Yuletide Shopping Skyrockets
Year-End Sales of Records

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

A look back at Christmas singles indicates that Connie Francis' record of "Baby's First Christmas" was the hottest new Christmas song of the year, with such old standbys as "White Christmas," "Rudolph," "Jingle Bell Rock" and "Rockin' Around the Christmas Tree" gathering significant Christmas sales.

The interesting aspect of Christmas business was that suburban disk shops, those that have shopping centers in many areas of the country, showed great upsurge in sales, while dealers in local communities, and some general store independents, indicated a slight increase, or even dropped off a bit. This is akin to the increase in business to be expected in the downtown branches of department stores while their main city stores showed only slight increases.

LP's Tops
In South

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

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

Biggest complaint on the retailer level in Memphis was the failure of some dealers to supply the particular records in demand, which has curtailed singles sales considerably, according to a retailer.

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

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

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

"He's Not Just a Soldier," by Little Richard on Mercury, and "Dear Ivan," by Jimmy Dean on Columbia, were getting good Washington business, reflecting a sober note under all the holiday twinkle hilarity. In Christmas sad-sight dealers here report heavier sales for "Baby's First Christmas," the Connie Francis record, "Little Drummer Boy," by the Harry Simeone Chorale, "Sleigh Bell Rock," by Bobby Helms on Decca, and the same title by Rayland and Checker on Cameo, "Rocking Around the Christmas Tree," by Brenda Lee on Decca, sold strong. "Rudolph" and "White Christmas," veteran standards, were edged out of sales by the newer contenders for holiday singles crown this and coming years.

Instruments Hot

The dizzy upward spiral of the fun-making twisters here has a parallel rise in popularity of instrumental numbers. Sales here were heavy for "Let There Be Drums," by Sandy Nelson (and they are beginning to ask for the flip side, too, dealers note); "Flying Circle," by Frank Shy, and "Unequaled Dance," by Dave Brin (Continued on page 6).

Christmas Albums Lead
Powerful LP Sales Rise

NEW YORK — Album sales — especially on holiday LPs — were better this year than they have been for some time. One Midwest dealer reported that his Christmas sales were the best in eight years. In one out of Cleveland, Buffalo and New York—suburban stores particularly chalked up heavy sales. The sales boom on holiday wax is reflected this week on BMW's best selling monaural LP chart, which lists 17 yule packages. Seven additional Christmas albums are spotlighted as monaural "New LP's." Christmas albums are also strongly in evidence on the best selling stereo chart, as well. Holiday packages with two more on the stereo side are currently available.

Columbia dominated the holiday album sales here. The label has seven yule LPs on the monaural chart and three on the stereo lists. RCA Victor has three holiday LPs on the monaural chart, one on the stereo chart and one monaural "New Action LP." Capitol and Decca are also busy with records this week.

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The large list of singles and twisters, newcomers selling well here were "Fanny How Time Flips Away," by Jimmy Elledge on RCA; "Where Have All the Flowers Gone," by the Kingston Trio. Elledge is getting heavier radio play here, and so is "Imagination" by the Temptations. The Happy Guy," by Nina and the Ebbistles on Mr. Peacock, made good sales for one dealer, "What a Walk," by Bobby Lewis, made good sales for two dealers.
### MONAURAL LP's

<table>
<thead>
<tr>
<th>Week Ending</th>
<th>Title, Artist, Label</th>
<th>Week Ending</th>
<th>Title, Artist, Label</th>
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</thead>
<tbody>
<tr>
<td>150 Best Selling</td>
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<td>50 Best Selling</td>
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#### STEREO LP's

<table>
<thead>
<tr>
<th>Week Ending</th>
<th>Title, Artist, Label</th>
<th>Week Ending</th>
<th>Title, Artist, Label</th>
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<tbody>
<tr>
<td>FOR WEEK ENDING JANUARY 7</td>
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MY NAME IS SANTA CLAUS
I'VE HAD IT...
I'VE BEEN RUNNING LIKE A NUT DELIVERING "COTTON FIELDS" BY THE HIGHWAYMEN
"TOWN WITHOUT PITY" BY GENE PITNEY
"BOOMERANG" BY CHARLIE DRAKE
"TONIGHT" BY FERRANTE & TEICHER
"YOUR MA SAID YOU CRIED" BY KENNY DINO
AND ALSO LAST MINUTE CALLS FOR "LILI MARLENE" AND "SCHWALBENWINKEL" BY RALPH MARNERIE FROM THE ALBUM "JUDGEMENT AT NUREMBERG"
A BIG FELLOW I'M NOT BUT IN ADDITION I'M SCHLEPPING HEAVY PACKAGES OF ALBUMS BY FERRANTE & TEICHER
"WEST SIDE STORY" "GOLDEN PIANO HITS" AND "LOVE THEMES" THE HIGHWAYMEN ALBUM "GREAT MOTION PICTURE THEMES" "NEVER ON SUNDAY"
SO LISTEN...FROM NOW ON DON'T CALL ME... I'LL CALL YOU!

I'M REALLY HAROLD BLECKNER ASSISTANT PRODUCTION MANAGER UNITED ARTISTS RECORDS
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Licensee</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Lion Sleeps Tonight</td>
<td>Tanya, RCA Victor 2025</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>The Twist</td>
<td>Chuck Berry, Mercury 616</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Run to Him</td>
<td>Boyde, Vee, Liberty 23398</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Popcorn Twist</td>
<td>Berry, J. and the Northern Lights 3018</td>
<td></td>
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<tr>
<td>5</td>
<td>I Can't Help Falling in Love</td>
<td>Hedy Lamar, Decca 28143</td>
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</tr>
<tr>
<td>6</td>
<td>Happy Birthday, Sweet Sixteen</td>
<td>Don, Decca 2016</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Goodbye Cruel World</td>
<td>Linda, Philips 2548</td>
<td></td>
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<tr>
<td>8</td>
<td>Walk on By</td>
<td>Lesley, Vee, Decor 2011</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>When I Fall in Love</td>
<td>Lou sculpture, Capitol 6880</td>
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<tr>
<td>10</td>
<td>Unclean My Heart</td>
<td>Kaye, ABC-PARAMOUNT 3046</td>
<td></td>
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<tr>
<td>11</td>
<td>The Boy in Your Arms</td>
<td>Connie Francis, MGM 2561</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>1.45: White Christmas</td>
<td>Tony, Decca 2039</td>
<td></td>
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<tr>
<td>13</td>
<td>I Know</td>
<td>Barbara George, Capitol 169</td>
<td></td>
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<tr>
<td>14</td>
<td>I Don't Know Why</td>
<td>Elkie, Drama, ABC-Paramount 3094</td>
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<td>15</td>
<td>I'm Gonna Get You</td>
<td>Bonnie &amp; Delores, Imperial 1014</td>
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<tr>
<td>16</td>
<td>Revenge</td>
<td>Brenda, Mercury 7913</td>
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<tr>
<td>17</td>
<td>Moon River</td>
<td>Dharma, Imperial 1663</td>
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<tr>
<td>18</td>
<td>There's No Other (Like My Baby)</td>
<td>The Crystals, Pioneer 180</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>Jingle Bell Rock</td>
<td>Bobby Helms, Decca 2812</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>Little Drummer Boy</td>
<td>Chi-Cheeta, Chery 2009</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>Rock-A-Bye Baby</td>
<td>Shirley, ABC-Paramount 3104</td>
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<tr>
<td>22</td>
<td>Town Without Petty</td>
<td>Bert, Decca 2039</td>
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<tr>
<td>23</td>
<td>Gypsy Woman</td>
<td>Impersonal, ABC-Paramount 3034</td>
<td></td>
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<tr>
<td>24</td>
<td>Baby's First Christmas</td>
<td>Present, ABC-Paramount 3024</td>
<td></td>
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<tr>
<td>25</td>
<td>A Little Bit Teary</td>
<td>Burt, Decca 2038</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>A Little Bit Nasty</td>
<td>Della, Decca 2023</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>Funny How Time Slips Away</td>
<td>Dora, Mercury 7908</td>
<td></td>
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<tr>
<td>28</td>
<td>Cotton Fields</td>
<td>Pat, Decca 2031</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>Samba Del Ray</td>
<td>Del, Decca 2020</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>Baby It's You</td>
<td>Marlene, Mercury 1227</td>
<td></td>
</tr>
</tbody>
</table>

**HOT 100—A TO Z**

**BUBBLING UNDER**

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*Note: The table contains the Billboard Hot 100 chart from January 7, 1956, listing the top 100 songs of the week.*
**BEST SELLING SINGLES**

<table>
<thead>
<tr>
<th>RECORD NO.</th>
<th>TITLE</th>
<th>ARTIST</th>
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<tbody>
<tr>
<td>16290</td>
<td>Auctioneer</td>
<td>LEROY VAN DYKE</td>
</tr>
<tr>
<td>16277</td>
<td>We Live In Two Different Worlds/Kwew Lige</td>
<td>THE LEMMON SISTERS</td>
</tr>
<tr>
<td>16276</td>
<td>Let's Go Trippin'</td>
<td>HILL ROGERS</td>
</tr>
<tr>
<td>16279</td>
<td>Trade Winds, Trade Winds</td>
<td>DICKIE STEVENS</td>
</tr>
<tr>
<td>16262</td>
<td>Berlin Melody/Chore September</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>16304</td>
<td>Surfer's Stomp, Parts 1 &amp; 2</td>
<td>KAY BELL AND THE TOPYS</td>
</tr>
<tr>
<td>16303</td>
<td>Free Me/The Other Half Of Man</td>
<td>ROBERT KNIGHT</td>
</tr>
<tr>
<td>16270</td>
<td>Sweethearts In Heaven</td>
<td>CHAS WEATHER</td>
</tr>
<tr>
<td>16305</td>
<td>A Country Boy In The Army/Your Dying Embers</td>
<td>DORSEY BURNETTE</td>
</tr>
<tr>
<td>16297</td>
<td>Swamp Legend</td>
<td>THE FOUR COACHMEN</td>
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**BEST SELLING EP'S**

<table>
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<tr>
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<th>TITLE</th>
<th>ARTIST</th>
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</thead>
<tbody>
<tr>
<td>1071</td>
<td>Billy Vaughn Plays The Million Sellers</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>1072</td>
<td>Sail Along Silly Moon</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>1074</td>
<td>Gael's Great Hits</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>1075</td>
<td>Side By Side</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>1078</td>
<td>Blue Hawaii</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>1083</td>
<td>Pat's Great Hits</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>1087</td>
<td>The Mills Bros. Great Hits, (with BILLY VAUGHN)</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>1095</td>
<td>Theme From A Summer Place</td>
<td>BILLY VAUGHN</td>
</tr>
</tbody>
</table>
**New York**—The trend towards more "moderate" musical programming is continuing to build and 1962 should see still more broadcasters tempering heretofore strictly Top 40 formats with more ballad and oldies and LP selections.

One of the stations making the change is KTLN, Denver, which has dropped raucoyous-type rock and roll records and is now programming more "moderate" music. Station program manager Joe Finan notes "This does not mean that we are going into 'harp's or becoming a 'good music' station." Finan adds, "Any intelligible sound by Ricky, Fats, or Tony would be welcome to us, as long as it doesn't have a jarring juvenile sound."

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

No Rocking All Night

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

Steve may, WNYC, Putnam, Conn., which features "quality music," has a suggestion which he believes would speed the format change even more. May wants to force managers of "so-called Top 40 music outlets" to listen to their own stations for a period of time between four and six hours. "This, he claims, may 'give them a pretty good clue as to how many adults support them. Let's face it, how many adults can listen to four hours of rock and roll. Bring in more voices and musical newsways! Anyone who can say in seriousness that he or she is not old enough to this kind of nonsense' says May, "is headed for the Funny Farm."
NEW SOUND ADDS NEW LIFE TO CATALOG SETS
Growing Number of Firms Re-Processing Monos in Stereo Shows Old Album Power

BY LEE ZHTO

HOLLYWOOD, CA— Capitol Records, Inc., last week sold two entire equalities — Records and Phonographs and Mail Order and Electronics — each headed by its executive vice president to President Glenn Wallach. Structural change goes into effect Jan. 1.

Vice-President Alan Livingston announced that both divisions would handle all facets of the records and phonographs, operating, sales and retail, and record, record and accessories sales, manufacturing, merchandising, international, custom phonographs, and accessories.

Capitol also reorganized its Mail Order and Electronics division, which now will handle the marketing of EMI's U.S. sales, and also the marketing of England's EMI electronic equipment previously handled by a division of Plantronics, Inc.

Capitol issued new catalogs of equipment, presenting a complete line of stereo and mono audio equipment.

Capitol sold 8,000,000 units first five months of 1962, America's best selling stereo firm No. 1, sales up 30% over 1961.

NEW YORK—The practice of re-processing monaural LPs that have been released on stereo sides, and bringing them out again as semi-stereo, is growing strongly. The practice was pioneered by RCA Victor with one of its mono long-playing records, the LP issue of 'Peter Pan,' sold by Capitol and Decca among others, was brought out as a best selling catalog mono LPs being re-processed in stereo.

The number of such re-processed records is growing, and has increased in recent years.

One of the odder cases is the re-issue of this past Christmas in re-

processed stereo.

The re-release of the older monaural LPs is another indication of the ingenuity of recording engineers who are trying to preserve catalog items for the heavy buying public in these frantic days in the building of the importance of catalog items. Key items still sell, and a way to keep them selling is to put the sessions out in stereo.

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

Up to now most of the catalog re-processed LPs for stereo have been album-type re-

cords, except for the forthcoming Elvis Presley LPs, which have been both teen and adult appeal. The teen LPs don't seem as yet to be interested in stereo, since they are happily buying them in the present pre-

session LPs on 50. And many of those sides are sold rather quiescent from a record store standpoint when they were first issued years ago.

By OMAR ANDERSON

MUNICH — West Germany's Gramophone Union and mechanical Ver-

fahren und mechanische Ver-

wendungszweckgesellschaft (GEMA) is formed a new association for foreign countries, including the U.S.

Dr. Erich Schulze, the German phonograph industry executive, resigned as board chairman, declared that GEMA is highly displeased with the present world's copyright position.

For example, GEMA paid out 15,400,000 marks (12.21 per cent of net sales) to foreign countries in 1961, while for 1962, it foresees only 4,500,000 marks 4.46 per cent on consumer's mark.

Schulze's board chairman de-

nounces the time has come to put GEMA's foreign relations on a sound financial basis. More- 

forth, he indicates, foreign copy-

right organization will determine from GEMA treatment correspond-

ingly with which they accord the Germans.

There is strong feeling in this connection that copyright would do much better abroad if it were not for the constant anachronistic and aphanetic handling on the part of foreign countries.

New Label Issues

12-Inch 45 Disks

NEW YORK — A new label, Quarte-Cine Records issues its first two LP’s next week. And with a 12-inch long-play record that is only 45 disks long, the label offers a new 12-inch long-play record that is only 45 disks long. The Quarte-Cine label holder is a small one as on the 33 1/2 rpm 12-inch disk.

Reason for putting out a 45 

r.p.m. 12-inch disk, according to The Quarte-Cine label, is that they are convinced that the record can get better quality at 45 r.p.m. than at 33 1/2.

So the Quarte-Cine label was cut in Europe. The firm will issue six LP's per month in the future.

Other executives of Quarte-Cine are Albert Grandy, who represents Maxwell in Europe, and Claude Rie.
Sales Bring Xmas Cheer

NEW YORK—There were no new breakthroughs in Xmas this past week and, with a lot of singles and albums during the holiday week. Sales were moderately strong, and some dealers said they had had best holiday business in years.

One of the records starring in this area was Red Jackson’s “Soda and Snowman” on Spiral label. The Sensations’ “Let Me” in Argo, and

**D. C. Registers**

*Continued from page 1*

beak, latter began to really pull sales and radio play on a big scale here last week. S. Zentner’s “Up a Lucky Ticker” took a new sales stride toward the magic middle-50 on the Hot 100 chart.

Teeny-apple songs doing best were “Irresistible You,” by Bobby Darin; “Lost Someone,” by James Brown; and “Norman,” by Sue Thompson. Teen croos in general are very hot, “It Will Stand,” by the Showmen, also made a lot of airplay and garnered sizable radio play.

How was business? This re-

**Hot Drake Sales**

*Continued from page 1*

here, and was also given more radio play.

The record faces pushing for

higher chart spots via Baltimore sales are S. Zentner’s “Up a Lucky Ticker,” by Troy Sondini; “It Will Stand,” by the Showmans’ “Dreamary Eye,” by Johnnie Tillotson; and “Norman,” by Sue Thompson. Christmas singles doing well were “Little Drummer Boy,” by the slime Chans; “Santa and the Touchables,” by Dickie Goodman; and “Jingle

**No Detroit Breakouts**

DETROIT—There were no singles breakthroughs here last week. The top Detroitians were Leo Glasson on “Rudolph,” and Z. O. Daves “Dear Iowan” on Columbia (one dealer reported he could sell three things on the same week)

**Unions Ratify Inter-American Performers’ Pact**

WASHINGTON—Eleven U. S. unions have ratified a draft constitution of a new inter-American Confederation of Performing Unions. Acceptance of the draft constitution are coming from other unions in the 15 members are represented at the founding meeting last month in Costa Rica.

U. S. unions which played a strong role in launching the or-

organization were the musicians, the Stage Theater Employees, the Independent Workers, Actors & Artists and three of its affiliates, the Screen Actors, Variety Artists and Actors’ Equity, Technicians and Employees, and others.

**Bell Rock** by Rydell and Chek

The Twist is still king in Baltimore. Charles Vincent Junor—

of the Maxells—has said they had a ’whole wall cov-

ed with’ such methods. Twist as a "bell rock" and they as sold as fast as they could get in LP’s. In the whites were selling even bet-

ter than the singles. The Chek box was well liked and singles

were scooped up by the customers of Mayfield.

**Mr. Record Dealer**

For Fast Profits and Quick Turn Over in Record Sales

**BILLBOARD MUSIC WEEK IS YOUR BEST BUYING GUIDE!**

**Cleveland: Reports Conflict**

CLEVELAND—The Christmas season totals are in and dealers checked mixed orders that port mixed or conflicting results. Some dealers, in key suburban areas report the “greatest Christ-

mas in history” on record with “the greatest Christmas in eight years. How-

**Phil. AFM Meet For Live Music**

**Is a Dead Issue**

PHILADELPHIA—One of the biggest secrets here was the re-
cent attempt of Local 77, with the AFM to try to organize live dance music in these parts where record sales had been the bot-

tom. The local union had been adequate to contest to select the top area music managers. But the answer was a clear-cut no. And according to those on tap, the judges nearly outnumbered the contestants.

The top prize of $1,000 was to Andy Keene, who was one of the house band at Sunnybrook Ballroom in Plattow, Pa. A plaque for the runner-up was given to Les Vin-

cent, who has Wilkes-Barre, Pa., also. Competing were Philadelphia’s Norman Smith, Bill Wilson, M. H. Jacobson, from Reading, in all Pennsylvania, and Artie Rou-

nell from the Philladelphia, Pennsylvania, last N. J.

The contest was intended to advertise live music about the

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

paper.

According to Local 77, reason for the publicity vacuum was that the national AFM office merely provided encouragement. It was left to the local to budget the promotes en masse. There was nothing, except the services of one of the members. With the support of the local, the event’s impact in more pressing matters.

**ACCURATE’S LAST ENTRY**

**NEW YORK—After more**

than 30 years of service to the music business, **Accurate Reporting Service** of Brooklyn is shutting down its radio monitoring service effective immediately. The firm’s president, Martin Alexander, the firm’s head, indicates that hurts a last-minute flood of liquidity support, especially from pub-

lishers who are unable to get the firm’s mainstay, the last report will be issued on that date.

The accurate service kicked off in 1930 and has provided comprehensive daily logs of all music selections used in radio broadcasts. In recent years TV stations also have used the service and others to track performance results, a vital source of reve-

nue. Should the Accurate re-

sisters be分布式, consid-

erable question exists as to whether local source can be replaced.
Columbia Leads
Albums for '61

NEW YORK — Columbia Records continued its hot album streak in 1961 with the most new albums on Billboard Music Week's monaural and stereo album charts.
(Billboard Music Week, December 25, 1961)

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

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

(Billboard Music Week, December 25, 1961)

And with these new January releases, the company in 1962 with more profit in store for you is still Columbia Records.
LEGIT REVIEW
'Subways on Wrong Track'

From lesser talents, "Subways Are for Sleeping" might have been an excellent try at a theatrical story, but for those whose experiences as adolescents or Canadians (book and lyrics) and Julie Syme (music) the show is a disappointment.

"Subways," which opened Wednesday (27) at the St. James Theater, is an erratic and colorless story, placed on Manhattan's streets and subway platforms, it follows a group of well-dressed, non-working, non-mourned gentlemen of leisure who "live by their wits." After some two and one-half hours of the unfettered and uncontrolled vagrant life, the tale comes to rest, with no apparent moral and self-respect goes hand-in-hand. Something no self-respecting bun would accept.

Some shadow as the lack of a proper setting for non-conformists leaves much to be desired. True, the lead is given little to do generally, but his voice and his movements don't seem even close to this end. Carol Lawrence as a magazine feature writer who is given the assignment of doing an article on the group, and who subsequently falls in love with them, sings well, but her part hardly fits her talents.

Oliver Reynolds in the costumes of the interest part, have the most moments in the show. Miss Newman's big number, "I Was a Shoe-In," is a crazy quilt of amateur theatrical and hilarity. Likewise, Bevan's "I Just Can't Wait" is sung in high farcical style. If the play as a whole had been carved off with the same quality, perhaps the Bean-Newman episodes, it would have been a delight.

The original cast album on Columbia should be a potential item for the chronology of the show and its humor lends itself easily and naturally to it. There are a batch of good tunes (besides the one mentioned) but the original cast album that lack can have wide standard appeal: "Come Once in a Lifetime," "Be a Sorry," "I'm Just Taking My Time" all smack of strong potential. Another fine pop tune, "When You Help a Friend Out," was out from the New York show. Jack Malher.

FINER DENIES BURNS IS REP
PHILADELPHIA — Harry Finletter, president of the American Society of Composers, Authors and Publishers, has denied rumors that the Society shall issue interim licenses to petitioners upon the terms and conditions obtaining prior to January 1, 1962. (2) The applicants for interim licenses will be the ones whose applications were filed with the American Society of Authors, Publishers and Philosophers of the United States. The interim license will be effective for a period of one year and will be non-exclusive.

PUBLICITY, Artistry Vault Van Cliburn to 1 Million

When Van Cliburn's first recording, the Tchaikovsky Piano Concerto No. 1, won the Classic Records label this past year, it was predicted by many in the trade, including Billboard Music Week, that it would have a good chance of becoming the first classical LP in a million.

However, in recent years, had any classical artist received the national publicity accorded to Cliburn, after he won the Tchaikovsky piano competition in Russia in April 1958, and probably in recent years, had any classical recording been awarded a "million seller" status, the chances for a classical album, is comparable to Babe Ruth's figure of 60 home runs in a 154 game season.

There have been pop music albums that have sold over a million, "My Fair Lady," "South Pacific," "Sound of Music" have done it among the show albums, and albums by Mitch Miller "Chico and the Man," "The Philadelphia Orchestra" and "Patti Page" have also been part of this mark. But no classical recording; until the Cliburn, achieved this status. The most recent recording of Tchaikovsky's Piano Concerto No. 1, which reached the 600,000 mark, was an extra LP set. Cliburn's million figure includes both domestic and foreign sales, and covers both over-the-counter and record club figures.

LIVE UP PROMISE

Perhaps what is most remarkable about Van Cliburn's first recording, and his subsequent ones, is that he has managed to live up to his promise, and his publicity, as a pianist. Although there have been musicians who have failed in attempts to acquire the kind of recognition that he has received, his music has not been able to fail to attract. Indeed, he has appeared in a number of film and television programs, and his performances have been broadcast throughout the world. His appearances are self, and he is in constant demand to appear at various fund-raising functions. As a personality he attracts attention whenever he appears.

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

Although Cliburn only came to know the public outside of his post-dramatic Moscow win, he had long been regarded as an exceptional talent in musical circles. Taught by his mother, Ruby Lee O'Bryan (Cliburn a former concert pianist) from the time he was a youngster in Texas until he came to New York in 1951 to study with Mme. Rosina Lhevaine, Cliburn began winning pianist competitions in 1947, when he capped his first concert tour at the age of 13. In 1948 he won the National Music Festival Award. In 1952 he won two more major awards, one in Dallas and the Koussevitzky Foundation Scholarship. In 1953, while the latter trip was here, he won the concert competition sponsored by the Rediffusion network of radio stations. In 1954 he won the important U.S. public relations, the Edgard L. Meverson Foundation Award, which earned him a fellowship in the Pennsylvania Philharmonic.

Cliburn is a perfectionist, preferring to record a whole work rather than a section of it, as some artists do. Thus his take is not to his desire, he likes to do the entire world ever again, rather than a piece here and a piece there. When he was recording, when he is working with an orchestra, by a large number of people, he always has that in mind. As long as the costs of a Cliburn session run many times higher than his record executives recieve, ya this is the reason that Cliburn has to have paid off in sales both for the pianist and the company.
MR. "TWISTMAKER"
JOEY DEE and The Starliters
Scores again in the original soundtrack recording from the great new Paramount Picture
"HEY, LET'S TWIST"

ORIGINAL SOUND TRACK
A PARAMOUNT RELEASE

JOEY DEE & THE STARLITERS

Produced by HARRY ROMM
Original Score by HENRY GLOVER

JO-ANN CAMPBELL
TEDDY RANDAZZO
KAY ARMEN

A Smash Follow-up to Roulette's Album "That Started It All," Currently on Top of All the Best Selling LP Charts
"DOING THE TWIST AT THE PEPPERMINT LOUNGE"

the NEW SOUND in your favorite music is on ROULETTE

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RECORDED LIVE AT THE PEPPERMINT LOUNGE
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They're hot! And here's their first album with their two smash singles "When I Fall in Love" and "The Way You Look Tonight."

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- Melody (S)P-8476
- Invitation To The Dance (S)P-8466
- Orientale (S)P-8453
- The Orchestra Sings (S)P-8440
- La Belle France (S)P-8427
- Serenade (S)P-8413
- A World Of Music (S)P-8412

CONCERT BRILLIANTS

THE CONTINENTAL TWIST

THE STORY-TELLER: A SESSION WITH CHARLES LAUGHTON.

THEMEB, (S)T-1662

Alfred Newman, the dean of motion picture music, presents a collection of screen favorites that give album testimony to his creative genius.

DAKOTA AT STORYVILLE

Dinah Down Home!

THE STORY-TELLER: A SESSION WITH CHARLES LAUGHTON. (S)TBO-1650 Here is a superb two-record set, the first full-length recording of Laughton's on-stage performances.

SAM BUTERA AND THE WITNESSES

THE CONTINENTAL TWIST

Alfred Newman, the dean of motion picture music, presents a collection of screen favorites that give album testimony to his creative genius.

Dakota at Storyville, (S)T-1649 Recorded "live" at Boston's famed Storyville. Dakota's at her blues belting best.

DINAH DOWN HOME! (S)T-1655 Songs southern style. Great things like "Mississippi Mud." A "natural" for Dinah.
Deny Informer System Threat

BY OMER ANDERSEN

MUNICH — West Germany’s prominent music publishers, GEMA, has pledged that it will "fight no more" to protect its legal battle against unauthorized music taping.

GEMA, in its fight against illegal music taping, has claimed that the copyright society induced clients to furnish GEMA with a listing of record sellers.

The GEMA board chairman, Dr. Erich Schulze, denied any such intention. He said GEMA would neither snap nor scold to enforce payment of a tape royalty, the toughest of all the private organizations that collect royalties from record owners, but would "respect the private sphere."

The courts have ruled that private tape record owners may be assessed 10 marks ($2.59) tape royalty. But the courts refused to rule that record manufacturers are required to furnish GEMA with a listing of record sellers.

Dubious Decisions

GEMA has won a decision to compel magnetic tape manufacturers to give lists of record sellers, but the decision is not without royalty payment implications.

However, GEMA has backed off in the matter of securing from the Federal Cartel Office, evidence that GEMA announced that it has withdrawn its demand on the school and that it had been agreed between GEMA and school authorities that the feeder school would be given etc. during the legal battle to force cooperation by the record sellers in furnishing the tape royalties.

Meanwhile, GEMA has scored a secondary victory in connection with a suit to collect fees imposed by the "market power"—arbitrarily imposed rules and regulations.

Several German dikers petitioned the Bundeskartellamt—Federal Cartel Office—against GEMA on the basis of an antitrust case. The Cartel Office filed a petition in the position. The Federal Cartel Office resisted the petition, however.

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

Citation to Handle

Revue TV Themes

UNIVERSAL-CITY, Calif.—Revue, in order to meet the demand that its program "television features" themes of their TV successes, has published "Hit TV Themes in Revue," a compilation of original compositions arranged for piano by the composers or arrangers. The material used in the fol-wo days and had to get the document into a studio to do a shorter version for a single. At the studio Dean cut "Dean Yarn," too, and be-cause of the rain, there was no time to do so. The sheet music was ready for the following morning. It has sold over 200,000 copies.

But the records still claimed for "Bernard's Beauty" on Columbia have sold out and the Columbia ad-justed to make the sheet music and released an extra. So the original song was not sold as many as the three single sales, and the album, are "limited edition."

Cue Award to Diamond

NEW YORK—Dinah Carroll was named by Cue Magazine as the "Cue Woman of the Year" award for 1961. The award is based on the opinion of Cue Magazine, and is not sponsored by the record industry. She will grace the cover of the magazine for that issue. She was presented with a bronzed plate of the cover at a dinner on January 4.

Makers Feel Fee Is Copying Permit

MUNICH—West German dikers are at odds with GEMA, the German Copyright Society. GEMA's efforts to collect a 10 mark ($2.59) tape royalty.

The dikers contend that the levying of such a royalty would imply license to tape recorders, in violation of the creators' copyrights, and taping of radio music, or to a court in private papers as a source of music. But, they say, the fee was paid, for un-authorized taping.

However, under pressure from the dikers, GEMA is now back-tracking from its earlier position to the $2.50 royalty tapeering. Where-otherwise unopposed by the copyright society at the outset permitted the imposition that "self-playing" machines would not compete unlimited music taping. GEMA now disposes of this interpretation.

The $2.50 payment, states the copyists, buys a royalty for re-printing of records or of radio music. The dikers call it "self-playing," meaning homegrown musical entertainment utilizing GEMA-controlled music.

This means that the tape re-eco-peration permits a fee to be paid for the $2.50 annual royalty, would be imposed on "self-playing" machines, but would still be enforced from tape discs and radio music.

The dikers have changed their tunes and are now demanding that GEMA is basing its demand for the $2.50 annual tape permit on a judgment just returned by the West Berlin court holding that possession of a 'self-playing' machine is evidence of "intent to tape." It is not clear if any indeed tape to commercially produced mu-sic, as GEMA has noted. It is the home-grown variety. It seems evident that GEMA, too, had such music in mind when it proposed levying royalty fees on recorders.

It is dubious if GEMA can stretch the court's decision to encompass the tapes sold from the "real" 1961 royalty permit. A Publisher Split

GEMA and the ARTO advocates are now locked in controversy over whether ARTO's apparent split in the disco industry.

GEMA acknowledges that superfund is the only way of raising the funds for GEMA's operation. It is obvious that Arto's ad-vocates feel that ARTO's royalty fees paid by record sellers to ARTO are sufficient to cover GEMA's costs. ARTO is the only group to have won a settlement in the GEMA's lawsuit in the Federal Court of New York over royalties.

GEMA argues, that in reality most composers' authors are far more interested in the $0.50 royalty split than would seem to be the case.

GEMA contends that not only do the publishing companies promote the com-ponent which would also help increase the overall royalties. But that most composers' authors have special agreements with publishers, whereby they receive a cut of the record's 4 percent of retail disk sales.

On balance, maintains GEMA, there is no need for a split in the royalty fees under ARTO than would be under ARTO.

Shapiro Bernstein

Buys 'Cry' Copyright

NEW YORK — Shapiro-Bernstein & Company, Inc., has purchased the copyright for the song, "Cry," from Elfie Churchill Kohlmann. Last Thursday, the song was played for the second time on the original chart. New Discs on the tune include Brenda Lee on Decca; Gene Daniels, Liberty; Jackie Wilson, Coral; Timi Yuro, Liberty; Fred Ast, ARC-Paramount; Roy Orb-is, Monument; Big Maybelle, Brunswick, and Dick Jacobs on Coral.

Murray Wazell Dies in N. Y. C. Hotel Fire

NEW YORK—Singer-songwriter Mur-ry Wazell died in the fire that swept the Mayflower Hotel in this city last week (2). He was 60 years old. Wazell was the co-writer of "I May Be Gone," which became the theme song of the movie "The Way" and "Jeansy." Former tune was re-sumably to the success of the com-poser and songwriter, and it would be shortcircuited to eliminate from royalty sharing.

GEMA, the German Copyright Society, has been joined by the Copyright Protection Act (CPA), in its antitrust lawsuit against GEMA's efforts to collect a 10 mark ($2.59) tape royalty.

The dikers contend that the levying of such a royalty would imply license to tape recorders, in violation of the creators' copyrights, and taping of radio music, or to a court in private papers as a source of music. But, they say, the fee was paid, for un-authorized taping.

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On balance, maintains GEMA, there is no need for a split in the royalty fees under ARTO than would be under ARTO.
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*Ask your MERCURY Distributor or Salesman about special exchange privileges for $500 product.
ARGENTINA 

Argentina Begins Twist Movement

BY RUBEN MACHADO

Lavalle 1783

Produciones Fermata began activities in the record industry, introducing in our country Chukie Cheek's recording "Let's Twist Again." This new dance is being received enthusiastically by broadcasting TV and the press. Dance demonstrations, in some cases with spectacular choreography, have been presented simultane- 
ously with the music.

Argentina is undergoing a true cultural revival. In the cities and countryside the music is playing a vital role. In the city, dance halls are crowded, and in the rural areas, groups of people have organized square dances.

The first to dance in Buenos Aires was the "Twist Club," which opened in the Feria de Corrientes. Since then, similar clubs have sprouted up throughout the city. In the provinces, the "Twist Clubs" have become popular as well, and in some parts of the countryside, "Twist Fiestas" are being held every week.

The "Twist" craze has spread over the whole country, and it is not uncommon to see groups of people dancing the "Twist" in parks and streets.

The "Twist" has also become popular among the older generation, who are enjoying it as a new form of entertainment.

The "Twist" has become a symbol of Argentinian culture, and it is expected to continue to grow in popularity.
HAPPY NEW YEAR
FROM ALL OF US
AT RCA VICTOR
AND THANKS
FOR MAKING
“BLUE HAWAII”
THE FASTEST SELLING
ALBUM OF 1961
14 GREAT SONGS FROM THE ORIGINAL BLUE HAWAII SOUNDTRACK.

A HAL WALLIS PRODUCTION, A PARAMOUNT PICTURES RELEASE.

- BLUE HAWAII
- ALMOST ALWAYS TRUE
- ALOHA OE
- NO MORE
- CAN'T HELP FALLING IN LOVE
- ROCK-A-HULA BABY
- MOONLIGHT SWIM
- LSP/LPM-2426
- IN LIVING STEREO AND MONOURAL HI-FI
- CHECK YOUR STOCK NOW!

- STAR lblS
- THE MOST TRUSTED NAME IN SOUND

- KU-U-I-PO
- ITO EATS
- SLICIN' SAND
- HAWAIIAN SUNSET
- BEACH BOY BLUES
- ISLAND OF LOVE
- HAWAIIAN WEDDING SONG

See ELVIS IN HAL WALLIS' BLUE HAWAII.
New York

The newly redecorated Bilmore Theater in New York showcased its first legitimate play in 10 years last week, when "Take Her She's Mine" opened. Theater is owned by Dave Cogan, accountant to many theatrical personalities and real estate operator. Cogan was also co-producer of the show "Rainin' in the Sun." Zer Lewis, head of the Red Arts label in Israel, arrived in New York last week for a three-week stay. He is staying at the Manhattan Hotel and is looking for lines for Israel. The Monitor label has issued a new 45 by leading English folk bullfighter Robin Hall and Jimmy Mcgregor. 

Chicago

"The Bandoleros," starring Jane Montez, head of BMG's operations in Chicago, has been shown with considerable success in Hollywood. "The Bandoleros" has been recorded on the Century label and has been a smash hit on the charts. Chicago's Smokey D. is also a star on the Century label.

Nashville

The twist is really making waves in the Nashville country music scene. The twist is a dance that is catching on with the younger crowd, much to the chagrin of some older musicians. The twist is similar to the jitterbug, but the steps are more relaxed and the dance is more graceful. The twist is performed by two dancers who face each other and move their bodies in a coordinated manner. The steps involve sliding, spinning, and gliding movements, creating a fluid and graceful dance pattern. The twist has gained popularity among teenagers and adults alike, becoming a sensation in the country music scene.

A Happy and Prosperous New Year to our many friends from

Billboard Music Week
GALAXY CHILD'S Ernie Freeman. This is one of many impressive LP's. The LP's in this package should make record albums potent seller. In addition he has some fine tunes in the set which should please old and new fans. Among them are "The Street," "Our World Is Crying In," "Heartaches by the Number" and "Funny How Time Slips By," all hits for other artists. In addition his past, strong country seller, "Big Man in a Big House," is included.

ERROLL GARNER The Jackson, April 1961. Erroll Garner has released a rock of recognition LP's. Those in come-cap with a twist. In this album, The Jackson's in his style, and features the Jacksons' "Take the "The World I Can't Live In." Gray sings them authoritatively and the backing is first-rate, strong war, here.

INTERNATIONAL TWILIGHT SONGS OF ISRAEL by Dorati, President LP 13046—A fine collection of contemporary songs of Israel demonstrating the reflective, as well as the spirited nature of the young Israeli Sabras. Ron Eliran, who has a warm, expressive vocal style, offers moving traditions of "Hechal," "Orcha Rishon," "I'm Human." He displays the strength and versatility of his voice with spirited renditions of "Ayil Ayyil," and "Hava Nagila." For sentimental reasons, Dorati should be given a tip. The LP is also distinguished sound-wise by Mercury's top-flight technical know how.

GALAXY 30 Various Artists, MBCD 3213—Here's an album that should rank up solid sales with many types of fans. It is a LP sampler, with 30 pop hits, jazz items, and classics performed by many different artists on the two LP's. The LP's of Brockett and the Bandleader, Washington, Sarah Vaughan and others; jazz by Quincy Jones and others, and classical selection from opera and symphonic groups. There is only one other LP of this quality, with an eight page booklet, sells for $2.99. Should be big.

TCHAIKOVSKY: SYMPHONY NO. 4 IN F MINOR, OP. 36 Antal Dorati Conducting the London Symphony Orchestra. Mercury SR 8038—Tchaikovsky's strong package for the market with solid name values and imprints in the market. There is only one other album of this quality, and Tchaikovsky's works, of course, are always a popular seller. The LP is also distinguished sound-wise by Mercury's top-flight technical know how.

Children Low Price

A CHILD'S INTRODUCTION TO SPANISH in the LP spot. Here, a solid educational package for children. Imagination produced, the LP makes learning Spanish fun for boys and girls. Carlos J. Montalban narrates effectively and several voices are utilized on catchy activity songs, games and conversations.

THE THRILLING ALBUM DEBUT OF THE MOST SENSATIONAL NEW SINGER OF THE YEAR... HER NAME IS ERMA. LN 3824/BN 619°

ERM'AS NEW SINGLE RELEASE IS "HELLO AGAIN" B/W "IT'S OVER" 5-9488

**Pap**

**TWIST AND LAUGHTER**

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

**CLASSICAL**

WAGNER: TANNHAUSER (4-12) Various Artists, Angst 3603 D-1—This complete four-disc version of Wagner's "Tannhauser" should be a most sought-after item. The opera stars Elisabeth Grümmer, Dietrich Fischer-Dieskau, Hans Hopf and Gotthold Frick, each offer most impressive performances, together with the orchestra of the Munich Sonyu, and the German State Opera Berlin Orchestra and chorus. There is only one other LP of this quality, and a complete version available, also in stereo, and the attractiveness of this package, with a complete and illustrated libretto, plus the high caliber of production should make this a top seller for all opera enthusiasts.

**MODERATE SALES POTENTIAL**

**FOR SENTIMENTAL REASONS** The Chalmer, No LP 8498—The hit singles group is a phenomenally vocal item on this package of sentimental standards and 12-inch singles. The hit "Just As I Was," "I'm Gonna Love That Woman Again," "Lullaby Of Race," "Baby Is My Baby," "Sweet Georgia Brown," "It's You Who Made Me Love It," "Let Me Be By Myself," "Baby I Love You," "The Shadow Of Your Smile," "I'm a Fool To Want You," "Once in a Life Time!"

**SINGER AWAITS WITH VIC LEONI** Various Artists, MRS-1949, 1959—This is a totally, well-arranged program of standards by Frankie Carle on the same instrument. The main LP is purely through the eyes of the artist in solo jazz groups. Jack Mack is really responsible for the complete backing. The LP is artist and LP combination.


**ERROLL GARNER PLAYS** E. S. G. 1958—Here's a top-notch LP that is in the tradition of the early recordings, featuring Dinah Shore and Jess. The group comes off rather well in this album and some of the tracks are catchy. Dinah included in the group. Recommended as a solo and as a LP combination. (Continued on page 26)
RICK RANDEL
"Spring and Dancing"—UNITED ARTISTS 436—The boy has infectious style and sings the old hit, and gives it a new angle. It is somewhat reminiscent of Del Shannon's "Runaway" along another line. (La.), (BMD) (2:03)

DORIS DAY
"I Should Remember"—COLUMBIA 4234 (A)—Another sweeter version of the old standby. Day's recording is not much better than the others, but it is Serviceable. (Pacific, BMD) (2:52)

JACKIE WILSON
"Lonely Street—BURLINGTON 10167—With a new arrangement this LP version of the old song is Serviceable. Day's recording is not much better than the others, but it is Serviceable. (Pacific, BMD) (2:52)

KEVIN KAREN
"What a Man!"-Columbia 4266—The boy is a Nestor-Kimball find. The material is of the solo-styled type, with vocal phrases that are well handled. The result, of course, remains through his voice, and it is served well here. (La.), (BMD) (2:23)

FRANK SINATRA
"I've Got You under My Skin"—Capitol 254—This is a good version of the old chestnut. The Sinatras and his band are on top form, and the material isServiceable. (BMD) (2:15)

STEVE LAWRENCE
"This Will Be My Year"—ABC-Paramount 1282—Steve Lawrence is on top form here. He has a strong voice and he uses it to good effect. Sinatras, vocal chords, and accompaniment have been well matched here. This is a standout record. (La.), (BMD) (2:03)

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**Reviews of New Albums**

**Continued from page 2**

**FIRM TO DROP AMPAR NAME**

NEW YORK — The corporate name, Armpar Record Corporation, has been dropped by the ABC-Douglas Records, Inc., it was announced yesterday by Frank, president of the record establishment. The firm is retaining its name to that of the firm for an indefinite period. Frank notified all distributors, suppliers, foreign affiliates and other agents of the change. Frank also mentioned that an Audion Record Corporation, to be announced in the future, and an LP by Mel LeCoe for release "early next year."

**LOW PRICE "TROTEN"**

Irv Gross, Capitol LP-10307—a first-rate album for listeners who prefer a piano trio to a string quartet. The album is designed to appeal to those who appreciate the. unique sound of the piano and its ability to create a musical tapestry that is both charming and soothing. The album features an arrangement of five popular songs, including "The Thrill of It All," "I'm a Fool to Want You," and "You Made Me Love You." The album is sold for $2.98.

**SPECIALTY LP'S**

**STURGES SALES POTENTIAL**

**INTERNATIONAL**

**SPECIAL LOCAL**

**REVIEW POLICY**

All records received by Billboard are played and reviewed by the BMW Review Panel, LP's are rated within their respective categories, according to their commercial potential, based on such factors as recording quality, artists' name value, recording quality, etc.

**DON'T BLAME MY MIND**

Fifteen Leap Review Panel LP's are rated within their respective categories, according to their commercial potential, based on such factors as recording quality, artists' name value, recording quality, etc.

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BY BILL SACHIS

Danny Harrison’s new EP was released in England last week by EMI Records. His band, V.S.O.P., which formerly recorded for Red洽 Records, passed away recently, the victim of a car crash. It was a native of Charlotte, N.C. . . . Imperial Records kicked off the New Year with a new Shell Hancock, the producer of "Yesterdays’ Love," written by Tampal Glass, b.w. "It Stands Alone," released under the name of C.C. White. Whitman Blue released "Til the JAY into Booking other other polis, at Nat’l pact 26. The wedding was held at the Jefferson Hotel, Richmond, January 13. Miss Hunter was forced to forgo a six-week engagement with the Bob Williams unit at the Golden Nugget, Las Vegas, due to the serious illness of her six-month-old son. Reports say that the youngster is rapidly improving.

The Tommy Scott combination combined a recent recording session, which went into winter quarters at Eastonville, Ga., according to the personnel, to resume its road trek January 8. Tommy Scott is said to be in the format. The 26-people show has as its manager the team of Leon Blevins and Franklin Scott. Contracting agents are James Allen Winters, Ray C. Herbers, and R. W. Moore. Gems Records, in promotion manager. . . . A C.W., package featuring Freddie Funky, Ray Drumly, Crankie Gray, Smiley and Mrs. Wilson, Kenny Roberts and Dell Shannon kicked off a seven-day tour at Tuesday December 26, following with six stops in Ohio Michigan, on its way to New Year’s Eve in Lansing, Mich., and concluded the tour in Fort Huron, Mich. New Year’s Day, bookings were arranged all over New England, Art Corporation, Grand Rapids, Mich. Wilson is promotion manager.

Buster Doos, Kay Arnold, Jimmy Jay, Buck Evans and the Pickard Brothers were among the artists Bob Shellen’s "Riley Springs Jamboree," Texas, along with the Callahan Brothers, and La Fava Paul, of Big Jamboree. . . . Joe Dowell, folowing a busy tour in Canada last week, hopped into Nashville for a Smash Records session before resuming his studies at the University of Kentucky. The Wilburn Brothers are set for a four-week New York State booking beginning January 27. Dowell follows with a busy tour along the Midwest for Haye (Hap)"

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

RECORDINGS AVAILABLE
(Best selling Record Listed in Bold face)

1. THE LION SLEEPS TONIGHT — Tenor, RCA Victor 7058
2. THE RUBBER DUCKY — Peter, CBS Victor 19238
3. THE LAST WALTZ — Johnny Cash, ABC-Paramount 3885
4. THE LAST WALTZ — RCA Victor 3885
5. LEAVE IT ALL TILL LATER — Dick, United Artists 2631
6. THE COWARD OF THE CONCER — Bobby Sherman, Capitol 1840
7. BE MYSELF — Hank, Banner Records
8. MY NIGGASHIPS — Richard, United Artists 1133
9. LITTLE HAIR OF THE DOG — Sonny, Liberty 1365
10. LITTLE BIT OF MUSICALITY — Kay, M tors, Inc. 1288
11. LITTLE BIT OF MUSICALITY — Kay, M tors, Inc. 1288
12. LITTLE BIT OF MUSICALITY — Kay, M tors, Inc. 1288
13. LITTLE BIT OF MUSICALITY — Kay, M tors, Inc. 1288
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30. LITTLE BIT OF MUSICALITY — Kay, M tors, Inc. 1288

FOLK TALENT & TUNES

FLYING HIGH!
GEORGE JOHNNY and the Pigtails
"FLYING BLUE BONDS"
Carl 539

GARY "S" BONDS

DEAR LADY TWIST
LEGEND 1015

"A THOUSAND FEET BELOW"
TERRY TIER
London 1769

GUADYEN RECORDS
330 W. 42 St., N. Y. 18
Huff Distributed thru
JANUARY 6, 1962
PASS MAN INC.
FOR WEEK ENDING JANUARY 6

Now on the Charts!
"BABY DON’T LEAVE ME"
JOE HENDERSON
Todd 1066

Thurs.
427 Medium
Memphis, Tenn.

New on the Charts!
"BABY DON’T LEAVE ME"
JOE HENDERSON
Todd 1066

Headed for Hittsville
Charlie Rich
"A LITTLE BIT SWEET"

PHILIPS
EXECUTIVE 5272

THE WANDERER

WASHINGTON, D.C.

By Donald S. King, Staff Writer

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VIC DANA

Dolton Records’ new recording star is Vic Dana, born August 26, 1942, in Buffalo, N.Y. His debut disc, titled “Little Boy,” is a solid item on the Hot 100.

The young vocalist began his career as a dancer. At the age of 9, his parents enrolled him in a dance class to help him overcome his shyness. At first, he was most unenthusiastic, but after a few short weeks, it was proved that he had that natural ability of entertaining. When Dana was 11 years old, Dick DeYoung, manager of Olly Knight and Sons — who was impressed enough to offer the young man a contract, but Dana’s tender voice didn’t allow him to sing, however. Davis did succeed in convincing Dana’s father that California offered greater opportunity for the talented boy.

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

DAN McNEILL

This talented and versatile young vocalist, actress and dancer has scored well on the recording field through a best-selling album on the Warner Brothers label tagged “Roaring 20’s.” It is the studio scene from the ABC-TV series called "The Roaring 20's" that Miss McNeill co-stars with Rex Reason, Donald May and Gary North. The album, which has been on B.M.W.’s Top Ten, has been voted for more than 30 weeks, the attractive blonde proves her vocal versatility by singing not only in the style of vocalists of the era, but also in several foreign languages—such as the polish and the ballad Air of Love.

The 20 year old born in Deadwood, S. Dak., January 20, 1917, went to Hollywood after picking up her diploma from the University of Minnesota and many college educations. She also appeared in summer musical theaters in Hollywood, Miss. Miss McNeill captured roles in several films and TV shows, and in April, 1939, was signed to a long-term contract by Warner Bros. studios.

Dolton has now a new “Roaring 20’s” LP just released by Warner Bros. Records which should also prove to be a

WITH THE COUNTRY JOCKEYS

BY BILL SACHS

The new voice on KTUL, Texas City, Tex., is Ray Jones, who conducts “Texas City Hayride,” every Friday night, 9-11 p.m., on station. He recently reported that he programs six hours of country music per week and is in need of programming material... "The response to a Plains Club-sponsored "Grand Ole Opry" type show which has been very popular in recent years...we’ve found that we badly need new country and western material to accomplish this," Mr. Jones, a 1,000-year-old Western Minnesotan.

"After programming the good sound for two years, this station’s broadcast time looks bright," writes Ray Speck, of Station WCMX, Cantas, Ohio. "A local appliance firm was happy to pick up the tab, but our performance... Bill drew tremendous crowds and the firm sold 33 major appliances in three hours on a CASHPLAN—a major food market program. We decided to try one more day, and the same thing happened in two days, believe it or not... but their weekly investment at $26,000. Needless to say, he is absolutely sold on our good, country music. This success

was achieved without the corn-cool, bag-packing, down-home, old-fashioned format. My "Kaleo Ranch" show runs two hours daily, is sold out, and is a fast-paced, format-type of presentation. It is similar to the Top 40 hit, but I don’t screen out just soul. In closing, chalk another success for good music. Over 3,000 fans tuned in last week, according to Memmelli. A show headed by Larry Van Dyke, Faron Young, Webb Pierce, Huddie "Lead Belly" Ledbetter, Crazy Daisy, Darrell McCellan and Steve Sh衵e delivers. The group put on the show in the studio, and everyone seemed ever satisfied...

Daleys copy are available on Denver’s KDKA, his NEP just re-opened with EXCELS.

For your request on your own country program, try to get a letter from the 100 years old man, a man who decided to try one more day, and the same thing happened in two days, believe it or not. He is absolutely sold on our good, country music. This success won him a new contract, and he became to an all-day program.

THE PROGRAMMING PANEL

If you have a provocative question to ask that the “live answer" should send it to this department, 1564 Broadway, New York 25, N.Y. Your name will be credited when it appears.

THE QUESTION

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

THE ANSWERS

AUDIE ASHORTH

WRKDA, Nashville

New Year’s is a time for beautiful memories and no-snows beautiful memories like his songs. Listeners of Local 34 of New Year’s Day will be interested in this show.

JOE MURRAY

WVFM, Richmond, Va.

Our special feature program for New Year’s Day will be a two-hour show. A review of the view of the pictures on the screen standing on classic recordings, showings of semi-classic and this year’s recordings, folk and jazz. Since WVFM is Richmond’s first and only FM stere-stereo multiplex station, an added highlight to this feature program will be a review of the stereo albums released during 1962.

LARRY KILBURN

KPOJ, Portland, Ore.

The playing of top hits of the past year is still in demand New Year’s year’s programs favorities, interspersed with the 1961 hits, the biggest hits of each of these past few years promotes nostalgia memories in your audience. Guests will include someone who associates a song with an event that happened in one’s life at the time that song was popular, therefore playing the play of a past hit brings back memories to the listener.


Two very popular features have become all-time holiday programming. The holidays give us a chance for some of the old in a new format—and for that day’s events, we always wanted to call people at random and have their phone book and ask them, "What are your personal feelings for the past year—and what do you think you would have to be screened and be "berzerk" phone..."

GIMME! Greatest love hot than nothing to name his name after his favorite station. It actually happened when Station KTUL, Tulsa, Okla., changed its call letters to KELI in mid-1952 and replaced "KELI" with "GIMME!" naming its baby KELI. A birth certificate had to accompany the entry to make the name sure was official... Donald Z. Nachman, director of 5 Star Record hops, Amsterdam, N. Y., has celebrated his third anniversary in the studio business. The latter promotes teen-dances with local deejays as emcees. - West Coast record promoter Irwin Zucker is intrigued by the current "Big" promotion which uses "Let’s have a party!" For example, says Zucker, KFWB, Hollywood, now refers to its weeklies as "party guys." The WNOA, East Boston, KOL, Seattle, refers to its spinners as "the terrible tigers."

CHANGE OF TREMENDOUS: Bill Calder, formerly with WEVR, Buffalo, has joined WINS, Miami, in the 2-6 p.m. time period... Station WOCN, Montreal, celebrated its first anniversary this month as New England’s only 24-hour-day classical music FM outlet. The station is also the area’s only 100 per cent tape-recorded and completely automated station, with managing director Dick Herder, of WOCN, being the first. - Larry Barwick, former “Night Creature” at KOMA, Oklahoma City, is now in another role as program director. New deejay pro. New WJAM,瘕, New York, added Don McNeill on the ABC network show “Breakfast with the Angels,” program that had been syndicated in some area markets by Weinge, formerly general manager of WPBO, Providence, has been joined by president Fred Penk, of WNES, N. J. Both outlets are Capital Cities Broadcasting Corporations stations. - New hiring at WCRB, Johnstown, Pa., is that Tom Murphy, 5:30-10 a.m.; Tom Duran, 10 a.m.-4 p.m.; Murphy, 4-9 p.m.; John Rohle, 3-8 p.m.; Mark Roberts, 8 p.m.-1 a.m.

Joe Cox has joined WJOU, Kokomo, Ind. - John C. Moler, vice-president and general manager of Storer Station WIBO, Philadelphia, will become general manager of Storer’s new New York station WNYM, earlier in the year. Judy Kaufman has joined the publicity-promotion department at WNYM, E. Cleveland, Ohio, to handle bookings. W. Va., include Ted Cranmer, program director; deejay Ed Flynn, and music director Jerry Rutherford.

Jerry Bennett, formerly with KLAD, Klamath Falls, Ore., has been signed to the KLOS, Los Angeles, Calif., starting January 1. At the same time the station will purchase "The Jerry Bennett Show," a feature he had the only full-time station in Los Angeles County. Randy Hall, KDKA, Pittsburgh, married model Alie Shennan, daughter of Jerry Shennan, Pittsburgh,... was thrilled to hear Gary Moore talking about his girl station on his CBS radio show this month. He read a letter Miss Abbott had written, after Moore had told his listeners he had never heard of an all-female station.

YESTERDAY'S HITS

"Change of a program from your listener's schedule, featuring the discs that made the hit in the last few days and 10 years ago this week. Here's the..."

POD-5 Years Ago


POD-10 Years Ago


RYTHM & BLUES—5 Years Ago


RHYTHM & BLUES—5 Years Ago

from the big box-office winners...

THE BIGGEST MOVIE ALBUM OF THEM ALL!

COLUMBIA RECORDS

Stereo

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

CL 1753 / CS 8553

COLUMBIA RECORDS
Mercury Plan Includes 1962 Sound LP's Line

Continued from page 3

One in four of your employees will develop cancer at some time in their lives, according to latest estimates. Far worse, many of them may die needlessly if they know how to guard themselves against cancer.

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

Too few women realize that uterine cancer can be detected at such an early stage that nearly 100% could be cured.

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

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

AMERICAN CANCER SOCIETY

GEMA Royalty Drive

Continued from page 5

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

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

NEW YORK — Meredith Willsom has penned a tune called "Checken Fat" for the President's Counsel on Youth Fitness. Bud O'srow, the Broadway producer, who is a member of the entertainment wing of the council, has supervised a recording of the tune.

BEST SELLING PHONOGRAHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers, based on results of a month-long study using personal interviews with a representative national cross-section of record-dealer buyers. A different price group is published in this chart each week.

The percentage figure shown for each brand is that of the total number of weighted points derived from all dealer responses. Point calculations are based on the rank order of manufacturers' sales at each dealer, and weighted according to the number of manufacturers scoring 5% or more of the total dealer points at each rank.

BEST SELLING TRANSISTOR RADIOS

BEST SELLING CLOCK RADIOS

DISK DEALS FOR DEALERS

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


"Time Plus Ventures, Inc., "November's" Ten percent cash discount on Liberty's "Farewell to Arms," the "Farewell to Arms" LP and the Debut LP of "Twist from the 30's."


Ten percent of all sales over $100 will be paid in cash to the Retailer for each deal. This deal will expire January 31, 1962.


Operation Gold Seal. Fifteen per cent merchandise bonus. On general catalog items, exclusive of 12-inch records. Minimum of 125 percent of purchases must be based on the current issue catalogue. Offer limited to each dealer.


Operation Gold Seal. Fifteen per cent merchandise bonus. On general catalog items, exclusive of 12-inch records. Minimum of 125 percent of purchases must be based on the current issue catalogue. Offer limited to each dealer.

TIME—No expiration date. Started November 1, 1961.

Entire Series 2000 catalog will be available on a buy 50 get one-free basis.


Complete catalog including new release offering on a one-free-every-five-purchased basis. "Liberty's Success in Life" and "The宝妈's Record Club" series available at 10 per cent discount.
NEW DEALER PRODUCTS

Display Hangers or Stands

Needles and accessories get prominent display in a new counter unit being introduced by the Jensen Company of Forest Park, Ill. The unit is called the Tri-Rack and, in its name, it indicates, has three sides. It stands 14 inches high on a 1"-inch base, or it can be opened and hung against the wall. Four safes of Dynapoints, four diamond Dynapoints and four each of record brush, inserts, and 45 r.p.m. spindle accessories can be hung from peg hangers on the unit. A free barometer will be given to each dealer or distributor ordering the Tri-Rack.

Radio Has Sunburst Face

Among the new Motorola clock radios being introduced for 1962 is the C12. The set has a sunburst face, control knobs finished in gold, full feature timer, level-operated controls and is available in either two-tone pink, white and beige or two-tone blue. The suggested retail price is $29.95.

Console With FM Stereo

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

Tapered Cartridge Tape Head

Michigan Magnetics, Inc., Vernonville, Mich., has introduced this five-inch DP and 17/64-inch stereo record and playback head specifically designed for use in cartridge type machines. The SQ17F head has a tapered profile which permits ease of insertion of cartridge tape. The specifications, except for the tapered nature of the unit, of course, are identical with those of the SQ17 made by the same company.

A 'Famous Name' Stereo Console

One of the newest Zenith stereo consoles, finished in Danish styling, is called the Sibella. The set carrying the famous composer's name is an addition to Zenith's entire FM radio-record playing unit with extended reverberation. The set can tune new stereo FM broadcasts as well as conventional FM A.M. stations.

It has a six-speaker sound system and is equipped with a single-speed changer. Other features include lift lid cabinet and compartment light. There are two versions of the set in walnut veneers, blond oak veneers or oak solids.

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

WITH THE COUNTRY JOCKEYS

● Continued from page 22

Chub, Gordon, Ala. Bill's recording of "The Outsider" is No. 1 on the Country top 30. "That's Where Love Begins" is hard on its heels. "You're My World" is at No. 3. "Plenty of Tears in My Eyes" by July" and "It's Hot As Hell Down There" are also strong.

Martha Roberts, who whips the country wax at WDZ, Des Moines, has sent us word that a station has just scheduled another hour of country music in the aftermoon from 7:30 p.m. and invades c.w. artists in the area to drop around and talk about their records. "This is the first time in over 10 years that we had country music in the afternoon," writes Roberts, saying that the change is made from the original lineup because they feel the trend to country music among the younger set is an issue of MorieMirror carrying a full-page spread of the Marty Roberts story.

Southern California country music fans have trifled with a recent weekend when San Diego's KGOK switched to classical music for the Saturday and Sunday period to promote the "In the Pomp of All Muses" in sound coming on Monday. The country jamb on Monday were treated to a revival and has been scheduled with New York's Smokey Rogers, Al Gordon, Les Hunt and Steve Crowell on the station's mother-son team Tuesday. "DeeJay samples of the Billboard Book's Hit Parade," and "Mama Won't Allow" b.w. "Highway" by the頪re was played by writing to John Cappo, KATT Records, P. O. Box 2742, Soulard Station, St. Louis.

LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

FLowers for DEEJAYS: Capitol Records reports a timely gimmick devised by the label's Los Angeles wing. The branch promotion manager is handing a golden bouquet to local deejays. The blossoms of the flowers are "homemade" and are only bouquets of stems. A card attached asking "Where Have All the Flowers Gone?" served to remind the deejays to play this new Capitol wax by the Kingston Trio.

HOT CHECKER-RYDELL LP: Capitol's Checker-Bobby Rydell," captured the attention of several deejays on the West Side area recently through the efforts of Chris Lane, program director at station KAVO, Seattle, Lane and the station's deejays proclaimed the record a "second discovery" of the hour. The jockeys played it on air an hour every day for 15 hours the station was on the air. Audience reaction? Perfect. The response to this has been "I've never got this from a Checker."
The label of the LP moved into the 15 slot this week.

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

MUSIC AS WRITTEN

● Continued from page 21

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

Kiki Paige, the featured songstress at the Horizon, disclosed that her first platter, "Crazy Night Lovin' Woman," will be "Your Girl" will be released early next month on the GNP label. George James of nearby Canno boss, one of the Four Tops, is expected at Home Sweet, Helen, cradled a daughter on December 19 in Cannonsburg. William Tallent, national sales manager of Capitol Records, and Max Cahoon, regional sales representative, are looking over the local situation. Taking off fast here is the platter, "Bone Crackers," featuring Johnny and the Debonaires on the Paramount label.

Robert Peters, the RCA Victor divider, will star in the Pittsburgh Opera's next production of "Laume" at the Syria Mosque in January 18 and 19 at the direct direction of Victor Karp. Supporting roles go to Nicole Mascoma and Frank Valentinis, distributor Ben Herman reports a satisfying demand for Pittsburgh Symphony Orchestra albums on the Command label following national rave reviews for Maestro Wil- liam Steinberg's handling of the music. Jorzy Holmes and the Jok Spots are back at the Vogue Terrace night club through December 11. Cee Cee Joe, local songstress formerly under contract to Columbia Records, is now attending the Radio Tech Music School. She's spending the holidays in New York seeking new record material.

Breaking out fast here is "I'll Be Mine" by the Bettes on the Atco label. Re Watson, Cleveland branch manager, is betting on the big December business of his company paced by the Mitch Miller Christmas album and "West Side Story." Also making a big hit here is "Walking in the Rain" by Leonard Mendowitz.

Boston

Marv Tobolowsky, former musical director at Radio Station WZNE, will team promote new program representative for the East Coast for Kapp Records. . . . Joe Smith, former WYDA sales manager, is the new general manager for Warner Bros. Records. . . . Milli Rogers ("Let's Go Tripping"), in from Los Angeles for the past six months, has been in town, with his new label, "Hey, It's You" launching the holidays. . . . Bert Johnson of Dumont Distributors enthusiastic about Roulette label's "My, How's That, Twist" by Joey Dee. In fact he was so taken with it that he spent an entire Sunday with his two-teen-age daughters. A Bob Taylor of Capitol Records laid low with the flu, his kids caught it and gave it to him just in time to spend Christmas in bed. Meanwhile, Rufus C. Dale Enterprises went back home to Indiana for the holidays. Herb Dale of that firm is sending the platter of the label "Hey, It's You" a good Christmas boost for the company.

Philadelphia

Art Wendt, a territorial band favorite for many years, leaves the music business for a West Coast business with John Bars, one of the original members, takes over the band. . . . Harry Fink of A. L. Distributors, announced that the company is the sole area distributor for the Bing Crosby Enter- prises. . . . Alford Gist has set up an Allama Music Publishing Company. . . . Charlie Gaines, vice trumpet-maestro, was elected president of Local 214, AFM, local Negro musicians' union, for a three-year term, with Pheo the new vice-president, Joseph Thomas, secretary, Frankie Fairfax, assistant secretary, and Lawrence Johnson, treasurer. Thomas Fausto and Milton Malshe have teamed up to form Mali Record Company and an affiliated Deb-Am Music Publishing Company.

Maurice H. Oredoctle.

Capitol Reorganizations

● Continued from page 5

tion, EME-U. S. will aggressively pursue government and military sales of its electronics equipment. It can also be expected to move into the educational field with electronics-teaching aids and audio visual aids through its get- ting national center of the country.

The mail order department will be headed by Ron Beryl as product manager, and Bruce Berton will continue to helm electronics as its product manager. Both will report to Bonbright and will have the full responsibility of achieving the company's success in this line of work.

Capitol has embarked on a new and aggressive public relations campaign for the benefit of the industry's sales people. The campaign is aimed at making Capitol sales people feel that they are part of a larger company.
**'62's BIGGEST!**

**"A LITTLE TOO MUCH"**

CLARENCE HENRY

**"LET ME IN"**

the SENSATIONS

**"SMOKY PLACES"**

the CORSAIRS

**'62's BIGGEST!**

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**"SMOKY PLACES"**

the CORSAIRS
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WB's Bob Weiss
In Legal Huddle
On Foreign Pacts

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

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

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

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The Hotels
Mayfair and Lennox

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Teletype BL-139
In the heart of St. Louis, Missouri
By BENN OLLMAN

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

Music trade is a welcome advance for local operators, who claim juke box receipts held up better than anticipated. This was due in large measure to more widespread use of front money arrangements with locations.

Despite the conditions under which the industry has been operating in recent months, the outlook for 1962 is considered to be better. Only one sizeable operating firm was forced to throw in the sponge in 1961. Several small operators are reported in shaky circumstances, however. There is considerable talk of merging and acquiring operating firms, with one or two combinations already formed.

One of the town’s two downtown coin arcades was forced to close down early in 1961 due to lagging traffic.

Merger Trend

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

Enforcement of local anti-trust game statutes shows no signs of a let-up. Municipal authorities continue to make no bones about the fact that they consider poolhall games of chance. Operators, as a result have been taking no chances.

The distributor picture in Milwaukee is due to see more changes in 1962. Rumors have been rife for much of the past year concerning the relationship of the Foster Distributing Company, AMI Distributor. The recent closing of the parent Foster Distributing Company’s office in St. Paul is expected to be followed by a similar move in the Milwaukee branch. But whatever, however, is that Canteen will shortly take over the State AMI distributorship.

Wurzel Set-Up

Wurzel’s set-up, Wurzel may re-fasten the hands of United, Inc., earlier arrangements for the... (Continued on page 41)

Mid-South Operating Prospects Bright

by ELSTON WHISENHEART

MEMPHIS—Operators and distributors here generally predict the economic picture in the South will be better than 1961 based on the decisions that much bigger business in 1962 will be investing millions for plant expansion and production improvements for the first time since 1953.

Things investing again a spurt to the economy and immediate sign of the much improved Wall Street financial experts say.

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

20 Per Cent Up

"My 1961 business was 20 per cent better than 1960, and growing every month; 1962 is bound to be better than 1961. I just returned from a trip to Chicago and talked to C.B. Affratto, vice-president of Walter B. Hoffer Company, which handles financing on sales. He said it looks like 1962 will be one of their best years.

"The operators in Memphis and Middle Tennesse, according to his "economic condition," said Summons, "who travels the territory much of the year, that they expect 20 per cent up over of their business in 1961. They no longer have excess employees, overhead and excessive charges. They’ve adjusted, have good business, good gains and good profit. The financial condition of the operator is better than ever."

The year has seen quite a few small operators unable to make the grade, selling out to larger operators. In Arkansas there have been several changes, even strong in and about 10 in Tennessee.

Operators in Tennessee and Mississippi have no problems with legal action affecting their business, but Arkansas operators have been battled with by a string of restrictive legislative actions. This is still on appeal in the courts. The law imposes high taxes and rigid controls on the industry.

The operators generally are up over 1960. The per cent varies from operator to operator but is in the range of 5 to 10 per cent.

Stereo Picture

Operators in this area have not gone overboard in the use of stereo. As a result, they have been able to maintain a strong presence on location than in the previous... (Continued on page 41)

Boston Ops Tighten Belts: Expect Upswing During 1962

By CAMERON DEWAR

BOSTON—The year 1961 might be summed up in the Greater Boston area as the year of depression. That is to say, there apparently has been no normal curve of business that operators and distributors could anticipate. The year was not as bad as normal, but in the fall, when a greater than normal upturn was expected, results were a disappointment.

During the other part of the year it appeared that business, while going along at a slower rate, was fairly even. But when the holidays closed near the end of the year, the situation was slightly better than anticipated.

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

This appeared to be achieved by a more selective attitude on the part of operators, both in buying habits and in diversifying themselves of undesirable locations.

Most operators and distributors don’t look for too much uptick in the early part of 1962. But there is the feeling of optimism that 1962 will be a better year.

Distributors Optimistic

Distributors have a second reason for feeling that a better year is ahead. They report that operators... (Continued on page 40)

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

By HAL REYES

DETROIT—Operators have enjoyed a pick up in the sales of 10 per cent or more volume running also 10 per cent per year a year ago in the juke box field. Employment has finished the year in decline, but many operators are encouraged to buy new models with distributors’ menus staying strong even at the end of the model year.

Many things will be better in 1962,” Edwin R. Moos, secretary of Music Operators, Inc., sums up the prospects ahead. “The strikes are all settled, and, after people get through paying their bills, I think we can look for a pick-up.”

The trend, paradoxically, comes at a time of customary slumping. Operators are used to expecting a couple of days of no business at Christmas time, and routine, and, of course, even this prospect does not discourage them.

"Reversing the usual downward trend at the end of the year, we have had a verydecided increase,” commented Harold Christiansen, general manager... (Continued on page 47)

L.A. Ops and Distribs Look to Strong 62

By SAM ABBOTT

LOS ANGELES—Business in 1961 was good and will be better this year, according to predictions at an all day meeting of operators and distributors in this area.

During the year there was a major change in distributorship with the advent of the AMI Alliance, which changed the trend of the sale of the key manufacturers to the smaller, independent dealers, and these firms brought in an even stronger and well organized sales force of their own by which the industry has been able to grow.

These companies, both without previous sales records, report that business during the last quarter of the year was the best in its history.

Strong Sales

Wurzel and the Rock-O-Matic distributor, Paul A. Laymon, Inc., both reported strong sales. At Wurzel, Ray Barry, branch manager, said sales were excellent and well. They have closed in on location than in the previous... (Continued on page 41)

Chicago Ops Due For Banner Year

By NICK BIBO

CHICAGO—Juke box operators should have a banner year in 1962 according to predictions at all level meetings of dealers, manufacturers and distributors, but operators as well, are confident that they can go on a steady and possibly improved salespicture and continue on into the new year.

Big factors appear to be in general improved economy, with operators expecting to ride the tide of prosperity. Also, number of new locations, more juke box models, record machines, more stereo for the operators, and even a long-shot chance of diversification to vending.

Typical industry thinking is reflected by Jay Seaburg, owner of the Seaburg Distributing Company, and one of the most popular operators of the industry. "There will be a lot of changes next year,” he says, "but it should be better.”

Records

Biggest reason, feels Ratakis, is the increasing number of record labels being produced specifically for the juke box industry.

Ratakis has long felt that the adult audience has been ignored in the past with juke box programming and now feels that an awareness of this market is bound to help the operators.

As far as new type locations—Ratakis feels that the traditional tavern is going down but that shopping centers, where all types of new stereo are available, will provide new opportunities for exploration by operators.

Foreign

What about foreign machines? The BOMA head is confident that the American market is becoming closer to U.S. and European manufacturers, as well as the U.S. market.

"Whether it happens in 1962—if ever—"it is debatable,” Ratakis points out, "but one thing is certain, and that is that there has been increased awareness of the American operator market potential among foreign manufacturers, and many, such as West Germany, are... (Continued on page 49)
Carolina Vending Assn. Mounts Drive

Bulkn Set Mass. Tax Fight at Meet

In "order to fight this unrealistic law," Rollins said in his letter to manufacturers, "we must organize promptly in New England. Such a tax would seriously impair our

(Continued on page 37)

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

SALT LAKE CITY — Bill Moore, of Moore Vending Company, has found that it is possible to make a profit with a 1-cent and 10-cent candy vending, plus bulk routes with success.

Moore has become one of the Massage. He has found that it is possible to make a profit with a 1-cent and 10-cent candy vending, plus bulk routes with success.

Moore holds the record of most active route operators in the country. Along with some 20 vending machines and a number of bulk machines and pinball machines, Moore has built up a string of 200 penny venders, which offer all sorts of merchandise, from candy to guns, pins, and other novelties. Throughout Salt Lake City and its suburbs, Moore has a reputation for being a first-class vender.
Buckeye Vendors Expanding; Acquire William Paul Co. Route

COLUMBUS, Ohio — Buckeye Vendors, 710 Oakwood Avenue, has acquired the bulk vending route of William Paul Enterprises, Inc., of New Castle, Ind. John O. Bremer, Buckeye Vendors, reports this addition is in line with a program of expansion which will include acquisition of routes in Ohio, Indiana, Kentucky and West Virginia, as routes become available.

The William Paul route of 500 bulk vending machines located in Ohio and Indiana is largely in supermarkets, variety stores and discount houses.

Penny Vendors of Florida Elect M. Abelson President

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

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

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

Guest speakers were Ted Raynor, co-founder for the National Vendors Association; Leo Leary, Leary Brands, and Dick Rollins, Crane Gun Company.

The meeting was attended by some 40 operators from throughout the State, many accompanied by their wives.

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

The following fee schedule was set up: operators with up to 100 machines, $2 a month; from 100 to 500 machines, $3 a month; and more than 500 machines, $7 a month.

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

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MASS. TAX FIGHT

Continued from page 36

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

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Capacity 2,000 Balls of 100-Cent Gum

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OVERSEAS SEEBURG BRASS talking things over are, left to right, Joachim Behler, Wulf-Apparatebau, Henri Herbosch, Seeburg, Frankiel Waldhoof, Kaiser, Saar, Rolf Dieter Poli, Seeburg, Gunter Wulf, Wulf-Apparatebau, and Horst Koeke, Wulf-Apparatebau.

WEST BERLIN—Seeburg is conducting a big sales drive in West Germany. The setup for organization of the new Seeburg-Germany sales subsidiary, Seeburg GmbH. Open-house programs are being held in the larger German cities under the direction of George Gilbert, Seeburg's foreign sales chief.

Programs will be held in January in Hamburg, headquarters of See- burg; in Hanau, and Cologne.

Prestige Locations Special attention is given at the sales promotion meetings to Seeburg's "Art of the Week" program and the placement of Seeburg, as a prestige photograph, in prestige locations. It is Seeburg's contention that a substantial market remains to be exploited in the above-average German locations where the phonographs in the past has been considered desirable.

Seeburg officials consider their sales meeting in West Berlin one of the most successful yet held in West Germany. It was held in the Kongress hall, the big auditorium financed with U.S. foreign aid, and was attended by executives of the Gunter Wulf organization and West Berlin operators, around 80 columnists in all.

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

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

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

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

MEMPHIS—Eight game ma- chines, seven similar to pin games and one resembling a jukebox, were seized in a "lightening raid" on six locations in Memphis, Tenn., shortly last week by Federal Service agents.

Eugene D. Brown, special IRS agent in charge, said agents had placed surveillance on the six establishments before the raids, paid off when they won and the machines were confiscated because they did not have the $250 fed- eral tax stamp.

Owner of the machines, William V. Forsythe, who is also a Milling- don city alderman, said: "I am shocked. I had no idea the location owners were paying off winners. I told them never to do it."

Navyal Station

Millington is 20 miles from Memphis. A large Naval Air Sta- tion is situated at Millington, where some 10,000 Navy men are stationed. The machines said to have been confiscated were played mostly by them.

By all accounts, as the agents were in the last spot, he was co-operating, told Brown he had little luck landing owners not to pay off the machines or they would be liable for federal tax and re- turn tax.

The agents had rented a big movie saw and had had bullets and nickels in the pockets of the agents got the coin boxes.

The eight machines had a total of $426.50 in them, which will go to the federal treasury.

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

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BILLBOARD MUSIC WEEK
THE INTERNATIONAL COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

Rock-Ola Introduces New Empress Stereo Machines

CHICAGO—Rock-Ola last week formally introduced in its 120 and 200 selection Empress stereo phonograph, one of the most recent and significant developments in the pinball machine industry. The phonograph has been modernized and is liberally trimmed with chrome. Both the 120 and 200-selection models are similar with the exception of the number of selection buttons and placement of side strips.

Accessories Also available with the new models are Rock-Ola's Deluxe "Retro-twin" speakers, "Stereo twins Jr." speakers, remote volume control units, 5200-selection model wall box, reverber-sound kit, and a simple record bracket.

Tone arm has a plug-in cartridge and can play any type of 120-125 standard equipment.

Both models are trimmed in purple and white. The coin equip- ment on both models provides for one coin entry, one coin return slot, and standard feature credit accumulator.

Measure Both models measure approximately 30 inches wide, 24 inches deep and 58 inches high. Weight is 400 and 500 pounds.

Showings of the new models are currently being held by distributors throughout the country.
new classic design...incomparable features

ROCK-OLA PRESENTS the Empress

NEW DELUXE ALL-PURPOSE STEREOPHONIC-MONOAURAL PHONOGRAPH FOR EVERY LOCATION REQUIREMENT

MODEL 1495...120 SELECTIONS
MODEL 1497...200 SELECTIONS

distinctive...
graceful...
elegant...

In sound and styling, the 1962 Rock-Ola Empress is truly futuristic. Its elegant, brilliant color, enhanced by gleaming metal appointments, combines to create a phonograph that deserves the place of honor in any location. This styling, as well as the bigger-than-life tone quality, immediately captures the attention of patrons. The "drawing power" of the new 1962 Rock-Ola Empress is irresistible—making it one of the most frequently played, and most profitable phonographs available today.

- LOCATION NAME PERSONALIZATION FEATURE.
- TRI-FONIC FLEXIBILITY.
- 33⅓-45 RPM MECH-O-MATIC INTERMIX PLAY MECHANISM.
- POSITIVE 2 BUTTON SELECTION SYSTEM.
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DALLAS TRADE ONLY
MILDLY OPTIMISTIC

By O. R. ALLEN

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

Joe Susman, owner of State Music Distributors, and his sales representative, Jim Chauncey, both of Dallas, say that the trend for movies has been sparse and only in the metropolitan centers. They said that the last part of the independent local operator is still strong.

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

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

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

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

Addition of Vending Units Expected
To Improve Pennsylvania Coin Biz

By GEORGE METZGER

PHILADELPHIA—Local coin machine operators expect to diversify further in merchandise in 1962. They feel that the past 12 months have been somewhat of a disappointment here, with little spot financing...no further growth...more help to the operator...

As the Wizam, of Scott Cross, the local Bally outlet, was all excited about that firm entering vending and also coming up with some new games, "This can’t help but be good," he said.

Liberal Financing

James Cooper, Secretary of the Philadelphia office of Bally, said that this indicates that operators will get more liberal financing in 1962. "We will give them credit on their reputations and not so much their balance sheet," he said.

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

The words might be a little different, but they all mean the same thing: 1962 should be a good year for the local operators.

And vending is expected to play a large part in this.

Lenders, in this part might be indicated in a statement by Mr. Joseph Rosen, President of the Coin and Vending Machine Association of Philadelphia. "We might start accepting the cigarette goods as members in 1962," he said.

A Happy Holiday and Prosperous New Year to you from

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Syracuse 2, N. Y.
Phone: Granite 2-6161

(Continued on page 49)
Coast Comin' See Strong 1962

Continued from page 35

the coming year will be strong for sales, particularly for musically

In the operating field, the report is the same. Stan Muckler, who
has operated in metropolitan Los Angeles, Santa Monica and
Hollywood, said that he expected the year 1962 to be
strong because of the constant growth of the area. "Juke
box business is growing, and we see little possibility
"Thus we Muckler put it.

Collections Up

Walter Hemple, a veterans operator in the San Fernando Valley, said that his collections from the location were the best he has ever had. He said that since the beginning of the
season the sales have been noticeably higher. He said that there was
practically the same point of view was taken by Al Hanlin, also a veteran operator.

Distributors with machines featuring stereo definite in
their specifications, will be in as much demand this year as
for operators are buying them for locations in the main and
some for protection.

The pre-season selling," said Muckler, "has failed to change
the revenue picture. I can put on a Ray Charles 45 and it will
sell as good as "The Best of Ray" 33s."

At Wurlitzer, the stereo buyers are those who want to feature stereophonic, or so-called "stereo" singles. Speziali said that most sales were non-33 and non-stereo but that the
Rock-Ola would take both. He attributed this increase to the
newness of the machines that brought about the change.

Location Types

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

A number of the operators are looking at sales of 33s to those
larger ones, at this particular time, it is a small town. One sound
operator said that the reason for the increase of 33s on
routes has increased to a point where buyers were hard to find.

Some of the cigar operators are admiring music and the
music business is growing. However, they have found the
forming of some vending and has found that filling stations, liquor stores and
banks are good locations for small operators.

Operators in the area have puzzled over collections, and
some say that the holidays will be the biggest we've had this year
but as the holidays come to an end, gross has decreased. In past
years, Christmas time was when we got the money that separated
the good from the less. But it looks good. That's what we
will go on," he asserted.

1961 Rough Year for Milwaukee

Continued from page 35

Minneapolis-based Sandler Distributors Inc. has taken a line here failure to sell. No definite
words stem from the United, Inc. office about resuming distribution of Wurlitzer. It is known, however, that Harry Jacobs, the present distributor, was unhappy about a number of items. The Wurlitzer front office can auxiliary him, he may be willing to

kraken on the line again.

Operators in the area have been more interested in local op-
eratives, particularly in stereo. Operators are finding that the
igarette and background music equipment sold accelerated during
earlier years. The sale of new vending equipment sales were a big
story. The music business is a multi-million dollar business and needed much
needed new revenue.

Retail sales were pushed more persistently in the year ahead. Up-State operators are showing more interest in this field. However, however, as Milwaukeeans.

The reason: Muzak, Seeburg and several other firms are now easily accessible
in the big city areas. Stepping up its drive for more

Mid-South Operating Prospects Bright

Continued from page 35

year, it seems to be gradually growing.

As Charles V. McDonald, vice-

president of Southern Association Distributors Inc., said, "Cooke stereo has not been a factor to the operating end of his business, which is both a distributorship and operating.

Of the many snowflakes on location, "we've got 20 stereo, but
not enough. The market seems to be looking for the product," he
ays, talking of what many operators complained they can't get the stereo and how, in the desire, they are paying above.

Some use juke box factory packets of 33 singles.

33 Singles

He says his company is pre-

paring to handle all juke box
whatever way "the record com-
panies want it.

Parker Henderson, Rainbow

Anamplingin Coaster, on the other hand, is using "more and more
33s. We are seeing 30 per cent on his route in stereo, though "the
33s are a factor. We are not

Henderson doesn't think 33s' are a factor in the market. "We

plan, however, to make them more a factor," he said mysteriously.

Some discount houses opened up
early this year, providing new
locations for the operators. New
.records brought good new musi-
cal and cigarette vending spots.

The Minnesota Music Associ-

Anquist Distributing

Consolidates And Expands

DETROIT—Expansion of facilities and

The new corporate structure has been

Anquist Distributing Company, long-

favored to be a very big expansion

for operating firm here.

Up to date, the Anquist

Singles Sales Company, a separate corporation, handles the

one-stop record service, in addition to other activities, will be reorganized into the new company.

This will bring all operations, in

addition to the distribution for Shoak Shop cigarette vendors, which this

firm took over a few months ago into the operations of Anquist Distributing Company.

Vote of Confidence

The new corporate structure is

considered as a vote of confidence
for two of them, but not for the third. Agents signed one and
left the other two.

As for the business outlook in 1962, says Hastings: "I feel con-
infident that we will show


definite improvement.

"According to one veteran local distributor who believes the business is a little off a year away from being really good for 1962 and operators. Most operators here are

two years. In 1962 they will concentrate on paying off their bills and will keep equip-
mment purchases down, buying only

what they need for a specific location. I look for lower sales, but a better profit picture in 1962.

Ops' Numbers Shrink, But Survivors in Sound Shape

Continued from page 35

coin machine operating business requires a pretty stiff capital investment, a lot of

This realization has been responsible for a shaking out process. Many smaller operations—denied the advantage of

large-scale operations—have cut back or eliminated their

competitors. There are probably fewer operating firms now than there were a year ago, but those surviving firms are generally in

sound financial shape.

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

This doesn't mean that giants like the operating subsidiary of

Continental Will dominate the business. It is obvious, though, that the marginal or part-time operator is on his way to

extinction.

Operating Combines

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

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

While most of the new machines bought by julex box operators during 1961 were capable of playing stereo and 33 singles, programming was largely 45s. Stereo installations have boosted play in some locations, and the 33 singles promise to make available to customers a programming range that hitherto was not hitherto available, but it looks like a down-grade in process. Certainly no radical programming changes were evident during the year.

New York Scene

In the New York area, the fall of fewer operators this New Year's Day then there were a year ago, but these operators were not the only ones that were brought into the fold. They're meeting their notes and

buying new equipment.

In New York, as in most of the nation, collections began to fall, particularly in those operators who are in the business ever since. Reasons for this improved situation may be found in the financial gains of the various associations, in the larger number of business publicities: It's simply that the employment rolls are rising; people are making more money, and the julex box and game operators are getting their share.

All told, 1962 looks like a year of steady, if unspectacular,
growth for the nation's coin music industry.
Patrick O'Malley Elected President Automatic Canteen Co. of America

CHICAGO—Patrick L. O'Malley, a former Coca-Cola official, was elected president and a director of Automatic Canteen Company of America last week. O'Malley succeeds John W. Conrow, who has resigned since March, 1960, who is retiring for reasons of health. Conrow announced that Cox will remain as a consultant and director of the firm.

O'Malley was vice-president and general sales manager of the Coca-Cola Company, Atlanta, and is former president of the Coca-Cola Bottling Company, Chicago.

President

FREDERICK L. SCHUTZ, Canteen chairman and chief executive officer, said that O'Malley will assume full duties of the presidency including day-to-day management and operation of the company.

"Mr. O'Malley is one of the outstanding executives in the industry."

Philadelphia Kiddie Rides Bill Affects Few Local Coinmen

PHILADELPHIA—A bill before the city council that would require all operators of kiddie rides to carry at least $300,000 in liability insurance for accidents occurring at their stands, will not affect many local coinmen.

Not too many operators hand the necessary cash to get the policy, and those who do already have insurance. Some not as high as $300,000 will not be material if increasing it a little.

This insurance is on a blanket arrangement, of course, and not for each machine.

Joe Shulman, manager of the Achievement Machines Association of Philadelphia, said his group would do nothing to oppose the passage of the law.

The measure started out covering mechanical rides such as Merry-Go-Rounds, but was then changed to cover coin-operated rides.

European News Briefs

Ops Profit From Goa Incident

MUNICH—India's invasion and takeover of the Portuguese colony of Goa has created favorable speculation on the Continental Orient Line, German junk boxes. There were no specific Goa melodies available in the New York market, but the Goa incident could act as a stopgap, in the meantime.

Telebox Caravelle Film Phone

PARIS—There is a third entry in the French film junk box sweepstakes. There are the Display, the C.I.F.A., Telebox Caravelle, which is being promoted as "revolutionary," and an "engineering marvel." Caravelle plays second color film, is fully automatic, has 25 selections with pre-selection and high fidelity. Caravelle has an attractive cabinet and is priced at $295.

Bossie's Juke Box Serenade

AMSTERDAM—Juke boxes are being used experimentally to boost milk output by Dutch dairymen. Half a dozen dairy farmers in the Netherlands, taking part in an experiment, have installed junk boxes in milk barns. The milk output on the box-operated farms is estimated to be 5 percent above the normal level. The box provides a wide selection of music, including over 100 songs. The milk output on the box-operated farms is estimated to be 5 percent above the normal level.

Juke Box Teaches Language

ROME—Juke box "instruction" in English has progressed to the point where translation of U. S. pop music has decreased by nearly 25 percent. A survey showed that whereas 36 percent of all U. S. music played on Roman juke boxes was translated into Italian, the figure has declined to roughly half. A large number of Roman operators—perhaps a majority—report an increasing demand for U. S. pop music in the original. The survey concluded, "juke box music has become a convenient and effective way of learning English. Regular listeners to such machines could not be satisfied with the Italian language." The Italians speak of the "Americanization"—via the juke box—of the Italian language.

Party Keys Bergmann Entry

LONDON—West Germany's Bergmann firm is expanding into the British market with new sales representation and servicing arrangements. The Bergmann Limited concern has been organized to handle Bergmann products, and the new sales arrangements were made with the help of the house featuring British julep artists. The opening was attended by Ernst Bergmann, chief of the German firm, and Willoughby, sales manager, Erich Schopp, Ray Seabrook, manager of Symphony, which will handle the Bergmann Symphonie julep box series, the Bergmann plank, and Bergmann's line. It is planned to have Bergmann's entire sales to the British Commonwealth at Symphony headquarters in London.

Ops Back Common Currency

BRUSSELS—Continental coin machine operators are supplying a new opportunity to replace the various national currencies and coins with a single European Common Market currency system. The six nations forming the Common Market (together with Britain and other countries affiliated) would mesh their national currencies with a single currency system, which in time would replace the present system. Such a uniform monetary system would be a boon for coin machine operators, as it would permit the use of the same coins throughout the entire market. It would also simplify pricing.

ZOA Sets February 6 Meeting

MUNICH—West Germany's Central Organisation of Coin Machine Operators (ZOA) has scheduled its annual meeting for February 6 in Munich. ZOA clubs have been beset by difficulties, and criticism of the board of directors has prompted several resignations. All board members have agreed to stay on, however, to keep the February elections. The February elections have been bogged down in controversy over a wide range of problems, including internal ones, such as national statistics, and discriminatory taxation, and wholesale discounts. The operators are caught in a catch-price squeeze, and there are complaints that ZOA board has not been sufficiently vigorous in finding a solution to the problems.

Grand Jury Indicts Holt, Continental

NEW YORK—A Federal grand jury here has indicted the Continental Vending Machine Corporation of Westbury, L. I., and two of its officers, and a Teamster Union officer. The corporation and its officers are charged with failing to pay the union $25,000 in violation of a 1957 contract. The indictment against the corporation was filed charging it with paying only $2,000 to the union.
CHICAGO—In view of its approval of trade practice rules for other industries, the Telephone Code Commission would be strongly inclined to consider and possibly approve a code of ethics for coin machine operation, an FTC official said. Recent passage of an anti-trust certificate in Pennsylvania City Council suggested the possibility of a code to cover other phases of the industry.

That the FTC might approve a set of rules for the coin machine industry and back it up with its enforcement powers is strongly suggested by William F. Lemke Jr., attorney of charge of FTC staff investigations.

Fair Competition

To prove acceptable to the Commission, such a code would have to be designed to foster and promote the maintenance of fair competitive conditions and serve the interests of the industry, trade and the public, Lemke said.

He explained that proceedings leading to the establishment of coin machine trade practice rules could be instigated upon application by industry members.

Drafts of the proposed code would then be considered at a general meeting of the Telephone Code Commission auspices in Washington.

Public Hearing

At a subsequent public hearing called here last week a group of affected or affected parties would be afforded opportunity to present their views, suggestions or objections.

The Commission would make its decision known after a period devoted to an exhaustive study of the matter. It was not certain that a code would fix a date for the beginning of the enforcement period.

Pennsylvania Revenue Dept.
Refuses Arrow Lic. Renewal

HARRISBURG, Pa.—The Pennsylvania Department of Revenue has refused to renew the liquor licenses for 1961 to 1217 of the largest cigarette distributors in this area.

The firm is the Arrow Vending and Distributing Co., Philadelphia. This action means the firm will be forced to stop its operations in this State on Saturday morning for non-payment of duties due to the State. The revenue department said the State Department of Justice concurred in this ruling.

The vending company has been operating in the state for 13 years. In February of 1951 it received a $54,000 tax refund from the State. Then the State police raided the firm and seized a large number of cigarets which were destroyed.

Citation Pending

In respect to the firm’s renewal applications for its licenses renewal, the State wrote that its decision was based on a “recent resolution of the existing citation issued against your company under date of September 6, 1961.” This was the first time it was ever publicly acknowledged that there was a citation pending.

The Arrow firm was told that a hearing will be set on the suspension of its license within the next three or four weeks, as soon as the implementing department completes its investigation.

It was reported that the investigation was based on the firm’s shipment of cigarettes out of the state. It was said the State does not have to pay the Pennsylvania tax.

On its monthly reports from January to July of 1961, Arrow showed a heavy loss in cigarette sales and going to Complete Distributors, Inc., New York City, by the brother of David Cardonic, owner of the firm.

However, state investigators said the Richmond firm consists of only a single store and a single Virginia company denies it ever received the cigarettes.

Ed Levin, of Chicago Dynamics Co., Retires

CHICAGO—Ed Levin, a veteran of some 27 years with Chicago Dynamics Industries, Inc., is retiring from the business. Levin plans to live in Florida.

He was with Chicago Dynamics Industries in various capacities serving as director of sales for over 20 years, and as an office manager the last four or five years.

One of the first games that Levin recalls Chicago Coin (its name up to a few years ago) bringing out is Beanlight, the first pinball game with lights, selling to distributors at $325.00.

Of the many big successes while he was sales manager, perhaps the most popular was Kidney, a pinball game introduced after World War II, when the expression, “Kidney was here” was so popular.

Before joining Chicago Coin Levin was in the lumber business with Sam Wolfberg, president of Chicago Dynamic.

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Antwerp Blossoms as Natural Coin Machine Common Mkt. Crossroads

By OMER ANDERSON

Antwerp—This port has become the world’s busiest coin machine market. For the first time, the St. Lawrence Seaway opening, and now the European Economic Community (EEC) is making Common Market, Coin machine traffic through Antwerp an estimated 19 percent in 1965 over the preceding year, and trade experts here say this is only the beginning. Expert consensus is that coin machine shipments through this port will double by 1965, this forecast being based on the following factors:

1. Impetus supplied by the Common Market, which is only beginning to pick up momentum. EEC will not be in full operation until 1965.

2. Increasing St. Lawrence Seaway volume. In certain respects the Seaway has taken some of the wind out of the Tanagra flag, but not entirely, and Europe’s addition of the Common Market coin machine market, which was not created until after World War II, and which still has great development potential.

3. The expanding African and Middle East markets, for which Antwerp is viewed as a gateway.

Coin Machine Cargoes

A random visit to Antwerp’s wharves anywhere cargo-handling day will turn up several—perhaps as many as half a dozen crossings under impact of coin machine cargoes.

For example, one freighter Magnafiglia operates on what almost amounts to a coin machine run between St. Lawrence Seaway ports and Antwerp. On a typical day freighters flying the flag of France, Norway, Germany, the U.S., Britain will be tacked up discharging their machine cargo cargoes.

The cargoes include new and reconditioned equipment. Seeburg is one of the port’s major customers, Seeburg equipment having shipped in through Antwerp for distribution in Belgium, Holland, Luxembourg, and West Germany, N.S.M.

N.S.M. Exports

And Antwerp is the principal shipping point for N.S.M., whose plant at Bingen, on the Rhine, in West Germany, is the largest on the Continent. N.S.M. exports its Fairlane juke box all over the world through Antwerp.

Most of the Continent’s reconditioned U.S. equipment is received via Antwerp, which is headquarters of the American Exporters Com.

Among them are the European Amusements Com.

—Holland Belgium Europe, European agents for the Davis World Export Corporation of Syracuse, Albany, Buffalo, and Rochester and Antwerp.

Antwerp caters to the coin machine trade with special customs warehouses and special cargo-handling facilities. The port prides itself of a crack stevedoring organization.

There is tremendous competition under way in Antwerp in anticipation of a Common Market boom. The port area is thronging with construction of factories and the port is full of activity. Down-town Antwerp is sprouting new office buildings.

Unofficial Capital

Brussels is the unofficial capital of the Common Market, and now Antwerp is the unofficial port, at least the principal port for the Continent’s Common Market coin machine exports.

Antwerp is undergoing tremendous development as a water-side manufacturing center, and it is expected that a number of American coin machine producers will establish production facilities here.

Despite arguments that it is economically more advantageous to ship equipment direct from U.S. production lines into the European market, paying customs duties, most export experts now believe that, in Common Market practice, all U.S. firms will establish, either here or later, at least assembly facilities in Europe.

And most of these facilities will be established at Antwerp, if the manufacturers can meet General Motors as a criterion.

African Trade

From Antwerp, coin machines are transshipped, by sea, to Africa and the Middle East, or air shipped from Brussels to Africa. Despite Congolese independence, Belgium continues to maintain close economic ties with the new African countries, and there is no reason to believe that Belgium’s trade will be affected by political changes.

For example, it is pointed out that at the height of the Congo crisis, some 500 jube boxes were rerouted to the Congo as routine commercial air freight.

Hans von Nordenhoff, captain of the German ship to Antwerp, spoke of the Congo threat to Antwerp: “We have been putting all the market to Africa for years, and it’s not up to me to advertise any one port over the others. But Antwerp is the natural crossroads port for the European transshipment traffic, since it is carrying more and more coin machine cargo.

“It is an unusual voyage, in the Seaway season, we have loaded up to 200,000 units destined for Antwerp.”

Antwerp as the Common Market Meeting Place

HAMBURG—Newly independent Tanganyika is the center for the German juke box sales in Africa, a drive which manufactures here already are predicting will sew up the Dark Continent for the Germans.

Tanganyika’s independence has made it over for the German, who knows the progressive ex-British territory as a former, (pre-War World II) German colony.

The Bonn government sent a gifting diplomatic mission to the Tanganyikan authorities, and just behind the official German delegation came a big trade delegation, the colonists in the vanguard.

For the Germans, Africa is the continent of the future, and Tanganyika is the country that with the speed of which this country’s astute photographer producers are moving there to make new history.

Shrewdly, the Germans have lined up a few serviceable survivors of old African hands with Tanganyika experience from the Kaiser’s day to trail-blaze juke box sales.

The British, French and Belgians are widely disliked and distrusted, even by their former Allies, and are largely distrusted and disliked by African trade authorities. Such at any rate is the impression made in the assessment of their “Afro-European” image.

It is a fact that Africans trust the Germans more than they do the British or the Belgians, and major Western nation in trade as well as politics. The former French Africa, however, was stripped of their African colonies after the first war, and was restored to the Colonials stigma.

Similarly, the Germans no longer are a great power they are a local power, and their trade in steel mills in Africa without being suspect. It is heavily opportunist and German producers are hastening to cash in the situation.

The American government is advancing Tanganyika economic development aid, as is the United States. German juke box producers intend making certain that they capitalize on this advantage.

A major manufacturing executive explained, “Obviously, we don’t want such a situation to exist, as the German machines sell better and thus carry advantage on this side of the Atlantic.”

And the point the executive made is that the German manufacturers are not just looking to find a market in China or Africa, but are looking to find a market in Europe, where they have the best possible chance to sell their machines.

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Bargains for the Week Games

GAMES GAMES 350 OF THEM
BIG END-OF-YEAR CLEARANCE SALE
Received a Large Lot of Games in Trade, Including One Lot of 25 to 35 Cents. What Do You Need? 8 C.C. King Bowlers, 20 Fl. at $500.00 each. Lot of 8 Must Be Taken at This Price. Write or Call Us Collect. Main 1-3511. Write us the Date List on Full Line of Coin- Operated Machines.

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Midwest

Herald Lieberman, Lew Rosen and John Zaglin of Lieberman Music Company, Minneapolis, were in Chicago for a Seeburg meeting. Out-State operators in the Twin Cities recently were Cab Anderson, Hudson, Wis.; Ray Sellerm of Gedney & Sellerm International Falls, Minn.; Lloyd Williams, Winona, Minn.; Andy Benna, Ironwood, Mich.; and Harold Millington, Wisconson, Minn.

Jack Kartt of Midwest Novelty Company, St. Paul, rolled a perfect game in league bowling—10 spares and a strike—and won a $100 bond. Kartt, who has been out of town the last two months, his team, it is understood, plans to go on the trail to battle again.

Millington, Tenn.

Outlaws Gaming Stamp Ownership

MILLINGTON, Tenn. — The Board of Aldermen last week unanimously passed an ordinance making it unlawful for any "individual or household to own or possess a federal wagering or gaming stamp."

The law stemmed from a raid by federal agents two weeks ago on six Millington locations in which eight machines were seized. Four of them were pinball machines and one similar to a slot machine, were seized.

The agents said location owners paid off all the machines in cash when players won on them. Machines Destroyed

The machines, valued at more than $5,000, were destroyed. Ironically, the machines were owned by William V. Forsythe, owner of Fosythe Amusement Company, and one of the Millington aldermen.

Forsythe, on learning of the raid, gained the agents at the last spot they hit and told them they had his complete cooperation. He told the agents he told the location owners never to pay off on the machines because that was against the law.

Fosythe voted for the ordinance. Millington is 20 miles from Memphis and the home of a huge Navy Air Station where some 17,000 sailors are stationed. They provided most of the play on the machines, the federal agents said.

The Millington law, in effect, outlawed all gambling machines, including pinball machines. If pinball machines were made, said Mayor Thomas Hall, there presumably had been no reports of pay-offs on coin machines at Millington. There are none in Memphis.
Slump Reversal Sparks Detroit Collections

- Continued from page 33

of the Angotti Distributing Company, adding the pertinent factor that jukebox machines have been doing much better than we expected them to. We are very optimistic.

In the games field, "The tavern business is picking up in Detroit," says Fred Chlopak, executive director of the Detroit Shuffleboard Association. "With the influx of some new machines, operators are looking for a profitable year."

New bowling machines brought out by manufacturers have evidently had an especially important effect in boosting takes here, while play on pool tables is also reported to be excellent. The scarcity of game types permitted in Detroit makes total play, but appears to work to help a game which is legal and really catches on here, among gameroom patrons.

League Activity
League play in pool tables and shuffleboard has enjoyed a revival of activity, coming under the leadership of Thomas J. Dewberry for the first time this year. This league season is now in full swing, with a large number of taverns and other locations participating to build up regular patronage.

Merger Trend
The merger trend continues strong in juke boxes, with larger routes taking up smaller ones. There is a scarcity of routes to buy at present—reversing the situation of several months ago—and the trend is expected to continue. In games, however, no trend toward more than occasional mergers is evident.

No legislation in either field is anticipated at the State level. The Detroit situation legally on juke boxes is quiet, but operators are concerned by the frequent and anticipated attempts of small towns to impose high fees.

MOI effort has secured additional reductions in some instances recently—in others, the affected operators have just had to sell out or close up in that town for economic reasons, as the high fees cut deeply into profits.

Organized Changes
Armament game operators are currently in negotiation with Detroit authorities to secure revision of the present ordinances in three respects: (1) Consolidation of license so that shuffleboards and other types of games will come under one license; it is felt this, in some cases, amounts to double taxation; (2) setting a uniform expiration date for all games licenses; (3) requirement of an identification tag on each game with the operator properly identified to the public.

Location patterns appear to be constant here. "Recent changes are found to mean nothing to the business as yet. New shopping centers have been mushrooming, but offer little to operators, except for restaurants and a very few taverns located in some of them. Since the centers tend to close averages, the patronage is small, and they are not promising locations.

varies categories, if it had not been for this, the business would be dead." These are all 33 1/3, the stresses, for "the 45 stereo is dead."

Stereo Picture
This touches the controversial field of stereo, with this firm, of course, stressing this factor. On the other hand, Christiansen reports that "stereo is still doing absolutely nothing in Detroit." from the standpoint that 60 per cent of their new machine sales are Wurlitzer distributors are monophonic.

33 r.p.m. records have slowly increased in demand in the past three months.

EASTERN
Music Systems Corp.
334 North Broad Street

EASTERN
Distributors, Inc.
140 W. Mt. Royal Avenue
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High
Styled
Cabinet

4 TARGETS numbered 1-2-3-4
4 advance Rocket Lites
4 ROLLOVER LANES
4 advance Rocket Lites

Order Williams SPACE SHIP NOW
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 associations in Maine and New Hampshire where constructive work is being done. At least in Massa-
chusetts a strong group would seem to be necessary at this time.

The State Administration is about to place before the Legislature a proposal to tax an estimated 200,000 coin-operated ma-
chines, including juke boxes and cigarette machines. The plan would place a fee of $10 per year on bulk machines all the way up to $50 on music and amusement devices. While the vending trade is marshaling its forces against the proposal, no cohesive effort is apparent in the music industry.

Stereo programming continues to be a minor factor in the area. While Trimount and Redd Distributing Company report stereo outselling monaural by about seven to one, they still admit that selections are limited. That it would appear that stereo has not had nearly the impact here that had been hoped for by manufacturers.

However, there are quite a few operators who are willing to pay the few extra dollars for the stereo set-up in order to have something suitable for future use. Those who do use it and utilize careful pro-
gramming appear to reap benefits, although it is in a measure mostly of adjusting to the location, many of whom, it is reported, couldn’t care less.

One operator put this use for those who have wisely rejected stereo up to now by saying that putting stereo in most locations is like laying wall-to-wall carpeting in your garage. In other words, it’s wonderful, but who needs it? Another operator reported removing a stereo machine from a location and finding the replaced monaural made no difference in the take.

But stereo appears to be very much a matter of choice as well as a question of how much time and effort the operator wishes to put into programming as well as loca-
tion suitability.

Egg Head

Now! 16 winning “tic-tac-toe” combinations!

Rollover buttons and targets select whether bumpers score “X’s” or “0’s.”

Hitting bumpers then lights “X’s” or “0’s” in “tic-tac-toe” panel.

Completing horizontal, vertical or diagonal line of “X’s” or “0’s” scores special and lights rollovers for additional specials.

Gottlieb’s

“X’s” and “0’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 “0’s” light in exactly the same place in each square. It’s cute! It’s new! See your Gottlieb Dis-
tributor for a demonstration today!
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NATIONAL SHOWING
AT YOUR DISTRIBUTOR
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Wurlitzer Phonographs can be installed anywhere and insure both operator and location proprietor constant profitable earnings.

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