ ★ ★ ★ **Pinocchio-When You Wish Upon a Star (Song)**—GOLDEN 6758—A male voice briefly narrates the story of "Pinocchio" here and finishes with a chorus of the song on the flip. Story matter will have appeal to little kiddies.

★ ★ ★ ★ **Pinocchio-When You Wish Upon a Star (Story)**—From the original movie track of "Pinocchio" comes this pleasant rendition by Anne Lloyd of the pretty tune. Flip will get better attention from kiddies.

**ANNIE LLOYD, THE SANDPIPERS, MITCH MILLER AND ORK**  
★ ★ ★ ★ **Hi-Diddle-Dee-Dee** — GOLDEN 671 — One of the top songs from the "Pinocchio" picture of some years ago. A perfect tune for tots.

★ ★ ★ ★ **Hi-Diddle-Dee-Dee (Story)** — This is the segment of the "Pinocchio" tale in which the boy enters the world of show business. Both sides are mostly likely reissues.

**GILBERT MACK, THE SANDPIPERS, MITCH MILLER AND ORK**  
★ ★ ★ ★ **I've Got No Strings**—GOLDEN 670 — Another of the tunes from the "Pinocchio" picture as interpreted by this group. The vocals by group and chorus are good kiddie entertainment. Most likely a reissue.

**SUSAN DOUGLAS, GILBERT MACK, MITCH MILLER AND ORK**  
★ ★ ★ **Pinocchio, the Puppet**

★ ★ ★ MODERATE SALES POTENTIAL

### POLKA

**PAUL WEINGARDT AND HIS MUSIC MAKERS**  
★ ★ ★ **Sweet Potato Polka** (James E. Kirchstein, BMI) (2:10) — ★ ★ ★ **Sweet Marguerite** (James E. Kirchstein, BMI) (2:37) CUCA 1057.

### SACRED

**MARSHALL FILLINGIM**  
★ ★ ★ **Jesus Is the Loving Saviour** (Burnt Oak, BMI) (1:55) — ★ ★ ★ **The Unseen Friend** (Wal-Fran, BMI) (2:00). LOYAL 111.

**BILL FANKLIN**  
★ ★ ★ **There's More for You Ahead** (Wal-Fran, BMI) (2:45) — ★ ★ **Mr. K and Mr. D.** (Wal-Fran, BMI) (3:00). LOYAL 103.

## LIMITED SALES POTENTIAL

### POPULAR

**NORM ALEXANDER AND THE SHAMROCKS**  
★ ★ ★ **Danny Boy** (ASCAP) (2:05)

**THE SHAMROCKS**  
★ **Stop That Man!** (Buttons, BMI) (1:55) FORTY-FIVE 5424.

**DANNY AND THE ROCKETTS**  
★ **Twinkle Toes** (La Cour, BMI) (2:35) — **No Privacy** (La Cour, BMI) (2:15) NU SOUND 1016.

**JOE BECK AND THE HIGHLIGHTS WITH EDITH FELLOWS**  
★ **Melvin at the Carnival** (Jamae, BMI) (2:34) — **Cool Moose** (Jamae, BMI) (2:31) RADAR 2614.

### COUNTRY & WESTERN

**ED (TEX) BELIN**  
★ **I'm Falling in Love Again** (Vokes, BMI) (2:37) — **Live and Let Live** (Peer, Int'l, BMI) (2:59) DEL-RAY 674.

**THE OWENS FAMILY**  
★ **Is There Someone Else?** (Tomilene, BMI) (2:30) — **You Are the Sweetest** (Tomilene, BMI) (2:29)

**THE BURD FAMILY**  
★ **Slow Joe** (Tomilene, BMI) (2:38) — **Here in My Arms** (Tomilene, BMI) (2:02) LEGAND (No number).

## UA Will Hold Three Area Distrib Meets

NEW YORK — United Artists Records will hold three regional manufacturer-distributor meetings the first week in January, at which time the label will debut its initial 1962 album and singles releases. New York and Chicago meets will be held January 3, while the Hollywood conclave will take place January 5. In addition to all domestic distributors, the New York meet will be attended by Phil Rose of Compa, UA's Canadian distrib, and Felix Martinez, Juan Martinez Vela, Puerto Rico.

Jerry Raker, UA national sales manager, will preside at the New York meeting. Also representing UA will be David Picker, Si Mael, Norman Weiser, Chet Woods, and Ron Nackman.

Art Talmadge, UA Records prexy, will chair the Chicago meet, which will be attended by UA executives Morris Price and Eddie Mathews. Talmadge will preside at the Los Angeles affair, with Raker and Harry Goldstein also in attendance. West Coast distributors attending the meet will include Don McDiarmid representing Eric of Hawaii.

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SESSION II JANUARY 31 THE ROLE OF ARTISTS & REPERTOIRE: CLASSICAL  
Symphonic & Instrumental... Seymour Solomon  
Opera & Vocal... Alan Kayes  
Chamber Music... Is Horowitz

SESSION III FEBRUARY 7 SALES & MERCHANDISING: RETAILING  
Single Records... Al Bennett  
Package Goods... Bill Gallagher

SESSION IV FEBRUARY 14 SALES & MERCHANDISING: ADDITIONAL SALES OUTLETS  
Record Clubs & Direct Mail... John Stevenson  
One Stops & Racks... Marty Zwertling  
Premiums & Varied Methods... Hal Cook

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Publicity... Bob Altshuler  
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## EMI World Sales Up 8% in Two Years

• Continued from page 4

EMI's fortunes were closely bound to the economic health of the industrialized countries, which accounted for four-fifths of sales. The emergence of two free trade areas in Europe — the Common Market and the Free Trade Association—created opportunities for a larger flow of trade between countries, but intensified competition between firms. EMI was established as members of both blocks with companies in each. It was assessing likely developments, especially implications for manufacture and distribution. In the present year, Sir Joseph said, assuming no political crises, sales might reach \$250 million.

### Up Since June

Reviewing operations area - by - area, the EMI chief noted that in the year up to June 30, the British disk company's sales had risen considerably, despite a drop in exports for which the home market had more than made up. He noted that in the last three years nearly 400 classical stereo LP's had been added to the catalog which contained more than 1,000 mono LP's.

In the United States, the turnover of Capitol Records had risen slightly despite the general recession. Although there were "chaotic trading conditions throughout the record industry, profits were maintained." Sales of pop singles had increased and among artists who had re-signed with Capitol were Nat Cole, Judy Garland and Tennessee Ernie Ford.

### South America

In South America, EMI's manufacturing companies in Argentina, Brazil and Chile each had higher turnover than in the previous year. There had been good progress with the volume of microgroove sales, particularly LP's. EMI held the largest share of all three record markets.

In Continental Europe, economic conditions had been good. Total sales were higher for all companies except the Italian one where they were stationary.

The French market has been unstable, partly due to political factors and partly to changes in the pattern of distribution and demand. Cut-price records had had a "disturbing effect." Despite a marked increase in the number of dealers, the value of record sales may have contracted slightly.

In Germany there had been a large increase in classical disks and a decline in pop singles, although EMI has done well with LP's. There had been a capital expenditure of \$327,000, mainly on improvements to depots, changes to record presses and the factory's water system.

An upsurge in Belgian television sales has drawn consumer spending away from products like disks, but EMI record turnover was up.

### Italian Factors

The Italian record market seemed to have reached a plateau. As com-

## RCA Philly Distrib

• Continued from page 4

back to a lot of years in this business and I can remember 1934 when we had just as many problems as we have today but no sales. The whole business dropped down to about \$5,000,000 a year then, so what do we have to complain about today?"

Joyce said that his new arrangement with Mercury calls only for distribution of Mercury and not Philips product from overseas. Philips of Holland recently acquired control of Mercury. "However," he noted, "I would certainly listen to any discussions on Philips material at the proper time."

Joyce also indicated the possibility of adding other good indie lines at propitious times in the future.

petition was fierce, there was little room for increased turnover. The position had worsened by a 10 per cent government tax on records in addition to the usual stamp tax.

Greece and Spain, where EMI had the largest share in the record markets, sales increased. There were higher disk turnovers in Austria and Switzerland, also. The Danish market had been marred by industrial strife, but EMI had a slightly higher turnover. The Swedish company also increased sales, as did the subsidiary in Eire, where the improvement was substantial and the demand for records good.

Turnover in Australia was lower. Record sales were down slightly in an unsettled market. In New Zealand, EMI increased its share of the disk market.

The Indian domestic market for disks improved with small increases in 78's, still the largest proportion of sales, and bigger ones for 45's and LP's. Exports were down, due to import restrictions, particularly for 78's.

There were much higher sales in Turkey despite the prohibition on importing essential materials. For the first time, EMI was able

## UA Signs Contract For Highwaymen Act

NEW YORK — United Artists has signed with G.L.G. Productions, the Ken Greengrass firm, for the services of the Highwaymen. The boys, whose contract with UA recently expired, are also managed by Greengrass.

Under the new three-year pact, G.L.G. will produce all singles and album releases made by the Highwaymen during the length of the contract. All five boys (Steve Butts, Chan Daniels, Bobby Burnett, Dave Fisher, and Steve Trott) are currently completing their senior year in college. Their second UA album, "Standing Room Only" will be released early in 1962.

G.L.G. Productions also makes all albums and singles cut by Eydie Gorme and Steve Lawrence under their new Columbia Records contract.

to produce locally all the materials needed for record production.

EMI business had been affected by political and economic uncertainty in South Africa. Disk sales suffered from unrest among the native population and credit controls which handicapped dealers moving their stocks.

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# Columbia Leads Albums for 1961

Continued from page 4

followed with nine, United Artists with eight, Decca and MGM with seven each, Mercury and Kapp had six, and London and Warner Bros. with five each. ABC-Paramount, Dolton, Chess, Parkway, Liberty and Atlantic had four apiece. Cameo, Colpix, Vanguard, Reprise, Jubilee, Atco and Everest had three each. Jamie, Vee Jay, Command, Roulette and Verve had two on the mono charts. A total of 18 labels placed one album on the mono charts.

On the stereo listings, London and Capitol followed Columbia's 22 and Victor's 20, with 10 albums each. Dot was next with six, and United Artists and Decca had four apiece. Impulse Command, Reprise, Warner Bros., Coral and MGM had two each on the stereo chart for 1961. A total of seven other labels hit the stereo chart with one album each.

The artists who scored the heaviest on the monaural charts with their albums were Ray Charles, with seven on the charts; Frank Sinatra with six, and Mitch Miller and Connie Francis with five each. Both Charles and Sinatra had two labels issuing new or repackaged albums—Am-Par and Atlantic for the former and Reprise and Capitol for the latter. Artists with four albums on the monaural chart were: Ray Conniff, Kingston Trio, Billy Vaughn, the Ventures, and Chubby Checker. The Limelites, Rusty Warren, Mantovani, Elvis Presley, Lawrence Welk, Moma Mabley, Roger Williams, Gloria Lynn, and Bobby Rydell had three apiece. There were two albums on the monaural chart by Henry Mancini, Percy Faith, Chet Atkins, Bert Kaempfert, Dinah Washington, Dave Brubeck, Duane Eddy, Al Hirt, Peter Nero, Brenda Lee, Harry Belafonte, Bobby Darin, the Weavers, Perry Como, Pete Fountain, Brook Benton, Bobby Vee, Bill Dana, Tennessee Ernie Ford and deejay Murray Kaufman with his "Blasts From the Past."

Frank Sinatra led the stereo listings with six on the stereo chart in 1961. Right behind him was Mitch Miller with five. Following these two were Ray Conniff with four; Billy Vaughn and Elvis Presley with three each. Ray Charles, the Kingston Trio, the Limelites, Mantovani, Henry Mancini, Percy Faith, Dave Brubeck, and Ferrante and Teicher with two apiece.

# MUSIC AS WRITTEN

## New York

Artie Ripp has joined the Nevins-Kirshner organization as national promotion director. Ripp was formerly with Gone Records. . . . John Chase has been named production manager for Caedmon Records. . . . George Kirby is at the Riviera in Las Vegas on the bill with Harry Belafonte. . . . Rodgers and Hammerstein's "Flower Drum Song" will be presented on a night club stage for the first time at the Thunderbird in Las Vegas on December 20. . . . Johnny Tillotson will be on the bill at Sid Bernstein's "Big Show in Chicago" December 25 to 31. . . . Norman Jewison, who finished directing the TV spec "The Broadway of Lerner & Loewe" for a February 11 showing, starts work next week on the Judy Garland TV spectacular. Robert P. Mills has joined the literary division of GAC. He reports to literary chief Ingo Preminger. . . . Gloria Lynne was recorded live at Basin Street East in New York two weeks ago. . . . Cue Magazine is initiating an "Entertainer of the Year" award with its December 30 issue. . . . Saverio Saridis opened at the Persian Room of the Hotel Plaza, N. Y., December 20. . . . Erroll Garner's charity concert for the Hudson Guild Community Center in New York two weeks ago (13) was a gas. Admission was by contribution and Garner raised a lot of money to buy the Center's Christmas tree and toys for kids in the neighborhood. Bob Rolontz

## Chicago

Smash bought the master of Bruce Channel's "Hey Baby." The tune originally came out on LeCam and got good action in Dallas. . . . The local trade swung with a twist contest at the Kit Kat last week—with girl-type-twist-kittens. Columbia's Twist movie opens this week. . . . Fred Siplora leaves for a Michigan skiing trip over New Year's. All three Siplora brothers incidentally are encouraged by the steady improvement of their mother, following a recent heart condition. . . . Dick Gregory returns to the Playboy January 2, scene of his original triumph. . . . John Quinlan—of Near North News and WSBC-FM fame—to New York for the holidays. . . . Claudette Robinson of the Miracles will undergo surgery at the Columbus Medical Hospital, Detroit. . . . Wildest disk session in some time here at RCA's big studios will never see commercial wax—it's a number of "special effects" that Betty Davis did for her Iguana play. Ron Steele takes the Chicago RCA recording crew to New Orleans after New Year's for an on-the-spot session with Al Hirt. Nick Biro

# Dorothy K Will Host TV Twist

NEW YORK — Local station, WOR-TV here, will present a special hour-long "Twist New Year's Eve" party from 11:30 p.m. December 31 to 12:30 a.m. January 1. The show will feature Joey Dee and his Starlites with Dorothy Kigallen and her husband Richard Kolmar as hosts.

The Twist will also garner national exposure via NBC-TV's "New Year's Eve Party, starring Xavier Cugat and Abbe Lane" from 11:15 p.m. December 31 to 12:15 a.m. January 1. Miss Lane will introduce a Mambo Twist.

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## Lubin Intros Denny Label

HOLLYWOOD — Denny Records, new label releasing singles and LP's, was launched last week by Joe Lubin, ex-vice-president of Arwin, the Doris Day-Marty Melcher label. First album recorded is "Something to Sing About" with pianist George Wyle and the Gus Norman Singers.

Lubin currently is setting up distribution for the Denny label. In addition to his affiliation with Arwin, Lubin also headed the Daywin music publishing firm. He also penned tunes for Miss Day's films, including "Pillow Talk," "Teacher's Pet" and "Please Don't Eat the Daisies." Prior to joining the Arwin firm, he had served as an artist and repertoire producer for the Liberty label.

## Fabri, Lorant Ankle Bel Canto Tape Company

COLUMBUS, Ohio—Bel Canto Stereo Tapes, tape duplicating and distributing wing of Thompson Ramo Wooldridge, giant business entity, was left without major management personnel when Pete Fabri, marketing director and only remaining executive, resigned on Thursday (21). Fabri, who joined Bel Canto 18 months ago, after serving Mercury records in a similar capacity for five years, would not comment on his departure. He said he is considering several other offers and may open his own duplicating and distributing company after December 31, when he leaves his post.

The consumer electronic wing of TRW also loses another veteran executive when Andy Lorant, advertising and sales promo manager of Bell Sound, a playback manufacturer in tape and components, ankles the firm January 15.



PHOTO ON LOCATION BY ENRBERBER

## Merchants Hurt by Local Industry Drop

PATERSON, N. J. — All merchants, including record dealers, are suffering this year in this town because a lot of industry, formerly here, has either moved or shuttered. Sales are down and expected to be way off from last year at this Christmas period. However, sales in Passaic, just 10 miles away, are booming. One record dealer, the Siegal brothers who operate stores in both towns under the name of Dumont Music, is hurting in Paterson and quite a bit ahead in the other location in Passaic.

Traffic in the Paterson store, located on the main stem, is considerably off and the purchases per customer are low. The Passaic store is not even on the main drag (one block off Main Street) but is experiencing an increase in traffic, sales per customer and expecting a big Christmas period.

## West German Law

Continued from page 6

icism of the organization's alleged "freewheeling" legal status.

### Tight Control

The draft law provides for tight control of GEMA's fiscal affairs by its membership.

GEMA has rejected outright all criticism of its operations and judicial status. GEMA's board chairman, Dr. Erich Schulze, contended that the copyright organization in effect was operating in a goldfish bowl. He said the organization submitted its books for inspection by the Justice Ministry and invited Justice Ministry observers to all meetings.

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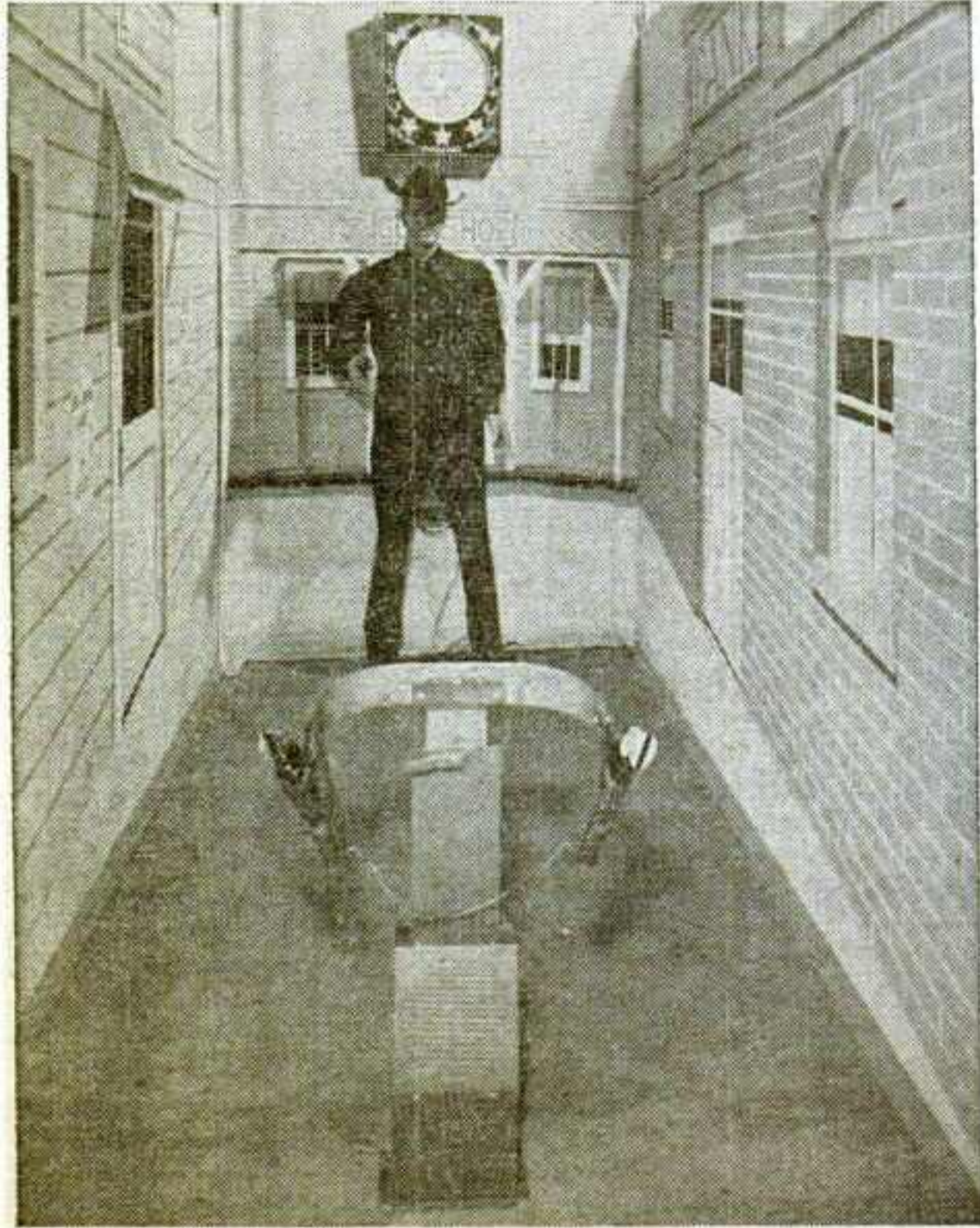
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**'Top Gun' Machine Settles All  
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**TOP GUN** tests the player's ability to outdraw the robot.

BEVERLY HILLS, Calif.—The Old West is brought to life with the authentic, realistic fast draw Mr. Top Gun, now being manufactured and distributed by the Taylor Engineering Corporation here.

Top Gun is a six-foot fibreglass, fully automatic, electronically operated mechanical robot. The device comes complete with sound, adjustable holster stand, right and left holsters, two specially adapted Crosman guns, one-half gross of crochets, 1,000 coins, coin box, all electrical equipment and specially adapted automatic clock for timing contestant's action. Item sells for \$1,425.

The company recently perfected an electronic ray unit working on the principal of strobilite as the force of contact, instead of firing the cork. Unit is identical to the cork Top Gun, except the firing is a light beam. Price of this model is the same as the cork one. A single Top Gun unit within which a cork gun or strobilite gun may be used interchangeably is \$1,500. Prices are F.O.B. factory.

Top Gun is wired for sound, with  
*(Continued on page 33)*

**Gottlieb Game  
Features Pin  
Tic-Tac-Toe**



**EGG HEAD**

CHICAGO—Gottlieb's new Egg Head pinball game features an actual game of tic-tac-toe. Roll-over buttons and targets select whether bumpers score "X's" or "O's". Hitting bumpers then lights "X's" or "O's" in the tic-tac-toe panel on the score board.

A complete horizontal, vertical or diagonal line of "X's" or "O's" scores special and lights rollovers for additional specials.

Specials can also be scored with high score. The game has a match feature and new modernistic design.

**Seeburg Pres.  
Buys Share of  
The White Sox**

CHICAGO—Delbert Coleman, Seeburg president, is one of a syndicate of 11 to buy a 46 per cent minority interest in the Chicago White Sox from Charles (Chuck) Comiskey. Value of the shares was not disclosed but is believed to be in excess of \$3,000,-

*(Continued on page 31)*

**German Op Cutting  
'GEMA-Free' Disks**

• *Continued from page 4*

Klingler's supporters rebut:

1. If GEMA is placed under effective competition from royalty-free records, the performing rights society obviously cannot demand the same fee for playing only a partial list of GEMA titles in a box that it now gets for the playing of an entire GEMA-controlled repertory.

2. There is a lot of good music in the public domain (or at least outside the GEMA domain) and lots of musicians available to cooperate in the GEMA-free project. Their intent is not to replace GEMA music overnight but merely to provide increasingly effective competition as a lever to force the reduction of GEMA's royalty license demands.

3. It is in the interest of composers and authors as much as operators to promote the financial health of the music field. Unreasonably high fees which force operators out of business and damage the composers and authors as well.

**Pressure Seen**

Klingler's group believes that in time the GEMA-free project could generate terrific pressure on the copyright societies. His group obviously has in mind a link-up with the proposed ARTO organization being sponsored by Ariola and supported by other major West German diskeries.

Ariola is trying to lure top composers and authors away from GEMA by offering them a better royalty deal on record sales (Ariola claims it is a better deal, but GEMA say it is not).

Obviously, an operator-ARTE link-up would spell serious trouble for GEMA. Such a link-up would give the operators top talent and top technical facilities; conversely, it would give ARTE an enthusiastic market for its disks.

**International Link-Up**

A transatlantic link-up between ARTE and the Klingler organization, on the one hand, and MOA and U. S. diskeries, on the other hand, would spell trouble for GEMA and ASCAP. Such at any rate is the trade theorizing now in progress here.

Aside from an ARTE link-up, Klingler's group has access to a large number of Arab disks and Iron Curtain pressings—all GEMA-free. It is pointed out here that the hit tune "Mustafa" is an Arab tune in the public domain.

Klingler's music consultants claim that many basic melodies for "Hot 100" tunes have a folk music origin.

**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.

<b>RUN TO HIM AND WALKIN' WITH MY ANGEL</b>	<b>BOBBY VEE</b> Liberty 55388
<b>THE TWIST AND TWISTIN' U. S. A.</b>	<b>CHUBBY CHECKER</b> Parkway 811
<b>CAN'T HELP FALLING IN LOVE AND ROCK-A-HULA BABY</b>	<b>ELVIS PRESLEY</b> RCA Victor 7968
<b>I DON'T KNOW WHY AND IT'S ALL BECAUSE</b>	<b>LINDA SCOTT</b> Canadian-American 129
<b>JINGLE BELL ROCK AND JINGLE BELL IMITATIONS</b>	<b>BOBBY RYDELL/CHUBBY CHECKER</b> Cameo 205
<b>COTTON FIELDS AND GYPSY ROVER</b>	<b>HIGHWAYMEN</b> United Artists 370
<b>THE WANDERER AND THE MAJESTIC</b>	<b>DION</b> Laurie 3115
<b>THE CHIPMUNK SONG AND ALVIN'S HARMONICA</b>	<b>DAVID SEVILLE AND THE CHIPMUNKS</b> Liberty 88250
<b>IRRESISTIBLE YOU AND MULTIPLICATION</b>	<b>BOBBY DARIN</b> Atco 6214
<b>TEARS FROM AN ANGEL AND ISLAND IN THE SKY</b>	<b>TROY SHONDELL</b> Liberty 85398

**Operators Test Columbia  
Free Sample Pop Disks**

• *Continued from page 4*

phonograph business or in the record industry will quarrel with the current distribution system. In most cases, it makes sense for the operator to buy through the one-stop. By paying a few more cents for a record, the operator is able to make his disk purchases at one central point, thus saving the time and money which would be expended going from distributor to distributor. And, of course, he gets the benefit of the one-stop's professional programming.

**Shortcomings**

The system is not without its failings, though. The operator will tend to take little interest in programming for his route, shifting all the responsibility to the one-stop. And communications between the operator and the record label are kept to a minimum.

Rightly or wrongly, the operator has long felt that the record com-

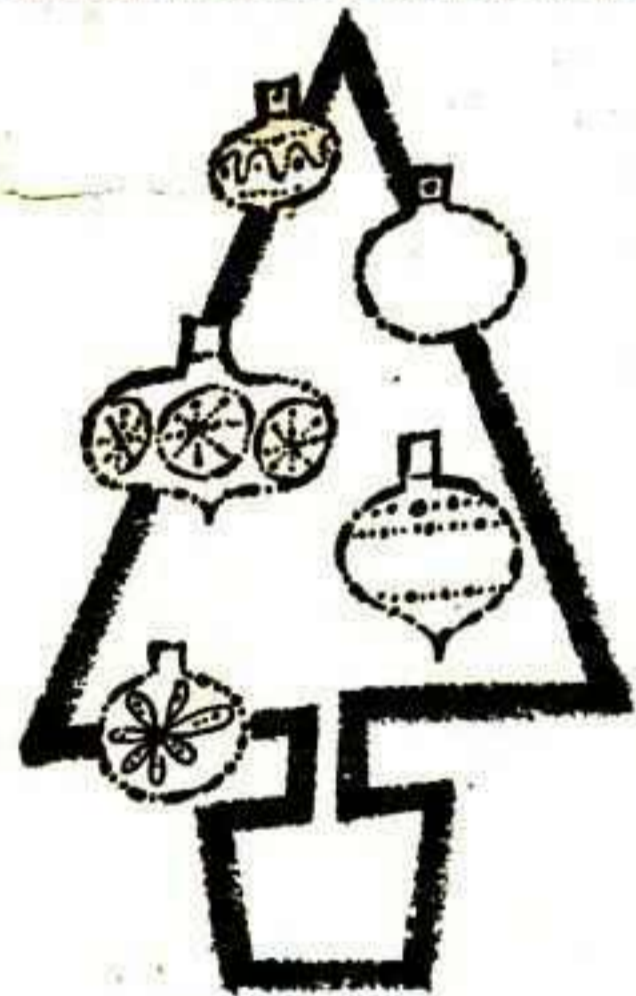
panies have regarded him as a "secondary market," despite the fact that he is responsible for about 50 per cent of all singles sales, and that in terms of promotional value, the juke box market is an important one for the record industry.

During recent months, the record companies have been displaying an increasing awareness of the juke box market, as witnessed by the release by major labels of special packages, generally consisting of standards, aimed primarily at the juke box market.

**Little Contact**

And, while the diskeries have been gearing a portion of their product to the juke box operator, direct contact between record company and operator has been kept to a minimum.

Last fall, at the annual con-  
*(Continued on page 29)*



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# Tennessee Bulk Operators Elect Gill

MEMPHIS — C. D. Gill, Gill Vending Company, the hard-working president of the newly organized Tennessee Vending Association, was re-elected president for 1962. He was elected the group's first president when the association was formed in April, 1961.

The bulk vending operators also voted at its December meeting to change the name from Tennessee Bulk Vendors Association to West Tennessee Vendors' Association.

Leonard Robbins, American Vendors, Inc., was re-elected vice-president, and Harold Troxel, Troxel Vending Company, was elected secretary and treasurer.

### Burstyne Resigns

Troxel succeeds Joe Burstyne, who did a good job in the early months of organization. Burstyne had to resign his office because he had taken a job with an insurance company.

Gill read Burstyne's letter of resignation and members accepted it with regret and gave him an unanimous vote of thanks for his good work.

Some two dozen operators, meeting at Wilmoth's Restaurant, 2265 Park, for a dutch treat supper and business meeting, heard a report from Gill that the association had increased 30 per cent since its organization.

The group welcomed three new members:

E. F. Flippin Vending Company; Herbert Ginn, Ginn Novelty Company, and Ben Epstein, Epstein Vending Company.

### Mason Accepts

Gill announced that Jane Mason, secretary of National Vending Association, had accepted an invitation to meet with the group. Date will be announced later.

The association voted to have stationery printed and make further effort to enroll other bulk vendors in West Tennessee. The officers names will be printed on the stationery and each member listed as a director.

Hunter Harbison, Ford Gum Company, sent word to the group that he would join the association at the January meeting.

The operators organized in April with hopes of enrolling bulk vendors all over the State. At that time, the association name was Tennessee Bulk Vendors' Association.

### Protect Industry

Announced purpose of the group is to protect their industry when

the Legislature meets every two years.

The association hopes at the 1963 Legislature to get a present law on the books amended. This law requires a registration sticker be on each ball gum globe.

Jimmie Wilkie, Wilkie Distributors, Inc., one of the key men who helped organize the association, said the present law is all right as far as the tax amount goes, but it is not practical.

### Red Tape

Globes get broken, children scrape the sticker off, or one of many things happen to it. There is so much trouble and red tape in getting a duplicate, Wilkie said, that many operators just pay the \$1 to get another one.

The cost involved in getting a duplicate, he said, is the amount of man hours spent. A \$1 sticker doesn't sound like much, but if a man has 1,000 machines he may be out \$500 a year buying second stamps, he said.

Gill said the association would welcome correspondence from West Tennessee bulk vending operators interested in becoming members of the association. Gill can be addressed at 4023 Hilldale, Memphis, Tenn.

# Vendo Executive Awarded Citation



THOMAS A. BUCKLEY

CHICAGO—Thomas A. Buckley, vice-president, sales and marketing, of The Vendo Company, has been awarded a citation of honor from Drexel Institute of Technology, Philadelphia, for community service and leadership in the field of sales and marketing.

Buckley is one of 70 who were chosen from a total of over 100,000 alumni of the institute in the fields of engineering, business administration, home economics, and library science.

Buckley has been in merchandising virtually all his life.

### Sales Climb

He joined Vendo in 1951, saw sales climb from \$9,800,000 to more than \$61,000,000 in 1960, and was instrumental on the engineering side in his company's embarking on a program of standardization and diversification of production.

Community service and professional association activities include membership in the American Management Association, American Marketing Association, American Institute of Marketing. He is on the advisory committees of Sales Week, Dun's Review and the Luggage Manufacturers' Association, and is a member of Pi Sigma Epsilon.

Buckley is a founding member and a governor of the Advertising and Sales Executives' Club of Kansas City and district director of National Sales Executives. He has received the coveted "Sammy"

(Continued on page 29)

# N. Y. Venders to Take Action on Bingo Chip-Penny Slug Problem

FOREST HILLS, N. Y. — The New York Bulk Vendors Association, in its December meeting at Stratton's Restaurant here, decided to take vigorous action against the manufacturers of bingo chips, whose products are similar to the size, shape and weight of U. S. 1-cent pieces.

Local operators have been victimized by these chips which are being used as slugs in penny vending machines.

The New York group has been working closely with the U. S. Treasury Department on the matter. To date, the Treasury Department has succeeded in causing sev-

eral bingo chip manufacturers to The plan is to have the Treasury Department write a letter to major buyers of bingo chips and advise them to refrain from purchasing bingo chips similar to 1-cent pieces.

### Customer Pressure

Bulk vending operators feel that pressure on the manufacturers through their customers will have the desired effect.

In an effort to get new members, the NYBVA voted to give free dinners to each member who brings in a new member as well as to the new member himself.

# Mass. Bill Topic For January 7 NVA Meeting

BOSTON — The National Vendors Association will hold a regional meet here January 7 to discuss the proposed Massachusetts licensing bill for vending machines, according to Roger Folz, NVA president.

The proposed measure would levy a \$10 annual tax on all vending machines — from 1-cent gum units to cigaret and drink venders.

NVA maintains that a blanket per-machine tax, without regard to the cost of the machine or the revenue it produces, would spell the death knell for the bulk vending in the State.

alter the shape of their products so that they may not be used as slugs.

### Hard to Trace

However, many other manufacturers persist in making chips which can be used as slugs, and it is difficult to trace these manufacturers.

Stanley Kreutzer, attorney for the local association, plans to confer with a Treasury Department official and discuss a new tactic.

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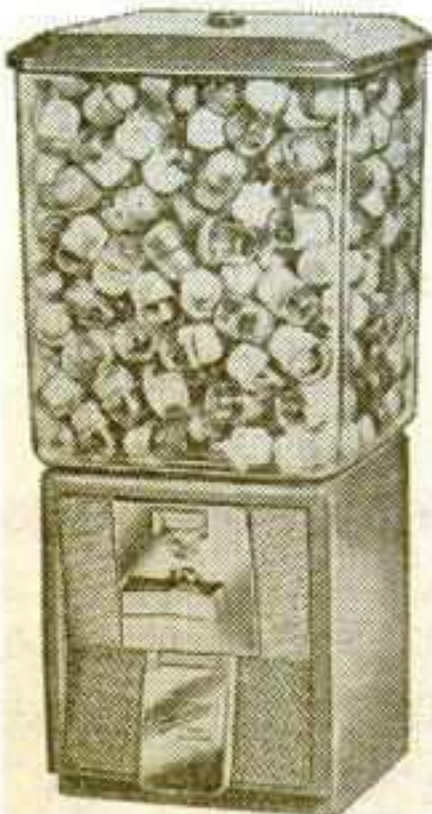
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**BARGAINS FOR THE WEEK**  
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**YULE JUKE BOX RENTALS HURT BY PARTY BANS**

BOSTON—The sound of music from juke boxes has more and more ceased to be a Christmastide factor in this area. And music operators feel that Christmas parties just aren't what they used to be. The fact is that the Christmas office party where operators did the biggest rental business are rapidly disappearing. Many operators once looked to the Christmas season for a final boost in grosses, but no more. It seems to be a question of morality—the Christmas office party—not the juke box. Religious leaders for some years now have preached against the horrors of such parties and many firms have discontinued the practice of sanctioning any type of merriment in their establishments. Nothing else has shown up to replace the parties, but operators haven't given up hope of finding a way to boost the take a bit around the holiday season.

**Testimonial Dinner Honors Silverman**

PHILADELPHIA—Joe Silverman, veteran manager of the Amusement Machines Association of Philadelphia, was honored recently at a testimonial dinner held at the Latin Casino, across the river in New Jersey.

More than 300 of Silverman's friends attended and saw him receive two plaques for his work with St. Christopher Children's Hospital over the last 10 years. One plaque was presented to him by Judge Joseph Gold on behalf of the Orthopedic Foundation while Bill Rodstein, former coinman and now night club operator, presented him with a plaque from Frank Sinatra for working with the hospital. Many leaders in government, banking and coin machine fields attended the dinner to honor Silverman.

**Westchester Ops Party**

WHITE PLAINS, N. Y.—Some 20 Westchester County operators and their servicemen met at the American Legion Hall here Monday night (18) for the annual Christmas party of the Westchester Operators Guild. No business was conducted. The affair took the place of the group's regular monthly meeting.

**Bill Would Ban Kid Play**

GLASSBORO, N. J.—A bill to ban children under 16 years of age from using coin-operated amusement games has been introduced here. The borough council has taken it under consideration.

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# Juke Box Operators Seek Hot, New Tunes as Holiday Pick-Up

CHICAGO — Juke box operators were looking for a hot new record in a general pre-holiday

lull here last week. Play was good — perhaps a few percentage points off from the same time last year — but traditional and established chart tunes were attracting the most interest.

One-stops, which do the bulk of the traffic with operators here, noted that operator buying was just a little off. The combination of operators relying heavily on holiday standards already in their libraries and the lack of a really hot, new tune, was the answer.

At Singer, Fred Sipiora reported two disks getting the most operator sales: "Town Without Pity" by Gene Pitney—a breakout in store sales a couple of weeks ago, and "Double Exposure" by the Rotators—a disk that appears to be a typical juke box tune. It contains a medley of instrumental old standards, has been out about three weeks, and seems to be a natural for any but the most juvenile locations.

### Music Box

At Music Box, on the city's Southside, Ray Hopper again reiterated the lack of anything hot and new for the juke box trade. Big sellers to the operator trade at Music Box were: "Moon River," Henry Mancini—an old - timer, already some 12 weeks on BMW's chart, but getting "reorder" type action from the trade; and "Rose Room," Grady Martin—an older record that was re-released recently and appears to be getting good action from operators.

Both of the above are what Music Box calls "over 40" records — in other words, records for adults, especially those over 40 years of age.

To the "kid spots" Music Box was chalking up good sales with "Let There Be Drums," Sandy Nelson and "Let's Go Tripping," Dale Evans.

Hopper also had high hopes for Bobby Darin's "Multiplication" and James Dean's "Dear Ivan," both of which he thought could become good operator numbers—but hadn't as yet.

At Apex Music, one of the city's larger juke box routes, Earl Kies said that the closest thing to a hot, new tune for his boys was Dion's two-sided hit: "Wanderer" and "Majestic." The record has been getting good store sales and air play here for some weeks and could be a big earner for operators.

Current big earning records at Apex vary by neighborhood and type of location. A good general tune is "Let There Be Drums" by Sandy Nelson. "But on the Other Hand" with Ray Charles has been getting excellent play in Negro locations.

Hillbilly spots have been doing very well with Faron Young's "Waltz You Saved for Me" and "Back Track." Other disks getting good general reaction at Apex include: "A Little Bitty Tear," Burl Ives (a big store - sales breaker here a couple of weeks ago, now getting good air play and described as a "sleeper" by operators); "Run to Him," Bobby Vee; "Peppermint Twist," Chubby Checker; "Walk On By," LeRoy Van Dyke, and "My Girl Josephine," Bill Black.

### Seeburg President

Continued from page 26  
000. The 11 new owners all have equal shares. Besides Coleman, they include business and civic leaders of the Chicago area. The group indicated it intended to work amicably with Arthur C. Allyn Jr., president of the club. Coleman, in high spirits, noted that he was buying into the club "... with a real good group of guys..." and that it should be a lot of fun.

# Philadelphia Kiddie Ride Operators Face Liability Insurance Proposal

PHILADELPHIA — If a bill pending in city council is passed, operators of kiddie rides will have to be insured for \$300,000 in liability insurance.

The bill originally started out to cover only those kinds of rides found on the backs of trucks and at carnivals.

However, Councilman John M. McDevitt, representing the Northeast section of the city, amended the bill to cover these coin rides "such as are found at supermarkets."

Passage of the measure was held up until the coin-operated rides could be included.

There was no opposition to the bill which will require all operators of kiddie rides to carry the high insurance. For failure to comply, an operator will face a jail term of up to 90 days plus a fine not to exceed \$300.

An operator will have to show

proof of public liability before a license is issued for the rides.

The bill was the result of a letter to a newspaper that was called to the attention of Barnet Lieberman, city commissioner of licenses and inspections.

Passage of the bill is expected shortly.

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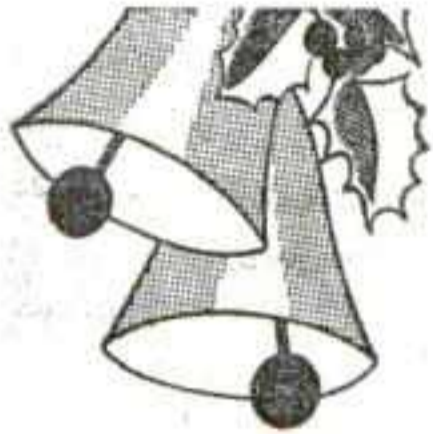
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# EUROPEAN NEWS BRIEFS

## Northwest Automatic Sets Drive

BREMEN, W. Germany—Capital of the Northwest German Automatic Machine Corporation here has been doubled, to \$50,000, in preparation for the concern's increased activity in vending as well as juke box operation. The company has been owned by the Tonomat Company, manufacturer of the Tonomat juke box at Neu Isenberg, near Frankfurt. Tonomat and the Bremen concern are owned jointly by three partners, Walter Triefenbach, Norbert Acker, and Alfred Diefenhardt. Triefenbach, Acker and Diefenhardt sold Tonomat to Automatic Canteen Company of America. Under reorganization of the Bremen company, Triefenbach is leaving Tonomat, where he has been

business manager, to assume sole responsibility for the Bremen operation. Northwest German Automatic Machine has an agreement with Canteen for distribution and servicing of its automatic food service equipment.

## Class in Symphonic Sales Pitch

VIENNA—Bergmann is conducting a big Austrian sales drive for its new Symphonie S 200, which operators acclaim as the finest box yet built by the German firm. Bergmann representatives say that the 200-selection juke box will remain the basic unit for all sound juke box operating. "Here in Vienna out locations like class and Gemuetlichkeit rather than economy and compact boxes," a distributor said, citing results of a sales promotion poll. Bergmann is angling for the coffee house trade, which makes the city's coffee houses a second home.

## NSM Fantares Silver Compact

BINGEN, W. Germany—NSM is producing a new model Fantaire—the Silver—which, it is claimed, occupies less space  
*(Continued on page 34)*

## Eichinger Vending Contract Canceled By Airport Comm.

MINNEAPOLIS — The metropolitan airports commission (MAC) has canceled a contract for concessions at the new airport terminal building at Wold-Chamberlain field here which it awarded to Frederic J. Eichinger, owner of Northern Cigaret Sales, St. Paul. The commission rescinded the \$211,000 contract by a unanimous vote.

MAC members said Eichinger misrepresented himself when he denied business association with Herman Paster, St. Paul coin ma-  
*(Continued on page 34)*

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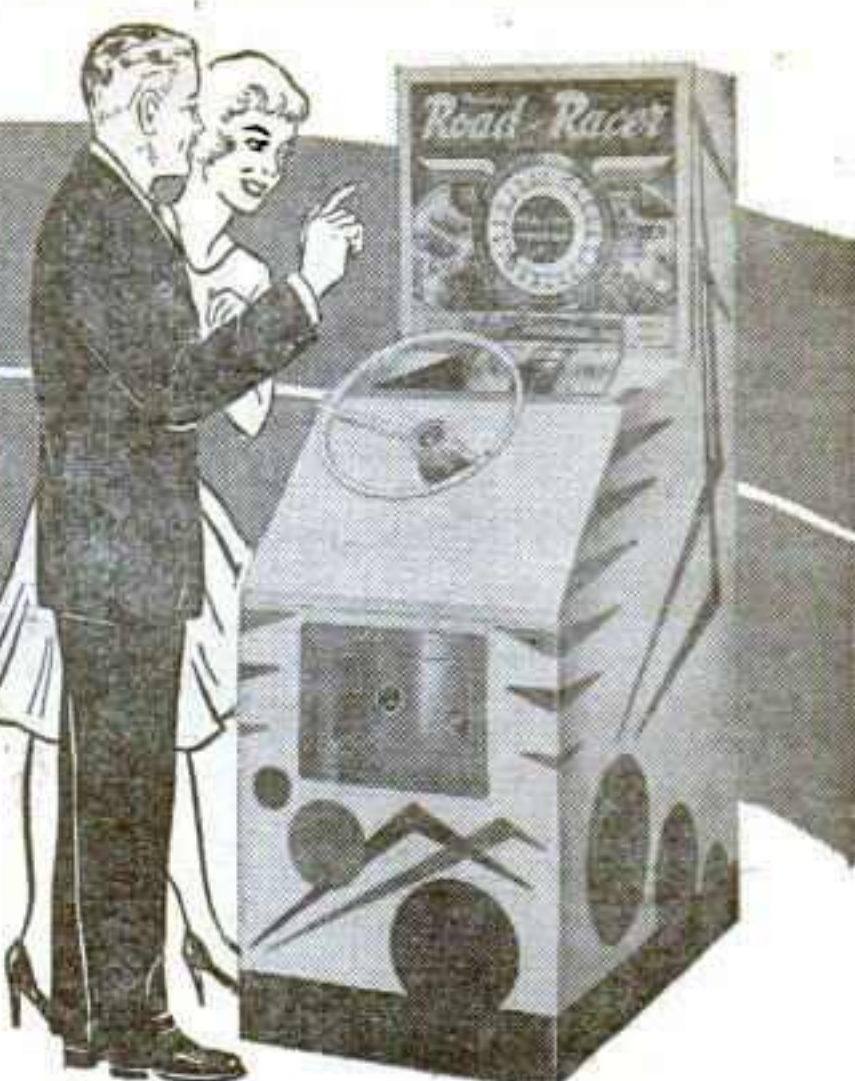
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# Discount Stores Good Game Locations

By BOB LATIMER

DENVER — The opening of many giant discount department stores throughout this area is developing some of the best amusement machine locations in the past decade, according to Denver operators who are cashing in on the bonanza of traffic created.

In the past three months, Denver has seen the opening of four discount houses, all of more than 100,000 square feet, with four more projected for the immediate future.

Each, of course, means heavy traffic, whether the store is a "closed-door type," or operated as an "open to the public" variety. Almost every discount house means installation of snack bars and the food service facilities which are

likewise ideal spots for nearby coin machine arcades.

Typical is the amusement machine arcade at the new Fan Fair, first of three 129,000-square-foot super discount department stores. Here, the Fan Fair management wisely took into consideration the large number of teen-agers who are included in everyday traffic, and set up a 40 by 22-foot arcade, just off the snack bar, which provides an impressive line-up of amusement machines.

Included are a Williams Pinch Hitter, a Gottlieb Sweet Sioux, a Gottlieb Universe, and a Gottlieb High Diver. More machines include an Exhibit Six Shooter, a Gottlieb Mademoiselle, a Straight Shooter, a Chicago Coin Rifle game, several pinballs, and a photo reflex machine.

Four operators shared in the location, all installing brand-new games which fit into the ultra-modern new discount store, which makes use of fixtures and decor equivalent to standard department stores.

Play, particularly because the big discount houses can park upwards of a thousand automobiles at each location, has been characterized as "exceptional."

### Teen-Age Trade

"Most of the discount houses are open until 9 o'clock every night, and at least half of Sunday as well," one operator pointed out, "which considerably extends the amount of play time. Since the stores likewise contain a lot of departments which appeal to younger customers, we can depend upon more teen-agers in the discount house store at any given time than would usually be found even in large amusement centers."

All operators in this discount house location pay a prorated share of a square-foot charge for the amount of space occupied, which to date has been lower than for a retail sales operation such as a camera department or a jewelry department.

Most of the operators concerned have gone into the field on an experimental basis, and most of them, in turn, find that paying a square-foot rate on a share-the-cost-basis works out well, in view of returns.

# 'Top Gun' Machine Settles All Battles

Continued from page 26

the contestant facing the gunslinger from a stand with a coin-operated stainless steel belt stand with two holsters, adjustable to fit small fry as well as adults. The Crossman gun is a replica of the old Peacemaker.

After the coin insertion, Top Gun shouts, "Draw." If the contestant misses or Top Gun is faster, the gunslinger bawls out his opponent with "Miserable polecat — green-horn dude." If the gunslinger is hit first, he utters an excuse for his poor shooting arm. Contestant's draw is registered on automatic

timer, 18 by 21 inches and accurate to 1/100th of a second.

Operation is started by coin drop. After three draws, the unit is automatically cut off.

Extra holster stands are available at \$125 each, also F.O.B. factory.

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Capital Panorams ..... 325	Midway DeL. Shooting Gallery ... 425	C.C. 4-Player Derby.... 125
Auto Foto Model #9 .. 925	Wms. Vanguard ..... 275	Goales ..... 110
Auto Foto Model #11..1,895	United Carnival ..... 150	C.C. Twin Hockey .... 195
Auto Foto Model #14..2,495	Genco Big Top ..... 185	Champion Baseball ... 125
	Genco State Fair ..... 195	Hi Fly Baseball ..... 125
	Midway Bazookas ..... 325	Quarterback ..... 125
		Motorama ..... 175
		Space Age ..... 195
		Grandma Horoscope ... 125
		Keeney League Leader. 125
		Lord's Prayer ..... 150
		Mercury Floor Grip ... 85
		Wms. Crane ..... 110
		Wms. Peppy ..... 195
		Set Shot Basketball ... 195
		Stand Metal Typewriter 225
		Evans Hole in One ..... 125
		Midway Red Ball ..... 175
		Sidewalk Engineer ..... 125
		Waiting 300 Scale ..... 95
		Evans Bat & Score ..... 125
		Silver Gloves ..... 180

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Stoner 4-Sel. Pastry ...\$150  
Vendo 210 Milk ..... 425  
Vendo 210 Ice Cream.. 425  
Avenco Coffee & Choc. 195

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Donald Duck ..... 325  
All Tech Satellite ...Write  
Bert Lane Helicopter.. 795  
Rudy the Red Nose.... 275  
Scientific Boat ..... 225  
King Train ..... 275  
Ex. Pony Express ..... 195  
Single Turpike ..... 195  
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"X's" and "O's"  
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Rollover buttons and targets select whether bumpers score "X's" or "O's".

Hitting bumpers then lights "X's" or "O's" in "tic-tac-toe" panel.

Completing horizontal, vertical or diagonal line of "X's" or "O's" scores special and lights rollovers for additional specials.

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- Match feature
- Sparkling design



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Panel Eliminates Confusion

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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

1-200 (200), 1957  
1-120 (120), 1957  
1-100 (100), 1957

1-200M (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

M100W (100), 1953

HF100G (100), 1953  
HF100R (100), 1954  
V200 (200), 1955

100J (100), 1955  
K200 (200), 1957  
L100 (100), 1957

L200 (200), 1958  
161 (160), 1958  
101 (100), 1958

220 (100), 1958  
220S (100), 1959  
222DH (160), 1959

222 (160), 1958  
222DH (160), 1959  
222DHR (160), 1959

Current  
AY160S (160)  
AY100S (100)

Y100M (100)  
BMS-1 (1,000 background)  
BMC (1,000 background)

BMCA (background, audio)  
UNITED  
Current

UPD 100 (Stereo)  
UPD 100 (Mono)

WURLITZER  
1250 (48), 1950  
1400 (48), 1951

1500 (104), 1952  
1500A (104), 1953  
1600A (48), 1954

1700 (104), 1954  
1800 (104), 1955  
1900 (104), 1956

2000 (200), 1956  
2100 (200), 1957  
2150 (200), 1957

2250 (200), 1958  
2204 (104), 1958  
2200 (200), 1958

2300-5 (200), 1959  
2300 (200), 1959  
2304 (104), 1959

2304-S (104), 1959  
2310 (100), 1959  
Current

2500 (200 Stereo)  
250A (104 Stereo)  
2510 (100 Stereo)

(also in Mono models)  
BOWLERS & SHUFFLES

BALLY  
ABC Bowler 7-55  
ABC Bowling Lanes

12-56  
ABC Champion 9-57  
ABC Super-Deluxe Bowler

9-57  
ABC Tournament 6-57  
All-Star Bowler 12-57

All-Star Deluxe 2-58  
Bally Shuffle 1-59  
Challenger 9-59

Club Bowler 2-59  
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  
Howling 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 Shuffling Star  
6-58  
Dual Shuffle 1-59

Duplex 11-58  
Eagle Shuffle Alley 5-58  
Flash 6-59

4-Way 11-59  
Frolies 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  
Bowlarama Deluxe  
PINBALLS

BALLY  
Ballerina 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  
Bikini (6/61)  
Broadway 12-55

Carnival 10-57  
Carnival-Queen 11-58  
Circus 8-57

County Fair 11-59  
Crosswords 1-58  
Cypress Gardens 5-58

Double Header 8-58  
Fun-Way 9-59  
Gay Time 6-55

Gayety 4-55  
Key West 12-58  
Lofta Fun 9-59

Miami Beach 9-55  
Miss America 1-58  
Night Club 3-58

Parade 6-56  
Sea Island 2-59  
Show-Time 4-57

Sun Valley 7-57  
Current  
Barrel-O-Fun '62

Can Can  
Fun Spot '62  
GOTTLIEB

Ace High 2-57  
Add-A-Line 7-55  
Annabelle 8-59

2 Around the World  
7-59  
2 Atlas 5-59

Auto Race 9-56  
2 Brite Star 4-58  
Classy Bowler 7-56

4 Contest 10-58  
2 Continental Cave  
7-57

Criss Cross 3-58  
Dancing Dolls 6-60  
Derby Day 5-56

2 Double Action  
Easy Aces 12-55  
2 Fair Lady 11-56

4 Falstaff 11-57  
2 Flag-Ship 1-57  
Frontiersman 11-55

2 Gladiator 1-56  
2 Gondolier 8-58  
Harbor Lites 3-56

Hi Diver 4-59  
Lancers (4/61)  
2 Light-A-Card 3-60

Lightning Ball 12-59  
2 Mademoiselle 11-59  
4 Majestic 4-57

2 Marathon  
2 Picnic 6-58  
Queen of Diamonds 6-59

Rainbow 12-58  
2 Race Time 3-59  
4 Register 10-56

Rocket Ship 5-58  
Roto Pool 7-58  
Royal Flush 5-57

4 Score-Board 4-56  
2 Seven Seas 1-60  
2 Sea Belles 9-56

Silver 10-57  
Sittin' Pretty 11-58  
Straight Flush 12-57

Straight Shooter 2-59  
Sunshine 9-58  
2 Super Circus 9-57

4 Sweet Sloux 9-59  
Texan 5-60  
2 Toreador 6-56

2 Tournament 8-55  
Twin Bill 1-55  
Universe 10-59

Wagon Train 4-60  
2 Whirlwind 2-58  
Wishing Well 9-55

World Beauties 2-60  
World Champ 8-57  
Current

Flipper Fair  
WILLIAMS  
Arrow Head 7-57

Casino 8-58  
2 Circus Wagon 10-55  
Club House 10-59

Crossword 5-59  
Cue Ball 4-57  
Double Barrel (4/61)

2 Fiesta 12-59  
4-Star 7-58  
4 Fun House 10-56

4 Gay Paroo 6-57  
Golden Bells 9-59  
Gusher 9-58

Hi-Hand 6-57  
Hot Diggity 8-58  
Jig Saw 12-57

Kings 8-57  
2 Naples 9-57  
Perky 11-56

Pefer Pan 4-55  
2 Piccadilly 5-58  
4 Race-the-Clock 4-55

Regatta 10-55  
Reno 10-57  
Rocket 11-59

Satellite 6-58  
Sea Wolf 7-59  
2 Shamrock 1-57

Smoke Signal 9-55  
Soccer Kick-Off 3-58  
Spot-Pool 6-59

Starfire 3-57  
Steeple Chase 11-57  
Super Score 9-56

4 Surf Rider 7-56  
3-D 11-58  
Three Doodles 8-55

Tic-Tac-Toe 1-59  
Tim-Buc-Tu 1-56  
Top Hat 2-58

Turf Champ 8-58  
Wonderland 5-55  
Current

Kismet  
Space Ship  
POOL TABLES  
(Current only)

FISCHER  
Crown Imperial VIII  
Crown Imperial VII

Imperial VI  
Coronet 6  
Coronet 7

Crown Fiesta  
Holiday  
IRVING KAYE

Deluxe Eldorado  
Deluxe Klub Pool  
Mark I, II, III, IV

Satellite  
VALLEY  
Model 9000 (6-pocket)

Bumper Pool  
6-Pocket Pool  
Standard 75

Deluxe 75  
Deluxe 90  
UPRIGHTS

AUTO BELL  
Circus (5/56)  
Circus Play Ball (4/59)

Circus Wagon Wheel  
(12/58)  
County Fair (3/57)

Magic Mirror Horoscope  
(11/59)  
Mermaid (3/60)

BALLY  
Jumbo (5/59)  
CHICAGO COIN

Star Rocket (5/59)  
GAMES, INC.  
Double Shot (4/58)

Skeel Shoot (1/57)  
Super Hunter (6/57)  
Twin Wild Cat (7/59)

Wild Cat (12/58)  
Current  
Tim Buc Too

Trail Blazer  
Trail Blazer Twin  
KEENEY

Big Roundup (3/59)  
Big Tent (6/57)  
Big Dipper (10/59)

Big 3 (5/59)  
Deluxe Big Tent (5/59)  
Criss Cross Diamond (1/60)

Little Buckaroo (4/59)  
Red Arrow (4/60)  
Shawnee (1/59)

Touchdown (9/59)  
Current  
Black Dragon

Deluxe Red Arrow  
Sweet Shawnee  
ARCADE & NOVELTIES

Aqua Duck (Cons) 2-55  
Auto Photo Model 9  
Auto Photo Model 11

Auto Test (with sound)  
(Cap) 9-56  
Auto Test (without sound)

(Cap) 9-56  
Ball Park (Bally) 4-60  
Bally Derby (Bally) 2-60

Bally Targets (Bally)  
10-59  
Bang-O-Rama (Muto) 4-57

Batter Up (CC) 4-58  
Battering Champ Deluxe  
(Wms) 4-61

Batting Practice (Bally)  
8-59  
Bazooka Gun (Mid) 6-60

Big Inning (Bally) 5-58  
Big League Baseball (CC)  
5-55

Bike Race (Munv) 5-58  
Bing-O-Reno (Sci) 3-55  
Bull's-Eye (Bally) 3-55

Burp Gun (Dale) 5-57  
Champion Baseball (Genc)  
7-55

Circus Rifle Gallery (Genc)  
3-57  
Crane (Wms.) 3-56

Criss Cross Hockey (CC)  
9-58  
Cross Country (Keen)

1-56  
Crossfire (Wms) 3-57  
Dale Pom Pom (Dale)

4-59  
Davy Crockett (Genc)  
10-56  
Deluxe Crusader (Wms.)

5-59  
Deluxe Ranger (Keen)  
3-55  
Deluxe Skill Parade (Bally)

1-59  
Deluxe Vanguard (Wms.)  
10-58

Derby Roll (Un) 5-55  
5th Inning (Un) 6-55  
Golf Champ (Bally) 8-58

Gun Club (Genc) 1-58  
Gunsmoke (Bally) 4-59  
Heavy Hitter (Bally) 3-59

Hercules (Wms) 3-59  
Hi-Fly (Genc) 4-56  
Horoscope Fortune Teller  
(Genc) 9-57

Jet Pilot (CC) 5-59  
Joker Ball (Mid) 10-59  
Jolly Joker (Wms) 10-55

Jumbo Ten Pins (Wms.)  
3-58  
Jumbo Ten Strike (Wms.)  
3-58

Jr. Auto Test (Cap) 12-58  
Kaye Hockey (Kaye) 58  
King of Swat (Wms) 5-55

Kiss-O-Meter (Exhib) 12-56  
League Leader (Keen)  
4-58  
Lucky Horoscope (Mar)

12-56  
Magic Mirror Horoscope  
(A-B) 2-60  
Model 500 Shooting

Gallery (Exhib) 3-55  
Monkey Clumb (IEC) 3-55  
Moon-Raider (Bally) 7-59

Motorama (Genc) 10-57  
1957 Baseball (Wms.)  
4-57  
Official Baseball (Wms.)

4-60  
Pan-O-Rama 800 (Cap)  
12-56  
Peep Barrels (Exhib)

12-56  
Peppy the Clown (Wms)  
12-56  
Photo Machine (Muto)

12-59  
Pinch Hitter (Wms) 3-59  
Pirate Gun (Un) 10-56  
Playland Rifle Gallery (CC)

8-59  
Polar Hunt (Un) 4-55  
Pony Express (CC) 4-60  
Pro Basketball (CC) 6-61

Pro Bowler (CC) 3-61  
Pro Hockey (CC) 6-61  
Quarterback (Genc) 9-55

Ranger (Keen) 3-55  
Red Ball (Mid) 5-59  
Rifle Gallery (Genc) 9-55

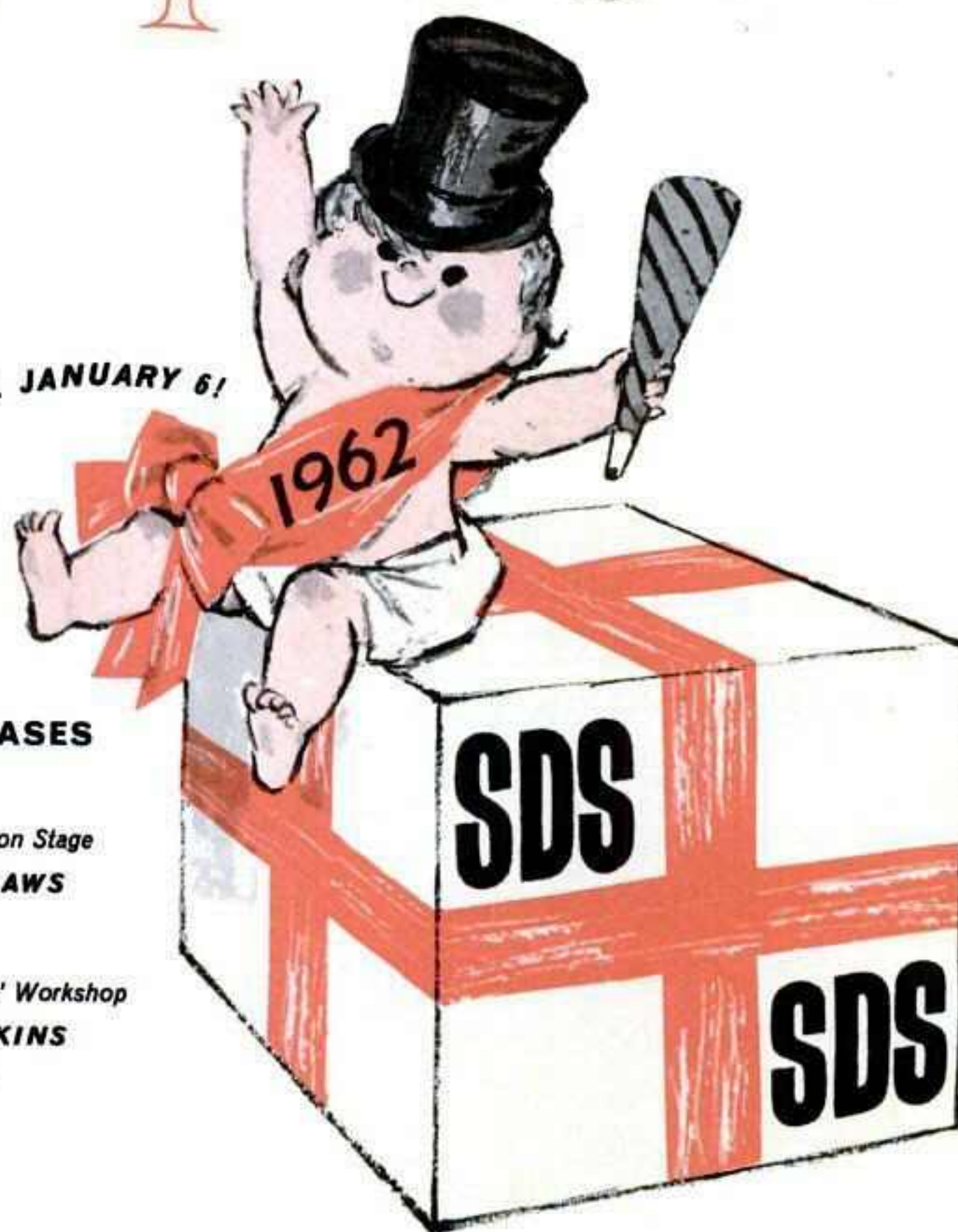
Rock 'n' Roll (Muto) 5-58  
Safari (Wms) 1-55  
St. Christopher (Muto)

12-58  
Satellite Tracker (B-L)  
12-58  
Shoot the Clown (CC)

2-60  
Shortstop (Wms)

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 & sincerest wishes  
 for a prosperous  
 1962

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*Percussion on Stage*  
**WEEK OF** **MAURY LAWS**  
 (Time)  
**DECEMBER**  
 25 *Chet Atkins' Workshop*  
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