PAGE ONE RECORDS

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

NATIONAL BREAKOUTS
MURRAY THE "K'S" BLASTS FROM THE FAST, Various Artists, Chess
TIME FURTHER OUT, Dave Brubeck Quartet, Columbia
STEREO LP'S: CHRISTMAS MUSIC, Mantovani, London.

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

SONGS OF THE "WHO" IN THE WORLD OF MUSIC, section of this issue has recently listed a reduction in the size of certain stereo and mono releases. All standard features and department work will continue publication next week.

TWIST, Ventures, Delton
MOON RIVER, Lawrence Welk, Dot
TAKE GOOD CARE OF MY BABY, Bobby Lee, Liberty
AND NOW ABOUT MR. AVA-LON, Frankie Avalon, Charmichael
FERRANTE AND TEILCHER LOVE THEMES, United Artists
SOUND 35/MM, Enock Light and the Light Brigade, Command
BRISTOL STOMP, Dowell, Parkway
CLAP HANDS, HERE COMES CHANDELIER, Ela Fitzgerald, Verve
SAD MOVIES, Lennon Sisters, Dot
ORGAN AND CHIMES, Robert Rheims, Rheims

LOCAL SINGLES BREAKOUTS
These new records, not yet on BMW's Hot 100, have been reported getting strong sales action by dealers in major markets listed in parenthesis.

LET ME IN, Sensations, Argo 54003. "Tug-Your-Williams, BMI (Atlantic, Philadelphia"
AND THEN CAME LOVE, Ed Townsend, Challenge 5192. "Duchess, BMI (Los Angeles"
CLOSE YOUR EYES, The Skyliners, Colton 613 (Tideland, BMI (Pittsburgh"
JINGLE BELL ROCK, Chet Atkins, RCA Victor 7917 (Columbia, BMI (Melrose-
BYE BYE BABY, Bob Conrad, Warner Bros. 4024 (Shurfine Records, BMI (Los Angeles"

LITTLE BITTY DAVE, Ed Townsend, Challenge 5192. (Four Star, BMI (Minneapolis-St. Paul, BMI)
LONESOME ROAD, Don Shirley, Cadence 4100 (Mayfair, ASCAP (Milwaukee"
THE WALTZ YOU SAVED FOR ME, Ferlin Huskey, Capital 4000 (Fain, ASCAP (Milwaukee"
HE'S OLD ENOUGH TO KNOW BETTER, The Crickets, Liberty 59392 (Crichton, BMI (Milwaukee"
TWISTIN' BELLS, Santo and Johnny, Canadian-American 112 (Trinity-Climax, BMI (Milwaukee"

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

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

New Year's Catches Swing LP Sales

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

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

Jazz, Christmas Sets Swing LP Sales

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

Three Christmas music packages are featured on the monaural "New Action LP's" list this week, and two more yule items (Fred Waring's "The Meaning of Christmas" on Capitol and "The Sounds of Christmas" on Argo) are showing action although not yet on the "New Action LP's" chart.
## 150 Best Selling MONOAURAL LP's

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;BLUE LIGHTS&quot;, Johnnie Mathis, Columbia</td>
<td>19</td>
</tr>
<tr>
<td>2</td>
<td>&quot;GOODBYE, HONEY&quot;, Barry White, United Artists</td>
<td>18</td>
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<tr>
<td>3</td>
<td>&quot;SOMETHING'S COMING&quot;, The Righteous Brothers, Epic</td>
<td>16</td>
</tr>
<tr>
<td>4</td>
<td>&quot;BUTTERFLY&quot;, Wanda Jackson, Capitol</td>
<td>16</td>
</tr>
<tr>
<td>5</td>
<td>&quot;I WOULD DO IT ALL AGAIN&quot;, Millie Jackson, Epic</td>
<td>16</td>
</tr>
<tr>
<td>6</td>
<td>&quot;MISTY&quot;, Noel Naylor, Capitol</td>
<td>13</td>
</tr>
<tr>
<td>7</td>
<td>&quot;TELL IT LIKE IT IS&quot;, Herb Alpert &amp; the Tijuana Brass, Reprise</td>
<td>13</td>
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<tr>
<td>8</td>
<td>&quot;THING IN MY HEART&quot;, The Four Tops, Motown</td>
<td>12</td>
</tr>
<tr>
<td>9</td>
<td>&quot;I REMEMBER TOMMY&quot;, Frank Sinatra, Reprise</td>
<td>12</td>
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<tr>
<td>10</td>
<td>&quot;PONTIAC 426&quot;, O. C. Smith, Epic</td>
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<tr>
<td>11</td>
<td>&quot;ILLを中心に ECLIPSE&quot;, Elton John, Capitol</td>
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<td>12</td>
<td>&quot;THE PROMISE&quot;, The Rascals, Atlantic</td>
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<td>13</td>
<td>&quot;I'M NOT THERE&quot;, Johnny Mathis, Columbia</td>
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<td>14</td>
<td>&quot;IN YOUR EYES&quot;, Wanda Jackson, Epic</td>
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<td>15</td>
<td>&quot;SWEET FEMALE LITIGATION&quot;, The Righteous Brothers, Epic</td>
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<td>16</td>
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<td>18</td>
<td>&quot;SOMETHING'S COMING&quot;, The Righteous Brothers, Epic</td>
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## 50 Best Selling STEREO LP's

<table>
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<th>No.</th>
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<th>Weeks on Chart</th>
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<td>1</td>
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<td>&quot;SOMETHING'S COMING&quot;, The Righteous Brothers, Epic</td>
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<td>&quot;SOMETHING'S COMING&quot;, The Righteous Brothers, Epic</td>
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<td>4</td>
<td>&quot;SOMETHING'S COMING&quot;, The Righteous Brothers, Epic</td>
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<td>5</td>
<td>&quot;SOMETHING'S COMING&quot;, The Righteous Brothers, Epic</td>
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### Billboard Music Week for Week Ending December 31

The weekly music chart published by Billboard Magazine.
FROM A TOP SELLING SINGLE
HEAR NOW... A HIT POP ALBUM

WALK ON BY
LEROY VAN DYKE

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

stereo SR 60682
monaural MG 20682
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<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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<th>Peak Position</th>
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<tr>
<td>1</td>
<td>THE LION SLEEPS TONIGHT</td>
<td>T. Storrs, RCA Victor 6004</td>
<td>11/14/64</td>
<td>1</td>
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<tr>
<td>2</td>
<td>RUN TO HIM</td>
<td>Bobbie Vee, Liberty 13874</td>
<td>11/7/64</td>
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<td>3</td>
<td>THE TWIST</td>
<td>Chubby Checker, Parkway 511</td>
<td>11/14/64</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>GOODY GumdELend</td>
<td>James Brown, Capitol 469</td>
<td>11/7/64</td>
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<tr>
<td>5</td>
<td>WALK ON BY</td>
<td>Etta James, ABC 5647</td>
<td>11/21/64</td>
<td>5</td>
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<td>6</td>
<td>PEPPERMINT TWIST</td>
<td>Little Eva, Roulette 441</td>
<td>11/7/64</td>
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<tr>
<td>7</td>
<td>I'LL TAKE YOUR DREAMS</td>
<td>Lee Dorsey, United 578</td>
<td>11/7/64</td>
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<tr>
<td>8</td>
<td>CANT HELP FALLING IN LOVE</td>
<td>Lee Dorsey, Imperfect 1970</td>
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<td>9</td>
<td>MOON RIVER</td>
<td>Chubby Checker, Parkway 511</td>
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<td>10</td>
<td>I DON'T KNOW WHY</td>
<td>Linda Scott, Canadian-American 129</td>
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<td>11</td>
<td>WHEN I FALL IN LOVE</td>
<td>The Animals, Anthology 400</td>
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<td>UNCHAIN MY HEART</td>
<td>The Moonglows, Smash 995</td>
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<td>WHEN THE BOY IN YOUR ARMS</td>
<td>The Coasters, Verve 10110</td>
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<td>MOON RIVER</td>
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<td>15</td>
<td>TIL</td>
<td>Bobby Darin, EP 56647</td>
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<td>16</td>
<td>BIG BAD JOHN</td>
<td>Henry Oakes, Columbia 4137</td>
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<td>WHITE CHRISTMAS</td>
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<td>GYPSY WOMAN</td>
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<td>REVERE</td>
<td>The Dixie Cups, Mercury 7097</td>
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<td>THERE'S NO OTHER (DA Baby)</td>
<td>The Teen Kings, Colpix 205</td>
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<td>21</td>
<td>YOUR MA SAID YOU CRIED IN YOUR SLEEP MUST GO</td>
<td>The Teen Kings, Colpix 205</td>
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<td>22</td>
<td>I KNEW</td>
<td>Baltimora, Mercury 7097</td>
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<td>23</td>
<td>JINGLE BELL ROCK</td>
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<td>24</td>
<td>FOOL #1</td>
<td>Pony Boy, Epic 31168</td>
<td>11/7/64</td>
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<td>25</td>
<td>LET'S TWIST AGAIN</td>
<td>Chubby Checker, Parkway 511</td>
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<tr>
<td>26</td>
<td>JUST OUT OF REACH (of My Two Open Arms)</td>
<td>Jacksonville Band, Atlantic 3134</td>
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<td>27</td>
<td>FUNNY WAY</td>
<td>The Moonglows, Smash 995</td>
<td>11/7/64</td>
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<td>I'LL TELL YOU</td>
<td>The Teen Kings, Colpix 205</td>
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<td>SMALL SAD SAM</td>
<td>The Teen Kings, Colpix 205</td>
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<td>30</td>
<td>LITTLE DRUMMER BOY</td>
<td>Henry Oakes, Columbia 4137</td>
<td>11/7/64</td>
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</tbody>
</table>

**HOT 100 - A TO Z (Publisher-Licensor)**

**BBB BUBBLING UNDER THE HOT 100**

1. BUBBLY BIRDIE
2. BUMPY RAGS
3. BURSTING WITH JOY
4. BUSTLE AND FLUTTER
5. BUTTERFLY
6. BUSTLING BARNYARD JESTER
7. BURST THROUGH THE STORM
8. BUTCHER BURST
9. BUMBLEBEE LULLABY
10. BURSTING WITH JOY
11. BURST THROUGH THE STORM
12. BUMBLEBEE LULLABY
13. BURST THROUGH THE STORM
14. BUMBLEBEE LULLABY
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92. BUMBLEBEE LULLABY
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96. BUMBLEBEE LULLABY
97. BURST THROUGH THE STORM
98. BUMBLEBEE LULLABY
99. BURST THROUGH THE STORM
100. BUMBLEBEE LULLABY
# Dot Records: The Nation's Best Selling Records

## Best Selling Singles

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<thead>
<tr>
<th>No.</th>
<th>Record</th>
<th>Title</th>
<th>Artist</th>
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<tr>
<td>16299</td>
<td>Auctioneer</td>
<td>Johnny Boine</td>
<td>LEROY VAN DERVEY</td>
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<tr>
<td>16277</td>
<td>We Live In Two Different Worlds, Give Luga</td>
<td>We're The Ruggers</td>
<td>THE LONDON SISTERS</td>
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<td>16296</td>
<td>Let's Do Trippin' Wink</td>
<td>Lawrence Kinley</td>
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<td>16279</td>
<td>Trade Winds, Trade Winds</td>
<td>Jack Ross</td>
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<td>16262</td>
<td>Berlin Melody/Concernber</td>
<td>Billy Vaughn</td>
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<td>16304</td>
<td>Surfers' Stomp, Parts 1 &amp; 2</td>
<td>Jack O'Boone</td>
<td>KAY DELL AND THE TUFFS</td>
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<td>16303</td>
<td>Free Me/The Other Half of Man</td>
<td>Bill Vaughn</td>
<td>ROBERT KNIGHT</td>
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<td>16270</td>
<td>Sweethearts In Heaven</td>
<td>Bill Vaughn</td>
<td>DORBLYN BURNEITTE</td>
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<td>16305</td>
<td>A Country Boy In The Army/Dying Embers</td>
<td>Billy Vaughn</td>
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## Best Selling Albums

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<td>MOON RIVER — Lawrence Welk</td>
<td>GALE'S GREAT HITS</td>
<td>GALE STORM</td>
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<td>3410</td>
<td>STEREO</td>
<td>SAIL ALONG SILLY BY/Moon — Billy Vaughn</td>
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<td>3408</td>
<td>STEREO</td>
<td>STAR DUST — Pat Boone</td>
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<td>THE MILLIONS BROTHERS GREAT HITS</td>
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<td>3400</td>
<td>STEREO</td>
<td>LOUIS AND KELLY</td>
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<td>3398</td>
<td>STEREO</td>
<td>BE MY LOVE / Kee Smith</td>
<td>BE MY LOVE, Kee Smith</td>
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<td>3396</td>
<td>STEREO</td>
<td>RAGTIME PIANO GAL / Jo Ann Castle</td>
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<td>STEREO</td>
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## All Time Hit Singles

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## Best Selling EP's

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#Dot Records: Mail Now to Your Nearest Dot Distributor

OR WRITE: Dot Records, Inc., 1507 N. Vine St., Hollywood 28, California
Columbia and Victor Firms Place Most Records in the BMW Charmed Top 50

Third Year for Victor Singles

By BOB ROLONTZ

NEW YORK — For the third year in a row RCA Victor placed more singles records in the Top 50 of Billboard Music Week's "Hot 100" than any other label. Victor ended up 1961 with 20 million records in the Top 50. Liberty Records was second with 15. Imperial, Decca and Mercury, with 12 each. Victor led all labels in 1960 with 23 hits in the Top 50 of the "Hot 100," and also in 1959 with 18 singles.

In 1961, as in previous years, the trend of more labels and more records was evident. It is especially evident in 1961 a total of 112 labels had 252 records in the Top 50. In 1960 there were 21 labels with 297 different records in the Top 50 of the "Hot 100." In 1959 there were 22 labels with 277 different records in the Top 50 of the "Hot 100." The "Hot 100" chart now contains 71 labels.

Columbia Leads Albums for '61

NEW YORK — Columbia Records continued its hot album streak in 1961. According to Billboard Music Week's monthly and stereo album charts. Columbia placed 33 albums on the mono chart this year, and 22 albums on the stereo chart. Runner-up was Victor, finishing the year with 29 albums on the mono chart and 20 on the stereo listings. Victor made it a closer race than last year, when Columbia had double the number of albums on the stereo chart. In 1960, both labels placed 31 albums on the stereo chart.

On the mono chart, Capitol finished in third place with 16 albums on the list. RCA Victor's 16 albums were also on the mono side. (Continued on page 8)

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

By DON WEDGE

LONDON — World-wide disk sales of the major records and music industries group had risen 8 per cent in the two years from 1959 to 1961. This was stated by the firm's chairman, Sir Joseph Lockwood, in his review presented to stockholders for the annual general meeting on Monday. Sales of all products (of which about 80 per cent will be made up of disks) in the financial year ending June 30 reached £317.9 million, or 43 per cent of the business was in the United Kingdom. 16 per cent in the rest of Europe, and about 1/3 in the rest of the world, including the remainder of the world.

On the total sales, these is not the easiest of the figures' in the accounting year. The total of 20 per cent more than the previous year, but it included the Morphy-Richards and Atlantean subsidiaries, which were all turned over in the accounting year. Group profit was £15.2 million before tax, or 6.7 per cent of the £225 million turnover (October 9).

Lower Tax Plea

In his review, the firm's chief made a plea for a wider incidence of tax, lest an increase in the present rates might lead to a possible lower tax, uniform for all purposes, as a means of reducing the overheads of large companies. The plea was for less for such products as disks, playing equipment and other items which were at present "criminalized against us unfairly." (Continued on page 24)

RCA Philiby Distrib

Takes on Mercury

PHILADELPHIA — Mercury Records, unit of RCA Victor, said it was entering the "hot" disk market. This distribution this week from David Rosen, Inc., to Raymond Rosen & Company, thus bringing the interesting picture of an RCA Victor division in competition with independent distributors of major proportions.

Light Sees Great
Stereo LP Year

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

Commenting on the great improvements which have been made technically in stereo, Light said the industry still has a way to go. "We have developed tone combinations which even surpass our stereo 33s, range," said Light, "but the manufacturers cannot keep up with us. We must never stop working. Blocks in the cutting equipment—the stamping and the plating. The materials have to be improved, he said. I don't believe one manufacturer can do it alone, but it takes an industry-wide effort to perfect these improvements." (Continued on page 4)

Research Associates, Inc.

German Op Cutting 'GEMA-Free' Disks

By OMER ANDERSON

FRANKFURT — The Music Operators of America will be invited to participate in the production and distribution of royalty-free phonograph records, a project of German phonograph operators, for which the name of "Platin-Platt" has been already been set up to start production and distribution of the so-called "GEMA-free" disks. Some five titles are now being produced, which are in the planning stage.

The exclusive business association of juke box operators, which is the GEMA association in America, is inviting American participation in the project, it is learned, as a form of "insurance" against pending royalty demands.

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

"Juke box operation has been burdened so excessively by high taxation and unreasonably high GEMA royalty fees to the point where it has become a part of the trade for us to do away with it," Klinger said.

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

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

The association operator official emphasized, however, that the royalty-free project should be undertaken independently of ZOA, the Central Association of German Consumer Credit Institutions, or any other customer of the industry that might have its own private undertakings," Klinger said, "but one being conducted by operators for and for operators."

"GEMA's refusal to reduce their royalty rate demand means "to me to decide to take this matter into my own hands, and, I am prepared to come up to you and see you personally and discuss the production and distribution of royalty-free records."

However, it is an open secret in German trade circles that Klinger is planning to start a branch of the German society powerful backing from operators and other trade pillars digusted with the "GEMA's" refusal to bow to "GEMA's" refusal to bow to the demands of the juke box business. Should the trade would welcome a lever for use against GEMA just as it is promised by Klinger's project.

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

"The American trade is so smart enough to know that the U.S. will not be able to withhold from abroad, or the American law will never remove U.S. S. jake box exemption from royalty payment," a German trade source and Klinger backer said.

"It is obvious that the copyright societies, in the U.S. as well as in West Germany, will be forced to reduce their demands if they have competition from the United States," Klinger said.

"Obviously, whatever money American interests put into our proj- ect will return them rich dividends when they have to negotiate with ASCAP."

Arguments against the "GEMA-free" undertaking are:

1. The U.S. trade have to pay the standard jake box royalty license whether they play only one GEMA disk in a day or 3,000. The GEMA license, on the other hand, has been sent and the operator gets the record, five title strips, and literature telling the operator how to play each disk. The total type the record is for and information about the artist and arrangement. Also individual Columbia distributors send promotional samples to operators in their area. Singles sent by the label are included with the record, and if the operator is particularly suited for juke box locations. In addition, Columbia prepares singles production and delivery by the juke box market.

FREE SAMPLES

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

By AARON STERNFIELD

NEW YORK — Each week, 30 operators in the New York area receive an average of 150 new singles. These promotional singles are given to the operators so that they may test them, and, if the results warrant it, keep them for their routes.

The 250 free records given each week by Columbia to juke box operators are not only important. The operators could pick up the singles on their own, with a one-stop for just a few dollars.

What is important, though, is that there have been no major established direct contact—albeit a limited one—with the jake box operator.

One-Stop Rule

In New York, the one-stop has become the major link between the jake box operator and the record company. The one-stop is for the sale of a song, for which the pricing is determined largely by the local one-stop, and the one-stop keeps a specified percentage. The local one-stop's record company is a single that is sold to the operator.

"I have no trouble selling records, but with the one-stop, it makes a difference because the customer does not have to pay the same price as the record company unless the one-stop is not enough." Few dealers in the automatic (Continued on page 24)

Paid Circulation This Issue 21,362
**COLUMBIA 1961 SALES TOP LAST YEAR BY 25%**

NEW YORK—Columbia Records sales for the year 1961 were up 25 per cent over sales in 1960. Goddard Liberson, president of Columbia, stated that this enabled the firm to add two recording studios in its line for the third successive year that Columbia had surpassed previous year’s business by a substantial amount. This year’s total sales were up 22 per cent over 1958; and in 1960 sales were up 22 per cent over 1959.

In its year-end statement, Liberson noted that Columbia had completed plans to expand the firm’s international operations, with the opening of a new office in South America, Japan, Australia and the Middle East, marking a vigorous campaign to increase the firm’s record and distribution activities in foreign markets.

Columbia completed its fourth manufacturing facility in Pinellas Park, Fla., in 1961. The $1 million expansion of its Terre Haute, Ind., pressing plant was carried out.

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

**Record Manufacturers Predict 1962 Could Be ‘Greatest Ever’ Sales Year**

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

NEW YORK—Predictions for the greatest year the record business has ever known were voiced last week by executives at the annual independent dealer conference. The 1962 forecasts were tempered, however, with expectations that competition for the consumer dollar will also be greater than ever before.

The remarks covered both the above and single-record situations that most leaders voicing confidence that stereo sales, particularly, would move up. On the single front, two respected businessmen forecast that the availability of good song material, which has also produced that the problem of exposure of new singles would continue to plague the industry.

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

**Competition to Tighten**

Speaking of the competitive factor, Wallichs said: "The coming year will bring on a competitive battle between the majors and the independents. We are all trying to make a profit. We are in a situation that I believe if any companies had to pass off on prices they had to pass off on quality."

**Stereo to Zoom**

Deca president, Milton R. Raskin, said that "stereo is the biggest sales year thus far and it will be the same for the record business of the last six months, the "consumer"

**Country Music Has Biggest Year Among Forces Stationed in Europe**

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

From a year average of 65 per cent of all PX disk sales, c.d.w., jumped during the yolking season of 1961, c.d.w. sales at PXs in South Germany and Italy rose to 75 per cent of all record sales in some areas. A PX platter officer reported, "We can’t keep up with the demand for disk at all PXs. The sales are astronomical."

Military music, however, has not been the only trend in PXs in Europe. Some interesting trends in date and dance music have been observed at standard PXs.

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

PX disk buyers have been getting adequate supplies of c.d.w. despite its runaway success. Disk companies are aware of the fact that c.d.w. is not the polarity of any type of music and that they should not be "locked out" of PX sales. From our point of view, is a tragic mistake," one PX buyer said.

At 15 countries in Europe the Armed Forces Network (AFN) has been increasing country music exposure steadily. There is a strong demand for 1 3/4" and 2 1/2" 15 cm AFN pro.

A large number of the international U.S. disk producers, the German trade is keenly aware of the opportunities in c.d.w. with the German and U.S. military forces. All major German diskies have country music production programs, and all are expanding output. And all are making money from the c.d.w. boom.

**Mercury Sets New Distributors In Tex., Phila.**

CHICAGO—Appointments of new Mercury Records Distributors in the Houston, Dallas, Fort Worth area of Texas, are: S. E. Pitts, Fort Worth and S. E. Arnold, San Antonio.

Kenny Myers, vice-president in charge of Mercury operations, said: "We’ve been in this business for 30 years, and have always been a Los Angeles based company. We will now operate a branch in Philadelphia and in the South."...

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**BMI ERROR ON ‘RUNAWAY’**

NEW YORK—"Runaway" by the Bachelors and "On the Rebound" by Floyd Craner on RCA Victor were not listed in the Top Sides of 1961 chart that appeared in Western Radio Monitor, since the proper positioning of these two songs on pages of other record sales on the chart, a corrected chart appearing in the present issue for year-end program.
Cutie Radio Station Pulls Switch to Staid Call Letters & Format

WASHINGTON—A Seattle radio station, formerly given to rock and roll programming, with the name of Cutie Radio, Inc., and call letters KUXI (myronx), has been allowed to change its name to conform with the dignity of being a "better music" outlet. The new station is named Bitcoins, with the call letters KIXL, which signifies are Roman numerals with a "classical designation." Federal Communications Commission allowed the change.

According to the petition, KXXI, also as a "better music" station, proposed that the "kicking" sounding letter—KIXL—be that for "kicking the public. The older station says programming of newcomer KUXI (formerly a Renton, Wash., outlet) is "strongly irritating," the close adjacencies on the radio dial compounding the older station's confusion, the older station said.

Cutie, owner of "kicking"—KXXI, that is—says none of this is true. Cutie says it took the classical Roman numerals to spell their dial position, nine-one. One, it says similarities that in program are only kind "common to a number stations which attempt to distinguish themselves from rock and roll stations." It said would that better music programming also were available in the market.

The FCC, in a file court opinion, did not rule the call letters of the two stations constitute such a oneness "sufficiently" to be indulged the public. As for the programming by the reformer, and competing KIXL, that is the Communications Commission regularly regards competition practices between stations as a market, under serious questions of character qualifications are raised.

London of Canada To Handle Liberty

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

London of Canada, under terms of a three-year contract, will distribute Liberty Records in Canada. The agreement provides that London will retain its label identity in the Dominion. The close proximity of the Canadian market prompts Liberty to place it under its domestic sales departments into this market, rather than to handle internationally sales which handle all other non-U.S. markets.

Maxine Music Co. Acquires Malmax

NEW YORK — The George Pinus affiliated firm of Maxine Music has acquired the catalog of Malmax Music, Inc., which includes pop and rock material written by Maxine Brown, among others. The company is owned by John T. Johnson, Bob Elgin and Kay Rogers.

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

MITCH SELLST BOSTON MTKT.

BOSTON — Mitch Miller's group doing "Most Be Santa" was well placed in the Top Ten area present. The Columbia record has been sparked by Christmas buying, and the holiday album, from which it comes, is getting a good share of the trade. For the breakthrough in the singles field, "Most Be Santa," in a plan to sell the Christmas album, "It's a Christmas Night," with the flip side of the single "Christmas (Come Back to Me) in Your Arms" getting almost as much.

"It's a Christmas Night," by the Rudolph the Red-Nosed Reindeer with the Chipmunks, was doing strong this year, but so were other Chipmunk records. Donovon's "While Christmas Is Here," for example, is a standard, now with Christmas song, according to the charts. A share of purchases was the 20th Fox label's "Little Drummer Boy" by the Harry Simeone Chorale. Singles generally had taken a sport as Christmas drew near.

While Twist singles are getting a bit of a twist is the Play It program. This is the program that is leading the album market and getting most of the sales there. One very stable and reserved store right came out said andThank Heaven for the Twist. Of course, the rhythm and blues big Christmas sellers in Boston, according to the charts. As the sales figures far out in front as those in other years.

Bert Crosby, a former radio personality that London, Victor and Angel ran sales priced merchandise campaign for Atlantic Records in the local market. Retail buyers had obviously expected it over their desks "Happy Hope" had produced a hype, exact origin unknown. One report had distributors of both labels offering special bonus records to dealers stock the time. Dot reportedly gave away albums with the Jack Frost version, said Canossa allegedly tossed in some twisters to help sell its Dave Appel "Happy Hope".

New West German Law Clarifies GEMA Status

BOHN — Chancellor Konrad Adenauer assured German缺口ornes that there is a new copyright law, to update the present law which dates back to 1914.

The draft law is designed to clarify the legal standing of GEMA, and to increase copyright protection for artists to compensate for the exploitation of their music through the use of television, radio, film and phonograms.

Specifically, the new copyright measure aims at ending criticisms that the GEMA has been permitted to create a "monopoly position" in which it is inestimable to nobody. It defines the rights and responsibilities of GEMA and established copyright owners. GEMA also establishes a board appointed by it. The board is to be presented to the Bundestag (Lower House).

The draft has four sections: (1) Legal provisions concerning copyright protection; (2) Legislation enforces the right to perform; (3) Legislation on the Brussels agreement based on the Berne Copyright Convention of November 9, 1886, for the protection of the works of the German Authors; (4) The agreement concerning the implementation of the European Union's agreement of June 22, 1990, on the protection of the works of the German Authors.

GEMA is the German Society for Performing Artists, the writers and producers of musical works, who makes agreements with the radio, television and film companies for the reproduction of the company's music. However, the new law will now give GEMA the right to enforce agreements with the companies to protect the rights of the company's music. The law will also provide for a new board to be appointed by the GEMA to enforce the new law.
Once in a great while, a new performer will come along who is special. He will be endowed with talent, presence, youth and a rare, elusive factor that can only be called "star quality." Today, such a performer is proudly spotlighted by Columbia Records. His name is Kenny Karen.

His first record, produced by Nevins-Kirshner, is "Oh Susie Forgive Me," coupled with "The Light in Your Window" (4-42264). It is a great record.
"A LITTLE BITTY TEAR"
#4681
IS WANDA JACKSON'S SENSATIONAL FOLLOW-UP TO HER HIT "IN THE MIDDLE OF A HEARTACHE"

Capitol Records
Top sides of the year

1. "Tossin' and Turnin'" Bobby Lewis, Beltone
2. "Thank Goodness for Casual Days" Lewis, Beltone
3. "I've Got a Woman" Little Sister, RCA Victor
4. "Oh, How I Love" Junior Samples, Mercury
5. "You're a Fool to Care" Junior Samples, Mercury
6. "When I Was Young" Junior Samples, Mercury
7. "The Longest Mile" Junior Samples, Mercury
8. "Tell Me When" Junior Samples, Mercury
9. "Why Did You Leave Me" Junior Samples, Mercury
10. "Don't Leave Me" Junior Samples, Mercury

11. "Little Bitty" Gene Chandler
12. "A Little Bit SWEET" Gene Chandler
13. "What a Wonderful World" Gene Chandler
14. "What a Wonderful Life" Gene Chandler
15. "What a Wonderful Year" Gene Chandler
16. "What a Wonderful Time" Gene Chandler
17. "What a Wonderful World" Gene Chandler
18. "What a Wonderful Life" Gene Chandler
19. "What a Wonderful Year" Gene Chandler
20. "What a Wonderful Time" Gene Chandler

Hot 100 for 1961

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9. "Why Did You Leave Me" Junior Samples, Mercury
10. "Don't Leave Me" Junior Samples, Mercury
The SOUND for '62
on DECCA • CORAL • BRUNSWICK

BREAK IT TO ME GENTLY

SO DEEP

DECCA 31348

BRENDA LEE

THE GREATEST HURT

THERE’LL BE NO NEXT TIME

BRUNSWICK 55221

JACKIE WILSON
The SOUND for '62

on DECCA • CORAL • BRUNSWICK

YES INDEED
c/w
WHILE WE DANCED
AT THE MARDI GRAS

CORAL 65549

PETE FOUNTAIN

AFRIKAAN BEAT
c/w
ECHO IN THE NIGHT

DECCA 31350

BERT KAEMPFERT
UNLOVED UNWANTED
c/w
AU RE VOIR
DECCA 31349

KITTY WELLS

ALLA MY LOVE
c/w
YOU ARE MY LIFE
DECCA 31347

WEBB PIERCE
**INTERNATIONAL NEWS REPORT**

**BILLBOARD MUSIC WEEK**

**FRANCE**

**Forecast Biggest Month in History**

By EDDIE ADAMS

92 Quints for Courtois Corbevato (Sito)

Major labels' sales report for February, with Courtois Corbevato coming in at the hotsten in many years. All kinds of Christmas disks, old and new, were prevalent.

Also many new talents have been recorded recently, sparked by the Twist craze.

Three new Twist talents have been recorded recently, including The Twiz, The Gallo and the Brat Pack.

The general business prospects, this race to rock singer's is only beginning.

**IRELAND**

Irish Tongue Also Enters Pop Disks

By KEN STEWART

At a press conference in Dublin, Gold-Linn launched two new disks, one a waltz, the other a lullaby, for a total of 24,000 copies, in the home of the Irish Christian Folk Commission. At 47 he didn't say for the Radio Times, but says he said in Irish.

Subsequently he went on to do some of the rock and roll in the Gaelic of Scotland for the BBC, where he ran the popular 'As Bliathun Phort.'

The broad approach Gold-Linn has adopted toward reviving the national language was indicated by the press conference of the first pop disk Irish. Speaking at the Shelbourne Hotel, Dublin, the chairman of the Irish Folk Commission said that Irish must find its place in all social, political and economic circles. We have issued more records of traditional music and songs than has ever been done before.

This disc is of particular interest, not only in the Gaelic, but its many potentialities for those interested in modernizing Irish music.

The first single coupling "Siluan (Little Joan)" with "Mhainchin," has already been previewed by several newspapers and magazines in Ireland. The names are respectively Sonny Knowles and Louis Walsh, now recognized as the leading figure in modernizing Irish music by Uil Blecher.

**GERMANY**

U.S. Hits Set German Pace

By JIMMY JUNGERMANN

102 Innungsmann Street, Munich, Germany

U.S. hits are on the march in Germany. Nearly all of the hits from the charts, Harrisburg's "Big Bus," Jackson's "Soul Man," R&B single "Angelina," Ely's "Albatross," and the new R&B single "Blender," are listed as hits by German radio stations. In fact, "Blender," sung by Bette Davis, is already being played on German radio. The German B.E.C. also recorded a record, but is currently obscured by the success of the U.S. hits.

The sound track of "Sodom and Gomorrah" has been released by the German film company, but is now in Rome to see the film. The score is composed of music from the Italian film "La Vita di un Pescatore," and "Blender" is now available in Italy.

The success of the film has been due to the music of "Blender," which is now available in the United States. The score was composed by the Italian film composer, and is now available in Italy.

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**ITALY**

Barclay Outlines Montecarlo Tune

By MARIO D'LUIGI Via Carducci & Milano

The weekly TV musical show "Montecarlo" has been broadcast in Italy. The show, which is broadcast in Italy, has been available in the United States. The show is broadcast in Italy, and has been available in the United States.

The rights for "Blender" in Italy have been acquired by the Guarnieri Publishing Company and have been granted to the Guarnieri family. The Guarnieri family has been granted the rights for "Blender" in Italy, and has been available in the United States.

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ITALY

Continued from page 15

"Tobia" (Douglas - Moger - Rapetti - Testa) Pub. R. R. Ricordi; "Simmato al Lume" (K. A. Ross), Pallavicini-Birth), C. A. Rossi, "Aspettando" (Senacca - D'Aquino), "Suvretta" (Marcoux - Boccardi), "Il cielo (Boccardi - Boccardi - Tommaselli), "Racconnet" (Berlitz - Bertolotto), "Racconnet" (D'Anzio), "Danza di Vita" (Connetto, E. C. C. Marazzini), "Racconnet" (C. A. Rossi), "Addio" (Mannino - Magliani - Morelli), published by Carciu.

BY SAMY STEINMAN

Piazza, America, Rome

After nine weeks of eliminations and 56 songs heard, the public has chosen the final 14 in the "Cona- mqualis Rex" Festival which all started off once again from the final run which will be decided January 6. The final list consists of the following:


Toshiba Records is the new affiliate in Japan, and Liberty and Laurie labels early in 1982, as EMI recently acquired the right to the world distribution of these indie discs. And Chancellor finalized a deal with Columbia Music to market its repertoire on this wire's sheet platters starting in January.

Record Production

According to the announcement made by Japan Phonograph and Record Association, October rec- ord production was 3,114,516 records, valued at 33,028,602 at manufacturers' prices. This indicates a gain of 23 per cent in quantity and 28 per cent in value over the same month last year. Thirteen per cent of the total production was stereo. This shows an increase of 42 per cent in comparison with 1960.

NEW ZEALAND

Anzac Christmas Business Off

By Fred Gerbe,

Box 5051 Auckland, New Zealand

May I take this opportunity on behalf of the industry in New Zea- land of wishing all the best Christ- mas ever for 1962. I am sure that there is "a bright and prosperous year on record for me and you all for those kind letters over the year. Christmas trade here is, however, lesser in volume in single. LP's are selling quite well, but that's a new one. Country's "Big Bad John" is still high on the best selling lists. Followed by Helen Shapiro's "Walk- ing Back to Happiness.

Exposure the Key

According to records, a popular key is the "key". In the singles field, noted one of the primary problems is that of ex- posure. Following under the "key" is a matter of exposure. A record popular is that of 20 per cent or more. As long as there is exposure, there is a chance that the record will get to the right people. Exposure is the key to success. The "key" is the one to the success of "unusual" recordings is growing year by year.

BILLY WILSON

SPAIN

Better Launches Command Series

By Russ Matte

23 January 1962

Better launched the original Command pressed album here in a successful manner. Light, Terry Snyder, Lew Davies, and David Financially, it has been the best seller for the local label.

Dick Shorts

"Yanqui" (Greece's "Adios") is up in Spain in Spain. For the year, the song "Alcoo Pando, Victor Moyares, and the band, Banda El Yvory, has been a best seller for the local label.

Spanish Radio records are trying to have the "America" and "Cuba's" albums "Tell Me, It'll Last forever," was launched by the local firm.

Spanish record companies are trying to have the "America" and "Cuba's" albums "Tell Me, It'll Last forever," was launched by the local firm.

1962 Looks Big

"Crying" and "Buddy Man" was released last week (London) and "Crying" and "Buddy Man" was released last week (London) and "Tell Me, It'll Last forever," was launched by the local firm.

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

By BRIGITTE KEER
Music Editor, Automaton-Markt

NOTE: This story, summarizing high points of activity in German music in 1964, can be made a bit more precise as a review of Who in the World of Music? section of this issue by clipping out page 169 of the "Who's Who" section.

1964 has been the most successful year for classical music in Germany since the Second World War. For the first time, since 1931, German classical music has been ranked as the number one in terms of sales, which has been largely due to the activities of the Automaton-Markt. The company has published more than 10,000 records, and has sold over 2 million copies worldwide. This has been a remarkable achievement, considering the economic challenges of the time.

Foreign Influence

Foreign influence on German pop music was quite strong in 1964. The Beatles and the Rolling Stones were very popular in Germany, especially with the younger generation. The Beatles' song "Help!" was a huge hit in Germany, as it was everywhere else. In fact, the Beatles were so popular that they even had their own German version of "help!"

The German music industry

In 1964, German music sales were up 38% compared to the previous year. This was largely due to the success of classical music, particularly the Automaton-Markt's releases. The company's sales were so strong that they were able to dominate the market.

The American influence

American music had a significant influence on German pop music in 1964. The Beatles and the Rolling Stones were very popular, as were other American bands like the Beach Boys and the Monkees. This influence can be seen in the popularity of American rock and roll, which was very popular in Germany.

The future of German music

Despite the challenges faced by the music industry, 1964 was a year of growth and success for German music. The future looks bright for the German music industry, and there is reason to be optimistic about the continued success of German music in the years to come.

GERMAN POPULAR MUSIC

1964 was a year of breakthroughs for German popular music. The Beatles and the Rolling Stones were very popular, and their influence can be seen in the rise of German rock and roll. However, the German music industry was still struggling, and there was a lot of innovation and experimentation going on.

The importance of the music industry

The music industry is very important to Germany, and it is a major contributor to the country's economy. The industry is also important for its cultural value, as it allows for the expression of German culture and identity.

The influence of the music industry on society

The music industry has a significant influence on society. It can be a source of inspiration and motivation, and it can also be a way to express emotions and ideas.

The future of the music industry

The music industry is facing many challenges, but it is also undergoing many changes. The rise of digital music and the internet has changed the way that music is produced and sold. The industry is also facing pressure from piracy and the need to adapt to new technologies.

In general, the music industry is a very dynamic and important part of German culture. It is worth paying attention to the developments in this field, as it can provide insights into the broader cultural and social changes that are taking place in Germany.
## Pop

**WANDA JACKSON**

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

*Capitol 4691*

**BOBBY EDWARDS**

**WHAT'S THE REASON** (Rourke, ASCAP) (2:06)—Bobby Edwards should have another pop hit with this fine rendering of the evergreen. He sings it with feeling ever catchy support. Filp is "Walk Away Slowly" (Pamper-Brown, BMI) (3:27).

*Capitol 4674*

**WILLIE JONES**

**WHAT'S MY MONEY** (Vicki, BMI) (2:17)—Chaster voices a strong performance of a solid rocker that moves. He is helped by a kick chorus. Filp is "Don't Leave Me" (Vicki, BMI) (2:15).

*Mr. Peacock 194*

**THE MAR-KETS**

**SHEER'Satorio** (Sheer-EDM, CASCAP) (2:09)—A snappy, swinging medium-tempo rocker gets a fine go from the instrumental group on this happy side. Hand-clapping adds good effects for the teen crowd. Filp is "Start" (Drink, BMI) (2:20).

*Liberty 55641*

**THE TUFFS**

**SHEER'Satorio** (Parts I & II) (Contello, BMI) (2:23), (2:28)—Here’s another version of "Sertie's Stomp," one in two parts. Instead of hand-clapping this version features a lively female chorus who chaps along with the combo. Filp is "This is Our Night" (Contello, BMI) (2:27).

*Contello 560*

**KANYE BELL**

**MIDNIGHT IN MOSCOW** (Melody Trails, BMI) (2:58)—Melodic tunes, which has been a hit in England, is handled an excellent, toe-tapping instrumental reading by the English combo, led by Kanye Bell. Could be big. Filp side is "American Patrol" (Traditional), "Kung Fu" (4:42).

**CLAY COLE**

**TWIST AROUND THE CLOCK** (Columbia Pictures, ASCAP) (2:17)—From the new flick of the same title comes this swinging addition to the Twist craze. Tune grown, New York rock Clay Cole sings it with spirit and the ditty will get lots of exploitation. Filp is "Don't Twist (With Anyone Else But Me)" (Post, BMI) (2:57).

*Imperial 5604*

## Country & Western

**GRANDPA JONES**

**COUNT YOUR BLESSINGS** (Combelle, BMI) (2:48)—**RANCHO SAM** (G-J, BMI) (2:19)—Grandpa Jones goes on forever and he's just as lively here on these two bright sides as when he started recording years ago. He should go country action with these sides, his first for the label.

*Monument 456*

## Jazz

**EDDIE HARRIS**

**MOON RIVER** (Famous, ASCAP)—Warm and insinuating jazz version of the hit tune could turn out to be a good seller for Eddie Harris, who made it pop-wise with "Tears" on a jazz kick. Filp is "Mr. Yunossi" (Famous, ASCAP), "Verjey 2248".

## Special Merit Singles

**ROGER DOUGLASS**

**THIRTEEN STEPS** (Belinda, ASCAP) (2:10)—**WE WILL NEVER BE AS YOUNG AS THIS AGAIN** (Leeds, ASCAP) (2:30)—**LEONARD BEATON** —**LITTLE WILLIE**(Travis, BMI) (2:15)—**I WALK IN MY SLEEP** (Commodore, BMI) (2:32)—

**STRAIGHT SCLALES POTENTIAL**

*Dale Houston — Montiel 906—Houston delivers a useful, expressive reading of this tripped-out ballad. He gets his moment in the sun with this one. D. S—LA7 1550.


*Navy Wind — (ERC-Exact, BMI) (2:30)—

*Tony Arden — Tapes of the Times — MERCURY 721—Tape Arden sets this pop tune with lasting over chanting support by the band. Could get some air. (Verse, BMI) (2:39).

*You Fool — (Rip, BMI) (2:45)—

## The Wobblers

**BROOKLYN** (King, BMI) —**555—A good instrumental this in an effective dance-tempo. Combo features steel, piano and guitar lead open. Key tunes should like this one. (O-C-Cal-For-Sir, BMI) (2:12).

*The Wobblers — (O-C-Cal — Brunnoff, BMI) (2:14)—

**Leonard Beatton —** SMASH 108—The novelty item is handled a good go by the other side. Very pleasant cover of the swinging side. (Arcas, BMI) (1:36).

*You Gotta Have a Fool — Sudden, BMI) (2:39)—

## Piano Jazz

**BOBBI RAE** —**BOBBY-NO** (The novelty item is handled a splendid job on the other side. Very pleasant cover of the swinging side. (Arcas, BMI) (1:36).

*You Gotta Have a Fool — Sudden, BMI) (2:39)—

## Wobblers

**BOOKEY BRIDGE** —An recreation of the legendary story of the sale of the Brooklyn Bridge, brought to life in the Wobbler style. This one could have some good hook power. Has a chance for play. (Robby, BMI) (2:30).

*Zincs, BMI) (2:15)—

## How Many Miles

**ALAN WYATT** —**THE** (Riverton) (2:30)—

*IMAX 151*

## Piano Jazz

**LESLIE UGGLAS** —**THE** (Riverton) (2:30)—

*IMAX 151*
jet plane delivery

brings this complete issue of Billboard Music Week to Western Europe—and most other parts of the world—at the same time American readers are receiving their copies. Two and a half times more International readers are getting the vital news of world-wide music events from this issue than from any other U. S. music trade publications combined.

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NEW YEAR

to all our friends
throughout the world

BILLBOARD
PUBLISHING
COMPANY
Hearings on TV Rates Set for Feb. 14

**Continued from page 4**

take a piece of filmed or taped fare with no more choice of the music content than you would have if it were in color. The profit was on price, despite the fact that producers were able to benefit from a competitive situation, in that they could shop around and pick and choose the best music content from many sources of repertoire.

Judge Ryan refused to allow such an argument. Wanda agreed, pointing out that this would not in effect be maintaining a status quo.

The show cause order was sought additionally because of the relationship obtaining between ASCAP and its members with regard to TV rights. These rights are mentioned in the agreements for each new TV pact, that ASCAP has made with NBC, that is, a new contract. ASCAP must go through the motions of actually negotiating from its publisher members for negotiation of TV styles and styles. Under the terms of the ASCAP 1950 consent decree, the Society must have these styles and styles of the membership before it can negotiate for licenses with the broadcasters.

The broadcasters had feared that at the expiration of the current rates for contracts, they might be suddenly and without warning the amount of repertoire available in that exact selection of the current contract.

Judge Ryan pointed out that there was little danger of this and that if it should happen, contempt citations would be issued.

ASCAP general counsel, Herman Fibelstein, pointed out that if the broadcasters persisted in their demands for a reduced rate (they seek a reduction of about 25 percent) it would work out that ASCAP would not have any rights to negotiate for, that is to say under such conditions, if the publisher authors assigning their TV rights to ASCAP might be less than the revenue.

In reply to a question from Judge Ryan, Fibelstein admitted that at present the Society does not have the necessary 80 percent of its rights assigned, and that in fact, several publisher board members of ASCAP have not as yet assigned their TV rights to the Society. The Judge then suggested it would be a good idea that all board members at least be represented. Fibelstein said he would try to bring them in.

A Justice Department attorney, John Wilson, noted that he was representing the United States. Following over an hour of argument and discussion, Judge Ryan, noting that he could not go into any briefs during the Christian Church, said that he would have to furnish an answer to the broadcasters request for injunctive relief of lowering of rates by 10 percent. Monday, Jan. 4 was set as the date for ASCAP's answer to the petitioners seeking a determination of rates. On the same date the Justice Department will state its position in the matter. An injunctive hearing was set for Judge Ryan's chambers Jan. 25, with the open hearing set for St. Valentine's Day, February 14.

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**Third Year for RCA Victor Singles**

**Continued from page 4**

had four each: Tamla, Epic, Jamies, Warwick, Brunswick, Fontana, Colpix, Gene, Capitol, Bel- levue, Savoy, Dunes and RCA had three. Two records were placed in the Top 50 by each of the following labels: Arista, Norcan, Challenge, Fensol, Valiant, Federal, Hull, Ho- ward, Tag, Rendezvous, Fox, Era and Carlton. A total of 53 other labels had at least one each in the Top 50.

It should be noted that the number of records a firm places in the Top 50 of BMI's "Hot 100" does not necessarily reflect the label's exact sales position in the singles market. A firm with two records that sell a million each is better off than a firm with 100,000 sellers. But more the disks a firm places in the Top 50 the more chances there are to break through. Since Victor still has a hot Presley (though not as racing singles in other years for going in), and had a million seller in "The Staeb Night," it appears that Victor sales position is very good.

**Strong Subsidaries**

It is interesting to note here that many of the labels ranked for records in the Top 50 are part of or owned by other labels if parent firm subsidiaries' titles are added together the result might be much different. For instance, Atlantic, and its subsidiary labels Arista, Norcan, Challenge, and Fensol, had 13 and Brunswick's four added up to 16. George's six and Capitol's five total 11, etc.

**The Artists**

In 1960 and 1961, the artists showed strong power on their single records, with a number of artists scoring with every single they released. Fats Domino and Chubby Checker were among the artists with records in the Top 50 in 1961. Elvis Presley, Connie Francis, the Beatles, the Chiffons and Bobby Rydell had five disks in the Top 50. Artists with four records were Ronnie and the Daytonos, Elta James, Hank Ballard, Ricky Nelson, the Champs, Lloyd Price and Jackie Wilson, the Drifters, Billy "Crash" Cricket, Bill Lacey, Jerry Butler and Brook Benton.

Artists who placed with three records were the Stax All-Stars, Arthur Adams, Frank Gable, Don L. King, Roy Or- phers, James B. Brown, Dionne, Della Reese, Eddy Brothers, Gene McDaniels, Re Nor, Doncaster, Bobby Vee, Neil Sedaka, Gene Pitney, Ray Charles, Otis and Pat Boone.

**Newsmakers**

**Capitol Lands New Rogers Musical Show**

HOLLYWOOD — Capitol last week scored the recording rights of the Richard Rodgers "No Strings," his first solo writing effort for the stage. The book is by Larry Hart, who recently won an Oscar with Oscar Hammerstein II, since the book is "The Pajama Game" is created by a string of top musicals, has been given both music and lyrics for "No Strings" by Richard Rodgers and "The Happy Time" stage version of his "Oklahoma!" and "Coward Of His Company" and "The Eddie Duchin Story" Films.

On the other hand, Renzo and Richard Klayman have been cast in the leads. Leon Belasco, producer of "The Mark Hellinger March" at the Mark Hellinger Theater (following trials run in Detroit and Chicago, March 1), and Toronto (O'Keefe Theater, three-week). The book is by Paul and Jackie Wilson, the Drifters, Billy "Crash" Cricket, Bill Lacey, Jerry Butler and Brook Benton.

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The Impressions

Another Bid for the Charts!

Don't Leave Me

EMI World Sales Up 8% in Two Years

Continued from page 4

EMI's fortunes were closely bound to the economic health of the industrialized countries, which accounted for four-fifths of sales. The emergence of two free trade areas in Europe — the Common Market and the Free Trade Association — created opportunities for a larger flow of products to industrialized countries, but intensified competition between firms, especially when members included members of both blocks with companies in each. It was assumed that development would be beneficial for both companies and distribution. In the present year, Sir Joseph said, assuming no political crises, sales might reach $230 million.

Up Since June

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

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

South America

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

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

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

In Germany there had been a large increase in classical disks and a decline in pop singles. Although EMI has been well with LP's. There had been a capital expenditure in the factory and the factory's water system.

An upsurge in Belgian television sales has been considerable, and increasing orders away from products like disks, but EMI record sales turnover was up.

Italian Factors

The Italian record market seemed to have reached a plateau. As competition was fierce, there was little room for increased turnover. The position had worsened by a 10 per cent government tax on records in addition to the usual stamp tax.

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

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

The Indian domestic market for disks improved with small increases in 1963, with the largest proportion of sales, and bounces for 45's and LP's. Exports were down, due to import restrictions, particularly for 78's.

There were much higher sales in Turkey despite the prohibition on importing essential materials. For the first time, EMI was able to produce locally all the materials needed for record production.

EMI business had been affected by political and economic uncertainty in South Africa. Disk sales suffered from severe restrictions among the native population and control which handicapped dealers moving their stores.

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

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

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Say You Saw It in Billboard Music Week

UA Signs Contract For Highwaymen Act

NEW YORK—United Artists has signed with G.L.G. Productions, the Ken Greenburg firm, for the services of the Highwaymen. The boys, whose contract with UA recently expired, are also managed under the new three-year pact with G.L.G. will produce all singles and albums done by the Highwaymen during the term of the contract. "All in the Family," "Steven Batts, Chan Daniels, Bobby Burnett, Dave Fischer, and Steve Troth" are currently completing their senior year in college. Their second UA album, "Standing Room Only," will be released early in 1962. G.L.G. Productions also makes all albums and singles cut by Eddie Gorme and Steve Lawrence under their new Columbia Records contract.

PARDON!

We were caught with our presses down, but now we can fill the tremendous demand for "OLLIVER TWIST"!

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Spiral Record 1407
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followed with nine, United Artists with eight, Decca and MGM with seven each, Mercury and Kay had six, and London and Warner Bros. with five each. ABC-Paramount-Douglas, Cleo, Parkway, Liberty and Atlantic had four spaces. Camino, Capitol, Vanguard, Reactor, Jubilee, Alco and Everest had three each. ven, Vee Jay, Com- mand, Roulette and Verve had two on the mono charts. A total of 16 labels placed one album on the mono charts.

DAILY AIR PLAY CHECK of All Records and Tunes on TV Channels 2, 4, 5 and 7 and WGN, WHEW, WADC, WBEZ Radio (W. T. Complete—Inexpensive.

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On the stereo listings, London and Columbia have both got 22 and Victor's 20, with 10 albums each. Dot was next with six, and Mercury, ABC-Paramount-Douglas, Continental, Columbia and MGM had two each on the stereo chart for 1961. A total of seven labels were able to place one album each on the stereo chart. The artists who scored the heavy-

COLUMBIA LEADS ALBUMS FOR 1961

MUSIC AS WRITTEN

New York

Artie Ripp has joined the Nevins-Kinkner organization as national promotion director. Ripp was formerly with Gone Records, and has also been associated with producers for Cadence Records.... George Kirby is at the Riviera in Las Vegas on the bill with Harry Belafonte, Rodgers and Hammerstein's "Flower Drum Song" on the road, a night-club stage for the first time at the Thunderbird in Las Vegas on December 14. The "Flower Drum Song" will be on 20th Century-Fox.... Sid Bernstein's "Big Show in Chicago December 23 to 31....

New York

Have you seen

If you're a man who takes pride in his work, you're a man who needs his businesspaper daily. Close to over Advertising as well as editorial pages. Why not pick out of doing a great job—so you have no better place to get so many good, practical ideas you can put to work with extra profit to yourself, and your firm too. . . . your business paper.

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Weber's service station near Rush and Wabash—plano.

MUSIC AS WRITTEN

Chicago

Snoosh bought the master of Bruce Channel's "Hey Baby." The tune originally came out on Leam and got good action in Dallas.... The local trade swung with a twist contest at the Rock & Roll-Twist party at the Civic Center. Another man with... we're both brothers, encouraged by the steady improvement of the tour. For more about the concert, see an upcoming report in Gregorian's "Christmas Wish from the Playboy January 2, scouts of his original triumph.... John Quixote—of Near North News and Weekly Reader—definitely predicts a big New Year's for Chicago's "Rock'n Roll... the Robinsons will be on tour at the Civic Center at the end of the month. Other...(it's a number of "special effects" that Betty Davis did for the "20th Century-Fox's Chicago"... an- creed to New Orleans on New Year's for an on-the-spot tour with a Hit..."},

Lubin Intros Denny Lebel

HOLLYWOOD—Denny Records, new label releasing singles and LP's, was launched last week by Joe Lubin, ex-serviceman of Arvin, the Doris Day-Marshall brave label. First album to be recorded by Lubin is "Swing About" with pianist George Wyle and the Gus Norman Singers.

Lubin currently is setting up distri-

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

GEMA has rejected outright any criticism of its operations and judi-

cial status. GEMA's board chair-

man, Dr. Erich Schulze, contended that the copyright organization over-

This can be a golden dish for the art-

The consumer electronic wing of TKW also loses another veteran executive when Andy Lornet, as-

Where there's business action, there's a businesspaper

COLUMBUS, Ohio—Bell Canto Swee-Tapes, tape duplicating and distribution wing of Thompson-Ramo Wooldridge, giant business entity, was left without major management personnel when Pete Faber, marketing director and only remaining executive, resigned on December 19. Pete Faber, who opened the Bell Canto 18 months ago after negotiating a multimillion-dollar license for...lary capacity for five years, would not comment on his departure. He said he is considering several other offers and may open his own duplica-

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Merchants Hurt by Local Industry Drop

PATTERSON, N. J. — All mer-

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Dorothy K Will Host TV Twist

NEW YORK — Local station, WOR-TV here, will present a spe-

ial long-hour "Twist New Year's Eve" party from 11:30 p.m. De-

cember 31 to 12:30 a.m. January 1. The show will feature Joyce Dees and his Stiltlers with Dorothy Kil-

gartlen and her husband Richard Kolmar as hosts.

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

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New York, New York

Top Gun Machine Settles All Fast Draw Battles—No Blood
Gottlieb Game Features Pin Tic-Tac-Toe

Operations Test Columbia Free Sample Pop Disks

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

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

Rightly or wrongly, the operator has long felt that the record companies have regarded him as a secondary market;" despite the fact that he is responsible for about 50 percent of all singles sales, and that in terms of promotional value, the juke box market is an important one for the record industry.

During recent months, the record companies have been displaying an increasing awareness of the juke box market, as witnessed by the release by major labels of special packages, generally consists of 12-inch albums, aimed primarily at the juke box market.

And, while the disk jockeys have been getting a portion of their high returns from the juke box operator, direct contact between record company and lesser department is kept to a minimum.

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Tennessee Bulk Operators Elect Gill

Memphis—C. D. Gill, Gill Vending Company, the hard-work- ing president of the newly organized Tennessee Vending Associa- tion, was re-elected president for 1963. He was elected the group's first president when the association was formed in April, 1961. The bulk vending operators also voted at its December meeting to change the name from Tennessee Bulk Vendors Association to West Tennessee Vendors Association.

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

Buildyite Resigns

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

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

Some two dozen operators, meeting at Wilmot's Restaurant, 2365 Purk, for a Dutch treat supper and business meeting, heard a report from Gill that the association had increased 30 per cent since its or- ganization.

The group welcomed three new members: E. F. Filipin Vending Company; Herbert Ginn, Ginn Novelty Company; and Ben Epstein, Epstein Vending Company.

Mason Accepts Gill announced that June Mason, secretary of National Vending Asso- ciation, had accepted an invitation to meet with the group. Date will be announced later.

The association voted to have stationery printed and make fur- ther effort to enroll bulk vendors in West Tennessee. The officers named Gill as chairman on the stationery and each member listed as a director.

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

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

Protect Industry

Announced purpose of the group is to protect its industry when the legislature meets every two years.

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

Jimmie Willke, Willke Distributors, Inc., one of the dealers who helped organize the association, feels the present law is all right as far as the tax amount goes, but it is not practical.

Globes get broken, children scrape the sticker off, or cut up many things happen to it. There is no much trouble and cut tape getting a duplicate, Willke said, that many operators just pay the $1 to get another one.

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

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

Vendo Executive Awarded Citation

Thomas A. Buckley

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

Buckley is one of 10 who were chosen from a total of over 100,000 alumni in the fields of engineering, business administration, home economics, and library science.

Buckley has been in merchandising virtually all his life.

Sales Climbs

He joined Vendo in 1951, saw sales climb from 59,800,000 to more than 61,000,000 in 1960, and was instrumental on the engi- neering side in his company's embarking on a program of standard- ization and diversification of produc- tion.

Community service and profes- sional association activities include membership in the Advertising Management Association, American Marketing Association, American Institute of Marketing. He is on the advisory committees of Sales Week, Dairy Reporter, and the Machinery Manufacturer's Asso- ciation, and is a member of PI Sigma Epsilon.

Buckley is a founding member and a governor of the Advertising and Sales "awards" Club of Kan- sas City and director of National Sales Executives. He has received the coveted "Benny" Award for his work in creative advertising.

(Continued on page 89)

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

Forest Hills, N.Y. — The New York Bulk Vendors Association in December meeting at Stratton's Restaurant here, decided to fight the waging of bingo chip manufacturers of bingo chips, whose products are similar to the size, shape and weight of U.S. 1-cent pieces.

Retail operators have been vic- timized by these chips which are being used as slugs in penny vend- ing machines. The New York group has been working closely with the U.S. Treasury Department on the mat- ter. To date, the Treasury Depart- ment has succeeded in causing sev- eral bingo chip manufacturers to

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

Customer Pressure

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

In an effort to get new members, the N.Y.B.A. voted to give free di- ners to each member who brings in a new member as well as to the new member himself.

Season's Greetings

A Happy New Year

To our many, many friends

Bartol Products Co., Inc.

Take care of your business, and your business will take care of you.

Mass. Bill Topic

For January 7 NVA Meeting

Boston—The National Vendors Association, at an annual meeting here January 7 to dis- cuss the proposed Massachusetts cigarette bill for vending machines, according to Roger Fols, NVA president.

The proposed measure would entail a $10 annual tax on all vend- ing machines — from 1-cent gum units to cigarette and drink vending. NVA maintains that a blanket per-machine tax, without regard to the cost of the machine or the revenue it produces, would spell the death knell for the bulk vending in the state and alter the shape of their products so that they may not be used as slugs.

Hard to Trace

However, many other manufac- turers persist in making chips which can be used as slugs and it is difficult to trace those manufac- turers.

Stanley Kreutzer, attorney for the local association, plans to con- sult with a Treasury Department official and discuss a new tactic.
Univend Corp. Acquires Two Big Companies

NEW YORK — The American Univend Corporation will acquire Bert Nathan Enterprises, Inc. and Dine-O-Rama, Inc., two of the nation’s largest concessionaires and vending machine operators.

The transaction is valued at $5,500,000, and the two firms gross an estimated $5,500,000. Bert Nathan, who headed both organizations, will continue to operate the newly-owned subsidiaries of AUC.

American Univend leases vending machines dispensing Alkaid, Cloroxmant and F&P Cough Lotion.

OPS TEST COLUMBIA SAMPLE DISK

Station KFRC/Ferry Building, San Francisco, Calif., has announced that it will broadcast Columbia Records’ first Christmas album on December 25.

The program has worked out well for Columbia too. Campagna reports that one-stops at Columbia two. Campagna says that one-stops have been selling more of the label’s product to the operators on the promotional list, and he added that one-stops from distributors have increased.

Have A WONDERFUL CHRISTMAS HOLIDAY

Snow, George & Sidney Egger

BULK MERCHANDISE

LINNLEY B. WARD

THE MOST EXPENSIVE LOOKING RINGS EVER SOLD FOR VENDING!

...at so low a price! 14 knockout styles.

• Fancy metal settings • Czech-cut stones • Will not tarnish

AVAILABLE FOR IMMEDIATE DELIVERY!

Take our “RING-DING” deal!!

Consisting of 50 Rings, 500 Pistons, 110 Features—$2.75

TO PURCHASE RINGS ONLY—ADVISE OF QUANTITY FOR PRICE

PLASTIC PROCESSES INC., 83 HANCO AVENUE, FREEPORT, N. Y.
FOR SALE
WRITE—WIRE—PHONE FOR PRICES
5 Seeburg AQ160
10 Rock-Ola 1455
Seeburg 200 record Wall-
box
5 Bally Official Jumpo Shuffle Alley
10 Bally Marksmen—new
5 Bally Challenger—14 ft.
5 Western Trails—new
WANTED TO BUY
Will Pay Cash
BALLY BINGOS
REDD
Distributing Company, Inc.
124 Lincoln St., Brighton, Mass.
AL 4-0400

YULE JUKE BOX RENTALS HURT BY PARTY BANS
BOSTON—The sound of music from juke boxes has never been more and more ceased to be a Christmas tradition in this area. Many people feel that Christmas parties just aren’t what they used to be. The fact is that the Christmas office parties where operators did the biggest rental business are rapidly disappearing. Many operators once looked to the Christmas season for a final boost in gross, but no more. It seems to be a question of morality—the Christmas office parties are no longer the juke box. Religious leaders for some years now have preached against the horrors of such parties and many firms have discontinued the practice of sanctioning any form of merriment in their establishments. Nothing else has shown up to replace the parties, but operators haven’t given up hope of finding a way to boost the sales a bit around the holidays.

Testimonial Dinner Honors Silverman
PHILADELPHIA—Joe Silverman, veteran manager of the American Machine Association of Philadelphia, was honored recently at a testimonial dinner held at the Latin Casino, across the river in New Jersey. More than 300 of Silverman’s friends attended and saw him receive two plaques for his work with St. Christopher Children’s Hospital over the last 10 years. One plaque was presented to him by Judge Joseph Gold on behalf of the American Foundation while Bill Rodensteiner, former colonel and now night club operator, presented him with a plaque from Frank Sinatra for working with the hospital.

Many leaders in government, banking and coin machine fields attended the dinner to honor Silverman.

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

Bill Would Ban Kid Play
GLASGOW, N. J.—A bill to ban children under 16 years of age from using coin-operated amusement games has been introduced. The borough council has taken it under consideration.

WE BUY
TOP EARNINGS
IN EVERY TYPE OF LOCATION
EVERYWHERE

FOR SALE
KIDDIE RIDES
1 & 2 BAY LONE DOG. $ 99.95
9 BAY LANE CAROUSEL (2 HORSES), each ....... 175.00
EXHIBIT RIDES 26 HORSES, each 215.00
1 NATE SCHMIDT CAROUSEL (3 HORSES) ........ 175.00
1 DOFTY DUCK $99.95

Tortoise: One-Third Down and Balance Upon Delivery.

21 TIMES MORE
TOTAL CIRCULATION
OF THIS ISSUE OF BILLBOARD MUSIC WEEK
21,362

THE WORLD WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

Joe Ash says...

WANT TO BUY
Vending Machines—Pool Tables

FOR SALE
AMERICAN, Continental, 1-5000, 1-8000, 3-5000, 3-6000, 3-7000, 3-9000.

THE MANY PIECES
AND GAME ROUTE—MARKET
VALUE OF $236,000.00—LOCATED IN
SEVERAL COUNTIES IN THE CAROLINAS—LATE MODEL
EQUIPMENT—EMPLOYEES WILL CONTINUE—
OWNER HAS OTHER BUSINESS INTEREST.

SELLING PRICE, $350,000.00—25% DOWN—
WILL FINANCE BALANCE TO RESPONSIBLE PARTY

ADDRESS: BOX 152, O/C THE BILLBOARD
188 W. Randolph St.
Chicago, Ill.

BANNER leads the way with a great new Philadelphia office!

Jim Gooch
Special parking and loading facilities...magnificent new showroom...the best in games, music and arcade equipment. Our big volume makes it all possible. And to keep it going we’re still offering the best prices...our most liberal financing in town! See you soon at 411 NO. BROAD ST.

ROUTE OPPORTUNITY
480-PIECE MUSIC AND GAME ROUTE—MARKET
VALUE OF $236,000.00—LOCATED IN
SEVERAL COUNTIES IN THE CAROLINAS—LATE MODEL
EQUIPMENT—EMPLOYEES WILL CONTINUE—
OWNER HAS OTHER BUSINESS INTEREST.

SELLING PRICE, $350,000.00—25% DOWN—
WILL FINANCE BALANCE TO RESPONSIBLE PARTY

WANT TO BUY
Vending Machines—Pool Tables
Music

FOR SALE
AMERICAN, Continental, 1-5000, 1-8000, 3-5000, 3-6000, 3-7000, 3-9000.

THE MANY PIECES
AND GAME ROUTE—MARKET
VALUE OF $236,000.00—LOCATED IN
SEVERAL COUNTIES IN THE CAROLINAS—LATE MODEL
EQUIPMENT—EMPLOYEES WILL CONTINUE—
OWNER HAS OTHER BUSINESS INTEREST.

SELLING PRICE, $350,000.00—25% DOWN—
WILL FINANCE BALANCE TO RESPONSIBLE PARTY

ADDRESS: BOX 152, O/C THE BILLBOARD
188 W. Randolph St.
Chicago, Ill.
Juke Box Operators Seek Hot, New Tunes as Holiday Pick-Up

CHICAGO — Juke box operators were looking for a hot record in a general pre-holiday rush last week. The sales of "White Christmas" held steady, while "Mother Goose Lane" and "The Night Before Christmas" were still riding high.

SEASON'S GREETINGS
and all our best
wishes for a healthy and prosperous 1962

DOES ADVERTISING PAY OFF?
Let's Prove It With This Special

25 HIALEAH DE LUXE
Upright with 7 horse selections 5 cent operator at 1 cent
BRAND NEW IN CASES
PRICES RIGHT AS ALWAYS
$195.00 Each
All Prices Quoted Cash For Pool Prize—Write Today

DAVID ROSEN
VALLLEY SALES CO., INC.
533 MORTON ST.
BAT CITY, MICHIGAN

Season's Greetings

A SINCERE THANKS TO ALL OF OUR FRIENDS WHO HELPED TO MAKE THIS A BANNER YEAR, MAY 1962 BE FILLED WITH HEALTH AND PROSPERITY FOR ALL.
A Happy Holiday and a Prosperous NEW YEAR to you from

Eichinger Vending Contract Canceled By Airport Comm.

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

MAC members said Eichinger misrepresented himself when he denied business association with Herman Paster, St. Paul coin machine man.

(Continued on page 34)

A REALISTIC TEST OF TRUE DRIVING SKILL THAT GETS AND HOLDS FREE-SPENDING CROWDS!

This is Williams Road Racer—the race driving unit that operators have urged us to build. It is offered at a fractional cost of others and will enable you to retire your investment in a hurry and start generous cash earnings coming your way . . . fast.

PACKED WITH ACTION!
Words and pictures cannot describe the lively action, frenzied thrills and tandem suspense that generate steady, repeat patronage for Williams Road Racer. You must see it—try it—it doesn’t delay.

HOW IT OPERATES:
The driver tries to assume complete mastery of the red racing car when he drops the pedal and takes the wheel. He must steer the car parallel with and to the right of the racing lane...
Discount Stores Great Game Locations

By ROB LATIMER

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

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

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

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

Included are a Williams Punch Hitter, a Gottlieb Sweet Siouox, a Gottlieb El Dorado, and a Gottlieb High Fiver. More machines include an Exhibit Six Shooter, a Gottlieb Mademoiselle, a Straight Shooter, a Chicago Coin Riffle game, and a photo reflex machine.

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

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

Teen-Age Trade

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

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

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

‘Top Gun’ Machine Sets All Week

- Continued from page 26

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

After the coin insertion, Top Gun shows, "Draw." If the contestant misses or Top Gun is faster, the gun-slinger hauls out his opponent with "Miserable polkcat — greenhorn dude." If the gun-slinger is hit first, he utterese a excuse for his poor shooting arm. Contestant's score is registered on automatic times, 18 by 21 inches and accurate to 1/100ths of a second. Operation is started by coin drop. After three draws, the unit is automatically cut off.

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

FOR SALE
1 Mills VIOLANO VIRTUOSO
A rare collector's item.
Ideal for trade shows, museums, parks.
AMUSE-VEND INDUSTRIES
604 Tenth Ave.
New York 36, N.Y.
Phone: J.2-1209

... Continued from page 26

84 86 88 90 92 94 96 98


gottlieb’s egg head

Now! 16 winning ‘tic-tac-toe’ combinations!

Rollover buttons and targets select whether bumper scores ‘X’s’ or ‘O’s’.

Hitting bumpers then lights ‘X’s’ or ‘O’s’ in ‘tic-tac-toe’ panel.

Completing horizontal, vertical or diagonal line of ‘X’s’ or ‘O’s’ scores special and lights rollers for additional specials.

“X’s” and “O’s” controlled & activated by skill play!

- Make specials by high score, too.
- Match feature
- Sparkling design

Revolutionary “tic-tac-toe” Panel Eliminates Confusion

Either ‘X’s’ or ‘O’s’ light in exactly the same position, each square, a cut! It’s new! See your Gottlieb Distributor for a demonstration today!

New "Hard-Cute" Finish
in Pinball Play adds a glittering Start to Every Game

Season’s Greetings
EUROPEAN NEWS BRIEFS

*Continued from page 32*

than any other wall model. The new wall model Fanfare has an entirely invisible mechanism and is minimized throughout. It is being promoted as a "slenderline unit without the sides." Instead of the familiar Fanfare horizontal stacking of discs, the new model has a vertical stacking. NAMM will see a new product from the Fanfare Silver equal to that of prestigious Standard boxes. The Bingham-W Detroit will see new products and be able to keep up with the export market, particularly in Latin America where price and space are prime considerations.

W. Berlin Ops Open Tax Battle

WEST BERLIN—Operator associations in West Berlin and the Rhineland-Palatinate have opened legal action to force revision of amusement tax legislation as it is applied to juke boxes. The West Berlin association contends that the taxes are stifling the Juke box trade, particularly in view of the city's Communist-economic crisis. Operators have assembled

Statistics showing that Juke box operators are doomed to eventual bankruptcy unless they are granted tax relief. In the Rhineland-Palatinate operators claim the tax is being applied to them in discriminatory fashion.

Ski Disks Score on Juke Boxes

VADUZ, Liechtenstein—Enterprising Liechtenstein Juke box locations are experimenting with "how to ski" disks dovetailing with the presence of the Liechtenstein Mapur prime time as a ski as well as summer resort. Locally produced disks are used to explain ski instruction in humorous form against background of picturesque mountain areas. The disks offer straightforward instructions, but others parody the whole institution of skiing. The instructors are on boards that novice skiers can profit by quiet reflection and review of the day's disasters in the evening. Some of the programs are designed for group singing, and these are enjoying a phenomenal success.

when answering ads . . .
Say You Saw It in Billboard Music Week

Eichinger Vending

*Continued from page 32*

chine distributor, who was slain. Eichinger, in one of his business relationship with Pastor when the contract was awarded November 6, as stated in the agreement November 20, the commission—all red copy—announced that Eichinger and Pastor were joint incorporators of five real estate firms.

"I didn't mean to deceive you, I thought the instructions and psychology about the vending machine business are for property a thought," Eichinger told the commission.

The commission has rejected all bids and announced that it would pre-advise for bids on the vending and amusement machines contract for the new terminal building.
from Seeburg to you...cordial greetings for the holiday season...& sincerest wishes for a prosperous 1962

BUT DON'T OPEN THIS ONE SPECIAL PACKAGE UNTIL JANUARY 6!

SEEBURG HOLIDAY ARTIST OF THE WEEK RELEASES

WEEK OF DECEMBER 18
Sinatra Swings
FRANK SINATRA (Parlons)
The Slightly Fabulous LIMELITERS (RCA Victor)

WEEK OF DECEMBER 25
Percussion on Stage
MAURY LAWS ( imdb)
Chet Atkins' Workshop
CHET ATKINS (RCA Victor)

THE SEEBURG SALES CORPORATION • CHICAGO 22
FREE

This
Special Collectors’
Record

Keyboard Giants
of the Past
PADEREWSKI
de PACHMANN
RACHMANINOFF
ROSENTHAL
BAUER
GABRILOWITSCH
LHEVINNE
LEVITZKI
KAPELL

During January and February, offer this bonus record free to your customers when they buy any one of these six outstanding brand-new piano releases!*

“Artur Rubinstein
PLAYS GERSHWIN
Concerto No. 1
WILLIAM KAPELL

The pianistic giant from Texas
plays what he calls “the big-
gest” of all concertos, in a
perfect collaboration with
Fritz Reiner.”

“Brahms Concerto No. 2
Van Cliburn/Cliff Denner

“Brahms Concerto No. 2
Van Cliburn/Cliff Denner

“The pianistic giant from Texas
plays what he calls “the big-
gest” of all concertos, in a
perfect collaboration with
Fritz Reiner.”

“Sviatoslav Richter
MUNCH/BOSTON SYMPHONY
CONCERTO NO. 5

“Sviatoslav Richter
MUNCH/BOSTON SYMPHONY
CONCERTO NO. 5

“Sviatoslav Richter
MUNCH/BOSTON SYMPHONY
CONCERTO NO. 5

“Sviatoslav Richter
MUNCH/BOSTON SYMPHONY
CONCERTO NO. 5

“A great Gershwin specialist
joins Fiedler and the Boston
Pops in a sparkling program
that includes “I Got Rhythm”
variations.”

“The Great
RACHMANINOFF

Vault treasures by one of the
most brilliant pianists of all
time. Four of the 14 selec-
tions make their first L.P.
appearance here.”

“The Untouchable
WILLIAM KAPELL
“Keyboard Giants of the Past.” This magnificent collectors’ record, also available in regular $4.98 album edition (LM-2585), features nine of the world’s greatest pianists in memorable performances. Everyone will want to get in on this sensational value! Blue-chip artists like Rubinstein, Cliburn, Fiedler and Richter regularly land on the charts, just like top pop stars. They’re big sellers without special offers. Recall the phenomenal Lanza-Caruso 2-for-1 package and you’ll have some idea of how big this promotion is going to be! To pre-sell record buyers everywhere, RCA Victor has mobilized tremendous advertising and promotion support, including big national ads and point-of-sale materials. Ask your distributor for details of this promotion! It’s designed for dealers with an eye for new Classical record profits. Call now!}

RCA VICTOR
RCA VICTOR
The most trusted name in sound

*AT PARTICIPATING DEALERS ONLY / ILIVING STEREO AND MONO AURAL HI-FI / MONO AURAL / MANUFACTURER’S NATIONALLY ADVERTISED PRICES OPTIONAL WITH DEALER.