

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



SINGLES

★ NATIONAL BREAKOUTS

No National Breakouts This Week.

★ REGIONAL 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 parentheses.

- DO YOU HEAR WHAT I HEAR?** . . . Harry Simeone Chorale, Mercury 72065 (Valleydale, BMI) (Cincinnati, Hartford)
- TO LOVE** . . . Ral Donner, Gone 5133 (Nom, BMI) (Chicago, Milwaukee)
- BIG GIRLS DON'T CRY LIMBO** . . . David Carroll, Mercury 72070 (Bobob, ASCAP) (Baltimore, Atlanta)
- KENTUCKY MEANS PARADISE** . . . Glen Campbell & the Green River Boys, Capitol 4857 (American, BMI) (Chicago)
- HEAR WHAT I WANNA HEAR** . . . James Darren, Colpix 664 (Ercolani, BMI) (Philadelphia)
- CHICKEN FEED** . . . Bent Fabric, Atco 6245 (Metorion, BMI) (Hartford)
- AL DI LA** . . . Connie Francis, MGM 13116 (Witmark, ASCAP) (Philadelphia)
- HOW DO YOU TALK TO AN ANGEL** . . . Etta James, Argo 5430 (Chappell, ASCAP) (New Orleans)
- TELEPHONE (WON'T YOU RING)** . . . Shelley Fabares, Colpix 667 (Aldon, BMI) (Philadelphia)
- BOB-A-LENA** . . . Legends, Ermine 43 (Cedarwood, BMI) (Milwaukee)
- CHRISTMAS TEARS** . . . Freddy King, Federal 12439 (Lois, BMI) (New Orleans)
- THERE'LL BE NO TEARDROPS TONIGHT** . . . Adam Wade, Epic 9557 (Fred Rose, BMI) (Philadelphia)
- MY MAN—HE'S A LOVIN' MAN** . . . Betty Lavett, Atlantic 2160 (Progressive-Lupine, BMI) (New Orleans)

ALBUMS

★ NATIONAL BREAKOUTS

MONO

- FLEETWOODS' GREATEST HITS**, Dolton BLP 2018
- DEAR LONELY HEARTS**, Nat King Cole, Capitol T 1838
- WHITE CHRISTMAS**, Pat Boone, Dot DLP 3222
- THE LONELY BULL**, Herb Alpert & the Tijuana Brass, A&M 101
- JAZZ MEETS THE BOSSA NOVA**, Paul Winter Sextet, Columbia CL 1925

STEREO

- BIG BAND BOSSA NOVA**, Stan Getz, Verve V6-8494
- SING WE NOW OF CHRISTMAS**, Harry Simeone Chorale, 20th Fox SFX 3002
- DEAR LONELY HEARTS**, Nat King Cole, Capitol ST 1838
- STAR CAROL**, Tennessee Ernie Ford, Capitol ST 1071
- NEW FRONTIER**, Kingston Trio, Capitol ST 1809

★ NEW ACTION LP'S

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

MONO

- DINO LATINO** . . . Dean Martin, Reprise R 6054
- MERRY CHRISTMAS MUSIC** . . . Perry Como, Camden CAL 660
- NEW BEAT BOSSA NOVA** . . . Zoot Sims & His Ork, Colpix CP 435
- CHRISTMAS MAGIC** . . . Hugo Winterhalter, Camden CAL 449
- THE LORD'S PRAYER, VOL. II** . . . Mormon Tabernacle Choir, Columbia ML 5767
- JUMBO** . . . Sound Track, Columbia OL 5860
- MUTINY ON THE BOUNTY** . . . Sound Track, MGM 1E4
- MERRY CHRISTMAS** . . . Lawrence Welk, Coral CRL 57093
- WHAT'S A MATTER BABY** . . . Timi Yuro, Liberty LRP 3263
- CHRISTMAS WITH CHET ATKINS** . . . RCA Victor LPM 2423
- THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS** . . . Dolton BLP 2019
- THE BIG ONES** . . . Bobby Vinton, Epic LN 24035
- MERRY CHRISTMAS** . . . Jackie Gleason, Capitol W 758
- THE LONELY BULL** . . . Arena Brass, Epic LN 24039
- COMIN' HOME BABY** . . . Mel Torme, Atlantic 8069

STEREO

- MUTINY ON THE BOUNTY** . . . Sound Track, MGM 15E4
- CHRISTMAS WITH CONIFF** . . . Ray Conniff, Columbia CS 8185
- FIFTY GUITARS VISIT HAWAII** . . . Tommy Garrett, Liberty LSS 14022
- BONANZA** . . . Various Artists, RCA Victor LSP 2583
- SHIFTING WHISPERING SANDS** . . . Billy Vaughn, Dot DLP 25442

(Continued on page 8)

Carols & Comics Make It a Jolly Season for All

It's a Merry Christmas for dealers as far as LP's are concerned this year, though, for the second week in a row, singles have been weak in most markets. But on the LP level, in addition to the hot selling comedy disks, the albums with traditional Christmas carols have been selling extremely well.

The Christmas sets moving include not only the standard packages from other years, but even albums with carols played on the zither, on music boxes and on bells. Many vet ork and choral leaders, who are not heard from all year, get a chance to shine again during the Christmas season. And dealers have found that they can move a lot of older Christmas disks during the holiday season.

Johnny Mathis has become the hottest of the Christmas caroleers. Bing Crosby, Mitch Miller, Ray Conniff and Elvis Presley are also selling a lot of carols.

The two follow-up "family" albums have started to make noise in the market. "The Other Family" on Laurie and "At Home With the Other Family" on Roulette both leaped into the Top LP chart this week.

While comedy albums and Christmas albums may have seemed to dominate all others over the past few weeks, it is interesting to note that the bossa nova is still forging ahead. Albums by Enoch Light, Quincy Jones, Gene Ammons, Paul Winters, and Lalo Schifrin, have joined best selling sets by Stan Getz-Charlie Byrd and Laurindo Almeida. A new Stan Getz bossa nova set out only a few weeks, was also getting action.

Singles were weak, according to dealers called, because there was no big single pulling the kids into stores. There were many good records about, but no giants such as Jimmy Dean's "Big Bad John," a smash this time last year. In some markets, however, single sales were up, Chicago, for example. Of all the holiday singles, the Four Seasons' rocking record of "Santa Claus Is Coming to Town" was the hottest, said dealers.

Elvis Presley's album of "Girls, Girls, Girls" from his new flick, and the Chubby Checker recording of "Limbo Party," were the hottest of the new albums aimed at the teen set. Another strong recording in this category was the album "The Lonely Bull," with Herb Alpert and the Tijuana Brass.

Yule Spurt Ends Chi Price War

CHICAGO—A spurt in sales of singles was all that was needed to end the city's one-stop price war. Business picked up at the beginning of last week and Minnett's and Barney's immediately moved up from 50 to 60 cents.

Singer and Music Box had been there all along so everything was back to normal. Only Lormar, with its large juke box following, is skimming the cream at 65 cents, but this is still another story.

Of the Christmas singles, old standards continue to dominate sales. Best of the new releases are: "Santa Claus Is Coming to Town," Four Seasons, Vee Jay, and "Santa Claus Is Watching You," Ray Stevens, Mercury, the latter especially popular with parents as a means of reminding the tots to behave or else.

A lot of new pop singles are selling well across the board, including: "Walk Right In," Roftoppers, Vanguard; "My Coloring Book," Katty Kallen, RCA Victor, and Sandy Stewart, Colpix; "Hey Paula," Paul and Paula, Colpix; "Proud," Johnny Crawford, Del Fi; "Love Sick Blues" b-w "Anytime," Frank Ifield, Vee Jay; "My Dad," Roy Peterson, Colpix; "Seagrams," Vice-roys, Bethlehem; "Bonnie Do," Johnny Cooper, Ermine; "Fly Me to the Moon," Mark Murphy, Riverside, and "From a Jack to a King," Ned Miller, Fabor.

Among new albums, Chess' "Dance Tunes From the Vault, Vol. II," is being watched carefully, though it will not have the advantage of its predecessor in being distributed over WLS. The

(Continued on page 8)

NEXT WEEK THE DRAMATIC "NEW LOOK" OF BILLBOARD

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NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES MEMBERSHIP APPLICATION

ACTIVE MEMBERSHIP

You are qualified for Active Membership if you have participated in at least six recorded and commercially released selections in one of the creative categories listed below. (A combined total of six in more than one category does not qualify.) "Selection" may be defined as the equivalent of one side of a single record, with the exception of No. 8* which is defined below.

- | | | | |
|-----------------------------------|--------------------------|---|--------------------------|
| 1. Vocalists and Singers | <input type="checkbox"/> | 7. Arrangers | <input type="checkbox"/> |
| 2. Leaders and Conductors | <input type="checkbox"/> | 8. Art Directors and Literary Editors | <input type="checkbox"/> |
| 3. A & R Men and Producers | <input type="checkbox"/> | * (The creation of cover designs or liner notes in connection with not less than six recorded and commercially released albums) | |
| 4. Songwriters and Composers | <input type="checkbox"/> | 9. Other, including Spoken Word, Documentary, Children's, Educational, Comedy, etc. | <input type="checkbox"/> |
| 5. Studio Engineers (Mixers) | <input type="checkbox"/> | | |
| 6. Instrumentalists and Musicians | <input type="checkbox"/> | | |

Please check category under which membership is desired. The Board of Governors reserves the right to request proof of eligibility at its discretion.

ASSOCIATE MEMBERSHIP (NON-VOTING)

If you are not eligible in any of the above creative categories, you qualify for Associate Membership if you are actively identified with the recording industry.

PLEASE CHECK BELOW WHICH TYPE OF MEMBERSHIP DESIRED:

ACTIVE MEMBERSHIP (Dues: \$15 per year) ASSOCIATE MEMBERSHIP (Non-Voting) (Dues: \$15 per year)

LIFE CHARTER MEMBERSHIP (ACTIVE) (\$100—no further dues necessary for life) ASSOCIATE LIFE MEMBERSHIP (Non-Voting) (\$100—no further dues necessary for life)

Fiscal year is July 1 to June 30, and any applications received after January 1 will be \$10 until the end of the current fiscal year of June 30.

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

AFFILIATION _____ REFERENCE _____

If you have firm address as well as residence address, please list the one to which you prefer all mailings sent. (In case of Active Member, this will include balloting material.)
Check or money order should accompany application.



the nation's best selling records

BIG HIT SINGLES

- #16407 **Rainbow At Midnight / Rhumba Boogie** **Jimmie Rodgers**
- #16420 **Zero-Zero / Night Theme** **Lawrence Welk**
- #16416 **Mexican Joe / In The Room** **Pat Boone**
- #16417 **Down Yonder / I'm Waitin'** **Billy Vaughn**
- #16421 **Boss** **The Rumlbers**
- #16393 **Matilda** **The String-A-Longs**
- #16413 **Break Down And Cry / She's Stayin' Inside With Me** **Fabian**
- #16423 **Bei Mir Bist Du Schoen / Lida Rose** **The Lennon Sisters**
- #16410 **The Little Drummer Boy** **The Jack Halloran Singers**
- #16387 **Anna ^{GO TO} _{HIM}** **Arthur Alexander**
- #16406 **Blues Stay Away From Me / Every Step Of The Way** **Pat & Shirley Boone**

NEW RELEASE

#16425 **Go Home Girl / You're the Reason** **ARTHUR ALEXANDER**

JUST RELEASED ALBUMS

DLP 3481(M), 25481(S) **The Lennon Sisters' Favorites**
 DLP 3480(M), 25480(S) **Steve Allen Plays Bossa Nova Jazz**
 DLP 3482(M), 25482(S) **Great Themes in Boogie Woogie** **JACK FINA**

HOT ALBUMS ON DOT

STEREO DLP NO.	MONO DLP NO.	ALBUM
25016	3016	THE GOLDEN INSTRUMENTALS Billy Vaughn
25068	3068	HYMNS WE LOVE Pat Boone
25071	3071	PAT'S GREAT HITS Pat Boone
25100	3100	SAIL ALONG, SILV'RY MOON Billy Vaughn
25118	3118	STAR DUST Pat Boone
25157	3157	THE MILLS BROTHERS' GREAT HITS
25165	3165	BLUE HAWAII Billy Vaughn
25249	3249	RAGTIME PIANO GAL Jo Ann Castle
25276	3276	THEME FROM A SUMMER PLACE Billy Vaughn
25292	3292	THE LENNON SISTERS SING 12 GREAT HITS
25359	3359	CALCUTTA Lawrence Welk
25406	3406	THE ANDREWS SISTERS' GREATEST HITS
25412	3412	MOON RIVER Lawrence Welk

STEREO DLP NO.	MONO DLP NO.	ALBUM
25432	3432	A LAWRENCE WELK SING-A-LONG PARTY
25442	3442	THE SHIFTING WHISPERING SANDS Billy Vaughn
25450	3450	GREATEST ORGAN HITS Jerry Burke
25453	3453	NO ONE WILL EVER KNOW Jimmie Rodgers
25460	3460	CHEROKEELY SWINGS! Keely Smith
25463	3463	MATILDA The String-A-Longs
25475	3475	I LOVE YOU TRULY Pat and Shirley Boone
25455	3455	PAT BOONE'S GOLDEN HITS Pat Boone
25457	3457	BABY ELEPHANT WALK Lawrence Welk
25458	3458	A SWINGIN' SAFARI Billy Vaughn
25447	3447	THE WRIGHT TOUCH George Wright
25428	3428	YOUNG WORLD Lawrence Welk
25318	3318	DOUBLE SHUFFLE Lawrence Welk



Sky-High Production Costs Presage '63 as Merger Year

By BOB ROLONTZ

NEW YORK—The coming year may see the biggest flock of buys, deals and mergers in the record industry in many years. This feeling is engendered by conversations now being held, both formally and informally, among various labels, and by the changing industry itself. Over the past few months at least six large firms in the middle-size range have been talking merger.

Back of all this is mounting pressure for profits in these days of rising costs. Outlay for producing and selling disks right now is at an all-time high. Royalty rates to artists, especially top artists, is sky-high, cost of promotion and exploitation has risen, and the cost of packages for album product has increased. Though pressing costs dropped, they have not made up for all other production and marketing increases.

Expansion One Way

As these costs have risen, record firms have tried to expand production and move into new music fields. Pop firms have started r.&b. labels or departments, and vice versa. Album labels have tried to make pop singles. And so on. But only a few companies have found easy success in these other fields.

Even the largest companies have trouble expanding to all fields. The large labels, with occasional exceptions, have had a hard time in the r.&b. and rock and roll areas, for example. And there are other musical fields in which they have missed the boat altogether.

Command's Monos Pick Up Sales

NEW YORK — Command Records, whose album sales usually run at a ratio of 75 per cent stereo to 25 per cent monaural, has had an upsurge in monaural sales on its recent albums, "Carousel," "Enoch Light Plays Irving Berlin" and "Big Band Bossa Nova." This group's album sales in mono are running 40 per cent and stereo sales 60 per cent.

All three sets have been big sellers to date. The bossa nova LP and the "Carousel" set have both passed the 100,000 mark, and the Berlin LP is not far behind.

'OLIVER' TO OPEN JUST AS DAVID ALWAYS SAID

NEW YORK—"Oliver" will open in New York on schedule (December 27), in spite of much confusion due to the lack of daily newspapers in this town. Seems that David Merrick, producer of the show, is trying hopefully to get all the critical exposure he can without the dailies. So he's holding a special critics' night performance on Sunday, January 6. He is hoping that by the time the strike will be over.

Rumors that the Oliver in the show, Bruce Prochnick, would be replaced by a smaller and younger Oliver, were branded "iffy" by the Merrick office. A spokesman did say that some of the cast would be replaced, having outgrown their roles.

Some of the smaller labels, on the other hand, have carved out virtual enclaves for themselves in such specialty fields as r.&b., percussion, spoken word, adult comedy, Latin-American, folk, jazz and even rock and roll.

Many firms have hired scores of outside or indie producers to handle specialty wax. Some have set up complicated arrangements for financing outside production in certain fields. Others have taken over the distribution of scores of labels in order to assure a steady flow of product and to keep their own line strong in the eyes of dis-

tributors. All of this spells out a future of company-combining.

If a hot pop label joined up with a hot jazz label, for instance, both labels would be stronger. They would carry more weight not only with U. S. distributors but also in the foreign market. And both labels would be more powerful in attracting new talent.

Mergers of this kind would also, of course, cut down duplication of costs in production, field promotion and in most other areas. And, after all, every company has a throbbing interest in getting down its nut. Ergo: Mergers for 1963.

Smash Moving to Sign Batch of TV People

CHICAGO — Smash Records is on a signing kick, with a lot of its new people coming from the ranks of TV, an area that has turned up a lot of profitable stars for various labels. Though the contracts are not yet signed with all of them, it is understood that four television names, two male and two female, are soon to be taken on by the label.

Key names in the packages are Jack Lord, who plays "Stoney Burke" on TV, and Richard Rust of the "Sam Benedict" show.

Smash, under executive head Charlie Fach Jr., has just started signing outside names. First to come in was thrush Toni Fisher (Billboard, December 15).

Rolled Its Own

Up till then the label had developed its own new talent, including Joe Dowell, Dickie Lee and Bruce Channel. Smash has also, in its first year of operation, made a lot of deals with outside producers, which will continue. Some of the indie producers allied with Smash are Major Bill Smith, Huey Maux, Bill Hall and Jack Clement, Bob Crewe, Paul Vance and Lester Sill and Lee Hazelwood.

As Smash has grown Fach has added a number of new men to the staff. Doug Moody now handles the Eastern promotional area, Alan Mink the Midwest and Jay Swint the West Coast.

Wide Radio Use

Smash was one of the pioneers in the use of radio advertising spots for albums. Firm went all out with its advertising loot in a discount plan for distributors, to plug albums on radio. It attributes the successful sales of many of its LP's to radio plugs. The Bill Justis "Aley Cat-Green Onions" LP, says Fach, was a strong seller because of its radio advertising campaign.

Smash is now taking on indie labels for distribution. Firm just concluded a deal to handle the Hallway label, and has started to distribute "Defrost," by Albert Collins, and "My Voice Is Changing," by Jack Clement.

Smash has built its catalog to the point where it has 27 LP's on release, and five Fontana LP's. In 1963 the label will issue 30 Smash LP's and 15 Fontana items of foreign disks.

Columbia Sets Benelux Deal

NEW YORK — Columbia Records last week concluded arrangements for the distribution of the CBS label in the Benelux countries, the Scandinavian nations and Italy.

William and Jasper Slinger, owners of Artone Gramophone M. V. of Haarlem, the Netherlands, said they will form a new organization to press and distribute CBS records in Belgium, Holland and Luxembourg. Sales office will be in the Centre International Rogier, in Brussels, and will be headed by Pascal Robiefroid, well-known Belgian disk man.

The CBS distribution deal for Scandinavia involves a renewal arrangement with Philips Phonographic Industries of Baarn, the Netherlands.

In Italy, CBS will be marketed by the well-known publishing firm, G. Ricordi S. p. A. Columbia's Goddard Lieberman was in Italy for the official introduction of the label Tuesday (18). The label will be available in all territories by the first of the year.

WEST IN PARIS FOR CBS DISKS

PARIS—The new CBS Records operation which headquarters in Zurich to market the American Columbia label abroad has named Stanley West as co-ordinator of European Operations with an international office at 14 Avenue Hoche, Paris 8. Phone number is WAGram 8193. The new CBS label will supplant former release through Philips in most of Western Europe.

UA Pulls in Distributors for '63 Planning

NEW YORK—Final plans and preparations are in the works for the United Artists Recorded sales convention to be held in the Americana Hotel January 4. The meeting, which will be attended by all UA distributors will showcase the label's new lines in pop, kiddie and jazz fields.

The distrib meet has been tagged '63 Jamboree and will show new product. Label will bring out five jazz LP's, five kiddie albums and 16 sets in pop, c.&w., comedy, international and classical. Prior to the day of the meeting the label will host distributors and guests to a theater and supper party.

Among the albums included in the convention showcase are sets by Ferrante and Teicher, Al Caiola, the Highwaymen, George Jones, Duke Ellington with Max Roach, Jan Peerce, Tito Rodriguez and Leroy Holmes. The Excitors will also have their first album product for the label shown at the meeting. One of the label's prime albums is a set loaded with the big names doing "Mutiny on the Bounty" and other motion picture themes.

CMA Brings in New Year With Move of Office

NASHVILLE — The Country Music Association's Jo Walker has announced a planned switch to new offices and the employment of a full-time secretary to help with the Association's ever-growing activities.

The CMA, now located in Nashville's Exchange Building, will move to 801-16 Avenue South, in the heart of what is rapidly becoming known as "Music Row."

Mrs. Lovelace Rucker will begin secretarial duties with the association on January 1, Mrs. Walker reported. The move to the new office will also come on January 1.

Meanwhile, CMA has announced four new organizational memberships in the association. These include M. M. Cole Music Publishing Company in Chicago; Colpix Records, New York; Pamper Music, Nashville, and Painted Desert Music, New York and Nashville. This brings to 29 the total of organizational memberships.

Strike Doesn't Whiff All the Shows

By JACK MAHER

NEW YORK—Newspaper strike or no newspaper strike, word on the new shows gets around in this city. Two new off-Broadway musical outings got thumbs up last week and one Broadway drama got thumbs down, even though none of the nine daily aisle sitters passed judgment in print.

The musical, "Riverwind," at the Actors Playhouse in Greenwich Village, and "Les Poupees de Paris, a revue at the York Playhouse, are the two underpublicized winners off the main stem, while "In the Counting House," a Sydney-Chaplin starrer, folded after four performances at the Biltmore Theater.

"Riverwind" won votes from the majority of the critics. It received strong notices from all those publications that did hit the stands (New Yorker, Cue, etc.) and many New York taste-makers gave the show the nod when they appeared on radio and TV.

To lure the public down to the Sheridan Square, its Greenwich Village home, the show has em-

ployed the usual avenues of publicity: radio, TV and magazines. Management has also launched a number of novel stunts to draw patrons. One of them took place on Broadway's Shubert Alley. Composer John Jennings was presented playing and singing his original

melodies and lyrics from the back of a buckboard wagon while his mother moved through the crowd passing out handbills that identified music, composer and show.

The show may gain much added and needed exposure when tunes from the musical comedy break on the air. London Records has the original cast album rights, and the label also released a new single, "Riverwind" and "Sew the Buttons On," by Virginia Mason. Both sides are from the score.

"Les Poupees de Paris" has caused some stir around town because of its unique billing. The show is being sold as a "naughty" puppet show for adults only. It originated in California. Sid and Marty Krofft are the authors of this piece of whimsy. No record deal has been set for the music as yet.

At press time, Friday (21), "Black Nativity," opening (23) at Philharmonic Hall, Lincoln Center, was doing something special to get its message before the public. The chorus from the show began a week of noontime gospel singing from a perch high above Broadway between 46th and 45th streets.



season's greetings

to our friends
all over the world

It is our hope that music will increase its tempo in crossing boundaries and oceans and contribute even more strongly to world-wide understanding among the peoples of the globe.

**BILLBOARD
MUSIC WEEK**

Roulette Distributors Called for Meet

NEW YORK—Roulette Records is holding a national sales meet for all of its distributors in New York on January 5 and Sunday, January 6. Meet will be attended by distributors and their sales and promotion personnel at the Plaza Hotel.

At the meetings, new product will be shown and the label's plans for the first half of 1963 will be discussed. On Friday, January 4, Roulette will hold a promotion meeting and seminar for all distributor personnel as well as for Roulette's own field staff.

Attending the convention will be Roulette topper Morris Levy, and executives Bud Katzel, Howard Fisher, George Goldner, Henry Glover and Teddy Reig.

NEW YORK—The U. S. record buyer isn't ready to stop laughing yet according to the sales of the new comedy albums, and according to dealers in most sections of the country. The two follow-up family albums, "The Other Family" on Laurie and "At Home With the Other Family" on Roulette both leaped onto the LP charts this week. And Ambassador Records reported to Billboard that its Clan label waxing of "My Son, the President" was also a hot seller.

Meanwhile, back on the West Coast, funny folk singer Allan Sherman's second album, called "Mrs. Allan Sherman Proudly Presents, My Son, the Celebrity," was being rushed to its distributors all over the country by the wide-awake Warner Bros. label. According to WB exec Joel Friedman, firm had written orders for 200,000 before release. Sherman himself was readying the start of his national concert tour this week.

There were reports, but no confirmation, that Vaughn Meader was also getting ready to go into a recording studio to cut his second album. There was speculation in the trade that the demand to be at the upcoming Meader session, whenever it does take place, could rival the demand for tickets to the Judy Garland session at New York's Manhattan Center last fall.

The success of comics on disks has started labels on a rush to put new funny men on wax. Young comics are being scouted by labels like labels used to scout singers in the days before Meader-Sherman.

The trade had settled down to an acceptance of the astronomical sales of the Meader LP, and was now tossing off a five million sales figure as probable for the Cadence disk in the casual way they used to talk about 100,000 selling LP's only a few months ago.

Capitol Ups Brown Meggs To New Post

NEW YORK—Capitol Records has named Brown Meggs to a newly created post—that of director, Eastern operations—in which he'll report directly to President Alan W. Livingston.

Meggs, who joined Capitol in 1958, will have executive responsibility for the firm's p.r. operations, and will be responsible for administration of the firm's Eastern executive offices.

The upgrading is particularly interesting since it reflects the growing importance, in Capitol operations, of New York as a strong element in business, marketing and promotional areas. Although Capitol's headquarters is in Hollywood, Fred Martin, Capitol's p.r. director, will now report to Meggs.

Colpix Springs Celebrity Line

NEW YORK—A new, celebrity singles line, the Torchlight Series, is being introduced by Colpix to meet requests of "distributors, deejays and juke box operators who continually request copies of former Colpix releases that maintain strong popularity."

First group of Torchlight releases will contain 100 singles pulled from various Nina Simone albums. Distributors will receive 20 free singles with every 100 purchased, according to Colpix.

They've Got an Awful Lot of Bossa in Brazil

New York

NEW YORK—Geographically, bossa nova has just about come full circle. To the wealth of American material issued in this country, a number of U. S. labels have acquired or recorded some of the prominent names on the Brazilian music scene.

Three labels figure prominently in the recording and releasing: Audio Fidelity, Atlantic and Riverside. Among the LP's from Brazil are sets by Joao Gilberto, one of the titans of the music. Gilberto records for Odeon Records of Brazil which is an EMI affiliate. The first Gilberto available in the United States appeared on the Capitol label. The second two, however, will appear under the Atlantic logo. Both Riverside and Atlantic had been bidding for the Gilberto wax. Atlantic vice-president in charge of albums Neshui Ertugen nailed down the deal when he went to Rio de Janeiro a short while ago.

While in Rio, Ertugen also recorded a number of the leaders in the bossa nova movement in Brazil.

Mann Recordings

They were waxed with Herbie Mann, Atlantic's jazz flutist who has two LP's on the chart at the present time. Among those recording with Mann in Brazil were the Sergio Mendes Sextet, Baden Powell, Antonio Carlos Jobim and the Samba School Band. In addition to these, and the two Gilberto al-

bums, Atlantic also has an album by Luis Bonfá cut in 1958 which is in the catalog.

Riverside has recorded Cannonball Adderley with a group of Brazilian musicians. The group is called the Brazilian Sextet and features a number of the musicians from the Sergio Mendes combo. In addition, the label is getting Adderley on the bossa nova bandwagon with a new single due this week: "Jive Samba." This side features Adderley's regular group, however, and not Brazilian musicians.

Riverside also has strong U. S. bossa nova representation with albums and singles by Charlie Byrd, the guitarist, who, with Stan Getz, produced the first big bossa nova album "Jazz Samba" on Verve.

Down There, Too

Audio Fidelity Records, under the personal supervision of Sid Frey, has recorded and released a number of albums of bossa material recorded by Brazilians in Brazil. (Continued on page 8)

Heine Named Billboard Ad Manager

NEW YORK—Peter Heine joined Billboard this week in the post of advertising manager, reporting to director of sales Andrew Csida.

Heine was partner in Ross-Heine Associates, manufacturer's representatives for the state of California for several lines of high fidelity components and pre-recorded tape, notably the United Stereo Tapes bloc. Prior to setting up his own sales agency he was Ampex-Audio's factory rep in Northern California for the United Stereo Tapes line. Heine also worked for Warner Bros. Records as a divisional man out of San Francisco during the period when the label had its own branch operations, and spent two years as a distributor record salesman for

Atlantic Hits \$7 Million For Firm's Biggest Score

NEW YORK—Atlantic Records has rolled up its biggest gross sales figure yet; some \$7 million in 1962, according to a spokesman for the firm.

Atlantic President Ahmet Ertegun credited a number of factors with the 1962 score: hot product, diversity of product; important overseas acquisitions, potent distribution arrangements with other labels, expanded album product and the advancement of a number of new talents.

Three of the Atlantic-Atco singles have reached or are near reaching the million mark: "Alley Cat," Bent Fabric; "Stranger on the Shore," Acker Bilk, and "Green Onions," by Booker T. and the M.G.'s. The first two were acquired from overseas sources, while the last was distributed by Atlantic for the Stax label.

Albums from all three of these singles artists, along with expanded and deepened catalog, added many sales to the label. In addition, the label had a very successful album sales plan during the summer.

Album product by new and established artists, especially Herbie Mann, registered strong, as did pop material by a rejuvenated Mel

Torme, a number of other artists and two singers no longer with the label: Ray Charles and Bobby Darin.

Atlantic-Atco has also expanded its world-wide coverage. The label is represented in Turkey, Israel, Venezuela and Peru for the first time. The firm is also deepening its coverage in Europe and other world points.

General

International Exchange 22
International Music 20
Industry Briefs 6
Ready-to-Go Programming 35
Talent Section 12
TV Guest Appearances 16

Music Pop Charts

Best Selling Phonographs & Tape Recorders 24
Best Tracks From the Spotlight LP's 23
Bubbling Under the Hot 100 Cover
Double-Play Disks 28

Hits of the World 20
Honor Roll of Hits 25
Hot 100 Cover
Hot C.&W. Sides 18
Hot R.&B. Sides 8
Local Singles Breakouts 1
National Breakouts 1
New Action LP's 1
New on the Hot 100 Chart ... 1
New on the LP Chart 1
Top LP's Cover
Yesteryear's Hits 23

Reviews

Single Record Reviews 14

Buyers and Sellers Classified Mart. 26

ALPHABET COUNTDOWN

What Was What With Trade Groups in '62

NEW YORK—Trade association activity in the music and record business of 1962 was marked by an increased tempo of developments. Some groups underwent organized changes, others planned major projects and campaigns for the future and at least one new association appeared. Following are capsules of the year's events within each of the major trade groups.

ARMADA

The American Record Merchants and Distributors Association became exclusively a distributor group last year, with manufacturers assuming the role of associate, non-voting members. A new platform of aims was implemented with plans set for trouble-shooting committees to be available as boards of arbitration on trade problems at the local level. The group hired Paul Ackerman as executive secretary.

CMA

The Country Music Association elected Gene Autry as its new president at a recent annual membership meeting in Nashville. Strengthened by the addition of a number of new members in the past year, the organization has set in motion plans for a country music museum in Nashville, which would house CMA's offices as well as the country music Hall of Fame.

MOA

George Miller, long-time Music Operators of America president, and Ed Ratajack, executive director, both resigned last year. Robert Blundred, a professional trade association man, not previously associated with the coin machine field, was named executive director. J. Harry Snodgrass, newly elected president, called for closer ties with other facets of the vending industry.

NARA

The National Association of Radio Announcers held its most successful convention last August in St. Louis. Bill Summers, re-elected president, won acceptance of his plan to establish four regional subdivisions of NARA. A record industry committee urged NARA to adopt a resolution that the sales appeal of recorded material be the only criterion for gaining disk jockey play of a record.

NARAS

The National Academy of Recording Arts and Sciences achieved genuine national press coverage of its annual awards, thus focusing considerably increased consumer attention on the record business and record artists. The organization also revised and simplified its ward voting procedures. NARAS, in addition, sponsored a series of stimulating panel discussions on topics of industry interest in New York, Chicago and Hollywood.

NARM

The National Association of Record Merchandisers held two successful meetings during the year in Miami Beach and Chicago. Discussions were held on matters of uniformity of pricing and merchandising techniques. Business meetings, in which each manufacturer has an opportunity to meet with each individual rack merchant for unveiling of new product and promotions, were termed highly rewarding to all concerned. Plans were also announced for the association's 1963 convention to be held in March in San Francisco.

RIAA

The Record Industry Association of America is expanding its monthly press release service to editors of newspaper columns and features on music and records. More than 500 publications are now on the list. The association is also blueprinting a new profit and loss study of the industry similar to surveys done in 1950 and 1958. Finally, the brochure, "The Wonderful World of Records" has been redesigned for a new press run (see separate story).

ROSA

The Record One-Stop Association had its birth last August at a meeting of leading one-stop executives in Chicago. The group was conceived by Irv Perlman of Philadelphia and Pat Cohen of Richmond, with the aim of obtaining better and more uniform pricing arrangements from distributors and to bring to the attention of manufacturers the importance of the one-stop in today's pattern of distribution. A second meeting was held, also in Chicago, early in December.

Eric Distributing of San Francisco.

Educated both in the U. S. and Europe, Heine speaks Spanish, German and French in addition to English.

THEY USED TO PAY AUDIENCES

PITTSBURGH—It used to be difficult to round up a studio audience for a comedy record album, but since the smash Sherman-Meader et al. success it seems that audiences are even willing to pay for the privilege of watching a comedy waxing.

This was the theory behind KDKA deejay Rege Cordic's special "Jazz Concert" session December 20 at Carnegie Music Hall here. Cordic, and cast members of his morning show, taped a number of comedy routines between jazz numbers at the concert.

Audiences paid \$1 a head to get in—and the proceeds went to aid Children's Hospital.

Index to Contents

General	Hits of the World 20	Radio-TV Programming 23
International Exchange 22	Honor Roll of Hits 25	Vox Jox 23
International Music 20	Hot 100 Cover	Music-Phonograph
Industry Briefs 6	Hot C.&W. Sides 18	Merchandising 24
Ready-to-Go Programming 35	Hot R.&B. Sides 8	Album Covers 24
Talent Section 12	Local Singles Breakouts 1	Best Selling Phonographs & Tape Recorders 24
TV Guest Appearances 16	National Breakouts 1	Best Tracks From the Spotlight LP's 23
Music Pop Charts	New Action LP's 1	Bubbling Under the Hot 100 Cover
Best Selling Phonographs & Tape Recorders 24	New on the Hot 100 Chart ... 1	Double-Play Disks 28
Best Tracks From the Spotlight LP's 23	New on the LP Chart 1	Buyers and Sellers Classified Mart. 26
Bubbling Under the Hot 100 Cover	Top LP's Cover	
Double-Play Disks 28	Yesteryear's Hits 23	
Reviews	Single Record Reviews 14	

INDUSTRY BRIEFS

Hickory Shifts Distributors

NASHVILLE—A number of distributor switches were made for Hickory Records by sales exec Joe Lucas last week. New distributors handling Hickory are Hopkins Equipment in Atlanta; Mangold Distributors in Charlotte, N. C., and Topps Distributors in Miami.

Ray Forms Own Firm

HOLLYWOOD—Floyd Ray, a veteran disk distributor here, has formed his own distributorship, United Records. Labels handled by Ray's firm include Class, Baytone, Bobbin, and the Spiritual lines, Proverbs and Message.

Name Aubuchon Sales Mgr.

MILWAUKEE — Henry Aubuchon has been named sales manager of Morley-Murphy Company's Columbia Records distributorship. He succeeds Bill Farr, who organized the disk department 13 years ago. Farr had operated a retail record shop in Appleton, Wis., prior to joining the Morley-Murphy Company.

Aubuchon, a sales staffer here for 13 years, takes charge of the Columbia Records department on January 1. Farr has not yet announced his plans.

Bourne on Dance Jag

NEW YORK—Bourne Music is starting out 1963 with a new series of dance arrangements. They are called "Stage Band Series" of dance arrangements, also recorded on Murbo Records in an LP called "Sound Spectrum." Album is conducted by John Cacavas and produced by Paul Satz. G. Schirmer in New York is putting the LP and the dance arrangements sets in a special window display.

Coed Sets London Deal

NEW YORK — Coed Records, the George Paxton label, has set a deal with London Records to issue Coed disks throughout most of the world. The deal is for three years.

Arrangement was concluded between Mimi Trepel of London and Andrew Feinman, Coed attorney.

Sandra Berger Resigns

NEW YORK — Sandra Berger, production manager at Artia-Parliament Records, has resigned. She was formerly production executive at the classical department of Mercury Records. She has not set future plans.

Mark Lee Woods Named

HARTFORD, Conn.—Mark Lee Woods has been named a.&r. chief of Gospeland Records, with Clinton Rosemond and Roscoe Washington as his assistants, as part of a move by the label's president, James (Doc) Starkes, to expand in the gospel field. Due for release shortly by Gospeland is an album by the Apostolic Choraleers. The label is seeking new gospel and spiritual groups.

Columbia Appoints Joe Lyons, Tells Of Other Shifts

NEW YORK — Columbia Records announced a series of new appointments in its sales organization last week.

Joe Lyons has been named marketing director, product sales and planning. Lyons, who reports to marketing vice-president Bill Gallagher, will handle studies and recommendations "for maximum catalog utilization and distribution efficiencies." He joined Columbia in 1956 as Philadelphia branch manager and most recently served as manager, field sales.

With the promotion of Lyons, Maurice (Mort) Hoffman will take over all line activities of the field sales organization. He'll report to Jack Loetz, director of sales for Columbia Records Sales Corporation.

Dick Smith, product services manager, will also be responsible to Loetz and will be in charge of maintaining liaison between product managers of the sales corporation and creative services. John Wehling, manager of order services, will report to Smith.

Four Star Takes Over Apollo in 10-Year Deal

HOLLYWOOD — Gene Autry's Four Star Sales Company last week took over management and operations of the Apollo Records' music publishing firms under terms of a 10-year contract. Deal was concluded in New York during the previous week between Apollo's Herbert Forgash (Guardian Industries), and Joe Johnson, head of Four Star, and Bernard Solomon, Four Star secretary-treasurer.

From all indications, it can be expected that the Solomon-Johnson group also will acquire exclusive rights to the Apollo Records line for a similar long-term contractual period.

Apollo's Bess Music (BMI) and Melhed Music (ASCAP) will be handled by the Hollywood-based firm's BMI (Four Star Music) and ASCAP (Taj) counterparts. The Apollo copyrights would be integrated into the Four Star Sales catalogs.

With this acquisition, Four Star, predominately in the country and western field, will be moving into rhythm and blues, too.

Alan Freed Found Guilty, Fined \$300

NEW YORK—Alan Freed, former disk jockey at WINS and WABC here and most recently on the deejay staff of WQAM, Miami, pleaded guilty last week to two counts of accepting commercial bribery in connection with airplay of disks. The plea brought a fine of \$300 and a six-month suspended jail sentence.

Two separate Grand Jury informations, originally brought against Freed about two years ago, charged him with 25 counts of accepting commercial bribery for a total of about \$25,000. Freed's plea last week was based on two of these counts.

The first of these was that on September 29, 1958, he accepted \$2,000 from Cosnat Distributors without the knowledge and consent of his employers. The second count held that on February 16, 1959, he sought and accepted a gift of \$700 from Superior Records Sales Company, Inc. Both of these payments occurred during his tenure at WABC.

The plea came after repeated postponements of a trial, originally set for Special Sessions Court over a year ago. Freed's plea last week was heard by Judge John Murtagh, of Criminal Courts, part 1D. The jockey was represented by attorney Michael Drenzo, while the case for the people was handled by assistant New York County district attorney, Joseph Stone.

Judge Murtagh first sentenced Freed to a fine of \$500 or six months in jail plus an additional six months suspended sentence. Upon plea by defense counsel Drenzo, the fine was reduced to \$300 and a six-month suspended sentence. Freed, pleading lack of funds, was given 30 days from December 17 to pay the fine.

In an earlier case, which actually went to trial, former WMGM (now WHN) deejay Peter Tripp was found guilty and was fined \$500 with a six-month suspended sentence.

NARM to See Mfrs. Again

PHILADELPHIA — Meetings between individual rack jobber members and record manufacturer officials will again highlight the annual convention of the National Association of Record Merchandisers, to be held next March 3-7 at the Fairmont Hotel, San Francisco.

As in the mid-season NARM meeting in Chicago last August, the equivalent of two full days will be given over the appointments, with manufacturers scheduled to set up booths and displays of new product. These exhibit appointments will take place during Monday and Tuesday afternoons (March 4 and 5) and all day Wednesday (March 6).

Some social activity is also planned, according to Jules Malamud, executive director. A welcoming cocktail party will be held Sunday, while the convention will wind up Wednesday evening with the NARM Awards banquet. Members' wives will also take part in special activities, including tours of points of interest in the city.

Full membership business sessions will take place on the morning of both Monday and Tuesday. Reception committee for the event will comprise San Francisco-Oakland area NARM members, David Watson, Pic-A-Tune, Inc.; Don Ayers, Record Wholesalers, Inc., and Monroe Goodman, Tip Top Music Company, Inc.



JUDY LYNN, United Artist recording artist, gets Billboard award as "Most Promising Female Artist" from Bill Greene, vice-president of the Golden Nugget, Las Vegas, where she's now appearing.

Avnet, Atlantic Both Deny Story They're Merging

NEW YORK — Representatives of both Avnet Electronics (parent firm of Liberty Records) and Atlantic Records have denied any merger of the two labels, or outright buy of Atlantic by the West Coast firm.

An Atlantic spokesman not only denied the Avnet buy, but hinted that the label might be considering an acquisition itself.

Reach for comment about the possible buy of Atlantic Records by Avnet, Ahmet Ertegun, president of the firm, said that he had on his desk before him the financial statements of three independent firms.

He said his label was very much in the market for acquiring other labels and product.

Rare Scores on View in Capital

WASHINGTON—A display of rare musical manuscripts, printed scores, sheet music, and other memorabilia of the American musical theater went on display at the Library of Congress here last week (19). It will be on display for an indefinite period.

On display are original holographs of hit shows, including "Babes in Toyland," "The Student Prince," "Kiss Me Kate," "Brigadoon," "Finian's Rainbow," "West Side Story," and "The Sound of Music." There are rare first editions of sheet music by the giants of the musical theater, George M. Cohan, Irving Berlin, Sigmund Romberg, Kurt Weill, Frank Loesser and many more.

The display was aided by ASCAP with various material, and Stanley Green served as consultant in the preparation of the exhibit.

Bunnies Put Into Silent Service

NEW YORK — The Playboy Club's bunnies can continue to deal drinks in the new \$3.5 million hutch here—but they won't have music to hop by. That was the ruling of the city's license commissioner, Bernard J. O'Connell, this week, when he declared that the club, because of its "scantly clad" gals, doesn't deserve a cabaret license. That deprivation means that such acts as the Kirby Stone Quartet and the Bobby Doyle Trio, which had been working the opening bill, are out of action. But they'll get paid under the pay-or-play clause in their contracts.

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CHANGES IN BUYERS' GUIDE LISTINGS

Following are additions and corrections to Billboard Music Week's 1962-1963 Buyers' Guide and Market Data Report, which was distributed as part of the August 4, 1962, issue of BMW. These changes should be clipped and filed with copies of that volume to keep copies up to date until the publication of next year's edition. All companies whose listings change due to a new address or change in categories for which eligible, are urged to send corrected listings to BMW for inclusion in this column as well as in next year's Buyers' Guide.

● Coin Machine Distributors

U. S. COIN MACHINE DISTRIBUTORS
Lipsky Dist., 607 10th Ave., N. Y. 36, N. Y.
Mid-State, 2369 Milwaukee Ave., Chicago 47, Ill.
Vendocraft Sales, 612 10th Ave., N. Y. 36, N. Y.

INTERNATIONAL COIN MACHINE DISTRIBUTORS

BRITAIN
Masor Matics, 182 A, New North Rd., London, N.1.

CANADA
Laniel Amusement, Inc., 151 Rockland Rd., Montreal 16, P.Q., Canada
New-Way Sales, 1257-61 Queen St., Toronto 3, Ont.
Solway Novelty Ent., 95 Tour du Lac, Ste. Agathe des Monts, Que.

HOLLAND
P. Van Oosten, Sophiast. 449-51, Rotterdam 16

● Coin Machine Services, Supplies & Organization

COIN MACHINE PARTS & SUPPLIES
Marvel, 2845 W. Fullerton Ave., Chicago 47, Ill.

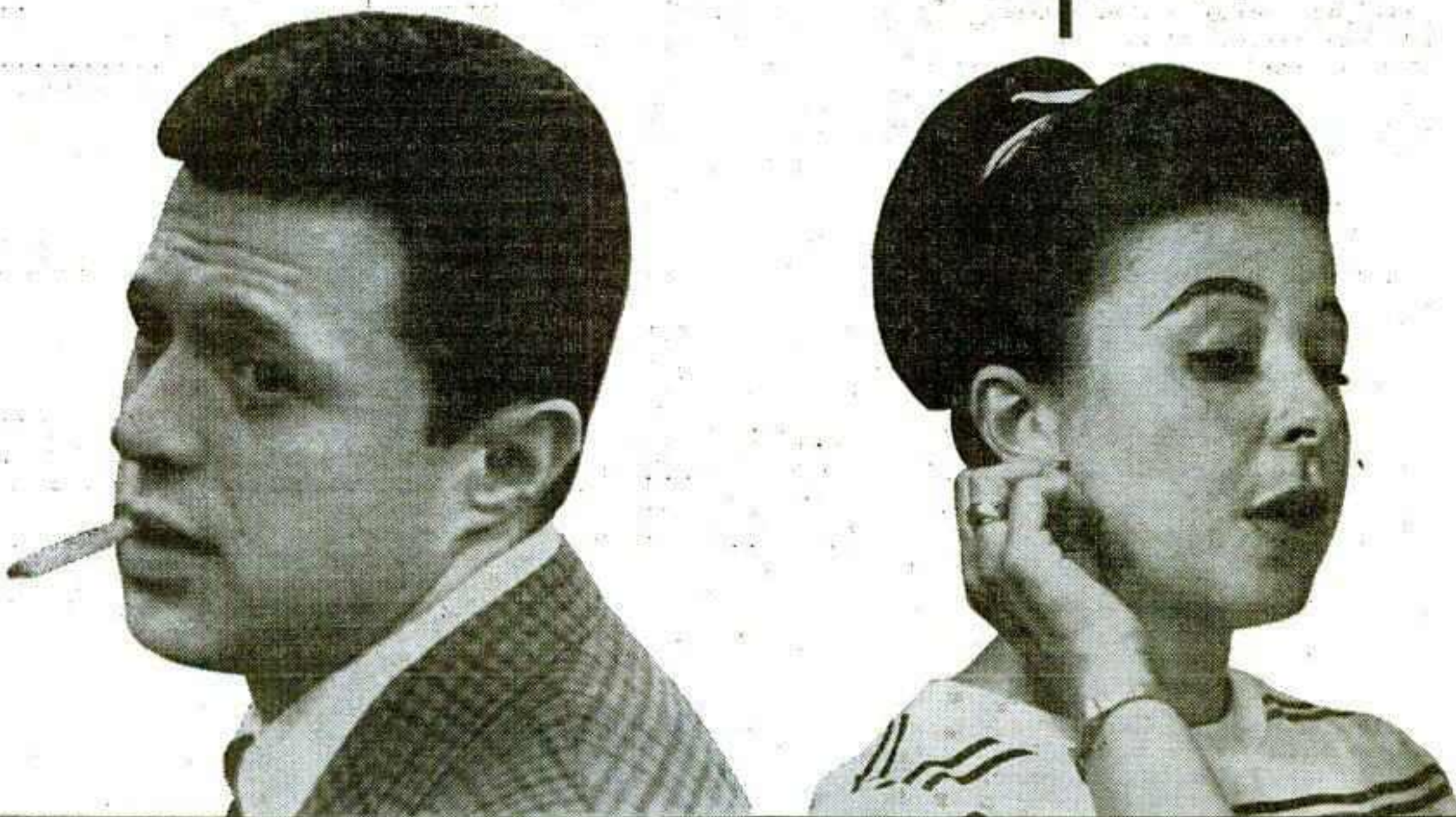
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'Blame It on the Bossa Nova'

4-42661

'Go Away Little Girl'

4-42601



**There are two sides to every story
and Eydie and Steve each have a hit side!**

COLUMBIA SINGLES SELL! ALSO AVAILABLE ON SINGLE 33

This One



RCF8-YWJ-PHGL

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RIAA PLANS PROFIT-LOSS INDUSTRY STUDY IN '63

NEW YORK—The RIAA plans to conduct a profit and loss study in 1963 of the record industry—similar to those done in 1950 and 1958—to determine its true economic health. The Comptroller's committee will set up a questionnaire and standard definitions for the terms to be used in the questionnaire. These will go to RIAA members and record manufacturers not in RIAA who agree to participate. Non-members will be accepted to make the study as all-inclusive as possible. All who participate will receive results of the study.

Meanwhile, the RIAA brochure, "The Wonderful World of Records," has been redesigned for a new press run to fill a backlog of some 2,000 requests. The booklet, which covers the mechanical manufacture of records, will be supplemented by two additional book-

lets—one on the creative aspects such as the development of artists, a.&r. functions and arranging, and the other on the distribution, promotion and merchandising of records after they are off the presses. These will be supplied to school guidance counselors, libraries, and other interested parties and organizations.

The monthly RIAA press service to daily newspaper editors of music or record columns or features is being expanded to cover more than twice the original number of 250 publications. The service offers information on a different aspect of the musical repertoire each month, describing the available recorded repertoire of a specific type of music each time, along with brief historical background and the costs and influence of records of this type of music.

WEEKLY MARKET ANALYSIS

Continued from page 1

station has discontinued the practice and declared such record advertising to be against its code of ethics.

"Shirelle's Greatest Hits" is moving well, thanks to a Sceptor discount deal. With each 10 albums bought, dealers gets two Sceptor albums plus five "Rockets to the Stars" albums on Wand free.

"The First Family" continues to be the No. 1 seller in the city followed by "My Son, the Folk Singer," "West Side Story" and "Girls, Girls, Girls."

Awful Lot of Bossa in Brazil

Continued from page 5

Frey, who has had a long history of representation in South America, has produced disks by Oscar Castro Neves and the Orchestra Saxambistas Brasileiros. In America, A-F has also recorded Argentinian composer pianist Lalo Shifrin in an album of bossas.

Still another disk was cut by Fantasy Records which features a Brazilian-born artist. The label has cut an LP by Bola Sete and it will be released in January. Sete has signed an exclusive recording pact with the San Francisco-based firm.

Rio de Janeiro

RIO DE JANEIRO — Brazilian record firms are busily turning out more and more bossa nova material to fill Yankee and European requests. Labels and artists down this way have been busily adapting their talents (and in some cases older material) to the new sound.

Besides the material picked up already (see separate story), recording companies here are turning out more music to supply the Ameri-

canos with the authentic Brazilian sound.

Among those labels, Philips will record Baden Powell, Sergio Mendes and Trio Tamba to fill requests from affiliates in America and France. One LP, "Metias em Brasa on Samba" has been asked for by Dutch Philips.

RCA has cut two new albums slanted for U. S. consumption; these are played by the Brazilian Jazz Group and Velhinhos Transviados. This is a samba-styled band which has up-dated arrangements.

On top of the bossa activity, Brazil is preparing for its pre-Lenten Carnival time. Carnival music has been vying with the bossa nova for recording time and space. New carnival music broke into the market this week and should pep up music and disk sales in this country.

One album not expected to be treated in bossa nova time is "My Fair Lady." CBS recorded the cast in Brazilian Portuguese and it stars Bibi Ferreira, Paulo Autran, Jayme Costa, Sergio De Oliveira Bell and Helio Paiva.

NEW ON THE TOP LP'S

Continued from page 1

MONO

- 112. **FLEETWOODS' GREATEST HITS** Dolton BLP 2018
- 115. **DEAR LONELY HEARTS** Nat King Cole, Capitol T 1838
- 116. **WHITE CHRISTMAS** Pat Boone, Dot DLP 3222
- 119. **THE LONELY BULL** Herb Alpert & the Tijuana Brass, A&M 101
- 124. **JAZZ MEETS THE BOSSA NOVA** Paul Winter Sextet, Columbia CL 1925
- 128. **CHRISTMAS OFFERING** Leontyne Price, London LL 5644
- 131. **THE OTHER FAMILY** Larry Foster & Marty Brill, Laurie LC 5000
- 133. **CHUBBY CHECKER BIGGEST HITS** Parkway P 7022
- 135. **SOMETIMES I'M HAPPY—SOMETIMES I'M BLUE** Vincent Edwards, Decca DL 4336
- 137. **BIG BAND BOSSA NOVA** Quincy Jones & His Band, Mercury MG 20751
- 139. **AT HOME WITH THE OTHER FAMILY** Various Artists, Roulette R 25203
- 140. **SILENT NIGHT & 13 OTHER BEST LOVED CHRISTMAS CAROLS** Lawrence Welk, Dot DLP 3397
- 145. **CHRISTMAS CAROLS** Billy Vaughn, Dot DLP 3248

STEREO

- 42. **BIG BAND BOSSA NOVA** Stan Getz, Verve V6-8494
- 44. **SING WE NOW OF CHRISTMAS** Harry Simeone Chorale, 20th Fox SFX 3002
- 47. **DEAR LONELY HEARTS** Nat King Cole, Capitol ST 1838
- 49. **STAR CAROL** Tennessee Ernie Ford, Capitol ST 1071
- 50. **NEW FRONTIER** Kingston Trio, Capitol ST 1809

Coast Master Gets Big Call

NEW YORK — A lot of labels were seeking to buy a master on the West Coast Marsh label last week featuring the Ribbons. Tune is called "Ain't Gonna Kiss Ya," and the disk, according to Marsh President Al Kavelin, was sought by Liberty, Mercury, ABC-Paramount, Chess, Jubilee, Scepter and Vee Jay. Disk was started by deejays Rudy Harvey on KGFY; Lonny Rochon, KDAY, and Herman Griffiths, KGFG on the West Coast, label's home.

Meanwhile, on the East Coast another reported fast moving newie was a record called "Waddle Time" on the Chase label featuring a lad named Lester Young. Label is owned by Charley Singleton. Disk is being taken over for distribution by Danny Robinson's Enjoy label.

BILLBOARD MUSIC WEEK

HOT R & B SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 12/29	Weeks on Chart
1	2	YOU ARE MY SUNSHINE Ray Charles, ABC-Paramount 10375		4
2	5	TWO LOVERS Mary Wells, Motown 1035		4
3	4	HOTEL HAPPINESS Brook Benton, Mercury 72055		4
4	1	RELEASE ME "Little Ester" Phillips, Lenox 5555		8
5	3	BIG GIRLS DON'T CRY Four Seasons, Vee Jay 465		9
6	7	RETURN TO SENDER Elvis Presley, RCA Victor 8100		8
7	15	KEEP YOUR HANDS OFF MY BABY Little Eva, Dimension 1003		6
8	9	RIDE Dee Dee Sharp, Cameo 230		5
9	10	MY MAN — HE'S A LOVIN' MAN Betty Lavett, Atlantic 2160		6
10	23	TELL HIM Exciters, United Artists 544		2
11	26	UP ON THE ROOF Drifters, Atlantic 2162		4
12	11	SOMEBODY HAVE MERCY Sam Cooke, RCA Victor 8088		12
13	—	YOU'VE REALLY GOT A HOLD ON ME Miracles, Tamla 54073		1
14	6	DON'T HANG UP Orlons, Cameo 231		8
15	—	STRANGE I KNOW Marvelettes, Tamla 54072		1
16	16	DEAR LONELY HEARTS Nat King Cole, Capitol 4870		2
17	8	LIMBO ROCK Chubby Checker, Parkway 849		7
18	12	ZIP-A-DEE-DOO-DAH Bob B. Soxx & the Blue Jeans, Phyllis 107		4
19	19	TELSTAR Tornados, London 9561		2
20	14	BOBBY'S GIRL Marcie Blane, Seville 120		4
21	29	SEE SEE RIDER LaVern Baker, Atlantic 2167		3
22	—	LONELY BABY Ty Hunter, Chess 18		1
23	—	MONSTERS' HOLIDAY Bobby (Boris) Pickett & the Crypt Kickers, Garpax 44171		1
24	13	WIGGLE WOBBLE Les Cooper, Everlast 5019		4
25	22	THREE HEARTS IN A TANGLE James Brown & the Famous Flames, King 5701		4
26	—	LET ME GO THE RIGHT WAY Supremes, Motown 1034		1
27	18	CHAINS Cookies, Dimension 1002		5
28	20	I'VE GOT A WOMAN Jimmy McGriff, Sue 770		10
29	—	EVERYBODY LOVES A LOVER Shirelles, Scepter 1243		1
30	24	LOVE CAME TO ME Dion, Laurie 3145		2

LATE SPOTLIGHTS

Color cover reproductions of the following album spotlights will appear with complete reviews in next week's issue.

Pop

MY SON, THE CELEBRITY
Allan Sherman, Warner Bros. W 1487 — What else already? Should be a smash follow-up.

MOVING

Peter, Paul and Mary, Warner Bros. W 1473—Hot group gets hotter.

MEMORIES ARE MADE OF THESE

George Chakiris, Capitol ST 213 (S); T 1813 (M)—Fine singing, standout packaging, makes a winner.

THE PRESIDENT STRIKES BACK

Marc London, Kapp KL 1322—Kapp's answer to "The First Family" could be a big one.

MY BABY LOVES TO SWING

Vic Damone, Capitol ST 1811 (S); T 1811 (M)—Chart-maker Damone does it again.

Jazz

THE OSCAR PETERSON TRIO BURSTING OUT WITH THE ALL-STAR BIG BAND

Verve V 8476—Strong group handsomely backed by big band. Could go pop.



THERE'S PLENTY! . . .

New discount deals . . . Mergers . . . New Talent . . . Royalty Disputes . . . Trade Conventions . . . New Record Releases . . . Changes in Radio Programming . . . Coin Machine Legislation . . . New Sources of Supply . . . Gossip Items, etc.

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TALENT

A MEMORABLE NIGHT

Philadelphia Orchestra Plays Handel's 'Messiah'

By **BOB ROLONTZ**

A truly magnificent performance of Handel's "Messiah" was presented by the Philadelphia Orchestra and the Singing City Choirs under the baton of Eugene Ormandy at Philharmonic Hall in New York last Tuesday (18). The traditional December program of "The Messiah" by

The only disturbing note in the entire splendid performance was the sound of the Hall itself. On fortissimo passages, such as the "Hallelujah" chorus, with the full 150 voice choir, the orchestra and the organ all working together, there were noticeable delayed echoes from the back of the new auditorium. But even this could be forgiven during this reverent evening.

There are so many recordings of "The Messiah," including one by the Philadelphians and the Mormon Tabernacle Choir on Columbia, that it is rather presumptuous to ask for one more. But it would be exciting to have the Singing City Choirs on record with this venerable work.



EUGENE ORMANDY

the Philadelphians this year was one of the orchestra's most memorable presentations.

Not only the orchestra was in fine form. The Singing City Choral aggregation, and its performances that evening created a mood that was both glowing and moving. The work of the soloists, Judith Raskin, Cecilia Ward, and George Shirley, complemented the chorus and orchestra. Shirley had to assume the bass part as well as his own tenor role when bass Herbert Beattie was unable to continue after the intermission. He came through strongly in both, receiving many, many curtain calls. Miss Raskin, too, was outstanding as the soprano.

'K's 12 Days' Gets Mileage

NEW YORK — Interesting story, with international complications, surrounds the recording and release of the new "Twelve Days With Khrushchev" single on Verve.

The tune, as written and sung by Steve Addiss and Bill Crofut, was originally sung by the two folk-type lads at the U. S. Mission to the U.N. U. S. Ambassador Adlai Stevenson heard it here and asked the boys to sing it at a party he gave the following night.

Creed Taylor, Verve a.&r. chief, heard about it and recorded it. The tune also will be done on the CBS morning show, "Calendar." It was taped Tuesday (18) for showing Christmas morning. The folk ditty is a news headline parody of the standard Christmas carol.

TALENT TOPICS

New York

Bobby Vinton says he earned \$6,000 in 1961, \$100,000 in royalties alone in 1962 and looks forward to more next year if he can realize his dream: to be host of a teen-age Lawrence Welk-type TV show. . . . Neil Sedaka one-nighters over Christmas, starting December 23 in Salisbury, Md., and winding up New Year's Eve at Mattidale, N. Y., appearing in armories, auditoriums, theaters, ball rooms, bowling alleys and a church. . . . Chris Cerf, rock and roll pianist and son of the publisher, did a recent radio station hop in Chambersburg, Pa.

Modern Jazz Quartet in annual New York concert, December 28 at Philharmonic Hall, will feature the Orchestra USA in its first performance. Orchestra is composed of 30 Local 802 musicians, under direction of the Quartet's John Lewis, and includes such jazz men as Phil Wood and Eric Dolphy and Jim Hall. . . . Joey Dee headlines Murray the K's Brooklyn Fox Christmas week show.

FAMILY STUFF: Joe Sherman will arrange and score for Vaughn Meader's upcoming concert has 24 one-nighters booked for January. . . . Naomi Brossart, who plays Jackie Kennedy on Meader's LP, kept working at her job at International Latex Company (she's a stenographer, types 55 words a minute) until the last minute before the tour took off. "I need the money," said Naomi, who got a flat fee for her work on the best seller.

Freddie Martin, who has played for 22 straight years at the Cocoanut Grove at Los Angeles' Ambassador Hotel, takes his band to the new \$10,000,000 Doral Beach Hotel in Miami Beach for the January opening. Martin will work the Starlight Roof, only roof spot in Miami Beach. **Jack Orr**

San Francisco

Frank Gorshin closed a highly successful run at New Fack's last week, billed as "America's Newest Comic." He has been succeeded at the night spot by Buddy Lester and Jacqueline (Continued on page 17)

Shindig Marks Black Award

MEMPHIS — Bill Black's Combo was awarded Billboard's 1962 recognition as the Most Played Instrumental Group in ceremonies last week at Hotel Chisca. The event was attended by some 200 in the music, record and radio industries.

Black accepted the award, a handsome plaque mounted with a microphone, from Mark-Clark Bates, Nashville bureau manager of the paper, who flew to Memphis to make the presentation.

Black was also presented with a gold record of "White Silver Sands" by Joe Cuoghi of Memphis, president of Hi Record Company, for which Black records, and Edward Kissack of London Records, Inc., New York, distributor of Hi records.

Black's disk of "White Silver Sands" topped the million mark in sales some months ago.

Among those attending were Sam C. Phillips, president of Sun Record Company and Phillips International Records, Inc.; Eugene Lucchesi, president of



IN NASHVILLE, leader Bill Black, right, gets 1962 award as "Most Played Instrumental Group" from Billboard's Mark-Clark Bates.

Pen Records, Inc.; Stanley Kessler, vice-president of Pen Records; numerous radio disk jock-

eys, musicians and other music, radio and record industry people.

LIVE REVIEWS

SUPPER CLUB

Miss Bassey's Classy Act

Shirley Bassey, the big-voiced thrush from Britain, has returned to the Persian Room of the Hotel Plaza here and in the process extends a rousing assist to a couple of her song-writing countrymen, Anthony Newley and Lionel Hart.

Highpoints in Miss Bassey's classy cafe presentations are three tunes from Newley's "Stop the World" score, the ballads "Once in a Lifetime" and "What Kind of Fool," and the novel dialect ditty, "Typically English"; plus the plug ballad from Bart's "Oliver" score, "As Long as He Needs Me."

The gal is handsomely gowned and is most at home in the elegant Persian Room decor, even though vocally she was still showing the remnants in spots of her recent bad throat, a malady which seems to hit virtually every British artist to play here.

Musical director Raymond Long lends a top-notch assist with the augmented ork arrangements in such items as "Fly Me to the Moon," the bolero-styled "What Now My Love," "Love for Sale," and a fine ballad "Goodbye Lover," penned by British a.&r. man, Norman Newell. Gal has a warm and friendly approach and the full, midweek house showed its appreciation with hefty applause. **REN GREVATT**

NIGHT CLUB

Folk Music That's Folk Music

Odetta, who has firm ideas of what folk music is all about, continues her uncanny way of running up and down your backbone in her current, until-New Year's Eve engagement at New York's Village Gate. It is Odetta's contention, or so she tells the enthralled collegians who make up the big part of her audience, that everything else America has tried to say in music stems from folk.

She shows what she means with a wide range of sorrowful work songs, joyous children's sidewalk songs and spirituals, and goes on to what is a recent addition to her repertoire—blues. Much of the blues stuff already has been recorded in RCA Victor's "Sometimes I Feel Like Cryin'," and it can reach the hardest mark in the house. Yet she can handle high good humor, as in an introduction to a Bessie Smith song—"Sooner Or Later I'm Going to Catch You With Your Britches Down"—which Odetta submits is a "positive blues," and then thinks as an afterthought—"invective, to be sure—but positive."

She is backed by a superior group, Clark Terry's Quartet, which seemed to please the crowd, composed as it was of Terry on trumpet; Rosewell Rudd, trombone; David Frischberg, piano; Bill Lee, bass, and Jackie Williams, drum.

Larry Adler, the harmonica man, is a holdover and an eloquent soloist on his instrument (though perhaps he should leave the funnies to Victor Borge), and Herbie Mann's fine sextet, which can say a great deal about both bossa and nova, rounds out the bill. **JACK ORR**

CONCERT

Martha Schlamme, She's Nice Too

Allan Sherman is beginning to cast a noticeable shadow on the folk field. In a Hunter College concert this month (14), MGM album artist Martha Schlamme varied the pace of her otherwise-straight recital of material that would do credit to Sherman. One of the numbers by the European-born singer was a cute spoof of Restoration ballads which warned young maidens to guard their virtue; in this case, Miss Schlamme warned the girls to beware of their music copyrights when (Continued on page 17)

ARTISTS' BIOGRAPHIES

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

DIONNE WARWICK
Scepter)

PERSONAL MANAGERS: Bert Bacharach, Florence Greenberg. **BOOKING OFFICE:** G.A.C. **BIRTHDAY:** December 12, 1940. **HOME TOWN:** East Orange, N. J. **EDUCATION:** High School and the Hartt College of Music in Hartford, Conn. **HOBBIES:** Dancing, sewing, tennis, bowling. **BACKGROUND:** Miss Warwick started singing at the age of six in her church choir and soon began to sing with local gospel groups. Her work caught the eye of Bert Bacharach who brought the young talent to Scepter Records. Her first record for that label is scoring well on the Hot 100. **OTHER MUSICAL INTERESTS:** Miss Warwick is also an accomplished pianist.

LATEST SINGLE: Her debut disk, "Don't Make Me Over," spinning on the Scepter label, moves into the No. 46 slot this week on the Hot 100.





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TV GUEST APPEARANCES BY RECORD TALENT

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

DECEMBER 25-31
(All Times Eastern Standard)

- TUESDAY 25—RISE STEVENS**
Metropolitan opera star and prolific RCA Victor recording artist Rise Stevens guests on the Tonight show (NBC-TV, 11:15 p.m.-1 a.m.).
- TUESDAY 25—MITCHELL BOYS' CHOIR**
The ensemble sings Christmas carols on the Red Skelton show (CBS-TV, 8:30-9:30 p.m.). Their Imperial LP is titled "Children's Marching Songs."
- TUESDAY 25—OSCAR BROWN JR.**
Jazzman Oscar Brown Jr. guests on the Westinghouse tape-syndicated late night segment of the Steve Allen show. His current Columbia LP is "Is a New Mood."
- WEDNESDAY 26—ADAM WADE**
Epic recording artist Adam Wade visits the Merv Griffin show this afternoon (NBC-TV, Monday through Friday, 2-2:55 p.m.). Wade's latest recordings are a single: "There'll Be No Teardrops Tonight" b.w. "Here Comes the Pain," and an LP, "One Is a Lonely Number."
- WEDNESDAY 26—CATERINA VALENTE, ROGER WILLIAMS**
International singing star Caterina Valente, released here on the London label, and Kapp pianist Roger Williams perform on the Perry Como show (NBC-TV, 9-10 p.m.). Miss Valente's current offerings are two London LP's: "I Wish You Love" and "German Evergreens." Williams' latest album, "Mr. Piano," continues to score on the Top Stereo LP chart.
- THURSDAY 27—BUDDY GRECO**
Greco entertains on the Today show this morning (NBC-TV, Monday through Friday, 7-9 a.m.). His new Epic single is titled "Stranger" b.w. "Just Walk Away."
- THURSDAY 27—TENNESSEE ERNIE FORD, ANDY WILLIAMS**
Ford frolics with Andy Williams on the latter's weekly show (NBC-TV, 10-11 p.m.). Tennessee Ernie's new Capitol album to hit the Top Mono LP chart is titled "Star Carol." Host Williams is currently represented on the Top Mono LP chart with three LP's: "Moon River," "Warm and Willing" and "Andy Williams Best."
- FRIDAY 28—PHYLLIS DILLER**
Verve comedy recording artist Phyllis Diller guests on the Jack Paar program (NBC-TV, 10-11 p.m.). Her recent Verve album is called "Are You Ready for Phyllis Diller."
- FRIDAY 28—DELLA REESE**
Miss Reese, RCA Victor recording artist, guests on the Tonight show (NBC-TV, Monday through Friday, 11:15 p.m.-1 a.m.). Her current Victor LP is "Della on Stage."
- FRIDAY 28—FRANKIE LAINE**
Laine, whose latest Columbia LP is "Call of the Wild," visits the Westinghouse tape-syndicated Steve Allen show.
- SUNDAY 30—LEONTYNE PRICE, ROBERT MERRILL, CAROL LAWRENCE**
All perform on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m.). The Metropolitan Opera's soprano Leontyne Price and baritone Robert Merrill, both record for RCA Victor. Miss Price sings "O Patria Mia" from Verdi's "Aida," available in her Victor album of that opera, and Mr. Merrill sings the "Prologue: 'Pagliacci'" also available in his Victor album of that opera. Miss Lawrence, who records for the Cheron label, vocalizes a medley of show tunes.

LIVE REVIEWS

Continued from page 12

recording crews are making location tapes, Fah-lah-lah, Fah-lah-lah.

A charming concert personality, Miss Schlamme is nevertheless pushing against some outer limits when she goes a-journeing in the musical folklore of the lands beyond Middle Europe. She was strikingly effective, for example, in the Brecht-Weill "Bilbao Song" and in Yiddish and Viennese folk songs. Somehow, her versions of Spanish, Mexican and French folk songs sounded more as they might be sung by a top-flight Viennese cafe star than as a native of those countries.

She was skillfully backed by Abraham Stockman (piano), Jerry Silverman (guitar) and Leonard Portnoy (reeds).

CHARLES SINCLAIR

ELIGIBILITY TO ASCAP MEMBERSHIP

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STANLEY ADAMS,
President

AMERICAN SOCIETY OF COMPOSERS, AUTHORS & PUBLISHERS
875 Madison Avenue New York 22, New York

TALENT TOPICS

Continued from page 12

Fontaine... Jimmy Witherspoon and Ben Webster Quartet have just opened an engagement of several weeks at the Jazz Workshop... A trio of performers now at the Purple Onion, including Freddie Parks, June Ericson, and Sheldon Fedner, have been joined by rubber-faced Mel Young... The hungry i reopened this week (December 27) with Miriam Makeba, after a two-week Christmas holiday.

Curran Theater management reports that Meredith Willson's new "Miracle on Thirty-Fourth Street" musical has not yet been booked. **Godfrey Lehman**

Chicago

Robert Goulet had to cancel his mid-January date at the Sahara because of an appearance on a big television spectacular. He'll be back though... Tony Bennett comes into the Sahara January 4 for two weeks. The appearance is timed with the release of his new single: "I Want to Be Around" b/w "I Will Live My Life for You." It's Tony's first single since "San Francisco," released last February—and still selling steadily... Stan Getz will get the Down Beat magazine award when he appears at Orchestra Hall here, December 29. He's also doing a show at the Standard Club the day before (28). A tentative Northwestern University appearance had to be canceled... Frank Fontaine will be at Pepe's, plush West Side spa, December 28 through January 1.

... Robby and The Troubadors have opened their own club, the Troubador Lounge, on North State street. They own it together with their manager, Kal Fagan. The group used to play the Rumpus Room here... Joe Dowell made the rounds last week in his Army uniform. He's on Christmas leave from Fort Jackson, N. C... Our thanks for the nice compliment from Jerry D. Allan of "The Big Four." Jerry said he got a flurry of inquiries from artists and writers following mention of his firm in this column a few weeks ago. He's looking for talent. His activities include a recording firm, promo firm, publishing house and talent management here combined.

NICK BIRO

Cincinnati

Jazz producer George Wein, currently beating the 88-er with his own quintet which includes Bud Freeman and Rudy Bruff, spent several days here last week making preliminary arrangements for his second annual Ohio Valley Jazz Festival. Dates set are August 23-25, with the location again the Carthage Fairgrounds here... Roy Eldridge and Coleman Hawkins move into Mel Herman's Living Room downtown Wednesday (26) for a fortnight stand. Rose Murphy follows them in... Rex Dale, formerly one of the top pop deejays hereabouts, is now associated with Merchants' Sound, a new firm devoted to pitching announcing services to supermarkets and chain stores... The suburban Surf Club gets the Stan Getz Quartet for four days starting January 15.

The Springfields, English folk singing group comprising Tom and Mary O'Brien and Mike Pickworth, in this country on an eight-day promotion tour in the interest of Philips Records, spent

Sunday and Monday here (16-17), making the rounds of deejays and filming a seg for Bob Braun's Sunday afternoon hop on WLW-T's colored TV. Accompanying the Springfields on their flying jaunt was their personal manager, Emelyn Griffiths, London agent. The party left here Monday night for Washington (18), Baltimore (19) and New York (20). They flew back to London Friday (21). During their stay here the Springfields cut 17 new sides in Nashville, with the first, "Wa-Woof," a Dutch folk song, b.w. "Little by Little," slated for release this week. The kids flipped over the Nashville sound and musicianship. Escorting them on the rounds in Cincy were Sheldon Tirk, regional manager for Philips out of Cleveland, and Joe Nathan, sales manager, and Hal Mills, promo man, of Ike Klayman's A&I Record Distributing Company here.

Harry Carlson, head of Fraternity Records, played host at a Christmas party at the Terrace Hilton Hotel Wednesday (19), honoring Canadian singer Max Falcon, whose new release on the Fraternity label, "I Thought

I Heard You Call My Name" b.w. "Money-Back Guarantee," is reportedly kicking off in top fashion in the Middle West and East. Attending the festivities, besides Carlson and Falcon, were Vern Hawk, Ambat Records, Inc.; Charles Gray, Cosnat, Detroit; Jack Clements; Bill Dawes, program director of WCPO; Danny Engel, Chapelle Music; Bill White, vet song plugger now retired; Rex Dale, deejay; Dale Stevens, The Cincinnati Post & Times-Star columnist, and Bill Sachs, Billboard... Larry Vincent, singing pianist, formerly for eight years at the now-dark Beverly Hills Country Club, Newport, Ky., has just begun his seventh month at Al Meyers' Cocktail Lounge, Indianapolis. Vincent, who also heads up Pearl Records, Covington, Ky., has just placed one of his tunes, "When the Sun Says Goodnight to the Mountain," with Shapiro-Bernstein, New York. **BILL SACHS**



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FOLK TALENT & TUNES

By **BILL SACHS**

Bob Neal, of the Wil-Helm Agency, Nashville, announces a busy holiday season for acts on the firm's books. George Jones and the Jones Boys will spend most of the holiday season in Texas, playing ballrooms. Following recording sessions early in January, Jones embarks on a tour that will carry him to virtually every section of the country by mid-February. The Wilburn Brothers, with Don Helms and Margie Bowes, played their final date of the season last Friday (21). Shortly after the first of the year they hit the road with Faron Young for dates in the Southeast, winding up with a swing into Trenton, N. J., January 12, and New Milford, Conn., January 13. Loretta Lynn appears with them on the latter two dates. Miss Lynn winds up the year with appearances in Ellington, Mo., and Kansas City, Mo., and New Year's Day plays Des Moines for Smokey Smith. On January 28, she kicks off a tour that will carry her through the Pacific Northwest and Western Canada. When Tompall and the Glaswer Brothers conclude their engagement with Patsy Cline at the Mint Lounge, Las Vegas, December 27, they will visit relatives on the West Coast before returning to Nashville. Jimmie Martin and the Sunny Mountain Boys, now working out of the Wil-Helm Agency, have settled in Nashville and will work out of there from now on. The Wil-Helm office is also reported negotiating for overseas appearances for Hank Locklin, the Wilburn Brothers and the Louvin Brothers.

Station KRZY, Albuquerque, N. M., has returned to booking name country artists at Civic Auditorium, that city. First show in Sunday, December 9, featured Johnny Cash, George Jones, Willie Nelson, June Carter, Charlie Phillips and Earl Scott. Afternoon business was light but the show pulled a full house at night, according to Ray Moran, KRZY manager. . . . Kathy Dee played the Chicago Merchandising Executives' Club banquet at the LaSalle Hotel there December 12, and on December 15 guested on WGN's "National Barn Dance." According to Kathy's personal manager, Quentin (Reed) Welty, her new release on the United Artists label, "If I Never Get to Heaven," has taken off in fine fashion in the Chicago market. . . .

Clyde Beavers made his second appearance in two weeks at the Bonfire Club near Dothan, Ala., last Saturday (22), booked in by Tom Reeder, general manager and deejay at WARI Radio, Abbeville, Ala. Beavers pulled a fat gross for Reeder at the Bonfire December 8.

Curtis Artists Productions has set Buck Owens and His Buckaroos for the Golden Nugget, Las Vegas, January 3-9. Same office has Willie Nelson booked for the Golden Gambling Hall, Las Vegas, for the January 9-16 period. Other Curtis bookings have Ernest Tubb and His Texas Troubadours kicking off a holiday tour in Salina, Kan., December 27, and Hank Cochran playing Belleville, Ill., January 5. The Tubb unit winds up its trek in Missouri January 2. . . . Leslie Sneed, of the Sneed Family, was married recently to Suzie Connolly, of Cut Bank, Mont., Miss Jr. Montana for 1962. The Sneed Family, which has been in Anchorage, Alaska, since August 1, has purchased the Frontier Club in Shelby, Mont. The nitery is being remodeled and will open February 15 with a show and dance policy. Pete Petterson is the Frontier Club manager.

Johnny Cash's itinerary takes him to Tucson Gardens, Tucson, Ariz., December 28; Dream Bowl, Napa, Calif., 29; Date Festival, Indio, Calif., 31; Swing Auditorium, San Bernardino, Calif., and Moulin Rouge, Hollywood, January 1; 1440 Club, Santa Clara, Calif., 2, and Cactus Pete's, Jackpot, Nev., 4-6. . . . A turnaway crowd greeted Johnny Cash, George Jones, George Riddle, June Carter, the Jones Boys and the Tennessee Three on their appearance on "Big D Jamboree," Dallas, December 8. The same package played for the opening of George Jones' Chuckwagon Cafe in Beaumont, Tex., the following night. . . . Following an extended personals tour of the States and Canada, Charlie Walker has returned to Station KMAC, San Antonio, where he resumes with his platter show, "Country & Western House Party," heard daily at 3 p.m.

The Starday Records sound studio at Madison, Tenn., took on the appearance of a night club recently when Archie Campbell did a live presentation before a hundred music notables and "Grand Ole Opry" sponsors while cutting his new comedy album under the guidance of Starday a.&r. man, Tommy Hill. Following the session, the party continued into the wee sma' hours, with Archie finally winding up as emcee and introducing such notables as Roger Miller, Hank Cochran, Cowboy Copas, Merle Kilgore, and Dottie West. Starday prexy, Don Pierce, expressed himself as particularly pleased with the presence at the session and party of "Grand Ole Opry" sponsors Del Peterson, of the Gates Rubber Company, and Ralph Jones, of the Jones Lumber Company. Similar session parties are skedded for Minnie Pearl and the Duke of Paducah in the near future, Pierce says.

Franz Schubert, head of Franz Schubert Music, Fort Worth, announces the signing of Louis Wright and Leo Bloomfield, young singers, to his firm's country and western talent stable. A young c.&w. thrush will be added soon, Schubert advises.

BILLBOARD MUSIC WEEK
HOT COUNTRY SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 12/29	Weeks on Chart
1	4	DON'T LET ME CROSS OVER.	4	4
		Carl Butler, Columbia 42593		
2	2	I'VE BEEN EVERYWHERE	16	16
		Hank Snow, RCA Victor 8072		
3	6	BALLAD OF JED CLAMPETT	4	4
		Lester Flatt & Earl Scruggs, Columbia 42606		
4	10	SING A LITTLE SONG OF HEARTACHE.	8	8
		Rose Maddox, Capitol 4845		
5	3	A GIRL I USED TO KNOW	13	13
		George Jones & the Jones Boys, United Artists 500		
6	8	RUBY ANN	4	4
		Marty Robbins, Columbia 42614		
7	1	MAMA SANG A SONG	23	23
		Bill Anderson, Decca 31404		
8	11	WE MISSED YOU	9	9
		Kitty Wells, Decca 31422		
9	9	DOES HE MEAN THAT MUCH TO YOU?	4	4
		Eddy Arnold, RCA Victor 8102		
10	7	I'M GONNA CHANGE EVERYTHING	18	18
		Jim Reeves, RCA Victor 8080		
11	5	WALL TO WALL LOVE	8	8
		Bob Gallion, Hickory 1181		
12	-	YOU'RE FOR ME	1	1
		Buck Owens, Capitol 4872		
13	13	HELLO TROUBLE	6	6
		Orville Couch, Vee Jay 470		
14	19	SECOND HAND ROSE	2	2
		Roy Drusky, Decca 31443		
15	25	THEN A TEAR FELL	9	9
		Earl Scott, Kapp 854		
16	-	BLACK CLOUD	1	1
		Leroy Van Dyke, Mercury 72057		
17	17	DOWN BY THE RIVER	2	2
		Faron Young, Capitol 4868		
18	-	DON'T GO NEAR THE ESKIMOS	1	1
		Ben Colder, MGM 13104		
19	22	T FOR TEXAS	3	3
		Grandpa Jones, Monument 801		
20	-	KENTUCKY MEANS PARADISE	1	1
		Glen Campbell & the Green River Boys, Capitol 4867		
21	18	HE STANDS REAL TALL	10	10
		Del Reeves, Decca 31417		
22	28	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND	4	4
		Porter Wagoner, RCA Victor 8105		
23	16	THE END OF THE WORLD	3	3
		Skeeter Davis, RCA Victor 8098		
24	14	MARY ANN REGRETS	5	5
		Burl Ives, Decca 31433		
25	12	COW TOWN	13	13
		Webb Pierce, Decca 31421		
26	-	BETTER TIMES A COMIN'	1	1
		Ray Godfrey, Sims 130		
27	-	ANOTHER DAY, ANOTHER DOLLAR	3	3
		Wynn Stewart, Challenge 9164		
28	-	I TAKE THE CHANCE	1	1
		Ernest Ashworth, Hickory 1189		
29	27	FADED LOVE	2	2
		Leon McAuliff, Cimarron 4057		
30	15	PRIDE	15	15
		Ray Price, Columbia 42518		

WITH THE COUNTRY JOCKEYS

By **BILL SACHS**

"It sure feels good to be back behind the turntables again after a month's absence due to illness," writes Mack Allen, of WCR, Ashland, Ky. "For anyone who might be interested, there is a terrific bluegrass tune by the Bluegrass Playboys on the Briar label. It's an old Irish folk song done up in fine style. It's titled 'Come Down the Mountain, Katie Daly' b/w 'This Heart of Mine.' Deejays needing a copy, drop me a line." . . . Tom Reeder, general manager and deejay at WARI Radio, Abbeville, Ala., shoots the word that country music is still going great guns in his area. Tom is programming eight hours of country music daily, and he says it's getting good results for the sponsors. Hot tunes on his Tom Cat Top 10, according to Reeder, are "My Mom and Santa Claus," George Jones; "Shake Me (I Rattle)," Marion Worth, and "Don't Let Me Cross Over," Carl Butler.

Smiley Monroe, still deejaying at KTYM, Inglewood, Calif., while doubling on TV shows and personals in the area, scribbles that his Toppa disk, "Bluegrass in Holly-

wood," is doing real well. . . . Bob Gray, of Jetter Music and Ski-Hi Records, 62 Teed Street, Huntington Station, N. Y., says he has releases for deejays who'll write in on their station letterheads. . . . Charley Holmes, c.&w. spinner on WJRZ, Newark, N. J., needs records from the female country chanters, as well as any instrumentals and gospel songs. Arthur ("Guitar Boogie") Smith recently guested on the Holmes stanza while in town for a club date. . . . Deejays needing copy of Sonny Burns' new one, "I'm Losing My Mind," on United Artists, may obtain same by writing to Sonny's manager, Walt Breeland, at 8618 Ana-cortes Street, Houston 17.

Chet Ward has inaugurated a new country music show on WTAQ, La Grange, Ill. Billed as "Chet's Country Kitchen," the seg airs 10 to 11 a.m. each Saturday. . . . Bob Conners, WYRE, Pittsburgh, still going strong with the country sounds from 7 to 10 a.m. each Saturday and 10 to 12:30 p.m., Sundays.

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WHICH GERMAN FIRM 1ST ON 'THE LONGEST DAY'?

HAMBURG—Two West German record firms are fighting a court battle over music to the 20th Century-Fox film "The Longest Day." Two diskeries have produced "Longest Day" sides, Bernhard Mikulski's Carina label and Philips. Carina calls its "Longest Day" the "original march," and its recording has music by Colonel Nicholson's Band. Philips has Mitch Miller and claims its disk is "the original film music."

Philips has taken Mikulski to court asking that the Carina label be enjoined from claiming on the dust jacket that its disk is the "original march." "The defendant seeks, thereby, to convey the impression," Philips attorneys told the court, that its disk is the original film music, and thereby, to mislead the public."

Mikulski was directed by the court to divest Carina's "Longest Day" dust jacket of the "original march" claim. However, when "The Longest Day" began showing in West Germany, Mikulski assembled a task force of musicians and deployed them to various showings of the Normandy invasion film. He then called Philips into court, accusing his disk rival of "misleading the record-buying public" with the claim the Philips "Longest Day" disk was the "original film music."

What Philips has produced, contended Mikulski, is not the original film music. Mikulski then paraded his expert witnesses into court to testify that the disk produced by Philips is substantially different from the "original film music" as presented in fact in "The Longest Day." Philips, however, is disputing the Mikulski allegation, and the court directed Philips to strike the "original film music" claim from its disk jackets, pending a hearing of Mikulski's charges.

ARGENTINA

Fermata Distrib For Seeco Disks

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

Seeco is being distributed by Producciones Fermata. Fermata announced it is manufacturing the LP's by Vicentico Valdez and by Cortijo and his combo. Fermata also announced a new Cameo album by Giannini's orchestra, Alma de Italia.

"Lujuria Tropical" by Tavaroga and Ben Molar included in the Argentine-Venezuelan co-production stars a Latin American actress, Isabel Sarli.

AUSTRALIA

'Folk Singer' Kid Sing Along Issued

By GEORGE HILDER
19 Todman Ave., Kensington
Sydney, N.S.W.

Chapel Records of Los Angeles has been pacted by W & G Records, Melbourne, for the release throughout U. S. A. and Canada of the W & G children's album "Children's Sacred Sing Along." The album features the Roy Naden Singers and it has been on W & G's best seller list since it was released several months ago. It is understood that a reciprocal arrangement is under discussion for the selection from the Chapel catalog for release in Australia by W & G.

"My Son, the Folk Singer" has now been rush-released here. It was on dealer shelves Monday, December 10, and was given radio distribution the Friday earlier. Originally it was thought that the Warner Bros. album would not appeal to this market, but air play by Bob Rogers and lack of new outstanding product caused ARC to make the rush release.

Around the Trade

Festival Records released the Decca album "The Versatile Burl Ives" back in June and sales in all States were disappointing until orders began pouring in from Western Australia. The disk hit the

1,000 mark, with big sales in Perth. Big attraction is the track "Royal Telephone," which has been pressed as a 45 single which was issued as a promo disk to all radio stations.

London Records acquired a single deal with Monogram Records for the release of "Some Kinda Fun" by Chris Montez. Norman Whitely, of Belinda Music, has acquired the Shadows' latest release on local Columbia entitled "The Boys." He also has great hopes for "Kissin' in the Kitchen," by the Dovells, also on Columbia. Other Christmas presents for Belinda include Bobby Vinton's "Trouble Is My Middle Name," for Schroeder Music, and Presley's latest album, "Girls, Girls, Girls."

The national Bandstand Show has based a complete hour on the locally produced Festival album "Col and Judy," featuring Col Joye and Judy Stone.

BELGIUM

Artone to Speed CBS Distribution

By JAN TORFS
Stuivenbergvaart, 37-Mechelen

Our best wishes for a happy Christmas and a prosperous New Year to everyone in the big family of The Billboard magazine. Artone Records exec Bill C. Slinger informed Billboard that distribution of the important CBS line in Belgium will be completed in the shortest possible time. It is expected that the new CBS sales organization will start its operations early in January. The current hot CBS singles and the Mahalia Jackson Christmas LP will be distributed in Belgium and Luxemburg until that time through Socodisc.

The newly founded Granata Music Company is doing well with "Buona notta bambino," recorded by Angelo Biondi. Soon Rocco Granata will do the German version. Class Music obtained the sub-publishing rights of the U. S. A. topper "The Lonely Bull" for Benelux, Scandinavia and Italy. A song from Class, "Do Fa La Do La," has already been recorded in three languages, the English one by the U. S. A. artist Bob London on the Moonglow label (back side is "Luna Rossa," a very fine one, too), the French one by Pierre Le Bon on Quality, and the Spanish

Rights Society Sets Jubilee

LONDON — The Performing Rights Society will mark its golden jubilee in 1964 by acting as host to the International Congress of Authors and Composers' Societies. It will be held at Church House during the week beginning June 15.

More than 200 composers and authors and publishers, all representatives and members of performing rights societies from all over the world (except the U. S. and Iron Curtain countries) will gather to discuss international problems concerning composers' and authors' rights.

ELVIS RULES BRITANNIA FOR DECADE

LONDON — Record charts in Britain became 10 years old last month. A survey of the decade shows that of the artists figuring most prominently, 14 of the leading 20 disks were American. Standing head and shoulders above the rest, an outstanding seller is Elvis Presley, though his first entry was not until 1956.

The first British record chart was published by New Musical Express in November, 1952.

Freddy Quinn Gets Another Gold One

HAMBURG — Freddy Quinn, Germany's leading male singer, received his sixth gold disk for hitting the one million mark with "La Paloma." Presentation was made at the 50th performance of "Heimweh nach St. Pauli," the hit musical in which he is appearing.

one by Marco Remes on the Barclay label.

On December 20 "My Fair Lady" start its career in Antwerp in a Flemish adaptation.

S. A. Ardmore and Beechwood report they have Belgian rights for distribution of the following songs: "Big Girls Don't Cry" and "J'ai compris trop tard," modern version of a folk song recorded by Franca Di Rienzo on Columbia.

Holiday Business

The Christmas and New Year holidays have increased business 75 per cent.

It could be that for the first time in many years a real Flemish record will find a place among the top five chart lists. Walloon Belgium will probably kick off the Cousins' "Lawdy, Lawdy" b/w "Sweet Virginia" on Palette. New in Artone's International series is a fine Dixieland EP recording by Roefie Huet-

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will be published December 29, 1962. It will document the successes of record manufacturers, music publishers and recording artists all over the world. Many firms were disappointed last year by not being represented. Contact your nearest representative or Frank Luppino Jr., International Director
Billboard Music Week
1564 Broadway, New York 36, N. Y.

Japan Singers Seek Union To Fight Royalty Chiseling

By J. FUKUNISHI

TOKYO — The formation of a union tentatively named the Popular Singers Union by Japanese popular singers is in the offing. Its main purpose is to make the government crack down for royalties on records publicly performed at theaters, coffee shops, cabarets, dance halls, on juke boxes and for radio and television.

The Japanese Government refrained from signing the Neighboring Copyright Act at the convention in Rome in November 1961, but has recently established a Copyright Council to prepare for revisions in the existing copyright law to conform with the interna-

ing's Down Town Jazz Band. Denise De Weerd will play Eliza Doolittle, surrounded by Alex Van Royen, Johan Kaart, Cara Van Wersch, Nora Oosterwijk, Annie Augusteyns and Bob Benny. The orchestra is under the direction of Dolf Van Der Linden, a Dutchman, who also conducted the orchestra in Holland where the show played more than 700 performances.

A new music publishing firm, Gold Crown Music, has been established in Brussels. Catalogue of this new firm includes "I Left My Heart in San Francisco," "The Balcony" (Linda Scott) and "Promise Me Anything" (Maxine Brown).

BRITAIN

'Singer,' 'Family' Cause a Stir

By DON WEDGE
News Editor, New Musical Express

With Christmas LP releases planned some time ahead, several British firms had to make provision for several special items. Decca got caught with two hot albums from the U. S., which just had to be on the market in time for the big buying season.

Allan Sherman's "My Son, the Folk Singer," was one. It brought a special visit from Warner's International Director Bobby Weiss, who came in from Paris to clear some of the obstacles following trade interest aroused by British consumer press reports. There were copyright difficulties, but eventually they were overcome.

Another rush surrounded Vaughn Meader's "The First Family," which became available to Decca's London label through its tie with Cadence. The U. S. success of this album had been reported in virtually every major consumer media and gained TV exposure. Decca had it in London shops by December 8, but distribution round the country was held up by the appalling fog which covered most of Britain that week.

BBC Goes It Alone

BBC-TV spurned the aid of the disk companies—which for the past two years have nominated songs and disks—in its efforts to find the British competitor for the Eurovision Song Contest. BBC officials made it clear they were dissatisfied with not getting enough major artists to compete.

The disk firms had problems with stars not wanting to risk their reputations on being spurned by the amateur jury which picks the national entrant and the ultimate contest winner. For 1963, the BBC has commissioned six songs from the top drawer of current British writers. They are Leslie Briscusse,

tional treaty. The current law permits free performance of records provided the label's name is announced.

Lyric writers and composers are represented by the Japanese Society of the Rights of Authors and Composers (JASRAC), which is collecting royalties on mechanical recordings, public performances and publications on their behalf. The popular singers union aims to entrust JASRAC with the collection of neighboring copyright royalties and is also hoping to leave the collection of royalties deposited with the union for use as a sort of retiring allowance for aging artists.

On the heels of the popular singers union, classic performers are also contemplating the establishment of their own union. The Japanese musicians have their own organization, the Japanese Poet's Association represents lyricists and the manufacturers are represented by the Japan Phonograph and Record Association.

Terry Lordan, Norman Newell, Hal Shaper, Johnnie Worth and the long-established Tommy Connor-Jimmy Kennedy team. They have until January 7 to contribute the songs.

BBC-TV will then have the task of matching them to a singer and persuading major artists to risk taking part in the "Song for Europe" program due February 23. The corporation will encourage the singers to record the numbers chosen for their own labels and it is likely that the record companies will certainly do so—particularly for the winning song.

Visitors

Bernard Ness, head of the RCA operation in Spain, was visiting London last week on what is now an annual December homecoming. He had talks with Pye general manager, Louis Benjamin, whose product is now distributed in Spain by RCA. . . . RCA group, the Tokens, were other London visitors, traveling from New York on the way to Rome for television appearances.

Record Business

For Decca, Gracie Fields rerecorded "Now Is the Hour," probably her greatest success. She first waxed it in 1948 and it became an overnight hit. It was the first big disk released in the U. S. by Decca's then newly formed American subsidiary London Records, Inc. It is based on a Maori chant. This is Miss Fields' first recording for Decca in sometime. Until recently she had been recording for EMI Columbia.

One of the highlights of EMI classical releases this month was Mercury's Russian recording by Byron Janis and the Moscow Philharmonic Orchestra under Kyril Kondrashin.

Bossa nova has not yet caught on here to a great extent, but the industry is regarding it as something of a sleeper and has geared up for it to break in a big way. The outstanding single is the original American hit of "Desafinado," by Charlie Byrd and Stan Getz (HMV from Verve).

DENMARK

Philips Distribs CBS Disk Label

By ARNE HANSEN
11 Malerbakken, Holte.

Columbia Records of the United States has signed Philips' Phono-


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ABD MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

graphic Industries, Baarn, the Netherlands as distributor for Denmark, Norway, Sweden and Finland. This association provides for the introduction of the CBS label in this area. The first CBS records were issued last week by Nordisk Polyphon Aktieselskab, which will handle the CBS label in this country.

State of the Market
There is no big Christmas hit this year. However, the companies get some compensation through wider LP sales than normal. NPA reports tremendous reaction to its LP offer of the complete set of Beethoven's symphonies by **Herbert Von Karajan** on DGG. The company expects a new classical best seller in **Sviatoslav Richter's** new recording of Tchaikovsky's B minor concert. Karajan is conductor.

Besides steady LP sales by teenage idols like **Cliff Richard** and **Elvis Presley**, big scores go to the "West Side Story" sound track and new Danish musical "Teenagerlove" (both on Phillips). A last-minute competitor to the Karajan set, EMI has sent out a complete set of Beethoven's symphonies, conducted by **Josef Krips**.

The Concert Scene
Due to competition from TV, big concert shows have led a quiet life here in the '50's. Whether the public by now is satiated of TV or not, but for the last month internationally known impresario **Richard Stangerup** has had sold-out houses for his big package shows in Copenhagen's K.B. Hall. **Lorne Lesley** caused a sensation on one of these shows with her "Ma, Let's Twist" (He's Makin' Eyes at Me) which she also launched on TV just before Christmas. Fontana rush-released her recording of this song.

EIRE

Only Yule Single Tune Makes It

By **KEN STEWART**
Teenage Express, Dublin
"Christmas Candles," the disk marking the debut on Fontana of **Maisie McDaniel**, has sold well enough to gain No. 9 position on the Irish chart this week—quite an achievement, particularly since it is the only seasonal disk to make the hit list to date. At least part of the record's success is due to solid publicity on radio and in papers here. Also, the Irish girl has won a following in the country music field. Her manager, **George O'Reilly**, has secured the early release of an album (her first) of c.&w. songs.

Continuing the drive to encourage people to speak Gaelic more frequently, Gael-Linn released two new Irish language popular singles. They are "Palabra D'Amor" (Speak of Love), by **Roy Donnelly**, and "Feirin Nollag" (Christmas Present), by **Sean Fagan**. Lyrics are by jazz pianist **Ian Henry** and **Eoghan O'Tuarise**, who has won many awards as poet, playwright and novelist.

Joe Lynch was presented with

Another Smash Hit!!
"All the Hits of 1962"
Jack Pleis
Cameo LP 1024

Say You Saw It in Billboard Music Week

the Jacob's Irish Television Award as actor of the year. He has made many recordings for various labels and his "Cottage by the Lee" is one of the all-time best sellers on Glenside. Lynch received his award—a silver St. Brigid's Cross mounted on bog oak and a Connemara marble base—for his performances in "The Shewing-up of

Blanco Posnet" and "Public Enemy."

According to several columnists, the **Bachelors**, an Irish folk group, have a potential hit in a country music interpretation of "Charmaine" on Decca. On March 14, they will appear at New York's Carnegie Hall with English recording artist, **Steve Perry**.

"Son of Tete at Eight," a revue currently causing a stir at the Gate Theater, Dublin, will be seen in

at the Newport Jazz Festival. Later, it will be produced on Broadway. Contracts have been signed with an American backer, who prefers to remain anonymous at present. The cast of the revue is comprised of **Audrey Corr**, **John Molloy**, **Noel Sheridan**, **Ernesto Aragon** and **Ronnie Drew**. It is expected that disk companies will begin negotiations shortly to make an album of material from the show.

(Continued on page 26)



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**THE
EQUIPMENT
SCENE**



By David Lachenbruch BMW Contributing Editor Managing Editor, Television Digest

FIRST WORD FROM ST. LOUIS, where the Minnesota Mining-Revere automatic tape-cartridge stereo system is just completing its premiere market test: "We feel that every goal we set up is being met."

The words are those of Revere General Manager G. W. Sandell, who gave us a status report last week on the Thanksgiving-through-Christmas marketing program for the new recording concept. The 3M-Revere recorder, you'll recall, is the new 1 7/8 i.p.s. system which gets 48 minutes of recorded stereo on each completely enclosed cartridge, 3 3/4 inches square. It automatically plays and rewinds 20 cartridges (which look like oversized graham crackers) at each loading—providing up to 15 hours of continuous stereo music.

Having completed the St. Louis test, Revere will add several more markets, where it presumably will start marketing the recorder in January. The decision on the next market is due this week. It's expected that other markets will be added later until distribution is nationwide.

The St. Louis activities were confined to two quality merchandisers—the Aeolian music store, with its two suburban branches, and Famous-Barr department store and its three branches. The 32-pound recorders, selling at \$450, were widely promoted in pre-Christmas advertising, and the selling was observed and supervised by a 3M-Revere team under D. H. Boyd.

"We're very pleased with the results," Sandell told us. "We're finding everything we hoped for. The stores are enthusiastic, and the recorders are building heavy traffic for them."

Clearing up a misconception, Sandell said the St. Louis venture was "not a test from the marketing point of view" and that 3M is already committed to the design of the recorder. The word "test" applies to display, merchandising and sales techniques.

As to the volume of sales in St. Louis, Sandell would only say that every goal has been met. "In fact," he added, "two or three times the week before Christmas we had to rush more equipment down there to meet the demand."

At \$450, it hardly seems likely that the 3M cartridge recorder will become a mass item. Are lower priced models in the cards? "We're sticking to the completely automatic approach, because people seem to want it," replied Sandell. "There's a lot more in this machine, so it's going to have to cost more. This is the Cadillac of the home tape recorder line, and we're not trying to make it into a Ford. We're not competing with reel-to-reel recorders, which are now doing fabulously well."

New models may be in the design stage soon. The results of the first three months of marketing the current unit will determine this. "For example, some people might prefer furniture styling to a portable recorder."

Manufacturers of packaged console stereo are expressing "very lively" interest in the new recording system, according to Sandell. "We've been talking to a lot of people—there's a great deal of interest," but presumably no licensing agreements have been signed. Actually, phonograph manufacturers have plenty of time to think it over and test the machine. Their spring 1963 lines (affectionately called "1964 lines") are frozen—so the earliest moment a cartridge-changer-equipped console could be introduced probably would be about fall 1963. Spring 1964 seems to be a better possibility.

Revere stands ready to produce the unit for any manufacturer wanting to drop it into a console—and 3M is willing to license other manufacturers to make the mechanism, though "getting into volume production is quite an assignment," as Revere has learned over the past two years.

At the moment, the library of tapes for the new instrument is rather limited. Columbia Records has made available an initial library of 48 of its best selling albums in tape-cartridge versions, at the rather high list price of \$8.95 for pop and classical tapes, \$9.95 for Broadway shows. Of course, recorder owners can make their own tapes from blank Scotch brand cartridges at \$4.75 (about 45 minutes stereo playing time, 90 minutes mono).

"We're now lining up additional sources of program material," Sandell told us. "People want a broad variety of music, and we've had meetings with several different recording companies which have expressed interest."

It's relatively easy for a record company to develop a library of 3M tape cartridges through use of 3M's special custom recording plant set up to make the 1/7-inch-wide tape cartridge to its own specifications. The company, too, is offering assistance to recording firms which wish to set up their own plants for the process.

Obviously, this is some time off. Through the coming year the trade and industry will be watching the progress of 3M's automatic recorder to determine its place in the audio scheme of things.

NOTE: A typographical error in last week's column quoted Motorola as claiming No. 1 position in stereo "about the novelty-priced level." Obviously, this was meant to read "above the novelty-priced level." We don't know who claims to be No. 1 about the novelty-priced level.

**Sees Magnetic
Sales Soaring**

NEW YORK — The year 1963 will see a 25 per cent increase in sales for all branches of the magnetic recording industry, according to William P. Gallagher, president of the Magnetic Recording Industry Association, and marketing vice-president of Columbia Records.

In a year-end statement, Gallagher said the prediction was based on a survey of members of the association, which showed that sales in general were up about 20 per cent in 1962 as against 1961, with members forecasting an average increase of 25 per cent in the year to come.

Gallagher noted that four-track stereo tape is well established as a fine medium for sound reproduction. Other reasons contributing to the bright tape outlook, according to Gallagher, are the increased use of tape by educators, the arrival of FM stereo and its impact on home recording, and the introduction of the Minnesota Mining and Manufacturing Company's (3-M) new tape cartridge concept.

"The future potential has never been so promising as it is today," Gallagher noted. He added that Columbia's own tape sale for this year was 75 per cent ahead of 1961.

**Nelson Verbit
Services Held**

PHILADELPHIA—Nelson Verbit, head of Marnel Distributors here, died Wednesday (19) of a heart attack.

Verbit, a respected industry figure, was a veteran record distributor. He set up Marnel Distributors in the 1940's after a long stint as a salesman with Raymond Rosen and Company, the local distributor for RCA Victor.

Verbit was most active in record and distributor organizations. He was a member of ARMADA, and had for a long time been one of the industry's most articulate spokesmen about conditions facing distributors.

Marnel, one of the East's largest indie distribution firms, had offices both here and in Baltimore. Verbit's son, Marshall, had recently become a part of the Marnel organization. He is expected to take over Marnel's management.

Funeral services for Verbit were held on Friday at the Levine Funeral Home on North Broad Street. He is survived by his wife, Selma, in addition to his son.

**Colpix Links Records
With Movie House Dates**

NEW YORK — Ray Lawrence, national sales manager for Colpix Records, believes more can be done by theater managers and Colpix distributors to plug music from Columbia Pictures available on the label.

Accordingly, he has arranged a system whereby distributors are informed of theatrical film playdates and then, in turn, supply theater managers with records to be played during intermissions, as well as promotional material for radio, newspapers and record stores.

Lawrence reports "enthusiasm" for the closer link between theater managers and distributors.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

COLPIX—Expires December 31, 1962. Started November 12, 1962. Label is offering 20 free sets with every 100 purchased to distributors on 13 kiddie albums.

COLUMBIA—Expires December 31, 1962. Started November 15, 1962. Label is offering an extra 10 per cent discount on 15 of the Mitch Miller Sing Along albums.

PRESTIGE—Expires December 31, 1962. Started November 19, 1962. Label is offering a 15 per cent discount on all albums by Gene Ammons, Shirley Scott, Miles Davis, Eddie (Lockjaw) Davis and John Coltrane.

STARDAY—Extended through December 31, 1962. Started November 1, 1962. Label is offering a Christmas stocking plan of one LP free for every five purchased.

20TH-FOX—Expires December 31, 1962. Started December 1, 1962. Label is offering two-for-one on its two Christmas albums.

LIBERTY-DOLTON—Expires February 15, 1963. Started December 31, 1962. A 10 per cent cash discount taken off the face of the invoice on dealer orders. A 15 per cent cash discount on individual dealer orders of 200 or more LP units. Plan covers new releases plus entire catalogs.

**Portables at Hand
Boost Store Sales**

SAN FRANCISCO — Portable phonograph availability in the record departments of the five Macy's California stores has been a sales boon not only to the players, but to disk sales themselves.

The change was made this autumn and for several reasons, reports buyer and department manager Ray Hutton. They seemed more of a natural accompaniment to records than to hi fi equipment. In the regular electronic phonograph department, the portables were looked down upon as a nuisance because of their proportionately small unit sales.

Compared to individual record and album prices, the portables appear to be big ticket items. Thus the salesmen push them more, show a greater interest generally, and a phonograph sale helps to promote immediate record sales. Hutton says this situation is true in the entire chain of stores.

**Heavy Early Bidding
For Hi-Fi Show Space**

SAN FRANCISCO—Early commitments for space at the 1963 San Francisco High Fidelity Show are the highest in the exhibit's history, James Logan, show director, said last week.

"We are amazed with the response," Logan said, "and at the present time we are substantially ahead of our contract pace for any previous year. We are getting a number of exhibitors who have not shown here before, principally tape recording equipment manufacturers."

Logan announced that the drawing by exhibitors for room assignments will be held at the Whitcomb Hotel in San Francisco at 3 p.m., on January 11.

The show is expected to attract some 150 exhibitors in the 120,000 square feet of exhibit space in San Francisco's Cow Palace. It is being sponsored for the fourth year by the Magnetic Recording Industry Association.

The show will be held March 6-10.



MGM Records' promotion chief, Sol Handwerker, arranged for this window display at Korvette's 46th Street, New York audio and disk headquarters. Window was arranged for promotion of the label's sound-track album of music from "Mutiny on the Bounty," and included album covers and scenes from the film, plus a mannekin dressed in attire of the film's period. Display was run during the holiday season.

**BEST SELLING
PHONOGRAPHS, RADIOS & TAPE RECORDERS**

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

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

MONAURAL TAPE DECKS AND RECORDERS

POSITION				
This Issue	9/29/62 Issue	6/30/62 Issue	BRAND	% OF TOTAL POINTS
1	2	1	Webcor	20.8
2	1	3	Voice of Music (V-M)	11.9
3	—	—	Decca	8.3
4	6	—	Sony	7.4
5	4	—	Masterwork	6.8
6	—	4	Wollensak	5.3
7	5	—	Telectro	4.5
8	—	—	Concord	3.8
Others				31.2

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

9/29/62 Issue: RCA Victor (3).

6/30/62 Issue: RCA Victor (2).

STEREO TAPE DECKS AND RECORDERS

POSITION				
This Issue	9/29/62 Issue	6/30/62 Issue	BRAND	% OF TOTAL POINTS
1	2	1	Webcor	14.9
2	—	5	Roberts	14.6
3	1	2	Voice of Music (V-M)	9.8
4	—	—	Decca	7.9
5	—	6	Sony	6.3
6	—	—	Curtis-Mathes	4.8
7	—	—	Tandberg	4.4
8	4	6	Wollensak	4.2
8	—	—	Masterwork	4.2
10	5	4	Ampex	4.0
11	—	—	Concord	3.4
Others				21.5

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

9/29/62 Issue: RCA Victor (3).

6/30/62 Issue: RCA Victor (3); Viking (8).

ALBUM COVER OF THE WEEK

TACET FOR TACET FOR NEUROTICS EUROPTICS THE MUSIC OF ALEC WILDER MUNDALL MUNDALL LOWE AND HIS ORCHESTRA EXTRA



TACET FOR NEUROTICS: THE MUSIC OF ALEC WILDER—Mundall Lowe Orchestra, Offbeat OLP 3010. An eye-catching idea in various shades of blue on a white background. Properly displayed in the pop sections, the album should pull sales. Photo by James Moore; album designed by Ken Deerdorf.

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

FOR WEEK ENDING DECEMBER 29

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	TELSTAR	By Meek—Published by Campbell Connelly (ASCAP)	6
2	2	LIMBO ROCK	By W. E. Strange and Jon Sheldon—Published by Four Star-Twist (BMI)	11
3	5	BOBBY'S GIRL	By Hoffman-Klein—Published by A.M.E. (BMI)	8
4	4	BIG GIRLS DON'T CRY	By B. Crewe-B. Gaudio—Published by Bobob (ASCAP)	10
5	3	RETURN TO SENDER	By O. Blackwell-W. Scott—Published by Presley (BMI)	10
6	7	GO AWAY LITTLE GIRL	By Goffin-King—Published by Aldon (BMI)	4
7	10	YOU ARE MY SUNSHINE	By J. Davis-C. Mitchell—Published by Peer Int'l (BMI)	4
8	9	RELEASE ME	By Miller-Williams-Yount—Published by Four Star (BMI)	6
9	8	THE LONELY BULL	By Sol Lake—Published by Almo (ASCAP)	7
10	20	ZIP-A-DEE-DOO-DAH	By R. Gilbert-A. Wrubel—Published by Joy (ASCAP)	3
11	15	HOTEL HAPPINESS	By L. Carr-E. Shuman—Published by Dayben-Mansion (ASCAP)	4
12	27	PIPINO THE ITALIAN MOUSE	By Allen-Merrell—Published by Romance-Ding Dong (BMI)	2
13	13	KEEP YOUR HANDS OFF MY BABY	By Goffin-King—Published by Aldon (BMI)	6
14	16	DEAR LONELY HEARTS	By B. Halley-Emil Anton—Published by Sweco-Cetra (BMI)	4
15	6	DON'T HANG UP	By Mann-Appell—Published by Kalmann (ASCAP)	8
16	25	TELL HIM	By Bert Russell—Published by Mellin (BMI)	2
17	12	LOVE CAME TO ME	By D. DiMucci-J. Falbo—Published by Schwartz-Dial (ASCAP)	5
18	22	CHAINS	By Goffin-King—Published by Aldon (BMI)	4
19	11	RIDE!	By Sheldon-Leon—Published by Woodcrest-Check-Colt (BMI)	8
20	14	RUMORS	By H. Greenfield-H. Miller—Published by Aldon (BMI)	5
21	28	TWO LOVERS	By W. Robinson—Published by Jobeta (BMI)	2
22	30	MY DAD	By Mann-Well—Published by Aldon (BMI)	2
23	21	RUBY ANN	By R. Bellamy—Published by Marlozona (BMI)	3
24	26	WIGGLE WOBBLE	By Les Cooper—Published by Bob-Dan (BMI)	5
25	—	THE NIGHT HAS A THOUSAND EYES	By Weisman-Wayne-Garrett—Published by Blen-Mabs (BMI)	1
26	—	SANTA CLAUS IS COMING TO TOWN	By Coots-Gillespie—Published by Felst (ASCAP)	1
27	—	EVERYBODY LOVES A LOVER	By R. Allen-R. Adler—Published by Korwin (ASCAP)	1
28	—	UP ON THE ROOF	By Goffin-King—Published by Aldon (BMI)	1
29	24	DESAFINADO	By Jobim—Published by Hollis (BMI)	8
30	—	IT'S UP TO YOU	By Jerry Fuller—Published by Four Star (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. TELSTAR**—Tornadoes, London 9561.
- 2. LIMBO ROCK**—Chubby Checker, Parkway 849; Billy Wade, Twin Hits 2033.
- 3. BOBBY'S GIRL**—Marcie Blane, Seville 120.
- 4. BIG GIRLS DON'T CRY**—Four Seasons, Vee Jay 465; David Carroll, Mercury 72070.
- 5. RETURN TO SENDER**—Elvis Presley, RCA Victor 8100.
- 6. GO AWAY LITTLE GIRL**—Steve Lawrence, Columbia 42601.
- 7. YOU ARE MY SUNSHINE**—Ray Charles, ABC-Paramount 10375.
- 8. RELEASE ME**—"Little Esther" Phillips, Lenox 5555.
- 9. THE LONELY BULL**—Tijuana Brass, A & M 703.
- 10. ZIP-A-DEE-DOO-DAH**—Bob B. Soxx & The Blue Jeans, Phillies 107.
- 11. HOTEL HAPPINESS**—Brook Benton, Mercury 72055.
- 12. PEPINO THE ITALIAN MOUSE**—Lou Monte, Reprise 20106.
- 13. KEEP YOUR HANDS OFF MY BABY**—Little Eva, Dimension 1003.
- 14. DEAR LONELY HEARTS**—Nat King Cole, Capitol 4870.
- 15. DON'T HANG UP**—Orions, Cameo 231.
- 16. TELL HIM**—Exciters, United Artists 544; Ed Townsend, Liberty 55516.
- 17. LOVE CAME TO ME**—Dion, Laurie 3145.
- 18. CHAINS**—The Cookies, Dimension 1002.
- 19. RIDE!**—Dee Dee Sharp, Cameo 230.
- 20. RUMORS**—Johnny Crawford, Del-Fi 4188.
- 21. TWO LOVERS**—Mary Wells, Motown 1035.
- 22. MY DAD**—Paul Petersen, Colpix 663.
- 23. RUBY ANN**—Marty Robbins, Columbia 42614.
- 24. WIGGLE WOBBLE**—Les Cooper, Everlast 5019.
- 25. THE NIGHT HAS A THOUSAND EYES**—Bobby Vee, Liberty 55521.
- 26. SANTA CLAUS IS COMING TO TOWN**—Four Seasons, Vee Jay 478.
- 27. EVERYBODY LOVES A LOVER**—Shirley, Scepter 1243.
- 28. UP ON THE ROOF**—Drifters, Atlantic 2162.
- 29. DESAFINADO**—The Contrasts, Twin Hits 2033; Ella Fitzgerald, Verve 10274; Stan Getz & Charlie Byrd, Verve 10260; Bob Gallo, Assault 1844; Julie London, Liberty 55512; Lloyd Mayer, United Artists 509; Freda Payne, ABC-Paramount 10366; Mavis Rivers, Reprise 20115; Pat Thomas, MGM 13102; Si Zentner, Liberty 55499.
- 30. IT'S UP TO YOU**—Rick Nelson, Imperial 5901.

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IRS Stages Pinball Crackdown

Gottlieb Games Called Exempt From New Law

CHICAGO — Gottlieb pinball games were declared exempt from the newly passed Eastland bill by a leading coin machine attorney's letter of opinion.

The interpretation would be applicable to all similar amusement-only pinball games.

The opinion, requested by Gottlieb, was delivered by Rufus King, Rice & King, Washington attorneys. The firm is considered expert in coin machine legislation and has represented Gottlieb for many years.

King's letter noted that "no Gottlieb games, free-game, multiple player or Flipper (add-a-ball) type are covered by the new provisions."
(Continued on page 32)

Bonn Ops Get Jolt in U. S.

By OMER ANDERSON

FRANKFURT—A party of West German coin machine operators has returned from a study trip through U. S. coin machine centers convinced that the New World has much to teach the Old World about making coin machines a profitable operation.

What the U. S. operator regards as commonplace the German visitors found "an exciting new road to profits," as one of the German visitors marveled upon his return.

Though West German manufacturers and operators have been blandly boasting that they would end U. S. domination of the European coin machine market, once the Common Market is created, their visit to the U. S. has convinced most of the junketing operators that any talk of ousting the U. S. from world coin machine leadership in the foreseeable future

in mere bravado without the slightest basis in fact.

Schmidt Impression

One operator, J. W. Schmidt, of Munich's Franken Automaten, returned convinced that there are many techniques Europeans profitably could copy from the U. S. trade. Schmidt is echoed by most of the other German trippers. Implicit in their reports are the convictions that the U. S. leads the Continent in:

1. The sheer virtuosity of equipment.
2. Operating techniques.
3. Enlightened legislation favoring the operator.

Glib Talk

The Germans discovered to their amazement that U. S. operating techniques are incredibly sophisticated compared with German operating patterns. They were impressed, too, with the fact that U. S. laws, by and large (at least compared with European laws) stimulate private initiative rather than suppress it, as do European laws. Finally, they returned agreed that a lot of the glib talk heard on the Continent about European coin machine producers overtaking their American competition is just that—nothing but glib talk.

One German operator remarked upon his return, "Every German in the trade owes it to himself to make a trip to America and study the

equipment in operation there. The American equipment offered over here doesn't begin to give the full picture of the American industry."

For example, Schmidt was tremendously impressed by the wall box music in coffee shops and bars, by the plethora of pinballs, and by
(Continued on page 32)

AGENTS IN HUB KNOCK OVER 25 PINBALL SITES

BOSTON—Treasury agents raided 25 clubs, cafes and amusement places in the Greater Boston area Wednesday (19) and seized 27 pinball machines lacking federal gambling stamps. The raids in Revere, Waltham, Arlington and Peabody were part of a nationwide crackdown, the Internal Revenue Service said. The Boston phase involved 37 agents and was directed by the district director of the IRS Intelligence Division. Agents said several places in Revere were raided, including the Elks Lodge, where three amusement devices were seized.

Gov't Men Raid 521 Locations In 132 Cities

By MILDRED HALL

WASHINGTON—The first concerted, nationwide crackdown on pinball machines on the basis of adaptability for gambling, rather than on evidence of actual payoff, was made by Treasury agents last week.

Latest tallies as of Billboard deadline were: 754 machines seized, out of 521 locations raided, in 132 cities, out of 27 District of Internal Revenue Service offices. The one-day co-ordinated raid will undoubtedly be followed by local watchfulness for any further violations, IRS spokesmen say.

In the raids on hundreds of locations, T-men confiscated machines lacking the \$250 Federal Gaming Tax Stamp. Basis for the coast-to-coast raid was last April's Kansas Federal Court ruling that pinball machines with gambling characteristics (multiple odds, push button for game clearance) are liable for the gaming tax per se, without evidence of actual payoff at the location.

High Policy Decision

The swift "deterrent" action, as Internal Revenue Service has termed it, may have been the result of a very high policy decision reaching down from the Secretary of the Treasury's office to IRS enforcement and intelligence division. There may even have been consultation with Attorney-General Robert Kennedy, whose war on gaming pins helped passage of the amendments to the Johnson Act barring gambling machines from interstate commerce, during the last Congressional session.

Amusement-type pinball machines are not involved in any way in the IRS raids, and they are explicitly exempt from the terms of the amended Johnson anti-slots act.

Separate Action

Technically, of course, the Treasury Department's tax-stamp raid on the gaming pinballs is independent of Justice Department's job of en-
(Continued on page 31)

TENNES' JOB PRESAGES KEENEY VENDING MOVE

CHICAGO—J. H. Keeney & Company announced a full scale expansion into the vending field with the appointment of R. J. (Dick) Tennes, a vending machine veteran, as vice-president and general manager.

Tennes succeeds Paul Huebsch, who resigned recently after 10 years with the firm.

Tennes will continue to head his own firm, Vend-Rite Manufacturing Company, but will consolidate operations within the Keeney plant.

Roy P. McGinnis, Keeney president, noted that Keeney at one time produced a line of vending machines, including coffee, sandwich, drink and cigaret, and will resume production of these models.

Vend-Rite has produced equipment for such firms as Kimberly-Clark, Nestle Company, Cellulose Products Corporation, Procter & Gamble, Purity Baking Company, Colgate-Palmolive and others.

McGinnis said that Keeney will also continue to produce its line

of coin-operated games and amusement devices.

Tennes entered the coin machine industry as purchasing agent for Keeney in 1942, remaining with the firm until 1948, when he left to form Vend-Rite.

Coincidentally, Tennes was with Keeney when it built one of the industry's first electric cigaret vending machines in 1946.

McGinnis said that Keeney would be leaning heavily on Tennes' vending machine experience in its current expansion program.

Keeney is now in its 40th year of operation and is one of the original companies in the coin machine industry. It occupies a modern one-story plant, encompassing some 62,750 square feet of space on Chicago's South Side. During the last war, Keeney was cited many times for its contribution to the war effort.

The current move also names Tennes to the Keeney board with McGinnis being named to the Vend-Rite board.

Firms Clamor for Space At London Trade Showing

LONDON—The Annual Amusement Trades exhibition seems to become more and more important as a shop window for the European coin machine trade. For the 19th ATE, to take place January 29 to 31 in the New Royal Horticultural Hall, Westminster, London S.W.1, there were far more applications for booths than there was space available (applications demanded for twice the space actually available).

The maximum exhibition space had been taken up by 67 firms until the deadline in November and about 15 other firms had to stay out.

Except one firm, Eltec, Berlin, all exhibitors are British manufacturers and wholesalers, a number of whom are representing American and Continental firms in the United Kingdom.

According to John Singleton, secretary and general manager of the Amusement Caterers Association, organizers of these exhibitions, this year's show will be a fully representative display of equipment, including many new types of machines, to prove of the greatest interest to the 2,500 or more expected visitors.

Coin Shippers Race Deadline Of East Coast Docks Shutdown

NEW YORK—Crated coin machines jammed the docks of East Coast ports this week as the nation's coin machine distributors rushed to prepare shipments to Europe, South America and Africa before the International Longshoremen's strike called for Sunday (23). At presstime, there appeared faint hope of averting the strike.

With about 80 per cent of the nation's coin machine exports going to Europe, the strike will cripple export business conducted by U. S. distributors.

Complicating the situation is the volume of games which will be banned from interstate shipment by the Eastland Bill. While foreign shipment is not prohibited under the terms of the bill, the roadblocks thrown into the shipping process are so bothersome that

U. S. distributors are trying to unload before the bill becomes effective.

Also, with interstate shipment of these devices banned, operators and distributors are looking for overseas rather than domestic sales.

A strike of long duration will have its impact on distributors whose business is wholly domestic. While the European market is no longer a dumping place for junk, it does provide a safety valve for distributors overstocked with many game and music machine models.

With overseas buyers siphoning off a fair share of the used pieces, the U. S. buyer is more apt to concentrate on later models and the prices of equipment are kept at a level sufficient to support domestic distributors.

Were this safety valve to be shut off, the domestic market

would be loaded and distributor warehouses would be jammed. The manufacturer, too, would suffer, as an abundance of used machines in distributor showrooms would cause the distributor to hold off on new equipment.

Also, the trade-in values of used equipment would drop, thereby reducing the operator's incentive to upgrade his equipment.

The automobile business solves this problem by scrapping ancient models. The coin machine industry exports its vintage pieces.

Air freight offers a partial solution to the strike, but except on the higher priced pieces, this method of transportation is just too expensive for the average distributor.

U. S. coin machine exporters will just have to sweat it out.



OUTSTANDING EXHIBIT AWARD at the recent convention of the National Association of Parks, Pools & Beaches in Chicago was given to the Mike Munves Corporation, New York, which displayed the A.M.T. Model Turnpike and Kissing Cupids, coin devices. Model Turnpike, designed by Jo Munves and Frank Mencuri, is a two-player game, with points awarded on driving accuracy and time. To score, players drive miniature autos over an obstacle course. Spring delivery is promised. Kissing Cupids has been in production for a year.

Aircraft Maker Turns To Vending Sausages

KARLSRUHE, W. Germany — Ernst Heinkel Aircraft Corporation, which built some of the Luftwaffe's hottest fighters in the last war, has entered the production of bulk

vending machines with a new smoked sausage machine.

Heinkel's "Bierknacs" is just what the name implies—it is designed for tandem placing, with peanut machines in beer halls. The sausages come in the "convenient beer drinking size," according to Heinkel, who claims the sausages are easier to handle than are nuts.

Heinkel is handling distribution direct from the factory at 115 Erzbergerstrasse, Karlsruhe, or through the general sales repre-

(Continued on page 34)

**A
Happy
New
Year
From
Eppy
Charms
And All the
Eppy
Warehouses**

**EPPY
CHARMS INC.**
91-15 144th Place, Jamaica 35, N.Y.

Syracuse Ops Map Fight on Machine Tax

SYRACUSE — Some 25 local operators met here last week to discuss methods of thwarting a possible per-machine tax on vending machines. The proposal is under consideration by the Syracuse Common Council. No fee schedule has been proposed.

Attending the Thursday (6) meeting were Harold Folz, president of the New York Automatic

(Continued on page 34)

EDITORIAL

Discriminatory Taxes

Bulk vending operators have historically adopted a "why fight city hall" attitude toward proposed per-machine taxes at the State and municipal levels.

If the suggested tax schedule was a nominal one, the operators would accept it in good grace. Only when the proposed taxes actually threatened their livelihoods would the operators stand up and fight.

We do not pretend to be tax lawyers, but we feel that the per-machine tax itself is of questionable legality. And we would like to see it challenged in the courts.

Most State constitutions grant municipalities the right to regulate the installation of vending machines through police powers. And most boards of health have the authority to set sanitary standards and to charge vending machine operators with the cost of enforcing these standards. We do not question these rights.

Revenue Measures

However, many of the so-called "license fees" are thinly disguised revenue measures. And other fees are openly called per-machine taxes. It is with this concept that we take issue.

We do not suggest that the merchant who chooses to retail his wares through an automatic vending device be exempt from his fair share of taxation. But we feel that he should be taxed on the same basis as the merchant who retails his wares through other devices.

Let's take a case in point. The businessman who places his goods on a display rack, installing them in stores, and pays the storekeeper a percentage of the gross is not generally burdened with special taxes.

Manner of Merchandising

But another businessman, selling the same commodity, but placing the commodity in vending machines, is often forced to pay a tax because of the manner of the merchandising.

In other words, the tax is not levied on the product or on the volume of business—it is levied on the method of doing business.

If a sales tax applies to all merchandise sold at the retail level, the automatic merchandiser should not be allowed to evade the tax. If a tax is levied on all businesses, the operator, as a businessman, must pay up.

But if a tax is levied against one type of businessman and not against another type of businessman, then that tax is discriminatory.

No Contest

To date, neither the National Vendors Association nor the National Automatic Merchandising Association—the two trade associations representing the operators—have attempted to test the actual legality of the per-machine tax conceived as a revenue measure.

Their legal efforts have been confined to reducing per-machine taxes to levels which still allow the operator a profit margin, or fighting such taxes on the basis that there isn't a sufficient profit margin for the operator to justify them.

And while these efforts are praiseworthy, they fail to come to grips with the central issue. This is the issue: Are per-machine taxes per se discriminatory?

If the courts rule that they are not, then let the national trade associations attempt to fight for equitable taxes. But before we begin making any compromises, let's find out whether there is anything to compromise.

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Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

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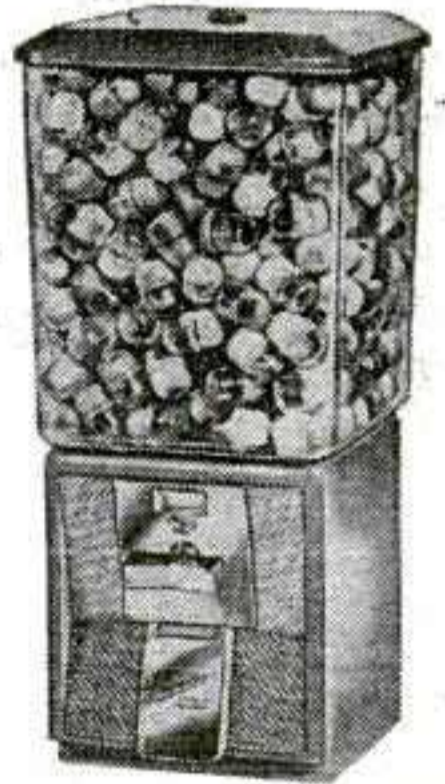
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People Falling Down Stairs Curbed Boston Yule Rentals

By CAMERON DEWAR

BOSTON—Juke box renting for office and home parties during the Christmas holiday season was once the mainstay of local music operators when the gift-giving season took the money away from the music machines. But times have changed and few operators find the practice either practical or profitable.

It isn't that some of the operators don't try to drum up the business. Trouble is that the business is a thing of the past. Biggest blow was the ban issued about six years ago against office parties by the Archdiocese of Boston.

Since then, office parties have almost disappeared from the local scene. Insurance companies also found fault with them. Too many people fell down stairs and suffered other mishaps on company property, causing the underwriters to withdraw coverage from such affairs.

Background Music

Only one operator, Cyrus Jacobs of Interstate Music Company, Roxbury, has been able to turn this rout into a victory, by diversifying into sound and background music. In the days when the office party flourished he would deliver as many as 15 in one day.

Nowadays the limit is more like three or four. But companies now hold the parties at local hotels and Jacobs goes along with his sound systems. But he figures the decrease is in the vicinity of 60 per cent or more over a five-year period.

Jacobs Christmas party juke boxes come mostly from his slowest locations, some of which almost fold up during the holiday season. He uses mostly Seeburg Model C machines on free play for the parties and charges a flat rate of \$25 to \$30 a night, depending on distance and access to the room.

Yellow Pages

He does the same thing with slow summer locations, renting the machines to summer camps, class reunions and similar functions. Jacobs advertises in the Yellow Pages of the telephone book and is the only local operator offering such a service.

Only one other local operator could be found who does anything at all in this type of renting. Ben Ross of Graben Vending and Coin Machine Corporation has had a corresponding decrease in this business.

A few years ago he had 15 to 20 machines out at the Christmas season, last year about five and this year he thinks three will be all he'll be able to get. Ross charged a flat \$25 a night, using about 10-year-old machines. He does no advertising, but feels that he has covered the field pretty well and that there is no more business to be had.

To take up the slack he has gone in for vending of food and soft drinks, which he finds is more work but is more profitable. Both Jacobs and Ross see the holiday renting business as a diminishing one and believe that as things are going it will be completely gone within a few years.

Pending Bills In New Jersey Draw Ops' Fire

MONTCLAIR, N. J.—The National Automatic Merchandising Association and the New Jersey Automatic Merchandisers Council have joined forces to fight two pending vending machine ordinances here.

As a result of the joint action, the Montclair Town Commission recently delayed action on two vending ordinances up for adoption.

The measures would govern the installation of vending machines in residential areas and also set licensing fees.

Funk Objects

Richard Funk, Chicago, NAMA counsel, objected to the requirement that prospective vending machine operators first buy a permit (Continued on page 32)

Coinmen Pitch In for Cardinal's GI Club

NEW YORK—For ninth successive year, members of the coin machine industry will help sponsor holiday season activities for the Cardinal Spellman Servicemen's Club here.

Heading the committee is the Very Rev. Msgr. John P. Kelley, executive director of the club. Monsignor Kelley, also active in the coin machine industry's United Jewish Appeal drive, is the unofficial coin machine padre here. For the last decade he has been associated with coin machine philanthropic activities.

Also on the committee are Meyer Parkoff, Seeburg distributor; Al Simon, Rock-Ola distributor; Al Denver, president of the Music Operators of New York; Barney Sugarman, Rowe AMI distributor; Al (Senator) Bodkin, head of the public relations committee of the New

York State Coin Machine Association; Irv Holzman, United Manufacturing distributor, and Abe Fish, Music Operators of Connecticut.

Operators who want to participate in the program can send checks to the Cardinal Spellman Servicemen's Club, 487 Park Ave., New York 22, New York.

NEW YORK—Coin machine operators with cigaret routes will be watching the National Automatic Merchandising Association's study of the alleged harmful effects of smoking.

The study gets under way next month, according to Louis J. Risman, NAMA's president elect. He added that a series of regional meetings, during which detailed information will be furnished to cigaret operators, is being scheduled.

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- Wanted for 100 ct. S. G. 6.50
- Silver King 1c B.G. or Mds. 8.50
- ABT Guns 30.00
- Mills 1c Tab Gum 12.00
- Model #33 Peanut, 1c 6.50

MERCHANDISE & SUPPLIES

- Pistachio Nuts, Jumbo Queen, Red. \$.77
- Pistachio Nuts, Jumbo Queen, White .70
- Pistachio Nuts, Large Tulip75
- Pistachio Nuts, Vendor's Mix58
- Pistachio Nuts, Sheik, Red58
- Cashew, Whole48
- Cashew, Butts43
- Peanuts, Jumbo45
- Spanish35
- Mixed Nuts57
- Baby Chicks32
- Rainbow Peanuts32
- Bridge Mix32
- Boston Baked Beans32
- Jelly Beans30
- Licorice Gems28
- M & M, 500 ct.47
- Hershey's47
- Rain-Blo Gum, 72 ct. \$.32
- Melt-ette, 100 ct., per 10033
- Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
- Rain-Blo Ball Gum, 100 ct.34
- 300 lb. minimum prepaid on all Rain-Blo Ball Gum.
- Adams Gum, all flavors, 100 ct.48
- Wrigley's Gum, all flavors, 100 ct.45
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IRS Crackdown

Continued from page 27

forcing the new anti-gaming shipment laws.
The current confiscation of gaming pins with only \$10 amusement tax stamps involves only civil charges for non-payment of the gaming tax, based on the machine's gambling feature. The Justice Department's move against interstate shipments of gambling devices involves criminal action against offenders.

However, it is very possible that Justice and Treasury got together in policy consultation on this nationwide crackdown. It was no overnight decision that enabled district directors of IRS to fan out over 1,000 agents on target, in one day—picking up gaming machines from one end of the country to the other.

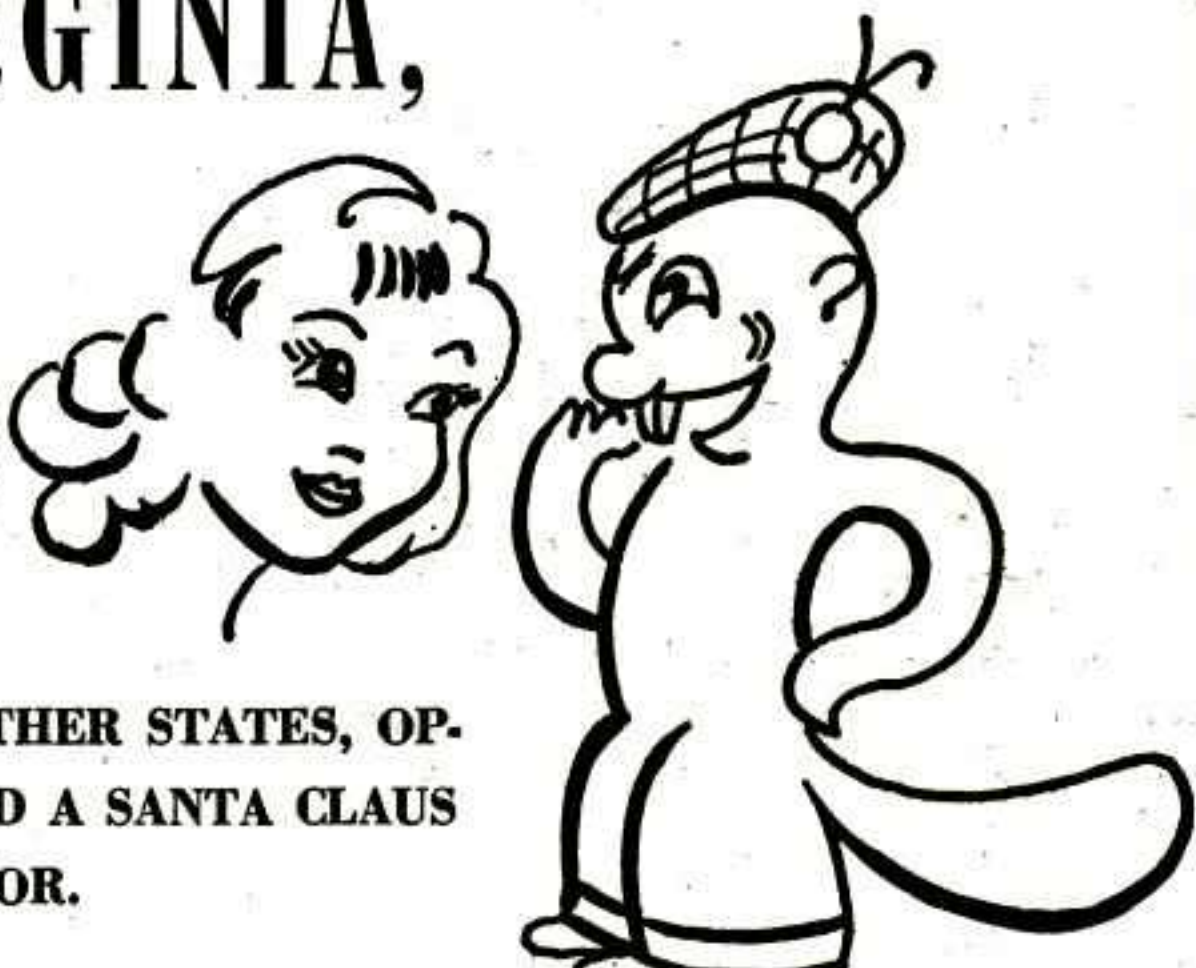
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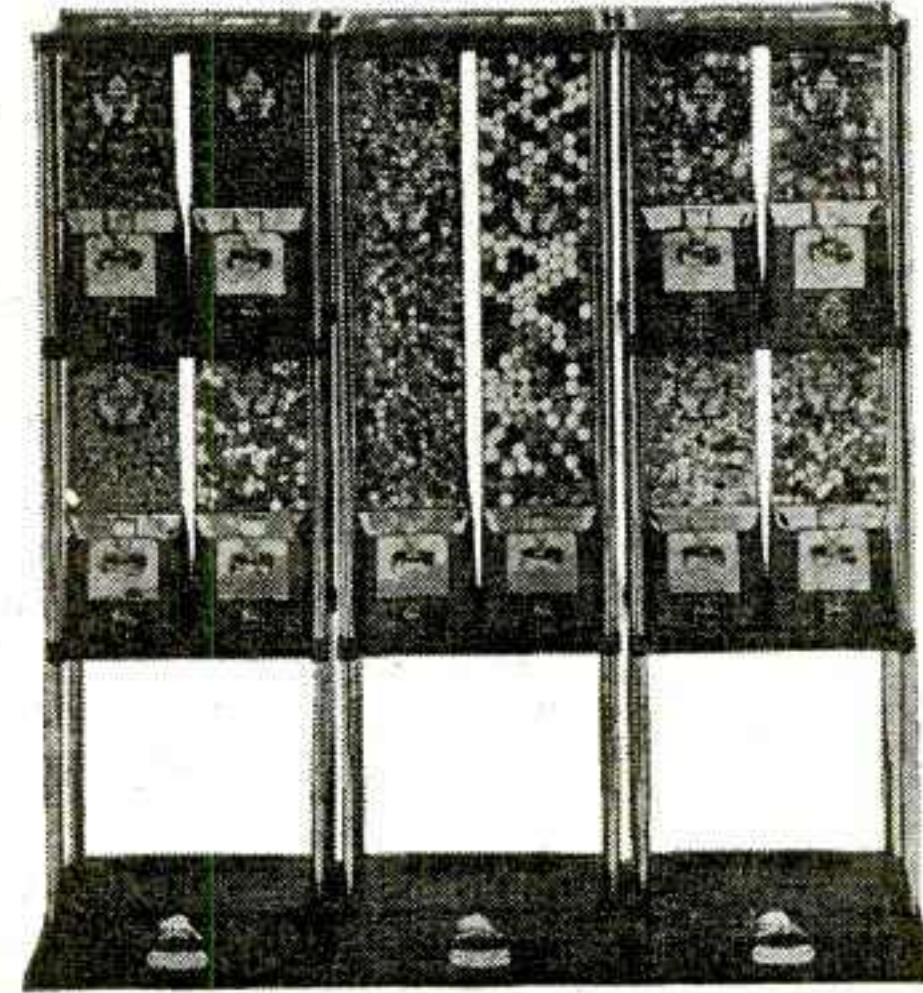
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Struve Spreads to Denver; Now in 7 Western States

CHICAGO—Struve Distributing Company, Seeburg outlet with headquarters in Salt Lake City, has opened new offices in Denver, expanding its coverage to a seven Western States area.

The new offices will service operators throughout Colorado, New Mexico and Eastern Wyoming. Operators in Utah, Idaho, Nevada, Montana and Western Wyoming will continue to be serviced by the Salt Lake City outlet.

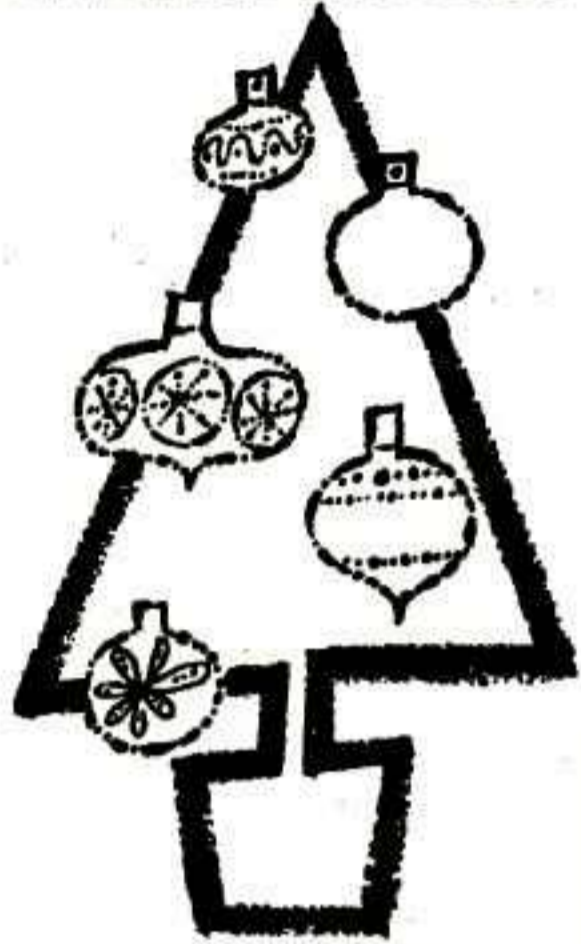
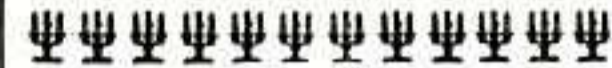
Announcement of the expansion was made by William F. Adair, vice-president, sales of Seeburg, who noted that Struve will handle Seeburg's full line of music and vending equipment. The new quarters will offer complete parts and service facilities.

Preston Struve, president of the distributing company, said that the Denver location would provide ample parking space, convenient loading docks and is convenient to Denver's one-stop record outlets.

In addition to Seeburg, Struve handles Chicago Dynamic Industries, Williams Manufacturing Com-

pany, Midway Manufacturing Company and Irving Kaye Company lines.

Principals of the new firm are Stanley L. Larsen, manager; Al Morrison, sales manager; Leo Negri, vending sales; John Santomaso, service manager; Jim Lawliss and Red Menkveld, servicemen; Gary Wilde, formerly in Struve's Salt Lake City office, parts manager, and Terry Geller, secretary.



Season's Greetings

to our many friends from your **BILLBOARD MUSIC WEEK**

editorial and advertising Coin Machine Staff.

- AARON STERNFIELD
- DICK WILSON
- DENNIS HYLAND
- NICK BIRO
- PAT JONESCUE



Sam Stern In 15th Term



SAM STERN

PHILADELPHIA — Sam Stern has been elected president of the Amusement Machine Operators of Philadelphia for the 15th consecutive year.

Other officers named in the recent election are Joseph Levin, vice-president; Samuel Morse, secretary, and Frank Urban, treasurer.

Elected as directors were Marty Savar, David Perlman, Jerry Locks, Bill Appel, Lewis Klein, Frank Fromowitz.

Joe Silverman was named business manager for this 27th straight year.

Elks Lose Gaming On No Evidence

BOULDER, Colo. — Despite the fact that no evidence of gambling was presented, several pinball machines were recently removed from the Boulder Elks Lodge at the request of City Manager Robert Turner.

The machines were labeled "for amusement only," and no payoffs were made, according to R. A. Andrews, chairman of the club's board of trustees.

Reason for the removal was that players could gamble among themselves without knowledge of club officials.

Some 18 months ago, when players were given cash prizes on the basis of free games won and when Turner asked the club to remove the games, this was done.

Later the games were replaced and seven federal gaming tax stamps were purchased for the units. The games were of the type which require that they carry a gaming tax stamp, even though no evidence of gaming is presented.

Pending N. J. Bills

Continued from page 31

to install a machine and then get a license for the machine itself.

He said that the double fee was not imposed on ordinary retailers and that it would be a "burdensome problem" for vending machine operators who operated on a "narrow profit margin."

He added that the licensing of individual machines was impractical since the machines had to be brought back to the plant from time to time for servicing, at which time substitute machines would be installed in their places.

Funk offered an alternative. He suggested a single operator's license with a sliding scale of fees based on the number of machines in operation.

Bonn Operators Get Jolt in U. S.

Continued from page 27

the postage stamp vending machines.

Dime Play

It impressed all of the German operators that their American counterparts enjoy such a lush scale of collections. Whereas the Germans are still fighting to make 20 pfennigs (5 cents) the standard play price in this country, they found U. S. operators collecting 10 cents, 25 cents and 50 cents, for three and six plays, respectively.

Furthermore, they returned goggle-eyed at the imaginative U. S. placing of phonographs. The most comment was heard about juke boxes in stores and shops and even shoe shine parlors.

In this connection, there is envy on the part of the German operators that their U. S. counterparts, by and large, are able to place machines in stores and shops without being hamstrung by closing hours, as is the case in West Germany where store hours are rigidly regulated by the Ladenschlussgesetz (store closing law).

Because shops and stores keep long hours, phonograph operation produces worthwhile collections, which German operators are unable

to duplicate under Germany's store-closing legislation.

Pinball Operation

There is great admiration among German operators, too, for the pinball, which Europeans know as the "flipper." The Germans returned home persuaded that despite what is published in Europe to the contrary, the U. S. pinball operation is well run and devoid of most of the sinister aspects imputed to it in European criticism.

Many German operators would like to experiment with the transplanting of the U. S. pinball operation to West Germany. There was wide wonderment among the Germans at the discovery that, contrary to what most of them believed prior to their trip, Nevada is the only U. S. State with wide-open gambling. Many German operators had embarked on their American Odyssey with the understanding that the fruit machine was an integral part of the American way of life.

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EUROPEAN NEWS BRIEFS

See U. S. Games Pushed Off Continent

PARIS—Etablissements Rally is opening a promotion drive for its pinball games geared to an upsurge in pinball popularity in France. Rally is offering "Beach Games" and "Kartin" and soon will introduce "Twist." The French firm reports that pinball interest in France is at an all-time peak, and that European producers generally are devoting increasing effort and money to the development of European pinballs which will compete effectively with the American product. "There is no reason, giving European producers a few years more, why we can't take the Continental market away from the U. S.," a Rally official said.

Belgian Ops Resent 'Foreigners'

BRUSSELS—The Belgian coin machine trade organization, UBA, is conducting a campaign against alleged unfair competition by foreign operators. UBA is demanding a tightening up of trade license enforcement. The building of the European Common Market (with headquarters in Brussels) combined with the labor shortage gripping large areas of Europe has stimulated the movement of labor to unparalleled degree. Foreigners entering the Belgian labor market have taken to switching jobs, and a substantial number of them are entering coin machine operation, according to the UBA. However, trade realists are pointing out that with realization of the European Common Market there will be few, if any, restrictions on coin machine operation by "foreigners" within the big market area, "foreigners" being defined as citizens of the six market countries.

Swiss Bowlers Getting Wider Market

ZURICH—The Swiss firm of Schmidt of Zurich is marketing an automatic bowling machine which it will distribute through a worldwide sales organization. Schmidt already has erected a sales organization in Britain, where it will begin installation of machines early in 1963. The Swiss firm also has an order to install 50 machines in Japan. Schmidt executives also intend promoting their machine in South America, which is believed ripe for a bowling boom.

Rehbock Wins Telescope Franchise

HAMBURG — Helmut Rehbock has been awarded the exclusive West German sales franchise for the Diskopar coin-operated binocular telescope. Diskopar has full-field vision and lenses specially treated for night viewing. Rehbock is pressing siting of the Diskopar at winter resorts, especially on ski slopes, where a tremendous potential market is envisaged for the telescope. Diskopar represents another step in Rehbock's program of diversification. The AMI distributor recently acquired German

cinema, and with Diskopar Rehbock intends driving for winter resort business.

Der Spiegel Protest Catches On

BONN—West Germany's 50,000 juke boxes have been thrust into the Der Spiegel newsmagazine scandal through the hit tune "Spiegel Twist," which has rocketed to the top of juke box play. When the government arrested Der Spiegel's editors for treason in connection with a story on a secret military maneuver, the case became a freedom of the press and civil liberties scandal. Peter van Eck and his quintet composed a twist number, dedicated it to Der Spiegel, and played it at the annual press ball in Bonn. The number has been a hot juke box favorite ever since, Der Spiegel fans playing the tune to protest the police action against the magazine.

Trade Aids Catalonia Flood Victims

MADRID — The Spanish coin machine trade has raised \$20,000 for the relief of the Catalonian flood victims. Spanish coinmen also have collected substantial amounts of clothing for flood victims. The coin machine trade's flood relief drive is continuing, and trade leaders have pledged that it will be pressed until flood victims have been relieved of want. It is the biggest welfare effort ever conducted by any trade branch. Operators have been donating the proceeds of up to two days' receipts monthly for the flood victims. Some operators, in addition, have established special flood relief collections at their operating sites.

Promote Bowling as 'Snob' Pastime

BINGEN, West Germany—Loewen-Automaten, the sales arm of NSM, is pressing promotion of Bally's bowlers, particularly the Big 7 Shuffle and the De Luxe Bowler. Loewen is pitching its Bally bowler promotion at bowling's upsurge in popularity as a German "snob" pastime. Loewen is pushing Bally bowler sales with the promise of "instant delivery" from strategically placed stocks. Aside from Loewen headquarters here at Bingen, Loewen is also distributing Bally bowlers from warehouses in Duesseldorf, Brunswick, Coblenz, Neunkirchen in the Sarr, and in Kiel.

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 New Year to all our friends in the
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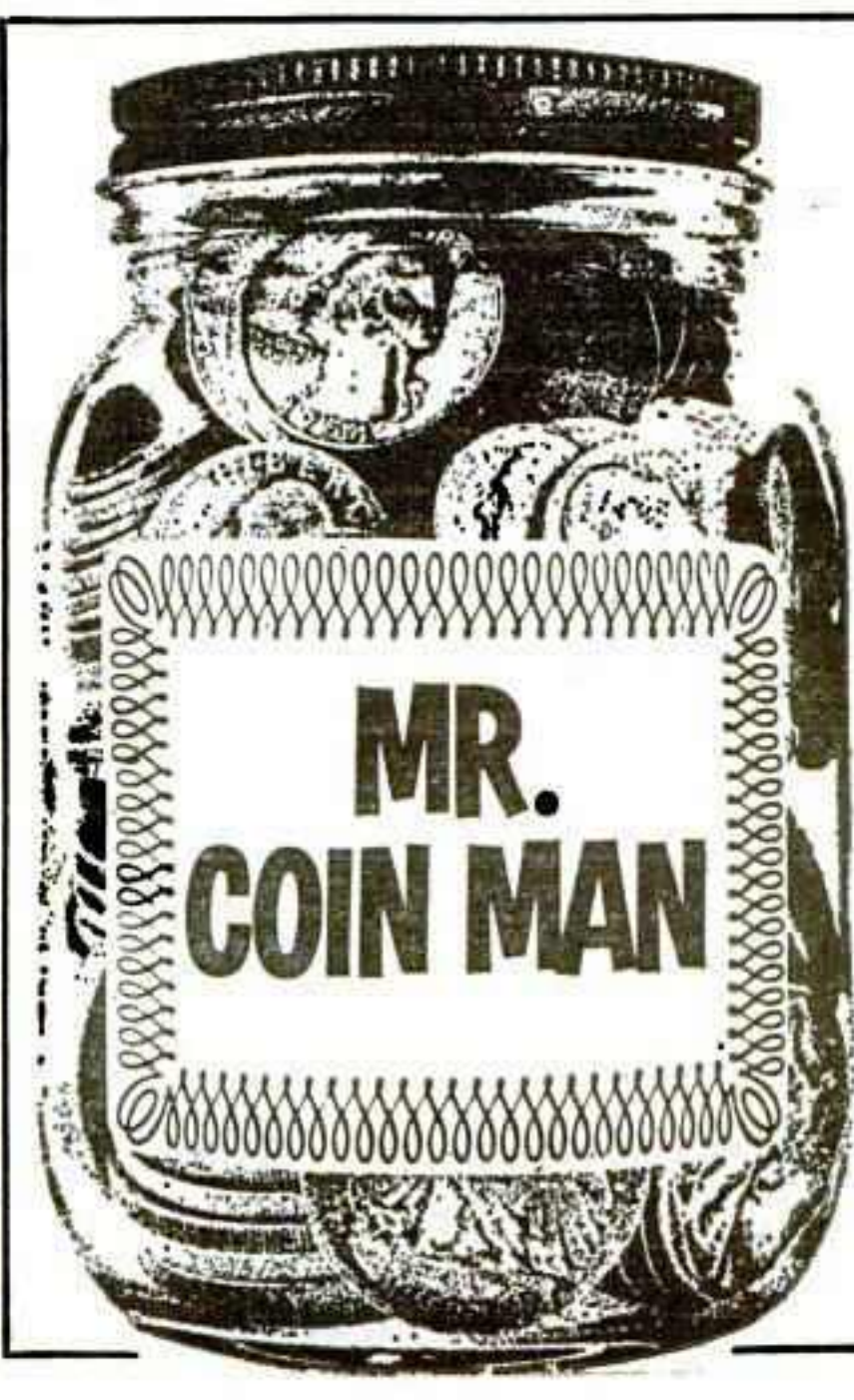
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Syracuse Ops

• Continued from page 30

Vending Association and an officer of Folz Vending (one of the largest bulk vending operations in the country), and Tiny Weintraub, NYAVA executive secretary.

The Syracuse group is preparing a combined operating statement, showing per-machine expenses for amortization, fill, servicing and commissions, and, of course, showing how much the average machine nets.

On the basis of this statement, the group intends to demonstrate that a per-machine tax could make continued operation unprofitable. One Syracuse city councilman has been conferring with the group and has promised to study the forthcoming operational statement.

A preliminary hearing on the tax had been scheduled for Friday (7), but it has been postponed indefinitely.

Juke Box Rentals

• Continued from page 28

pens, however, he has to spend his own time and get it fixed.

Servicemen are surprisingly amenable to this arrangement since it provides them with surplus cash during the holidays. It's extra cash for the operator too, so everybody is happy.

As one operator sums it up:

Aircraft Maker

• Continued from page 30

representative for West Germany, Max Walden, 95 Langenfelder Strasse, in the Altona district of Hamburg.

The sausages are loaded in a cartridge into the machine on a revolving track which holds them vertically against the window. Thirty "bierknacs" are visible and 50 additional sausages are in a reserve container inside the machine.

Heinkel has been testing his "bierknacs" in 150 test machine locations throughout West Germany. "The response has been terrific—overwhelming," a Heinkel representative reported. This beats building airplanes. We have never had such a fast take-off on a new product."

Heinkel recommends placing its sausage bulk vending machines, aside from in taverns, at gasoline service stations, snack bars, lunch counters, holiday camps, camping areas, bathing areas and at athletic stadiums and sports fields.

At most locations Heinkel recommends siting the Bierknacs in tandem with peanut machines, the theory being that the machines are complementary, one building patronage for the other.

"We get from \$25 to \$50 for the machine for one day. There aren't many locations that do that well. We can afford to strain a little."

Full Holiday Slate

• Continued from page 29

songs," said Newell. "You can't dance to 'Silent Night.' They don't want to listen to Christmas songs—they want to dance."

Newell said he has had fewer calls for phonograph rentals this year than last. He said the boxes are used not only at dances but at office Christmas parties, and they are on the decline.

Used Equipment

All the rental operators send out used juke boxes.

The survey disclosed that while office parties locally are on the decline, private parties seem to be on the upswing.

And Newell, for one, doesn't think the \$15 fee is enough. The rent next year may go to \$20.

Snow Clogs Slots

• Continued from page 28

Cadillac Music Company reports it was able to make all collections and service calls. Its two-way service truck radios keep customers well serviced.

"Business in all the neighborhood bars was way up. People still want to go out and went only as far as the neighborhood tavern. They spent more than they usually do because there was no place else to go," said Comella.



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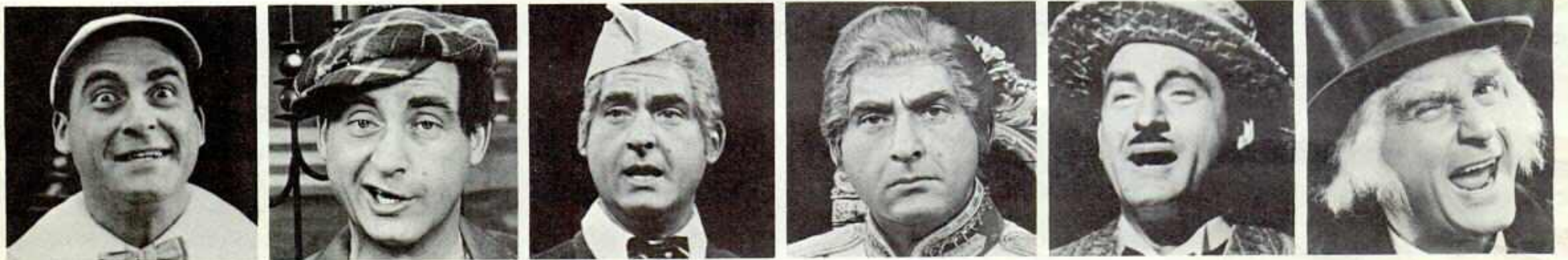
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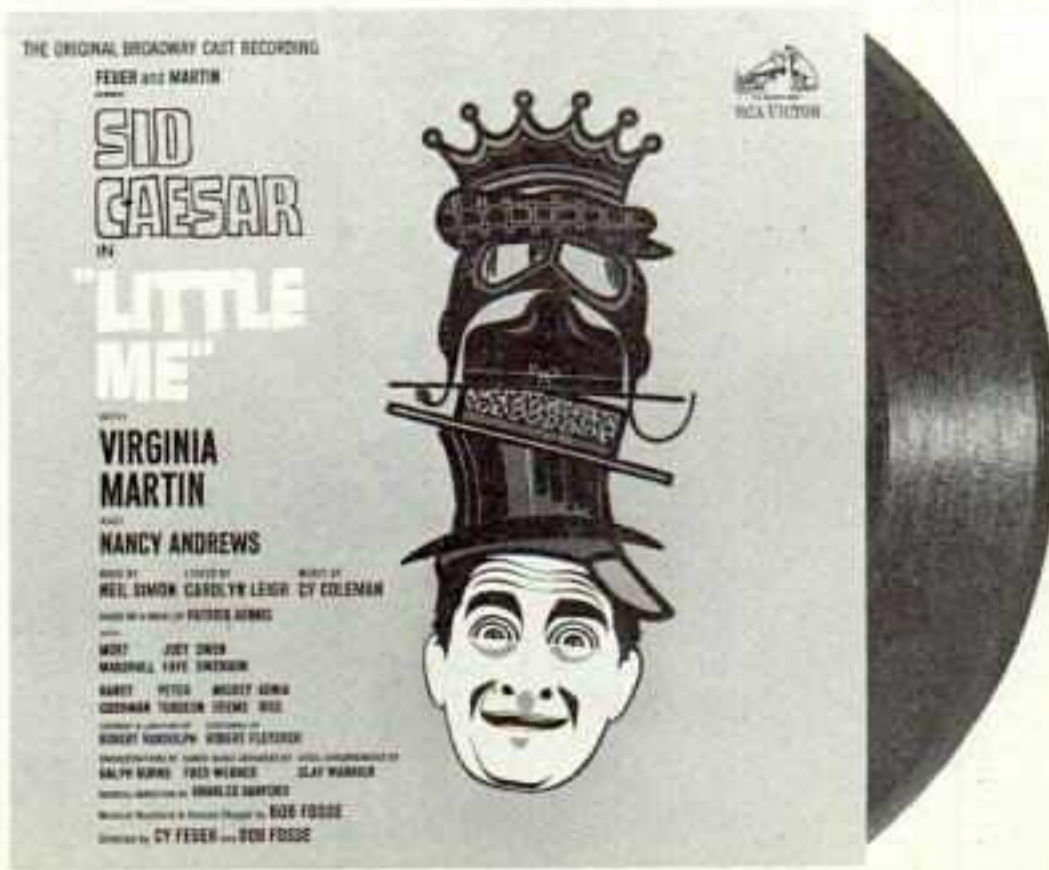
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