

All singles album

The Billboard

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FEBRUARY 2, 1959 THE AMUSEMENT INDUSTRY'S LEADING NEWSWEEKLY

Pay-for-Play Deals Mark New Air Trend

Newest Distrib-Paid LP Spin Plan Sparks Solid Local Dealer Aids

DETROIT — A new trend is evincing itself in the broadcast field, which—if adopted on a national scale—could conceivably lessen the evils of deejay payola. It's the official pay-for-play plan, whereby stations sell record distributors time to spin and plug a specific disk.

Pay-for-plays programs of various types have been conducted successfully by such key stations as WJLB, Baltimore and KDAY, Los Angeles, with considerable success, and one of the most elaborate pay-for-spins operations is currently shaping up in Detroit, where station WJLB has been conducting a "Sound Special" promotion on singles (offering one-play per hour per week for \$300) for the past few months, and now WJLB is readying a similar promotion showcase for albums.

Album of Week

The WJLB promotion, tagged "Album of the Week," guarantees distributors 114 plays per week at a cost of \$350 per week for six weeks. The plan will be set up with eight local disk distributors on a rotating basis, covering a period of 48 weeks. Each distributor will have one of his albums featured every eight weeks. Distributors must purchase the plan for the entire 48-week period.

Choice of album featured each week will be left to the distributors. However, LP's must "meet the requirements of WJLB's 'Good Music Policy'."

Each "Album of the Week" will receive one play per hour from 6 a.m. to 1 a.m. (excluding Dick Buller's show) for a total of 18 plays per day Monday thru Saturday. On Sundays the LP will receive six plays for a guaranteed weekly total of 114 spins by WJLB deejays.

Each time, a selection from the featured LP is played, the WJLB jocks will recommend the album and give the name and address of a record shop where the LP may

Looks Like Real Bargain

NEW YORK — Altho record manufacturer estimate that the new WJLB pay-for-plays plan breaks down to \$2 a play — which they consider a fairly steep spin tariff—the program is a real bargain as a spot radio package.

The station average one-minute spot rate of package deal is about \$29 per spot. Thus, record distributors are getting more than \$3,000 worth spot announcements for \$55 when they buy the guaranteed 14-spins-per-week package. If the time cost of each three-minute reel were also figured in, of course, the savings would be phenomenal.

FUND-RAISERS NAMED FOR ARTS CENTER

WASHINGTON — The trustees who will raise the money for the National Cultural Center for performing arts in the Capital have finally been announced by the White House (29). Announcement coincided with blasts from Representative Thompson and Senator Fulbright, co-sponsors of the project, for the six months' delay in the appointments.

The 15 trustees who will be responsible for raising some \$25 million or more within a five-year period, include five from the District of Columbia: Ralph E. Becker; Mrs. Catherine Shouse; Floyd D. Akers; Mrs. Ethel Garrett; D. W. Bell, and L. Corrin Strong. From other areas are Henry Clay Hofheimer and Philip M. Talbot, of Virginia; John Emery, Ohio; W. W. Aldrich and Ralph Bunche, New York; Mrs. Dorothy B. Chandler, California; Robert L. Wood, Texas; John Nicholas Brown, Rhode Island, and Frank H. Ricketson, Colorado.

Conspicuously absent from the final list is the name of Robert Dowling, chairman of the board of American National Theater Academy, who pledged his efforts to raise money during hearings on the Hill.

Also, White House negation of the earlier appointment of Herbert A. May, Pittsburgh industrialist and arts patron, brought a blast from Representative Thompson (D., N. J.), who said the withdrawal of May's name was reportedly sparked by Sherman Adams, who wanted a local Washingtonian instead.

(Continued on page 19)

'59 Cues Stereo or Nothing for Most Phono Customers

Low-Price Units Tab 90% Output To Carry Two-Channel Banner

By RALPH FREAS

NEW YORK — Whether they want to or not, most phonograph customers are going to buy the stereophonic kind this year. They'll have little choice. According to some phonograph manufacturers, from 80 to "more than 90" per cent of the industry's output will carry the stereo tag.

The main reason for the lopsided mono-stereo picture is the ability of phono firms to produce a "complete stereo" unit for as little as \$39.95. Until a month ago, the price floor on stereo phonos was set at the \$70 to \$80 level. It seemed that models above \$70 would be stereo or stereo-adaptable and that those below this figure would be monophonic.

Floor Fell Thru

The floor fell thru when Columbia showed their \$39.95 complete stereo portable recently. And, at the mid-winter showings in Chicago half a dozen other firms unveiled similar models. A large majority of the firms not yet in production with inexpensive stereo told The Billboard that they will be meeting that low-end competition by the time of the Music Merchant's Show in June. By then, kiddie phono manufacturers will have the monophonic field virtually to themselves.

Trade observers noted that the move to low-end stereo would build some dealer resistance to ordering monophonic models. Dealers, they point out, are also mindful of intensive stereo advertising and pro-

motion and have less incentive to order the single-channel units. Most sales emphasis on monophonic models will be aimed at clearing existing inventories.

One fact stands out clearly in these current pricing moves. Phono firms are experiencing none of the semantic difficulties they had in the early "high fidelity" days. Then, the application of the words, "high fidelity" to any phonograph with two speakers or more brought howls of rage from components manufacturers. Manufacturers of packaged phonos seemed to be in silent agreement on the use of "high fidelity" for any unit priced at over \$100 and the shorter "hi-fi" to anything under that price. By the time the components manufacturers got around to complaining to the FCC, the words had slipped into the vulgar vocabulary as synonymous with "phonograph."

No Misunderstanding

"Stereophonic," on the other hand, can clearly be applied to any unit capable of reproducing the dual-channel sound of a stereophonic record. It doesn't have to reproduce much of that dual-channel sound and it doesn't have to reproduce it with fidelity. All it needs is a stereo cartridge, dual-channel amplifier and two speakers.

These inexpensive units, it must be noted, are "higher" fidelity than their single-channel counterparts. Two speakers do enhance recorded sound. And at the same time, the limited frequency response of the low-cost unit will not pass along to the listener distortion such as "rumble" that has plagued makers (Continued on page 20)

NEWS OF THE WEEK

Weighted Vote Seen Covered in ASCAP Decree, Roosevelt Elated

Indications from Justice Department's anti-trust division are that ASCAP minority membership will have a chance to present views on the terms of the new ASCAP Consent Decree. Weighted vote also believed to be the subject of new provisions in decree expected shortly. Small Business Subcommittee head Roosevelt reported elated over the developments. Page 2

Am-Par to Enter Classical Field, May Also Debut Phono Line . . .

A special sales incentive plan on a flock of new ABC-Paramount album releases and a proposal that the label enter the phono field, highlighted Am-Par's annual national distributor meeting last week. Meanwhile, the label, which chalked up gross sales in excess of \$5,500,000 last year, is making plans to enter the classical album market. Page 3

Cohen and Craft in Disking Tie; Distributing Firm in Package . . .

Morty Craft and Paul Cohen mapped plans this week for a joint venture involving two record labels and a distributing corporation.

Labels would be operated by each independently and the distributing firm would franchise both labels out to indie distributors. Cohen will be in pop and country fields with Craft focussing largely on pop merchandise. Page 4

NBC-Cristiani Circus

Set Video Tape Show . . . NBC and Cristiani Bros. Circus have completed a deal to make an hour-long video tape at the circus quarters in Sarasota, Fla., in March. Program will be in the "Kaleidoscope" series and will be aired by the network in May. Page 51

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JD to Hear ASCAP Minority Views on New Consent Terms

All Roosevelt Suggestions for Revised Decree to Be Implemented

By MILDRED HALL
WASHINGTON — Rep. James Roosevelt was highly pleased to learn from Weinstein and Levinson, New York attorneys representing ASCAP minority membership, last week, that Justice Department intends to give the small business interests "appropriate opportunity" to present their views on terms of new consent decree being nego-

tiated by Justice and the Society. Herbert Cheyette, representing the law firm, reported (26) to Roosevelt (D., Calif.) on recent conference with antitrust's second in command, Robert Bicks, held here January 22.

The House Small Business Subcommittee chairman has written the minority attorneys that he is also glad to learn that Justice intends to implement "all" of the subcommittee recommendations growing out of last year's hearings. This presumably includes correction of ASCAP's weighted vote, a question on which Roosevelt had some doubts, when mention was omitted in a progress report from antitrust chief Hansen recently. (The Billboard, January 26, 1959.)

Roosevelt tempered gratification with reserve, by reminding Cheyette that he intends to remain vigilant in the ASCAP matter until final settlement is accomplished. It has been Roosevelt's known view from the time of the hearings that minority which brought on correction of those complaints in the amended decree.

Cheyette's report to Roosevelt termed the interview with antitrust's young assistant chief "highly satisfactory." He gave a glowing rundown of minority prospects—with a carbon copy going to Bicks in tactful confirmation of Justice's promises.

The Weinstein & Levinson attorney wrote the Congressman that (Continued on page 50)

Atlantic in New French Tie-Up

NEW YORK — Atlantic Records has signed a long-term contract with Barclay Records of France, whereby the latter label will distribute the entire Atlantic catalog — LP's and singles — in France and Belgium on an exclusive basis.

Barclay will distribute the Atlantic disks (including its subsidiary label Atco) in those countries on a newly created label, tagged Atlantic-Barclay. Heretofore, Atlantic was distributed in France thru Versailles Records. However, the advent of new Atlantic-Barclay label will mark the first time Atlantic singles (including sides by Bobby Darin, Ruth Brown, and LaVern Baker) have been marketed in that country.

The deal with Atlantic was made here last week by Eddie and Nicole Barclay. Barclay returned to France this week, taking with him tapes of several current Atlantic and Atco hit singles which will be released in France immediately.

Challenge Buys A 'Moonbeam'

HOLLYWOOD — Challenge Records last week bought the original master of Doc Burch's "Catch a Little Moonbeam" and rushed it into release. The Burch original first appeared here on Con-Quer Records. It was quickly covered by Capitol with the Rinky Dinks vocal group. Since the tune is causing a stir here, and indications are that Capitol is throwing promotional weight behind it, Challenge acquired the original and rushed into national release in a race with the covering disk. "Moonbeam" is published by Fred Stryker's Fairway Music.

DEALER HITS BACK

Aims Financial Punch at Clubs

PITTSBURGH — The National Record Mart, discount chain of 25 record shops thruout greater Pittsburgh, has cut back its orders on all Columbia, RCA Victor and Capitol Records by 60 to 70 per cent as a protest against the diskery record clubs. Sam and Howard Shapiro, owners of the National Record Mart Chain, took the action in late December after an ad soliciting membership in the Columbia Records club had appeared in a local paper.

"That was the straw that broke the camel's back," said Howard Shapiro this week. "When I saw that ad in the paper in which they solicited members by giving away records to join, and realized that they were going after my customers, I decided that I would no longer push product of record companies that had record clubs. No one talked me into this stand. I belong to no association or dealer's organization; I did this on my own. But I am no longer carrying catalog merchandise of these three companies, only hot items I must have."

"The manufacturers say they can't survive without the dealer—well the dealer can't survive if the record clubs stay in existence. I know many friends of mine in Pittsburgh who have joined one of

the clubs. Why shouldn't they? They get records cheaper thru the club than I can get thru a distributor. Why they have even circularized me to join the club; I've received letters from the various clubs addressed to the National Record Mart."

"And they throw their best merchandise into the club. I expect Columbia to throw the "Flower Drum Song" into it soon. They've already thrown the "Benny in Brussels" into the club and it only came out in December. Victor put the Van Cliburn into the club before we even got it really moving and they put "South Pacific" into the club soon after it came out."

Shapiro's stores sell records at a (Continued on page 16)

Marks Music New Sole Ram Agent

NEW YORK — A deal was concluded this week between E. B. Marks Music and Buck Ram, manager of the Platters, wherein Marks becomes exclusive selling, licensing and promotion agent for Ram's firms, Argo (BMI) and A. M. C. Music (ASCAP).

With the new set-up, Ram will be freer to pursue his numerous (Continued on page 50)

McConkey Into Receivership

CHICAGO—McConkey Artists Corp., one-time power in booking small units, is soon folding. J. S. (Mack) McConkey revealed that his last two offices, in Chicago and Kansas City, are, as he described it, "going into receivership" next week.

McConkey told The Billboard that he cancelled his AFM license effective December 5, thus releasing about 150 attractions. He said he plant to go into the real estate business in Chicago or Arizona.

McConkey entered the booking business in 1928 in Kansas City, hitting a peak following World War II. Between 1946 and 1954, he was reputed to be grossing \$1,500,000 to \$3 million a year, operating nine branch offices and handling 600 bands, units and acts.

KLAC Pacts DeeJay Kaye

HOLLYWOOD — DeeJay Barry Kaye, whose contract with WAMP, Pittsburgh, ended last month, has joined KLAC here. Starting this week, Kaye will emcee the station's morning show from 6 to 10 Monday thru Saturday.

Kaye, who was picked for the job out of 200 candidates, will be promoted as a member of KLAC's "Big Six" deejay lineup. Programming-wise, the Kaye show will follow KLAC's general policy of playing only those current hits which aren't in the raucous rock and roll category.

Mercury Again Ups Ad Budget to 750G

CHICAGO — Mercury's top brass will convene with regional managers for the firm's annual budget meeting in Chicago today (2), at which the most surprising proposal will be to allocate \$750,000 for advertising to solidify the label's position in the eyes of the public and trade.

Just a few weeks ago, the company appointed a new advertising agency with the vista of unloosing \$500,000, an impressive increase over last year's \$400,000 mark. But thinking changed in the last few days after whopping December and January sales convinced Merc mahoffs to try to keep the momentum rolling.

December and January were successively the biggest months in the firm's 12-year span. The year-end upsurge also made 1958 its best year, topping 1957 by 20 per cent. According to Irwin Steinberg, treasurer, the growth was ahead of the industry's increase for the year. While a cluster of hot singles during the Christmas season contributed to the successful year, Steinberg said, sales of packaged

goods enjoyed a neck-and-neck increase.

Steinberg said the company is pleased with the health of stereo sales, but it sees no point in making predictions as to its rate of growth. Because recording of stereo and monaural is done simultaneously, he said, the company has taken the policy that it will follow the marketplace, always being ready with product to shift in either direction. If emphasis is being placed anywhere, he said, it is on the maintenance of up-to-date statistics on where the market is going. He did express confidence however, that stereo will bring new customers into the market and that it will recreate interest in recordings among many homes where buying may have dwindled.

The \$750,000 advertising budget will be directed to any type of product to which the market seems responsive. It will all be spent on advertising in publications and collateral materials. Merchandising aids, Steinberg said, will be covered by a separate budget item.

Ellis Top A&R Man for MGM; Heller Inked

NEW YORK — Ray Ellis, popular conductor - arranger joined M-G-M Records this week as artists and repertoire chief. He was appointed to the post by M-G-M Records topper, Arnold Maxin. Both got their grounding in the disk business on the Quaker City scene, when Maxin was a Victor salesman and Ellis operated in a similar spot for Columbia's Philly distributor.

Ellis has most recently been associated as an arranger-conductor for Columbia where he did a number of arrangements for the Four Lads. At Columbia he also worked with Johnny Mathis, Tony Bennett, Frankie Laine and others and he turned out a number of albums of his own. Prior to the (Continued on page 50)

Epic Special Feb. Discount

NEW YORK — Epic Records is offering distributors a 10 per cent discount on all pop albums for the month of February. According to Epic chief Al Shulman the label had such a hot month in January that the 10 per cent discount is a "bonus" to distributors for doing such a good job.

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AFM Best Band Contest Booms; Over 100 Apply

NEW YORK — Live Music Promotions Committee of the American Federation of Musicians is receiving many requests for applications to the two nationwide live music projects being sponsored by the AFM. One is the contest for the Best New Dance Band of 1959 and the other is the International String Congress which is designed to discover and provide scholarships for talented young string players.

More than 100 dance bands from the United States and Canada have indicated they will compete in the 10 regional competitions which have the co-operation of the National Ballroom Association, entertainment agencies and top band leaders. Because of the heavy response to the band contest, deadline for filing entries with community committees has been extended from January 24 to March 15. Ten regional competitions are scheduled by May 1, with finals set for May 15. Winning band will be (Continued on page 18)

New Facelift For A-F Disks

NEW YORK — Sid Frey, colorful president of Audio Fidelity Records, takes the wraps off his latest stereo record venture, the A-F First Component Series, this week at a press party at New York's swank Waldorf Astoria Hotel. All of the new A-F classical platters, which were recently recorded in England, are being issued on the First Component Series.

According to Frey, the new FCS records were made with a "greatly increased dynamic and frequency range, and the records have a very high level of sound." Because of this the A-F chief says that they should only be played on top quality playback equipment and he suggests that the records should not be purchased unless the purchaser has first rank equipment. He recommends certain specific (Continued on page 18)

Three Suns' LP Victor Special

NEW YORK — RCA Victor's pop "Special Buy" of the month of February will be Three Suns' new album "Love in the Afternoon." This will be promoted this month at \$1 off the regular list of \$3.98. Other pop albums for February include a package by the Crew Cuts, one by Homer and Jethro, the Bernie Green ork, and a novelty LP with Hans Conrard and Alice Pierce.

Miller Stereos Sell 2-to-1 Over Monos

NEW YORK — Dave Miller, head of the Stereo Fidelity and Somerset L.P. labels, stated this week that stereo records were out-selling monophonic disks for his firm at the rate of two to one. Miller, who claims that he has sold more stereo records over the past six months than any other American diskery, was in town for a few hours on his way to Germany to

CANDIDATES FOR THE HOT 100?

NEW YORK — ABC-Paramount distributors were literally "fired up" last week at the label's annual national distributor convention at the Concord Hotel in the Catskills.

A towering pile of Am-Par albums were piled up for display and during one of the discussion sessions, fireworks suddenly shot up out of the pile in a graphic illustration of Am-Par's new sales program's tag "The Hot Line for 1959." Fire extinguishers brought the blaze under control.

TIDE TURN

Live Acts To Get New Chi Break

CHICAGO — Opening of three new stages for the presentation of live musical acts is projected for the coming months, the first major turn of the tide since the death of vaude and the recent shrinking of theater box office here.

The most novel of the three plans is a proposed theater cafe for the smart set on Rush Street to be bankrolled by the Marienthal Brothers, who are now riding high with a jazz policy at London House and class night club acts at Mister Kelly's. In addition, two South Side movie houses, the Regal and Tivoli, plan r.&b.-flavored stage shows beginning in March.

The Marienthals are on the verge of okaying plans for a new building to house a stage and a restaurant floor accommodating 250 to 350 customers. Ralph Alswang, designer for the Theatre Guild and for numerous Broadway hits including "Sunrise at Campobello," has been retained to lay out the interiors, the stage and lighting. Oscar Marienthal said that shows involving casts of eight to 12 performers would be sought. Such productions as "Three Penny Opera" or slimmed-off revues of the "New Faces" genre would be ideal candidates. They plan a two-a-night schedule, shows running (Continued on page 18)

New Firm Offers TV Disk Plugs on Film

By LEE ZHITO
HOLLYWOOD — Tele-Records Service Company, a new firm specializing in national record promotion on television, last week started its operations here by outlining its services to the record companies. Firm, headed by Alan Lane and Bradley Kemp, offers to harness TV's selling powers on behalf of diskeries, by producing and distributing filmed versions of the recording artists' performance to as many as 200 TV stations. TRS

has concluded arrangements with 200 TV outlets to furnish them with films free of charge similar to the free distribution of disks to radio stations. Films are aimed at the TV disk jockey shows currently enjoying popularity thruout the country.

Individual prints will be issued to each station. Scheduling can be so arranged, according to TRS, to allow simultaneous kick-off of a disk on its complete network of stations. Record company will determine release date of the film (to coincide with release of the platter) and will also state the shut-off date for TV play. Stations who are part of the TRS chain agree to abide by the cut-off date so as to protect artists and diskeries against the films being used beyond the desired promotional period.

Am-Par Meet Highlights New Promotions; Considers Phonos

Gross Sales Hit \$5½ Mil. In 1958

NEW YORK — ABC - Paramount Records chalked up gross sales in excess of \$5,500,000 in 1958—an increase of 105 per cent over 1957. Altho Am-Par's reputation in the industry is primarily based on its hot singles line, prexy Sam Clark said albums represent 50 per cent of the label's over-all dollar volume.

In line with this, Clark said Am-Par will enter the classical album field sometime this year. The exec is currently negotiating with Vega Records of France (AM - Par's French distributor) to produce a series of 30 classical albums in 1959 at a total cost of \$100,000. However, Clark said consummation of the deal depends upon whether Vega comes up with conductors and soloists of sufficient name value.

Meanwhile, Am-Par plans to release at least 50 new pop albums this year, which will give the label

MODUGNO GETS 'VOLARE' AWARD

NEW YORK — Domenico Modugno will receive the Billboard Award for the best record of the year this week at the San Remo Festival of Song in Italy. Modugno's recording of "Volare" was selected as the top record of the year by the nation's deejays in The Billboard's annual jockey poll.

The award will be presented by Erberto Landi, who introduced Modugno to American audiences. Landi will also be honored at the festival for his work in the Italian-American entertainment field.

a catalog of more than 200 LP's. Commenting on the growth of the label's LP catalog, Clark predicted that eventually Am-Par's gross dollar volume will be "60, 70 or 80 per cent in favor of albums."

Over-all gross sales to date this (Continued on page 50)

Big Pushes on New Album Releases

By PAUL ACKERMAN
NEW YORK — A special sales-incentive plan on a flock of new ABC - Paramount album releases and a proposal that the label enter the phono manufacturing field highlighted Am-Par's annual national distributor meeting last week (29-30) at the Concord Hotel in the Catskills.

The meet was attended by 70 Am-Par distributors and salesmen (including a representative from Hawaii) and ABC-Paramount's top brass, with prexy Sam Clark presiding. Informality was the keynote of all the discussion sessions, which involved a friendly exchange of ideas on current industry problems between the label's top execs and its distributors—covering everything from record clubs to dis-counters.

Am-Par's new sales promotion (Continued on page 19)

DEALER BEST BET

Jubilee Head Decries Clubs, Rack Jobbers

NEW YORK — In a speech to his record distributors at a meeting held in New York's Park-Sheraton Hotel last week, Jerry Blaine, head of Jubilee Records, stated that the record store "is still the best place to market phonograph records." Blaine said: "We will not sell Jubilee albums thru mail order record blurbs, nor will we undercut the record dealer by selling any of our products thru rack jobbers."

Blaine also pointed out the many things that Jubilee will be doing during 1959 to make the label's album line one of the hottest of

any indie. Blaine noted the importance of the package market to all labels and pointed out the tendency on the part of indie distributors to sell only the "hit" albums. To help dealers sell all of Jubilee's album line Blaine said that Jubilee had hired the Sanford Leven ad agency as merchandising consultants to assist album sales manager Howard Caro in setting up the firm's merchandising projects for 1959, as well as handling Jubilee's ad campaigns.

The cheery Jubilee chief promised his distributors more newspaper advertising, more point of sale merchandise aids, more TV and radio ads, and special discounts on selected items for consumers in a drive to strengthen over-all sales of Jubilee albums. He said that selling albums involved more than merely contacting a disk jockey or a dealer.

New albums will be coming out on Jubilee this month noted Blaine, including two stereo samplers, one vocal and one instrumental, listing for \$2.98, plus a monaural sampler that will retail at \$1.98. Blaine said he saw no need for Jubilee to set sales quotas for his mer- (Continued on page 19)

10 LP's on WB Feb. Agenda

HOLLYWOOD — Warner Bros. Records will release 10 albums in February, available both in monaural and stereo form. Feature album will be "Broadway Compleat," with Warren Barker's ork. For each five "feature" albums purchased by dealers, WB will give them one free of charge. Firm also supplies special display racks for its monthly "feature attractions" releases.

Other albums in the release include "That Wonderful Year - 1940," by Garry Moore with chorus and orchestra; an Irving Taylor comedy package; album of Russian folk songs; "Two Beers and Everybody Sings," recorded in a San Francisco bistro.

Write '30' to Smathers Bill?

WASHINGTON — Letters from Justice Department and the Federal Communications Commission concerning last session's hearing on the Smathers bill to divorce broadcast and music interests may very possibly have written finis to the whole matter last week.

Reports from the agencies were believed to be in the hands of the Senate Commerce Subcommittee on Communications, but subcommittee spokesmen say that letters from the Department will not be released until Chairman Pastore (D., R. I.) has seen them and authorized publication.

It is considered fairly certain that neither agency has found cause for action in the hearing record on the now defunct Smathers bill. Hearing transcript was forwarded to the agencies by Chairman Pastore to determine whether any antitrust or communications law violations showed up in the long ASCAP-BMI debates before his subcommittee last year.

No formal committee report is expected to emerge on the hearings. During the hearings, Pastore said he had found no violation of the public interest. Also, he found no clear proof of claims by the American Society of Composers, Authors and Publishers that Broadcast Music, Inc., together with broadcasters across the nation, had "conspired" to smother ASCAP music on the air.

Angel Skeds 9 LP's for Feb.

HOLLYWOOD — Angel's nine-album February release consists of three vocal, orchestral and instrumental packages, highlighted by the first recording of Francis Poulenc's opera, "The Carmelites." The complete recording, featuring the Paris Premiere cast with soloist chorus and orchestra of the French National Opera are under Pierre Dervaux' baton. The three LP's are packaged in a box containing an English-French libretto.

Also of note, two albums of Beethoven piano sonatas recorded by the late Walter Gieseking are included in the release.

Cohen-Craft Indie Team-Up Marks A&R Role Changes

By REN GREVATT

NEW YORK — Virtual agreement reached this week on a joint independent recording venture between Paul Cohen and Morty Craft, widely described in the trade as "two of the real swingers of this business," highlights the changing complexities of the artist and repertoire function of a major company.

Cohen and Craft, who withdrew Friday (16) from their respective posts at Coral and M-G-M Records, have been continuing a series of huddles this week with their respective attorneys, Marty Machat and Harold Orenstein, which started late the same Friday afternoon two weeks ago.

It is understood that substantial money is behind the pair in the new operation. In essence, there will be two separate labels, one for Craft and one for Cohen. For the most part these will be completely independent and will actually be in separate offices. Between them, there will be a jointly owned distributing corporation which will franchise the distribution rights out to both labels to indie distributors across the country. It was stressed that distributors would be offered both labels and would not be able to obtain only one. It was pointed out that if a distributor ever goofed off on one of the two labels while the other perhaps was hot, he would be in danger of losing both.

Cohen's label will be known as Todd Records, a firm name he actually incorporated two years ago. At the same time, a label design was set, although no records were ever released. Six artists have already been signed, including the veteran Pee Wee King, clefifer of "Tennessee

Waltz." Craft was expected to reactivate the name, Lance Records, a label he operated prior to his association with Mercury and M-G-M and on which he had the hit "Alone" with the Shepherd Sisters.

"We have both made a lot of money for a flock of distributors in our time," Craft said, "and we feel that they will now give us a great reception. And we intend to give them something they can sell. We both know how to run with a record, and we expect to sell our albums, just as tho they were singles."

The exodus of Craft and Cohen from the big label scene, and a similar move only a few months ago by former Mercury Eastern a.&r. chief, Bobby Shad, focusses attention on the extreme instability of the top creative job. Traders with a slightly longer memory will recall a similar departure from RCA Victor of Dave Kapp into a successful, self-propelled operation.

The situation which has grown up in the last few years has seen a fantastic mushrooming of indie labels. These could make it on the pop front because of their extreme

(Continued on page 16)

FRENCH DISKS BOOM

SDRM Collections Key Huge Boost

By BOB ROLONTZ

NEW YORK — A graphic illustration of the tremendous increase in record sales in France over the past decade is evinced in the collections of the French mechanical society, SDRM, which have jumped from \$495,992 in 1947 to \$3,826,689 in 1957, a sevenfold increase. For radio and television alone (in France the government owned radio network pays for the privilege of spinning records), SDRM's collections have jumped from \$157,909 in 1947 to \$1,009,587, in 10 years. SDRM is the French branch of BIEM (Bureau International de l'Édition Mécanique) the International (European-based) mechanical collection society which collects for writers and publishers in 12 European countries and countries in other parts of the world. BIEM's European collections also show the tremendous growth of record sales in all of Europe over the past few years, with its collections increasing in Europe from \$2,715,764 in 1951 to \$12,424,212 in 1957.

These financial facts are from Philippe Pares, president of SDRM as well as an executive in BIEM, and an administrator of SACEM (The French Society of Authors, Composers and Editors), who is in New York preparing for a forthcoming meeting of BIEM execs here the middle of February. While in the U. S., Pares will meet with Harry Fox, the Agent and Trustee, who works with BIEM for the United States.

To Meet U. S. Pubs

With Fox, Pares intends to deal with problems concerning mechani-

Scheer to Top UA Promotion

NEW YORK—Leonard Scheer has been added to United Artists Records' staff as national promotion manager. Scheer will also serve in this capacity for Unart Records, UA's subsid.

Scheer was formerly professional manager of the Howard Richmond publishing companies. He will headquarter in New York, but will spend a great deal of time contacting deejays and distributors throughout the country. Scheer will also assist Lester Lees, the diskery's national director of sales.

The company's current hit single, "Gazachtahagen" by the Wild Cats, is now available in stereo.

cal royalties and performances of BIEM works in the U. S. He will meet with American publishers to orient them concerning BIEM's European operations, explain the collection system, etc., and to study and work out new ways of exploiting BIEM repertoire in the U. S. He will also meet with recording company execs to help promote the BIEM catalog here.

In Europe, unlike the U. S., there are separate, long established mechanical collection societies of which SDRM (founded 1935), is the key one in France and BIEM one of the largest throughout the world. BIEM collects

(Continued on page 16)

RIAA Protests New IRS Ad Tax Ruling

NEW YORK—The Record Industry Association of America, thru its counsel, Ernest S. Meyers, has protested to the Internal Revenue Service a recent change in the Bureau's interpretation of regulations covering the federal manufacturers' excise tax on price and price allowances.

Specifically, the regulations have reference to the tax structure on funds administered by manufacturers on behalf of their distributors and dealers, to be used by such distributors and dealers for local advertising. Administration of such funds by diskeries are common in the record industry.

In a letter to Dana Latham, Commissioner of the Internal Revenue Service, Meyers stated, "It has been the practice of the Internal Revenue Service for many years, both published and unpublished rulings, to recognize that these amounts are not part of the manufacturers' taxable selling price, because they are to defray costs of the distributor and dealer and not the manufacturer, and are costs incurred subsequent to the sale of the taxable article."

According to Meyers, "the Internal Revenue Service on December 16, 1958, issued regulations repudiating its prior position and holding that such amounts set aside for this local advertising are part of the manufacturers' selling price subject to the excise tax. After February 1, 1959, neither an exclusion from the tax base nor a subsequent tax credit for a price readjustment will be allowed for such amounts."

Meyers concluded that, "In my

NEWS REVIEW

Golden Debs Five Fine Kidisk LP's

Golden Records has released five new LP's for the kiddie trade, pegged at \$1.98. On the basis of sound and production, each set is definitely worth the price. The group has the unifying theme of "A Golden Treasury," with individual sets sub-tagged "Fairy Tales," "Train Songs," etc.

Perhaps the top item is the "Golden Treasury of Fairy Tales," which carries not only songs, but narrations and semi-dramatizations of famous stories like "The Three Bears," "Hansel and Gretel," etc. The "Treasury of Great Golden Book Favorites," also contains stories and songs, with such favorite items as "Scuffy the Tugboat," "Mr. Fliberty Jib," "Saggy Baggy Elephant," and others.

The balance of the new albums are largely musical in content, with the ork under Mitchell (Mitch) Mil-

(Continued on page 16)

Henry Jerome Joins Coral A&R Staff

NEW YORK — Henry Jerome, well known in recent years as a bandleader operating at the Edison Hotel here, has been appointed to the Coral Records a.&r. staff, under newly named Coral a.&r. chief, Dick Jacobs.

In the past Jerome has recorded for M-G-M, London and Roulette, and on the latter label, had a good-selling album titled, "Memories of Hal Kemp." Jerome has also been an indie producer of disks and spot transcriptions for radio use.

Roulette Sets Special Push For Feb. LP's

NEW YORK — Roulette Records is offering a special incentive program for its distributors and salesmen on the label's "Fabulous February" album release of 10 monaural and 11 stereo LP's.

Sales veepee Irv Jerome has set special February quotas for each distributor. If they exceed their quotas, they will receive 5 per cent bonuses; while individual salesmen will be awarded various merchandise prizes. Quotas are based only upon the purchase of the February album release, and Roulette expects its distributors to pass along the sales incentive benefits in one form or another.

An extensive promotional campaign is under way on the new albums, including special order pads for salesmen, point-of-sale display material, and a sampler album, featuring excerpts from each of the new LP's. The samplers will be sent to salesmen as well as to deejays.

Based upon initial orders, Jerome said almost half of the distributors have already exceeded their quotas. The February album

(Continued on page 16)

CMA Benefit March 8 in Louisville

LOUISVILLE — Wesley Rose, chairman of the board of directors of the newly formed Country Music Association, announces that the first of a series of c.&w. shows designed to further country music and help finance the cause of the CMA will be presented at the 18,000-seat Kentucky State Fair Coliseum here Sunday, March 8. There will be two performances, 3 and 8 p.m., with all participants donating their services to the cause.

Featured will be Johnny Cash and the Tennessee Two, Don Gibson, Ernest Tubb and His Texas Troubadours, Minnie Pearl, Ray Price, Lester Flatt and Earl Scruggs and the Foggy Mountain Boys, Grandpa Jones, Carl Smith, Charlie Walker, Jean Shepard and the Jordanaires.

Veteran c.&w. impresarios Oscar Davis and Frankie More are handling the promotion on the engagement.

GOODY FOLDS DISK CLUB; PROUD OF PHILLY START

NEW YORK — Sam Goody dissolved his record club this week, with the sale of mailing lists to Rudolph Von Halle, operator of the Stereophonic Record Society, a New Jersey indie mail order firm. Among other things, Goody also discussed the success of his new Goody at Snellenberg's operation in Philadelphia and pointed out the differences in record store advertising in different cities.

The West 49th Street disk tycoon would not admit that the two-year-old record club was a failure. "We closed it out, frankly, because we have other new projects cooking and we had neither enough room nor personnel to keep it going properly. Our new store, Goody-East, on 43d Street here, will open around June 1 and that's occupying plenty of our attention right now."

Turning to the South, Goody pointed with some pride to the initial success of his Philadelphia layout. "December was our first month and we did about \$150,000 worth of business. About 55

per cent of that was in records and the rest in audio equipment. That was done with a green staff and in the face of murderous price-cutting from Gimbels and Korvette's. They were trying to fracture us with prices as low as \$2.18 against our \$2.98."

A reporter noted differences in the tone of Goody ads in the New York area as against those seen in Philadelphia papers. The latter were considerably more high class in nature, make-up, claims, etc.

"Well, when in Rome you do as the Romans do," replied Goody. "In Pennsylvania they are being extra-delicate about the Federal Trade Commission rulings on advertising practices. They are extra touchy about anything in any ad that could be taken in more than one way. All the stores have been alerted to watch their ads. So we have to do it, too. Snellenberg's censors all our ads before they are placed. As far as Pittsburgh is concerned, I really don't know what they are doing with the ads out there."

Thiele Makes A&R Chores Jet Jamboree

NEW YORK — Frantic recording schedules at Dot Records have kept Eastern veepee and a.&r. chief, Bob Thiele, on a virtual commuter schedule between here and California in the past few weeks.

Thiele spent the past two weeks on the Coast recording Lawrence Welk's first Dot album as well as the start of Debbie Reynolds' first Dot package. The exec then flew back to Manhattan this week for

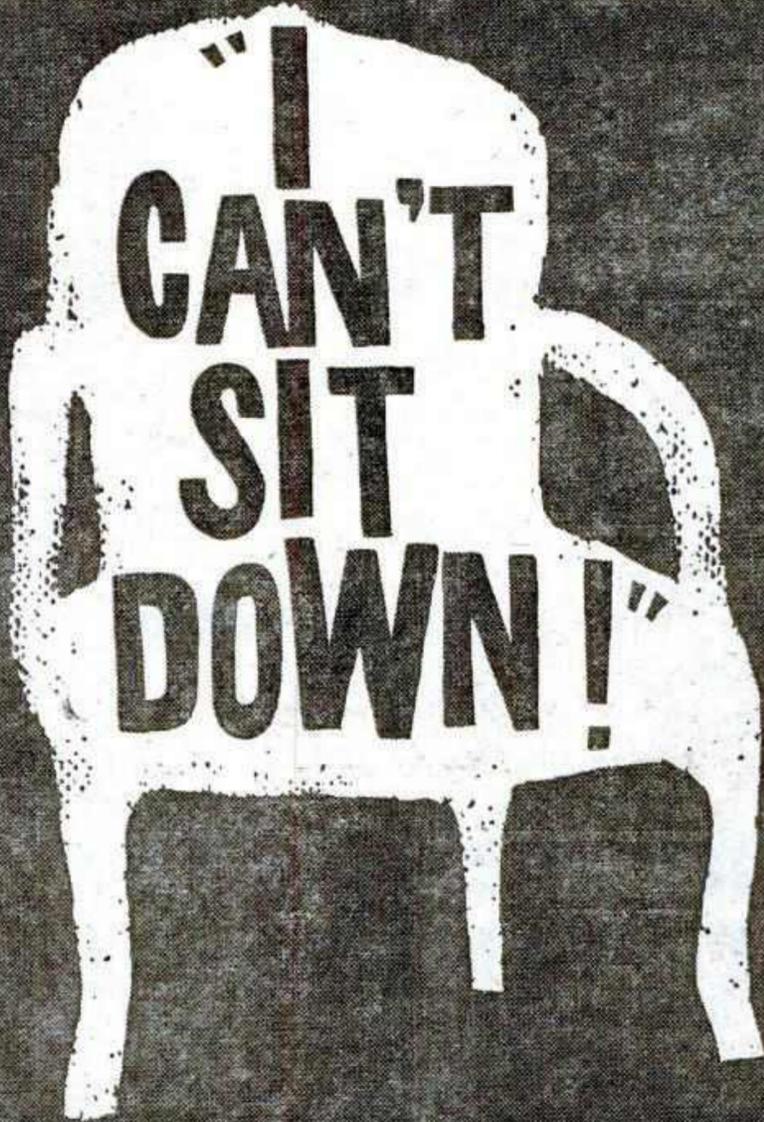
(Continued on page 13)

Ravinia-AFM Peace Pipe

CHICAGO—The Ravinia summer music festival this week came to terms with the AFM permitting the Chicago Symphony Orchestra to appear in this year's outdoor series as the major attraction. This ended the threat by the Ravinia management to go ahead without the orchestra for the first time in many years.

Ravinia won its point to reduce symphony appearances from four per week to three, eliminating Sunday night concerts which have contributed heavily to the festival's deficit. Carl Baumann, vice president of AFM Local 10, broke the impasse in negotiations by allowing members of the orchestra to vote on management's proposal. They accepted the three-concert week by a vote of 57 to 37. New scale will be \$125 minimum, compared with the old one of \$145.

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Indie Distributors Hear N. Y. Dealers' Complaints

NEW YORK — The Association of Record Dealers of New York and New Jersey has held a meeting with the independent record distributors of New York to talk over current problems of the record dealers in the two States. In addition the ARD-NY, NJ has set a special membership meeting and banquet at the Town and Country night club in Brooklyn, that the or-

ganization officers hope will become an annual affair.

According to Seymour Bondy, head of Bondy Music Shop, in downtown New York and president of the NY-NJ Association, the indie distributors listened both carefully and sympathetically to their complaints. One of the points stressed by the association, Bondy said, was the desire of dealers to go back to the old system of franchised dealers once again. The distributors replied that manufacturers wanted to open up many new outlets, but that they would bring their ideas back to the manufacturers.

The banquet meeting that the dealers will hold is scheduled for May 17. Dealers expect a lot of recording stars to attend the affair and intend to give out plaques for the best male and female singers of the year as well as the best deejay.

Bondy also let it be known that the New York-New Jersey Dealers group, which comprises 300 members, would meet with Charles L. Simmons, of the Coghill-Simmons store in Dallas and head of the Society of Record Dealers. They plan to meet shortly in New York. The Eastern group expects to affiliate with the SORD.

The dealer's biggest concern at this moment, according to Bondy, is to compete with the premium records that the record clubs are giving to new members to join. He said that the New York-New Jersey dealers are conferring with their legal advisors, Katz and Wolchok, to see what methods can be pursued concerning this type of competition. Bondy himself claimed that he is receiving letters every day from dealers who are concerned about record club premium offers, which Bondy averred is "turning the record business into a dog eat dog competition."

Atlantic and Subsidiaries Have Biggest Week

NEW YORK—Atlantic Records, which has five records on the "Hot 100" chart this week, chalked up the biggest sales week in its history last week. Prexy Ahmet Ertegun reports that the label and its subsidiaries shipped 470,000 records last week.

Unusual aspect of the Atlantic sales story is that two of its biggest selling singles (by Clyde McPhatter and Lavern Baker) have been out for several months. The McPhatter platter "A Lover's Question" (No. 9 on the "Hot 100") was released last September 1. The Lavern Baker disk, "I Cried a Tear" (No. 19 on the "Top 100") was released November 1.

Ertegun said if sales continue at their present high level, Atlantic should also have its biggest sales month in its history. In view of present activity, the exec said the scheduled releases on Atlantic, Atco and East-West have been held back.

Other waxings on "The 100" this week include two by Bobby Darin on Atco—"Plain Jane" and "Queen of the Hop"—and "Charlie Brown" by the Coasters on Atco. Latter disk passed the 150,000 sales mark in 10 days' time, according to Ertegun. The label is also represented on the r.&b. chart with four disks, including two by Ray Charles and the above-mentioned waxings by McPhatter and Lavern Baker.

AUDITION
a new selling force
...for dealers
...for manufacturers
IN FULL COLOR EVERY MONTH
IN THE BILLBOARD

HOT 100 ADDS SEVEN

NEW YORK—There are seven new sides on The Billboard's Hot 100 Chart for the first time this week. Essentials are:

- 69. Charlie Brown—The Coasters, Atco
- 76. Apple Blossom Time—Tab Hunter, Warner Brothers
- 85. My Man—Peggy Lee, Capitol
- 96. Give Me Your Love—Nat King Cole, Capitol
- 97. Teardrops Will Fall—Dickey Doo & the Don'ts, Swan
- 99. The Hanging Tree—Marty Robbins, Columbia
- 100. Madrid—Nat King Cole, Capitol

London Dec., Jan. Sales Up

NEW YORK — London Records announced this week that sales for the two-month period just ended showed a 50 per cent increase over sales for the same period a year ago.

The increase was attributed to a strong Christmas surge on stereo and a healthy response by dealers to the label's January stock program. Additional boosts came from four London and Monument single hits which were on the charts during the period. The Richmond Division of \$1.98 LP's also continued to contribute significantly to the total volume.

'Chipmunks' Sue 'The Doctor'

NEW YORK—The U. S. District Court, Southern District, New York, last Friday (30) issued a temporary restraining order against the sale of records or performance of the song, "The Doctor and the Monk," on the Tip Top label.

The action was brought by Ross Bagdasarian, Monarch Music and Liberty Records, on the grounds that the Tip Top tune and disk constitute copyright infringement to the Liberty hit waxing, "The Chipmunk Song," written by Bag-

Pub Sues King For Royalties

NEW YORK — Norbay Music, a BMI affiliated Chicago publishing firm, brought suit here last week against King Records, in U. S. District Court for the Southern District of New York, alleging non-payment of royalties on a record of the tune "Slow Walk."

The complaint states that the writer of the tune, Sil Austin, recorded it on Mercury. Thereafter, according to the complaint, Bill Doggett, covered the song on King, which recording became a top hit. It's further alleged that this was done without the filing by King of a notice of intent to use, or a request from the label for a license. Under a provision in the copyright act, triple damages of 6 cents per record will be sought.

Martin J. Machat represents the plaintiff, while Jack Pearl will act on behalf of the defendant.

Bagdasarian and published by Monarch.

The action, brought against Tip Top Record Company, Inc.; Tips Music, Overbrook Publishers, and ASCAP, will come up for hearing of a motion for preliminary injunction this Tuesday (3). Meanwhile, Liberty is bringing out another record by Bagdasarian (David Seville) and the Chipmunks—"Alvin's Harmonica"—this week.

ROGER WILLIAMS *does it again!*

"**DEARER THAN DEAR**"

on
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K-257X

Music by **FRED SPIELMAN** • Words by **DIANE LAMPERT**

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WAX ARTIST EXODUS

U. S. Disk Stars Hear Britain's Siren Call

NEW YORK — A wholesale exodus of American disk stars will soon get underway here at Idlewild Airport, as the record acts respond to the call of British agents for TV and personal appearances.

Thrush Jane Morgan, whose "The Day the Rains Came," has been at the top of British charts for several weeks, flies to London for Sunday at the Palladium TV Sunday (22) and the Jane Morgan show on Saturday Spectacular, (28).

Preceding Miss Morgan's appear-

ance on these top TV outings will be another hot thrush, Della Reese, who does the two shows on Sunday (8) and Saturday (14) and chanter Don Rondo, who does the same pairing on Sunday (15) and Saturday (21).

Early in March, Connie Francis returns to England for appearances on the same two TV shows, plus a number of personals. She will do 11 days at London's Palace Theater, starting Wednesday (25). Gal was voted top vocalist of the year in a number of British popularity polls. Paul Anka, incidentally, who has been breaking personal appearance records right and left on the Continent, flew into Britain briefly last week for weekend TV appearances prior to his return to the States. Thrush Betty Johnson will also do the Sunday at the Palladium TV show April 5.

The Grade office in London has also signed Johnnie Ray for a two-week engagement at the Palace Theater starting March 9. Ray will do the top Saturday and Sunday TV airings, and the tapes of these will be shipped to Australia for later viewing there.

Leslie Grade, in New York last week to set up with GAC a number of artist visits, told The Billboard that Les Paul and Mary Ford would be in Britain for an eight-week tour, starting March 30. Grade said that Johnny Mathis was expected in April, altho according to Mathis' manager, Helen Noga, final dates will have to await a decision from the Fontainebleau Hotel, Miami Beach, as to when in April Mathis will be booked there. The Hotel has an

Elektra Plans Folk Song Kit

NEW YORK — Jac Holzman, Elektra Records topper, left for London Sunday (1), to consolidate European distribution arrangements for the Elektra line of folk and jazz material. He'll spend a week each in London and Paris. The trip come under the heading of the label's new "Triple-E" plan . . . "Elektra, Europe, Expansion."

Holzman also announced plans for a special folk song kit, containing a disk and a booklet, to be released shortly by the label. In boxed packaging, the booklet will contain a survey of American folk music by Lee Hayes of the Weavers, a bibliography of books on folk material, and complete guitar playing instructions, with sample chord diagrams. The disk will contain 20 folk songs plus additional information on guitar playing. The set, which it was stressed does not contain a free guitar, will retail at \$5.95.

option on the singer, following an earlier appearance there.

Also, according to Grade, Paul Anka has been booked for a return in May, Guy Mitchell will make the trek during the summer, and Nat Cole is expected in early fall.

Grade pointed out that "the day of the overnight hit artist as a salable commodity is over. They can die in Britain and many have. More and more we are trying to bring in the proven artists and the ones who have been able to sustain themselves over a number of record hits, three or four at least. One hit record is no longer the key to automatic success in London with the American artists. Once they were successful for their curiosity value alone, but that day is gone."

NEWS REVIEW

Cap's New Stereo Release Fine Bait for Sound Buffs

NEW YORK — Capitol Records' latest release of stereo LP's should find a hearty reception from stereophiles. Included in the 16-LP release are stereophonic versions of sets that have in most cases proven big monaural sellers.

Headlining the pop releases is "Oklahoma!" In stereo the album is even more charming, and this release should create new interest in the set, which has long been a best-seller. Another strong pop album in the group is "Jackie Gleason Presents Velvet Brass," which lends itself very well to stereo, because of the many contrasting ork effects. "Young Ideas" by Ray Anthony and "The New James" by Harry James achieve dimension in stereo. Norrie Paramor's "Jet Flight," "Most Happy Hammond" by organist Jackie Davis and "Concerto!" by Freddie Martin complete the pop releases.

Both of the jazz albums, "Jump-in' with Jonah" by the Jonah Jones Quartet and "Rendezvous With Kenton" by the Stan Kenton crew should move well, tho the big band jazz is much more suited to stereo.

Three albums by the popular Hollywood Bowl Symphony Orch. are featured in the classical releases. "Music for Strings" by Stokowski and "The Orchestra Sings" by the Capitol Symphony Orch., conducted by Carmen Dragon, are especially good in stereo. "Virtuoso!" by the Roger Wagner Chorale is a fine example of vocal stereo. A volume of piano concertos by Leonard Pennario should be as big a seller in stereo as it was monaurally.

In general the stereo versions of the releases are effective and well-

recorded. Covers are the same as in their original release.

"Jackie Gleason Presents Velvet Brass," SW 859; "Young Ideas," Ray Anthony Ork., ST 866; "The New James," Harry James Ork., ST 1037; "Jump-in' with Jonah," Jonah Jones Quartet, ST 1039; "Most Happy Organ," Jackie Davis, ST 1046; "Concerto!" Freddie Martin Ork., SW 1066; "Norrie Paramor's Jet Flight," ST 10190; "Concertos Under the Stars," Leonard Pennario and the Hollywood Bowl Symphony Ork. (Dragon), SP 8326; "Chopin by Starlight," the Hollywood Bowl Symphony Ork. (Dragon), SP 8371; "Overture!" the Hollywood Bowl Symphony Ork. (Slatkin), SP 8380; "Virtuoso!" the Roger Wagner Chorale, SP 8431; "Nutcracker Suite and Midsummer Night's Dream," The Hollywood Bowl Symphony Ork. (Slatkin), SP 8404; "Music for Strings," Leopold Stokowski, SP 8415, and "The Orchestra Sings," The Capitol Symphony Ork. (Dragon), SP 8440.

—Howard Cook.

Canuck Label Makes Debut

NEW YORK — Canadian-American Records, a new label with offices here and in Winnipeg, Manitoba, which made its debut this week with its first single release, is a publicly-held firm of the first order.

Prior to opening shop, prexy Gene Orndorf of Minot, N. D., offered stock to the public via brochures, mailing pieces and radio spots. To demonstrate the firm's product, he presented disks and pictures of singer Tommy Zang, the label's first pactee. Disk was played widely thru the North Dakota, Manitoba border area and stock sales came rolling in, plus fan mail from teeners who wanted to buy the record. The disk, which couples Zang's readings of "I'll Put a String on Your Finger," and "Break the Chain," was officially released this week.

NEW YORK—The Big Three Music Corporation has added J. S. Lowy to its West Coast staff in a move to expand its standard exploitation set-up. Lowy, who used to rep a California record distributor, will work on standards from the catalogs of Robbins, Feist and Miller. He will work in co-ordination with the home office and assist West Coast contact men Ed McHarg and Hy Kanter.

A GREAT COMBINATION!
GREAT PICTURE!
GREAT ARTIST!
GREAT SONG!

WARNER BROS. PICTURE

"THE HANGING TREE"

Lyrics by MACK DAVID
Music by JERRY LIVINGSTON

as sung by MARTY ROBBINS

b/w "The Blues,—Country Style"
on COLUMBIA 4-41325

M. WITMARK & SONS 488 Madison Ave., New York 22, N. Y.





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**“THE
‘I HAD A DREAM, DEAR’
ROCK”** 4-41315



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IT’S HAPPY—IT SWINGS—IT “GO’S”!

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**BOBBY
DARIN**

"PLAIN JANE"

Atco 6133

For Instance . . .

**THE
COASTERS**

**"CHARLIE
BROWN"**

Atco 6132

For Instance . . .

**PAT & THE
SATELLITES**

Novelty Now Breaking
"JUPITER C"

Atco 6131

RADIO-TV REVIEWS

'Lucid' Is the Word for Bernstein

Leonard Bernstein and the New York Philharmonic came thru on CBS-TV, Sunday (25) with a convincing musical demonstration of the use classical composers have made of American jazz. Both in his talk and in his performance as pianist on George Gershwin's "Rhapsody in Blue," Bernstein has rarely showed to better advantage. The Philharmonic performed the Gershwin work and Darius Milhaud's "Creation of the World" with gusto.

Bernstein's thesis, was that young classical composers seized upon jazz in the 1920's as a fresh expression to help counter the ornate romantic music of the preceding half century. Jazz, according to Bernstein, was only one of the devices used, others being atonality, the quarter tone scale, et al. Satie, Stravinsky, Hindemith and others were among those mentioned. The conductor gave demonstrations of the music of these composers, and traced jazz from its ragtime days to illustrate his points. Then he showed how Milhaud, a European classical composer and Gershwin, an American pop song writer, approached the craft of using jazz styles, sounds, riffs, etc., in their works. His explanation was clear and lucid and he noted that the jazz absorption process—on the part of contemporary composers—is still going on.

Bob Rolontz.

* * *

Daniels in Solid Tee-Off on TV Seg

"The Billy Daniels Show" took over the KTLA (Los Angeles) timeslot heretofore held by organist-chanter Earl Grant to show-off Daniels to good advantage as emcee, vocalist and TV personality in general. Backed by a plush set which simulated a nitey, Daniels seemed to be at home in his vocal offerings and cele table-hopping.

Viewers were given a clean, straightforward presentation and spared the irritation of corny gimmicks. Daniels' years as a vet nitey performer came in handy in pacing the show, ad libbing and keeping interest alive during the full-hour's production.

He wisely side-stepped "Black Magic," but instead gave viewers ear-and-eye-worthy interpretations of "I've Got You Under My Skin," "So in Love" and "I Concentrate on You." Those interviewed included Al Zugsmith, producer of several films featuring Daniels, and Ken Murray, who last week revived his "Blackouts." Murray in turn introduced songstress Vicki Castle, who first attracted disk attention under the name of Toni Harper whose "Candy Store" was a best-seller a decade ago.

Benny Payne's piano, long a member of the Daniel's nitey act, is featured along with a studio ork for smooth backing of the show. Daniels' class approach to the local musical variety program should help the station build it into a worthy TV vehicle. It is currently sponsored via participating spot announcements.

Lee Zhitto.

H-F '58 Take Up 100% Over 1957 Mark

HOLLYWOOD — High Fidelity Recordings, according to its prexy, Richard Vaughn, grossed \$2,400,000 during 1958 to enjoy a 100 per cent increase over the previous year. Vaughn said business upshot was aided considerably by the biggest quarter year sales in the label's history during the last three months of 1958. During the quarter, High Fidelity issued 30 packages (stereo and monaural) plus seven 45 rpm stereo extended play albums.

Arthur Lyman's "Taboo" package paced the diskery's line in its sales boom, Vaughn said, with Lyman emerging as the firm's top selling artist. Others who Vaughn credits with doubling his firm's business include albums by George Wright, the Surfers and Elsa Lanchester. Tape sales were up 50 per cent during the first nine months of 1958, according to Vaughn.

Pete Stapleton, High Fidelity's national sales manager, credits much of the firm's sales success to the fact that it increased its distribution, that the label entered every major hi-fi show in the country and to its key field men. Latter include Bert Gottlieb, New York-based rep covering Eastern markets; Russ Lashbrook, Chicago for Midwestern coverage, and Doug Norton, Southern rep working out of Durham, N. C.

Label has moved into the four-track stereo tape field (three and three-quarter speed) and expects this to develop into a volume builder during the forthcoming year. Its four-channel tape packages, now hitting the market, retails for \$7.98.

NIGHT CLUB REVIEWS

La Piaf Repeats Magic at Waldorf

Edith Piaf, in her current stint at the Empire Room of New York's Waldorf-Astoria offers a series of numbers, some new and some well-known in the Piaf catalog, which received a warm, enthusiastic reception from her opening night audience.

Attired simply in black, she presents her numbers before a plain curtain behind which there is a chorus and ork. In front of this simple setting she sings and pantomimes her selections, after giving a brief spoken English version of the song she is about to sing. This manner of presentation is highly effective.

Included in her repertoire are "Mi' Lord," a charming number on which she is supported by Gay '90's backing. Emil Coleman's ork was at its best thruout, but on this number the group was especially fine. Her other tunes included a dramatic rendition of "The Gypsy and the Lady," "The Clown," her own lovely "If You Love Me, Really Love Me" and "La Vie En Rose."

Mlle. Piaf has a wide range of expressions and even within a single number is able to create several moods. Her movements are graceful and meaningful, and her voice is almost magic. A trek to the nitey is well worth the jaunt. Miss Piaf is a gasse?

Howard Cook.

* * *

Customers Like Freudian Thrush

An attractive thrush named Katy Lee is pulling in the customers at Julius Monk's small lounge on the first floor of his new club, Upstairs at the Downstairs, in New York. The attractive blond singer-guitarist is backed by pianists Carl Norman and Stan Keen as she sings the songs she waxed in an album titled "Songs of Couch and Consultation" for Commentary Records. As can be inferred from the title of the album her repertoire is fraught with Freud. When Miss Lee has a good hunk of material, such as "Hush Little Sibling" or "Stay as Sick as You Are," she makes the most of it. Not all of her songs are up to this level but on the night caught (27) the audience didn't seem to mind a bit, greeting each reference to "Shrinker Man," etc., with delight.

The Show Must Go On

WASHINGTON — The Shubert Theater burned down here early Thursday (29) morning, thus throwing local teen-agers into a mild panic, since "The Biggest Show of Stars" stage unit was scheduled to open there the following night.

GAC and Irvin Feld scrambled around frantically to find another theater—the only other alternative being to return admissions on three completely sold-out shows. They finally landed the Howard Theater, and scheduled a hasty series of special deejay spots to announce the change-over. The show features a host of r.&cr. names, including the Platters, Jimmy Clanton, and Clyde McPhatter.

Ambrose

JUST KEEP WALKING

4 BIG RECORDS
Sweeping the Country

LINDA LAURIE Glory # 290

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THE HAL McKUSICK QUARTET Glory # 292

RAY MARTIN Coming on RCA Victor
(Parade of Pops)

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DISTRIBUTOR NEWS

By HOWARD COOK

NEWARK, N. J.: Irwin Fink of All-State Distributors reports that "It's Just a Matter of Time" by Brook Benton on Mercury is proving a winner. "I Got a Wife" by the Mark IV on Mercury is also hot. "The Children's Marching Song" by Cyril Stapleton on London is strong. "Miss You" by Jaye P. Morgan on M-G-M is reaching hit proportions.

SOMETHING TO SHOUT ABOUT!

JUST RELEASED AND ALREADY A HIT!

**"EMBRACEABLE
YOU"**
THE SOLITAIRES

#1066

Picked by Billboard and Cash Box

A TWO-SIDED SMASH!

"A PRISONER TO YOU"
b/w

"MY TRUE LOVE AND I"

#1063

SONNY MOORE

OLD TOWN RECORDS

1697 BROADWAY, NEW YORK, N. Y.

BREAKING BIG!

**"WHAT WOULD
I DO"**
b/w

"PAPER LADY"

#1064

BOB GADDY

Picked by Billboard

COMING UP STRONG!

"SO FINE"
b/w

**"LAST NIGHT
I DREAMED"**

THE FIESTAS

#1062

"Nola" by the Morgan Brothers on M-G-M has been moving well. "Keys to the Kingdom" by Roger Williams on Kapp is big. "Gazachstahagen" on United Artists looks like a smash. Top LP's are "Near You" by Roger Williams on Kapp, "Continental Encores" by Mantovani on London and the sound tracks of "Gigi" on M-G-M and "The Inn of the Sixth Happiness" on 20th-Fox. Stereo sales have been building and now account for close to 25 per cent of total LP volume.

Joe Cohen of Essex Record Distributors names "Stagger Lee" by Lloyd Price on ABC-Paramount as his strongest platter. "Blah, Blah, Blah" by Nicola Paone on ABC-Paramount is gaining. "Petite Fleur" by Chris Barber on Laurie and by Wilbur de Paris are heavily requested items. Ritchie Valens has a two-sided smash with "Donna" and "La Bamba." "Nobody But You" by Dee Clark on Abner is hot. "No Regrets" by Jimmy Barnes on Gibraltar, "Rawhide" by Link Wray on Epic and "Hold Me" by Bobby Long on Glow-Hill are moving well. Best-selling LP's are "Ricky Sings Again" by Ricky Nelson on Imperial, the Dukes of Dixieland LP's on Audio Fidelity, "Count Basie" on Roulette, "Have Twangy Guitar, Will Travel" by Duane Eddy on Jamie, "Cocktail Dancing" by Lester Lanin on Epic and "Dance with Dick Clark" on ABC-Paramount.

Charles Goldberg of Cosnat Distributors places "Pretty Girls Everywhere" by Eugene Church on Class among his top disks. "Angel" by the Acorns on Unart is moving. "Charlie Brown" by the Coasters on Atco looks like another "Yakety Yak." "Sweet Shop" by Randy Stevens on Loma is a sleeper. "Mathematics of Love" by Jimmy Pemberton on Orchid is stepping out. "Fried Eggs" by the Intruders on Fame is hot. "No Other Arms, No Other Lips" by the Chordettes on Cadence is getting strong initial reaction. "I'm Crying Just for You" by Don Cornell and "St. Louis Blues" by Steve Allen on Dot are getting play. "That's My Desire" by the Sunny Lads on Jax and "Who's That Knocking" by the Genies on Shad are big. Top LP's are "Soul of Spain" by 101 Strings on Somerset, "The Everly Brothers' Best" on Cadence and "The Mills Brothers' Great Hits" on Dot.

BALTIMORE: Sam Kauffman of K-G Distributors phoned to inform that several platters are showing promise. Platters mentioned were "Love's Burning Fire" by Beverly Ann Gibson, "The Challenge" by Ronnie Savoy on Candelo, "Just Another Day in the Life of a Fool" by Art Lassiter on Ballard. Top album is "In the Mood" by Heinz Kretschman on Vox.

PHILADELPHIA: Dave Skolnick of Cosnat Distributing Corporation sends word that Cosnat is swingin' with "Yellow Bird" by the Mills Brothers, "Blue Hawaii" by Billy Vaughn and "With the Wind and the Rain in Her Hair" by Pat Boone (all on Dot). "You Can't Get to Heaven on Roller Skates" by Betty Johnson on Atlantic is selling well. "Manhattan Spiritual" by Reg Owen is still holding. "When You're Smiling" b/w "A Love to Last a Lifetime" by Bobby Freeman on Josie is being well received. Dot's stereo LP's are getting tremendous dealer acceptance. Johnny Cash's Sun LP's and EP's are strong. Hi-Fi Records has a hot LP with "Swings the Thing" by Arthur Lyman.

DALLAS: Ben Baker has formed Baker Distributing Company, Inc., a new wholesale record distrib. Tom Colley, former Columbia Records and independent label sales and sales promotion man has been pegged to manage the firm. The distrib is currently handling the following lines: Warner Bros., World Pacific and Design. Former Dallas retail and wholesale promotion girl Laraine Robnett has also added to the firm.

HOLLYWOOD: Bob Krueger of RCA Victor Distributing Corporation writes that Henry Mancini's album of "Peter Gunn" is selling like a hit single. There has also been heavy action on the Mancini single of "Fallout" b/w "Dreamsville." Top platters are "The Diary" by Neil Sedaka, "Funny" by Jesse Belvin, "Red River Rose" by the Ames Brothers, "Cecilia" by Henri Rene, "Honey, Honey" by Gogi Grant, "Who Cares" by Don Gibson and "Fraternity Pin" by the Crew Cuts.

CHICAGO: Advance Distributing Company will now handle Word Records. Word has instituted a price change which now makes a uniform price of \$3.98 on monaural albums and \$4.98 on stereo sets.

Cricket to Add Kidisk Album Line

NEW YORK—Cricket Records, one of the top children's single disk lines, will enter the \$1.98 kiddie album field the end of this month.

Cy Leslie, prexy of Pickwick Sales, operator of the label, is now staffing the new album wing. "For the first year," said Leslie, "we will bring out about 30 LP's and 60 EP's. The EP's will sell for 49 cents." The Cricket's "Play Hour" album line will get the backing of trade, direct to consumer and co-op advertising. Initial ad appropriation is \$75,000 and will cover ads in Parents, Children's Digest, Good Housekeeping, and TV Junior, among others.

A special promotion device to be employed will be a "Cricketeer Club." Application blanks for the club will be available on "Kiddie Record Corner" set-ups for use by dealers. Club members will get noisemakers, buttons, membership cards and regular copies of the "Cricketeer News." Later, when membership has built up, Leslie plans on staging a big membership contest.

Name artists already signed for the new line include Dennis Day, Smiley Burnette, David Wayne and Jack Carson.

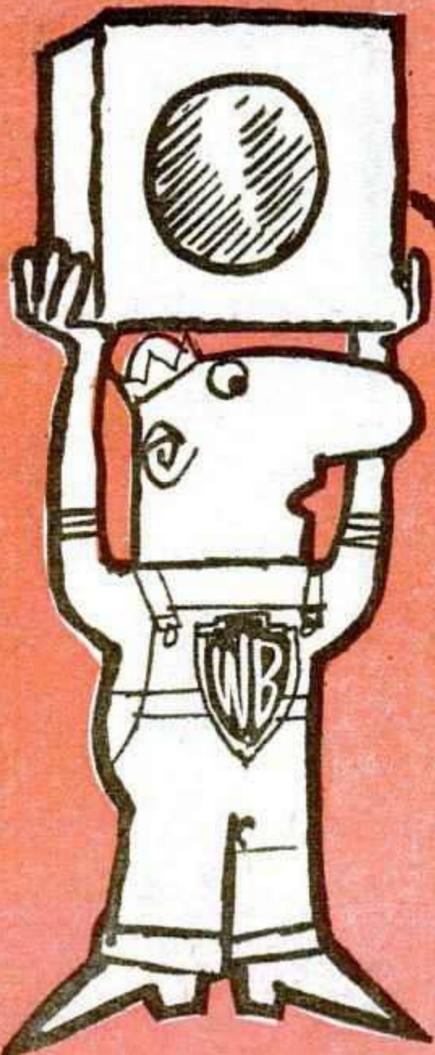
'Space Girl' Contest Hot

NEW YORK — Carlton Records' contest for promotion of Jesse Lee Turner's "The Little Space Girl" has been proving highly successful, according to Carlton's promotion director Morris Diamond. Thousands of letters from fans, describing their opinions on what a little space girl looks like have been pouring into the diskery's office. Deejay participation in the contest has also been heavy.

Turner is currently on an extensive deejay tour and has been making radio and TV appearances to help plug his record. The platter is currently climbing on the Billboard's Hot 100 chart.

The voice of the space girl on the platter is that of Houston jockey Paul Berlin, who introduced Turner on Buddy Bregman's TV'er last Saturday (31). Results of the contest will be announced in the near future.

Courtney, I'm hip. Warner Bros. IS the first name in stereo. I bought that Gershwin last week and, man, it's the most. So stop bugging me on WB stereo already.



WORLD'S LARGEST NEW

Broadway, Show Tunes •

Dixieland • Pops • Piano

WARNER BROS. RECORDS... *The First Name*

WANTED

3 experienced sales executives as traveling field representatives for leading record company for East Coast, Midwest and West Coast territory. Must be aggressive, alert and dependable men — absolutely willing to travel. Excellent opportunity for right men.

Send complete resume with photo and salary desired.

WANTED

Top notch record salesman for New York territory.

Send complete resume with photo and salary desired.

Box No. 194

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1564 Broadway, N. Y. 36, N. Y.**

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GIVE TO DAMON RUNYON CANCER FUND

Slick Tie-In Air-Plugs Cap Classics

BOSTON — A clever means of giving wider information to classical record buyers on new record releases is being successfully exploited by public relations man Herb Dale of Capitol Records here.

Because of the limited amount of airplay given to new classical recordings, Dale felt there was a need, over and above advertising and other means, to inform classical record buyers of the new releases. He approached Richard L. Kaye, manager of radio station WCRB-AM-FM with the idea of selecting and writing a short commentary on the outstanding records from the monthly Capitol, EMI and Angel releases.

Kaye not only agreed, but also rung in John Fisher, who conducts classical recording hours at WCRB.

Capitol Records is now printing attractive sheets with WCRB prominently featured with pictures of Kaye and Fisher, and listing the times of the broadcasts. They receive "top billing" in reciprocation for their reviews and comments, which are being done gratis.

Elias, Vickers Inked by Victor

NEW YORK — RCA Victor has signed two young singers. One is Metopera mezzo Rosalind Elias, who has already appeared on several Victor opera albums. Other singer is the Canadian tenor, Jon Vickers.

Thiele Makes

• Continued from page 4

sessions with Clara Ward, Don Cornell and Milton DeLugg's ork. Friday (30) Thiele again planed to the Coast to finish the Reynolds set and to finalize talks with Danny Kaye on the track rights to Kaye's upcoming "Five Pennies" film, which covers the life story of Red Nichols and also features Louis Armstrong. Thiele returns to New York Wednesday (4) for a new schedule of sessions including one with newly signed pianist, Johnny Almqvist. Thiele was also prepping a speech to be delivered at the next Music Reporter's Association meeting in New York on Thursday (5).

Lion to Deb In Stereo

NEW YORK — Lion Records, low-price M-G-M subsidiary, will release 11 stereo albums the latter part of this month. The sets will

retail at \$2.98. Salesmen's brochures and specially prepared order blanks are being used to push the group. Included are albums devoted to music from "The Music Man," "My Fair Lady," "Oklahoma," "South Pacific," and "Porgy and Bess."

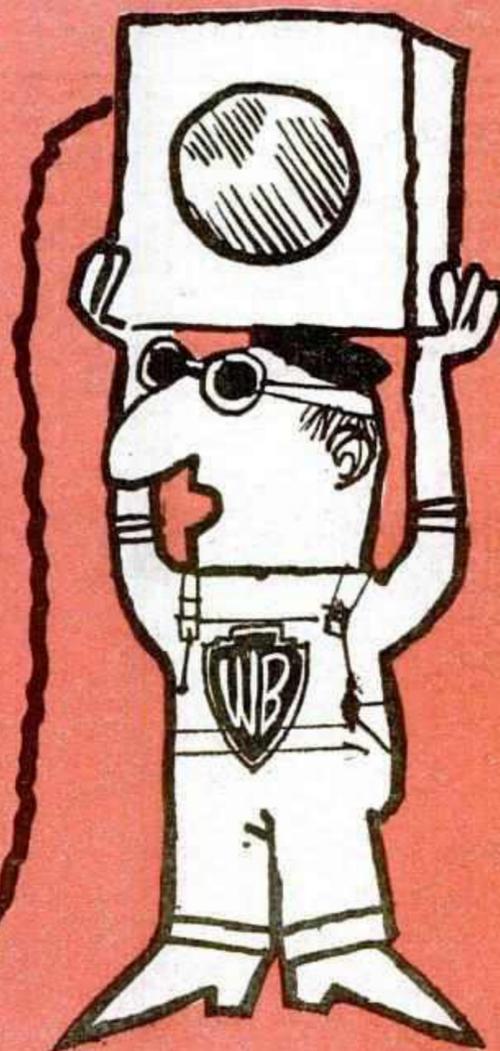
To all record companies who have not had an opportunity to place records in nomination for the 1958 Academy Awards to be given by the National Academy of Recording Arts and Sciences—

Wire or write immediately to

NARAS (N. Y.) or **NARAS (L. A.)**
400 Madison Ave. New York City 17, N. Y. 10017
9157 Sunset Boulevard Los Angeles 46, Calif.

for official nominations information

Glad you gave up that square poetry for WB, old man. Drop in at your neighborhood record shop and fill your library from that new Warner Bros.' STEREO CENTER. It's easy, and the stuff sounds great. Is great, true? Besides, it goes so well with Caffè Espresso.



POPULAR STEREO CATALOG

Jazz • Background Music

• Film Music

In Sound . . . The First Name in Stereo

VOX JOX

By JUNE BUNDY

TV JOCKS: A flock of new TV record hop shows are scheduled to hit the channels this month. Larry DeBeau and Joe Weaver, WTOL, Toledo, O., will launch "Toledo TV Bandstand" on WTOL-TV; Don Pitts will be the first jock to audition on-the-air as a replacement for Ted Randal on KPIX-TV, San Francisco; and "Chicago Bandstand" on WNBQ, Chicago, expands to a full hour colorcast this week.

DeBeau and Weaver, both jocks on WTOL-radio, will premiere "Toledo TV Bandstand" February 7 at the Toledo Sports Arena. The dance party will run from 3 to 5 p.m. with admission 50-cents per person and no age limit. During the afternoon a one-hour pilot film will be made for re-broadcast over WTOL-TV. Exact time of the weekly TV show will be announced later this month.

Don Pitts, a former San Francisco News columnist and more recently with KGO and KKIS, same city, will do the Randal show on KPIX-TV for one week "and possibly longer." He is the first of four key jocks who will handle the show during the next few weeks. One of the four will be selected as permanent host in the daily 3-4:30 p.m. post from which Randal resigned last month.

After eight weeks on the air, WNBQ's "Chicago Bandstand," emceed by Dave Hull, will be expanded to a full hour colorcast Monday thru Friday, beginning this Monday (2). The daily record hop show debuted as a half-hour show last December 8. Hull was guest-host for two weeks, and was finally signed as permanent host December 29.

KNUZ'S HI-FI CLUB: The Coca-Cola Bottling Company of Houston has signed to sponsor a new teen-age evening radio show, "Hi-Fi Club" over KNUZ, Houston. The program, which kicked off last week (8-9 p.m. time slot Monday thru Friday and 8-11 p.m. on Saturdays) features Chuck Dunaway as emcee and a membership gimmick. Only "Hi-Fi Club" members are eligible to vie for prizes awarded for "mystery tune" contests and similar stunts. Club members will also be admitted free to various local events, such as "The World's First Ice Hop," which KNUZ staged January 28 at the Sam Houston Coliseum.

GIMMIX: Michael Ruppe Jr., KWK, St. Louis, thinks that outlet has hit upon a way to get more big-name artists as on-the-air guests. The station, starting last Sunday (1) is staging a series of weekly "KWK Caravans," at the Casa Loma Ballroom on Sunday afternoons from 3 to 6 p.m. Switch is that teen-agers pay admission, but parents are admitted free. First show featured Buddy Knox, Jimmy Bowen, Wes Bryan and the Big Beats, plus KYW's entire deejay line-up.

Comments Ruppe, "This looks like the answer to the many calls we've had in the past few months from recording companies anxious to showcase their artists in St. Louis to a maximum-sized crowd. I'll agree that it doesn't pay to fly an artist in from Philadelphia, for example, just to say 'hello' on the air for 30 seconds, but under the KWK 'caravan' plan you'll be getting maximum exposure in the St. Louis area." Jocks at KWK include Brother Bill Bennett, Mort Crowley, King Richard, Gil Newsome, Jerry Brown.

Meanwhile, Bennett is conducting a contest whereby fem dialers may compete for the right to tape a "verbal Valentine" message for Elvis Presley, which will be sent to the "world's most famous G.I." in Germany.

THIS 'N' THAT: Lucky Starr, WAIL, Baton Rouge, La., reports on recent request he received from a listener. "On Pat Boone's recording of 'Wind and the Rain,'" notes Starr, "a woman asked me to play a whole half hour of nothing but the grunt. She said the rest of the record is okay, but that grunt really sends her!" . . . Don Terry, KGAF, Gainesville, Tex., jock, is also a recording artist on the Lin label.

Station WLOL, Minneapolis, is conducting a contest to find "The Girl We'd Like Most to Spend a Perfect Furlough With." Participating jocks include Red Rush, Throckmorton, J. Peter Boysen, Dan Anderson and Sandy Singer. . . . Deejays at WFIL, Philadelphia, are currently running a two-week "Round Robin" contest, whereby listeners are asked to identify "mystery records." Three "mystery" disks are aired by the station each day (one per jockey show by Stu Wayne, Bob Klose and Bill Webber). Each day's winner receives a two-week vacation for two in Paris or San Juan, Puerto Rico.

In an appropriate vein, H. Duane Wadsworth, WORL, Boston, and WKBR, Manchester, N. H., notified friends of his imminent Army call, via a special verse, tagged "Fini." In part, the poetic farewell address read: "I'm going from microphones to missiles by order of the U. S. Government in one easy efficient step. 'Tis only a few of us—of the strange Harvard breed—the U. S. Army Artillery will get. . . I've learned many things in this time, never taught in ivy covered buildings; consumed too much of gin, whiskey and cola. And, oh yes, in this time no one told me, so I'll ask right now. Are there two I's in payolla?"

Lucky Starr, WAIL, Baton Rouge, La., reports on recent request he received from a listener. "On Pat Boone's recording of 'Wind and the Rain'" notes Starr, "a woman asked me to play a whole half hour of nothing but the grunt. She said the rest of the record is okay but that grunt really sends her!" . . . Don Terry, KGAF, Gainesville, Tex., jock, is also a recording artist on the Lin label.

ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING



'Shag' Written by Friend of Graves

Twenty-five-year-old Billy Graves is Delaware-born and bred. He spent two of his three years in the U. S. Army in Okinawa and Japan. It was in Okinawa that he started playing guitar and singing professionally with Don Stallard and his band.

Upon discharge he won a local talent contest singing country duets with his friend Dick Flood. This led to their regular appearances on Jimmy Dean's network TV show as "The Country Lads."

Flood penned "The Shag" at the request of Monument Records proxy Fred Foster and suggested that Billy Graves do the vocal. The tune promises to be a real hit for the young artist.



Ambrose and Gal Both Linda Laurie

Linda Laurie is a senior at Brooklyn's Abraham Lincoln High School. The 17-year-old author of "Ambrose (Part V)" had been using her deep trick voice, as well as her normal pleasant one to entertain friends at parties. And when, at their urging, she tried it out for Glory Records, they flipped.

The teen-ager loves to sing folk songs and accompanies herself on guitar. She plans to enter college and major in drama. Her ambition is to become an actress.

Miss Laurie has appeared on the Alan Freed show. Both she and her manager, Lou Stallman, hope "Ambrose" will "just keep walkin'" up Billboard's charts.

YESTERYEAR'S TOPS—

The nation's top tunes on records as reported in The Billboard

JANUARY 29, 1949

1. A Little Bird Told Me
2. Buttons and Bows
3. On a Slow Boat to China
4. Far Away Places
5. My Darling, My Darling
6. Lavender Blue
7. Powder Your Face With Sunshine
8. Galway Bay
9. The Pussycat Song
10. I've Got My Love to Keep Me Warm

JANUARY 30, 1954

1. Oh, Mein Papa (Oh, My Papa)
2. Stranger in Paradise
3. Changing Partners
4. That's Amore
5. Rags to Riches
7. Heart of My Heart
7. Secret Love
9. Ebb Tide
10. You, You, You

ON THE BEAT

By REN GREVATT

"If I don't feel what I'm doing on a record, then I'd rather forget it. If an artist feels the song he's doing then he can do a great performance. The trouble is that a lot of singers do just what somebody else tells them to do on a recording session. They never feel it. So they don't make a good record." The great blues artist Ray Charles, was talking with us from Atlanta, Ga., where he was doing a one-nighter.

"I guess you might say I'm influenced by gospel material. I love a good gospel song if it's really soulful. And if you love something, then it's bound to rub off on you a little. I'm a religious man. I don't get to go to church very often but if I can get up on a Sunday morning after playing a date and there's a Baptist church nearby, I go every chance I get. About the only records I buy myself are gospel records. I think Mahalia is the greatest and I like the Dixie Hummingbirds and the Harmonizing Four. But even in that field, just because they are singing gospel songs doesn't automatically make them good. From the blues and gospel songs to the classics there is good and bad. It has to be a fine song and the artist has to feel it or it's no good.

"It used to hurt me when rhythm and blues was considered bad music. It's unfair to call anything all bad. But rhythm and blues was scandalized. Then along came people like Elvis Presley, Pat Boone and Little Richard and they called it rock and roll and it was all right. To me when they get a couple of guitars together with a backbeat, that's rock and roll or rockabilly. Rhythm and blues is genuine, down-to-earth Negro music. Joe Turner is a real great rhythm and blues singer. Fats Domino used to be too, but they changed him around and tried to make him pop. That's nothing against Fats because he's a good friend of mine.

"There's good in every kind of music like I said. Before anybody criticizes any kind of music, they ought to listen to it more. You don't make up your mind on just one or two hearings. I think a lot of the hillbilly music is wonderful stuff. When I was a kid in Greenville, Fla., I used to play piano in a hillbilly band. I liked it. I think I could do a good job with the right hillbilly song today. If you really have the ability, that's what counts. One of the best guitar men in this business is Chet Atkins and he's in the hillbilly field in Nashville.

"I think record companies often ruin good artists with songs that don't fit them. Nat Cole is great on his sweet stuff but I think they make a mistake when they try to record him in rock and roll. Harry Belafonte recorded my song "Hallelujah, I Love Her So," and man, I was very grateful and honored, but I don't really think that song fits him. His field is calypso and folk songs. If you ask me about Presley, I say it's hard to say what you think of a man who sells a million records. I guess you can't argue with the public. With the pop artists, well, I can say that Jo Stafford just sings like nobody's business and there's nobody greater than Frank Sinatra.

"When you speak of the blues, well, that's something else again. Of the white singers, there are very few who can really sing the blues. I heard a little girl, what was her name, Jo Ann Campbell, I think. She swings pretty nice. And there's another girl singer. I think her name is Connie Francis. She's got a real fine feel. She can do it. She has a little soul in her voice.

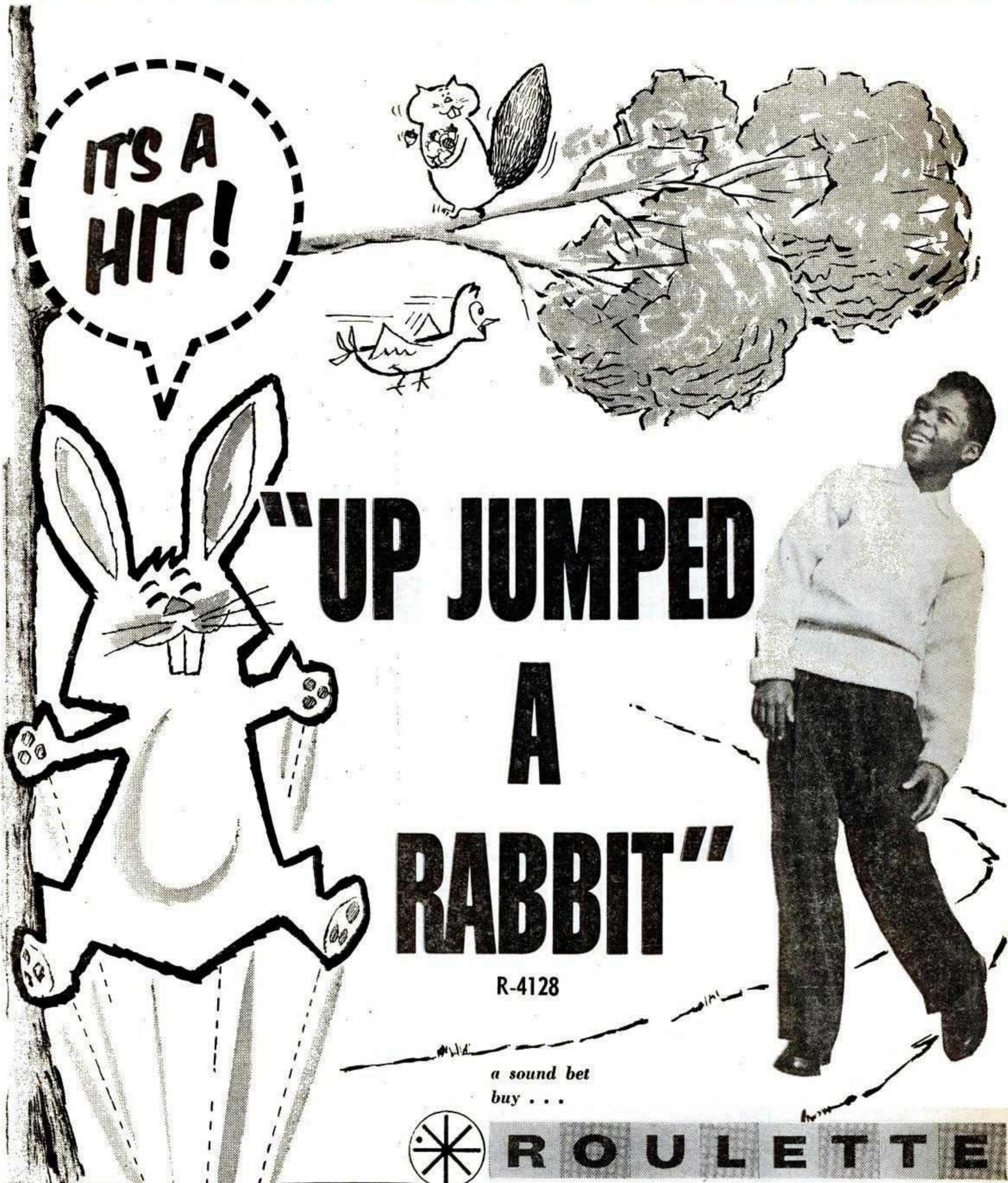
"I'd say the problem with any artist is very simple. If all artists would do what is really right for them and would feel within themselves what they are doing, they would stay up there longer. A new star is born every day, but it's always a question how long he will shine. But a true artist will be around for a long time."

Lou Krefetz wants to announce to the trade that contrary to numerous reports, Glowhill Records is not dead. The Newark label has a new disk, "Hold Me," by Bobby Long and Krefetz is distributing the disk thru his Poplar Records network of distrib. The record received a pick in last week's Billboard spotlight section. . . . Hank's Evergreen Club, Bloomfield, N. J. is going strictly jazz. Rudy Viola tells us there'll be jazz concerts at the club every Sunday afternoon featuring such acts as Chet Baker, Maynard Ferguson and his band, Carmen McRae and Gerry Mulligan. . . . Tony Abbott and his band, who opened Tuesday (27) at Roseland Dance City, Manhattan, have a new disk on Deb Records. Sides are "Sidewalks of New York Cha Cha," and "Sorrento Cha Cha."

A couple of weeks back, in an interview with Herb Abramson, the talented a.&r. man was talking about an expected new arrival in his home. Saturday (17) the event took place, with the birth of Sheila Elizabeth, who weighed in at six pounds, ten ounces. Wife Barbara and Sheila have returned home from Polyclinic Hospital, Manhattan. . . . Connie Francis has been named Queen of Hearts by deejays voting in a poll sponsored by the American Heart Association. . . . Ray Anthony has been signed for a straight dramatic role in M-G-M's "The Big Operator." Mamie Van Doren, Mickey Rooney and Steve Cochran are also starred. . . . Hanover Records' Danny Staton appeared on the Steve Allen show Sunday (1).

John Birke Gillespie, ASCAP tells us, has been made a new member of the vaunted society of cluffers and publishers. He's otherwise known as Dizzie Gillespie. . . . Georgia Gibbs has been interviewing boys and girls 10 to 12 years old to form two "Hucklebuck" dancing couples for her TV shots promoting her Roulette disk of "The Hucklebuck." . . . Big Bill Hill, jockey of WOPA, Oak Park, Ill., in suburban Chicago, has opened his own booking office, Big Colt Booking. . . . Marty Faye, a white deejay on WAAF in Chicago and a personality on EBKB-TV, gets a spread in the February issue of Ebony Mag. . . . Roberts Show Lounge, also in the Windy City, has opened its penthouse, with Phyllis Branch starred. . . . Cozy Cole has been appearing in Chicago's Preview Lounge.

FRANKIE LYMON

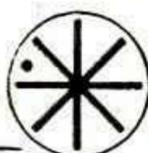


IT'S A HIT!

“UP JUMPED
A
RABBIT”

R-4128

a sound bet
buy . . .



ROULETTE

YOUR SALES WILL JUMP UP, TOO, WITH THIS BIG HIT!

SDRM Collections Key Boost

Continued from page 4

mechanical royalties from diskeries and from radio stations. (In France the radio-TV station fee for record performances is arrived at via negotiations with the government administrators of the state-owned system in conjunction with other copyright societies.) BIEM pays out the money it collects to both publishers and writers on a 50-50 basis. According to Pares, the percentage taken by SDRM for making the collections from record companies is 15 per cent, and from radio stations 17 per cent. This includes all expenses, including those of the parent BIEM.

In addition to being a collection society, SDRM is also a bargaining agency for recording rates with record companies since there is no compulsory licensing provision in the French (or most European) copyright acts. French record firms pay an average of 4 per cent per side of the retail selling price of each record when they use SDRM material. There is a limitation in France on the number of sides that can be used on an LP or EP (eight selections per side on a 12-inch LP and two per side on an EP).

Pares noted that in France EP's and LP's have increased considerably saleswise over the past two

years at the expense of 78's. In 1956 over 2,000,000 78's were sold, in 1957 little over 700,000 78's found purchasers. Meanwhile EP's and 45's jumped from over 8,000,000 in 1956 to close to 15,000,000 in 1957, while LP's moved up from over 6,000,000 to over 10,000,000. The thrifty French seem to prefer EP's with four tunes selling for about 70 francs as against single 45's which sell for about 500 francs.

As in the United States, sheet music sales in France are falling. French publishers are trying their best to revive them, with little success so far. Performances via records are becoming more and more important there too.

Dealer Hits Back

Continued from page 2

discount of about 20 per cent off list. He noted this is about the average discount in Pittsburgh. "But I still can't compete with the club discount. From now on I'm going to push records made by companies that do not have record clubs. In fact, I'll favor any manufacturer without a record club as much as I can. I've been in the record business for 25 years and I don't intend to give it up without a fight. Maybe I'll be slaughtered for my stand but I'll be slaughtered anyway if these manufacturers stay in the club business." When asked if he intended to take any legal action re clubs, Shapiro said he had nothing to say on this matter at this time.

AUDITION
a new selling force
...for dealers
...for manufacturers
IN FULL COLOR EVERY MONTH
IN THE BILLBOARD

Cohen-Craft

Continued from page 4

flexibility and ability to shift with the tides of public wants. This is now clearly becoming manifest with ex-big label a.&r. men.

The a.&r. man is vastly restricted and hampered by the very nature of the big corporate structure. Rare indeed is the major label a.&r. operator who can move about freely and at will. Often, new ideas that somebody has, must be cleared by the "board," so to speak, which can take weeks or months. Meanwhile, the indie label has already pounced, is running with the same idea, and makes the loot.

"Not only that," says Craft, "the a.&r. man for all that he does, is one of the most unsung, unrecognized and underpaid men in the business. The music director in many ways has a much better job than the a.&r. man. He gets paid a lot of money for the arrangements he does, and often for being an artist as well. But if things go cold, he's not the one who gets it

News Review

Continued from page 4

ler in each case. The albums of "Cowboy" songs and "Train" songs figure as the most interesting of these, but "Music for Children to Dance To," can also have its appeal, especially at parties.

The line-up includes: "A Golden Treasury of Fairy Tales," Golden GLP 32; "Golden Book Favorites," GLP 34; "Golden Treasury of Cowboy Songs," GLP 35; "Golden Treasury of Train Songs," GLP 33; and "Golden Treasury of Music for Children to Dance to," GLP 37.

Ren Grevatt.

Roulette Sets

Continued from page 4

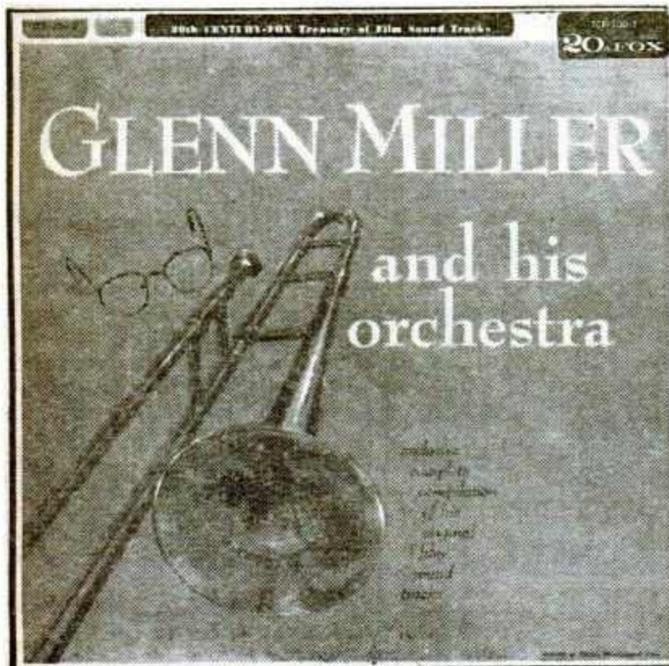
release is highlighted by "Jimmie Rodgers—His Golden Year," Julius La Rosa's first Roulette LP, "Love Songs A'La Rosa"; "Steve Allen at the Roundtable," Henry Jerome's "Hello Nice People," "Swingin' My Way Thru College," by the Maynard Ferguson ork and Rolando Valdes Blain's "La Guitarra."

On Roost there is "The Saxophones of Sonny Stitt"; while the Birdland series is represented by "The Eddie Davis Trio" and "Locking Horns" by Joe Newman and Zoot Sims. With the exception of the Stitt and Allen packages, all the LP's will be released simultaneously on stereo and monaural.

in the neck. It's the a.&r. man. So who needs the aggravation?"

Cohen roundly seconds these statements. He pointed out that often fine a.&r. talents are dealt with summarily in the big record operation, and they cannot ever fully capitalize on their talents in the "restricted" atmosphere.

"I've always wanted to be in business completely for myself. Now Morty and I will be doing just that," says Cohen. "When all the organizational work is completed, I hope to take a vacation in Europe. When I get back, we'll really start moving."



The greatest sound the Miller band ever received

From the 20th Century-Fox CinemaScope Production
"THE INN OF THE SIXTH HAPPINESS"

THE CHILDREN'S MARCHING SONG
(NICK, NACK, PADDY WHACK)

MILLER MUSIC CORPORATION

"MAMA CARA MAMA"
Arenas Twins—Kapp
"CECILIA"
Henri Rene—RCA Victor
"BYE BYE BLUES"
Sonny Burke—Decca
"ME AND MY SHADOW"
Jerry Vale—Columbia
"TWENTIETH OF MAY"
Joe Leahy—Felsted—Johnny Prophet—Axel Stordahl Orchestra—(RCA Victor)
"LAST NIGHT IN THE MOONLIGHT"
Bobby Sharpe—Destiny
BOURNE, INC.—ABC MUSIC
136 West 52nd St. New York 19

Mills' HIT REMINDERS

- DOES YOUR HEART BEAT FOR ME?
- HOME (When Shadows Fall)
- BETWEEN THE DEVIL AND THE DEEP BLUE SEA

MILLS MUSIC, INC.

A GREAT SOUND! FOR ALL MARKETS!

MARGIE BOWES
POOR OLD HEARTSICK ME
c/w **BLUE DREAM**
HICKORY 1094

Attention
Record Manufacturers
I will be out to pasture after February 9, so don't send any more samples. Thanks for your past help and releases. Sorry I couldn't play them all.
GENE NOBLES
WLAC Radio, Nashville, Tennessee

Vaulting Into Top 10!!!
"NOBODY BUT YOU"
DEE CLARK
abner 1019

Sizzling!
"LOST"
JERRY BUTLER
abner 1024

"HOTSVILLE!"

Scorcher!!!

out since Aug., '58
And Now—80th ON
"THE HOT 100"
"HERE I STAND"
WADE FLEMONS
veejay 295

you won't believe what you hear???

"SHOMBALOR"
by
SHERIFF AND THE RAVELS
veejay 306

Scorcher!!!
"TELL ME THE TRUTH"
GENE ALLISON
abner 1024

FOLK TALENT & TUNES

By BILL SACHS

Around the Horn

Wanda Jackson flew to Tokyo last week, where this week she begins a 10-week tour of the Far East. She'll spend considerable time in Japan, playing theaters operated by the Kokusai and Daigeki chains. The tour was arranged by Wanda's manager, Jim Halsey, of Thunderbird Artists, Inc., Independence, Kan., and Los Angeles promoter, A. V. Bamford. . . . Don Pierce's Starday firm has signed Billie Morgan, fem c.&w. singer of Nashville, with her initial release on the label coupling "Life to Live" and "Thinking All Night." Also new on the Starday label are the Kentucky Travelers, whose first release, "Old Kentucky Hills," went out to the deejays last week.

As a result of good business chalked by his all-fem unit, headed by Martha Carson and Brenda Lee, at Gainesville, Ga., and Rome, Ga., recently, X. Cosse has set the package on additional dates in the South, starting this week. The Gainesville date was promoted by Station WCGA, and the Rome stand by Station WLAQ. On the bill with Martha and Brenda were the Casual Teens. . . . "Louisiana Hayride" will do a show for Connie B. Gay's New Town & Country Station, WYFE, in New Orleans, Sunday afternoon, March 1. . . . The Eligibles, vocal group with Nat Nigberg's "Country America," are slated to cut a session soon for Jimmy Wakely's Shasta label.

Dave G. Ruf, president of Westport Records, Kansas City, Mo., has signed to his label two new groups, Lee Finn and His Rhythm Men, of Kansas City, and the Home Folks, who hail from Tennessee. In the Rhythm Men roster are Lee Finn, rhythm guitar; Pee Wee Starr, lead guitar; Floyd Vermillion, bass fiddle, and Emmett Riddle, drums. Their first release is "High-Class Feelin'" b/w "Pour Me a Glass of Wine." The Home Folks are made up of Carleton Scruggs, Hail Hensley, Jack White and Wanda White. Their initial release pairs "Don't Wait" with "You're in My Every Dream." Deejays may obtain samples by writing to Ruf on their station letterhead. Address is Westport Records, Kansas City 11.

Benny Barnes, who until recently headed his own band in Texas and Louisiana, is back working as a single under his former manager, William G. Hall, of Beaumont, Tex. They are presently mapping plans for a Canadian tour. . . . Starday makes its entry into the package-goods field with a four-color, extended-play release by Carl Story singing four gospel songs. Formerly on the air at Monticello, Ky., Story recently shifted to Livingston, Tenn., where he spins three hours of country and gospel music a day over WLIV. . . . "Grand Ole Opry's" Flatt and Scruggs stop off at Jack's Creek, Tenn., for an engagement Thursday (5), with Cousin Jody showing his wares Friday (6) at Mobile, Ala.

Jim Hadley will appear on the Ernest Tubbs show from Nashville March 21 to plug his new Buddy Records release, "Honky-Tonk Girl" b/w "Foolish Ways." Jim's next Buddy release, due out soon, will spot one of Buddy Young's tunes, "My Broken

Heart." Flip will be one of Jim's own compositions. . . . New on the Ridgecrest Records talent roster is Ramon Conaway, of Potosi, Mo., who for a number of years had his own label, Shamrock Records. Conaway's first sides for Ridgecrest will be "I Waited for You" b/w "Trudy Girl."

Burton M. Harris, president of Security Records, Mt. Pleasant, Tex., reports that he is working on plans for setting up a new record distributing company to offer a free exploitation service and distribution to many of the small indies which now have no representation in that part of the country. Headquarters of the new firm, Harris says, will be in Texarkana, Tex., and will serve a sizable part of Texas, Arkansas, Louisiana and Oklahoma. . . . Danny Harrison, of Huntington, W. Va., journeyed to the Event Records studio in Westbrook, Me., last week to cut another session for the label. First sides are due out in two weeks. The Lilly Brothers, Everette and Mitchell B., have a new release on Event in "John Henry" b/w "Bring Back My Blue-Eyed Boy to Me." Jockeys may obtain copies by dropping a card.

Dave Barnes, editor of Country-Western Record Review, which covers the country and western music field in England, writes: "Your column is a great help to me in getting my magazine together. We are doing a great job over here in promoting country and western music. I would be obliged to artists sending biographies, photos and news of themselves, as well as sample records or tapes. I will assure them that I will bring their names to the attention of the record-buying public in England." Barnes' address is 4 Moreton Court, Drum Hill, Dover Road, Walmer, Kent, England.

Johnny Cash concluded an eight-day trek for Hap Peebles at Oklahoma City, Sunday (25), and headed back for his home in Hollywood for a several days' sojourn before flying on to New York for his February 8 appearance on the Ed Sullivan show. While negotiations for a Los Angeles TV show have fallen thru, Cash's manager, Bob Neal, is working with interested sponsors on a series now in the works. . . . A package headlining Faron Young and featuring Ferlin Husky, George Jones, Jimmy Newman, Bill Carlisle and the Carlises, Lonzo and Oscar and Johnny Ferguson, began a 16-day tour of the Pacific Northwest at Spokane, Wash., January 18. The route was promoted by Tom Kelly, of John Kelly's World-Famed Attractions, Nashville.

Nat (Pappy) Vincent, veteran staff man with Southern Music and Peer International, whose move to Nashville to head up his firm's new office was announced here recently, typewrites, to wit: "Thanks for the nice spread in our family bible. Also, I know now that your paper gets around. The other day I received a letter from Will Dillon, writer of the great old song, "My Little Girl," and for whom I played vaudeville when he owned the theater in Ithaca, N. Y., back around 1914. He enclosed The Billboard clipping and said in part: 'I've thought about you many times in the past 40 years and hasten to bid you the best after seeing the enclosed notice in The Billboard.'" (Continued on page 19)

36 MORE JOIN LABEL PARADE

NEW YORK — Thirty-six new labels joined the label parade in the last few weeks. Here are the names and addresses of the newcomers: Acama Records, 1608 Argyle, Hollywood, Calif.; Arctic Records, care of Altoona Music, 75 13th St., Wheeling, W. Va.; Arlan Records, care of Gone Records, 1650 Broadway, New York; Award Records, care of Arrow Records, 1354 North Vine St., Hollywood 28, Calif.; Bella Records, 1193 South 6th St., San Jose, Calif.; Candy Records, 152 Mather St., Hartford 5, Conn.; Chord Records, care of Cherio Music, care of Lee Eastman, 400 Madison Ave., New York; Cimarron Records, care of Cimarron Artists, P. O. Box 518, Tulsa, Okla.; Copyright Records, 106 Cromwell Drive, San Antonio; Cordak Records, 15023 Alondra Blvd., La Mirada, Calif.; Cue-P Records, care of M & M Associates, 1674 Broadway, New York; Delaware Valley Records, care of William B. Richter, 6746 York Road, Philadelphia; Del-Ray Records, Harrington, Del.; Faith Records, 5508 Crooms St., Houston; Flag Records, P. O. Box 177, Crichton Station, Mobile, Ala.; Harvest Records, Box 274, New York; Hi Class Records, care of Dexter Music, 15 Banks Street, San Francisco, Calif.; KCM Records, 5619 East 49th St. North, Kansas City 18, Mo.; Lena Records, care of Gone Records, 1650 Broadway, New York; Lucky Seven Records, Box 6305, Shreveport, La.; MCM Records, Whitsett Lane, Nashville; Mohawk Records, care of Coast Records, 2534 West Pico Blvd., Los Angeles; MPI Records care of Zeno Goss Music Company, Division of Marion Publications, Citizens Bank Bldg., Columbia, Miss.; Novelty Records, care of Gone Records, 1650 Broadway, New York; Play Records, care of ABC-Paramount Records, 1501 Broadway, New York; Prexy Records, Box 274, New York; Rambler Records, care of Curley Money, 3229 Sixth Ave., Columbus, Ga.; Shantodd Records, care of Best Record Distributors, 20 East Tupper St., Buffalo; Shield Records, 1331 West Jackson Blvd., Chicago. Spec Records, 984 Benito Court, Pacific Grove, Calif.; Symbol Records, care of Sue Records, 271 W. 125 St., New York; Triumph Records, 224 W 49th St., New York; Trum Records, care of Nor Va Jak Music, 1313 West Seventh St., Clovis, N. M.; Vega Records, care of Gone Records, 1650 Broadway, New York; Veko Records, 845½ North Fuller, Los Angeles.

Kenin Blasts Cabaret Tax

WASHINGTON — The American musician's push to have the cabaret tax repealed in 1959 is described by AFM president Herman Kenin as "another year, another Congress, another desperate battle to win legislative reprieve for his livelihood."

Writing in the January issue of the Federationist, AFL-CIO publication, Kenin thanks the House, and especially the Ways and Means Committee for its help in the 85th

(Continued on page 19)

MGM Records BEST BUYS

ROSEMARY CLOONEY

SINGS

LOVE EYES

AND

ROSEMARY CLOONEY JOSE' FERRER

SING

FLATTERY

Both from Broadway Musical Comedy "Whoop-Up"

MGM K12760

TOMMY EDWARDS

PLEASE MR. SUN

THE MORNING SIDE OF THE MOUNTAIN

MGM K12757

CONWAY TWITTY

MAKE ME KNOW YOU'RE MINE

THE STORY OF MY LOVE

MGM K12748

JAYE P. MORGAN

Double Hit-Parader Pick!

MISS YOU

ARE YOU LONESOME TONIGHT

MGM K12752

MAURICE CHEVALIER

NOBODY THROW THOSE BULL

QUEL TEMPS

(From the Broadway Musical Comedy "Whoop-Up")

MGM K12759

THE MORGAN BROTHERS

NOLA

MGM K12747

JIMMY NEWMAN

SO SOON

WHAT'CHA GONNA DO

MGM K12749



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A Rocker!

JIMMY VALENTINE

AND HIS ORCHESTRA

**ROCKIN'
HULA**

CUB K9024

Picked
by
Cash Box

Taking Off!

THE WANDERERS

PLEASE

CUB 9023

Picked
by
Cash Box

Best Version!

**BOB WILBER'S
JAZZ BAND**

**PETITE
FLEUR**

(Little Flower)
CUB K9021

Going Strong!

THE IMPALAS

SORRY

(I Ran All
the Way
Home)

**FOOL,
FOOL,
FOOL**

CUB K9022

AFM Best Band

• Continued from page 3

featured on a nation-wide TV show, cut an album for Decca, and make a ballroom tour with instruments supplied by the Conn Corporation.

The minimum of 50 scholarship applications for the International String Congress, sponsored by 700 AFM locals and the Tulsa, Okla., Greenleaf Lake Festival, Inc., are already in.

Each AFM local sponsoring a string instrumentalist is providing a \$300 scholarship. Winners of auditions will be given a course of instruction at Greenleaf Lake, with expenses paid. Dr. Roy Harris, noted conductor and composer, is director of the String Congress.

AFM chief Herman Kenin has announced that Senators Paul Douglas of Illinois and James W. Fullbright of Arkansas have joined the roster of the National Advisory Committee of the International String Congress.

Chi Break

• Continued from page 3

about an hour and 40 minutes including intermission. Original shows as well as revivals would fit into the policy. They hope to open the operation by the coming fall.

Both Regal and Tivoli Theaters will be in the market for stage shows as often as promising acts and packages are available, neither ready to commit to a steady stage policy. The Tivoli has tentatively set Pearl Bailey starting March 20. The Regal has set certain acts as yet unnamed.

Starting March 1, the Regal, for 30 years the South Side kingpin in the Balaban & Katz chain, will be taken over by its landlord, Harry Engelstein, on expiration of the theater operation. Regal manager Ken Blewett will move over to the B&K Tivoli.

Miller Stereos

• Continued from page 3

cause they have made full use of the two speaker effect of stereo. "When the public wants a more balanced sound we'll make them available that way," he stated.

At the present time Stereo Fidelity is issuing about five new LP's per month, but soon hopes to up the releases to about 10 a month. In addition to its regular releases for the commercial market, Stereo Fidelity is supplying records to phonograph manufacturers such as Westinghouse, General Electric, Philco and Webeor, as demonstrators or giveaway units to phonograph purchasers.

Miller is flying to Europe with Dr. Erich Buerman, his chief engineer in Europe. While overseas Miller will also visit his European manufacturer reps as well. He will also visit E. R. Lewis of English Decca in London.

Plugs on Film

• Continued from page 3

\$1,800. In both cases, cost includes production, filming, editing, plus sufficient number of duplicate prints to cover the desired number of stations. As a bonus, diskeries will receive coverage on 26 Armed Forces TV Network stations with the purchase of either plan. TRS last week appointed Charles Ross as its New York rep.

New Facelift

• Continued from page 3

cartridges and arms to play these disks.

At the Waldorf Astoria shindig Frey, conductor Arthur Winograd and the firm's musical director, Emanuel Vardi, will all be present. In the FCS series are six records, one of which is a stereo test disk.

MUSIC AS WRITTEN

By BOB ROLONTZ

HERB MARKS' SON ANTHONY WED

Anthony E. Marks was married to Lucy Silvey Saturday (31) in New York. He is the son of Herb Marks, president of Marks Music and grandson of the company's founder, E. B. Marks. The couple leaves immediately on an eight-month archeological expedition to dig among the ruins of Iran and Israel. The expedition is operating on a grant from Brandeis University.

GAC LOCKS UP COPA

GAC has lined up dates at Manhattan's Copacabana nitery for six of its stars, Johnny Mathis opens February 5; Tony Bennett, February 26; Frankie Laine, March 30; Nat Cole, October 22; Kay Starr, sometime in April or May; Frankie Vaughn, June 25. The Vaughn date will mark the first time the British disk star has appeared in a U. S. night club. GAC prexy Buddy Howe negotiated the deal.

PERCY FAITH IN CINCY ON 'MALAGUENA'

Ork leader Percy Faith put in a busy day in Cincinnati Friday (30) plugging his new Columbia album, "Malaguena." He met with the local press and TV and radio news editors at a luncheon at the Netherland Hilton at noon, chatted with local deejays and area music men at a cocktail session at the Terrace Hilton in the late afternoon, and Friday night journeyed to Beverly Hills Country Club to catch the opening of the Kirby Stone Four (Columbia). Arthur Miller, manager of Columbia's local branch, hosted the three events, assisted by his aid, Frank Shue.

New York

Marais and Miranda will give concerts in New York, Detroit, Philadelphia and Chicago over the next few months. In May they will sail for England to give folk concerts there and then they will concertize in South Africa for five weeks. Decca has just issued the duo's first stereo album. . . . A new diskery, Playback Records, has been formed in New York by Betty Adler. First artist on the label is jazz pianist Paul Knox. . . . Gretchen Wyler starred on the NBC TV show "Today" all last week. She opened at the El Morocco in Montreal this week. . . . Vanguard Records has signed Ben Ludlow and his ork. . . . Chico Hamilton and his combo are due to open at the Sutherland Lounge in Chicago on February 14. . . . The tune "Wonderful World" by Bill Borelli and Don George has been selected by the National Conference of Christians and Jews as best representing brotherhood for National Brotherhood Week. Tune will be waxed by United Artist Records. . . . Kitty Davis is now handling public relations for Tender Records which will be distributed thru Dot Records. Next releases on Tender feature Charles Trent and Jessie Belvin.

James Scott of Denver has started a new label, Denver Records, which will issue singles of all types. . . . Clyde McPhatter will open at the Village Vanguard in New York on February 18. . . . Jean Carroll opens this week at the Latin Quarter in New York.

Lee Gallo, of Gallo Records, has formed two new publishing firms, Aurelio Music and Leeann Music. . . . Josef Damiano, Chancellor artist, was on the Dick Clark Show last week. . . . Claudio Villa, Italian pop artist, whose first American album will be cut by Coral this month, appeared on the Perry Como Show last week. . . . Marshall Grant and his trio are now at the Embers in New York. . . . The Associated Record Dealers of New York City are holding a meeting on Tuesday night (13) at the Henry Hudson Hotel in New York. . . . A new label, Daysel Records, has started in Columbus, Ohio. Prexy is Dom Suriano. . . . Dr. Charles L. Cooke, the composer and arranger, passed away on December 25. He was treasurer of Rae, Cox & Cooke music company. He did arrangements for many musicals and wrote "I Wonder Where My Lovin' Man Has Gone," "Messin' Around," and "Loving You the Way I Do."

Warbler Russ Arno has been signed by Milo Records. . . . Vanguard Records has signed the Karmon Israeli Singers and Dancers, the folk troupe brought to the U. S. by Ed Sullivan for appearances on his TV show. First record will be issued both on monophonic and stereophonic disks. . . . Wild Child Ginson opened last week at the Aurora Hotel in Aurora, Ill., with Freddie Ticken and the Rockers. . . . RCA Victor has signed Cab Calloway to a wax pact. His first album will be issued in March.

Chicago

National company of "Music Man" had a whopping reception in composer Meredith Willson's home State of Iowa, setting all-time record for eight plays in KRNT auditorium, Des Moines. Full sellouts in all shows brought 33,000 bodies for a \$132,000 gross, topping "My Fair Lady" by \$6,000. Show opens in Chi in two weeks. . . . Modern Jazz Quartet and Lambert Singers opened Blue Note Wednesday (28) for a fortnight. Willard Alexander office reports Lambert group is afire as a booking item. . . . Nancy Wright, former Blue Barron and Frankie Carle thrush, guests for a week on ABC's Breakfast Club commencing February 10.

Sir Thomas Beecham, the hell-raiser for highbrows, takes over Chicago Symphony podium for two weeks. . . . Dick Noel, Fraternity warbler, named King of Saranac Lake (N. Y.) Winter Carnival February 13-15. . . . Alan and Reynold Bubis, former owners of Republic Records, Nashville, back in the business with the Champion label, pacting Larry Birdsong, Earl Gaines and Jimmy Beck. . . . Pink Cloud Records, new Chi firm of E. L. Thomas, bowing with the Versatiles, the Heavenly Kings and Amazing Golden Sons.

Dinah Washington has inked with George Treadwell for personal management. . . . Shaw Artists pacted Wade Flemmons and Brook Benton. . . . Two juke ops in Chattanooga, Fred Cofer and Alfred Samples, joined to form a new label, Spann Records. . . . Concertapes, Inc., named Paul Flynn promotion manager. . . . Boston Pops Tour Orchestra drew 4,200 at Topeka, Kan., 6,000 in Lincoln, Neb., 3,000 in Dubuque, Ia., 4,500 in Columbus and 3,500 in Dayton.

Pushes on Album Releases

• Continued from page 3

program on a flock of new albums (15 monaural, 17 stereo)—“The Hot Line For '59”—will run from February 9 thru March 31. During this period every eighth album ordered by distributors on the new releases will be delivered free. In addition, a special incentive plan offers distributor salesmen a 10-cent commission on every LP (of the new releases) they sell.

Distributors have received specific dollar-volume quotas (applying to entire catalog) to meet during this period. If they reach their quotas, they will receive an additional two per cent as a bonus. Clark indicated that the label's distributor quotas have been increased from 10 to 50 per cent over last year in keeping with the growth of Am-Par's catalog.

The above sales program applies to all the new album releases but one — Leo Diamond's “Exciting Sounds From Romantic Places”—which will be the focal point of a special promotion. For a 30-day period, starting February 9, the \$4.98 stereo package will be sold at \$2.98. Distributor price on the LP is \$1.49, dealer price, \$1.92. The monaural version will also be sold at \$2.98.

The Diamond LP's are packaged with a special \$2.98 price band which dealers may remove after the special sales period and sell at regular price even tho they purchased them at a reduced rate.

What Price Phonos?

Clark broached the idea of Am-Par going into the phono business,

via the introduction of two Dictograph Company execs, who displayed an experimental stereo phono, which would retail at \$349. The model had two speakers, a collaro changer and a diamond stylus. Dictograph exec Tom Millington reminded the group that Dictograph was in the phono business in '55 with a quality product but retired from the field in 1957 because of setbacks in other divisions. Clark said he will continue to investigate the possibilities of Am-Par entering the phono field, and said he hopes to come up with the right answer as to price, etc., later this year.

Also introduced at the convention were a group of new merchandising aides, including a set of special order forms, a numerical reference catalog (which will be up-dated thruout the year) and a full-color catalog for consumers. Am-Par has printed up 250,000 copies of the consumer catalog, and orders were taken for them last week at two-and-a-quarter cents apiece.

Am-Par's new album product was introduced by the label's sales chief Larry Newton. The releases include the first two packages in a new de luxe double-fold album line, the Aristocrat Series, which will retail at \$4.98. Among the new LP's (all available in stereo and monaural) are packages by Eydie Gorme, Johnny Nash, Lloyd Price, Melachrino, and others. (The Billboard, January 19).

In addition to Clark and New-

Pay-for-Play Can Tee-Off New Air Trend

• Continued from page 1

mate), more than 90 per cent of Detroit's disk distributors reportedly have agreed to go along with the WKMH promotion.

Leo Cheslak, of Cadet Distributors, for instance, opines that the plan sounds like a feasible one for building local album sales, on the basis of his experience with the WJBK singles promotion. Under the WJBK plan, which Cheslak terms a successful sales-builder, distributors pay \$300 per week to have a single record played at least every hour for one week. The featured disks are also made available at the special price of 75 cents by recommended dealer stores during the promotion week.

Trustees for Arts Center

• Continued from page 1

Co-sponsors Thompson and Fulbright have repeatedly pointed out that the center, which should be the focal point of national effort to showcase our musical and artistic greats, has been the target of wrangles and delaying actions which seem almost a deliberate effort to kill the project.

ton, ABC-Paramount execs attending the meet included Harry Levine, Don Costa, Irwin Garr, Allen Parker, Dave Berger, Natt Hale, Lee Palmer, Al Genovese and Sy Siegel of the parent company.

Kenin Blasts

• Continued from page 17

Congress. (Rep. Aime J. Forand, chairman of the powerful Excise Tax Subcommittee again last week introduced a bill to repeal the 40-year-old, war-born tax.)

Kenin describes the musician's battle as “tougher, more desperate, but yet more determined,” against the blind, unreasoning prejudice of Treasury Department and “certain high-placed Senators,” who took a stand against tax relief in any form, during the 85th Congress.

Kenin is just as tough with the “Timid Thomases” on the hill, who leared to go on record as repealing what appears to be a “luxury” tax. The cabaret went out in the 1920's he points out, and the present 20 per cent tax penalizes not luxury in dining, but in dining where musicians are employed. He calls it actually a “tax on employment of musicians.”

Ending the “poisonous misnomer” of a cabaret tax would mean the resurgence of the dine-dance business of the better class, and would create jobs for five to six other entertainers and service employees for each musician re-employed, AFM statistics pointed out to legislators.

One ray of hope is the fact that even tho the chairman of the Senate Finance Committee (Byrd, D., Va.) opposed repeal of the cabaret tax, 39 votes were cast in the closing days of the 85th for a House-recommended reduction in the tax, Kenin reports.

Dealer Best Bet

• Continued from page 3

chandise but tha' he expected all his distributors to sell their percentage of the national market.

According to the Jubilee head, stereo sales during 1959 would probably represent 22 to 28 per cent of the label's album business, but he still expected monaural sales to increase over 1958.

METRO RECORDS

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The Big One!

THE CHORDS ELEPHANT WALK

METRO K20015

Chart Climber!

RUSS TAMBLYN

sings

“tom thumb's tune”

From Sound Track of MGM Film

METRO K20012

Watch This Go!

SAM FLETCHER TORN BETWEEN TWO LOVES

METRO K20013

The Cash Box Best Bets

“TRY A LITTLE TENDERNESS” Ocie Smith Citation 1034

OCIE SMITH
(Citation 1034)

“TRY A LITTLE TENDERNESS” (2:21)
B+ [Robbins ASCAP—Woods, Campbell, Connelly] It's only a matter of time before Ocie Smith puts one up in the big hit category. His deep, rich voice is a listening treat and his piping of this beautiful standard could bring him the national acclaim he deserves. Rico Henderson's ork neatly assists.

(Cashbox review)

Ocie Smith

“TRY A LITTLE TENDERNESS”

CIT 1034

CITATION RECORDS, INC.

201 W. 49th St.
New York, N. Y.
JU 6-2295-6

TOP RECORD PRODUCTION MAN SEEKS NEW AFFILIATION

All phases. Experienced man (12 years) currently running vast, highly successful varied record production service blanketing national outlets for large corporation. Complete knowledge of production from studio through manufacturing and marketing. Publicity, public relations. Seeking opportunity as key production man in established organization. Wide national credits and proven commercial know-how.

BOX 193, THE BILLBOARD, 1544 BROADWAY, NEW YORK, N. Y.

TAPE RECORDER MERCHANDISING

Everyone's a Prospect in Denver Dealer's Opinion

By BOB LATIMER

DENVER — Pooh-poohing the notion that tape recorder merchandising is a highly specialized operation and extending instead an elaborate sales program to all customers who enter the store has spelled profits for Gart Bros., here.

Gart Bros.' uptown store on 16th Street and Court Place is one of the largest traffic outlets in the Colorado capital, originally opened three years ago and expanded more than 400 per cent in size since that time. Beginning with a single popularly-priced tape recorder, Jerry Gart, store manager has gradually built both inventory and volume to the point that there is now an 18-foot-long display holding at least 10 recorders at all times.

Three Steps

While he consistently sells one of the largest tape recorder volumes in the Denver area, Gart does not go into such merchandising steps as outside demonstration, outside selling, direct mail programs, etc. Instead, the store has based its tape recorder sales program on three points which are:

1. A wide choice of brands, sizes, and types of recorders.
2. Regarding everyone who enters the store as a potential tape recorder prospect.
3. A versatile choice of time-payment buying methods which will fit into almost every income classification.

In the matter of inventory, Gart Bros. carries tape recorders from a low of \$80 up to \$450, with several models in each price step. Moreover, six leading, well-advertised brands are involved, all of

which have shown high customer acceptance and most of which offer the store the benefit of split-cost advertising. Gart does not believe in getting out into the "professional field" with tape recorders which are priced at \$800, \$1,000, etc. He believes that the average person isn't interested in technical talk and simply wants a recorder which will provide a pleasant tone for both music and voice. Likewise, he feels, the customer wants lightness, and eye-appealing design so that he can move the recorder around with him with a minimum amount of difficulty. All of these elements are answered in the Gart

Bros.' inventory, with a single low price "leader" which attracts a lot of prospects.

Always Ready

Second, standard instructions to Gart Bros.' salespeople are to "demonstrate a tape recorder at every opportunity." No matter what the customer has been attracted by, Gart Bros. personnel are sure to get on the subject of tape recorders and ask the customer whether he has given any thought to ownership of a machine. Usually, the prospect is willing to talk about it. This gives the Denver store a chance to dispell mis-

(Continued on page 26)

V-M'S MODEL 580

Want Stereo in One Piece or Several?

NEW YORK—The V-M Corporation believes it has the answer to a problem of designing a complete stereophonic unit that will meet the needs of a majority of people. Based on a modular principle, the new model 580 is actually three units in one. The central module contains V-M's Stere-O-Matic four-speed record changer with stereo cartridge and diamond stylus plus a dual-channel amplifier with 15 watts output per channel and large record storage compartment. Matched speaker units each contain 12-inch and 3½-inch speaker systems.

In use, the speaker modules can be joined to the central unit with a decorative wood panel. Or, at the owner's option, the three pieces can be quickly separated and spaced about a room in a variety of ways for optimum stereo effect and pleasing decor.

VM has tried to meet consumer requirements even before the consumer is aware of his requirements. In the still somewhat confused world of stereo, this new model is one answer.

"Model 580," says V-M sales manager Bud Cain, "solves several

sales problems. It answers the dealer's desire for a single-unit stereo system that he sells as a unit; it suits the critical listeners who desire maximum stereo effect by permitting speaker separation; it satisfies the homemaker's insistence on stereo equipment that adapts to her furniture arrangement."

V-M's unitized controls permit the speaker systems to be adjusted either simultaneously or individually. Controls, all in the central unit, include record compensation, loudness control and separate bass and treble controls.

There are seven inputs on the rear of the central unit, all governed by a function switch on the control panel. Dual-channel inputs are for phonograph, tape recorder and radio tuner. There's a single-channel TV input as well.

Model 580, in walnut, lists at \$350 in most States.

Everest Sets Stereo Tape Production

NEW YORK — Reversal of a trend? Maybe. During the past year, major disk firms have cut back on duplicating releases on open reel tape. They've been more concerned with producing stereo records and waiting to see what would happen with the tape cartridge development.

Now, a relatively newcomer to disk firm ranks, Everest, announced their intention to release 24 stereo tapes on open reels. Symphonic, jazz and popular material will be issued on tapes that run up to 45 minutes. They will duplicate exactly the content of their disk counterparts.

The tapes will retail for \$10.95. According to Everest, they will be

(Continued on page 26)

of higher-priced and more sensitive stereo phonos.

In view of this low-price trend, a somewhat ironic note is being sounded at this time by Audio Fidelity. The indie diskery, which has always made its strongest pitch in the direction of audiophiles and sound enthusiasts, is going even farther out with its "First Component Stereo Series" (see separate story in Music Section). A-F steers away buyers of disks in this series unless their "equipment is of the first rank." The firm asserts that lesser phonographs will not track their grooves because of the "tremendously increased dynamic range" on the record.

Another important fact in the stereo picture for 1959 is that the current trend could signal the emergence of the phono-record dealer as an even more important phono outlet. The most recent Billboard survey revealed that phono-record dealers sold between 40 and 50 per cent of the industry output. This figure could rise as high as 70 per cent because of the stereo factor.

The reasons given are these:
1. Among consumers, the prime

'A ROSE BY ANY OTHER NAME, ETC.'

NEW YORK — Bryce Appliances Inc. supplies an incident concerning a South American couple who were looking over a group of tape recorders. The selection shown them was satisfactory but it seemed that they were told to be sure to get a good look at the latest Hobell Bobell model. A search into the latest catalogs proved fruitless and the sale looked hopeless until one bright salesman got the idea that maybe they meant Bell and Howell instead of Hobell Bobell. They did.

File System Builds Volume In Hi-Fi Shop

PORTLAND, Ore. — If the hi-fi dealer wants to expect full returns on his service department, he should set up some form of "automatic file" which will keep him constantly in contact with as many recorder owners as possible, according to Fred Lindemann, owner of Ott's of Portland.

Ott's spends an extra five minutes or so in every sale in making up a "package" on each customer. This is a series of forms which cover the make of the equipment involved, whether it is a stereo phonograph, stereo tape recorder, simple high-fidelity equipment, etc. Included are the customer's name, address, business office, telephone number of both places, notations as to the type of music he liked, the music he already owns, etc. Currently, there are 350 owners listed in this way.

The file is set up on a rotating basis so that at least once a month, there is some sort of contact be-

(Continued on page 26)

Stereo or Nothing for Most '59 Phono Buyers

• Continued from page 1

stereo phono target is the record buyer who can be expected to replace his present system with stereo. This consumer class is the traffic that the phono-record dealer has in his store week in, week out.

2. The phono-record dealer is currently stocking stereo records in quantities. Other phono outlets such as furniture or appliance stores stock few or no records at all. Stereo, therefore, gets more exposure in the phono-record shop.

3. Generally, the phono-record dealer has a better understanding of stereo, is able to explain and demonstrate it more convincingly. (Some department store phono buyers have said they are reluctant to explain stereo unless the customer asks to have it explained. They are afraid they'll confuse the others and kill a sale.)

Reports from many markets in 1958 indicated that confusion about stereo existed on all levels—consumer, dealer and manufacturer. This year, much of the confusion should disappear. With such a high percentage of one-type of product, why should there be any confusion. It's almost all stereo.

Eight Sets In New Philco Radio Line

NEW YORK — Philco has just announced an all new transistor radio line. The line comprises eight sets from 3 to 7 transistor-powered chassis in a price range from \$19.95 to \$59.95, and the Philco nine-transistor all-wave world-wide portable, Model T-9, being carried over from last year's line, at \$229.95.

Featuring a new design concept is the Philco Model T-60. It has a polished brass handle that allows the set to stand on a desk or table, or hang from a wall. This six-transistor model weighs only 14 ounces, and has a 2¾-inch speaker. It is powered by two "AA" penlight or mercury batteries. It also has a "private listening" jack. Model T-60 is offered in a break-resistant case in gold and ebony or charcoal and ivory at \$39.95. A leather case is optional at \$3.50.

Another six-transistor set, Model T-65, in conventional portable size is offered in slender-set styling. It has a rotating handle-antenna combination and a built-in Magnecor aerial, at \$39.95.

A big tone chamber and 3½-inch speaker are added features. Available in break-resistant case of ivory and turquoise, or ivory and gold.

Another miniature radio design is the Model T-50. Featuring a five-transistor and diode chassis, a built-in 2¼-inch speaker, and a built-in "private listening" jack, this set is only 1 15/32 inches deep, 4¾ inches high and 3½ inches wide, and weighs 12 ounces. This pocket or palm-sized set, which operates on four tiny mercury batteries, is offered in ivory

(Continued on page 26)

Haffa Steps In As Webcor President

CHICAGO — Titus Haffa, chairman of the board of Webcor Inc., re-assumed the joint titles of president and chairman this week in a series of top echelon executive changes. Haffa, who bought controlling interest in the Chicago firm in 1955, thus returns to the joint duties position he held from May, 1956, to June, 1957.

In assuming the Webcor presidency, Haffa replaced Nicholas Malz, who has been president of the Northwest Side firm since Haffa stepped down in 1957. Joseph L. Raffel Jr., executive v.-p., has been replaced by John H. Ihrig, who was v.-p. and general manager of Webcor's lamination department, which stamps motors and transformers and other electronic items from various types of steel. L. O. Kressman, previously credit manager, assistant secretary and office manager, has been appointed secretary while L. A. Garfinkle, controller, has been upped to treasurer.

Haffa could not be reached for comment, but a company spokesman stated that no other changes were currently contemplated. Haffa purchased the controlling stock from R. F. Blach, founder and chairman of the board of Webcor, in June, 1955. Blach, who was ailing at the time of the purchase, died in May, 1956, when Haffa became both president and chairman of the board.

Contemporary has the best-sellers!

BREAKING FOR THE BIGGEST HIT OF ALL

Contemporary C 3560

SHELLY MANNE & HIS MEN PLAY PETER GUNN

Music by
Henry Mancini from
the TV program starring
Craig Stevens



NOW AVAILABLE on Contemporary 12" long-playing C3560, and Stereo Records S7025

PLUS! A SMASH-HIT, SINGLE 45 of the theme "Peter Gunn", b/w "Slow & Easy" C45-367, and Stereo Records S-806

CONTEMPORARY RECORDS 8481 MELROSE PLACE, LOS ANGELES 46, CALIFORNIA

Don't just wish for high-flying stereo sales and profits—join in beginning Feb. 15 with

RCA Victor's Million-Dollar



The Mark II—\$525

The Mark III—\$450

The Mark VIII—\$359.95

The Mark VII—\$279.95

IF THEY LIKE CLASSICAL—

Offer them the album containing more than 6 hours of classical selections by:

BEETHOVEN
 BRAHMS
 COPLAND
 DEBUSSY

DVORAK
 FRANCK
 MOUSSORGSKY
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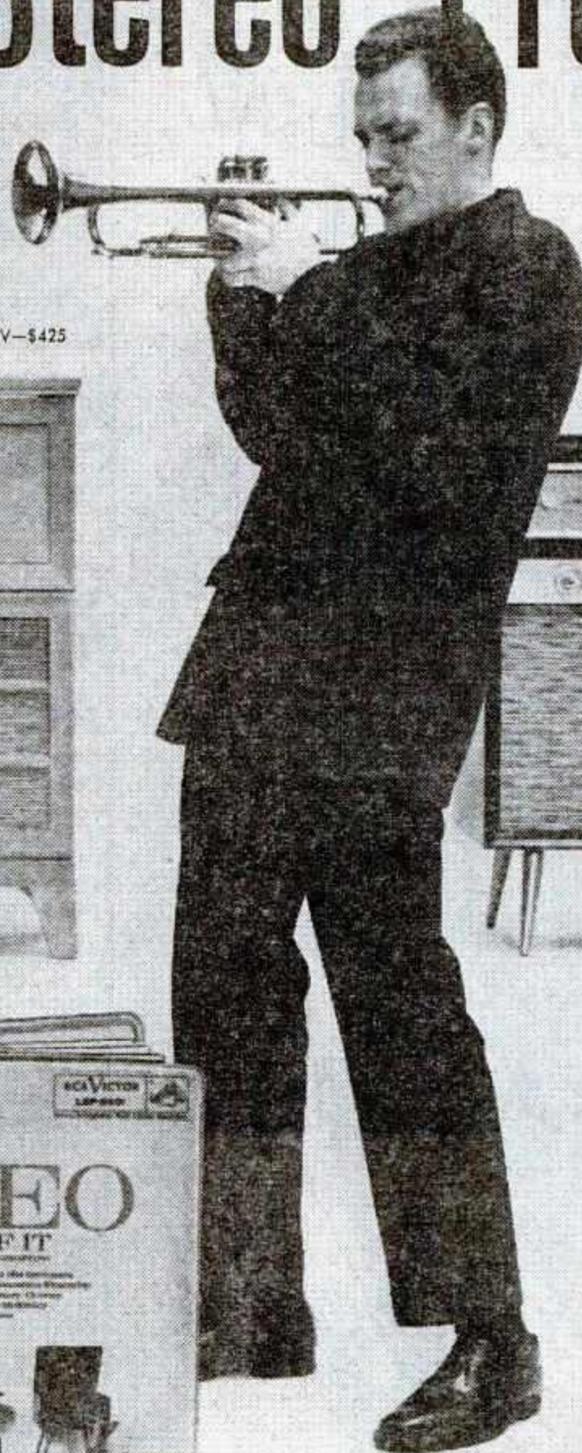
RAVEL
 RIMSKY-KORSAKOFF
 ROSSINI
 SAINT-SAENS

STRAVINSKY
 TCHAIKOVSKY

*Based on original list prices.

Ask your RCA Victor Distributor how you can offer your customers their choice of one of these \$65* Deluxe Stereo Record Libraries when they buy any RCA Victor Stereo Console—from \$219.95!

"Save-on-Stereo" Promotion!

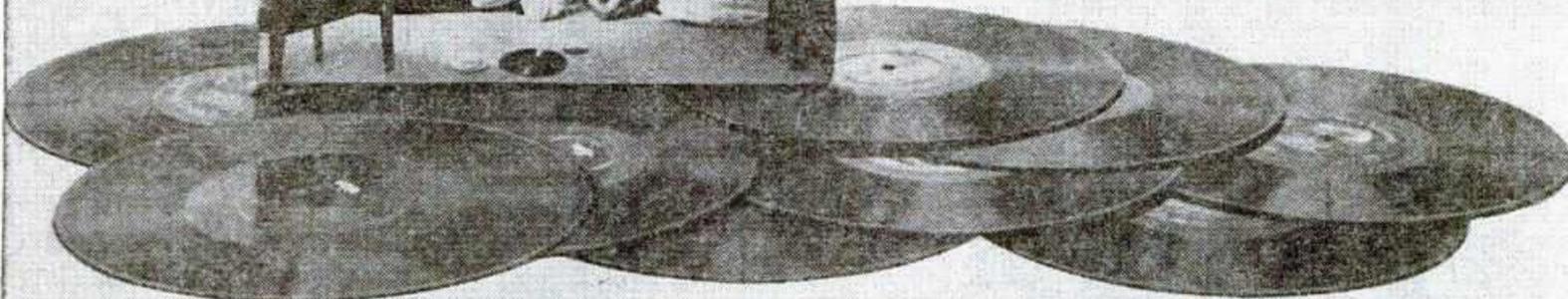


The Mark IV—\$425

The Mark VI—\$379.95

The Mark IX—\$219.95

The Mark IXD—\$299.95



IF THEY LIKE POPS—

Offer them the album containing 149 favorite pop songs by 11 outstanding popular artists, including:

Perry Como
The Robert Shaw Chorale
The Three Suns
Ames Brothers

Bing Crosby-Rosemary Clooney
The Melachrino Strings and Orchestra
Xavier Cugat and His Orchestra
Esquivel and His Orchestra

The New Glenn Miller Orchestra,
directed by Roy McKinley
Dick Schary's New Percussion Ensemble



IT'S AN OFFER THEY'LL GOBBLE UP! Your customers are new to stereo. They have no stereo records to play. So what's more natural—more enticing—than to offer them a big start on a stereo record collection *when they buy any RCA Victor Stereo Hi-Fi console!* RCA Victor has named this promotion "Save-on-Stereo" and has pressed a limited quantity of deluxe stereo albums for it. Each album contains 10 long-playing "Living Stereo" records—either classical or pop music.

RCA VICTOR REACHES YOUR BEST PROSPECTS with news of this sensational offer with a saturation line-up of commercials on its network



TV shows and on radio, backed up by big-space ads in leading retail markets! **AND PERRY COMO ADDS MORE SELL** with an exciting show on Feb. 28 on TV and radio *in stereo sound!* Everyone will be watching and listening.

Cash in on this big new sales- and profit-making opportunity! See your RCA Victor distributor for details on how you can take part—today!



Manufacturer's nationally advertised list prices shown, optional with dealer, subject to change. Slightly higher for West and South. Prices vary according to finish.

FOR
OVERNIGHT DELIVERY
MAKE IT A "CUSTOM"



QUALITY IS AN ART...AND AN RCA TRADITION

RCA CUSTOM RECORD SALES 

155 EAST 24TH STREET • NEW YORK 10, NEW YORK • MURRAY HILL 9-7200
445 N. LAKE SHORE DRIVE • CHICAGO 11, ILLINOIS • WHITEHALL 4-3251
1510 NORTH VINE STREET • HOLLYWOOD 28, CALIFORNIA • HOLLYWOOD 9-2154
800 17TH AVENUE SOUTH • NASHVILLE 3, TENNESSEE • ALPINE 5-6691



WINDOW WINNER: Stan Drewes, of the Song Shop, Cincinnati, copped top prize of a \$500 bond in the recent Audio Fidelity-True Magazine Window-Trimming Contest. Drewes' arrangement was distinguished by uncluttered appearance. He used the Audio Fidelity revolving kiosk as a focal point and made lavish use of the label's albums. There were three second-place \$100 winners—Joe Calippari, of Calippari Music, Potsdam, N. Y.; Mr. Rosenthal, of Gem Camera, Chicago, and the Schwabscher-Frey Company, San Francisco.

Califone Has 'Cue Master' Accessory

NEW YORK — Califone, West Coast phono firm, has produced a new precision instrument called the "Cue Master." It provided for the immediate and exact selection of any desired groove on any size phonograph record.

The "Cue Master" lifts or lowers the needle at the push of a button. It makes it possible to stop the recorded sound and begin from the exact point at which the stop occurred. With the use of its "Cue-matic" scale a phrase or section or any part of a recording may be repeated for emphasis, drill or review.

The "Cue Master" will have most value in the educational field. It is an optional feature on any Califone equipped with the new automatic rest arm.

Big Year Ahead In Electronics, Says RCA Prexy

NEW YORK — President John L. Burns of the Radio Corporation of America predicted before a meeting of RCA distributors, that 1959 will bring new highs in the nation's production, consumer income and spending, and an 11 per cent increase in the electronics business.

"The total volume in the electronics industry is expected to rise from nearly \$14 billion in 1958 to well over \$25 billion this year," Mr. Burns said.

The RCA president said electronics' growth is being spurred by "dramatic innovations" in electronics for defense, for business and industry, and for the home. He said that among the most significant new developments are advances in basic circuitry in which a single tiny unit can do the work that once required several bulky components.

The consumer products market—with color television, stereo and other innovations—seems certain to continue as a big one, Mr. Burns asserted, adding:

"It is estimated that factory sales of consumer products in 1959 will increase by at least 7 per cent over the 1958 volume of \$1.6 billion. Sales of phonographs and tape recorders will be considerably higher with the growing shift to hi-fi and stereo instruments."

when answering ads . . .

SAY YOU SAW IT IN THE BILLBOARD!

WATCH OUT FOR COTTON PICKIN' TUNER SWIPERS

NEW YORK — George Gordon, a veteran downtown retail man, claims that the following actually happened to him but he himself can hardly believe it. A customer who had bought an FM tuner back in 1955, called up with a request for "the serial number on my tuner I bought in November 1955. You must have it on file and I need it because I think my relatives switched tuners on me while I was on vacation in the summer!"

Admiral Names New Jobbers

NEW YORK — Admiral Corporation has appointed three new distributors.

In San Antonio, Tex., Covington Distribution Corporation will handle the firm's products for the 65-county Southwest Texas area.

In Fargo, N. D., O'Day Equipment Company will cover the territory formerly handled by the Dakota Electric Supply Company.

In Kansas City, Mo., the Columbian Electrical Company will distribute in the Eastern Kansas and Western Missouri area. Territory used to be covered by Leo Wholesale Company.

Truesdell Named To Zenith Board

CHICAGO — L. C. Truesdell, v.-p. and director of sales of Zenith, has been elected a member of the corporation's board of directors. Announcement has been made by Hugh Robertson, Zenith president.

Robertson said that the company's sales operation, under Truesdell, has been marked by a rapidly expanding consumer demand for Zenith's products. He stated that 1958 was an all-time high year for the company, and that distributors' orders for first-quarter delivery in 1959 were the highest of any such period in Zenith's history.

Truesdell joined Zenith in September, 1949, as vice-president and sales manager in charge of radio and television. He was named director of sales in May of 1955.

Prior to joining Zenith, Truesdell was vice-president in charge of marketing of Hotpoint, Inc., for three years.

NEW TALENT, NEW RECORD, NEW LABEL

-and all great!



TOMMY ZANG

(he really sings!)

"BREAK THE CHAIN"

B/W

"I'LL PUT A STRING ON YOUR FINGER"

#5951



113 West 57th Street
New York, N. Y.

408 Confederation Bldg.
Winnipeg 2, Manitoba, Canada

Records available NOW at the following distributors:

ALBANY, N. Y.
Leonard Smith, Inc.
ATLANTA, GA.
National Record Dist.
BALTIMORE, MD.
Marnel of Maryland, Inc.
BOSTON, MASS.
Dumont Record Dist.
BUFFALO, N. Y.
Scan Dist.

CHICAGO, ILL.
M & S Dist.
CINCINNATI, O.
A & I Dist.
CLEVELAND, O.
Benart Dist.
DETROIT, MICH.
Pan-American Dist. Co.

EAST HARTFORD, CONN.
Allied Record Dist.
JACKSONVILLE, FLA.
Binkley Dist. Co.
KANSAS CITY, MO.
Choice Dist.
Some areas still open.

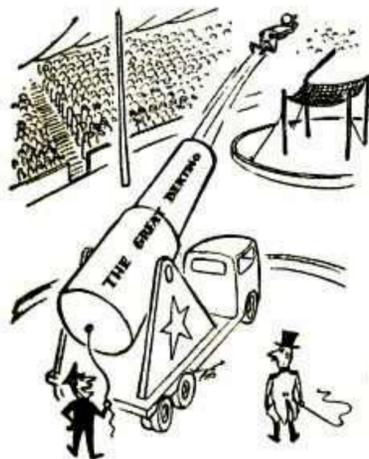
MIAMI, FLORIDA
Binkley Dist.
MILWAUKEE, WIS.
Lieberman Dist.
MINNEAPOLIS, MINN.
Harold N. Lieberman Co.
NEW ORLEANS, LA.
All South Dist.

NEW YORK, N. Y.
Portem Dist.
OMAHA, NEBR.
Choice Dist.
PITTSBURGH, PA.
Remlee Dist.
RICHMOND, VA.
Allen Dist.
ST. LOUIS, MO.
Choice Dist.

Tape Recorder Merchandising

• Continued from page 20

conceptions about price, use of the recorder, etc. Probably the most effective asset, so far as getting the first step under way is to invite the store visitor to listen to a pre-



"Of course there's no smoke... I fired him off with a JENSEN NEEDLE!"

recorded tape, according to Gart. "Most people own a phonograph of some kind and are at least mildly interested in seeing how music on tape compares with the records," Gart said. "For that reason, we keep a stock of pre-recorded-tapes convenient at each machine, every reel identified with a grease pencil, ready for quick use. Salespeople ask whether the prospect is most interested in waltz, chamber music, boogie, bop, or pop, and we always have something ready. While the music is playing, we invite the customer to turn the machine on and off, adjust the tune control, volume, and see how simple it is.

"Another pointer of high importance is to encourage the prospect to listen to home recording. We keep plenty of footage open on every reel, even pre-recorded tapes for the purpose so that it isn't necessary to change reels to follow out the job. This is definitely low-pressure selling designed to catch the customer's interest, and, frequently, we have found, it is the person who least looks like a music

lover or a tape recording prospect who buys the four-speaker, \$259 set."

There is never a moment during the store operating hours at Gart Bros. that a tape recorder isn't on and playing music. Frequently, Gart records his own from a high fidelity, FM radio, kept in the tape recorder department. It helps prove that the customer can create a library of fine music, simply by recording from television or radio.

Businessman Pitch

Tape recorders sell about equally well to men and women. Gart has found, with the feminine purchasers primarily interested in gifts for others. A lot of men, the store has found, buy tape recorders with the ultimate end of using the machine for business. For this reason, Gart Bros. displays a complete assortment of necessary accessories, such as foot switches, extension microphone cords, multiple mixer equipment for several microphones, etc.

Only in a few cases has home demonstration been necessary to put over a sale. Where the customer is known to Gart Bros., has an established account, the tape recorder is simply charged out for use at home for a party, a wedding or other event. Very seldom does the machine come back, and, for this reason, the Denver store is liberal in allowing the machines to be taken out in this way.

Learn by Listening

"It is just as important to listen as to talk in selling a tape recorder," Jerry Gart said. "Often good solid ideas for selling can be developed from conversations. For example, we had a doctor customer who complained that because of working hours he often missed his favorite radio programs. He told us that he had purchased a clock radio with an appliance switch and that he had set up a system where the tape recorder was plugged into the back of the radio which was then set to turn on at a specific time, on a specific station. In turning itself on, the clock-radio likewise turned on the tape recorder, which then recorded the radio show, cutting off when the reel of tape was exhausted. In this way, he could leave on call, at any time, and simply listen to the desired radio program later on. We have suggested this idea to a dozen additional customers since, and everyone of them who has tried it has become an enthusiastic booster."

Since the Gart Bros. store is located in the center of one of Denver's largest professional and medical districts, with more than 1,000 doctors within a two-block area, Gart salespeople consistently suggest the recorder as a time saver

8 Sets in New Philco Line

• Continued from page 20

and aqua, or ivory and terracotta at \$34.95. A leather carrying case is optional at \$3.

The line leads off with an improved version of the three-transistor vest-pocket set, the "VeeP," in ivory and black break-resistant case at \$19.95. The "VeeP" has a new reflexed circuitry with diode for more performance on two mercury batteries. No larger than a king-sized pack of cigarettes, this tiny set has a "private listening-ear," and a special dial window for fine tuning.

Another pocket-size model with a four-transistor plus diode chassis and reflex circuitry is the Model T-45 listing at \$29.95. The T-45 operates on four regular "AA" penlight or mercury batteries and is available in ivory and terracotta or ivory and aqua break-resistant case with a built-in "private listening" jack. Leather case is an additional \$3.

Three seven-transistor models in leather styling are part of Philco's new line.

Model T-75, with top grain cowhide and tapered cabinet design, features a built-in Magnecor aerial and large sound chamber with a 2 3/4-inch round speaker. Listing at \$49.95, this set has economical performance from two regular "D" type flashlight batteries. It has a built-in "private listening" jack and weighs 15 ounces.

Styled in leather with white stitching and gold trim is the seven-transistor Model T-78 at \$59.95. This set has push-pull

audio circuit and four-inch speaker in contour-styled cabinet. It also features vernier tuning and operates for hundreds of hours on four regular flashlight batteries.

Completing this category is the Model T-700 listing for \$49.95. It has printed wiring circuitry with built-in Magnecor antenna and a four-inch speaker in a tan leather-like case trimmed in gold.

A new three-way portable that operates on AC, DC or battery, and features Philco's "Scantenna," was introduced in leather-like stylings or turquoise and ivory, and gold and ivory, at \$29.95. This receiver, weighing only four pounds with batteries, has a four-tube plus rectifier chassis and a four-inch speaker for long distance quality performance.

Pilot Book Tells All About Stereo

NEW YORK—Pilot Radio Corporation here, manufacturer of quality stereophonic components and component-consoles, announces the publication of a new booklet entitled "Stereo and You." In "Stereo and You," Pilot tries to answer questions that dealers and the public have been puzzling over since the introduction of stereophonic sound. Copies of "Stereo and You" can be obtained by writing to Pilot Radio Corporation, Long Island City 1, New York.

File System

• Continued from page 20

tween the store and the music-lover. Frequently, card mailings are used simply to remind the customer that if he is getting wow or any other form of distortion in his equipment to bring it in for an inspection. Frequently, standard prices for various types of service are quoted, including cleaning, installation of new erase or recording heads on recorders, new cartridges of phonographs, etc.

The major point, of course, is that by dint of continuous contact in this way, Ott's makes it second nature for the customer to think of the store whenever there is anything wrong with his set. Service volume has grown impressively, since the file began, as the low cost mail contact has "made friends of the seldom-seen customers."

Everest Tape

• Continued from page 20

produced by an exclusive process on their own tape duplicating equipment. The process makes it possible to offer the public "second generation" tapes duplicated from masters. By this means, the tapes will have a frequency and dynamic range and signal to noise range "almost undistinguishable from the original recording."

Tapes will be offered dealers with full dealer discount and guaranteed 15-day delivery. Included in the first release will be selections from Everest's October, November and January releases.

NAMM Show

• Continued from page 20

congestion and confusion. This year's visitors will find that they have the easiest "maneuvering power" yet provided at an industry show.

The two buildings are air-conditioned and offer above-average convention facilities. A total of 117,000 feet of floor space will be available to house an estimated \$2 million in musical exhibits.

MR. RECORD DEALER

Did You Know You Can Get

FREE

\$5,000 LIFE INSURANCE

and

LOW COST GROUP HOSPITALIZATION, MEDICAL-SURGICAL INSURANCE

Plus Many Other Benefits Including

LOW COST TRIPS TO EUROPE

When You Sell WALCO Needles?

ASK YOUR DISTRIBUTOR OR WRITE

Walco PRODUCTS INC.

60-B Franklin St., East Orange, N. J.

"ANTHONY BOY"

chess 1716

CHUCK BERRY

"I'M SORRY"

checker 914

BO DIDDLEY

"SOME DAY ONE DAY"

checker 913

DALE HAWKINS

"A FOOL SUCH AS I" b/w "GROWING LOVE"

PAT O'DAY

CHESS PROD. CORP., 2120 S. MICHIGAN, CHICAGO 16 (CA-5-2770)

Everybody's Buying Them...

...*WARNER BROS. HITS!*

Tab
Hunter

**"APPLE BLOSSOM
TIME"**

5032

Charlie
Blackwell

**"MIDNIGHT
OIL"**

5031

Don
Ralke

**"77 SUNSET
STRIP"**

5025

Order from your
nearest distributor



WARNER BROS. RECORDS

Burbank, California

The First Name In Sound

The Billboard Buying Guide for PACKAGED RECORDS



BEST SELLING LP'S

FOR SURVEY WEEK ENDING JANUARY 24

The information given in this chart is based on actual sales to customers in a scientific sample of the nation's retail record outlets during the week ending on the date shown above. Sample design, sample size and all methods used in this continuing study of retail record sales are under the direct and continuing supervision and control of the School of Retailing of New York University.

This Week	Last Week	Weeks on Chart
1. Flower Drum Song	2	4
Original Cast, Columbia OL 5350		
2. Sing Along With Mitch	1	30
Mitch Miller, Columbia CL 1160		
3. Tchaikovsky: Piano Concerto No. 1	3	27
Van Cliburn, RCA Victor LM 2252		
4. The Music Man	4	49
Original Cast, Capitol WAO 990		
5. More Sing Along With Mitch	6	13
Mitch Miller, Columbia CL 1243		
6. South Pacific	7	45
Sound Track, RCA Victor LOC 1032		
7. Only the Lonely	11	19
Frank Sinatra, Capitol W 1053		
8. Oklahoma!	14	168
Sound Track, Capitol SAO 595		
9. Stardust	9	29
Pat Boone, Dot DLP 3118		
10. The King and I	8	123
Sound Track, Capitol W 740		
11. South Pacific	10	253
Original Cast, Columbia OL 4180		
12. My Fair Lady	5	148
Original Cast, Columbia OL 5090		
13. Hymns	16	98
Tennessee Ernie Ford, Capitol T 756		
14. Have Twangy Guitar, Will Travel	18	3
Duane Eddy, Jamie JLP 3000		
15. The Kingston Trio	23	12
Capitol T 998		
16. Gems Forever	—	24
Mantovani, London LL 3032		
17. Johnny's Greatest Hits	13	43
Johnny Mathis, Columbia CL 1133		
18. Film Encores	20	72
Mantovani, London LL 1700		
19. Gaiete Parisienne	—	1
Boston Pops (Fiedler), RCA Victor LM 2267		
20. Victory at Sea, Vol. II	12	10
RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2226		
21. Gigi	17	33
Sound Track, M-G-M E 3461 ST		
22. Belafonte Sings the Blues	21	11
Harry Belafonte, RCA Victor LOP 1006		
23. Warm	25	43
Johnny Mathis, Columbia CL 1078		
24. Ricky Sings Again	—	1
Ricky Nelson, Imperial IMP 9061		
25. Around the World in 80 Days	15	168
Sound Track, Decca DL 9048		



The following new packages, reviewed during the past week, have been selected for outstanding sales potential, artistic merit, new talent, sound recording or display value,

as indicated. These "Spotlights," in the opinion of The Billboard staff, merit prime consideration from dealers.

Pop Albums

MAURICE CHEVALIER SINGS BROADWAY

MGM E 3738

STEREO & MONAURAL

The veteran showman's ageless charm is as potent as ever in this ingratiating collection of vocalizing on a crop of Broadway show tunes—most of them comparatively new. Chevalier registers strongest on the happy "Get Me to the Church on Time," and "Do It Again" and "C'est Magnifique." Sock deejay wax.



Pop EP Albums

MY HAPPINESS

(1-EP) Connie Francis—MGM X 1655

The label packages Miss Francis' current smash, "My Happiness," with "Never Before," from the legit "Whoop Up," along with a pair of other sides, "You're My Everything," and "No Other One." Should mean a bit of extra action for the big "Happiness" hit plus additional exposure for the "Whoop Up" score, the original-caster of which, M-G-M has just released. Good rack item.



Jazz Albums

THE SWINGIN' STATES

The Kai Winding Ork—Columbia CL 1264

Kai Winding with three more trombones and rhythm section devotes this album to 12 tunes with mention of States in their titles. It's a nicely conceived and executed package with several moods created by the trombone section. Clever and informative notes by Winding and good cover shot of the artist are additional assets that should help make this a big jazz LP. Tunes include "Jersey Bounce," "Moonlight in Vermont" and "At Last Alaska." Top potential.



Classical Albums

OPERA OVERTURES

The Philharmonia Orch. (Leinsdorf)—Capitol P 8465

Overtures to six operas are performed with brilliance by the orchestra, batoned by Met conductor Leinsdorf. It's an excellent item for this market with possible appeal to the general buyer. Sound is a factor, and the formal cover photo of the maestro will also spark sales. Overtures to "Die Meistersinger," "Lenore," and "Oberon" are included.



Classical Talent Albums

DEBUT

John Browning, Piano—Capitol P 8464

The 25-year-old pianist offers an attractively varied program in his first album. His performances on the whole are sensitive and mature, especially the Debussy and Chopin selections. Also included are works by Bach, Rimsky-Korsakov, Liszt and Schubert. The album indicates a fine future for the artist.



The fastest, most complete and most authoritative evaluation of packaged records

----- **Classical Special Merit Albums** -----

FIVE CENTURIES OF SPANISH SONG

Victoria de los Angeles—Capitol G 7155

Miss de los Angeles displays her glorious soprano on a group of little known Spanish songs covering the period between 1300 and 1800. The album's mood ranges from the somber religious canticle "Mariam matrem" to Lites' "Confiado jilguerillo." A solid collector's item.



JOHAN FRANCO: THE VIRGIN QUEEN'S DREAM MONOLOGUE; FANTASY FOR CELLO & ORCH.; MARY HOWE: CASTELLANA, STARS AND VARIOUS ARTISTS

Composers Records CRI 124

Composers Recordings continues its commendable effort of issuing contemporary works with this first recording of two compositions by Netherlands born Johan Franco and the American Mary Howe. "The Virgin Queen's Monologue" and the "Fantasy for Cello and Orchestra" by Franco are both challenging and exciting modern works excellently performed by the Rotterdam Philharmonic. First work is a fragment of an opera; the latter is a formal work with a brief motif as a basis. The Howe works, one of which was released previously, are much more soothing and appealing. A fine recording for those interested in contemporary music.



----- **C&W Albums** -----

THE UNFORGETTABLE HANK WILLIAMS
MGM E 3733

It would seem Hank Williams packages are endless. This one includes some of his performances which are not so well known today—and for that reason they will appeal to his fans. Titles include "Blue Love," "We Live Two Different Worlds," and "I Can't Get You Off My Mind." In addition to weepers, there are bright rhythm songs, such as the lively "I'll Be a Bachelor Til I Die."



GREATEST WESTERN HITS

Various Artists—Columbia CL 1257

For lovers of traditional c.&w., this package is a real buy. It includes sides by Ray Price, Carl Smith and Lefty Frizzell—all in the true c.&w. style, reminiscent of the great years of the Hank Williams area. Tunes include "Loose Talk," "Hey, Joe," "If You've Got the Money, I've Got the Time" and more — all of them great performances by these artists. In addition, there's a knowledgeable set of notes by Bob Burrell.



----- **Folk Albums** -----

SEA CHANTIES

The Roger Wagner Chorale—Capitol P 8462

A wonderful collection of authentic chanties are given new life by the Chorale with the enthusiastic assistance of a number of soloists, including Earl Wrightson. In most cases the work is a cappella but occasionally a concertina and harmonica are heard in support. Work songs and ballads include "Erie Canal," "Boston Come All Ye," "A Roving," "Leave Her Johnny, Leave Her." An interesting and well performed collection and a good addition to this field of repertoire.



----- **Opera Albums** -----

MENOTTI: MARIA GOLOVIN

(3-12") Patricia Neway, Contralto; Franca Duval, Soprano; Various Artists with Orch. & Chorus
Conducted by Peter Herman Adler—RCA Victor LM 6142B

Menotti's latest opera was first performed at the Brussels World's Fair last summer. It was also presented for a brief run later in New York. The rich melodic work with excellent performances by the principals should attract the opera buyer. The libretto, while somewhat melodramatic, is basically interesting. The handsomely packaged, three-disk set also includes background notes about the commission of the opera and the complete text.



(Continued on page 31)

ALBUM COVER OF THE WEEK



MENDELSSOHN: VIOLIN CONCERTO; BRUCH: VIOLIN CONCERTO, Capitol-EMI G 7148. Meditative portrait of Yehudi Menuhin by photographer Norman Parkinson aptly reflects the inner personality of the artist. Cover nicely complements album's contents and should attract extra sales.



Best Selling Pop EP's

FOR SURVEY WEEK ENDING JANUARY 24

The information given in this chart is based on actual sales to customers in a scientific sample of the nation's retail record outlets during the week ending on the date shown above. Sample design, sample size, and all methods used in this continuing study of retail record sales are under the direct and continuing supervision and control of the School of Retailing of New York University.

1. RICKY SINGS AGAIN—Ricky Nelson.....Imperial EP 159
2. ELVIS SAILS—Elvis Presley.....RCA Victor EP 4325
3. HAVE TWANGY GUITAR, WILL TRAVEL—
Duane Eddy.....Jamie JEP 100
4. MARDI GRAS—Pat Boone.....Dot DEP 1073
5. KING CREOLE, VOL. 1—Elvis Presley..RCA Victor EPA 4319
6. JAILHOUSE ROCK—Elvis Presley.....RCA Victor EPA 4114
7. KING CREOLE, VOL. 2—Elvis Presley..RCA Victor EPA 4321
8. HYMNS—Tennessee Ernie Ford.....Capitol EAP 1-756
9. THE FABULOUS JOHNNY CASH.....Columbia EPB 12531
10. THE EVERLY BROTHERS.....Cadence CEP 107

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Reviews and Ratings of New Popular Albums

EXPLANATION OF PACKAGE RATING CATEGORIES

(Each item is rated strictly according to its sales potential in the category in which it is classified)

SPOTLIGHT—Sure-Fire Merchandise—Top Demand

★★★★—Very Strong Sales Potential—Essential Inventory

★★★—Good Potential—Will Sell

★★—Moderate Potential—Saleable Qualities

★—For dealers who stock all merchandise.

POPULAR ★★★★★

★★★★ **WILD BILL DAVIS SWINGS HIT SONGS FROM "MY FAIR LADY"**
Everest SDBR 1014

STEREO & MONAURAL

There are many versions of the famous "My Fair Lady" score around, including some good jazz treatments, but this jazz version—albeit late—rates with the best and should chalk up sales accordingly. Top-notch sidemen—Milt Hinton, Jo Jones, Maurice Simon—and standout solo work by Davis make it a solid entry for the market.

★★★★ **LONDON BY NIGHT**

Julie London, Liberty LRP 3105
Another winning vocal outing for Miss London, who always seems able to come up with enough new torch type songs she

hasn't recorded before, to sustain her moody, blue lights atmosphere. This time the backings are extra tasty, with cellos and fiddles in the forefront along with more standard instrumentation. Tunes include "Mad About the Boy," "My Man's Gone Now," "Something I Dreamed Last Night." Another standout cover of Miss London continues the unbroken skein in promotable jackets.

★★★★ **HYPNOTIQUE**

Martin Denny Group with Various Artists, Liberty LRP 3102

Martin Denny plays in a Waikiki bar, where he produces wild tropical sounds. Album content is assuredly on the novel side, with bird calls and Asian instruments integrated into western arrangements of tunes like "St. Louis Blues," "Japanese Sandman," "Jungle Madness." They are the type of arrangements that will interest hi-fi

bugs and could turn this into a good seller, as was his previous album.

POPULAR ★★★★★

★★★ **JULIE IS HER NAME VOL. II**
Julie London, Liberty LST 7100 & LRP 3100

STEREO & MONAURAL

As usual the chanteuse sounds just as she looks—sexy. Package is tastefully recorded, with smartly arranged guitar and bass accompaniment. Tunes are standards—"Blue Moon," "Spring Is Here," "Little White Lies." Previously out in monaural, it should do well in stereo for her fans.

★★★ **LIZA KIRK SINGS AT THE PLAZA**
M-G-M E 3742

STEREO & MONAURAL

A fine display of the dynamic Miss Kirk in her whole range of moods. You are right at ringside at the Persian Room where even the applause has effective stereo depth. Miss Kirk's entire ultra-smart club act is reproduced and even without her solid visual appeal, the host of special material numbers and her own standards like "Why Can't You Behave," "Anything Goes," "Hi Lili Hi Lo," have a pile of appeal. Good cover of the artist can help sell it.

★★★ **SWINGING BRASS**
Cyril Stapleton Ork. London PS 128

STEREO & MONAURAL

Here's an interesting package for stereo addicts and deejays. Stapleton provides tasteful swinging instrumental treatments of a group of original compositions inspired by British Bugle Calls. Selections include "Wakey, Wakey" (Reveille), "Blimey" (Alarm), etc.

★★★ **LOVE LETTERS IN THE SAND**
Frank Chacksfield Ork. London PS 145

STEREO & MONAURAL

Serene, lushly arranged instrumental arrangements of standards and recent pop ballads make this package an attractive one for mood music lovers and jocks. Selections include the title tune, "April Love," "So Rare," "The Breeze and I," etc. Pretty stereo effects.

★★★ **THE NEW SOUNDS OF ORRIN TUCKER**
Bel Canto SR 1012

STEREO & MONAURAL

As usual, Bel Canto has done a superior recording job in the 3-D medium. Here, veteran bandleader Orrin Tucker sounds not at all like his old self (in the wee Bonnie Baker days) in helming the 21-man crew in a series of handsomely recorded songs—some standards, some originals. Band is nicely balanced between strings and horns and also features vibes and bells. Very pleasant sound gives stereo feeling even if the listener is not equi-distant between speakers.

★★★ **DREAM**
Orrin Tucker Ork. Bel Canto SR 1013

STEREO & MONAURAL

Lush, warm readings of a pretty group of tunes by the Orrin Tucker, Ork, featuring the leader on sax and a large string section. Tucker's sax work is ear-caressing, and the strings accent the sound. Tunes, all having to do with dreams, include "You Stepped Out of a Dream," "The Moon and I," "Girl of My Dreams," "I'll See You in My Dreams," etc. Album of background music should interest fans of the genre.

★★★ **MUSIC TAILORED TO YOUR TASTE**
Everest Concert Ork. (Boulton), Everest SDBR 1018

STEREO & MONAURAL

A set of pretty mood tunes presented in lush fashion by the Everest Concert Ork., conducted by Derek Boulton. It's a fine programming set for jocks. Except for "Separate Tables" all of the tunes were clefted by Anthony Tamburello. Colorful ork effects are appreciably enhanced in stereo. With exposure this can move.

★★★ **A MAN HAS GOT TO SWING**
Al Alberts with Dick Jacobs Ork. Coral CRL 57259

A strong first album of old favorites for the lead singer of the Four Aces. The singer has a smooth and commanding voice and style to rightfully claim his bid for recognition as a single male vocalist. Lovely renditions of "My Romance" and "All the Things You Are." Wide appeal plus good DJ programming.

★★★ **HULA LA**
Chick Floyd, Liberty LST 7106 & LRP 3106

STEREO & MONAURAL

Liberty's Hawaiian a.&r. man, Martin Denny, put this set together featuring a number of the top native names of the Islands. This set has the charm of adulterated Hawaiian entries now on the market. Stereo is especially effective in the recreation of "Samoan Knife Dance," with shouts, screams, etc. Other songs are the more lazy nostalgic variety, familiar to Islander repertoire. Highly listenable, well-produced set for this school.

★★★ **MUSIC IN MOTION, VOLS. I & II**
The Lenny Herman Quintet, Janus FST 2005 & FST 2004

STEREO ONLY

Janus, a new label, has acquired disk rights to most of the tape library of Livingston Electronics, which pioneered the stereo field with its tapes of the Lenny Herman five-man combo. In these, there is much separation and the general quality of the recording is excellent. Both albums have the same general type of danceable material. Good for background too. Sets are so close in style that there is little choice between them.

★★★ **LEIBERT TAKES A HOLIDAY**
Dick Leibert, Organ, Westminster WST 15034

STEREO & MONAURAL

Veteran organist, Dick Leibert, journeyed to the Byrd Theater in Richmond, Va., for this holiday, during which he gave that theater's Wurflitzer organ a solid workout. The dozen selections include several mtraches, a few standard songs and several Leibert originals. The instrument is capable of many sounds and Leibert makes the most of it. Despite the 11-channel original recording, the stereo effect does not stand out. It's good solid organ work which has a good solid monophonic sound about it.

★★★ **MITCHELL AYRES PLAYS FOR YOU**
Everest SDBR 1016

STEREO & MONAURAL

Perry Como's TV conductor serves up a romantic, sweet-strings instrumental package of nostalgic, listenable mood music. Good stereo and excellent deejay programming. Selections include "Embraceable

You," "Lovely to Look At," "Love Walked In," etc.

★★★ **DICK ROMAN SINGS**
M-G-M E 3742

STEREO & MONAURAL

Here's a lush, listenable group of romantic vocals by Roman, with lush backing. Selections include "My Foolish Heart," "I Concentrate on You," "Love Letters," "Love Is a Many Splendored Thing." Roman's recent appearance on Liberace's ABC-TV show should help sales.

★★★ **TOMMY ALEXANDER PRESENTS HIS GOLDEN GROMBONES**
With Bob Manning, Everest SDBR 1019

STEREO & MONAURAL

Everest's fine stereo quality highlights this tasteful collection of jazz-flavored instrumentals and four romantic, creamy-voiced vocals by Bob Manning. Latter give LP solid value as deejay programming, while instrumentals have appeal for jazz fans.

★★★ **THE MILLS BROS. GREAT HITS**
Dot DLP 3157

Such Mills Brothers top sellers as "Paper Doll," "I'll Be Around," "You Always Hurt the One You Love," among others are re-recorded for this package. Appeal is strong in this one to the Mills fans who'd like all their hits wrapped up in a single LP.

★★★ **TORME**
Mel Torme, Vocalist with Marty Paich Ork. Verve MG V 2105

Mel Torme's plaintive song stylings against a crisp jazz setting gives this ballad package a dual appeal to both pop and jazz buyers. Torme is at his mood-setting best.

GOODIES ★★

★★ **SOFT AND SUBTLE**
The Guitars, Inc. Warner Bros. WB 1246 & W 1246

STEREO & MONAURAL

A mellow guitar sound by the string quartet is their distinguishing feature. The tempos and types of tune are varied, the set becomes a bit dull after a few tracks. In stereo an appealing effect is achieved on some of the ballads. Fair prospects.

★★ **SOPHISTICATED SAVAGE**

Auzie Colon, Liberty LRP 3101
Percussionist Auzie Colon, a member of the Martin Denny organization, offers some unusual and off-beat sounds from various backgrounds such as Puerto Rican, West Indian and Hawaiian musicana. It all amounts to a great deal of rhythm and not much else. Interesting treatment of "The Peanut Vendor." Fair potential.
(Continued on page 32)

Review Spotlight on Albums . . .

Continued from page 29

Sound Albums

MEN OF BRASS

Massed Brass Bands of Foden's, Fairey Aviation & Morris Motors—London PS 101

STEREO & MONAURAL

This is a standout in terms of general hi fi quality and stereo recording technique. The massed brass bands develop a tremendous quality of realism and clarity in the selections which include "The Whistler and His Dog," portions of the "1812 Overture," and the "Introduction to Act III of 'Lohengrin.'" A fine demonstration stereo record for dealers and for those with new home rigs.



GOSPEL SINGING IN WASHINGTON TEMPLE

Ernestine Washington—Westminster WST 15032

STEREO & MONAURAL

Madame Ernestine Washington was recored live at the Washington Temple Church of God in Christ, Inc., for this set, and a spell-binder it is. The Madame has the spirit truly in the brace of offerings, which include "I Thank You Lord," "Holdin' On," "The Lord Is My Shepherd," etc. Fine accompaniment by organ and piano. Congregation can be heard shouting its agreement and encouragement to the Madame in her powerful, spiritual vocal efforts. Top notch stuff for its field.



Specialty Albums

PRIMITIVA

Martin Denny—Liberty LST 7023 & LRP 3023

STEREO & MONAURAL

The remarkable and highly original arrangements performed here by Martin Denny's small group have been greatly aided by stereo, after an excellent reception monaurally. The great variety of exotic effects which spice up what is essentially a good close-knit pop and jazz quartet (supplemented by three guests) come across with formidable effectiveness in stereo. The engineers were able to have a field day with two-speaker effects, unlike the restraint necessary with a classical work, so this album should be demonstrated to help sell equipment as well as itself. Sexy cover helps, too.



12TH STREET RAG

Jad Paul's Banjo Music—Liberty LST 7107 & LRP 3107

STEREO & MONAURAL

A very bright package, illustrating how entertaining this neglected instrument can be when played by a virtuoso like Jad Paul. Deejays looking for something uncommon, with much novelty appeal, have it here. Material includes "12th St. Rag," "Ballin' the Jack," "Diga Diga Do," "Under the Double Eagle," "The Billboard March," etc.



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Reviews and Ratings of New Popular Albums

Continued from page 31

★★ HIGHLIGHTS FROM "NAUGHTY MARIETTA" & "THE FIREFLY"
Paul Britten Ork with Soloists & Chorus, Lion L 70090

Good to hear the melodic music of these two masters of the operetta form, including such songs as "I'm Falling in Love With Someone" and "Ah, Sweet Mystery of Life," two tender duets, and the delightful "Italian Street Song" all from the first operetta, and "Giannina Mia" and "The Donkey Serenade" from "The Firefly." Unfortunately the voices don't live up to the music or the orchestration.

★★ WALTZ MAGIC
Bob Sharples, London PS 141

STEREO & MONAURAL

Slow tempo diskings of standard waltz favorites ("Kiss Me Again," "Kiss in the Dark," etc.). Solo horn is featured against lush strings to good effect. Package can be recommended for pleasant mood music or dancing. In stereo, the orchestra sounds as if it's right in the room.

★★ EXOTIC DREAMS
Ethel Azama, Liberty LST 7104 & LRP 3104

STEREO & MONAURAL

Attractive vocalizing in an exotic vein by the sweet voiced Japanese-Hawaiian thrush. Vocals are enhanced by Martin Denny's colorful backing. Selections include some island tunes, "Happy Talk," "Autumn Leaves," etc. Interesting jockey wax, and good stereo sound.

★★ COUNTRY CLUB DANCING
Landerman Brothers Ork, Stere-O-Craft RCS 506

Well-known in New England and upper New York State, the Landerman Brothers provide bouncy, terple instrumental arrangements — "society" style — of familiar standards, "Just One of Those Things," "Fascination," etc. Should attract sales in their area.

★★ TAKE OFF IN SOUND
Marla Smith, Cub 8001

Husky-voiced piping by ex-airlines reservation clerk, Marla Smith. Gal's thrashing style is jazz-flavored and intimate on a group of standards—"Yesterdays," "Speak Low," etc. Pleasant jockey wax.

★★ KING OF ORGAN WITH A BEAT!
VOL. II
Don Johnson, Organ, Kandy LK 131

STEREO & MONAURAL

Pleasant volume of tunes of varying types and tempos are served up by the organist with support from various combinations which include rhythm, vibes and piano, trumpet, accordion and bones. Stereo effect is a bit extreme with noticeable separation. Selections include fox trots, Latin rhythms and ballads. Fair potential.

★★ MURRAY ARNOLD ENTERTAINS AT THE SAHARA, LAS VEGAS
M-G-M E 3740

Singer-pianist Murray Arnold has a vigorous night club style—very reminiscent of overly dramatic vaudeville acts when that entertainment form was still with us. Material includes Rodgers and Hart, Jerome Kern and George Gershwin medleys, "April in Portugal," etc. For Sahara fans.

★★ JACK KANE SALUTES THE COMICS
Jack Kane Ork, Dot DLP 3143

Bright musicianship and big band sound enhance this package of themes closely identified with the top comics. Use of the comic thread adds to the album's sales appeal.

POPULAR EP ★★★★★

★★★★ HITS FROM FLOWER DRUM SONG
Tony Bennett, Doris Day, The Four Lads, Johnny Mathis, Columbia B 2151

Four sides formerly released as singles by the artists comprise this EP of tunes from "Flower Drum Song." "You Are Beautiful" by Mathis has been getting some action in the singles field. The others have had only so-so movement. Big set, of course, is the original cast.

★★★★ ROSEMARY CLOONEY SINGS SONGS FROM WHOOP-UP
M-G-M X 1651

Rose Clooney, occasionally joined by her hubby Jose Ferrer, sings four tunes from the recently current Broadway musical "Whoop Up." She sings them in solid fashion backed strongly by the ork. Songs include "Love Eyes," "What I Mean to Say," "Sorry for Myself" and "Flattery," the last named of which she does with her spouse. Good jock programming here.

LOW-PRICE POPULAR ★★★★★

★★★★ BILLY AND SARAH
Billy Eckstine & Sarah Vaughan, Lion L 70088

Billy Eckstine and Sarah Vaughan each sing four, and they duet on four sides.

Material includes "I Can't Get Started," "A Room With a View," "You're All I Need." Likely to do all right in the low price field. Fans will find a lot of product here.

★★★★ MILLION DOLLAR VAUDEVILLE SHOW
Various Artists, Lion L 70089

The label has shown some real ingenuity in this packaging of 12 previously released singles by film and stage as well as music names and thus calling it "Million Dollar Vaudeville Show." It makes for some entertaining listening including Jimmy Durante singing "The Day I Read a Book," Gene Kelly and Betty Garrett singing "Take Me Out to the Ball Game," Debbie Reynolds and Carleton Carpenter singing "Aba Daba Honeymoon," Lionel Barrymore reciting "Casey at the Bat," and Leslie Caron and Mel Ferrer singing "Hi-Lili, Hi-Lo." It adds up to a lot of fun and it should sell if displayed.

BAND ★★

★★ MEN OF BRASS
The Blue Blazers Band, Rondo-Lette SA 53

STEREO & MONAURAL

Band performances which could have been more virile, of spirited marches, including "Col. Bogey," "Pomp and Circumstance" and the "Radetsky March," with some bullfight pasodbles thrown in. Stereo effect again proves significant in this type of performance. Attractive cover reproduces painting of Napoleon and his staff on horseback.

CHILDREN'S ★★★★★

★★★ FOLK SONGS FOR BABIES, SMALL CHILDREN, PARENTS AND BABY SITTERS
The Baby Sitters, Vanguard VRS 9042

The performers seem to be having a lot of fun on this record. The recording has the air of an informal party, which finds four adults, including two mothers singing and playing for a pair of youngsters present, aged three and one and a half, plus those on the other side of the speaker. Lee Hayes, senior member of the Weavers and Alan Arkin, a member of the Tarriers, are the featured men. There are 20 songs in all, which are accompanied by a variety of instruments plus pots, pans, etc. Appeal would be generally limited to very young kiddies.

LOW-PRICE CHILDREN'S ★★★★★

★★★★ AESOP'S FABLES
The Hunky Pank Players, RCA Victor LBY 1019

A sheer delight for any child, and likely to entrance his parents too. Ten of the most famous fables have been adapted into zany skits, using the broad humor and sound effects which kids love in cartoons and TV. The morals are not lost in the fun which surrounds the presentations of such old favorites as the Tortoise and Hare, Ant and Grasshopper, Fox and Grapes, Boy Who Cried Wolf, Dog in the Manger, etc. Colorful cover also makes this solid merchandise.

★★★★ POPEYE'S FAVORITE SEA CHANTIES

Captain Allen Swift & His Crew, RCA Victor LBY 1018

Here are the familiar "Popeye" TV performers in a group of the muscle man's own favorite sea chauties and tunes. The tunes are bright and happy, and many kiddies will know them well enough to join right in on the singing. A pleasant bit of juvenile fare, with Popeye and Olive Oyl adorning the cover cartoon-style.

LOW-PRICE CHILDREN'S ★★★★★

★★★ A COMMUNITY SING OF 60 ALL-TIME FAVORITE CHILDREN'S SONGS
featuring Robert Q. Lewis & The Star-Time Kids' Chorus, Lion L 70085

TV personality Robert Q. Lewis is heard with the Startime Kiddie chorus on this group of practically every song you can think of suggesting numbers for kiddies to sing. This would serve a purpose. Unfortunately the singing on the record is not of a sort that would encourage children to their best efforts. At the price of \$1.98, however, some activity can certainly be expected. Good lively cover can help sell it.

★★★★ SPACE STORIES AND SOUNDS

Narrated by Bill Stern, Lion L 70086

Familiar voice of sports commentator in tales by H. G. Wells and Jules Verne. Adaptations are from Classics Illustrated Magazine. Today's kids might find the stories a little dated and tame, but there's nostalgia value for parents. Organ, percussion and assorted sound effects comprise the aerodynamic music.

COUNTRY & WESTERN ★★★★★

★★★ COUNTRY PICKIN' AND HILLSIDE SINGIN'
The Osborne Brothers & Red Allen, M-G-M E 3734

There's a lot of banjo pickin' going on here to accompany the three lads in this

exposition of the true hill sound. Some of the numbers, such as "Della Mae," have a strong folk tinge. Lovers of the real mountain kind of music will really dig this one. In its field it's a fine entry.

COUNTRY & WESTERN EP ★★

★★ HERSCHEL ENTREKIN,
Logan EP 101

Entrekin and the Ridge Riders furnish authentic country instrumentals — fiddling and breakdowns, etc. For c.&w. programming.

DOCUMENTARY ★★★★★

★★★★ HUMAN RIGHTS
Folkways FH 5524

This interesting recording begins with an excerpt from the late President Franklin D. Roosevelt's famous "Four Freedoms" speech, includes a portion of the U. N. session at which the Human Rights Declaration was adopted and then launches into a lengthy interview with Mrs. Eleanor Roosevelt by writer-producer Howard Langer on the subject of Human Rights. Can be of considerable interest to students and classes of political science, sociology and history.

FOLK ★★★★★

★★★ THE NEW LOST CITY RAMBLERS

Mike Seeger, Tom Paley & John Cohen, Folkways FA 2396

The new Lost City Ramblers are composed of three folk artists, Mike Seeger, Tom Paley and John Cohen. They are not originally folk singers, but educated young men who tried many professions before taking up the guitar, banjo and fiddle. They follow the basic Bluegrass tradition, the down home style of the hill country. On this album they show off some fine harmonizing and musicianship with such folk items as "Tom Cat Blues," "Della Rag," "Sailor on the Deep Blue Sea," etc.; songs that many folk fanciers will know well. A good album for the market.

★★★ RUSSIAN GYPSY FOLK SONGS

Vera Brynner, Kapp KL 1116

Altho she hasn't the renown of her brother Yul, chanteuse Vera Brynner possesses a lovely voice and a flair for putting over traditional gypsy songs. She changes mood easily, running the gamut from the gay "What Do I Care?" to the pensive "Little Gate," being no newcomer to the field but a vet of the New York Russian cafe circuit. Subsequently, she's gone into operetta, TV and even grand opera work, but she hasn't lost the gypsy touch, judging by this album.

★★★ LAND OF MY FATHERS

Morrison Orpheus Male Choir (Sings), London PS 107

STEREO & MONAURAL

Religious and folk themes, hymns and anthems are given rich vocal treatments by the British male chorus. Stereo adds much to the disk with fine separation between the vocal ranges. For stereophile, the disk has much to offer. Set can have w.o. appeal.

★★★ WESTERN WIND

Alfred Deller, Vanguard VSD 2014 & VRS 1031

STEREO & MONAURAL

This is Alfred Deller's third album for Vanguard, and it consists mainly of English folk songs. His unique voice, a counter-tenor, is of a type rarely heard today, and reaches registers and timbres infrequently hit by a male voice. He is highly effective with these numbers, which include such favorites as "Foggy Dew," "Frong Went A'Courtin'" and "Black Is the Color." Deller fans will request the album; it should be demonstrated to all others.

★★★ FOLK SONGS AND DANCES OF YUGOSLAVIA

Various Artists, Monitor MF 312

Attractive, well-edited album. Representative tunes from Serbia, Croatia, Montenegro and other sections of Yugoslavia have musical as well as folk value. Songs get sophisticated treatment from Radio Belgrade and others. Soloists and choruses are fine too. Handsome cover.

FOLK ★★

★★★ FOLK SONGS FROM ERIN

Deirdre O'Callaghan, Westminster WF 12025

The sweet voice of Miss O'Callaghan falls as soft on the ear as a May shower on Galway's green fields. Half of her repertoire is in Gaelic (Westminster provides notes as well as text.) The English-language presents such old favorites as "Danny Boy," "Last Rose of Summer." For fans of the genre.

INTERNATIONAL ★★★★★

★★★ CHAMPAGNE COCKTAIL

Francis Charpin Trio, Kapp KL 1111

French warbler Charpin and his trio contribute pleasant, nostalgic vocal (in French) and instrumental treatments of some danceable Gallic themes. Selections range in tempo from samba, fox trot and rhumba to the cha cha. An okay entry for the market. Also interesting off-beat way for pop jocks.

(Continued on page 34)

A GREAT NEW HIT!

“THE HANGING TREE”



MARTY ROBBINS

It's the theme from the great new
Warner Bros. production—
“THE HANGING TREE”—
another big hit from HOLLYWOOD—
another big hit from COLUMBIA!

4-41325

HIGH-FIDELTY RECORDS

BY **COLUMBIA** 

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HONOR ROLL OF HITS

TRADE MARK REG.

THE NATION'S TOP TUNES

 For survey week ending January 24

This Week	Last Week	Weeks on Chart	This Week	Last Week	Weeks on Chart
1. Smoke Gets in Your Eyes		1	10		
By Harbach-Kearns—Published by Harms (ASCAP) BEST SELLING RECORD: Platters, Mercury 71383. RECORDS AVAILABLE: Richard Barrett, MGM 12616; Harry Belafonte, Jubilee 5035; Earl Bostic, King 4570; Connee Boswell, Dec 25055; Carmen Cavallaro, Dec 24185; Dennis Day, Cap 1610; Jerry Gray, Dec 27450; Gordon Jenkins, Dec 27166; Guy Lombardo, Dec 23996; Tab Smith, Argo 5323; Fred Waring, Dec 23728.					
2. Donna		2	7		
By Ritchie Valens—Published by Kemo (BMI) BEST SELLING RECORD: Ritchie Valens, Del-Fi 4110.					
3. 16 Candles		4	6		
By Dicson-Khent—Published by January (BMI) BEST SELLING RECORD: Crests, Coed 506.					
4. My Happiness		3	7		
By Peterson & Bergantine—Published by Happiness (ASCAP) BEST SELLING RECORD: Connie Francis, MGM 12738. RECORDS AVAILABLE: Ella Fitzgerald, Decca 24446; Mulcays, GNP 131; Pied Pipers, Cap 1628; Ron Roth Trio, Cardinal 1003; Jon Steele & Sondra, Coral 65516; Townsmen, Cardinal 1032.					
5. Stagger Lee		5	4		
By Archibald-Price-Logan—Published by Sheldon (BMI) BEST SELLING RECORD: Lloyd Price, ABC-Paramount 9927.					
6. All American Boy		14	3		
By Bill Parsons-Orville Lunsford—Published by Buckeye (ASCAP) BEST SELLING RECORD: Bill Parsons, Fraternity 835.					
7. Gotta Travel On		7	9		
By Paul Clayton—Published by Sanga (BMI) BEST SELLING RECORD: Billy Grammer, Monument 400; RECORDS AVAILABLE: Harry Belafonte, Vic 7445; Bill Monroe & His Blue Grass Boys, Decca 30809.					
8. Lonely Teardrops		10	8		
By Barry Gordy Jr. & Tyran Carlo—Published by Pearl (BMI) BEST SELLING RECORD: Jackie Wilson, Brunswick 55105.					
9. The Children's Marching Song		19	2		
By Sharp-Arnold—Published by Miller (ASCAP) BEST SELLING RECORDS: Mitch Miller, Col 41317; Cyril Stapleton, London 1851. RECORDS AVAILABLE: Ingrid Bergman Orphan Choir, 20th Fox 126; Lennon Sisters, Brunswick 55113; Norman Leyden Child's World Ork, Vic WBY-106.					
10. A Lover's Question		8	13		
By Brook Benton-Jimmy Williams—Published by Eden-Progressive (BMI) BEST SELLING RECORD: Clyde McPhatter, Atlantic 1199.					
Second Ten					
11. Goodbye Baby		12	5		
By Jack Scott—Published by Starfire (BMI) BEST SELLING RECORD: Jack Scott, Carlton 493.					
12. Manhattan Spiritual		17	6		
By Billy Nasted—Published by Zodiac (BMI) BEST SELLING RECORD: Reg Owen Ork, Palette 5005.					
13. Chipmunk Song		6	8		
By Ross Bagdasarian—Published by Monarch (ASCAP) BEST SELLING RECORD: David Seville, Liberty 55168.					
14. Hawaiian Wedding Song		18	3		
By Charles E. King-A. Hoffman-D. Manning—Published by Pickwick (ASCAP) BEST SELLING RECORD: Andy Williams, Cadence 1358. RECORD AVAILABLE: Mary Kay Trio, Warner Bros., 5015.					
15. Whole Lotta Loving		13	10		
By Domino & Bartholomew—Published by Marquis (BMI) BEST SELLING RECORD: Fats Domino, Imperial 5553.					
16. To Know Him Is to Love Him		11	16		
By Phillip Spector—Published by Warnan (BMI) BEST SELLING RECORD: Teddy Bears, Dora 503. RECORDS AVAILABLE: Cathy Carr, Roulette 4107; Evelyn and Towers Kingsley, Cap 4069.					
17. Nobody But You		28	3		
By Dee Clark—Published by Gladstone (ASCAP) BEST SELLING RECORD: Dee Clark, Abner 1019. RECORDS AVAILABLE: Luther Dixon, Chess 1682; Jimmy Simms, Lamp 2017; Mamie Van Doren, Dot 15883.					
18. May You Always		15	3		
By Larry Markes-Dick Charles—Published by Hecht-Lancaster & Buzzell (ASCAP) BEST SELLING RECORD: McGuire Sisters, Coral 62059.					
19. (All of a Sudden) My Heart Sings		23	3		
By Rome-Jambian-Herpin—Published by Leeds (ASCAP) BEST SELLING RECORD: Paul Anka, ABC-Paramount 9987. RECORDS AVAILABLE: Karen Chandler, Decca 30381; Kathryn Grayson, M-G-M 30073; Roy Hamilton, Epic 9332; Guy Lombardo, Decca 27504; Fred Waring, Decca 24501.					
20. The Diary		24	5		
By Nell Sedaka-Howard Greenfield—Published by Aldon (BMI) BEST SELLING RECORD: Nell Sedaka, Vic 7408.					
Third Ten					
21. I Cried a Tear		29	2		
By Al Julia—Published by Progressive (BMI) RECORD AVAILABLE: LaVern Baker, Atlantic 2007.					
22. Tall Paul		-	1		
By Bob Roberts-Bob Sherman-Dick Sherman—Published by Wonderland (BMI) RECORDS AVAILABLE: Annette, Disneyland, 118; Judy Harriet, Surf 5023.					
23. Peter Gunn Theme		26	2		
By Henry Mancini—Published by Northridge (ASCAP) RECORDS AVAILABLE: Ray Anthony, Cap 4041; George Kelly, Winley 237.					
24. Little Space Girl		-	1		
By Jesse Lee Turner—Published by Longhorn (BMI) RECORD AVAILABLE: Jesse Lee Turner, Carlton 496.					
25. Lonesome Town		9	15		
By B. Knight—Published by Eric (BMI) RECORD AVAILABLE: Ricky Nelson, Imperial 5545.					
26. Tom Dooley		16	17		
By Dave Guard—Published by Beechwood (BMI) RECORD AVAILABLE: Kingston Trio, Cap 4049.					
27. One Night		20	12		
By Dave Bartholomew-Pearl King—Published by Travis-Prezley (BMI) RECORD AVAILABLE: Elvis Presley, Vic 7410.					
28. Problems		22	11		
By F. Bryant & B. Bryant—Published by Acuff-Rose (BMI) RECORD AVAILABLE: Everly Brothers, Cadence 1335.					
29. Bimbo-bey		25	10		
By David-Peretti-Creatore—Published by Planetary (ASCAP) RECORD AVAILABLE: Jimmie Rodgers, Roulette 4116.					
30. La Bamba		-	1		
By Ritchie Valens—Published by Kemo (BMI) RECORD AVAILABLE: Ritchie Valens, Del-Fi 4110.					

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

The NATION'S NO. 1 BEST-SELLER

...soon!

W-1069



STEREO PROGRAM
HIGH FIDELITY
RECORDING

FRANK SINATRA



COME DANCE WITH ME!

with
BILLY MAY
and his orchestra



The Billboard

HOT 100

FOR THE WEEK
ENDING
FEBRUARY 8

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
2	1	1	1		SMOKE GETS IN YOUR EYES	Platters, Mercury 71383	12
26	17	12	2	★	ALL AMERICAN BOY	Bill Parsons, Fraternity 835	7
15	4	3	3		DONNA	Ritchie Valens, Del-Fi 4110	11
12	5	4	4		16 CANDLES	Crests, Coed 506	11
21	9	5	5		STAGGER LEE	Lloyd Price, ABC-Paramount 9972	9
3	2	2	6		MY HAPPINESS	Connie Francis, M-G-M 12738	9
4	7	6	7		GOTTA TRAVEL ON	Billy Grammer, Monument 400	11
17	12	8	8		LONELY TEARDROPS	Jackie Wilson, Brunswick 55105	11
7	6	7	9		A LOVER'S QUESTION	Clyde McPhatter, Atlantic 1199	16
19	15	9	10		GOODBYE BABY	Jack Scott, Carlton 493	8
20	16	13	11		MANHATTAN SPIRITUAL	Reg Owen Ork, Palette 5005	9
6	8	10	12		WHOLE LOTTA LOVING	Fats Domino, Imperial 5553	12
72	43	41	13	★	TALL PAUL	Annette, Disneyland 118	5
23	21	19	14		THE DIARY	Nell Sedaka, RCA Victor 7408	9
25	24	20	15		(ALL OF A SUDDEN) MY HEART SINGS	Paul Anka, ABC-Paramount 9987	7
34	30	23	16		HAWAIIAN WEDDING SONG	Andy Williams, Cadence 1358	6
46	27	11	17		MAY YOU ALWAYS	McGuire Sisters, Coral 62059	5
44	34	22	18		PETER GUNN THEME	Ray Anthony, Capitol 4041	5
28	35	27	19		I CRIED A TEAR	LaVern Baker, Atlantic 2007	9
69	40	30	20	★	THE CHILDREN'S MARCHING SONG	Cyril Stapleton, London 1851	4
33	26	28	21		NOBODY BUT YOU	Dee Clark, Abner 1019	10
54	33	33	22	★	LA BAMBA	Ritchie Valens, Del-Fi 4110	6
1	3	15	23		THE CHIPMUNK SONG	David Seville and the Chipmunks, Liberty 55168	9
5	10	18	24		TO KNOW HIM IS TO LOVE HIM	Teddy Bears, Dore 503	20
24	25	14	25		LUCKY LADYBUG	Billy and Lillie, Swan 4020	7
61	46	36	26	★	LITTLE SPACE GIRL	Jesse Lee Turner, Carlton 496	5
14	19	25	27		BIMBOMBAY	Jimmie Rodgers, Roulette 4116	13
8	13	17	28		ONE NIGHT	Elvis Presley, RCA Victor 7410	13
73	54	35	29		THE CHILDREN'S MARCHING SONG	Mitch Miller, Columbia 41317	4
10	14	16	30		LONESOME TOWN	Ricky Nelson, Imperial 5545	14

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
97	50	34	31		WITH THE WIND AND THE RAIN IN YOUR HAIR	Pat Boone, Dot 15888	4
9	11	21	32		PROBLEMS	Everly Brothers, Cadence 1355	13
11	18	24	33		TOM DOOLEY	Kingston Trio, Capitol 4049	19
—	89	62	34	★	THE LONELY ONE	Duane Eddy, Jamie 1117	3
90	68	50	35	★	PETITE FLEUR	Chris Barber's Jazz Band, Laurie 3022	4
13	24	26	36		THE LITTLE DRUMMER BOY	Harry Simeone Chorale, 20th Fox 121	7
49	52	43	37		BLUE HAWAII	Billy Vaughn, Dot 15879	6
79	56	45	38		I'M A MAN	Fabian, Chancellor 1029	4
—	71	49	39	★	DON'T TAKE YOUR GUNS TO TOWN	Johnny Cash, Columbia 41313	3
41	37	37	40		RED RIVER ROSE	Ames Brothers, RCA Victor 7413	6
27	31	32	41		LOVE YOU MOST OF ALL	Sam Cooke, Keen 2008	12
50	45	39	42		TEASIN'	Quaker City Boys, Swan 4023	7
83	62	53	43	★	TRUST IN ME	Patti Page, Mercury 71400	4
52	49	48	44		LET'S LOVE	Johnny Mathis, Columbia 41304	5
—	—	84	45	★	I GOT A WIFE	Mark IV, Mercury 71403	2
18	22	31	46		I GOT STUNG	Elvis Presley, RCA Victor 7410	13
40	39	38	47		ROCK-A-CONGA	Applejacks, Cameo 155	7
16	20	29	48		BEEP BEEP	Playmates, Roulette 4115	14
51	53	47	49		DON'T PITY ME	Dion and the Belmonts, Laurie 3021	7
48	61	55	50		TRY ME	James Brown, Federal 12337	8
42	41	51	51		C'MON EVERYBODY	Eddie Cochran, Liberty 55166	11
—	—	89	52	★	SHE SAY (OOM DOOBY DOOM)	The Diamonds, Mercury 71404	2
82	64	58	53		PRETTY GIRLS EVERYWHERE	Eugene Church, Class 235	6
—	86	61	54		LOVERS NEVER SAY GOODBYE	Flamingos, End 1035	3
36	28	44	55		PEEK-A-BOO	Cadillacs, Josie 846	9
100	69	57	56		IT'S ONLY THE BEGINNING	The Kalin Twins, Decca 30807	4
92	80	79	57	★	GOOD ROCKIN' TONIGHT	Pat Boone, Dot 15888	4
—	—	64	58		AMBROSE (PART 5)	Linda Laurie, Glory 290	2
30	42	46	59		LOVE IS ALL WE NEED	Tommy Edwards, M-G-M 12722	15
66	65	52	60		THE GIRL ON PAGE 44	The Four Lads, Columbia 41310	5

THE INDUSTRY'S FASTEST AND MOST COMPLETE PROGRAMMING AND BUYING GUIDE

These 100 sides are listed in order of their national POPULARITY, as determined by weekly local studies prepared

for The Billboard in markets representing a cross-section of the United States. These studies reflect sales registered for each disk up to press time.

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
32	38	42	61		I'LL WAIT FOR YOU	Frankie Avalon, Chancellor 1026	15
—	97	87	62	★	THERE MUST BE A WAY	Joni James, M-G-M 12746	3
89	78	73	63		GAZACHSTAHAGEN	Wild Cats, United Artists 154	5
29	29	40	64		QUEEN OF THE HOP	Bobby Darin, Atco 6127	18
—	—	72	65		THE SHAG	Billy Graves, Monument 401	2
43	44	70	66		THE WEDDING	Jane Valli, Mercury 71382	11
—	—	88	67	★	I'VE HAD IT	Bell Notes, Time 1004	3
37	47	59	68		POOR BOY	Royal Tones, Jubilee 5338	16
—	—	—	69	★	CHARLIE BROWN	Coasters, Atco 6132	1
98	84	76	70		RASPBERRIES, STRAWBERRIES	Kingston Trio, Capitol 4114	4
—	—	94	71	★	ALRIGHT, OKAY, YOU WIN	Peggy Lee, Capitol 4115	2
—	—	97	72	★	PLAIN JANE	Bobby Darin, Atco 6133	2
—	—	92	73	★	IT'S JUST A MATTER OF TIME	Brook Benton, Mercury 71394	2
—	—	100	74	★	TRAGEDY	Thomas Wayne, Fernwood 109	12
62	60	60	75		YOU ARE BEAUTIFUL	Johnny Mathis, Columbia 41304	4
—	—	—	76	★	APPLE BLOSSOM TIME	Tab Hunter, Warner Bros. 5032	1
74	70	74	77		YELLOW BIRD	Mills Brothers, Dot 15858	5
75	81	81	78		ONE ROSE	Teresa Brewer, Coral 62057	5
—	—	82	79		FIRST ANNIVERSARY	Cathy Carr, Roulette 4125	2
—	95	80	80		HERE I STAND	Wade Flemons, Vee Jay 295	4
—	100	90	81		WHO CARES	Don Gibson, RCA Victor 7437	3
63	58	56	82		DON'T YOU KNOW YOCKOMO	Huey (Piano) Smith, Ace 553	6
—	—	96	83		EVENING RAIN	Earl Grant, Decca 30819	2
—	94	93	84		MATILDA	Cookie and His Cupcakes, Judd 1002	3
—	—	—	85	★	MY MAN	Peggy Lee, Capitol 4115	1
—	—	95	86		WICKED RUBY	Danny Zella, Fox 10057	2
91	72	69	87		THE WORRYIN' KIND	Tommy Sands, Capitol 4082	5
53	75	75	88		PLEDGING MY LOVE	Roy Hamilton, Epic 9294	12
55	51	67	89		WIGGLE, WIGGLE	Accents, Brunswick 55100	7
38	48	71	90		I GOT A FEELING	Ricky Nelson, Imperial 5545	17

THE BILLBOARD'S BEST BUYS

These records have shown the greatest national SALES BREAKOUT potential this week for the first time. Action sides are listed in capital letters.

POP

- SHE SAY (OOM DOOBY DOOM)** **The Diamonds**
(Stratton, BMI) From the Bottom of My Heart (Rush, BMI) Mercury 71404
- MY MAN ALRIGHT, OKAY, YOU WIN** **Peggy Lee**
(Feist, ASCAP) (Munson, ASCAP) Capitol 4115
- PLAIN JANE** **Bobby Darin**
(Rumbalero-Fern-Progressive, BMI) While I'M Gone (Fern-Progressive, BMI) Atco 6133
- THERE MUST BE A WAY** **Joni James**
(Valando, ASCAP) Sorry for Myself (Saunders, ASCAP) M-G-M 12746
- APPLE BLOSSOM TIME** **Tab Hunter**
(Broadway-Vogel, ASCAP) My Only Love (Witmark, ASCAP) Warner Bros. 5032

The above are previous Billboard Spotlight picks

- I GOT A WIFE** **Mark IV**
(Pure, BMI) Ah-Oo-Gah (Pure, BMI) Mercury 71403
- CHARLIE BROWN** **The Coasters**
(Tiger, BMI) Three Cool Cats (Tiger, BMI) Atco 6132
- I'VE HAD IT** **The Bell Notes**
(Brent, BMI) Be Mine (Brent, BMI) Time 1004
- IT'S JUST A MATTER OF TIME** **Brook Benton**
(Eden, BMI) Hurtin' Inside (Eden, BMI) Mercury 71394
- TRAGEDY** **Thomas Wayne**
(Bluff City, BMI) Saturday Date (Dacapo, BMI) Fernwood 109

C&W

NO SELECTIONS THIS WEEK

R&B

NO SELECTIONS THIS WEEK

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
—	—	99	91		THE STORY OF MY LOVE	Conway Twitty, M-G-M 12748	2
31	32	66	92		PHILADELPHIA, U.S.A.	Nu Tornadoes, Carlton 492	12
22	36	65	93		IT'S ONLY MAKE BELIEVE	Conway Twitty, M-G-M 12677	21
—	—	98	94		RAWHIDE	Link Wray, Epic 9300	2
—	—	—	95		NOLA	Billy Williams, Coral 62069	3
—	—	—	96		GIVE ME YOUR LOVE	Nat King Cole, Capitol 4125	1
—	—	—	97		TEARDROPS WILL FALL	Dicky Doo and the Don'ts, Swan 4025	1
64	59	54	98		THE BLUEBIRD, THE BUZZARD AND THE ORIOLE	Bobby Day, Class 241	6
—	—	—	99		THE HANGING TREE	Marty Robbins, Columbia 41235	1
—	—	—	100		MADRID	Nat King Cole, Capitol 4125	1

A 2 SIDED HIT!

BOBBY FREEMAN

"WHEN YOU'RE SMILING"

b/w

"A LOVE TO LAST A LIFETIME"

JOSIE #855

2 SOLID CHART MAKERS

GENE SUMMERS

"TWIXTEEN"

JANE
#106

"INTRUDERS" "FRIED EGGS"

FAME
#FM-101

jubilee records **josie**
Jay-Gee Record Co., Inc., 1721 Broadway, N. Y. 19, N. Y.

Best Selling Sheet Music in U. S.

Tunes are ranked in order of their current national selling importance at the sheet music jobber level.

This Week	Last Week	Weeks on Chart
1. SMOKE GETS IN YOUR EYES (Harms).....	1	6
2. MY HAPPINESS (Happiness).....	2	4
3. CHILDREN'S MARCHING SONG (Miller).....	4	3
4. HAWAIIAN WEDDING SONG (Pickwick).....	6	3
5. MAY YOU ALWAYS (Hecht, Lancaster & Buzzell)....	7	2
6. TOM DOOLEY (Beechwood).....	3	14
7. LONESOME TOWN (Eric).....	5	12
8. GOTTA TRAVEL ON (Sanga).....	13	3
9. 16 CANDLES (January).....	11	3
10. COME PRIMA (AMC).....	9	9
11. TO KNOW HIM IS TO LOVE HIM (Warman).....	8	14
12. THE DAY THE RAINS CAME (Garland).....	12	17
13. LOVE LOOK AWAY (Williamson).....	-	1
14. YOU ARE BEAUTIFUL (Williamson).....	10	3
15. WITH THE WIND AND THE RAIN IN YOUR HAIR (Paramount).....	-	1

Best Selling Sheet Music in Britain

(For week ending January 24)

A cabled report from the Music Publishers' Association, Ltd., London. List is based upon their weekly survey of England's leading music dealers. America publishers in parenthesis.

The Day the Rains Came—John-Fields (Garland)	Tom Dooley—Essex (Ludlow)
The World Outside—Keith Prowse (Chappell)	Someday—Duchess (Leeds)
As I Love You—Macmelodies (Northern)	Trudie—Henderson (Kassner)
It's Only Make Believe—Francis Day (Marielle)	Hoots Mon—Southern (Southern)
A Certain Smile—Robbins (Robbins)	Love Makes the World Go Round—Chappell (Winneton)
Kiss Me Honey, Honey—Lakeview (Leeds)	You Always Hurt the One You Love—Pickwick (Pickwick)
To Know Him Is to Love Him—Bourne (Warman)	It's All in the Game—Blossom (Remick)
More Than Ever—Sterling (Ampco)	Real Love—Progressive (Acuff-Rose)
Mandolins in the Moonlight—Bron (Roncom)	Tea for Two Cha Cha—Chappell (Harms)
	Tom Dooley—Ardmore (Beechwood)
	I Got Stung—Hill & Range (Gladys)

Best Selling Pop Records in Britain

(For week ending January 24)

This Week	Printed thru the courtesy of the "New Musical Express," Britain's Foremost Musical Publication.	Last Week
1. ONE NIGHT/I GOT STUNG—Elvis Presley (RCA).....		7
2. TO KNOW HIM IS TO LOVE HIM—Teddy Bears (London).....		2
3. THE DAY THE RAINS CAME—Jane Morgan (London).....		1
3. KISS ME, HONEY HONEY, KISS ME—Shirley Bassey (Philips).....		6
5. BABY FACE—Little Richard (London).....		3
6. IT'S ONLY MAKE BELIEVE—Conway Twitty (MGM).....		4
7. AS I LOVE YOU—Shirley Bassey (Philips).....		10
8. TEA FOR TWO CHA CHA—Tommy Dorsey Orchestra (Brunswick).....		5
9. TOM DOOLEY—Lonnie Donegan (Pye-Nixa).....		9
10. SMOKE GETS IN YOUR EYES—Platters (Mercury).....		19
10.. PROBLEMS—Everly Brothers (London).....		17
12. HOOTS MON—Lord Rockingham's XI (Decca).....		8
13. TOM DOOLEY—Kingston Trio (Capitol).....		11
14. CHANTILLY LACE—Big Bopper (Mercury).....		23
15. COME ON, LET'S GO—Tommy Steele (Decca).....		13
16. YOU ALWAYS HURT THE ONE YOU LOVE—Connie Francis (MGM).....		14
17. MANDOLINS IN THE MOONLIGHT—Perry Como (RCA).....		14
18. LOVE MAKES THE WORLD GO 'ROUND—Perry Como (RCA).....		12
18. YOU'RE THE TOP CHA—Al Saxon (Fontana).....		18
20. MY HEART SINGS—Paul Anka (Columbia).....		-

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TERESA
BREWER



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LOVER



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962084

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"CATCH
A LITTLE
MOONBEAM"

The
RINKY DINKS

"CHOO CHOO CHA CHA"



RECORD NO. 4146

The Billboard HOT C & W SIDES

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
2	1	1	1	BILLY BAYOU	Jim Reeves, RCA Victor 7384	13
3	3	3	2	COUNTRY MUSIC IS HERE TO STAY	Simon Crum, Capitol 4073	14
4	5	4	3	PICK ME UP ON YOUR WAY DOWN	Charlie Walker, Columbia 41211	16
5	4	2	4	LIFE TO GO	Stonewall Jackson, Columbia 41257	14
1	2	5	5	CITY LIGHTS	Ray Price, Columbia 41191	16
10	8	13	6	COME WALK WITH ME	Wilma Lee, Stony Cooper, Hickory 1085	8
—	28	11	7	DARK HOLLOW	Jimmy Skinner, Mercury 71387	3
22	16	8	8	GOTTA TRAVEL ON	Billy Grammer, Monument 480	5
6	6	6	9	TREASURE OF LOVE	George Jones, Mercury 71373	12
—	20	10	10	DON'T TAKE YOUR GUNS TO TOWN	Johnny Cash, Columbia 41313	3
27	10	7	11	WHEN IT'S SPRINGTIME IN ALASKA	Johnny Horton, Columbia 41308	4
11	7	12	12	I'VE RUN OUT OF TOMORROWS	Hank Thompson, Capitol 4085	10
15	9	9	13	MY BABY'S GONE	Louvin Brothers, Capitol 4055	16
18	21	21	14	WHICH ONE IS TO BLAME?	Wilburn Brothers, Decca 30787	5
—	—	19	15	THAT'S WHAT IT'S LIKE TO BE LONESOME	Bill Anderson, Decca 30773	4
26	26	16	16	SO MANY TIMES	Roy Acuff, Hickory 1090	6
—	—	—	17	A LONG TIME TO GO	Faron Young, Capitol 4113	1
—	29	20	18	KNOXVILLE GIRL	Wilburn Brothers, Decca 30787	3
7	12	15	19	YOU'RE MAKING A FOOL OUT OF ME	Jimmy Newman, M-G-M 12707	14
8	11	18	20	GIVE MYSELF A PARTY	Don Gibson, RCA Victor 7330	16
16	13	26	21	CIGARETTES AND COFFEE BLUES	Lefty Frizzell, Columbia 41268	9
24	14	14	22	THAT'S WHAT IT'S LIKE TO BE LONESOME	Ray Price, Columbia 41309	5
12	17	22	23	ALL OVER AGAIN	Johnny Cash, Columbia 41251	16
17	19	24	24	THAT'S THE WAY I FEEL	Faron Young, Capitol 4050	16
13	15	25	25	DARK HOLLOW	Luke Gordon, Blue Ridge 582	6
—	25	17	26	BEST YEARS OF MY LIFE	Carl Smith, Columbia 41290	3
23	—	—	27	WALKING MY BLUES AWAY	Jimmy Skinner, Mercury 71387	2
—	—	23	28	LAST NIGHT AT A PARTY	Faron Young, Capitol 4113	2
—	—	—	29	YOU'RE GOING BACK TO YOUR OLD WAYS AGAIN	Hank Thompson, Capitol 4085	1
—	—	—	30	WHO CARES?	Don Gibson, RCA Victor 7437	1

RED- HOT SINGLES FROM 'REDHEAD'

JUST FOR ONCE
DIGA DIGA DOO 47/7450
ELAINE DUNN

TWO FACES IN THE DARK
MOONLIGHT SERENADE 47/7455
TOMMY LEONETTI

I FEEL MERELY MARVELOUS
WHATCHAMACALLIT 47/7462
ESQUIVEL AND HIS ORCHESTRA

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The Billboard Reviews

THIS WEEK'S SINGLES

• Reviews of New Pop Records

EXPLANATION OF RATING CATEGORIES FOR SINGLES

(Each item is rated strictly according to its sales potential in the category in which it is classified.)

SPOTLIGHT—Strongest Sales Potential of ALL records reviewed this week

★★★★—Very Strong Sales Potential

★★★—Good Sales Potential

★★—Moderate Sales Potential

★—Limited Sales Potential

★★★★

JERRY BUTLER

★★★★ **Lost**
ABNER 1024—Chanter uses his distinctive vocal style, as he belts out this ballad. Pennywhistle or flute gives an interesting effect to arrangement. Watch this one, it's good. (Twilight-Tollie, BMI)

★★★★ **One by One**

Interesting side by the lad. Song is a ballad of quality. Butler chants it with style. Another side that can happen. (Eden-Tollie, BMI)

★★★★

PEREZ PRADO

★★★★ **The Millionaire**
RCA VICTOR 7456 — Interesting instrumental treatment of catchy cha-cha theme. Excellent jockey side. (Peer, BMI)

★★★★ **Catalina**

Bright, happy instrumental wrap-up of light-hearted samba theme with good dance tempo. Spinnable wax. (Ross Jungnickel, ASCAP)

★★★★

BILLY BARNES

★★★★ **What Am I Supposed to Do**
UNITED ARTISTS 157—Expressive interpretation on melodic ballad with nice backing. Rates play. (Prentice, ASCAP)

★★★★ **I'm Coming to See You**

Ingratiating warbling stint by Barnes on attractive blues. A dual market entry. (Branda, BMI)

★★★★

TERESA BREWER

★★★★ **Fair Weather Sweetheart**
CORAL 62084—Bright ditty is belted with string band backing by the artist. It's a happy side that should provide stiff competition to the listenable flip. (Willow, ASCAP)

★★★★ **Heavenly Lover**

English language version of a pretty Italian tune is sung with charm by the petite thrush. Chorus support and good ork backing are effective in support. It has a chance. (Skidmore, ASCAP)

★★★★

THE CHARMETTES

★★★★ **School Letter**
FEDERAL 12345—Heartfelt thrushing stint by gal lead and group on fervent rockaballad with teen-appeal lyrics. Watch this one, it has a sound. (Armo-Big Star, BMI)

★★★★ **Johnny, Johnny**

This side too has the meshuga sound, and a piercing fem lead. Watch both sides. (Armo-Big Star, BMI)

★★★★

MARIE AND REX

★★★★ **I Can't Sit Down**
CARLTON 502—Marie Knight and Rex Gavan shout out a song that offers a lot of rhythm and a happy sound. (Sheldon, BMI)

★★★★

MARIE KNIGHT

★★★★ **Miracles**
Miss Knight goes pop all the way on this rockaballad. Could catch some attention. (Stratton, BMI)

★★★★

SARAH VAUGHAN

★★★★ **Are You Certain**
MERCURY 71407—Artful thrushing by the lark on a wistful, bluesy ballad with attractive backing. Could happen. (Benjamin, ASCAP)

★★★★

★★★★ **Cool Baby**
Swing rhythm side with verveful piping by gal and smart backing. (Vernon, ASCAP)

★★★

TEDDY RANDAZZO

★★★ **Pepito**
ABC-PARAMOUNT 9998—Randazzo offers a belted, Spanish-language version of this tune also out by Elena Madera on Decca. It's done in slow, rock rhythm. Should catch spins. (Raleigh, BMI)

★★★ **You Are Always in My Heart**

The standard gets a nice, easy rocking version by Randazzo, assisted by chorus in the backing. This side can catch action. (Southern, ASCAP)

★★★

THE WANDERERS

★★★ **Shadrach Meshack and Abednego**
CUB 9023—A good rocking version of the oldtimer. Nice swingin' arrangement with a good lead job. This could move with exposure. (Duo, BMI)

★★ **Please**

The lead man sells this with a waiting quality that makes it all sound quite sincere. This is the oldie and its nicely revived. Can get spins. (Famous, ASCAP)

★★★

MAURICE CHEVALIER

★★★ **Quel Temps**
M-G-M 12759 — The great boulevardier comes thru smartly in his first single in many years. The song is performed in French, and it has a lot of charm. A great jockey item. (Feist, ASCAP)

★★★ **Nobody Throw Those Bull**

A song from "Whoop Up" gets the inimitable Chevalier delivery. He gets a lot of mileage out of the humorous tune. Two top sides for programming. (Saunders, ASCAP)

★★★

TOMMY LEONETTI

★★★ **Two Faces in the Dark**
RCA VICTOR 7455—Romantic ballad from forthcoming Broadway musical, "Redhead," is sung with heart and sincerity by Leonetti. Nice jockey wax. (Chappell, ASCAP)

★★★ **Moonlight Serenade**

Tasteful reading of the haunting oldie. The Rivieras' version of same tune is strong, but this version rates exposure. (Robbins, ASCAP)

★★★

FRANKIE LYMON

★★★ **Up Jumped a Rabbit**
ROULETTE 4128—Vivacious reading of catchy novelty with folk-flavor to lyric. Strong side. (Royalty, ASCAP)

★★★ **No Matter What You've Done**

Feelingful rendition by Lymon of tender blues. Merits spins. (Kabi, BMI)

★★★

PAT SUZUKI

★★★ **I Enjoy Being a Girl**
RCA VICTOR 7458—The thrush sells the tune she sings in the show "Flower Drum Song" with a bright, bouncy style that should get plays. A good side. (Williamson, ASCAP)

★★★ **Love Eyes**

Pat Suzuki takes off on the potent tune from the late musical "Whoop Up." She sells it with gusto. (Saunders, ASCAP)

★★★

SONNY MOORE

★★★ **My True Love and I**
OLD TOWN 1063—Deep voice bass with the style of Jimmy Ricks, of the old Ravens, sings this pounding item neatly, while some fem voices come thru with harmonic themes now and then. (ARC, BMI)

★★★ **A Prisoner to You**

A sad lament is sung with much feeling by Moore who has a style that may get attention, if exposed. Watch it. (Arc, BMI)



Pop Records

FRANKIE AVALON

VENUS (Rambled-Jimskip, BMI)

I'M BROKE (Rambled-Jimskip, BMI)

The young chanter has two potent sides that should keep his hit string intact. "Venus" is a bit of a switch for him. The lovely beguine is warbled stylishly over excellent ork backing. Flip, "I'm Broke," is a rocker that also appears a winner. Chancellor 1031



THE CHORDETTES

NO OTHER ARMS, NO OTHER LIPS

(Whitney-Kramer-Zaret, ASCAP)

WE SHOULD BE TOGETHER (Cedarwood, BMI)

The gals who haven't been heard from in a while have two of their best efforts to date. The tasteful sides are read with a very salable sound. "No Other Arms" is a powerful ballad with the nostalgic quality of a college, alma mater-type song. Flip is a smart piece of material with light, guitar backing. They should ring the bell with both sides. Cadence 1361



PERRY COMO

TOMBOY (Roncom, ASCAP)

KISS ME AND KISS ME AND KISS ME
(Leeds, ASCAP)

Como exudes his usual, easy-going charm on these two strong entries. Top side is a cute song about a tomboy who's turned into an attractive young miss. Flip is pretty beguine that is rendered with lush chorus and ork support. Both should lick. RCA Victor 7464



SAM COOKE

LITTLE THINGS YOU DO (Kags-Hermosa, BMI)

EVERYBODY LIKES TO CHA CHA
(Kags-Hermosa, BMI)

Cook has two powerful sides that can attract buys a-plenty. "Little Things" is a celestial-type rockaballad that is given an emotional belt with soft chorus and ork helping all the way. Flip, "Everybody," is a cha cha with a cute story about a gal who can't do the Latin dance. Both are also hot r.&b. contenders. Keen 2018



LOUIS PRIMA AND KEELY SMITH

I'VE GOT YOU UNDER MY SKIN (Chappell, ASCAP)

Another, wild up-beat side—very much on the order of their current hit—should gain a place on the charts for the energetic duo. It's a frantic side with much happening both vocally and instrumentally. Miss Smith is featured alone on "Don't Take Your Love From Me," the flip side (Witmark, ASCAP). Capitol 4140



THE INTRUDERS

FRIED EGGS (Aurelio, BMI)

Solid blues side features twangy guitar. The exciting instrumental rocker is very danceable with strong teen appeal. It should click. Flip is "Jefferie's Rock" (Aurelio, BMI). Fame 101



BILLIE AND MARK

JUST SO YOU LOVE ME

(Elizabeth-Johnstone-Montei & Red River, BMI)

Rockaballad has a haunting quality. Listenable approach by the lads on the minor theme should account for lots of loot. Backing features mournful harmonica in support. Flip is "Deep Down" (Elizabeth-Johnstone-Montei & Vidor, BMI). Demon 1513



The fastest, most complete and most authoritative evaluation of this week's new releases

BILL HAYES

WIMOWEH (Folkways, BMI)

Hayes registers solidly on this excellent reading of the old Weavers' click. The African folk tune is sold with plenty of heart and drive with good combo backing. It's his strongest in quite a spell. Flip is "Goin' Down the Road Feelin' Bad" (Garland, ASCAP). **Kapp 258**



SAMMY TURNER & THE TWISTERS

SWEET ANNIE LAURIE (Quintet, BMI)

The fine oldie is handed a most intriguing reading by the rockin' group. The snappy side is well handled, and they could have a big one with this. Flip is "Thunderbolt" (Herbert, ASCAP). **Big Top 3007**



Pop Talent

EDDIE BO

**I'LL KEEP ON TRYING (Acc. BMI)
I LOVE TO ROCK AND ROLL (Acc. BMI)**

Bo has a swingin' sound. Both sides are well presented, and with a push either can collect sales. "I'll Keep on Trying" is a bluesy ballad on which he is nicely supported by a chorus. Flip, "I Love to Rock and Roll," is more of a rocker, and the artist is telling about the happy feeling that rock and roll gives him. Watch both sides. **Ace 555**



TOMMY ZANG

I'LL PUT A STRING ON YOUR FINGER (Taurus, BMI)

The Canadian artist presents the cute, semi-Latin rocker with plenty of bounce. It's a charming tune with cute lyrics, and Zang's dual-track delivery is in just the right groove. Good talent and he could score with this. Flip is "Break the Chain" (Michelle, BMI). **Canadian American 107**



JAN & KJELD

**TIGER RAG (Feist, ASCAP)
BUONA SERA (Winston, ASCAP)**

The young duo have two very interesting sides that make for a good wax debut. Their unusual vocalizing has a continental flavor, and on their reprises they go into a sort of vocal dixieland. Top side is the standard. Flip, "Buona Sera," is a pretty Italian ballad with beat. **Imperial 5568**



Pop Novelty

SPENCER & SPENCER

STAGGER LAWRENCE (RealGone, BMI)

The clever novelty is a take-off on orkster Lawrence Welk. The side is presented with zany gimmicks and slices of Lloyd Price's "Stagger Lee." A Welk-sounding voice keeps offering comments. It's an amusing side that can happen. Flip is "Stroganoff Cha Cha" by the Symphony Orchestra. (RealGone, BMI). **Gone 5053**



VAL NORMAN

THE BALLAD OF BARBARA GRAHAM (Elizabeth, BMI)

Norman renders this folkish ditty with feeling and style. Tune tells the tale of the recent California murder trial, spotlighted in the film, "I Want to Live." It's an unusual side that could step out with plugs. Flip is "The Sweetest Word I've Ever Heard" (Elizabeth, BMI). **Valor 2005**



Pop Disk Jockey Programming

ROSEMARY CLOONEY

LOVE EYES (Saunders, ASCAP)

Miss Clooney has her finest waxing in some time on this brassy reading of one of the tunes from "Whoop Up." She belts the song against a solid rocking beat, and jocks will give audiences a real treat with whirrs. On the flip, "Flattery," also from "Whoop Up," she is joined by spouse, Jose Ferrar (Saunders, ASCAP). **M-G-M 12670**



BIG MAYBELLE

**BABY, WON'T YOU PLEASE COME HOME (Pickwick, ASCAP)
SAY IT ISN'T SO (Berlin, ASCAP)**

The great blues thrush really piles lots of emotion into her readings of these two evergreens. Light jazz backing on both complements nicely. Spins should find approval from all age-groups. **Savoy 1558**



(Continued on page 50)

BILLY & RICKEY

*** Mama Papa Please
SCE 711—Side is very much in the teen groove. It's a mild rocker with amusing lyrics and good ork support. It can move with plugging. (Supreme, BMI)

*** Baby Doll
Appealing sound by the group on a bouncy rockaballad. Danceable side rates attention. (Supreme, BMI)

BETTY ROCHE

*** Take the "A" Train
BETHLEHEM 11017—Good warble of the Ellington standard by the thrush. It has pop and jazz potential. (Tempo, ASCAP)

*** September in the Rain
Miss Roche has a nicely-styled reading of the great evergreen. Potential and appeal appears similar to flip. (Remick, ASCAP)

FREDDIE NEIL & FRIEND

*** Take Me Back Again
BRUNSWICK 55117—Deep-voiced Neil belts this pounding rockaballad with an echo effect by the "friend." Chorus chanting and harmonica help on the Western-flavored tune. Side bears watching. (Southern, ASCAP)

*** Listen Kitten
Infectious rocker is done in Everly Brothers style. Good coupling can score with plugs. (Peer Int'l, BMI)

SAVINA

*** Hallelulu-Ja
LOVE 5018—Savina, a most attractive thrush, performs this driving, gospel-flavored effort with enthusiasm over backing by a vocal chorus and ork. Should get spins. (Love, ASCAP)

*** How Many Times
Savina bows on the label with a warm reading of the Irving Berlin oldie over appropriate backing by the chorus and ork. This side, too, deserves attention. (Berlin, ASCAP)

BURRER JOHNSON

*** One Good Reason
KING 5174—Flavorful chanting by Johnson on an appealing blues. A dual market item. (Marjorie, BMI)

*** Time Was
Johnson wraps up the nostalgic oldie with a tender reading. Merits spins. (Harms, ASCAP)

FRANKIE LAINE

*** That's My Desire
COLUMBIA 41331—Laine has re-cut his old hit with mildly rock and roll backing this time around. Chuck Berry's version looks good, but this one should catch considerable play on nostalgic value. (MHs, ASCAP)

*** In My Wildest Dreams
Dramatic reading by Laine on pretty western-styled theme. (Sequence, ASCAP)

THE STARTIME KIDS

*** The Railroad Song
OKEH 7111—"I've Been Working on the Railroad" gets a smart conga adaptation by the group with swingin' ork backing. Fine deejay item with definite possibilities. (Conquest, ASCAP)

*** I Don't Want to Walk Without You, Baby
The kids have a cute sound on this rockaballad version of the pretty oldie. Bright ork backing helps. (Paramount, ASCAP)

IVAN

*** That'll be Alright
CORAL 62081—Here's a real weirdie that is goofy enough to happen. It features a left field vocal by the lad over pounding support. Watch this. (Nor Va Jak, BMI)

*** Frankie Frankenstein
On this side the singer does a recitation as he tells how he got a friend a date with a chick who isn't too pretty. (Nor Va Jak, BMI)

TONI ARDEN

*** Just for Once
DECCA 30832—Pretty new tune from the new musical, "Rehearsal," is handed a smart reading by the thrush over fine backing. A strong side. (Chappell, ASCAP)

*** Why, Why, Why
The winsome thrush belts this unusual effort sweetly over tender accompaniment. (Ludlow, BMI)

GATEWAY SINGERS

*** East Virginia Blues
WARNER BROS. 5034—The Gateway Singers bow on the label with a fine reading of a folkish blues. Leader announces the lyrics and the group sings the answers in Weavers' style. (Lee-Wal, BMI)

*** The Wreck of the John B
The group makes its debut on the label with a warm reading of a calypso favorite over simple support. Both sides deserve exposure. (Lee-Wal, BMI)

THE CHORDS

*** Elephant Walk
METRO 20015—Lively group vocalizing on a bouncy rhythm-rocker with catchy tempo. A cover of the Kings on Victor which has been making some noise. Good teen-age wax. (Jalo, BMI)

*** Pretty Face
Okay rendition of bouncy r.&r. item, but flip is stronger side. (Cranford, BMI)

DEAN JONES

*** Fall Guy
M-G-M 12755—Jones packs feeling and heart into a nice ballad with mildly rock and roll backing. Merits play. (Marks, BMI)

*** See You Around
Pretty ballad is handed pleasant reading by Jones, with lush backing by Dave Rose. (Chappell, ASCAP)

DANNY STATON

*** Love and Affection
HANOVER 4515—This has a snappy spiritual quality and it features a nicely building effort by Danny Staton, who has some of the quality of Steve Lawrence in his voice. Chorus assists nicely. (Regents, BMI)

*** Prayer Can Change Everything
A slow, inspirational song is well handled by Staton. Has a strong sacred quality about it. (Encore, BMI)

ANN HATHAWAY

*** The Very Thought of You
COLPIX 105—Very listenable performance of the Ray Noble tune, helped by a sharp ork arrangement. Could get some attention if exposed. (Witmark-Campbell-Connelly, ASCAP)

*** Stormy Weather
Wild reading of the standard by Ann Hathaway over driving ork backing. Jocks may spin. (MHs, ASCAP)

ALVIN (RED) TYLER

*** Walk On
ACE 556—A good, funky, down-to-earth side, with a tenor sax and chorus taking the lead spots. Has the quality of the gospel with a good bluesy feeling. This has a fine sound and it's worth spins. (Ace, BMI)

*** Snake Eyes
Another down side that has a good sound. It has the flavor of New Orleans. Two interesting street band sides. (Ace, BMI)

PERCY FAITH ORK

*** Isle of Paradise
COLUMBIA 41328—An attractive tune from France gets the shimmering fiddle treatment by Faith in a side which merits spins. Nice moody stuff. (Hollis, BMI)

*** Goin' Home Train
This is not to be confused with the tune from "Call Me Mister." It's an original rhyt styled by Faith in bright upbeat fashion for the ork. (Marpet, ASCAP)

JIMMY VALENTINE ORK

*** Just Keep Walkin', Ambrose
CUB 9024—This is supposedly a sequel to the currently active "Ambrose." It's an instrumental except for the intermittent commands to "just keep walkin'." Good side. (Bryden, BMI)

*** Rockin' Hula
This is about what the title implies and it has a nice, danceable juke box sound. Good instrumental programming. (Allendale, BMI)

THE SONS OF BURGUNDY

*** Long Lean Dallah
CARLTON 501—A Civil War era type march is given a combination Philadelphia mummies and minstrel sound in marching tempo by the chorus. It's infectious and is worth spins. (Montclair, BMI)

*** Rolling Home
This bright march-styled song has a sassy- (Continued on page 48)

Reviews of New Pop Records

Continued from page 47

Russian flavor and it gets a bouncy reading by the group. (Montclare, BMI)

DON JULIAN

★★★ *Doin' the Cha Cha Cha ORIGINAL 3*—A rocker with a cha cha beat. Tempo is precise, and the vocal effort carries an exciting quality. Merits exposure. (Drive-In, BMI)

★★ *Please (Say You Love Me)*—Rockaballad with triplet figure in the arrangement. Well sung but sounds old fashioned. (Drive-In, BMI)

THE CRYSTALS

★★★ *In the Deep SPECIALTY 657*—A ballad, arranged with stops, and precise and slow rhythm in the percussion. Good vocal. Arrangement represents a departure from the usual. (Venice, BMI)

★★ *Love You So*—A rocker, with solid vocal and fine percussion behind the chanter. Considerable excitement to this wax. (Venice, BMI)

THE CHARIOTS

★★★ *Gloria TIME 1006*—Rockaballad with conventional triplet arrangement. Lead singer does a good vocal, and the side has a big sound. (Overland, BMI)

★★ *A Sunday Morning Love*—Another rockaballad, with a tender love theme. Well sung, with a recitative effect midway. (Overland, BMI)

MARY KINNEY

★★★ *I'm Anxious ANDEX 4031*—A blues with an infectious rhythm. Gal does a splendid job, with a chorus of male voices in the backing. (Aries, BMI)

★★ *Bobby My Love*—Rockaballad. Thrush has a vocal quality and plenty of technical ability. Arrangement is conventional triplet figured, but chick makes it very worth while. (Westside, BMI)

★★★ *Peter Gunn Cha Cha WINLEY 237*—Ray Anthony's waxing of the jazz TV theme is climbing on the charts, and this cha-cha version is strong enough to grab off plenty of play from hip jocks. (Northridge, ASCAP)

★★ *Just Rollin'*—Swing instrumental side with jazz-flavored solo work. Merits spins. (Ninny-Ethel Byrd, BMI)

SIDNEY BECHET ORK
★★★ *Petite Fleur BRUNSWICK 55114*—Great reading by Bechet of his own tune which is currently going well for Carib Barber. Jocks, however, will find this worth spinning. It can still grab coin. (Hill Range, BMI)

★★ *Les Oignons*—Another Bechet tune. This has a vintage sound, however. Flip is the side. (Regent, BMI)

WILLIE WALKER
★★★ *Money Mad Man FREEDOM 44006*—Novelty is about a cat who hates to part with his loot, but he has very materialistic ideas. Side has a sound and could create interest. (Clockus, BMI)

★★ *Three Hundred and Sixty-Five*—Cats need their baby 365 days a year and want her to come back. Tune is a so-so rocker. Flip appears top effort. (Clockus, BMI)

SHIRLEY BASSEY

★★★ *As I Love You EPIC 9303*—The show tune by Livingston and Evans gets a sincere performance by the British thrush, backed by the Wally Stott ork. Many jockeys will go for the class sound of the side. (North, ASCAP)

★★ *(Kiss Me) Honey, Honey (Kiss Me)*—An interesting calypso-ish song with Miss Bassey giving it a good ride. Good arrangement makes use of a chorus. Worth jock spins. (Duchess, BMI)

PETER TODD ORK

★★★ *Let's Cha-Cha LEEDS 782*—Attractive cha cha is handled neatly here by the Peter Todd ork, with the arrangement by Reg Owen. It's a listenable waxing that deserves spins. (Duchess, BMI)

★★ *Mau Mau Meetin' Time*—This side features a wild instrumental on which the whole band swings. It's one of those big, big driving things with strings, horns, et al. (Leeds, ASCAP)

THE THREE BARRY SISTERS

★★★ *Little Boy Blue LONDON 1853*—A tender, pretty song, warbled in charming fashion. Instrumental backing is of uncommon style. Merits action. (Maurice, ASCAP)

★★ *My Sweetie's Coming to Call*—A brisk tempo and a folk-flavored tune. The march rhythm is infectious, as belted out by the chantresses. (Hollis, BMI)

★★★

FRANK MOTLEY ORK
★★ *Space Age DC 0414*—Instrumental in a Latin groove with gimmicked effects. Platter can do some business. (Clairborne, BMI)

★★ *Oh, What a Doll*—Oriental-type rocker is given a fair belt by Regan with chicks chirping in background. Fair prospects. (Clairborne, BMI)

MIMI HINES-PHIL FORD
★★ *Nothing in Common but Love RCA VICTOR 7451*—Novelty tune, with a bouncy boy-girl lyric. Thrush is abetted here by Phil Ford. Deejays will like it for a change of pace. (Trinity, BMI)

★★ *Till There Was You*—The tender song from "Music Man," warbled with heart by the chick. This is a well-made side, with tasteful arrangement—quiet and unobtrusive—setting off the vocalist. (Frank, ASCAP)

TITO PORTILLO
★★ *Eso Es El Amor LONDON 1855*—Portillo belts the cha cha in pleasant style. Other versions have been out a while. (Southern, ASCAP)

LILY VINCENT
★★ *Amapola*—Latin styling of the Spanish international standard by the thrush with lyric. Fine ork (Continued on page 49)

Reviews and Ratings of New Classical Albums

Continued from page 34

Sargent. The Handel works are also competently presented, the primary interest of the disk is "Belshazzar's Feast." The market may be limited, but the worthy production can sell in its specialized field. Sound is excellent.

★★ *CONCERT IN STEREO*
Various Artists. Janus FST 2001
STEREO & MONAURAL

Four orchestral works by operatic composers make up this disk, with Verdi represented twice, by the well-known overture to "La Forza del Destino" and the less familiar one to "Nabucco." Bizet's familiar "Carmen Suite" and Rossini's melodramatic "William Tell Overture" complete the bill. The performances all are capable and the stereo effects quite good. Can be recommended to beginners in the classics.

★★ *BEETHOVEN; SYMPHONY NO. 1; LEONORE OVERTURE III*
The Mannheim National Symphony (Rosenstock). Janus FST 2002
STEREO & MONAURAL

Conductor has a direct, but labored approach and his interpretation of the symphony is a little too massive for early Beethoven. The Leonore Overture comes off much better. Natural quality of the stereo is excellent. Competition is enormous.

SEMI-CLASSICAL ★★★
★★★ *GROFE: GRAND CANYON SUITE*
Symphonic Orchestr Graunke (Starke). Disneyland WDL 4019
STEREO & MONAURAL

Familiar suite as used for the sound track of Disney's forthcoming flick "Grand Canyon." The Mantovani type treatment by German ork sacrifices brilliance for lushness. Album includes seven pages of full-color photos that are sure to attract. While there are bigger names in better renditions of this perennial, film tie and packaging makes for good sales potential.

SEMI-CLASSICAL ★★
★★ *STRAUSS IN STEREO*
The Philharmonic Orch. Graz (Cerny). Janus FST 2003
STEREO & MONAURAL

Five popular waltzes by Johann Strauss Jr. and "Der Rosenkavalier" by Richard Strauss comprise this offering. The versions could do with a little more flash and glitter, they do get fresh, lively treatment by the German group. There's unusually good separation here, since the sound center is preserved and the spread is not artificial. Mouthwatering cover photo of Viennese pastries and kaffee mit schlagobers.

The Billboard HOT R & B SIDES

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
6	6	3	1	TRY ME	James Brown, Federal 12337	13
2	2	2	2	STAGGER LEE	Lloyd Price, ABC-Paramount 9927	8
1	1	1	3	LONELY TEARDROPS	Jackie Wilson, Brunswick, 85105	12
17	9	7	4	16 CANDLES	Crests, Coed 506	4
4	5	6	5	SMOKE GETS IN YOUR EYES	Platters, Mercury 71353	8
7	4	4	6	NOBODY BUT YOU	Dee Clark, Abner 1019	12
3	3	5	7	A LOVER'S QUESTION	Clyde McPhatter, Atlantic 1199	16
16	14	10	8	I CRIED A TEAR	LaVern Baker, Atlantic 2007	7
12	8	9	9	THE RIGHT TIME	Ray Charles, Atlantic 2010	5
5	7	8	10	WHOLE LOTTA LOVING	Fats Domino, Imperial 5553	10
18	—	14	11	MY HAPPINESS	Connie Francis, M-G-M 12738	4
13	11	12	12	PRETTY GIRLS EVERYWHERE	Eugene Church, Class 238	7
20	16	13	13	SWEET HOME CHICAGO	Little Jr. Parker, Duke 301	8
10	12	19	14	ONE NIGHT	Elvis Presley, RCA Victor 7410	12
23	29	16	15	GOTTA TRAVEL ON	Billy Grammer, Monument 400	7
—	—	20	16	WIGGLE, WIGGLE	Accents, Brunswick 55100	2
14	13	17	17	LOVE YOU MOST OF ALL	Sam Cooke, Keen 32006	16
8	10	11	18	CHIPMUNK SONG	David Seville, Liberty 55168	8
—	—	—	19	DONNA	Ritchie Valens, Del-Fi 4110	1
11	17	21	20	TO KNOW HIM IS TO LOVE HIM	Teddy Bears, Dore 503	12
—	—	—	21	PEEK-A-BOO	Cadillacs, Josie 846	1
—	—	—	22	THE TIME	Baby Washington, Neptune 1018	2
—	—	—	23	KEY TO THE HIGHWAY	Little Walter, Checker 904	13
22	18	15	24	ROCKHOUSE II	Ray Charles, Atlantic 2006	8
—	—	—	25	FUNNY	Jesse Belvin, RCA Victor 7387	1
27	26	18	26	RAINBOW RIOT	Bill Doggett, King 5159	5
—	—	25	27	I TOLD YOU, BABY	Jimmy Reed, Vee Jay 304	3
—	—	—	28	HOLD IT!	Bill Doggett, King 5149	14
—	—	28	29	THE END	Earl Grant, Decca 30719	4
—	—	—	30	COQUETTE	Fats Domino, Imperial 5553	3

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• **Reviews of New Pop Records**

• Continued from page 48

backing by Jacques Say. Deejays might like. (Marks, BMI)

CARMEN McRAE

★★ If I'm Lucky
BETHLEHEM 11009—Early recording of the thrush shows off her warm style on a bright little tune. (Thornwood, BMI)

★★ Tip Toe Gently
Same comment. Both sides are worth spins. (Thornwood, BMI)

GENE STRIDER

★★ He Is the Light in the Dark
FORD 101—Strider, a Godfrey talent scout winner, offers a medium rhythm ballad with strong sacred overtones. Pleasant wax. (Rest-a-While, ASCAP)

★★ Hearts Were Never Meant to Be Broken
A slow-paced and appealing ballad. Strider gives it a nicely emotional reading. (Dorsey Bros., ASCAP)

RANDY STARR

★★ The Golden Key
DALE 110—Starr sings a minor-keyed, folkish effort that's somewhat in the gypsy tradition. Chorus assists. Has a different sound. (Republic, BMI)

★★ All About Me
The singing dentist offers a bright little arrangement of a pleasant song that has country overtones. Pleasant wax. (Republic, BMI)

CLAIRE HOGAN

★★ Kiss Me
MONOCLE 101—The former Jimmy Dorsey vocalist turns out an attractive invitation in fairly convincing style. There's a chorus assist. (Jefferson, ASCAP)

★★ Hold Me, Thrill Me, Kiss Me
Miss Hogan provides an okay revival of the tune that once was a big hit for Karen Chandler. Side also has a chorus assist. (Mills, ASCAP)

SAM FLETCHER

★★ Before
METRO 20013—Sam Fletcher, a big voiced baritone with a style similar to Roy Hamilton, turns in a listenable reading of a big ballad backed by a large ork with strings. (Brenner, BMI)

★★ Torn Between Two Loves
On this side the chanter sells a rockaballed with style, backed neatly by the ork. (Oxford, ASCAP)

TONY ABBOTT

★★ Sorrento Cha Cha
DEB 232—Well-orked cha cha arrangement of the standard. Fine jockey side.

★★ Sidewalks of New York Cha Cha
Imaginative arrangement features tinkling piano with brassy dynamics. Also a jockey prospect.

JIMMIE LEE

★★ I Ain't Worried About Tomorrow
VIN 1010—Solid rockabilly warbling stint, multi-track style on okay country-flavored ditty. A dual market side. (Ace, BMI)

★★ Look What Love Will Do
Same comment. (Ace, BMI)

JULIE LONDON

★★ Don't Worry 'Bout Me
BETHLEHEM 11015—A very slow and whispery offering of the oldie by Miss London with guitar-only backing as in her initial sides on Liberty. Could catch some jock spins. (Mills, ASCAP)

★★ You're Blase
Miss London gets small combo backing on this standard and she sings it with her usual sultry, husky approach. More jockey material. (Chappell, ASCAP)

RANDY STEVENS

★★ All My Love
LOMA 301—The Canadian label bows on the U. S. market featuring a listenable young Philadelphian singing a pleasant rockaballed. Lad has a nice style. (Cindy, ASCAP)

★★ Sweet Shop
On this side the singer tells how he meets his sweetheart at the sweet shop to listen to records. A trick voice, like the Chipmunks, is used now and then to tell of the new records on the juke box. (Ardmore, ASCAP)

ERLE HALL

★★ That's When Love Began
NASCO 6024—Bright new recording by Erle Hall shows off a good style and a good piece of material. (Excellorec, BMI)

★★ Completely Yours
Country-styled ballad is sung with warmth by Hall, over standard rockabilly backing. (Excellorec, BMI)

STARFIRES

★★ Fender Bender
PACE 101—The Starfires sell this pounding rocker with vigor over noisy support by the guys in the ork. A wild side. (David & Check, BMI)

★★ Camel Walk
On this side growling tenors and good rhythm support are featured in an instrumental in walking tempo. (David, BMI)

DEWEY GUY

★★ Can't Stand to Be Alone
RIDGECREST 1201—Up tempo blues with catchy rhythm and a relaxed feeling. Disk's sound level could be better.

★★ Rock a While
Blues, with authentic feeling and a driving beat. Lead chanter and the band do a solid job.

BILLY ELDRIDGE

★★ Let's Go Baby
VULCO 1501—A blues with a driving rhythm. Vocal with guitar and drum accompaniment is in the rockabilly style, with a touch of "Tequila" feeling given by the horns. Nice wax. (Sherlyn-Pent, BMI)

★★ My Blue Tears
An uncommonly pretty melody, with a hauntingly sad quality, well sung, with a chorus of voices behind the lead singer. (Sherlyn-Pent, BMI)

DICK HAYMES & THE DE JOHN SISTERS

★★ Watermelon Heart
SUNBEAM 124—On this side the De John Sisters and Dick Haymes team up for a bright, cheery reading of a happy cha cha item. It may get spins. (Peer, BMI)

DICK HAYMES

★★ Sorry for Myself
Tune from the late musical "Whoop Up" is handed a nice reading by Haymes, helped by pleasant support. (Saunders, ASCAP)

BILLY THE KID

★★ I Hardly Know Me
KAPP 261—Plaintive warbling on pretty country theme. Merits spins. (Daniels, ASCAP)

★★ Apron Strings
Okay rockabilly reading of routine rocker. (Ross-Jungnickel, ASCAP)

STEVE LAWRENCE

★★ Lover in the House
CORAL 62080—The chanter takes off on a Sinatra-type ballad, and he sells it well, backed sweetly by the ork. Should get plenty of jock exposure. (Makana, ASCAP)

★★ Blah-Blah-Blah
Fine reading of the wonderful Gershwin Bros. oldie by Lawrence. Good deejay programming. (New World, ASCAP)

DENISE LOR

★★ Born Again
20TH FOX 128—Tender vocal treatment of appealing ballad. (Selbann, BMI)

★★ In the Middle of a Kiss
Attractive piping on oldie, but flip is better side. (Southern, ASCAP)

BEN SHARON

★★ I'll Be With You
GIANT 1808—Appealing vocal quality exhibited by Sharon on wistful folk-flavored ballad. (Cambella, BMI)

★★ You've Never Done It Before
Sharon sings with a showmanly beat on a swiny rhythm item. (Cambella, BMI)

TUTTI'S TRUMPETS

★★ On the Trail
VISTA 335—Ferde Grofe tune is performed brightly here by the Tutti Camarata Ork, with vocal sounds and a beat. Good jock programming. (Robbins, ASCAP)

CONRAD GOZZO

★★ Trumpeter's Prayer
From the Camarata album, "Tutti's Trumpets," comes this listenable performance of a pretty melody played by trumpeter Conrad Gozzo with a vocal group supporting him. (Disney, ASCAP)

BOBBY POORE

★★ In Your Arms
BETA 1002—Expressive reading of feelingful ballad. (Retta, BMI)

★★ Baby, I Got Love
Bouncy tune is sung attractively. Flip, the, is better side. (Lizann, BMI)

THE FOSTER BROTHERS

★★ Trust in Me
PROFILE 4004—Tune, a hit again via the Patti Page record, is handled well by the boys but it is difficult to see how it can catch much of loot—as it's very late. (Advanced, ASCAP)

★ Why-Yi-Yi
The boys sing this pleasantly. (Brandom, ASCAP)

BOB SPECIAL

★★ I've Got a Girl Named Mary
SEECO 6013—Novelty lyric, done to a march rhythm, with arrangement featuring sound of snare drums, piccolo, etc. (Thomas, BMI)

★ Stay My Love
A ballad, with chick voices behind the chanter's lead. (Criterion, ASCAP)

SUNNY LADS

★★ That's My Desire
JAX 103—Rockaballed treatment of the old Frankie Laine hit. Chuck Berry has recently recorded the tune. Side will find rough competition. (Mills, ASCAP)

★ You're in Love
Latin-tinged rocker is given a fair belt. Some coin possible. (Jaca, BMI)

COZY COLE

★★ Loopin' Lobo
EMPIRE 1041—Another Cole side from the past comes out of hiding. This one has Rex Stewart in the featured spot with help from Billy Kyle and John Levy. Could catch spins from jazz jocks. (Onyx, BMI)

★ Film Flam

Rex Stewart's growlin' trumpet again gets the spotlight treatment on this okay side. (Onyx, BMI)

THE GENIES

★★ The First Time
SHAD 5002—A slow, pulsing ballad with gospel type piano and choral backing. Fair chances. (Brent, BMI)

★ Who's That Knocking
Mediocre, old-style rock and roll fare. Not likely to go far. (Brent, BMI)

The following records, also reviewed by The Billboard music staff, were rated one star.

BOB BELL: Strangers/Love in the Mornin'—Stephens 1834

THE BOBBY PINS: I Want You/Darling, Don't Leave Me—Okeh 7110

DUDLEY CALLICUTT: Get Ready Baby/Heart Trouble—DC 0412

JACK GIPSON: I Lik-a/Wishing Well—Bluebonnet 101

JACKY LEE: Young and Dangerous/Misery—Teen Ager 101

International

★★★

CARIA BONI & GINO LATILLA
★★★ Al Chiar Di Luna Porto Fortuna
BRUNSWICK 55118—Mildly rocking version of the Italian import is handled in listenable fashion by the duo. Side has a sound that could create interest. They use lots of vocal gimmicks in presenting the pretty tune. (Skidmore, ASCAP)

★★ O Sarracino
Another import, this in a more peppy vein, is also presented to good effect by the pair. Flip appears stronger. (Leeds, ASCAP)

Jazz

★★★

DUKE ELLINGTON ORK
★★★ The Blues (Parts I & II)
BETHLEHEM 11016—The Ellington crew has an alluring sound on both sides of the disk which is devoted to a blues tune. Platter should attract spins from both pop and jazz jocks. (Tempo, ASCAP)

Religious

★★★

REN ALLEN
★★★ I Know the Reason Why
DECCA 30833—Religious effort is sung with reverent feeling by the fine, country chanter, and it should get spins in the market. (Ridgeway, BMI)

★★★ The Mystery of His Way
Another sincere, religious tune is sung movingly by the singer, helped by a group and organ backing. (Hill & Range, BMI)

Sacred

★★★

THE WAYLIGHTERS QUARTET
★★★ Swing Low Sweet Chariot
RIDGECREST 1102—The Waylighters Quartet turns in a smooth, slow reading of the familiar gospel song, showing off some good lead voices. Tempo speeds up on the second chorus. Good wax. (PD)

★★★ Sunday By and By
Another good reading by the gospel group, of another familiar sacred tune. Both sides should appeal to gospel fans.

(Continued on page 50)

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ASCAP Minority
• Continued from page 2

from his "most satisfactory conference" with Bicks, "We can assure you that the Justice Department is making every effort to implement all the recommendations of your committee, and further that the Department recognizes the necessity of allowing the minority membership a voice with regard to the new decree. Moreover, it seems likely that some means of allowing the minority members to give their views, if only indirectly, will be found within the judicial framework of reopening the decree."

Legalists in antitrust fields here interpret this as indicating conferences between Justice and minority spokesmen, but that these would most likely be held separately from formal negotiations between the Department and Arthur Dean, nationally known attorney representing the American Society for Composers, Authors and Publishers.

In reply, Roosevelt wrote (January 28): "It was particularly gratifying to learn that representatives of smaller publishers and composers will be given appropriate opportunity to present their views to the Department—which situation should insure that any final action taken by the Department will be adequate to bring about the needed relief."

"I was also encouraged to learn that the Department of Justice intends to implement all of the recommendations of our subcommittee—for as you know, it was the intention and strong desire in their efforts to obtain corrective action which would permit them to continue to remain in business."

Ellis Top A&R
• Continued from page 2

Columbia tie, Ellis was active as a free lancer, particularly with Atlantic, where he worked closely with Clyde McPhatter, Ruth Brown, LaVern Baker, Ivory Joe Hunter, Bobby Darin and Chris Connor.

Ellis' first slicing for M-G-M is the Jave P. Morgan coupling of "Miss You," and "Are You Lonesome Tonight?"

Marks Music
• Continued from page 2

other activities on the music scene, namely, fulfilling a commitment to Mercury Records for the production of nearly 100 masters in the coming year, the management of the Platters and the preparation of tunes and supervision of all Platters' dishing dates.

Ram's A. M. C. firm currently has "Come Prima," which will be the title song of a forthcoming Mario Lanza pic. Ram observed that his first published song, "Afterglow," in 1936 was successfully exploited by the late Edward B. Marks. "This is like coming back to one's alma mater," Ram declared.

Gross Sales
• Continued from page 3

year, said Clark, are more than 20 per cent ahead of January 1958, which was one of the label's strongest months last year. On the basis of current sales, Clark expects a projected increase for 1959 of from 10 to 15 per cent.

Spotlight Winners of the Week . . .

• Continued from page 47

DICK CONTINO
YESTERDAYS (Harms, ASCAP)

Contino has a very clever arrangement of the Kera oldie. The instrumental is a sort of spoof of Cozy Cole's recent hit platters. It has sock jock appeal. Flip is "Dream" (Goldsen, ASCAP). Mercury 71402



C&W Records

BOBBY HELMS
NEW RIVER TRAIN (Shapiro-Bernstein, ASCAP)
MISS MEMORY (Cedarwood, BMI)

"New River Train" is handled in sprightly fashion by Helms. The bright, up-to-date reading with mixed group support on the folkish melody has a sound that should also attract heavy pop buys. Flip, "Miss Memory" is an attractive affair that ends too quickly. A strong dual market entry. Decca 30831



MARGIE BOWES
POOR HEARTSICK ME (Acuff-Rose, BMI)
BLUE DREAM (Acuff-Rose, BMI)

Miss Bowes follows her grand "Violets and Cheap Perfume" with two strong contenders. Top side is a bouncy upbeater with a strong folkish flavor. Her class reading should account for many sales. Flip, "Blue Dream," is a weeper ballad that is sung with feeling. Strong entry should register. Hickory 1094



BILLIE MORGAN
LIFE TO LIVE (Starday, BMI)
THINKING ALL NIGHT (Starday, BMI)

Miss Morgan's sultry voice is used to wonderful effect in her deliveries on these two fine c.&w. items. "Life" is an emotional saga of a chick who's married to a jail bird. Flip is a weeper that is also strongly sold. Both should be chart sides. Starday 420



R&B Records

NO SELECTIONS THIS WEEK.

The correct publishers for "Comic Book Crazy" and "Dodge City Baby," by Little Sammy Yates, on Genie, spotlighted in last week's issue of The Billboard, are Xenophon, BMI.

Reviews of New Pop Records

• Continued from page 49

THE HAPPY RHYTHM QUARTET
★★★ I Wanna Go There
RIDGECREST 1101—The Quartet sings this religious opus in strong fashion that should appeal to Bible Belt fans.

★★ Every Hour and Every Day
Same comment. (Gospel-tone, BMI)

Spiritual
★★★★

MORGAN BABB
★★★★ Cold Cold Ground
NASHBORO 634—"I'm gettin tired of carryin' this heavy load" sings Babb with deep conviction on a very attractive side. He performs it strongly and it should interest the market. (Excellence, BMI)

★★★ Take Me by the Hand
On this side Babb, helped by a quartet, turns in a shoutin' reading of a jubilee effort, which he builds to a passionate climax. Two good sides. (Excellence, BMI)

BROTHER JOE MAY
★★★★ The Master's on Our Side
NASHBORO 635—The singer performs this medium tempo song with feeling backed only by piano and rhythm. May is still one of the better gospel singers around today. (Excellence, BMI)

★★★ My Mother Prayed for Me
A nostalgic tale is told by Brother Joe May as he sings of his youth when his mother told him about the Lord and the Bible. (Excellence, BMI)

SUPREME ANGELS
★★★ Seven Seals
NASHBORO 636—A moving gospel effort is sung with fervor by the Supreme Angels on this rhythmic side. Good wax for the market. (Excellence, BMI)

★★ Beautiful City
On this side, too, the boys show off their fine harmonizing on a slower tempo religious item. (Excellence, BMI)

Country & Western
★★★★

JACK KINGSTON
★★★ Don't Trade
STARDAY 416—Plaintive weeper is sung with feeling and sincerity. Good lyrics. (Starday, BMI)

★★★ You
Effective walling by Kingston on an appealing country ballad with semi-sacred lyric theme. Merits spins. (Starday, BMI)

DURWOOD DALY
★★★ That's the Way It Goes
CAPROCK 108—Story ballad about all the things a guy has to bear after his girl leaves him, is explained with sincerity by Daly. (Larrak, BMI)

★★ I'm a Lonesome Old Boy
Durwood Daly turns in a meaningful reading of a traditionally-styled country tune as he tells of his lonely days and nights. (Larrak, BMI)

WANDA JACKSON
★★★ You've Turned to a Stranger
CAPITOL 4142—The gal laments the change manifest in her mate. A strong country weeper ballad reading. This can move in rural circles. (Central Songs, BMI)

★★ Savin' My Love
A very poppish blues here by the good country thrush. It has a good rocking backing and could stir some interest. (Brazos, BMI)

THE KENTUCKY TRAVELERS
★★ Living My Life in Vain
STARDAY 419—Wistful warbling by Travelers on a plaintive weeper. (Starday, BMI)

★★ Old Kentucky Hills
Lively fiddling and warbling on a sprightly country ditty. (Starday, BMI)

THE GAYS
★★ Don't Rush Me
POOR BOY 104—Male lead singer, backed by a gal's group, comes thru with a good version of a country ballad. (Oleta, BMI)

★★ You're Never There
The vocal group sells this country effort nicely as they tell of the tortures of love. (Oleta, BMI)

BILL TYLER
★★ Please Forgive Me Darlin'
RIDGECREST 1001—A weeper, essentially in the traditional style. For those who like the genuine article. (Lakelont, BMI)

★★ Blue Dawn
Another weeper in the traditional groove. For c.&w. programming. (Lakelont, BMI)

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TENN. ASSN. NAMES CHAMPION FAIRS

Fayetteville, Jackson Get Awards; Elect Leonard Rogers President

NASHVILLE—The West Tennessee District Fair, Jackson, and the Lincoln County Fair, Fayetteville, were named State champions of 1958 at the 37th annual meeting of the Association of Tennessee Fairs here Thursday and Friday (29-30). The Jackson event was judged tops among district fairs and Fayetteville among county annuals, thus both receiving double State aid payments.

The conclave which, due to the awards and the queen contest, drew a record number of fair delegates and officials from throughout the State, elected Leonard Rogers, Knoxville, president, succeeding G. W. (Bill) Wynne, Memphis. Three vice-presidents re-elected were Ernest Thurman, Sevierville; T. H. Locke, Lawrenceburg, and Mrs. Frank Stallings, Trenton. Mrs. Malinda Granberry, Memphis,

former recording secretary, was named secretary-treasurer, succeeding Jack Vinson, Newport.

Thru a change in the bylaws, the association was re-titled to the Tennessee Association of Fairs. It also increased its dues. Under the new set-up, fairs at Memphis, Nashville and Knoxville will pay \$50 annually; district fairs, \$30; county fairs, \$20, and community fairs, \$5. Associate membership dues were held unchanged at \$10.

President Wynne presided at the various business sessions which touched on a large number of timely topics. Fairs and their relationship to schools was discussed by Dr. A. D. Holt, vice-president of the University of Tennessee; E. C. Stimberg, Memphis superintendent of schools; Mrs. Arnold Hunter, supervisor of Cookeville elementary schools, and P. G. Crooks, Fentress County Fair.

A report on world's fairs and how they can help in county operations was made by Wynne and Emma Jean Kirk, University of Tennessee Agricultural Extension Service. Paul H. Graves, Oak Ridge (Tenn.) Institute of Nuclear Studies, described the Oak Ridge exhibit program. Vinson reported on publicity along with Hunter Miller, Union City; Franklin Brown, McMinnville, and Bertrand Sevens, Dyersburg.

A total of 38 entrants vied in the queen contest this year. Judy Barger, the association's 1958 representative, was national winner at the Chicago convention last fall.

The Thursday evening banquet pulled a big turnout. Buford Ellington, governor of Tennessee, was chief speaker and W. F. Moss, commissioner of agriculture, presented the awards. The show included Johnny Matson, Jerry Strong, Sherri Robbins and Norma Jean.

NBC, CRISTIANI SET TV PROGRAM FOR EARLY MAY

CHICAGO — National Broadcasting Company and Cristiani Bros. Circus have completed plans for an hour-long show that will be made in March and aired in May.

The show, expected to be one of the pioneer users of a mobile unit for video taping, will be called "Roll Out the Sky", a phrase from a book of poetry by Robert Lox, who will be connected with the show. Charles Van Doren is to narrate. Writer is Gene Wycoff. Program will be one in the "Kaleidoscope" series.

NBC staff personnel will come to Sarasota on March 22 and the actual making of the show on the circus will be March 26-29, according to present schedules. Script calls for scenes of the circus backyard, family activities, spec and other circus operations.

NBC now plans to carry the program on May 3. Deal dates back nearly two years, when "Wide Wide World" program personnel started talks with the circus. Story promotion is planned.

N. Y. Fair Assn. Strives to Ease Bingo Regulations

Langley Collyer Elected Prexy; Discuss Free, Paid Grandstands

By IRWIN KIRBY

ALBANY, N. Y.—Langley V. Collyer of the Cobleskill Fair will head the New York State Association of Agricultural Societies for the coming year, it was decided unanimously at the annual election on Tuesday (27). The voting followed its expected course and was overshadowed—as was virtually every other aspect of the convention—by the intense activity involving bingo at this year's fairs.

Bingo, which was legalized throughout the State last year, operated in various forms during the season. The Lotteries Control Commission strictly enforced the bingo and threw it up to fairmen to seek preventive action at the time and place of the convention, since the Legislature was in session here last week.

A committee of fairmen spent long moments up on "The Hill" speaking both with legislators and commission personnel. Bob Lynch, of Lowville, chairman, reported an attempt will be made to obtain as much liberalization as possible this year thru the commission, avoiding seeking a constitutional amendment at this time. It was believed chances are good that the body will exempt fairs from the limitation of 35 games per day, an important concession in the bingo campaign, which might be extended over the next few years.

Pleas to Fairmen

Collyer succeeds George Sipprell of the Erie County Fair (Hamburg), who was president for two years, and who took the lead this time in pressing for action on the bingo issue. He stepped out of office after issuing an eloquent reminder of fairs' responsibility to their communities and to youth, whose moral code have much to gain from healthy involvement in agricultural pursuits.

Other officers are Philip B. Caird, Schaghticoke, first vice-president; Maurice Finnegan, Malone, second vice-president; J. Vincent Hartigan, Chatham, secretary, and Edward L. Hardeman, Elmira, treasurer. Jim Carey, of the Department of Agriculture and Markets, continues as executive secretary. (Continued on page 54)

OPENS FEB. 26

Tommy Steiner Schedules 13 Rodeo Dates

AUSTIN, Tex. — Tommy Steiner, rodeo producer and stock contractor, will open his season February 26 in Lake Charles, La., and has booked 12 additional meets following the bow.

In April he will produce events at Shreveport and Lafayette, La., and Winston-Salem, N. C. The following month he will be at Charlotte and Raleigh, N. C.; Indianapolis and Louisville. In July Steiner has dates at Weatherford, Tex., and in October at Little Rock and Evansville, Ind. The Steiner organization will then move into the St. Louis Arena in November and also at Harrisburg, Pa., in that same month.

Other contracts are pending, Steiner said.

John Dailey Joins Hudson Pyro Firm

HUDSON, O.—John Dailey has been named vice-president and sales manager for the Hudson Fireworks Company here. For the past five years, Dailey was sales manager for the Illinois Fireworks Company of Danville, Ill. Move was made January 15.

Illinois County Fairs Book Name Attractions

SPRINGFIELD, Ill. — Name acts and name bands have been booked by a number of Illinois county fairs this year, E. O. Stacy, Music Corporation of America, disclosed here last week.

Carroll County Fair, Milledgeville, signed Dale Robertson, star of the Wells Fargo TV show for one night and Leon McAuliffe and his orchestra plus acts for one other show.

McLean County Fair, Bloomington, closed for Johnny (Crazy Otto) Maddox for two days and the Dor-

sey orchestra with acts for another day. Macon County Fair, Decatur, will present the June Taylor dancers two evenings with a name to be selected on each night. The Hilltoppers are also signed as an added attraction at the Decatur horse show.

The Effingham County Fair, Altamont, has signed the Taylor line, Hilltoppers and the Chordettes in addition to Smiley Burnette and the McAuliff ork. Teddy Phillips' ork will play both Decatur and Altamont.

TOPS 53 YEARS

SRO Pennants Out At Denver Rodeo

DENVER — It was standing room only at nearly all of 18 performances of the National Western Stock Show, Horse Show & Rodeo held here January 16-24.

Stock show officials estimated the Sunday (18) crowd as the largest in its 53-year history. Approximately 20,000 persons saw the matinee and evening rodeo performance in the Coliseum, while

at least 12,000 more milled thru the show grounds and looked at pen after pen of cattle in the stockyards.

One of the most popular features was the Children's Ranchland, a miniature ranch which showed a wide variety of animal families.

The show, tied in with the State's Centennial celebration, "Rush to the Rockies"—a year-long celebration—got off to a good start with a parade thru downtown Denver Saturday (17). A non-competitive parade, with all participants receiving certificates of appreciation, its theme was "From Open Space to Outer Space." Sponsored by the Denver Chamber of Commerce, the parade depicted Colo-

(Continued on page 55)

DESPITE RAIN

Nebraska State Fair Ends Up Year Okay

LINCOLN, Neb. — The Nebraska State Fair demonstrated its strong lure during 1958 by racking up a \$73,376 increase in receipts despite rains that washed out three grandstand shows during fair week. This was announced at the annual meeting of the State Board of Agriculture here last week.

Receipts totaled \$807,912.03

compared with \$734,535.09 the year previous. Recording attendance produced a \$35,000 profit in grandstand receipts, Ed Schultz, secretary, disclosed.

Expenditures during '58, a year in which more than \$100,000 was spent on construction and improvements at the fairgrounds, amounted to some \$20,006.83 more than receipts. Profits from pari-mutuel (Continued on page 55)

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OPPORTUNITY
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this issue

NEBRASKA CONCLAVE DRAWS 450 REPS

Mervin Peterson Renamed President; Defend Tracks, Oppose Cash Bingo

LINCOLN, Neb. — The Nebraska Association of Fair Managers marked its 50th annual meeting here Sunday thru Tuesday (25-27) with one of the best turnouts of fair execs and attraction reps in recent years. H. C. McClellan, veteran secretary of the association, who was re-elected for his 12th term, reported a total of 450 members and associate members with 21 carnivals alone represented.

Major developments to come out of the conclave was the association's resolution on a bingo bill designed to legalize the game. The fair managers went on record as wanting it operated with merchandise and no cash prizes. In another resolution the group opposed a move to take Ak-Sar-Ben and other pari-mutuel racetracks off the non-profit category. The Omaha track

last year alone turned over close to \$84,000 to county fairs for buildings and 4-H premiums and the other tracks also contributed substantially to the fair-financing program.

Mervin Peterson was re-elected president of the association along with Lauren Schwedhelm as vice-president and McClellan. The theme of the meeting was one of reminiscing in observance of the 50th anniversary.

Close to 400 attended the Tuesday evening banquet. One of the highpoints was the presentation of a birthday cake to Secretary McClellan, who marked a milestone that day. For the golden anniversary of the meeting, a huge ice map of Nebraska was brought into the ballroom.

RACES, CIRCUS

La. State Fair Skeds Busy Weeks

SHREVEPORT, La.—A heavy schedule of winter and spring attractions has been lined up by the Louisiana State Fair for presentation in the Hirsch Youth Center and on the fair racing oval, Joe T. Monsour, secretary-manager of the fair, announced.

The appearance of Ringling Bros. and Barnum & Bailey Circus Friday, Saturday and Sunday, February 13-15, in the Youth Center will open the season. Ringling will bring its 1959 show to Shreveport for six performances in the three days prior to its annual presentation in Madison Square Garden.

The annual State Fair World's Championship RCA-approved contest rodeo will be presented in the Youth Center April 1 thru April 5 and will be produced by Tommy Steiner of Austin, Tex. There will be five performances of the rodeo and in addition to competition in the five standard rodeo events by cowboys from thruout the nation, the rodeo will feature a name star, to be announced at a later date.

Frank Winkley's Auto Racing, Inc., will open its stock car racing season at the State Fair, April 12, with the Pelican 300, annually one of the top speed events of the area.

"Holiday on Ice of 1959" will return to Shreveport after a lapse of 18 months for a five-day, seven-performance run in the Youth Center, April 22-26. This year's booking will mark the first time "Holiday" has appeared in the Youth Center in the spring.

Winkley will wind up his Shreveport spring stock car racing season with races on May 9 and 10. The Saturday date (9) will be a night event featuring the Southland Sprints and the drivers will compete the following day for the Gulf South Championship.

In addition to the attractions already lined up—with the possibility of more to be signed later—the Youth Center will be the scene of the national convention of the Shrine Directors National Association April 8 thru April 11.

'Holiday' Tops 1958 Records For Milwaukee Engagement

MILWAUKEE — "Holiday on Ice" set another Milwaukee attendance and gross receipts record with its 15-performance stop at the Milwaukee Arena January 12-25. The icer played to 122,410 people and raked up a gross of \$273,410. The figures compare with last year's record 114,606 ticket buyers and \$257,489 gross.

A tremendous publicity bonanza was earned when the touring Russian Beryoska Ballet group performed in the Auditorium on the same night the ice show opened at the adjoining Arena. The ballet date was presented by Maurice Chalfen, president of "Holiday," thru arrangements connected with his taking "Holiday" to Russia this

summer. He also had the ballet's date in Minneapolis.

Casts of the ballet and icer met at a party given by Chalfen that night.

"Holiday" might have hit even stronger figures if it had not been for the severe winter weather. Biggest blizzard in 12 years hit during the run. On the worst night of the storm 4,800 people showed up for the show, however.

People from outlying areas who called in were permitted to use their tickets for later performances.

Elmer Krahn, manager of the Milwaukee Auditorium-Arena, said that "Holiday's" next appearance here will be January 14-24, 1960.

Rodeo Men Live in Florida

SARASOTA, Fla. — Several members of the Rodeo Cowboys' Association are calling the circus city their winter home. Among them are Hub and Eunice Hubbell, Buddy Johnson, Don (Wild Horse) Baxter, Dee Dee Falltine and Vic Blackstone.

Hubbell, rodeo announcer and advance publicity man, also does a shooting act with Eunice, his wife. She also has a trained horse and a whip act. Johnson, former rodeo producer, is still active in RCA shows as a calf roper and steer wrestler.

Baxter was the top saddle bronk rider for 1958. He also produces a rodeo at Lake Luzerne, N. Y. Former Texas cowboy Falltine is now the top calf roper in Florida.

Blackstone, champion cowboy of Florida for many years, hails from nearby Parish, Fla. He will produce the Championship RCA Rodeo in Bradenton, Fla., February 17-18.

VANCOUVER, B. C.—The 25-year-old Georgia Auditorium, at Denman and Georgia streets here, will be torn down in April to make way for a parking lot.

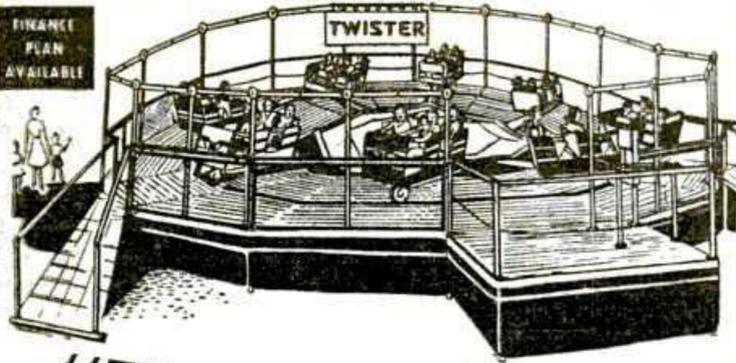
Under the management of Derak Inman, it has had little open time during the past five years and is booked right up to the time the wreckers take over.

Gates Stunter Set for Three Fairs in Va.

RICHMOND, Va. — The new Buddy Gates Auto Thrill Show is set for three fairs in Virginia as a result of the State's meeting of fair men recently, agent Richmond Cox reports.

Contracted are the State Fair in Richmond for the opening Friday, Saturday (October 10) in Petersburg, and Monday (October 12) at Chase City. The show will use Renault cars and all girl drivers, plus Gates in the lead car.

Cox also set "Carnival on Ice" into the fair in Anderson, S. C., and a full week of attractions in Petersburg. Rusti Kile's ice show and the K Bar M Ranch rodeo are the other attractions, and the fair will continue with its local band contest on one of the days.



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- Ronnie, Inc., Revere Beach, Mass.
- Asbury Park, N. J.
- Olympic Park, N. J.
- Playland, Wildwood, N. J.
- Royal American Shows, Tampa, Fla.
- Thompson Bros., Altoona, Pa.
- Paul Buchanan, Strates Shows
- World of Mirth Shows, Richmond, Va.



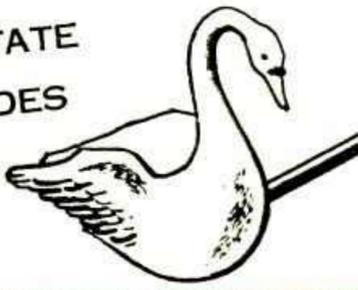
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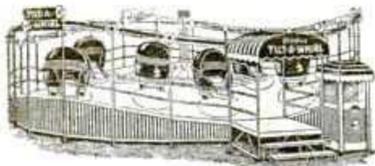
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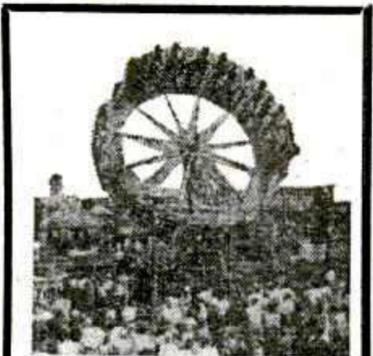
SELLNER MFG. CO. Faribault, Minnesota

3d Stunt Unit For Kochman Using Simcas

PATERSON, N. J. — A third auto stunt show, using the French Simca cars, is being fielded by Jack Kochman this season. This is in addition to the Jack Kochman Hell Drivers and the International Auto Daredevils. The Simca show will be called the "Hurricane Hell Drivers."

Kochman's team toured Europe two seasons ago utilizing the French cars under the title, "All-American Auto Rodeo," but it was felt the name would not have the same impact in this country. Kochman uses Chrysler rolling stock, with Dodges for two units. Chrysler is importer and distributor for Simcas.

There will be 15 of the foreign cars on the show, all eight-cylinder jobs, and the route is being laid out in the Midwest, East and South. Each of the Kochman shows will have a featured girl driver as usual, plus the Autobats acrobatic team on the two Dodge shows. Format for the foreign car unit may depart somewhat from the traditional, general manager Bob Conto reports, as there are some maneuvers better suited for the slightly smaller French cars.



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ARENAS & AUDITORIUMS

New Plans, Appointments, New Buildings Mark Field

By TOM PARKINSON

PHILADELPHIA'S city council is changing the name of Municipal Stadium, site of the Army-Navy game, to Philadelphia Stadium. Ordinance was to be signed into law last week. . . . Contracts for \$22,470,700 have been awarded on the Chicago Exposition Hall, Edward J. Lee, manager, has announced. Chief architects are Shaw, Metz and Dolio of Chicago.

Brandon, Man., has appointed a special committee to decide whether to make alterations that would permit greater capacity. Recent ruling by fire authorities limited crowds to 3,600. . . . The Dallas Memorial Auditorium, managed by W. W. Vanderslice, is shown on a large full-color postcard distributed in the city. . . . Soap Lake, Wash., is considering a proposal to build a recreation center using three aluminum domes.

RAYMOND A. BAKER, who has been managing Veterans Auditorium, Providence, R. I., is moving to Miami Beach, where he will be assistant to Manager Claude Ritter of the Miami Beach Auditorium and Exhibition Hall.

Percy Downton is manager of the new Chilliwack Coliseum, just opened at Chilliwack, B. C. The building has 3,000 permanent seats and space for 2,000 on the terraza floor. The building is operated in conjunction with the Agricultural Hall and Exhibition Grounds. . . . A rather new building at Vienna, Austria, the Stadthall, seats 18,000 people. Forward sections of seats are mounted on a cantilever device that permits them to be retracted into the wall and under other seats.

AN EDITORIAL in The Milwaukee Journal notes that the Auditorium-Arena reported a profit of \$126,000 but points out the building doesn't pay taxes and therefore use of the word profit is "most liberal." But The Journal adds, "There is profit enough in community enjoyment, education, culture and recreation in the Arena and Auditorium without pretending that we are also making money on them."

Attendance at the big Chicago Auto Show in the International Amphitheater was down this year because of extreme winter weather. Edward L. Cleary, show manager, announced the attendance totaled 481,358. A one-day record of 79,663 was set prior to the bad weather. A show official said crowds would have reached 550,000 if the weather had been as good as last year's, when a record 518,521 saw the show.

IN LONDON, the Daily Mail Ideal Home Exhibition has obtained a section of the British Pavilion's displays at the Brussels fair and will use this in its 1959 exhibition at the Olympia in London.

'Opry' Scores At Spokane

SPOKANE—A WSM "Grand Ole Opry" unit drew 7,972 persons to the Spokane Coliseum Sunday (18) to beat the former "Opry" attendance mark of 7,630 set last October.

Featured were Faron Young, Jimmy Newman, John Ferguson, Ferlin Husky, Simon Crum, Lonzo and Oscar and the Winston County Peapickers. Tickets were scaled at \$1.25 for adults, or \$1 in advance; \$1.50 for reserved seats and 25 cents for children.

The "Opry" together with two basketball games, a hockey game and skating sessions attracted a weekend total of 21,469 persons, according to Coliseum Manager Benjamin C. Moore.

N. Y. Exhibit Assn. Names Stan Isaacs

NEW YORK — Stanley Isaacs was named president of the New York Chapter of Exhibit Producers and Designers Association at its annual meeting here recently.

Isaacs, of Strauss Decorating and Exposition Company, succeeds Harold Lightman, of Mastercraft Associates. Other officers were chosen and a schedule of meetings was arranged as follows: March 5, May 14, September 11, November 12 and January 7, all in the Vanderbilt Hotel.

Also elected were George A. Grøht, of York Exposition Service Corporation, vice-president; Leslie Lewis, of Ivel Construction Corporation, secretary; David Karner, of Bryan-Elliott Exhibit Company, treasurer, and the following directors: Harold Averick, of Design Built Studios; Irving Barry, of Lewis Barry, Inc., and Lightman.

L. A. Boat Show Does Big Business

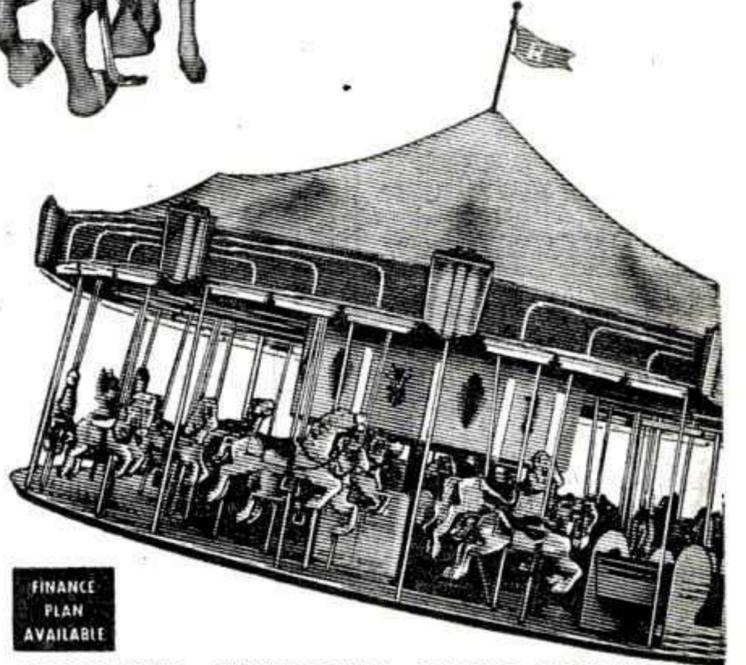
LOS ANGELES — Approximately 200,000 people attended the third annual Boat Show held at the Great Western Showgrounds here for 10 days ending Sunday (18). This was almost double the 1958 total.

Event was sponsored by the Southern California Marine Association and produced by H. Werner Buck. In addition to the two buildings, a big top was used, bringing total exhibit space to 200,000 square feet. There were 500 exhibitors. Admission was \$1 for adults and 50 cents for children.

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Milwaukee Fair Meeting Draws Many Show Reps

MILWAUKEE—Altho overlapping of other fair meetings both in the Middle West and East cut into the turnout of attraction and carnival reps at the Wisconsin fair meeting here last week, attendance was satisfactory and the usual flurry of bookings took place.

Those attending included Jack and N. A. Vomberg, Badger State Shows; Mickey Stark, Jack Guy, J. L. Helzer, Scott Robertson, Gold Bond Shows; F. C. Faust, Jerry Faust, Luane Kay Productions; T. P. Eichelsdoerfer, Kurt Kuehn, Willard Wardlaw, Bill Lindemann, Regalia Manufacturing Co.; Earl Newberry, Leo Overland, Ben Smith, Newberry Thrill Enterprises; Jack Duffield, Thearle-Duffield Fireworks, Inc.; Charles, Chuck and Jack Zemater, Charles Zemater Agency; Bill Dobson, Paul Horbison, Vern L. Eves, Dobson United Shows; Louis J. Berger, Olson Shows; Clem Smith, Byers Bros. Shows; Fred Porcheddu, Jerry Coleman, Roger Coleman, Illinois Fireworks Co.

George Smith, M. J. Smith, A. T. Breecher, C. Hoppenrath, Marie Hoppenrath, Pat Smith, Chris Smith, Patenjim Auto Racing; Duane Hanson, Boyd Konech, Mike Ladd, Badger Midget Auto Racing; Bill Rothe, Hal Schroeder, Evelyn Voges, Ginny Groeschel, Artists Corporation of America; Joe Schweppe, concessions; Carl Sedlmayr, Royal American Shows; John Lempart, showmen's supplies and equipment; O. C. (Rusty) Hagen, Hagen Entertainment Service; Albert and Raymond Steele, Steele's Amusements; George Ferguson, WLS Attractions; Jack Kaplan, showman; Gus Bell, Circorama Circus.

Mr. and Mrs. A. H. Sutton, R. B. Powers Co.; Clinton Spielbauer, Spielbauer Fireworks; Charles and

Ed Larkee, Tip Top Shows; Mr. and Mrs. Albert Colleen, Star Fireworks; K. R. Pedersen, Mr. and Mrs. E. N. Pedersen, Dairy State Rides; Robert Massey, Fox Cities Attractions; Milt Ranum, Charles Dehler, Andy Driscoll, RBA Productions; Herman McKenna, Edna McKenna, Mrs. August Daymon, William Daymon, McKenna Rides; Austin Trull, clown; Elmer W. Vetter, Clipper City Shows; Danny Cleary, Music Corporation of America; Carl and Helen Borsse, Borsse Theatrical Agency; Earl Dunn, Harvey Williams, Webb Taylor, Advance Theatrical Association; Mel and Loretta Hummitchsch, William Schwartz, Mel Hummitchsch Agency; Venita Rich, Rich Talent Show; Charles Panacek, Belle City Shows; Hal Garven, Lenny Gates, Carven Productions; Doc O'Kelley, Weydt Amusement Co.

August Strehlow, Strehlow Booking Agency; Harry and Juanita Habater, Juanita Habater Entertainment; T. B. Skarning, Skarning Agency; Dusty Rhodes, Dusty Rhodes Rides; Jack and Louise Lindahl, Boyle Woolfolk Agency; Fred H. Kressmann, Randy Avery, Barnes-Carruthers Theatrical Enterprises; Maggie and Scotty Swan, Maggie & Scotty Show; Sheldon Shorter, Tom Becker, Shorter Shows; F. O. Poole, J. O. Greene, Gladstone Exposition Shows; Charles L. and Charles D. Brasch, Robert Brasch, Joe Lerhart, Brasch Bros. Shows; Hank Shelby, concessions; Frank Winkley, Auto Racing, Inc.; Ernie Young, Frankie Taylor, GAC-Hamid, Inc.; Aut Swenson, Tom Durant, Swenson Thrillcade; E. E. (Ernie) Farrow, Wallace Bros. Shows; Gene Holter, Holter Animal Show; E. A. Bodart, Reginald Bodart, Lynn Lucia, concessions; Ned Torti, Bill Torti, Wisconsin DeLux Co.

IAFE Board To Act on '59 Meeting Plans

TAMPA—The board of directors of the International Association of Fairs and Expositions will act here Sunday and Monday (8-9) on plans for the association's 1959 convention after hearing a report by Vice-President Bill Masterson of a meeting he and representatives of other outdoor amusement groups held with executives of Chicago's Hotel Sherman, long the site of the convention.

Masterson, manager of the Wisconsin State Fair, Milwaukee, and John S. Bowman, executive secretary of the National Association of Amusement Parks, Pools and Beaches, and Bill Carsky, president of the Showmen's League of America, conferred Monday in Chicago (26) with Pat Hoy and Dan Amico, president and vice-president, respectively, of the Chicago hotel.

Purpose of the meeting was to explore ways of alleviating grievances involving dissatisfaction over the hotel's failure to honor all confirmed reservations at the outdoor convention.

Hoy and Amico extended assurances that there would be no repetition of past difficulties. Various ways of assuring sufficient accommodations and of the honoring of advance reservations were discussed by the hotel men and by the representatives of the IAFE, NAAPPB, and SLA.

Cedar Rapids Home Show Bows April 9

CEDAR RAPIDS, Ia. — The seventh annual Cedar Rapids Home Show will be held at the All-Iowa Fairgrounds here April 9-12. Joint sponsors are the fair and the Cedar Rapids Home Builders' Association. Schmitz Sisters have been booked as the entertainment feature.

Seek N. Y. Bingo Easement

Continued from page 51

Regional directors are Charles Bochert, Westbury; Dan Frederick, Altamont; W. E. Hudson, Plattsburgh; Bob Turner, Elmira; John D. Meyers, Palmyra; and H. K. Leworthy, Dunkirk and Joseph Romola, Watertown.

Governor Rockefeller spoke at the annual banquet at which Don Wickham, new Commissioner of Agriculture and Markets, and Harold Creal, returning director of the State fair, were introduced. Acts, provided by GAC-Hamid, included Veronica Martell, juggler; Bob Holiday, comic; Symphonettes, acro; Paula Dolan, magic; the Mariners, vocal and Mickey Sullivan's Band.

Paid Vs. Free Shows

In a panel discussion on paid versus free grandstands, Hardeman gave the viewpoint of a larger-capacity grandstand. He said Elmira's ticket office opens two weeks ahead of the fair in order to handle advance reservations. "We'd go out of business quick if we stopped charging for the show," and added, "we never fail to make a profit."

Cliff Hodge, Chatham, cited a two-year trial with a free grandstand during which the front gate price was hiked a quarter, to \$1. Shows had formerly been 50 cents. He said the average gross income from admissions was \$935 higher than during the previous two years (1955-56) and men stationed outside the gates reported only four complaints on the higher price. "Our grandstand, seating only 1,800" he said, in contrast to the Elmira situation, "had never showed a profit. Our grandstand is not lavish enough to merit an

attraction in its own right, so rather than attempt the spectacular, we concentrate on modest, but good, shows." The moderator was Bligh Dodds, Gouverneur.

Next year's convention was scheduled for Monday and Tuesday, January 25-26, again at the Ten Eyck Hotel.

Attraction and supply firms included King Reid Shows, James E. Strates Shows, Reithoffer Shows, World of Mirth Shows, Coleman Bros. Shows, New England Amusements, M. D. Amusements, Continental Shows, Victor Amusements, Barstow Amusements, O. C. Buck Shows, Willard Alexander Agency, GAC-Hamid, Barnes - Carruthers, Klein's Attractions, Hub Peterson Attractions, Ray Beudet Attractions, Cooke and Rose, Ward Beam Attractions, Sam Nunis Speedways, Triangle Posters, Posters Incorporated, Fair Publishing House, Regalia Manufacturing Company.

Al Martin Agency, Henry Theodore Concession Supplies, Sam Solomon Insurance, Vonderheid's Wild Life, Eureka Tent & Awning, Smith Tent & Awning, Pepsi-Cola Company, Paul Botwin Bingos, Frank Wirth Agency, Handy Sound Service, Buddy Wagner Thrill Show, Jack Kochman Thrill Shows, Hick Rege's Hell Drivers, Buddy Gate's Thrill Show, Tournament of Thrills, International Auto Daredevils, Pinkerton Detective Agency, Consolidated Auto Racing, New York Central System, Spencer Fireworks, Allan Herschell Company, Interstate Fireworks, Amsterdam Fireworks, Malone Novelty Company, NWA Wrestling, Motor Olympics and Harry Agne Bingos.

MOVES JOB

Carl Mills Takes New Fair Post

SACRAMENTO—Carl T. Mills, who was not reappointed manager of the Calaveras County Fair and Jumping Frog Jubilee in Angels Camp, where he had served for 22 years, was named manager of the Sacramento County Fair here.

Announcement of Mills' appointment was made last week by G. Earl Neely, president of the fair board. Mills starts on his new job February 1, succeeding Max Forbes, who resigned to become manager of the Dixon (Calif.) May Fair. Forbes succeeds Robert McClure, who is now on the staff headed by Ted Rosequist for the planning of the new California State Fair & Exposition.

Mills left the Calaveras County Fair because of what was described as a clash of personalities. During his administration, the frog jump became a famous event and the town an internationally known date-line. John Cuttinger, a member of the board, is acting manager at the fair with the board going on record as pledging not to hire a fair manager who is a resident of Calaveras County.

Problems in Gate Taxes Told by IRS

WASHINGTON — The Internal Revenue Service has ruled that admission tickets to be sold on or after January 1 of this year may not be printed to show the established price for admission to be \$1.45 and the federal tax to be 5 cents, in order to obtain a total charge of \$1.50.

In answer to a request for advice from industry, IRS pointed out that the Forand (D., R. I.) Excise Tax Technical Change Act changed the admission tax to 1 cent for each 10 cents or major fraction thereof, of the amount in excess of \$1 paid for admission to any place.

Under that rate, the tax on admission would be 4 cents on an established price of \$1.45, and 5 cents on an established price of \$1.46, so it would be impossible to have a properly computed total charge of \$1.50. Also it would not be possible to devise combinations that will result in total charges for admission and tax of \$2.05, \$2.60, \$3.15, etc.

The sale of such tickets, IRS held, "would result in a collection of a greater amount of admissions tax than that which is legally due."

Franchon & Marco Pact Two Fairs

HOLLYWOOD — Franchon & Marco Agency has signed to produce two fairs, Russ Stapleton, head of the firm, announced.

New fairs include Merced Spring Fair, in Los Banos, April 29-May 3, and the Kings County Fair, Hanford, Calif., August 26-30.

The Los Banos event will run day-and-date for a portion of the National Orange Show, San Bernardino. Agency will provide the talent for the Polynesian-themed event. Schedule calls for stage shows, under canvas, the first four days, April 23-26, then five days of circus and stage shows the last two days. F. & M. will also supply stage and water talent for the show in the new Marina.

THE FINAL CURTAIN

BINKERED—Mark (Pistol Pete), 53, former circus mechanic and tractor driver, January 23 at Peru, Ind., of a heart ailment. Born in Peru, he was with shows of the American Circus Corporation. Later he was with Cole Bros., Hagenbeck-Wallace, Clyde Beatty, and Mills Bros. circuses. He operated the City Garage, Peru, for the past two years, and had a concession business along with his wife, Stella, who survives him. Also surviving are three brothers, all of Peru. Burial in Peru.

CLARK—Fred C., 82, January 20 in Dallas following a heart attack. (Details in Carnival section.)

CRAIG—William C., 75, active for many years in agricultural society activities at Vermilion, Alta., Turtleford, Sask., and North Battleford, Sask., January 17 in North Battleford. Survived by four sisters and two brothers.

KERR—Ellen Josephine, wife of the late Byron W. (Fido) Kerr, former outdoor showman, recently.

LEAVITT—Alden (Al), 56, carnival man for 35 years, recently of a heart attack in Tampa. Survived by his mother, Mae Parker; a brother, Harvey, and his stepfather, Howard E. Parker, Los Angeles, retired outdoor showman. Burial in Tampa.

MEYER—Hattie, wife of pitchman Morris (Red) Meyer, December 6 in Miami. (Details in Pipes column.)

NOBLE—Frank W. (Smiley), 59, former singer in vaude and burlesque and the husband of the former Anna McBee, who was known in circus and carnival circles as Anne Holdridge or Pat Noble, recently in Memorial Hospital, Worcester, Mass., after a long illness. He was a veteran of both World Wars, having seen service with the Canadian armed forces, and had also served with the Canadian and U. S. Merchant Marines. Besides his widow he is survived by a son and two daughters by a former marriage and a sister. Services and burial in Whitinsville, Mass.

RUSSELL—Dean, Roller Coaster operator on the Thomas Joyland and James H. Drew shows in past seasons, December 19 while on a business trip to New York. Survived by his widow, Ruth; a daughter, Loni, and two sons, Michael and Patrick, all of Miami.

SHINN—Fred W., 73, photo gallery operator, January 16 at his home in San Antonio after a long illness. In recent years he had photo galleries on the H. B. Pool, Roland Smith and Burdick Greater shows. Survived by his widow, Nellie; a daughter, Mrs. M. D. Smith, and a grandson, Marvin Smith. Burial in Showmen's Rest, San Jose Cemetery, San Antonio.

SHUBERT—Mrs. Gertrude, 57, who with her surviving husband, John, formerly did a contortion act with the Ringling-Barnum circus, January 3 in San Antonio. She and her husband had played the Palace, Hippodrome and the old and new Madison Square gardens in New York and had also appeared with the Sells-Floto, Hagenbeck-Wallace and Cole Bros. shows. During World War II she appeared in USO shows and with the E. K. Fernandez Circus in Hawaii. Other survivors are a sister, Aime Wagner, Pleasanton, Tex., and a brother, Don Williamson, Beeville, Tex.

TAYLOR—George, 90, retired performer, January 22 in Homer City, Pa., three weeks after the death of his wife, Nellie King Taylor, who died December 31. For over 50 years they had appeared together with circuses and carnivals, Taylor as a ventriloquist and acrobat, and Mrs. Taylor as a musician. Surviving is a daughter, Mrs. Ida Dunn, Columbus, O., where Taylor was buried January 26.

WILKINSON—W. G., 73, honorary president of the Moose Jaw (Sask.) Exhibition board and chairman of the agricultural committee, January 21 in Moose Jaw. Survived by his widow, two sons, a sister and a brother.

MARRIAGES

ANDREW-LOUCKS—Lloyd Andrew, Colby, Wis., and Donna Loucks, daughter of Lawrence Loucks, Fond du Lac, Wis., February 7 in Colby, Wis.

Goldie Scheible Renamed Manager

DAYTON, O. — Goldie V. Scheible was re-elected secretary-manager of the Montgomery County Fair at its recent reorganization meeting. Miss Scheible was also recently renamed executive secretary of the Ohio Fair Managers' Association.

Other officers of the local fair are Dale H. Studebaker, president; Mrs. Hamilton Shaffer, vice-president, and James B. Fleagle, treasurer. Named to the executive board, in addition to Studebaker and Mrs. Shaffer, were Edward Decker, Maurice Loose and Nelson B. Ross.

The '58 fair had paid attendance of 87,397 with paid and free estimated at 135,000. Total receipts for the year amounted to \$161,348, with expenditures amounting to \$159,548. Included in the latter was \$43,590 spent on capital improvements.

The fair received two honors at the recent State convention. It was adjudged the best balanced fair, and its flower show was ranked tops in the State.

Despite Rain

Continued from page 51
horse racing amounted to \$112,473.42, down more than \$20,000 from '57.

Schultz credited the Roy Rogers show, which grossed \$50,520.90 in six performances, with much of the success of the run. According to Schultz, the show aided in producing the grandstand profit. Total grandstand receipts were \$130,261.

Major construction during the year included enlargement of the race track from one-half to five-eighths of a mile and the addition of a starting gate at a cost of \$81,397.15; installation of more totalizer machines and enlargement of the pari-mutuel lobby, \$4,602.36; rebuilding of roofs on the agricultural hall and women's building, \$14,266.33; chain link fencing, \$2,935.98; final payments of various costs on the Coliseum and other improvements, \$11,605.71. In addition \$20,000 was paid for the retirement of \$300,000 in Coliseum bonds and \$10,666.67 was spent on interest. Balance on the building is \$260,000.

VANCOUVER, B. C. — The six-day stand of the "Ice Capades" at Exhibition Forum here (12-17) grossed \$95,000, \$7,000 more than last year.

Proceeds are split between the Vancouver Rotary Club and the Pacific National Exhibition, which sponsor the show. Several additional skaters from Vancouver were signed on at the auditions to join the three British Columbians, who joined the icer last year.

Carnival Routes

Blue Grass: Fort Myers, Fla. Royal American: Tampa, Fla. Scott, Turner, Rides: (Boardwalk) Daytona Beach, Fla., 2-24. Sugar State: Abbeville, La.

Miscellaneous

Matchstick City: Tampa, Fla., 3-14.

Circus Routes

Davenport, Orrin: Detroit, Mich., 2-15; Cleveland, O., 16-22. Hamid-Morton: Memphis, Tenn., 7-13. Polack Bros.: Fort Wayne, Ind., 6-8; Madison, Wis., 13-15; Louisville, Ky., 19-22.

Ice Shows

Holiday on Ice of 1959: Greenville, S. C., 3-7; Chattanooga, Tenn., 8-11; Atlanta, Ga., 12-22. Ice Capades, 18th Edition: Winnipeg, Man., 2-7; St. Paul, Minn., 9-15; Lincoln, Neb., 16-22. Ice Capades, 19th Edition: Washington, D. C., 2-11; Hershey, Pa., 12-24. Shipstads & Johnson's Ice Follies of 1959: Toronto, Ont., 2-6; Montreal, Que., 8-15; Boston, Mass., 17-March 1.

Legitimate Shows

Music Man, The: (Music Hall) Kansas City, Mo., 2-7; (Shubert) Chicago, Ill., 12-18.

SRO Pennants

Continued from page 51
rudo history from 1859 to 1959.

Three new arena acts showed at the 18 performances in the 10,000-seat Coliseum. They were the Zoppe-Zavata family of bareback riders; Billy Buschbom and Sir Roger, Liberty horse act, and Millage Becker and his three border collies. Other arena entertainment included the Billings, Mont., Black Horse Patrol and local riding groups.

Scheduled to swing into action Friday (16) for the \$61,290 pot, the first of the 358 cowboy entrants lined up for prize money a day ahead of time. Competition was so keen it was necessary to run off the first go-around of the open cutting horse contest and the novice cutting horse class a day before the show officially opened.

The management put up \$30,500, with the entrants adding \$30,790 in entrance fees. Fees were \$100 for the chance to rope a calf or wrestle a steer, and \$50 for each entry into the three bull and bronk-riding events.

Thursday night the 1958 Rodeo Cowboys Association champions were named and given awards. Chief award went to Jim Shoulders, of Henryetta, Okla., as best all-round rodeo performer and bareback bronk and bull-riding champion. Other awards went to Jim Bynum, of Waxahachie, Tex., presented a saddle as the bulldogging champion; Dean Oliver, of Blackfoot, Idaho, calf-roping champion; Marty Wood, of Bowness, Alta., saddle bronk champion, and Ted Ashworth, of Merced, Calif., team roping champion.

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'Music Man' Tops KRNT Aud Record

DES MOINES—"Music Man" set an all-time record for eight performances at the KRNT Auditorium. The show played January 12-17 and all shows were capacity, including the two matinees.

Attendance exceeded 33,000 and the gross was around \$132,000. Manager Henry Wiemann, of the auditorium, reported the gross was about \$6,000 ahead of "My Fair Lady," which played here for a week in 1957.

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CARL CARSON
Who Went Away March 29, 1953.
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EMILY & DAVE FRIEDENHEIM

IN LOVING MEMORY OF

GLADYS MACKKEY

"who was with it and for it"

Died February 7, 1957

BILL and STELLA AUBIN

IN LOVING MEMORY OF

GLADYS MACKKEY

Who was called away February 7, 1957

JERRY, BEVERLY and DANNY MACKKEY
and the **MEREDITH FAMILY**

IN LOVING MEMORY OF
MY MOTHER

CARRIE MANGEAN

Who passed on February 12, 1957

HAZEL MANGEAN

Cristiani Business Poor As Shows Saturate Miami

MIAMI — Appearance here by the Cristiani Bros. Circus drew a good promotion but very poor gate, and the date turned out to be a loser, it was learned last week.

The show was one of three in Miami and Miami Beach in quick succession. Apparently none of the shows was going to come out of it very successfully. Besides Cristiani was the Dave Endy-Frank Wirth show, and Ringling-Barnum

currently is in the Miami Beach Exposition Building.

Collections on promotions were reported off. Of Cristiani's \$40,000 advance sale, about \$30,000 has been collected and there is question about whether the remaining \$10,000-plus will come in. The collections for Ringling also were said to be off.

The Cristiani date was sponsored by a television personality, Jim Dooley, who also had a midway with independent ride operators and a display of mobile homes on the lot. Ringling wait paper was reported in the area. Lot was hit by high wind one day. Features included the Cristiani's, Pat Anthony's Lions and Jack Joyce's Camels.

One factor affecting Cristiani was weather, but show sources placed most blame on a conflict between auspices of the two shows in the city and resulting "boycott" by newspapers.

MORE ADS

Famous Cole Signs Moore, Acts, Staff

HUGO, Okla. — The Wayne Newmans, Tom and Tiny Twist, Charles and Shirley Rex working elephants, three dog acts, trained bears, seals and a camel act are to be in the 1959 performance of the Famous Cole Circus, according to Glen J. Jarmes, part owner of the show.

Bill Moore has been contracted as special agent to work in routing, national ads and special promotions.

Also named were Red Foker, superintendent; Corky Clark, assistant superintendent and electrician, and John A. Frazier, general agent. New paper and dates will be from Central City Show Printers. Frazier has 22 towns contracted, 20 of them being sponsored.

Keller Animals For Cleveland

CLEVELAND — George J. Keller will replace Clyde Beatty as the wild animal act for Orrin Davenport at Cleveland. The remainder of the Cleveland Grotto Circus, February 16-22, will be the same as for the Detroit Shrine Circus. The Cleveland date is sponsored by the Grotto.

A man in Nairobi, Kenya, has located an eight-foot eight-inch giant and hopes to interest American showmen.

BOOK REVIEW

Chindahl Book Is Concise, Fresh, Useful

By TOM PARKINSON

Newest in the stream of circus books is George Chindahl's "A History of the Circus in America," published by Caxton Printers of Caldwell, Ida., at \$5. Chindahl was CFA national historian until his death a little more than a year ago.

This book is not like the big picture volumes or the several biographies published recently. It answers a different need and is not duplicated by others. It will have use and interest to troupers, publicists, writers and fans.

It starts off with excellent art for the dust jacket, a point overlooked by some other books. There is a series of more than 40 photographs dating from the first elephant in America and the time circus ads in Los Angeles were Spanish to the Sanguin-Miller spool truck. There are 279 pages crowded with information. It is concise for the most part—some times too brief on certain angles—and thoroughly documented with footnotes, credits and sources. It is methodical, specific and definitive, reflecting Chindahl's background as a patent attorney.

Lists Titles, Stunts

The book is history of not just titles or people or wagons or other parts, but of all phases of the circus. It is the first to make great use of The Billboard and New York Clipper files as source material. There is a list of various types and variations of circus acts and stunts. And further there is a section of more than 30 pages of show titles, the most complete and correct list published.

Body of the book is circus history, and its organization is quite different from others. Its extreme conciseness is one difference. But still it includes more about many points than is found in other books. Among these points are the first circuses in America, the first rail shows, first show train to the West Coast, early truck shows and use of trailers. Mexico's circus history is mentioned several times. The book takes up early circus in America, Civil War period, rise of railroad shows, golden age of circuses, decline of rail shows, growth of motorized and indoor shows and a section of commentary. The latter comments about seats, menageries, concerts, music, Side Shows, bill cars, labor relations, financial returns to owners, attitude of the public toward circuses and future of the circus. There are paragraphs about Hunt, Mills, Kelly-Miller, King, Cristiani and Dailey shows as well as many earlier ones.

UNDER THE MARQUEE

T. Dwight Pepple is back in action after spending a few days in a hospital. . . Emmett Kelly and The Rebertes appeared at the Chicago Auto Show last week. Kelly was featured in the Dodge exhibit and Rebertes, comedy acrobatics, were working in the Barnes-Carruthers revue.

Bette Leonard, Wichita, Kan., writes that she recently saw Bud and Rose Carlell, Australian whip crackers and ropers, with the Harlem Globetrotters for their fourth year. Velma and Jack Harrison are with the Rex Bros. unit playing Texas. Freddie Klaus, concessionaire, is in Veterans Hospital, Oklahoma City, and would welcome mail. Eva May and Joe Lewis are spending the winter in Ruskin, Fla. Joe and Elsie Tracy will have their miniature circus in a bank at Erie, Pa., in April. Dr. Robinson, Ithaca, N. Y., physician, is spending his vacation at Sarasota watching the Ringling rehearsals. Hamid-Morton will play Wichita March 9-14. Jimmy Jimenez, Kansas CFA, will give a circus talk to a farm group in Atchison in February. George Keller has added one male and two female lions to his act. Bob Devinney is framing a traps act for the coming season.

Eugene (Cap) Christie had a write-up in the January 18 Moline, Ill., Times-Democrat. Christie is director of animals at the new McLain Wild Animal Farm near Moline. He will work three lions there this summer.

Charles (Kid) Koster, recently posting Chicago for "Two for the Seesaw," was a subject for George Murray's column in The Chicago American. Earlier Koster landed in The Chicago Daily News in a piece headed "He's the Last of the Second Men."

Plans Go On For New Show With King Title

SARASOTA, Fla.—Plans for a new circus operated by a group of Cristianis and concessionaire Tom Kennedy are progressing.

The show will move on about 12 trucks and will be entitled King Bros. Circus. Title is leased from Floyd King, who has no other connection with it. Agent will be Charles Underwood.

Benny Cristiani is to be general manager. He and the other family members in the show are cousins of the Cristianis who operate the larger Cristiani Bros. Circus.

Show officials have made no formal announcement about their plans but work on the proposed show is going ahead.

Peter H. Lindemann was honored Saturday (24) by the Ripon, Wis., tent of the CFA at Sheboygan, Wis. Many people in attendance had been with Seils-Sterling Circus, which was owned by the Lindemann brothers from 1919 to 1938.

Chief (Frank) Canoe, who has been with many circuses and carnivals in the U. S. and Canada since he joined Buffalo Bill in 1911, is in the Shaughnessy Hospital, Vancouver, B. C., with cancer and would appreciate mail.

Clyde W. Parke and his miniature circus were subjects of an article in the January 25 Commercial Appeal, Memphis, that included two large color photos.

Lew Christensen, of the Aerial Christensens, made the Wisconsin fair meetings. They expect to leave Sheboygan for indoor dates in February.

Alberto Zoppe is in Flower and Fifth Avenue Hospital, New York, for a hip operation and would appreciate hearing from friends. His riding act will open in May with Clyde Bros. Circus and will include Cucciolo again.

Ed Widaman, George J. Keller, Grace McIntosh, Paramount Bears, Merle Evans and Louis Nagy were on a TV show from the Grand Rapids (Mich.) Civic Auditorium Sunday (25) showing preparations for the Shrine Circus produced by Orrin Davenport there.

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Can place several Men for dates just opened. Pay daily. Book, banners and tickets. Fire Department sponsor here and at Champaign, Ill.; K. of C. in Bloomington, Ill. Call
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Beatty Act Moves by Rail; Spool Due; Show Paints Cages

DE LAND, Fla. — A special baggage car left Clyde Beatty-Cole Bros. quarters here with Clyde Beatty's animals and props for his 20th year as a feature of the Detroit Shrine Circus.

William Green, boss mechanic, is readying the rolling stock with three assistants. The new spool truck is slated for a February delivery. Most of the cages have been painted and are ready for the road. Tom Clark is superintendent of the winter quarters crew.

George Werner, superintendent of canvas, was recently visited by

Robert H. Whatley, an assistant, in Hot Springs. Kilowat Fitzpatrick has returned to quarters from Sarasota. Frank McClosky and Walter Kerman, managers, have returned from New York City. Floyd King, general agent, is working out of De Land.

Recent visitors include Jerry Collins and Randolph Calhoun, Sarasota; Frank Orman, legal adjutor, Fort Lauderdale, Fla.; Edward Barrack, Rochester, N. Y.; Capt. C. A. Lick Jr., Fort Smith, Ark.; James H. Drew, Augusta, Ga., and Bob Snowden, Callahan, Fla.

Coney, LeSourdsville Report Minor Damage in Ohio Flood

CINCINNATI—Southern Ohio's two parks, Coney Island here and LeSourdsville Lake Park at Middletown, escaped with minor flood damage when a heavy rain storm Wednesday (21) sent the Ohio River and tributaries out of their banks.

Coney President and General Manager Edward L. Schott said that Ohio River water at the 55½-foot crest, three-and-a-half feet over flood stage, did not cover all of the park grounds and that the flood was a "bargain" in comparison with past experiences. The park removes much perishable equipment at the close of each sea-

son. This flood made necessary removal of only four vans of additional equipment, and the only other expense involved will be a clean-up job.

Four to six feet of water from the Great Miami River got into 33 cottages at LeSourdsville, said Manager Don Dazey. In addition, water got into lunch stand, the work shop, washed gullies in some park roads and made necessary removal of some motors of water pumps, compressors, etc. Furniture losses of a minor nature were incurred in cottages. Like at Coney, a clean-up job is involved. Water did not reach the midway.

Ocean Beach Sets Voting For Chairman

NEW LONDON, Conn. — Rates for the 1959 season and election of a chairman for the year will highlight the next meeting of the Ocean Beach Park board, which supervises the city-owned-and-operated Ocean Beach Park here.

The board is considering a proposal to allow Connecticut Company buses to enter the park and stop under the portico canopy between the bathhouses and the Gam Building. The canopy, it was noted, would provide weather protection for patrons.

A board spokesman, advocating that the canopy would provide weather protection but that there might be complications when the parking lot is crowded.

Also under consideration is acquisition of equipment to sift and clean the beach's sand. Beach Superintendent Augustus B. Menghi has disclosed that anywhere from \$8,200 to \$22,000 would be needed. As a consequence of this news, some board members are thinking in terms of leasing similar equipment from State sources.

Asbury Park to Repeat Miniature Golf Tourney

ASBURY PARK, N. J. — This resort city is again promoting its International Miniature Golf Tournament, the first such effort last year having met with success.

Top prize this year will be a Fiat automobile, instead of the \$500 government bond offered last season. George Zuckerman reports from the Convention and Visitors Bureau which is handling the event.

Twenty-five courses participated in 1958, and reports indicate substantial increases in business from players who were attracted to the possibility of becoming the world's miniature golf champion. Bert Steinberg, who runs Dufferin Golf Course in Toronto, claimed getting 176 entries in the tourney, plus substantial local publicity on all news media. His finalist was runner-up here.

Renewals Promised

A large proportion of courses taking part in 1958 have indicated willingness to renew for this year. The event is run on an area franchise basis. Zuckerman said the Fiat company indicates it will exhibit a car at as many courses as possible.

Tourney ought to begin around Easter time and run thru the week following Labor Day. Literature will be going out shortly. Zuckerman said while most participating courses reported fine publicity and business results, there were a couple of discordant notes. Upon checking into the cases, he said, it was evident that the operators in-

involved did not promote properly or sufficiently.

Many local TV, radio and sports outlets were willing to cover the local tourneys when course operators approached them after initial releases were sent from Asbury Park, where the finals were to be held at season's end.

NAAPPB Planning To Send Plaques To Europe Hosts

CHICAGO—Plaques soon are to be sent by the NAAPPB to each of the European park people who hosted the NAAPPB traveling park men last fall.

John S. Bowman, NAAPPB secretary, said that the board of directors is sending the plaques at the suggestion of John S. Bowman, NAAPPB vice-president and who was chairman of the touring group.

Among those to receive the plaques will be Ronald Pieterling, of the British park association; Leonard Thompson, of Blackpool, England; Billy Butlin, of London; Eric Iles, London; Mickey Hughes and his German associates; Henning Soagar, Copenhagen, and officials of both Belgian and American set-ups at Brussels World's Fair.

ROLLER RUMBLINGS

BSROA Exclusive Rep At MARSII Trade Shows . . .

ATLANTA—The long-smoldering question of how rink operator associations are to be represented at industry trade shows was settled by what is said to be an unprecedented move by the Manufacturers' Association of the Roller Skating Industry in awarding exclusive representation rights to the Roller Skating Rink Operators' Association of America.

The action was taken on the eve of the opening of the MARSII trade show here, and represented a choice between the sole representation granted and three alternatives under consideration:

1. To allow both BSROA and another operator association representation.
2. To grant exclusive representation to the second group.
3. To cut the knot by having no operator associations whatever represented.

Recognition of the BSROA will mean official representation for some 600 member rinks representing indirectly about 30,000 registered amateur skaters.

Mineola Sets New Girl Scout Badge Class Series . . .

MINEOLA, N. Y. — Another series of classes for Girl Scouts interested in working for their skating badge started January 3 at Earl Van Horn's Mineola Roller Rink. These consist of 10 one-hour classes at a cost of \$5, payable in advance, the price including rental of shoe skates.

Classes cover Parts 1 thru 9 of the skating badge. Parts 10, 11 and 12 are covered by troop leaders. The rink gives girls skating and written tests at conclusion of the series, with copies of the letter sent to troop leaders. Suitable prizes are to be given by the rink for Parts 4 and 5.

Upcoming at the rink is a February 13 Valentine party at which 100 boxes of candy will be given to the first 50 couples completing a matching hearts contest. Another Western night is slated for March 6, with prizes going to the boy and girl wearing the best costumes.

People-to-People Program in Action . . .

CINCINNATI — Sam Driver, amateur skater of Bombay, India, is the proud recipient of an American flag, especially flown for a day on the U. S. Capitol, in response to his request to a pen friend in America.

This is an example of the activities of the People-to-People program sponsored in 1956 by President Eisenhower to encourage American citizens to develop personal contacts with people of other lands as a means of promoting peace.

Three years ago Driver established such a contact with Vi Koch, editor of Skating Reporter. Recently Driver wrote for a flag of this country, and Editor Koch bought a flag and had it flown for a day on the Capitol before sending it to him.

Rollery Skedded for Southampton, Pa. . . .

SOUTHAMPTON, Pa. — A roller rink will be constructed in the new Southampton park scheduled to be completed early in 1959 in this suburban community. Rink is one of several projects under development in the park, according to officials in charge of the industrial development area designed to bring industry here.

Burglars Strike Port Park Roller-drome . . .

CHARLESTON, S. C. — Thieves broke into Port Park Roller-drome in the Hanahan district of Berkeley County January 19 and stole \$27 from a cash box and an undetermined amount of money from drink machines.

Richmond, Va., Kid Spot Ups Ticket Prices

RICHMOND, Va. — Ticket prices at Kiddie Land Park have taken an increase from the scale used for several years. Willie Lewis, operator of the layout, has hiked tickets to 15 cents, four for 50. Previously they were a dime, six for 50.

Location is 3500 West Carey, adjoining the city's largest Colonial Stores supermarket and drug outlet. Lewis has 11 kiddie rides plus a 40-foot Merry-Go-Round. Assisting him is son W. T. Lewis Jr.

Lewis also has a bazaar business. Forty-four years in the outdoor show field, he was with carnival operator John Marks for 30 years and also toured with the World of Mirth for six years, and Ross Manning Shows for two years. He has been business manager with the L. I. Thomas Shows in recent seasons.

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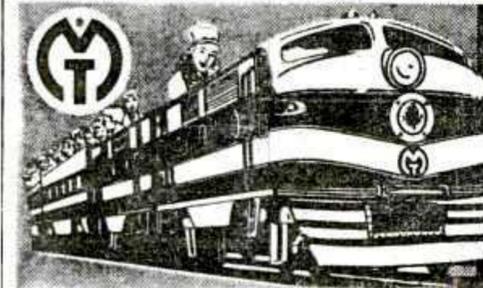
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Tivoli Makes Report On 1958 Operations

COPENHAGEN—How Tivoli's costs compare and contrast with those of U. S. parks is shown by the famous Danish park's annual report.

It shows rental to the city, \$105,924.82; real estate tax, \$44,582.26; income tax, \$82,226.78; insurance, \$27,876.23; maintenance and utilities, \$168,181.92; grounds, \$76,093.94; pantomime theater and outdoor stage, \$85,871.65; music, \$194,637.72; special events, \$63,752.46; office, \$73,847.75; and advertising, \$36,372.75.



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ILLINOIS ASSN. CONVENTION CLEARS TRUCK SHOW PROBLEMS

Re-Elect Paul Powell; Plan Queen;
Pitch for Agriculture Hall of Fame

By CHARLIE BYRNES
SPRINGFIELD, Ill. — The Illinois Association of Agricultural Fairs crammed a lot of business into its three-day convention here Sunday thru Tuesday (25-27), not the least of the items being clarification of highway truck laws that have been working hardships on carnivals, rodeos and other traveling attractions working fairs and other dates in the State.

As a service to its associate members, the association had Robert Cronson, assistant secretary of state, backed by two advisors, on hand to explain the intricacies of the law to the show owners.

Cronson explained that all vehicles other than passenger cars, came under the rulings. Shows based out of Illinois and carrying out-of-State licenses are permitted to travel over the State's highways by obtaining a reciprocity permit and plate at no cost. Applications for these may be obtained by writing the secretary of state, Springfield.

The show operators were warned

that every truck entering the State must undergo a safety test at the first station on their route. This sticker is good for six months. This, too, can be avoided, he said by having trucks rated as private carriers by the Interstate Commerce Commission. This rating will permit trucks to enter Illinois without going thru the testing lanes. The show reps were also warned that house trailers 50 feet and less can move on Sundays and holidays, but those over that length are banned from the highways on those busy days.

The convention re-elected Paul Powell, Vienna, as president following a procedure that has put most presidents in for two-year terms. Also renamed were C. H.

Hough, Sandwich, and Wilbur E. Layman, Lincoln, first and second vice-presidents, respectively, and Clifford C. Hunter, Taylorville, secretary-treasurer. Directors are Clyde Lee, Fay Stumpe, John Hubby, Wilbur G. Colburn, Wayne Carter and Paul Stenger.

Powell and Hunter both urged the county fairs to hold a queen contest this year in celebration of the 50th anniversary of the association. The finalist will be selected at next January's convention and will then be sent to Chicago for the national finals at the annual outdoor meetings in Chicago.

The association, in a resolution passed unanimously, urged that the proposed National Agriculture Hall

(Continued on page 59)

DISPLAYS AND TALENT

Va. State Charts G.I. Arena Show

RICHMOND, Va. — The Virginia State Fair's outdoor arena will be used this fall for military displays, rather than rodeo-type shows as in the past. J. A. Mitchell, general manager, said all Armed Forces will have static outdoor exhibits and are being invited to present talent displays on the ground and on stage.

Mitchell cited the availability of military bands, marching groups

and choruses which ought to build interest in the arena show.

Also set on the talent side for the fair are the Buddy Gates all-girl thrill show on opening Friday night, the Jack Kochman Hell Drivers on Saturday, and motorcycle racing on Sunday. Monday will feature the Statewide beauty contest finals.

Gene Autry will be featured from Monday thru Saturday in a show signed thru GAC-Hamid. On Tuesday of fair week, kids' day, a morning show will probably be required, Mitchell said. Closing Saturday afternoon will have midget auto races promoted by Sam Nunn. Midway will feature the Celin and Wilson Shows.

Isabelle Whall Joins Deutsch

SAN FRANCISCO — Isabelle Whall's Fun Unlimited is now affiliated with the Milton Deutsch Agency, Inc., Beverly Hills, and Miss Whall will work with George Burke, formerly of GAC-Hamid's Beverly Hills office. Her agency was affiliated with GAC during 1958.

Deutsch said Miss Whall will specialize in packaged deals for fairs. Miss Whall said that she is getting together a Western package as well as an Indian fantasy, the latter featuring Princess White Buffalo.

Fun Unlimited will continue to operate under its own title, having recently taken over a local agency, Consolidated Artists.

Cedar Rapids Adds One Day

CEDAR RAPIDS, Ia. — The All-Iowa Fair has expanded its run to eight days, one more than in '58, and has revamped its attractions program, Andy Hanson, manager, announced.

Fair will present three days of auto racing, brought in by Frank Winkley's Auto Racing, Inc.; Aut Swenson's Thrillcade for three nights; three afternoons of free acts in front of the grandstand; Gene Holter's animal show for one afternoon and one night, and the Judy Linn Show on one afternoon and two nights.

DENVER STOCK SHOW SALES SET RECORD

DENVER — The smiles grew as the week rolled by. It was official. The 1959 National Western Stock Show was the biggest in its 53-year history!

Called the West's most useful livestock event, the January 16-24 show is closely watched by both stockmen and businessmen who consider it an accurate Western business barometer for the coming year. And sales during the nine days reached an all-time high of \$11,665,000—almost \$2 million above the previous record year set in 1958.

South Boston To Enlarge Cattle Bldg.

SOUTH BOSTON, Va. — The six-day Halifax County Fair has been growing steadily in recent years, and part of the progress is credited with stimulating greater women's participation. Two years ago the flower show was used as a lure to the women and the response was very rewarding. Officials will be stressing this aspect of the fair more and more in coming seasons.

Of the 45,000 persons to attend in 1958 all but 5,000 were paid admissions, President R. B. Lawson notes. Two days were devoted to the children.

Fair has 14 acres, and added four of these in 1957. It was established in 1912 as a non-profit corporation. There is a 3,000-seat grandstand and buildings for farm products, livestock, poultry and flower show. Main work project this year will be expansion of the livestock building, in an attempt to build up the cattle show.

The midway will again be occupied by the O. C. Buck Shows. Secretary-treasurer of the association is E. B. Wilkins.

Ill. Meeting Draws Attraction, Supply Reps

SPRINGFIELD, Ill. — Although actual bookings, particularly by carnivals, was not too active at the meeting of the Illinois fair association here last week, the turnout of attractions and fair supply reps was big as usual.

Those on hand included Bea Hayward, Kenny's Attractions; Louis J. Berger, Olson Shows;

Wally Baptist, Larry Soberz, John Bodishbaugh, Ed Standley, Baptist Sound Systems; A. R. Crawford, Ray Dermody, Pinkerton Detective Agency; Bill Knoerler, Leonard Stilwell, C. Armbruster, Chick Frazee, Armbruster Tent & Awnings; Esther Speroni, Midway of Mirth Shows; Kurt Kuehn, Emil C. Guldenzopf Sr., Paul Jahn, Edgar Hunter, Gus Banschler, Regalia Manufacturing Co.; J. W. Porcheddu, Roger Coleman, Illinois Fireworks; Billy Senior, George Flint, June Rutledge, Mrs. W. E. Rutledge, Paul and Dolly Ledue, Barnes-Carruthers Theatrical Enterprises.

Jeff Miller, Walter Filler, Terre Haute Tent & Awning Co.; A. P. Travis, N. Perry Luster, National Racing Affiliates; Wilbur Miller, Barney Flynn, Peoria Micro Midget Racing Association; Anna Bunting, Bunting Enterprises; Charles King, E. O. Strayer, Peoria, Tent & Awning Co.; Kenneth Lee, Fair Publishing House; Ray Duckworth, United Speedways; William Schwartz, Mel Hummitsch, Hum-

(Continued on page 59)

200 Attend Rocky Mountain Annual Confab

Billings, Gr. Falls
Contract B-C Show;
Connelly Speaks

BILLINGS, Mont. — Close to 200 members of the Rocky Mountain Association of Fairs turned out for the annual convention here Monday and Tuesday (26-27) in the Northern Hotel. The turnout was one of the best in recent years, according to Cliff Coover, Shelby, secretary of the association.

Dan P. Thurber, secretary-manager of the North Montana State Fair, Great Falls, urged the delegates to modernize agricultural exhibits. Lex Connelly, secretary-treasurer of the Rodeo Cowboys' Association, traced the history of his organization and said it is not only for the contestants but also for sponsors, producers and stock contractors.

Ralph D. Mercer, extension agronomist at Montana State College, told the delegates that competition belongs in the agricultural divisions of fairs and it is the life blood of the events. Whenever competition has been eliminated at fairs, the fairs die, he pointed out. He also suggested that the fairmen employ professional assistance in dressing up agricultural displays.

Biggest news booking-wise at the meeting was the award of the attractions contracts at both Great Falls and Billings fairs to Fred H. Kressmann, Barnes-Carruthers Theatrical Enterprises, Chicago. The Billings dates are August 10-15 while Great Falls will run August 3-8.

Dates for the various circuits were set as follows:

A-2: Deer Lodge, August 21-23; Plains, August 21-23; Missoula, August 26-29; Hamilton, September 3-5; Kalispel, September 9-12.

B Circuit: Shelby, July 23-26; Lewistown, July 29-August 1; Scooby, August 4-6; Dodson, August 8-9; Havre, August 12-15; Basin, August 17-19; Powell, August 20-22; Glendive, August 24-26; Miles City, August 27-29; Fort Benton, September 4-6.

C Circuit: Terry, August 15-16; Forsyth, August 18-20; Baker, August 21-23; Sidney, August 24-26; Glasgow, August 27-29; Chinook, September 5-7.

Mordan Again Elected at Bloomburg

BLOOMSBURG, Pa. — Maynard P. Mordan has been re-elected president of the Bloomburg Fair at the annual reorganization meeting. All other officers were also retained, there being no contests at the election.

Serving with Mordan are Cortez Hartman, vice-president; J. Howard Deily, secretary; O. El Shipman, treasurer, and the following superintendents: A. R. Appleman Jr., parking and police; M. Paul Whitenight, concessions; John F. Boyer, agriculture; J. Fred Giger, livestock; Hartman, grandstand; George Pugh, arts and crafts; E. Myron Sands, poultry and pet stock; James Stradling, flower show and L. A. Zimmer, ticket takers.

10 Directors Listed for S. C. Group

COLUMBIA, S. C. — In addition to top officers chosen for the South Carolina Association of Fairs in its January 14 meeting here, 10 directors were named for the following year.

Directors are H. L. Kirby of Union, Ransom Williams of Myrtle Beach, Howard McCravy of Spartanburg, John W. Schwalm of Anderson, H. D. Black of Rock Hill, Julian White of Greenwood, Frank Sutton of Newberry, Frank Barnwell of Florence, R. B. Scarborough Jr., of Charleston, and George I. Free of Greenwood.

Heading the association will be Paul V. Moore of Columbia, chairman emeritus; Judge J. M. Hughes of Trangeburg, board chairman; Paul Black, of Spartanburg, president; J. Cliff Brown of Sumter, vice-president, and Tom Moore of Spartanburg, secretary - treasurer.

Among those registering for the convention were the following: R. J. Williams, Myrtle Beach; R. B. Scarborough, Charleston; J. W. Cabaniss, Charleston; Morris Vivona, Amusements of America; Julian White, Greenville; George F. Free, Greenwood; Bernie Shapiro, Southern Poster Printing; Jack Hammett and Milt Hinkle, K Bar M Ranch Rodeo; Mrs. George B. Moore, Spartanburg; Bob Conto, Kochman Hell Drivers; Oscar Buck, O. C. Buck Shows; Karl E. Nuessner, Greenville; Rob-

(Continued on page 59)

Colo. State Names Hart

PUEBLO, Colo. — Clifford Hart, Holly, has been named president of the Colorado State Fair Commission. He succeeds Sam Jones, this city, who was named to a new post of executive vice-president.

There will be no Sunday program this year with the fair starting on Monday and ending on Saturday night. Rex Allen and Betty Johnson have been signed as name attractions.

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this issue



Chase City, Va., Slates New, Expanded Buildings

CHASE CITY, Va.—The most extensive development program in many years is being undertaken by the newly-named South Central Fair, manager Garland Moss announces. Previously known as the Becklenburg County Fair, it adopted the new label in November, giving as a reason the broader geographic area being covered.

A 140-foot concrete block exhibit building is to be erected for the fall, and an existing building will be doubled in space by extending its length.

Moss said one of the most important parts of the project is the adding of more toilet facilities. A pending decision is the renovation of livestock structures.

Entertainment this year will include the L. I. Thomas Shows again on the midway, the K Bar M Ranch Rodeo on two days, Buddy Gates' thrill show on opening day, and a rock 'n' roll show

for one night. The fair's own beauty pageant will be held on Friday night of fair week, Moss said. Dates are October 12-17.

Good Turnout At Detroit

DETROIT — Attraction, carnival and fair supply representatives turned out in good numbers at the recent meeting of Michigan fair executives here.

Attractions people included: A. J. (Tony) Carl, Mrs. Alta Carl, Fred Cook, Helen Cook, James and Coralee Carl and John Bowden, A. J. Carl Shows; Cowboy Dave Karp, "The Tombstone Sheriff"; Henry A. Theodor and Arthur Harrover, Henry A. Theodor Co.; Dave Rosenberg, Triangle Poster; Roy Jones, Herb, Pickard, Charles Stackman and Mrs. Mary Stackman, Pepsi-Cola Co.; Bill Green Cinerama; John Lempart, showmen's supplies; Severin Hilo, Mrs. Harriet Hilo and Jimmy Waldon, Down River Shows.

John C. Polle, John C. Polle Concessions; Rod Link, Bud Davis, George Leonard and Leon Robinson, World of Pleasure Shows; Rogers Wohlberg, Haas-Wilkinson-Wohlberg; Vernon Ebrecht, Charles A. Lenz & Associates; Frank Prystas, Fair Publishing House; Randolph Avery and Sam J. Levy Sr., Barnes-Carruthers Theatrical Enterprises.

W. G. Wade Jr., Doug Wade and H. L. Anderson, W. G. Wade Shows; Val Campbell, Mrs. Glenn Jacobs, Mel Snyder, Herschel Johnson and Al Slaggett, Val Campbell-Gus Sun Agency; Eugene, Arlene and Pauline Skerbeck, Skerbeck's Amusement.

Mr. and Mrs. T. P. Eichelsdoerfer, Mr. and Mrs. Kurt Kuehn, Regalia Manufacturing Co.; A. F. Powers, Mr. and Mrs. A. Hart Sutton, Homer Smith, R. B. Powers Co.; John Anderson, Enquirer Printing Co.; B. Ward Beam, John Lonergan, B. Ward Beam Associates.

John F. Reid, Virgil P. Dickey, Jerry Reid, Robert Reid Happyland Shows; James Sorgi, American Fireworks; Vince Chouinard, Advance Novelty; Issy Cetlin, Cetlin & Wilson Shows; C. T. Rotroff, All-Girl Auto Thrill Show; Onet Laabs and Ralph Callear, Spike Lawrence Trophies; Bob Van Cleave, Helicopter Airways; W. O. King, W. O. King Jr., Bill Postelwaitte and Clint Lowery, DeLuxe Rides; Floyd E. Gooding, John F. Enright, Bob Cashner, Gooding Amusement Co.; Margaret Klein, Mr. and Mrs. Robert Kaltenbach, Klein's Attractions; Hugh Simpson, Larry Mitchell, Frances Dubay, Showby Simpson; Frank Taylor, Ernie Young, GAC-Hamid, and Don Fleenor, Thunderbird Hell Drivers.

Three Named To So. Dakota State Board

PIERRE S. D. — Three new members of the board of the South Dakota State Fair, Huron, have been appointed by Governor Ralph Herseeth.

They are Frank Sanderson, Huron; Bryan Doyle, Delmont, and Chester Gullickson, Bath. A successor for Kenneth E. Balgeman, who resigned effective April 1, is expected to be named at a later date.

Cincinnati Fair Mulls Request for Drive-In Location

CINCINNATI — Hamilton County commissioners were asked Tuesday (20) to lease Carthage Fairgrounds here for use as a drive-in theater.

The request was made by Jack F. Goldman, of Theatres-Concessions, who said the drive-in would not interfere with use of the plant during the fall fair. He said his firm would build and operate the drive-in and that he believed the county could make money thru operation of the theater.

Commissioners referred the request to the Hamilton County Agricultural Society, operator of the fairgrounds. The county owns the fair plant and it is under jurisdiction of the commissioners.

Illinois Assn.

Continued from page 58

of Fame be located in Illinois and that Springfield was the logical site.

Ed Lorack, Mendota, and Wilbur Layman, Lincoln, spoke on name attractions during the open discussion periods, both of them urging the fairs to try them for more profit. Ray Swanson, Galesburg, was one of the busier delegates at the sessions, heading up general discussion panels on two occasions. Others participating included Mrs. James Walsh, Walter E. Wagner, C. H. Hough, Ed Parker, D. L. Morrison, Roy Roberson and Dean Bartel.

Lieut. Gov. John W. Chapman and Stillman J. Stanard, director of agriculture, were key speakers before some 500 at the annual banquet in the Armory. Powell served as toastmaster with Earl Layman as emcee.

Talent in the show included Kay Hudson, Sherry Jean, Lou Morgan, Johnny Matson, Keynoters, Robi Brooks, Music Man, Bud Deitrich and Jim O'Neill.

Ill. Meeting

Continued from page 58

mitsch Theatrical Agency; Mike Drake, Chief Printing Co.; Mr. and Mrs. Clarence Slater, Mound City Shows; Stuard Tomber, Dick Mueller, C. R. Frank National Supply Co.; Russ Bigelo, R. B. Motor Speedway; Al Kunz, Heth Shows; Earl Backer, Blue Grass Shows; E. O. Stacy, Music Corporation of America; John Callagan Jr., concessions; Hub Luehrs, Ideal Rides; Max E. Willis, St. Louis Midget Racing Association.

Harry Smith, W. A. Shafer, 20th Century Shows; Russell A. Hackett, Hackett Amusements; Sidney Belmont, Alice and Lee Belmont, Belmont Amusement Service; M. H. Lines, E. G. Staats Co.; Raymond Steele, Albert Steele, Steele Amusements; Paul Drago, Drago Amusements; Jack and Sally Lindle, Lindle Shows; Roge Heim, Pepsi-Cola Co.; Gene O'Brien, O'Brien Food Service; Mike, Carl and Nick Zablo, Wabash Valley Tent & Awning Co.; Don Walker, Joe Smith Agency; D. J. Rohr, Rohr's Modern Midway; Jack and Louise Lindahl, Cal Razor, Boyle Woolfolk Agency; Paul Dispensa, Dispensa & Sons; Venita Rich, E. Louis Smith, Venita Rich Talent Contest; Ed Merriman, Marvel Shows; W. E. Mahaffey, Mahaffey Tent & Awning Co.

Mr. and Mrs. R. D. Reid, Wilson Famous Shows; Bill Tatham, Tatham Bros. Shows; Bill Reed, Kochman Thrill Show; Sherry Jean, Eddie Gromacki, Ted Tillman, Ted Tillman Associates; Gus Bell, Circorama Circus; Eddie Lee, concessions; Patsy Combs, Ken Bowman, Bowman Sound Service; Morris Lipsky, concessions; Mr. and Mrs. John Hansen, A-1 Amusements; Charles Zemater, Zemater Agency; Al Kaufman, merchandise; Aut Swenson, Tom Durant, Swenson Thrillcade; Ray Shute, Edna Deal, Ray Shute Theatrical Exchange; Bill Gullette, Imperial Shows; C. T. Rotroff, Rotroff International Girl Thrill Show; Gus Sun Jr., Gus Sun Agency; Don and Sam Greco, Gem City Shows; Everett Winrod, Monarch Exposition Shows; Clem Smith, Robinson Shows; Frank Taylor, GAC-Hamid; Roger Wohlberg, Haas-Wilkinson-Wohlberg Insurance; Buff Hottle, Romeo Dunn, Buff Hottle Shows; L. N. Fleckles, Fleckles Associates; George Ferguson, WLS Attractions; John Lempart, show supplies and equipment; Bob McKinley, McKinley's Rodeo; Buck Kidd, auto races; Gene Holter, animal circus; Fred Herrin, Paramount Fireworks Co.

Fair Meetings

Texas Association of Fairs and Expositions, Baker Hotel, Dallas, February 5-7. Bob Murdoch, 102 E. Locust Street, Tyler, secretary.

Western Pennsylvania Fair Exhibitors' Association, Penn Albert Hotel, Greensburg, February 7. H. W. Churns, 524 Alexander Street, Greensburg, secretary.

Arkansas Fair Managers' Association, LaFayette Hotel, Little Rock, February 9-10. Clyde E. Byrd, Box 907, Little Rock, secretary.

Kentucky Association of Fairs and Horse Shows, Kentucky Hotel, Louisville, January 22-23. L. (Doc) Cassidy, Box 73, Shelby Station, Louisville 17, secretary.

Oklahoma Association of Fairs, February 1-3. Biltmore Hotel, Oklahoma City, Harry James, 621 Court House, Oklahoma City, secretary.

Louisiana Association of Fairs and Festivals, Belmont Hotel, Baton Rouge February 14-15. Adolph Netter, Donaldsonville, secretary.

Mid-West Fairs Association, President Hotel, Kansas City, Mo., February 27. Maurice E. Fager, Mid-America Fair, Topeka, Kan., secretary.

Watson Re-Chosen Head Of Jacksonville Fair

JACKSONVILLE, Fla. — James N. Watson has been re-elected president of the Greater Jacksonville Fair Association. The annual meeting was held Tuesday (13) at the City Recreation Department office. Other officers were retained and Kay Armstrong secretary, was designated administrative assistant.

Plans for the 1959 edition include awarding of a midway contract. Competition for the mid-November date has been spirited as usual, and may not be decided until February. The executive committee will meet with applicants February 2 and make a recommendation to the general membership.

It was voted to appoint a full-time manager this year, a step which had been discussed following the passing of Ted Chapeau.

In the balloting there was a switch of offices between L. S. Gibson, who had been secretary, and J. L. Whittle, who had been treasurer. Executive vice-president is George G. Robinson and other

vice-presidents are Nathan L. Malison, Harvey Garland and Horace Denning.

Directors are R. A. Altobellis, William L. Beck, Mayor Haydon Burns, William T. Christy, A. D. Davis, C. H. Deaver, Clinton S. Ezell, James E. Gorman, M. F. Holahan Jr., Fred C. Hull Jr., Charles F. Johnson, Fred H. Kent, Martin Kutner, Joe Livingston, S. S. Lorimier, Oliver Matthews, Blanche Murray, John L. Rigg, Arvin Rothschild, Lamar Sarra, Gert H. W. Schmidt, Buford Styles, John B. Tomlinson, Tommy Tucker and Frank Winchell.

The two new directors are Christy, district manager for the General Electric Company, and Livingston, managing editor of the Jacksonville Journal.

Watson reported complete satisfaction with the 1958 fair, which exceeded previous attendance marks daily.

Grass Valley Inks Hicks' Rodeo, Bocklich's Circus

GRASS VALLEY, Calif.—Sam Bocklich's Fabian's Fabulous Circus and a full-scale rodeo will be featured at Nevada County Fair here, August 27-29.

Bocklich's contract was approved by directors at a meeting here last week. Show, which features ponies, dogs, seal and clowns, will appear during the four-day run. The rodeo, to be produced by Ray Hicks, will be featured on the nights of August 28-29, second and third nights of the fair.

Fair Manager Malcolm Hammill was authorized to proceed with plans for a road and sidewalk paving job to cost an estimated \$15,000.

Dixon, Calif., Hires Forbes

SACRAMENTO, Calif. — Max Forbes has resigned as secretary-manager of the Sacramento County Fair here, to take a similar post at the Dixon May Fair in Dixon effective January 31.

Forbes was appointed to the local post January 1, 1958, after serving as secretary-manager of the Plumas County Chamber of Commerce. He succeeds Robert McClure, who has joined the staff of Ted Rosequist, who is directing the planning of the new California State Fair & Exposition.

10 Directors

Continued from page 58

ert S. Farr, Pepsi-Cola Company; H. L. Kirby, Union. Also, Robert W. Turner and Cecil Spurlock, Charleston Heights; R. E. Schumpert and H. I. Attaway, Newberry; W. A. Schifley and J. M. Hughes, Orangeburg; James E. Strates, Strates Shows; Paul H. Graves, Oak Ridge, Tenn.; Tony Vitale Fireworks, New Castle, Pa.; R. N. Jones, Ross Manning Shows; George A. Hamid and Henry Hamid, GAC-Hamid, Inc.; H. D. Black, Rock Hill; E. B. Henderson, Regalia Manufacturing Company; J. Sib Dorton Jr., Charlotte; Richmond W. Cox Jr., Cox Agency; Paul V. Moore, Columbia; Frank Sutton, Newberry; A. B. Webb, Price Sound Systems.

Also, Aut Swenson, Swenson Thrillcade; Charles E. Johnson, Spartanburg; Mr. and Mrs. F. E. (Fernie) Spain, Columbia; Phil Cook, Lenz Insurance; Frank Bergen and Bernard Allen, World of Mirth Shows; Hoyt F. Pace, J. R. Townsend and A. J. Hurt, Pickens; J. Cliff Brown, Sumter; Willie T. Lewis, Richmond, Va.; I. Cetlin, Cetlin and Wilson Shows; J. Leon Gasque and W. L. Duen, Marion; John W. Schwalm, Guy Sullivan and J. H. Hopkins, Anderson; T. K. Hudgens Jr., Spartanburg; H. A. Funderbuck, Donald Parker and Louis M. Clyburn, Lancaster, and Joe (The Grinder) Corey.



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TAMPA PICKS MADDOX, JULIUS

Record 449 Votes Are Cast; Gilsdorf, Sprague, Sedlmayr Veeps

TAMPA — Earl Maddox was elected president of the Greater Tampa Showmen's Association and Harry Julius was re-elected treasurer in a record-breaking election here Monday and Tuesday (26-27). The opposition to the regular ticket which nominated a candidate for treasurer and nine for the board, succeeded in getting three board positions.

The polls opened at 1 p.m. on Monday and due to the record 449 votes cast, final counting was not completed until 4:45 a.m. on Tuesday.

Also elected were Dick Gilsdorf, first vice-president; Paul Sprague, second vice-president; C. J. Sedlmayr Sr., third vice-president, and Vernon Korhn, secretary.

Three directors elected on the second ticket were Jack Galluppo, Jack Rose and Harry Rubin. Named to the 25-man board from the regular ticket were Maury Brod, W. M. (Bill) Clain, Jimmy

Cyr, Sam Delaney, Jack Flynn, Doc Hartwicke, Bobby Hasson, Harry Hauck, Earl Kelly, P. W. (Slim) Kelly, Earl Meyers, Jack Norman, Roland Page, Bill Perrot, George Reinhardt, George Ringlin, David Schwartz, Joe Sciortino, Al Williamson, Jack Wright Jr., Eddie Yeager and Jack Young.

Strates to Spring 15 Cars, Tour 65

Redecking of Flats and Steelwork Continue; Batavia, N. Y., Contracted

ORLANDO, Fla. — Dates for the exposition in Homestead, Fla., preceding the James E. Strates Shows' Northern tour, are set for March 28 thru April 4. The show will head from there to Washington, D. C., its annual big spring date, with an appearance in between, in Savannah, Ga.

With less than a month remaining before the winter tour opens, work in quarters has been stepped up considerably. Strates will tour on 65 cars this year, all of which are on the show-owned siding here, and 15 of which are being refurbished due to being out of service for three years.

Work will continue in quarters during the Florida fairs. Under direction of Red Kelley, trainmaster, the job of redecking and painting 50 flatcars has neared its finishing point.

'Mouse' Wagons Built

Three recently-built semi-trailers for the Wild Mouse will be piggy-backed on the flats, as will several other units which have travelled overland in the past. Concessions will continue to move overland.

With a second new building now erected in quarters, the steel-wagon building program is on an assembly line basis. Crews are wrecking the old bodies while six welders affix steel bodies to the chassis. Three Ferris Wheel wagons have been completed recently.

The late falling of Labor Day this year created an 'extra week between the Erie County Fair, Hamburg, N. Y., and the New York State Fair in Syracuse. Filling the gap will be the Genesee County Fair, Alexander. Formerly held in Batavia, the event was moved to a new site several years ago when the old one was sold to Batavia Downs mutuel track.

I.T. AWARDED 5-YEAR PACT

NEW YORK—A renewal of the five-year contract with I.T. Shows at the Orange County Fair, Middletown, N. Y., was announced last week by Ben Strong, fair president, and Al Gard, vice-president and agent for the show who is also assistant to Strong. The show is playing the fair under an unexpired five-year pact. Also announced by I.T. was re-signing of the Great Danbury (Conn.) Fair and the annual at Flemington, N. J.

DATE CHANGES SPUR EASTERN BOOKINGS

Late Labor Day Causes Flurry of Action; Several Shows Vie for Allentown, Pa.

READING, Pa.—Eastern booking activities neared their climax last week at the Pennsylvania fair meeting. Altho most carnivals had their routes practically set by convention time, a flurry of unforeseen activity was required to set things right. A late switching of dates by fairs was the reason, as one after another belatedly reacted to the fact that Labor Day comes extremely late this year.

Amusements of America, Prell's Broadway and James E. Strates shows were among those affected. Strates, with Clearfield running August 3-8, encouraged Butler to run the previous week, to avoid conflict. The show will jump from there to Hamburg, N. Y.

Prell's had a Huntington and Carlisle conflict to iron out, and Amusements of America was faced with Bedford's shift to the week occupied by Hagerstown, Md. This was ironed out, making the early orders of fairs as follows: Hughesville and Bedford, Pa., and Cumberland and Hagerstown, Md. The Vivona-owned midway also added Honesdale, Pa., to its list.

Allentown Not Awarded

At the convention's end, the midway for the Allentown (Pa.) Fair was still unsigned with several shows in the bidding.

Carnivals and other providers for fairs took encouragement from the association's indication that it would run a week earlier with its meeting dates next year. New York's association will meet Monday and Tuesday, January 24-25. Pennsylvania will meet during the period between Richmond, Va., and Albany, N. Y., thus eliminating the one-week gap that drew some objections from showmen this winter.

The meeting here was the most heavily attended in the East, with more than 20 midways represented. They included World of Mirth, James E. Strates, Cetlin & Wilson, Amusements of America, Prell's Broadway, Penn Premier, MD Amusements, I T Shows, Active Bazaar Company, Heller's Acme, Roxy Gatto Rides, Barstow Amusements, Reithoffer, Smiley's Amusements, Eddie's Exposition, Morris Hannum, Lawrence Greater, Manning, Kenn-Penn, Beam's Attractions and George Clyde Smith.

Bingo Units Signed With Shows in East

RICHMOND — Several bingo items turned up at the Southern fair meetings. In one, Al Dorso set a refurbished 300-seat unit with the Marks Shows, in addition to his bingo with Cetlin and Wilson. This will be one Dorso has had, and which will be getting a new top and other improvements.

Paul Botwin, of Columbia, S. C., is set to rejoin the Page Combined Shows but will also field a second spread on another show, as yet unannounced. One is a 120-seater and the other a 160-seater.

Tommy Arger will have his bingo on the Penn Premier Shows and Harry Weiss will be on Prell's Broadway Shows, as in 1958.

Three Injured In Ohio Crash

BLUFFTON, O.—C. W. (Bud) Davis, manager of the World of Pleasure Shows, and associates, Leon Robinson and Rod Link, received injuries Tuesday (20) near here in a head-on collision with a semi-trailer. Link's car was demolished in the accident.

All were taken to Community Hospital, Bluffton, where Davis (Continued on page 63)

Boston Club Gives to 4 Institutions

BOSTON — The entire charity fund which was accumulated by the New England Showmen's Association in its initial year of existence has been distributed equally among four institutions, Mack Clayton reports.

Receiving charities are the Home for Little Wanderers, an orphaned children's institution; Boston Floating Hospital, a cardiac service; Morgan Memorial Day Nursery, a child care home, and the Nursery for the Blind and Blind Guidance, where blind children aged four to 14 are cared for.

Clayton is acting executive secretary in the absence of Joe Freedman, who is vacationing. The club, at 276 Tremont Street, will be redecorating its quarters on the advice of a committee named for this purpose. The meeting room and lounge will be refurbished, as will the office. The cloakroom will be enlarged and partitioned from the kitchen.

Frank McTeague, first vice-president, presided over the Monday (20) meeting.

Fred C. Clark Passes at 82

DALLAS—Fred C. Clark, 82, passed away here at his home January 20 following a heart attack. Clark had been active in outdoor show business for the past 46 years with various shows, including Brown and Dyer, Johnny J. Jones, Hennies Bros., and Rubin & Cherry Shows.

For the past 12 years he was with the Murphy-Pugh-Lindsey midway operation at the State Fair of Texas. Dallas. Clark was a member of the Lone Star Showmen's Club of Texas and Elk's Lodge #71 here.

Survivors include his widow, Oberita, and a son, Roselle. Internment was in Lone Star Showmen's Rest here.

PCSA Launches 1959 Drive for Members

LOS ANGELES—A concerted drive for members will be made by the Pacific Coast Showmen's Association. Art Andersen, president, said as he named Sam Dolman, chairman, and Sam Steffin, co-chairman, of the membership committee. Andersen also announced other committees and members.

The membership committee also includes Jack Lee, William Davis, C. E. (Candy) Moore, Larry Ferris, Toney Martone, Joe Blash, Morrie Schiller, Joe Steinberg, James Smith, Frank Robinson, Joe Williams, John Snobar, Lloyd Hilligoss and Lamott Dodson.

Other committees named are: Finance, Moe Levine, chairman; C. F. (Doc) Zeiger, Joe Glazy, Everette W. Coe, Mike Krekos, Dick Searce and Eddie Harris; Ways and Means, Dick Searce, chairman; Matthew (Jimmy) Lantz, co-chairman; Jack Lee, Ed Hellwig, William Davis, Steve Vaughn, Joe Steinberg, Sam Dolman, Charles Welch, Joe (Red) Dauer, Larry Ferris, Sam Steffin, Dick Havan, Al Rodin, Jack Kent, A. J. Whalen, Hunter C. Farmer, Joe Williams, John Snobar, Alex Freedman and Bob Banard.

House committee, Charles Austin, chairman; Art Thompson, Ernest McCarthy, John O'Kelly, Harry Shreve and George Surtees. Welfare, Harry Phillips, chairman; Steve Vaughn, John O'Kelly, Lee Smith, Ed O'Kelly, Toney Martone and Tom Condron. Legislative, Joe

Glacy, chairman; Ted LeFors, William Hobday, Mike Krekos, William Meyer, Harry Myers and C. F. Zeiger. Public Relations, E. W. Coe, chairman; H. G. Farmer, Matt Herman, Rudy Jacobi, Al Blake, O. N. Crafts, Ernest Fitzgerald, Frank Warren and Jack Shaffer. (Continued on page 63)

San Francisco Club Plans Activities, Names Committees

SAN FRANCISCO — Planning Show Folks of America activities into 1960, Harry Myers, president, has named Mike Krekos and Earl Leonard to head the banquet and ball committee, one of those announced at the regular meeting last week (19). Krekos will be chairman and Leonard co-chairman. Other members of the banquet committee are Al Rodin and Bobby Cohn.

Committees and members also named include: Cemetery, Alex Freedman, chairman; Eddie Hellwig, co-chairman; Mike Krekos, Jack Christensen, Charlotte Porter, E. S. Fitzgerald and Oscar Mattley. Finance, Harry Martin, chairman; Eddie Hellwig, co-chairman; Charles Albright, Ray Cox, O. N. Crafts, Bobby Cohn, E. S. Fitzgerald and Dick Searce. House, Earl Leonard, chairman; Charlotte Porter, co-chairman; Ewell (Slim)

Harrison, Sam Lasky, Mary Richards, Jesse Gomez, Barney Stevens, E. S. Fitzgerald, James Redder, Dick Searce and Ernest Santini.

Publicity, Art Craner, chairman; Bobby Cohn, co-chairman; Sam Abbott and Al Rodin. Sick-Relief, Earl Leonard, chairman; Charlotte Porter, co-chairman; Mary Richards, George Simmonds, Lola Cox, Oscar Mattley and John Provenzale. Ways and Means, Al Rodin, chairman; Eddie Hellwig, Sam Lasky, Al (Moxie) Miller, William Meyer, John Provenzale, Oscar Mattley, Teddy Texeira, Harry Martin, Barney Stevens and John Lynch. Entertainment, Oscar Mattley chairman; Bobby Cohn, James Redder and Sam Lasky. Special Events, Bobby Cohn, chairman; Al Rodin, Sam Lasky, John Provenzale, Jesse Gomez, Flossie Fitzgerald and Mike Krekos. Grievance, (Continued on page 63)

There's No Trick . . . to finding GOOD BUYS in Used Equipment . . . just look over the many ads in the Classified Section this issue



MIDWAY CONFAB

Henry Meyerhoff, former carnival man, is living in retirement with his wife in Penticton, B. C. Meyerhoff will be 75 years old on March 2. . . . Larry Martin, Carmen Del Rio and Col. Lew Alter attended the recent Pennsylvania fairs meeting in Reading. Miss Del Rio, currently working as a cook in the American Airlines airport, Philadelphia, plans to spend Easter with her family in Petersburg, Va.

George Donnelly, former truck mechanic with such shows as L. J. Heth, Buckeye State, Sol's Liberty and Royal Crown, is now associated with the Axel Frame & Wheel Company, Cincinnati, where he is in charge of the electronic dynamometer, a new device for testing of motor efficiency. He recently spent three weeks in El Monte, Calif., studying the rudiments of the new electronic device. Donnelly has been off the road since 1947, when his wife passed away.

Gene Ledel, assistant manager of the Bill Hames Shows, passed out cigars on the occasion of the birth of a son, Patrick Thomas, on January 11 at Harris Hospital, Fort Worth. The great-grandfather is William Hames, owner of the show bearing his name. . . . Steven Cohn, son of Isabel and Al (Red) Cohn, was recently named Sportsman of

the Year by his classmates at Fairfax High School, Los Angeles. He was awarded a statuette and medals at a dinner honoring the high school athletes.

New England Notes: Dave Hourin writes that Edward J. (Red) Berube, Octopus foreman on Playtime Shows, is in Veterans' Hospital, Ward 8, Togus, Me., and would like to hear from friends. Mr. and Mrs. George W. Burr, Playtime Shows, were the guests of Mr. and Mrs. David P. Hourin, Cranberry State Shows, recently during a short trip North. The Burrs will return to their Florida home soon. John (Fats) Corcoran, Ferris Wheel foreman on Playtime, is assistant chef in a Maynard, Mass., restaurant. Mr. and Mrs. William Jacques, Playtime Shows, are owners of a new station wagon. Ed J. Burr, owner-manager of Playtime, attended the Massachusetts fairs meeting at Worcester.

Larry Martin and Carmen Del Rio, of Col. Lew Alter's Side Show, are back in Reading, Pa., quarters after visiting friends in Mexico City.

Eddie Bennett and Marty Rice have the souvenir and novelties concession at the Detroit Shrine Circus in the Michigan State Fairgrounds Coliseum, the first time this has gone to an outside concessioner in years. . . . Harry and Bernice Stahl, of Jefferson Beach Park, returned to Detroit from a Miami Beach vacation in time to attend the annual Ladies' Auxiliary banquet of the Michigan Showmen's Association.

A. Hymes, concessionaire, will again be at the New Orleans Mardi Gras.

Bill McCoy will be back on Virginia Greater Shows this year with his assortment of concessions, Rocco Masucci reports.

At the Southern meetings, Joe Corey was very much in evidence, carding the lobbies and hallways, and representing absent shows and fairs.

Frank and Hilda Bergen were visited in Richmond by Phil Cook, the insurance man, who reported Bergen spry and anxious for the 1959 opening of his World of Mirth Shows.

(Continued on page 63)

San Francisco Club Installs Myers As New President

SAN FRANCISCO — Officers for the coming year for Show Folks of America were installed recently by Superior Court Judge Gerald Levin at impressive ceremonies, with Mat Herman as the emcee.

Harry Myers was installed as president, with Earl Leonard, first vice-president; Leona Stevens, second vice-president; Al Rodin, third vice-president, and Mary Richards, financial secretary. Re-elected were Charlotte Porter, treasurer; Lola Cox, corresponding secretary, and Bonnie Townsend, recording secretary. Nathan Cohn continues as counselor; Dwight W. Kane, auditor, and Dr. M. Jones, physician.

On the board of directors are Sam Dolman, Moxie Miller, Marilyn Rodin, Louis Leos, Ewell Harrison, Jesse Gomez, Sam Lasky, Orville Crafts, Steve Vaughn, Bob Dignan, Oscar Mattley, Art Andersen, William Meyer, Teddy Teixeira, Matthew (Jimmy) Lantz, Barbara Hellwig, Hazel Christensen, Flossie Fitzgerald, Isabel Myers, Barney Stevens, Cecelia Martin, Sam Landesman, Dick Seearce, Ray Cox, Harry Baker, Bill Coles, Ernest Santanni and Arthur Unger.

Capells Add Rides, Shows

COOLIDGE, Ariz. — Capell Bros.' Shows will spring March 7 at Casa Grande, Ariz., with an enlarged ride and show line-up. H. N. (Doc) Capell, owner-manager, announced here at winter quarters.

Jack Capell has purchased a Coaster. Bill Capell an Octopus, and Bob Capell a Flying Scooter and Rolloplane. These additions will bring the ride total to 12. Plans are to carry eight shows, four having been purchased from Jim Barber at the end of the 1958 season.

An additional 90-kw. power plant was purchased from the Lewis Diesel Company of Memphis, and more light towers are to be added. Capell disclosed he has purchased an elephant from Dorey Miller, of the Kelly-Miller Circus, to replace the one that died.

Show will play dates at Logan and Hyrum, Utah; Franklin and Emmett, Idaho; Afton, Wyo.; Hotchkiss, Colo., and Douglas, Safford and Duncan in Arizona.

Down River Buys Two Rides; Plans May 15 Opening

RIVER ROUGE, Mich. — The Down River Shows have purchased a late model Rollo-Plane and Rock-O-Plane from Puritas Spring Park, Cleveland, and are moving the new rides to winter quarters here, Severin Hilo, owner-manager, announced. The shows are starting a general program of refurbishing of all equipment in mid-April.

The show will open about May 15 on the lot across the street from winter quarters. It will carry 11 office-owned rides, 25 to 35 concessions, plus a couple of grind shows. New equipment also being added includes a popcorn machine and an all-electric adding machine for the office. A trailer to carry the two new rides is being framed.

The routing will be slightly changed this year, Hilo said, notably by the signing of Cass County Fair, Cassopolis, August 11-15, with other fairs still under negotiation.

ART B. THOMAS SHOWS

35—FAIRS—35 FIRST INTERNATIONAL TOUR 35—FAIRS—35
WESTERN CANADA B CIRCUIT
RED RIVER VALLEY CIRCUIT IN MINNESOTA

BLACK HILLS EXPOSITION, RAPID CITY, S. D.
COLORADO STATE FAIR, PUEBLO, COLO.
N. CENTRAL KANSAS FREE FAIR, BELLEVILLE, KAN.
SOUTH DAKOTA STATE FAIR, HURON, S. D.
THE GREAT CLAY COUNTY FAIR, SPENCER, IOWA
PENNINGTON CO. FAIR, THEE RIVER FALLS, MINN.

ST. LOUIS COUNTY FAIR, HIBBING, MINN.
KITTSOON COUNTY FAIR, HALLOCK, MINN.
OTTERTAIL COUNTY FAIR, FERGUS FALLS, MINN.
WADENA COUNTY FAIR, WADENA, MINN.
DOUGLAS COUNTY FAIR, WATERLOO, NEBR.
CORN PALACE, MITCHELL, S. D.

NATIONAL DAIRY CATTLE CONGRESS, WATERLOO, IOWA

Can place for 1959 season

- RIDES
- SHOWS
- CONCESSIONS
- COOKHOUSE
- HELP

Turnpike, Bubble Bounce or any new or unusual Rides in keeping with our standards.

Motorhome or Globe of Death, Monkey Speedway, Illusion Show or any neat and unusual Grind Shows. (No Ding Shows.)

Can place Merchandise Concessions of all kinds. Especially want Novelties, Age, Scales, Long Range and Short Range, etc.

Can place large Cookhouse that caters to show people.

Can place capable People in all departments. Have a few openings for foremen. Especially want Foremen for Ferris Wheel and Roll-a-Plane, also Second Men for Rides. Want Man to handle Front Gate and Light Towers. Also Lot Man.

All contact BERNARD THOMAS, MANAGER

Box 438, Phone Midway 7-2407, Lennox, South Dakota.

P. S.: Will be at Tampa Terrace Hotel, Tampa, Fla., February 6-10.

ATTENTION CONCESSIONAIRES and SHOW OWNERS

Come in and see our new line of game equipment while in Tampa, or see us at the fair. Six Cats, four various styles; Punks, 11" and 13"; Pitch-Till-You-Win Blocks or complete frame; Penny Pitch Boards; Pop-In Buckets; Under 11—Over 30 Roll-downs; Aluminum Huckly Bucks; Hoop-La, boxes or blocks; Hi-Striker, wood, 20", 24" and 28 feet. Also see our new all-aluminum Hi-Striker. Medium Range Gunner Bucket and Picture Frames; Sputnik underhand Ball Games and Gameline underhand Ring-the-Bell. Write for free catalogue.

RAY OAKES & SONS

P. O. Box 4344 Tampa 7, Fla.

Phone: REdwood 6-9774;

Nights: REdwood 6-5467

WANTED FIRST AND SECOND COOKS MUST BE COOKS

Do not reply unless you are sober and reliable and know your business.

FOR A LARGE EASTERN CARNIVAL.

Reply: BOX 222, c/o The Billboard 812 Olive St., St. Louis 1, Mo.

WANTED

For Eustis, Florida, Washington Birthday Celebration, Feb. 19 thru 21.

A few choice Concessions, only a limited number. Especially Photo Gallery, Long and Short Range Lead Galleries, High Striker, Novelties. Exclusive on lot, also streets, during parade. Will book Concessions on percentage to reliable people. Everything strictly stock. Experienced Ride Help who drive trucks and can stay sober. All answers to

JOHN B. DAVIS SOUTHERN STATES SHOWS

Rte. 3, Box 1078, Tampa, Fla.

WANTED

Two or three major Rides. Operated on commission at Hatfield Lake Park, Athens, Alabama. Tilt-A-Whirl, Octopus, Bumper Car-Type Rides.

RANEY AMUSEMENT COMPANY Athens, Alabama

GIVE TO DAMON RUNYON CANCER FUND

ANNOUNCING ADDITIONAL ROUTINGS

of the

ALLAN HERSHELL

MAD MOUSE RIDE

Wallace Bros.' Shows, Largo, Fla., February 23-28; Sarasota, March 16-21; Miami, Fla., 23-28.

E. D. McCrary: Fort Worth, Tex., beginning Jan. 27; Laredo, San Antonio and Corpus Christi.

CONTINENTAL SHOWS

Opening in New York State in April. All Concessions With Agreements, Please Acknowledge.

At the present time we have none of the following Concessions: Long and Short Range Galleries, Photos, Basket-Ball, any type of Ball Game, Dart Balloons, Cork Guns, Duck Ponds, Pitch-Till-U-Win, Swinger, Picture Frame, Six Cat, Apple, Dart, or what have you?

SHOWS—Arcade, Ten-In-One or any Grind Show with own equipment. We have one of the finest Funhouses on the road. Will consider good, reliable Operator who can drive semi. This outfit entirely new, all aluminum including panels; tear down time, 20 minutes.

RIDES—Will book any Flat Ride except Tilt. Want Kiddie Rides except Boats and Skyfighter. Rides must be factory built.

All our former Help contact us. Can use good Men on Tilt, Merry, Kiddie Rides. All have the finest transportation. The best of wages if you are worth it. Must drive and be properly licensed.

CONTACT

FRED FRITZ
3 Courtney Lane, Lowell, Mass.
Tel.: CLenview 2-0803

ROLAND E. CHAMPAGNE
88 Thissell Ave., Dracut, Mass.
Tel.: CLenview 3-6594

165 WURLITZER BAND ORGAN FOR SALE



This Organ has been completely reconditioned. Every Bellows and every Valve in it is NEW. Has a dual playing system—all automatic, with 16 Rolls of new Music. Has a very beautiful carved front (18 feet long) with five working figures on the front. This originally was a German Bruder-Bruder Organ. I had it converted to a Wurlitzer by Mr. Erwin Heller, who does F. E. Gooding's organ work.

PRICE \$6,000.00 F.O.B. MYRTLE BEACH, SO. CAR.

(I am replacing this Organ with a larger one which I acquired in Europe last fall.)

HARRY BEACH
Riverside Trailer Park, Ruskin, Fla., until Feb. 8; then permanent address:
Box 2602, Myrtle Beach, S. Car.

NEW WHIRL-A-ROUND RIDE

New major ride, has a capacity of 24 adults, requires a 40 ft. space, loads on one 30 ft. trailer. Ride has 12 all-metal cars that spin and whirl, giving a very thrilling ride. Send for photo and full information. Price \$8500.00. Terms arranged.

KING AMUSEMENT CO., INC., Mt. Clemens, Michigan

BIG MIDWINTER EXPOSITION

C. T. RODEO—THE SOUTH'S BIGGEST EVENT—C. T. RODEO
Hollywood, Florida, February 14 to 22, Inclusive—9 Days
Can place Side Show, Girl and Minstrel Show, Fun House, Grand Shows. Legitimate Concessions all open. NOVELTIES—SCALE, Ago, Arcade, Gadgets. WORLD CHAMPIONSHIP LEGION DRILL TEAMS. Place one more High Act.
WANT TO PURCHASE FOR CASH—TILT, KIDDIE RIDES, COASTER.
Tropical Park Circus, the biggest event in South Florida for the second season. This is the next big event. All answer:
DAVID B. ENDY, 127 N.E. First Ave., Miami, Fla.

GLADES AMUSEMENT CO.

OPENING NEXT WEEK, MONDAY, FEBRUARY 9
With a continuous route of Fairs and Street Celebrations in Florida until May 2.
WANT CONCESSIONS of all kinds—those working for stock only. No flats—no gypsies. Rod Link—Zacchini—McSpadden—who were in Arcadia, get in touch with me regarding your rides. Will book any type family show with own equipment. All replies:
JERRY SADDLEMIRE
P. O. BOX 363, LA BELLE, FLA. Phone: ORange 5-2131

WANTED - - - WANTED

Biggest Spring Celebration in the U. S. A.
BATTLE OF FLOWERS, APRIL 20 THRU 25
Downtown streets of San Antonio

Concessions. Family-type Shows. Pony Ride, also for season. Man to operate Funhouse, must drive semi. Second Men on all Rides. Contact
JACK RUBACK
2240 EAST HOUSTON, SAN ANTONIO, TEX.
Will be at Baker Hotel, Dallas, February 5-6-7, for Texas State Fair Meetings.

JAMES H. DREW WORLD'S FAIR SHOWS, INC.

Want for the 1959 season. Route includes twenty Fairs and big bona fide 4th of July Celebration.
Concessions—Need Cookhouse, will give good proposition and furnish all new canvas if needed. Can also place all kinds of Merchandise and Outside Sale Concessions.
Shows—Can place Grind and Bally Shows with modern equipment.
Ride Help—Can use Ride Men who drive. Need top-notch Wheel Man. Foreman for new Scooter and other rides. Note: All rides and equipment on this show are in new-like condition. All address:
JAMES H. DREW WORLD'S FAIR SHOWS, INC., P. O. Box 899, Augusta, Ga.
Phone: Regent 33-190

MARKS SHOWS, INC.

Mile Long Pleasure Trail
Booking for season 1959

SHOWS: Any money getting Show with or without equipment.
RIDES: Any new and novel Ride.
CONCESSIONS: Legitimate Merchandise Concessions of all kinds. Custard open. Other Eats & Drinks sold.
Former Employees, get in touch. Can place dependable Ride Help.
Will be at Tampa Fair—Florian Hotel week February 9.
ADDRESS: BOX 771, RICHMOND, VIRGINIA.

FAIRS PAGE COMBINED SHOWS FAIRS

Now booking for the following fairs: Daytona Beach Colored Fair, Feb. 9-14; Sanford, Fla., Fair, Feb. 16-21; followed by Vero Beach Fair, Clewiston Fair, Okeechobee Fair and Riviera Beach.
CONCESSIONS of all kinds that work for stock, especially Glass Pitch, Bear Pitch, High Striker, African Dip, Novelties, Sno Cone, Chocolate Dip and French Fries.
RIDES: Rock-a-Plane, Spinaroo, Octopus, Round-Up, Paratrooper Ride, Train, Pony Cart, Sky Fighter and Tank Ride.
SHOWS: Drome, Fun House, Mechanical. Want Side Show with own equipment for Sanford, Clewiston and Vero Beach; also high-class Girl Show for these three dates—white and colored. All replies to
BILL PAGE, TAMPA. PHONE: WE 9-4495.
P.S.: Johnson with minstrel, contact immediately.

JAMES E. STRATES SHOWS

WANT FOR

Central Florida Fair, Orlando, Feb. 23-28.
Florida Citrus Exposition, Winter Haven, March 7-14.
Sign Painters, couple of Carpenters, Welders and all-round Men. Shows not duplicating what we have. All those holding contracts acknowledge this notice.
JAMES E. STRATES
BOX 55, ORLANDO, FLORIDA

Dickson United Shows

"The Show With Merit"

Want for long season—Ohio, Pennsylvania and West Virginia—Hanky Panks of all kinds. Will sell EX on Photos, Long Range, Cookhouse. Can place Bear Pitch, Glass Pitch or any legitimate Concessions. Will book Chairplane, Rockplane, Fun House and good family-type Shows. All replies to
F. DICKSON
Quaker City, Ohio

TENNESSEE VALLEY AMUSEMENTS

OPEN IN EARLY APRIL

BOOKING Hankies of all kind, Bingo, Fish and Duck Pond, Pitch-Tilt-U-Win, Long, Short and Cork Galleries, Ball Games, Darts, Spindles, Nickel Roll, One Ball, Jewellery. What have you? Blacky Steinfeld, Geo. Woods, Ken Walters, Red Anderson, contact.
Bear Pitch, Buckets, 6 Cats, Swinger, 2 Mitt Camps, Grind Stores and P.C. open; must have Hankies, work each week. SHOWS all kinds. RIDES—Any not conflicting. Buy, hook or lease Wheel. HELP—Man and Wife to operate office-owned Cookhouse on wheels. Photo Operator, Ride and Electric Help for T-ride show. Both winter-quarters open. Contact either one.
THEODORE MEADOWS, 510 E. 2nd Ave., Muscle Shoals, Ala. Ph: EV 3-6318.
CHARLES DAVIS, 6415 Forest Hill Rd., Rockford, Ill. Ph. 7-3028.

CLUB ACTIVITIES

Showmen's League of America

Ladies' Auxiliary

A birthday party was held recently in the Hotel Sherman to celebrate the club's 41st anniversary. President Phoebe Carsky invited Mrs. Margaret Filogrosso to sit with her at the table. Luncheon was arranged by Evelyn Hock. Also present were Mrs. Ethel Wadocz, Mrs. Jeanette Martindale, Sharon Horan, Lillian Freeman, Hannah Foreman, Bella Lazar, Dorothy Kennedy, Mae Smith, Harriet McBeath, Caroline Schultz, Agnes Smith, Anna Corrigan, Evelyn Sepanek, Lillian Kerwer, Pearl Lewis, Lillian Glick, Anna Filipini, Frieda Rosen, Lillian Lawrence, Ida Chase, Del Hoffman and Carmelita Horan.

National Showmen's Association

Ladies' Auxiliary

NEW YORK — The annual installation took place recently at the Henry Hudson Hotel. Officers for 1959 are Mildred Peterson, president; Blanche Kassow, first vice-president; Ann Rosenberg, second vice-president; Catherine Camin, corresponding secretary; Queenie Van Vliet, treasurer; Rhoda Koren, assistant treasurer; Jeanette Finkel, recording secretary; Ann Dinsmore, chaplain; Elizabeth O'Keefe, auxiliary hostess; Ann Brown, chairman of board of governors, and Catherine Rausch, vice-chairman of board of governors.

Chairman of the affair was Lillian Elkins, and the installing officer was Frances Simmons. Eileen Weisman and Mollie Spitz served as marshals. Colors were presented by Erna Bernard and Helen Mansfield. Music was by Florence Thompson.

Blanche Kassow gave a report, a tribute to life members was recited by Rhoda Koren, and Queenie Van Vliet highlighted some of the organizers' and past presidents' doings some 25 years ago. Bouquets of flowers carried out in the organization's official colors of royal blue and gold were distributed. Bouquets went to Catherine Camin, Jeanette Finkel, Rhoda Koren and Queenie Van Vliet.

A gold watch was presented Mildred Peterson by Bess Hamid, who also presented a gold life membership card to Ethel Weinberg, executive secretary.

Arizona Showmen's Association

PHOENIX, Ariz.—Anne Hortsman was installed as new president at the Monday (26) meeting. Other new officers and William Farr, first vice-president; William J. Siebrand, second vice-president; Betty Pesicka, third vice-president; Don Hanna, treasurer and M. R. Freeman, secretary.

Earl Salter, Harry Lucas, Peter H. Siebrand, Millard R. Freeman, William R. Siebrand, Marguerite Stone, Lloyd Wilson, Paul Pesicka, Charles Denny, H. W. Siebrand, Rose Morrow, Ruby Freeman, Louis Block, W. J. Siebrand, Robert Banard, Betty Wilson, Don Hanna, P. W. Siebrand, and Delores Gordon were named to the board of directors.

The finance committee is comprised of P. W. Siebrand, H. W. Siebrand, Peter H. Siebrand, Art Frazier, Don Hanna, Marguerite Stone and Louie Block.
Other committee members include Don Hanna, Marguerite Stone, June Curry, Earl Salter and Delores Gordon, cemetery; Rose Morrow, Marguerite Stone, Harry L. Gordon, Betty Pesicka, Marie Berko and Margaret Hanna, sick and relief.

Midwest Showmen's Association

MINNEAPOLIS — Thursday's (15) well-attended meeting was the first under President Frank R. Winkley.

The membership voted in 19 new members, and several other applications were read and posted. New members are Everett Oleson, Harold D. Johnston, Phillip Walsh, Lance Stipe, E. W. Ahlberg, Albert N. Steele, Michael Hebron, O. M. Mattson, G. J. (Mokey) Cosby, Frank Desplenter Jr., Jerry Boder, Harold Hesch, Carl J. Sedlmyr Jr., Sam J. Levy Jr., Gene Fechter, Lyle Opstead, Robert L. Wells, Paul T. Herkes and Vern L. Eves.

Members voted \$50 to the Sisters' Home in Fargo, N. D., in the name of Sam J. Levy Sr. for his services as toastmaster at the annual banquet and ball. Decision was made to institute a blood bank to be called the Henry Bennett-Bob Lohmar Memorial Blood Bank. Winkley and First Vice-President Charlie Carroll each donated \$20 to get the bank rolling.

Ladies' Auxiliary

Verna Winkley, new auxiliary president, announced appointments of various positions last week.

Belle Signor was named chaplain; Kathleen O'Neil, sergeant at arms, and Peggy Junkin, historian. Jean Haddad and Erna Frederickson were named to the board of directors to replace Barbara Hoff and the late Hazel Erickson.

Other appointments included Betty Carroll, Gladys Erickson, publicity; Evelyn Spence, Blanche Moore, LaVonne Harper, telephone; Black Lambert, Madie Rollins, civic; Mildred Collins, Verna Winkley, memory; Blake Lambert, Kathleen O'Neil, entertainment; Belle Signor, Grace Johnson, sunshine; Mildred Collins, Madie Rollins, Gladys Erickson, auditing, and Evelyn Spence, Belle Signor, Margaret Maupen, house.

Named to the ways and means committee were Louise O'Neil, Mildred Collins, Betty Carroll, Casslene Stanley, Peggy Junkin, Mary Dean, Neva Lauke, Margaret Maupen, Clara Bennett, Kay Schiavone, Madie Rollins and Vera Harrison. Appointed to the membership committee were Angie Conroy, Lillian Ray, Jean Wells, Kathrine Little, Evelyn Spence, Bette Harris, Geneva Hazen, Lillian Glick, Jean Haddad, Helen Elmann and Hazel Maddox.

Officers elected to serve with Mrs. Winkley are Betty Carroll and Evelyn Spence, first and second vice-presidents; Grace Johnson, secretary, and Gladys Erickson, treasurer.

New members are Helen Staley, Margaret Anderson, Clairette Faber and Gloria Fechter.

Heart of America Showmen's Club

KANSAS CITY, Mo.—Officers, the board of directors and members voted to change the date of the annual banquet and ball from New Year's Eve to Friday, December 11, at a recent regular weekly meeting. After a two-year lapse, the event will return to the Hotel Continental this year. Reservations have already gone over the 100 mark and tickets will soon be in members' hands.

A total of 16 new members have already been added to the roster, and an intensive drive will be made during the coming season for 100 additional members.

The building committee, under the chairmanship of George Kimbrell, past-president, has been re-activated and interest in securing our own home is gaining momentum.

STATE FAIR OF TEXAS CAN PLACE

Big revue-type Girl Shows—Side Shows—Trained Animal—Illusion Shows—big 55-ft. Motordrome—Grind Shows. What have you?
October 10-25 inclusive.

MID-SOUTH FAIR MEMPHIS, TENN.

September 25 to October 3 inclusive.
Rides for the South's best ride spot. Also above-mentioned Shows.

CLIF WILSON

190 N.W. 93RD MIAMI 50, FLA.
(Phone: Plaza 9-6536)
Will be at Gasparilla, Tampa.

FOR SALE

2-Abreast ALLAN HERSCHELL Little Beauty, 20 aluminum horses, 2 charlots, new top. This ride has been gone over completely and is like new. MUST BE SEEN TO BE APPRECIATED. Can be seen up here in our winterquarters. Has fluorescent lights. This ride sells new for \$13,500.00. This is a steal for \$8,500.00. Allan Herschell 10-car Auto Ride, completely overhauled, new top, platforms and outside scenery, \$1,500.00. KING WATER BOAT RIDE—5 large boats haul 20 kids, complete except tank, \$500.00. ELECTRIC TRAIN—3 large coaches, hauls 18 kids, complete with track, \$500.00. CATERPILLAR D-13000 75 KW. DIESEL LIGHT PLANT. MOUNTED IN SPECIAL BUILT SEMI. OPENS ALL AROUND. Has 10 kw. auxiliary plant mounted in front for trailers, \$5,000.00. All replies:

J. L. KEEF

P. O. Box 201 Valdosta, Ga.
Phone: CH-2-9913
P.S.: Will be at the TAMPA Fair, Feb. 5 thru 10, THOMAS JEFFERSON HOTEL or SHOW COOKHOUSE.

WANTED Open Now

FAT LADY

Also Side Show Act. Can use strong Single-O Attraction.

Contact:

TONY MORENO

Palace of Wonders
Phone: HEMlock 7-9540
158 West Pike, Long Beach, Calif.

Attention

Fellow Showmen
If you know the whereabouts of
GEO. PHILLIPS
Madeline died Friday, Jan. 23
Buried Tuesday, Jan. 27, Niagara Falls.
No location of relatives.
PLEASE contact
EARL & TERRY
Thanking you.

FOR SALE—DARK RIDE

In good shape, 40 x 40, 6 cars, P.A. set horns, mikes and tape recorder with a 30-foot van and 1950 GMC tractor. Ride is complete and ready for the road.
Answer to

AL WALLACE

Box 8911, Tampa 4, Fla. Phone: 40-3304

FOR SALE

To Settle Estate
CUSTARD TRUCK, CONCESSION TRAILER, SEVERAL VAN TRUCKS AND OTHER CONCESSION EQUIPMENT. DOMINICK SENNA, 566 Lillian Terrace, Union, N. Jer. Murdock 6-5639.

Thank You

TALA JENSEN

Annex Attraction
Monros Bros. Side Show
for your automobile purchase.
"Save Money With Johnny"
JOHNNY CANOLE
8861 N.W. 18th Ave., Miami, Florida
Phone: Plaza 1-0206

WILL BUY

Good Ferris Wheel if price is right, or will consider leasing same.

R. E. OLIVER

5555 Zuni Denver 21, Colo.

FOR SALE

32-ft. Merry-Go-Round, Roller Coaster, C-Cruise and four Kid Rides.

L. D. KETTERMAN

P. O. Box 142 Atlanta, Kan.

Michigan Showmen's Association

DETROIT — President Calvin L. Lovejoy conducted his first regular meeting Monday (26). Other officers present include Edor Burge, first vice-president; Max Nahoun, second vice-president; Rex Allen, third vice-president; Max Kahn, treasurer; Irving Rubin, executive secretary, and Paul Greeley, recording secretary.

Lovejoy outlined his aims and appointed his committees for the coming year. David Mann was admitted to the club. Louis (Frenchy) Brown has been released from the hospital and attended the meeting. Nahoun, entertainment chairman, announced plans for the St. Patrick's Day party. Edore Burge was named chairman of special activities. Jimmy Marky left for New Orleans.

Ladies' Auxiliary

DETROIT — Leona Bennett, president-elect, called the Monday (26) meeting to order. Ruby Widger, chaplain, gave the invocation. Seated on the rostrum were Ann Borker, first vice-president; Bobbie Dunkirke, second vice-president; Gertrude Quist, third vice-president; Grace Ziegler, treasurer, and Edna Burd, secretary.

Appointments for 1959 include Lottie Johnson and Leona Mauch, sergeant at arms; Laura Reisner and Ravell Galo, membership; Ann Borker and Marian Fodal, entertainment; Bernice Stahl, Frances Moran and Clara Silber, cemetery; Ravell Galo and Carrie Dear, ways and means; Grace Ziegler and Ann Borker, sick and relief; Bobbie Dunkirke and Charlotte Squire, house; Tina Weiner, Martha Whitmar and Gertrude Quist, gift shop, and Edna Burd and Carrie Dear, press.

Fred and Clara Silber left for a Caribbean cruise.

Hot Springs Showmen's Association

Ladies' Auxiliary

HOT SPRINGS — In the absence of President Rose Kahn, the meeting was called to order by Kay Rocco, second vice-president. Invocation was given by Chaplain Ethel Booth.

Also present were Evelyn Rinaldi, third vice-president; Rose Marie Stein, treasurer; Ethel Booth, chaplain, and June Reynolds, acting secretary. The welfare committee reported Irene Ogle recuperating from surgery, and Lyle Reynolds doing better following surgery. Shirley Bazinet attended. Lillian Ray was reported on the mend.

June Reynolds was named chairman of the board of governors, and Dorothy Peacock and Lela Howey were nominated to the board. Billie Owens was elected to represent the club at the Tampa club installation.

International Assn. Of Showmen

ST. LOUIS — Installation of officers was held in the clubrooms on Saturday (17). Outgoing President E. E. Farrow called the meeting to order and then turned it over to Hal Eifort, the new president. Plans were made to redecorate the clubrooms with acoustical tile ceilings and new wallboard.

Following the meeting a president's party was held, including dinner and dancing. The ladies of the Missouri Show Women's Club attended.

WILL BOOK

Rock-O-Plane, Scrambler, Round-Up, Twister, or what have you? Open Middle February. This spot same as playing fair through Labor Day. Have for Sale: Smith & Smith fold-up type, tandem wheels Kiddie Auto, excellent shape. Address: TURNER SCOTT 120 N. Grandview, Daytona Beach, Fla. P.S.: Will be at Tampa Fair Show Cookhouse February 7-8-9.

San Francisco

Continued from page 60

Harry Martin, chairman; Jack Christensen, Oscar Mattley and Eddie Hellwig.

Hi-Jinks, Earl Leonard, chairman; E. S. Fitzgerald, co-chairman; James Redder, Sam Lasky, Eddie Hellwig, Al Rodin, Harry Martin, Ralph Clinton, Barney Stevens, Dave Long, Jesse Gomez, Josephine Leos, Alex Freedman and Lola Krekos. Membership, Jesse Gomez, chairman; Ewell Harrison, Dick Scearce, John Provenzale, Barbara Hellwig, Babe Miller, Barney Stevens, Flossie Fitzgerald, Sam Lasky, Ruth Davis, Clara Andersen, Dee Mullins, Harry Baker, O. N. Crafts, Charles Albright, Ray Cox and Olivia Waldron.

Publications, Mike Krekos, chairman; Earl Leonard, co-chairman; Al Rodin, E. S. Fitzgerald, Charlotte Porter, Bobby Cohn and Alex Freedman. Ladies' Bazaar, Leona Stevens, chairman; Flossie Fitzgerald, Isabelle Myers, Barbara Hellwig, Lola Krekos, Babe Miller, Marie Baker, Mary Teixeira, Ivy Gomez, Marilyn Rodin, Ethel Lasky, Marjorie Latiker, Estelle Hanscom, Hazel Christensen, Bonnie Owen, Charlotte Porter, Mary Richards, Lillian Schue, Helen Vaughn, Clara Andersen, Kitty Scearce, Ruth Davis, Dee Mullins, Josephine Leos and Bea Harrison. Birthdays, Lola Cox and Bonnie Townsend. Honorary board of directors, Harry Martin, James Redder, Joe Richards, Lola Krekos, Dave Long, Dave Cavagnaro, Bobby Cohn, Babe Miller, Ivy Gomez and Art Andersen.

Frederick L. Pyman, S. T. D., will again be chaplain; Nathan Cohn, counselor, and Dwight W. Kane, auditor. Joe Richards, Dave Long and Ernest Santanni were named sergeants at arms.

MIDWAY CONFAB

Continued from page 61

Ralph Lockett, veteran agent and until recently the manager of the fair in Petersburg, Va., will probably return to the road this year, he says.

Arch and Maie McAskill are back in San Antonio following a vacation with relatives in North Carolina. They will have their illusion shows at the fat stock shows in Texas for the next few months. Later they will open one unit at Riverside Park, Agawam, Mass., until the fair season opens. They plan to put the other unit on an East Coast beach for the season.

PCSA Launches

Continued from page 60

Good Will Ambassadors, J. Ed Brown, chairman; Joe Steinberg, Al Weissman, Matt Herman, Al (Red) Cohn, Harry G. Seber, Dan Dix, Charles Goss, W. R. Siebrand and Sam Ansher.

Publicity, Sam Doyman, chairman; Sam Abbott, co-chairman. Custodian, Ben Beno; chaplains, Harry Seber and Ted LeFors; tiler, Lee Smith; greeter, Frank Chaplin; sergeant at arms, Fred Mortensen; physician, Dr. Ralph E. Smith, and counselors, Kenneth Beatson and William A. Sherwin.

Three Injured

Continued from page 60

will be confined for another week to 10 days. He received head injuries and face lacerations. Robinson suffered broken ribs and nose lacerations in the crash, while Link received minor injuries.

The latter two were discharged from the hospital after treatment. They plan to leave soon for their homes in Miami. Davis will recuperate at his home in Enfield, Ill., after release from the hospital.

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CAN PLACE—Round-Up or any Ride that does not conflict with what we have.

WANT—Foremen, experienced, for Skooter, Caterpillar and Merry-Go-Round.

CAN PLACE—Snake Show, Penny Arcade or any worthwhile Grind Show.

Messrs. Cetlin & Wilson will be at the Tampa Terrace Hotel, Tampa, Fla., from Feb. 7 to 11 inclusive.

Address

Winter Quarters: P. O. Box 787, Petersburg, Va.

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WANT KID RIDES—Eddie, contact. Factory built only, no junk. Good ride route through Missouri, Illinois and Wisconsin.

WANT SHOWS with own equipment—Snake, Monkey, Illusion Animal, etc. Girl Show in some spots.

RIDE HELP—Winterquarters open February 15—come on. Especially want Wheel and Jenny Foremen, Second and Third Men on all Rides.

AGENTS for office-owned Concessions. Russell Phillips wants Cookhouse Help. Eddie Hawkins wants female talent for Castle of Aching Hearts. Contact

F. O. POOLE

Box 1184, Jackson, Miss.
Phone: EM 2-3217

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Phone: 1565

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Now booking for long season.

Opening near Detroit late April. Want Hanky Panks, Novelties, Photos, etc. No flats or gypsies. Want reliable Ride Help and Foremen; Man for Funhouse; Electrician, Diesels and Transformer. Want Show Painter now for winterquarters. Merle Sloane, come on. All replies:

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PIPES FOR PITCHMEN

"VERSATILITY . . . is the new look of Cleveland's pitching profession," according to veteran Bernard R. Kantor. "Sheldon Spiess, Kresge's patriarch, has inaugurated a 'foot-to-head' technique, switching from Divine foot fluid to Divine's cold cure. Steve Capko, dexteriously dicing vegetables at times and sometimes artistically frosting pastries at a downtown Kresge's, has launched his Southwest expedition between five and 10-cent store assignments. With the help of geiger counter and maps he will hunt uranium in Colorado and New Mexico. At Woolworth's recently Silk Hat Donahue obtained fabulous tips with white mice and Svengali cards, while 'Frenzied Financier' Elmer Morsal appeared in town on a recent cold Sunday afternoon to announce a forthcoming business trip to Alaska. Recent articles in the Pipes column regarding pitchmen in financial distress leads me to recommend the formation of a Pitchmen's Fund for the assistance of such needy cases," concludes Kantor.

MORRIS (RED) MEYER . . . vet pitchman, sends word of the December 6 death of his wife, Hattie, in Miami. Meyer, who claims to have been the first pitchman to run a cigar auction and who later pitched with the Knobb Bros. show and Doc Sims in med shows, married the former Hattie Case 50 years ago. Meyer says that friends because a shipyard was working wishing to learn details of his wife's death should write to him at the Avocado Trailer Park, 1170 N. W. 79th Street, Miami.

E. C. PARDEE . . . posts in from Marlin, Tex., that he is on his feet again and headed for the Austin and San Antonio areas.

Five Years Ago In Pitchdom
Dave Rose was at his usual winter roost in New Orleans after a long layoff caused by a slight stroke. . . Big Al Wilson reported that a one-two punch of pneumonia and jangled nerves landed him in the State Hospital at Manteno, Ill.

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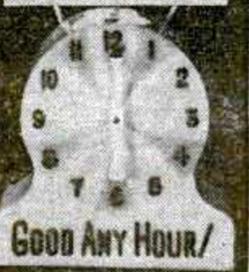
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Chandler—Chandler Rodeo, Feb. 14-15.
Chandler—Sheriff Poese Rodeo, Feb. 28-March 1. Katherine Autrey.
Mesa—Jr. World Championship Rodeo, Feb. 7-8.
Phoenix—Arizona Sports Show, Feb. 11-15. George W. Blake.
Phoenix—Phoenix Rodeo, March 12-15.
Phoenix—Flower Show, March 21-22.
Scottsdale—All-Arabian Horse Show, Feb. 21-22.
Tucson—Cutting Contest, March 12-15.
Tucson—La Fiesta de los Vaqueros, Feb. 19-22. C. Edgar Goyette.
Wickenburg—Gold Rush Days, Feb. 13-15.
Yuma—Silver Spur Rodeo, Feb. 14-15. Bill Murie.
- California**
Chowchilla—Chowchilla Team Roping & Calf Roping Contest, March 27-29.
Oakland—Spring Garden and Home Show, April 18-26. John L. Hennessy.
Palm Springs—Palm Springs Rodeo, Feb. 7-8.
San Francisco—Pacific Automotive Show (Civic Aud.), March 12-15. J. Leonard Gibson, 714 Olympic Blvd., Los Angeles.
San Francisco—San Francisco National Sports & Boat Show (Cow Palace), Feb. 27-March 8. Thomas Rooney.
- Colorado**
Denver—Colorado Sports, Boat & Travel Show (Coliseum), March 1-8. Robt G. Langenwaller.
Denver—Denver Auto Show, April 6-11, 1959.
- Connecticut**
Hartford—National Autorama (Armory), March 4-8. Joe Kizia.
- District of Columbia**
Washington—National Capital Flower & Garden Show (Armory), March 6-12.
- Florida**
Bradenton—DeSoto Celebration, Feb. 17-18. Mrs. Roe Reschner.
Daytona Beach—Volusia Co. Home Show (Armory), March 14-18. Mrs. Robble Jensen, 533 Heineman.
Fort Pierce—St. Lucie County Home Show, Feb. 11-15. Lew Nachman, Fort Pierce Hotel.
- Georgia**
Atlanta—Southeast Boat & Vacation Show (Aud.), Feb. 27-March 6. Martin P. Kelly.
- Illinois**
Chicago—Chicago National Boat Show (Intl. Amphitheater), Feb. 6-15. Guy Hughes.
- (Continued on page 67)

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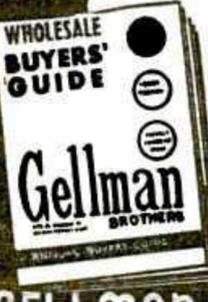
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Hill, J. & E.
Hillard, Don E.
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Hitti, John (Blackie)
Hodges, Carl Rex
Hope, Mack
Hrolander, Ray
Hoover, Rudolph
Hopper, Barbara
Horn, D. H.
Horvath, Eva & Julius
Hudson, Smith
Hugh, Dick
Humphreys, Charles
Hutchins, William R.
Ibert, R. K.
Ivey, Cannon Ball
Jack, Barbara
James, Al
Jepon, Erwin & Mrs.
Johnson, Don
Johnson, Michael R.
Johnson, William
Johnston, M. E. (Rudy)
Jones, Curtis
Jones, Harry E.
Jones, Willie E.
Kaafhus, Mary & Norman (Norman Kay Trio)
Keaton, Chuck
Keeler, Charles O.
Keller, George J. (Kellar's Wild Animal Act)
Kelley, J. F.
Kennedy, Thomas J.
Klessing, Mary
King, Joe
Kitto, Ralph W.
Kieban Harry
Kolk, John
Koyama, Frank
Krause, Roy M.
Kuehl, W. & P.
Kuns, Francis
Laack, Hal
Lamon, Harry
Lantz Jr., Harry
Lawrence Shows
Lawson, Ernest A.
Lee, Torchy
Lesgett, Harrison E.
Leonard, Colon
Lieb, Roderick
Little (Cole) Joe
Long, Chris
Long, Leon
McCarthy, Charles
McConn, Marvyn
McGrath, Ethel Reid
McIntosh (Monkey Show)
McIntosh, Frank
McLean, Patricia
Harris c/o Vernon Wood
Majors, Harold
Malone, Sherry A.
Malone, William
Maples, Roy & Mrs.
Maricle, R. A.
Martin, Ben
Masonin, Alice
Miller, C. M. & P. P.
Miller, James J.
Mitchell, Candy
Moore, Francis
Moore, Harvey J.
Moran, Ed (Wolcott's Minstrel)
Moss, Charles
Mullins, Elwood
Munro, Peter
Murtha, Philip
Naramore, Dolly
Newcomer, Jean O.
Newman, James E.
Newton, Ace
Nicholas, John
Norris, William
Odom, Floyd
O'Hara, Frederick
Oliwer, Swede
Omski, A. & M. F.
Owens, Peg
Paregay, Earl
Park, Franklin Leroy
Parker, Roy
Paul, Walter
Pelaquin Jr., Francis Joseph
Perrigan, James
Piercorn, Mrs. Cottie Lee
Plack, William
Poplin, Clarence
Pook, Bill
Prokop, Eddie
Puckett George
Rayburn, Howard
Reed, James Richard
Reeves, Tommy
Reichert, Frank
Reno & Maggie
Reynolds, Larry & Burry Anderson
Ricciardi, Al Jeanne
Ricciardi, Ernest L.
Riel, James P.
Riley, Charles
Rosen, John W.
Rochman, Albert
Robertson, R. & L.
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Rowe, Darrell V.
Rowell, Bob & Mrs.
Royal, Jack
Rumsower, A. H.
Ryan, Ralph & Mrs.
Sales, William (Bill)
Sanders, A. J.
Santana, Elmer & Harum
Schreiber, Harry
Shay, Phyllis M.
Shaw, Joyce Marilyn
Sheldon, H. R.
Shepperson, Robert C.
Sholtis, Bud & Olive
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Shower, Charlie John
Shurt, Johnny
Siegist, R.
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Slater, William
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Smith, Jack (Martha Fritz)
Snellings, William
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Strands, Lou
Sullivan, Edith
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Summers, James E.
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Swank, Harry
Swizinsky, Veronica Ann
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Templeton, Ralph E.
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Topps, George
Treal, J. C.
Turner Jack
Tuterow, C. C.
Tyler, Slim
Veletti, George
Valentine, Henry & Mrs.
Vaughn, A. G.
Vidella, Prof.
Vost, Robert
Wagner, Mr.
Wall, Mrs. Gladys
Watts, Theo
Wehner, Joe
Washburn, Mrs. Ruby
L. c/o John L. Graham
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Whitlock, E. F.
Whidman, Arthur
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Williams, James R.
Williamson, Sidney L.
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Winberly, Paul W.
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Wood, Vernon P.
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Praison, H.
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Madeline
Thorpe, Gerry
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Allen, Vernon
Arnold, Raymond L.
Benesch, Frank
Borden, Sammy
Bowen, Roy W.
Brady, I. P.
Bryant, C. M.
Chester, Mrs. Bessie
Colston, George
Cooper, Bozo
Denit, Louise
Gentsch, J. A.
Harvey, Albert J.
James, John C.
Kirkland, Tella
Kriel, Lowell L.
Powers, Patricia
Santana, Elmer & Harum
Stewart, George
Zawatzke, Jack Andrew
Abbott, George
Abtorn, Claude
Ackley, James A.
Albert, Elmer J.
Alvarez, John A.
Amaro, Flin
Baker, William
Bell, William C.
Bennett, James
Bernstein, James
Bishop, B. M. Baker
Bishop, B. M. (Brownie)
Blizak, Tony R.
Blaylock, Jimmie
Bowne, Raymond W.
Bowman, Dayton H.
Brunke, Marie & Red
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Carl, Robert
Carpenter, Clifford R.
Church, Robert
Clark, Mrs. Alma Lee
Collins, Fern
Collins, Pat
Collins, Richard D.
Companelli, William D.
Cook, R.
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Crimmins, Harry
Crynes, H. D.
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D'Arcy, Van
Dearing, R. E.
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Edwards, Wm.
English, Ralph
Foltz, Russell
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Fritze, W. R.
Gallimore, Roy
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Gentry, Bill
Gill, T.
Gilham, Thomas C.
Grant, Everett S.
Crynes, H. D.
Haddix, Irene
Haddix, Larry
Hagen, Orville L.
Hall, Louis
Hammond, Dallas R.
Havill, Horace J.
Hauser, Chas. P.
Hergert, Joe
Hoge, Mack
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King, Joe (Cowboy)
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Lynch, Mark
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McKee, John
McLean, Clarence
McMoore, Robert
McReynolds, Alvin
Maiblin, Dorothy
Melby, Vigo
Melvin, Chester
Metcalfe, Pat & Billy
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Moran, Eddie
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Murray, Ray (Girl Show)
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Nelson, William Joe
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O'Neil, Patrick J.
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Paugh, Harry
Perkins, Owen
Petters, Mary W.
Prowse, Kenneth
Ardell
Richey, William
Roberts, Mrs.
Roby, Dorothy J.
Roberts, Max
Rohr, Homer
Romero, Riekey
Rooks, Mann
Rose, Louis H. & A.
Sandusky, Alonzo D.
Sarchetti, Al
Schulze, Robert John
Seebach, Ricky
Shanley, Jack (James H.)
Sharpton, Charles
Shefchik, Dorothy
Shepherd, Junius
Smith, John E.
Smith, Jack E.
Smith, W. B.
Summers, James E.
Taylor, George H.
Thomas, Kathleen V.
Thompson, Howard R.
Todd, John W.
Tutterow, Charles C.
Walker, Donald L.
Ward, Mrs. Jno.
Webb, Mary F.
Wells, Marie
West, Forrest E.
White, Carl
Whitefeather, Chief Joseph
Whitworth, Michael L.
Widaman, Ed
Williams, James R.
Williams, W. H.
Wills, Harry S.
Wineshead, Warren
Wolford, Larry
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FOR SALE

ROUND-UP Large size. Never been on road. Special lighting. and **BUBBLE BOUNCE** Both in A-1 condition. These rides can be seen at Nu-Pike Amusement Park, Long Beach, Calif. Write **TONY MARTONE 140 West Pike Long Beach, Calif.**

FOR SALE-ARROW TRAIN, CAPACITY 30 children or 45 adults. 600 ft. track, depot. Booked on Pensacola Beach, low percentage. Quadri-Centennial here this year. Also 3,000 ft. #2 single conductor Stranded Wire, 15c per foot, excellent ground cable for carnivals. 1948 model TH, A-1 condition, new plates, two good Semis, price \$9,000. Operating Mardl Gras in Mobile. Phone **Glendale 5-2950. Write 3920 Navy Blvd., Jacob Pryor, Pensacola, Fla.**

FOR SALE-18-CAR CATERPILLAR (1952), 2 abreast Merry-Go-Round, aluminum horses; King Water Boat Ride, Electric Train, 30 ft. diameter; 10-car Auto Ride (trailer mounted). All rides just painted and in perfect condition. Steel Diving Tank, reasonable. **Thompson Bros., 2906 Fourth Ave., Altoona, Pa.** fe9

FOR SALE IN CANADA-FLY-O-PLANE, located in permanent park, \$3,500. **E. J. Casey, 567 St. Mary's Rd., Winnipeg 8, Man.** fe9

FOR SALE OR TRADE-TWO G-12 ALLAN Herschell Trains, \$1,200 each; 10-car Race Car Ride, \$850; eight-car Pony Cart Ride, \$1,500. **Box 751, Packers Station, Kansas City, Kan.** fe9

FOR SALE Practically new 2-abreast Allan Herschell Merry-Go-Round with sound system, new canvas top and sidewall, priced \$5,000. No. 5 Ell Ferris Wheel, like new, priced \$5,000. Fairbanks Morse Power Plant, capacity 50 KVA, mounted on Chev truck, with ground cables and junction boxes, complete, priced \$5,000. Fun House on trailer with tractor, new tires, blower plus inside decorations, good condition, priced \$1,500. 4 large, attractive Crown and Anchor Wiegels with chairs, 150 each. Address: **HENRY MEYER-HOFF, 1283 Main Street, Penticton, B. C., Canada.** Above equipment made in U.S.A. There is no customs duty on returned goods made in U.S.A. **Phone 3177 Penticton.**

KIDDIE RIDES FOR SALE - FERRIS Wheel, trailer mounted with music box, 3 Coin Rides, 1 Tractor Ride, large tarp covered Trailer, complete Picnic Set-Up. **Harry J. Krantz, 811 S. Chilton St., Bay City, Mich.**

KING FIRE ENGINE, KING PONY CART and-King Combination Ride. All rides 2 years old, located in permanent park. **Shapiro, 37 Schuyler Road, Springfield, Pa. Phone: Kingswood 3-7017.** fe9

LOW ROAD SCHEFF COASTER, GASOLINE motor and transportation, \$4,500. Two Kiddie Rides: Horse and Buggy Ride, Bomber Ride, also with transportation, \$2,500. **J. W. Hayler, 2431 Upper Wumpker Rd., Montgomery, Ala. Amherst 2-3318.** fe2

MERRY-GO-ROUND HORSES, ALL SIZES, jumping type. Have extra wooden legs and wooden tails, fit all horses. **National, 323 Sanford, Upper Darby, Pa.**

NATIONAL FIGMY TRACKLESS TRAIN, used only one season; two Allan Herschell Kiddie Merry-Go-Rounds, used only three seasons; also several Kiddie Rides. Write for list and prices. **King Pin Equipment Co., 7824 Fenkel St., Detroit 38, Mich.** fe16

NEW PLASTIC 1958 CHEVROLET BODY- Type Aulos, heavy steel floor boards, 8x17 1/2 pneumatic tires, ball bearing wheels. For Kiddie Auto Ride, \$48; 7-ft. 10-inch Steel Fence with legs for major rides, \$12.50. **Burkhart Amusements, Oswego, Ill. Phone 44221.** fe16

PHOTO BOOTH, TWO CAMERAS, 14 1/2 x 21 1/2, L. G. Turner, 10611 Annette St., Tampa, Fla.

SPITFIRE, MECHANICALLY GOOD, WITH trailer. Sacrifice. **Box C-438, The Billboard, 2160 Patterson St., Cincinnati 22, Ohio.**

This is a **DISPLAY CLASSIFIED AD** - Your Advertisement Displayed in a space this size will cost only **\$14 per insertion.**

UNIQUE OFFER

Palace in Miniature

Doll House. Offered outright sale. Will consider lease, purchase. Responsible parties only. Exhibited San Diego World Fair, Los Angeles Olvera Street, San Francisco Cliff House, leading Pacific coast department stores. 30 years world-wide collecting, 35 rooms, 25,000 pieces. Hundreds of antique miniatures make this a priceless collection. For particulars address **B. WRIGHT 874 Chimalus Dr. Palo Alto, Calif.**

\$675 MERRY-GO-ROUND (28'x16' HIGH), 2 tons; Lunch Equipment-Popcorn Wagon. Must sell. Bids? East 40292, 710 24th Ave., S., Seattle, Wash.

21-FT. JEWELRY CONCESSION TRAILER with living quarters, like new. 3 Spindles and Bumper. **Oliver Dutton, Bradenton Trailer Park, Bradenton, Fla.**

Help Wanted

ADVANCE AGENT-40 TO 60, TO SELL AT- traction drive in theaters, summers only. Good car, dresser and personality essential. Ideal for retired man with trailer, wishing supplement retirement; \$3,000 to \$7,000 during summer. Week stands so minimum traveling. Vacation winters. Attraction established many years. Drawing account. Write all first letter. **F. Kirma, P. O. Box 77, Tice, Fla.**

AGENT TO BOOK SCHOOLS NATIONALLY for American's foremost, authentic Indian program featuring Red Dawn, Sioux, Indian lore specialist and White Buffalo, dancer extraordinary. **Steve Jones, 13301 Berrydale, Garden Grove, Calif.**

DRUMMER-TWO BEAT, MUST BE ABLE to play shows, Latin, etc. By trio with good work future. Tell all. **Al Barnette, Havre, Mont. Phone 2785-R.**

FEMALE PIANISTS-SINGERS, ATTRAC- tive. Also Combos wanted by top personal manager to play lounges, hotels, clubs. Submit photos. **Alan Sherwood, Houghton Lake, Mich.**

LEAD TRUMPET, COMMERCIAL EXPERI- ence. Others write **Buddy Bair, 718 Bong Allen Bldg, Atlanta, Ga.** fe7

MECHANIC

First Class **Phonos and Pins** **SAN FRANCISCO OPERATORS SERVICE** 155 7th St. San Francisco, Calif.

WANTED - EXPERIENCED PERSONNEL to manage recording studio. Must be familiar with pop record market, booking and signing talent, distribution and promotion of pop recording. List full qualifications, salary expected. **Box C-439, c/o The Billboard, Cincinnati 22, Ohio.**

WANT PIANO MAN FOR COMBO ON South Florida location. Must play full hotel style, dinner music, Latin, etc. Fake and have knowledge of tunes. Write immediately giving full details, salary expected. **Post Office Box 38-54, Miami 38, Fla.**

Instructions & Schools

LEARN AUCTIONEERING - TERM SOON. World's largest school. Big free catalog. **Reisch Auction School, Mason City 18, Iowa.** fe9

Magical Supplies

NEW 1959 DELUXE MAGIC CATALOG! 160 pages thick! Over 800 mysteries and tricks. Most unusual ever published. **Rush 50c; fast service. Vick Lawston, 202 N. E. Pinewood, Trumbull, Conn.**

NEW 152-PAGE ILLUSTRATED CATALOG- Mindreading, Mentalism, Spooks, Hypnotism, Horoscopes, Crystals, Handwriting, Sub-miniature Radiophone for mentalists. Brochure, prices on request. **Catalog 50c. Nelson Company, 336 South High, Columbus, Ohio.** fe9

512 GLASS CASKET FOR VISIBLE PRO- duction of silks, plus 83 Floating Liquid, both for \$2.50. **Balfor, 66 Chestnut, Lewistown, Pa.**

3,000 TRICKS-POCKET, PARLOR, STAGE; also Mentalism, Spiritualism, Books, World's finest Magic Catalog (406 pages), \$2.50. **Kanter's, B-1311 Walnut, Philadelphia 7, Pa.**

Miscellaneous

CLOSE-OUT-PUNCH NEEDLE PATTERNS, 60c per doz. Write for price list of other articles and list of patterns. **Write M. A. Brennan, Box 532, Gibsonton, Fla.**

5,000 SQ. FT. (App.)

STREET ENTRANCE HIGH CEILING SUITABLE FOR: THEATRE, REHEARSAL, DANCE OR VOCAL STUDIOS.

GREAT NORTHERN HOTEL 111 West 57th Street, New York City **Call Manager CI 7-1900**

1957 TAXICAB FORDS, DODGE, \$675; Checkers, \$550; Carspeed Alarm, \$9.95; deposit, \$2. C.O.D. Portable Radio, \$19.95, 18"x2"; Oxygen Kit, \$39.50; 22 Ballpen Pistol, \$9.95; Electronic Hypnotizing Wand, \$19.95. **Transworld, P. O. Box 929, Indio, California.**

Motion Picture Films and Accessories

NEW FILMS 16mm 400 ft. 8mm 200 ft.

Attention! Amusement operators, all new, never seen subjects. Produced by new company. List needs. Brochure will be sent. **BOX 55, Homecrest Sta. Brooklyn 29 New York**

WANT TO BUY PANORAM LOOPS, 16MM, sound; also Novelty Short Films, Write **Gay Amusements, 322 Summit St., Toledo, O.**

7 REEL 16MM. SOUND FILM-LIFE OF OUR Savior, like new, \$65; also 35mm. Road Show Film, like new, \$125. **Jack Karmel, 504 Harrington, Houston 9, Tex.**

Partners, Wanted

LADY TO BREAK AND WORK ALL HOUND Dog Act. Have dogs. **W. F. (Dutch) Merrow, Route 3, Carthage, Mo.**

Personals

HOME-BREWED WINES AND BEERS, COM- plete, informative recipe book, \$1. ABC Publications, Department W-1037, Box 849, San Francisco 1, Calif.

JUANITA AVERITT VANNERSON- Please come home. Dad is seriously ill and asking for you. **Sara, Bert, Jack.**

Photo Supplies and Developing

PHOTO BOOTHS, CAMERAS, D.P. PAPER, Developers, Frames, everything for direct positive photography. Write for our low prices. **PDQ Camera Co., 1546 W. 63rd, Chicago 2**

Printing

ALWAYS FASTEST SERVICE - QUALITY nonbonding posters! 14x22 size 3-color window cards, up to 50 words copy, \$9 hundred; 17x26 size, \$13.50 hundred. Dayglo auto bumper stickers, size 4x15, yellow, red or green, copy printed in black, \$13 hundred. Tribune Press, Dept. 159, Earl Park, Ind. mc30

MIMEOGRAPHING, OFFSET PRINTING. Folding, Complete letter-shop services. Samples, price list free. Pennway Press Services, Drawer 1470, Scranton, Pa.

NEARGRAVURE EMBOSSED LETTERHEADS! Sparkling! Dynamic! Special Engravings, unusual layouts in golds and colors: Midways, Circuses, Carnivals, etc. Samples 10c. Be surprised. Solldays Colorprint, Knox, Ind. fe16

150 HAMMERMILL BOND LETTERHEADS (8 1/2x11) and 150 (6 1/2x9) Envelopes. \$2.95 postpaid. Taylor, 3900 Hamilton St., Hyattsville, Md.

Salesmen Wanted

AD MATCH SALES! YOUR OWN BUSINESS without investment! Sell for world's largest direct selling manufacturer of advertising matchbooks. Big spot cash commission. Start without experience; our tested sales kit tells you where and how to get orders. Men, women, part or full time. Match Corporation of America, Dept. D-219, Chicago 32.

ANYONE CAN SELL FAMOUS HOOVER Uniforms for beauty shops, waitresses, nurses, doctors, others. All ocular miracle fabrics; nylon, dacron. Exclusive styles, top quality. Big cash income now. Real future. Equipment free. Hoover, Dept. B-109, New York 11, N. Y. ch-np25

GOLD MINE OF 600 MONEY MAKERS. Free copy. Specialty Salesman Magazine, Desk 22B, 307 North Michigan, Chicago 1, Illinois. ch-np25

IF YOU'RE INTERESTED IN MAKING money in selling, see the hundreds of exceptional opportunities in Salesmen's Opportunity Magazine. Send name for your copy, absolutely free. Tell us what you're selling now. Opportunity, 848 N. Dearborn, Dept. 21, Chicago 10, Ill. np

SALESMEN - BIG MONEY EVERY DAY showing nationally known drain cleaner. No chemicals. Nothing like it. Minute demonstration. Commissions paid daily. Sample furnished. Campbell Co. (Est. 1928), Rochelle 603, Ill. ch-np

MORE BUYERS

Will Stop and Read YOUR AD

If you use a DISPLAY CLASSIFIED AD RATE ONLY \$14 per inch

SPECIAL OFFER—THREE 6 1/2 TUBES. \$1. Pike's Green Mountain Salve, Box 8104, Dept. J, Ft. Lauderdale, Fla.

TELEPHONE SALES. SAN FRANCISCO. 40% com., own phone Exc. appeal tickets. High earnings, age no barrier. Act quick. Write or phone OR. 3-4812, 25 Taylor St., #200A, S.F.

\$300 FIRST WEEK OR MONEY BACK—AD Clock, unlike any in world. Electric Ad Clock Co., 227-231 W. Illinois, Chicago 10, ch-np

Tattooing Supplies

TATTOOING—I WILL TEACH YOU THIS profitable, fascinating business. Complete course, supplies, secrets. Free information. Zels, 728-A Leslie, Rockford, Ill. np

Trucks, Trailers, Accessories

19-FOOT HOUSE TRAILER WITH CAISSON in rear. 1 yr. old, good shape, \$995. J. L. Bostright, 2052 W. Main, Mesa, Ariz.

Wanted to Book

RIDES WANTED

Will book or lease 2 or 3 Kiddie Rides and 2 or 3 Major Rides for 1959 season starting April 15 thru Labor Day. We have a good deal for the one who can supply ALL the rides. Will also consider a few Concessions and 1 or 2 money making Exhibits.

GALVESTON PLEASURE PIER Phone SO 5-7559 Galveston, Texas

SIDESHOW FOR TOP-NOTCH CANADIAN Class "C" Fair Route. Personnel must be clean. No boozers! No girl shows! Write Midwest Shows, Vermette, Manitoba.

SMALL CARNIVAL WANTED.—FOR JUNE. Veterans of Foreign Wars Club grounds. Columbus, Indiana. Flat fee contract. Joe R. Cowles, 822 Hutchins, Columbus, Ind.

SMALL CARNIVAL WANTED—JUNE THRU August for Drive-In Theater. Pop. over 100,000. Melvin Heinbach, Franklin St., St. Clair, Pa.

WILL BOOK OR LEASE—ADULT FERHIS Wheel and Tilt-a-Whirl for amusement park in Philadelphia. Shapiro, 37 Schuyler Rd., Springfield, Pa. Kl. 3-7017

Wanted to Buy

KIDDIE RIDE—PREFERABLY KING PONY Cart or Tubs-O-Fun. Give full description with picture if possible. State age, condition and price. Write Midwest Shows, Vermette, Manitoba.

10 DODGEM CARS, ROADWAY EXPRESS: 6 Glass Boats, 7 ft. long; 2 wire #2 and 3 wire #4 Cable. F. Shafer, Washington, Ind.

COIN MACHINES

Used Equipment

SCALES—SCALES—SCALES—10 WATLING 500 Guessers, \$30 ea.; 5 Watling Tom Thumb Fortunes, \$32.30 ea.; 5 Watling 500 Fortunes, \$35 ea.; 6 A.B.T. Kirk HiBoy Guessers, \$30 ea.; renewed-reconditioned. Send deposit and shipping instructions; balance sight draft. Gayco Distributors, 4866 Woodward Ave., Detroit 1, Mich.

STAMP MACHINES - DU PLEX, \$12.50; Shipman Triplex, like new, \$34.50; Folders, Northwestern Rolltype, \$68; used, \$35. USP Co., 100 Grand, Waterbury 2, Conn. fe2

10-6-PLAYER UNITED SHUFFLE ALLEY. \$50; 50 1/2 Advance Ball Gum Machines, \$4.95 each. Al Hoff, 1920 Rose, Balto, 13, Md.

Wanted to Buy

USED ADVANCE & HARMON 21F VENDORS and 21B Vial Vendors. Any condition. Accurate descriptions and prices in first letter. Automatic Sales, 2965 Hickory St. Abilene, Tex. fe2

MUSIC-RECORDS

ACCESSORIES

Record Pressing

RECORDING—DISCS FROM TAPES. CUS- tom cut, professional equipment. Write for prices. Bixler Sound Recording Service, 9007 Powell, St. Louis, Mo.

COMING EVENTS

Continued from page 64

Chicago—Chicago Sportsmen's & Vacation Show (Intl. Amphitheater), Feb. 27-March 8 H. Werner Buck
Chicago—Modern Living Home & Flower Show (Navy Pier), March 7-15. Home Builders' Assn. of Chicagoland.
Chicago—World Flower Show (Intl. Amphitheater), March 14-22. Frank Dublinsky.

Indiana
Fort Wayne—Fort Wayne Sport & Vacation Show (Memorial Coliseum), Feb. 14-19 E. M. Berg, Trio Enterprises, P. O. Box 2041
Fort Wayne—Fort Wayne Boat Show (Memorial Coliseum), Feb. 14-22 E. M. Berg, Trio Enterprises, P. O. Box 2041.
Indianapolis—Indianapolis Sports, Vacation & Boat Show (Fairgrounds), March 13-22. Melvin T. Ross.

Iowa
Des Moines—Iowa Sports, Boat & Vacation Show (Memorial Aud.), March 31-April 5. Martin P. Kelly.

Kansas
Wichita—Kansas Sports, Boat & Travel Show (Forum) Feb. 10-15. Robert G. Langenwalter.

Kentucky
Louisville—Mid-America Sports, Boat & Travel Show (Fairgrounds), Feb. 14-22 William H. King.

Louisiana
Baton Rouge—Baton Rouge Rodeo, March 7-14.
Baton Rouge—L.S.U. Livestock Show & Rodeo, March 7-14. W. M. Babin, Box 8637, University Station.
Shreveport—Holiday in Dixie Festival, April 30-May 3. James Griffith.

Massachusetts
Boston—New England Boat Show (Commonwealth Armory), Feb. 22-March 1.
Boston—Herald-Traveler Fishing & Hunting Show (First Corps Cadets Armory), March 19-22. Robert Duffy.

Michigan
Bay City—Bay City Better Homes Show (Armory), March 20-24. Jack Davis, Box 12.
Bay City—Bay City Sports & Boat Show (Armory), April 3-5. Jack Davis, Box 12.
Detroit—Detroit Boat Show (Artillery Armory), March 14-22. Jack Ferguson.
Grand Rapids—West Mich. Sports & Boat Show (Civic Aud.), Feb. 23-28. Jack Locks.
Jackson—Jackson Boat, Sports & Travel Show (Armory), March 12-15. National Sports & Travel Shows, Inc., 10421 West Jefferson, Detroit 18.
Kalamazoo—Kalamazoo Sports, Boat & Travel Show (County Center Bldg.), Feb. 18-21. E. H. Buchner & Co., 10421 W. Jefferson Ave., Detroit 18.
Pontiac—Pontiac Boat, Sports & Travel Show (Armory), March 26-29. National Sports & Travel Shows, Inc., 10421 West Jefferson, Detroit 18.

Minnesota
Minneapolis—Northwest Boat, Sports & Travel Show (Municipal Aud.), March 27-April 8. F. W. Kahler.

Mississippi
Bay Springs—Jasper Co. Fair & Livestock Show, March 24-26. W. C. Jeffcoat.
Canton—Madison Co. Fair & Livestock Show, March 19-20. R. L. Smith.

TALENT AVAILABILITIES

RATE: 10c a word, minimum \$2. CASH WITH COPY. Set in usual want-ad style, one paragraph, no display. First line in 5 pt. caps, balance in regular 5 pt. upper and lower case.

IMPORTANT: In determining cost, be sure to count your name and address. When using a Box Number, c/o The Billboard, allow six words for address and include additional 25c to cover cost of handling replies.

Bands and Orchestras

ALL BIRD BAND, HAPPY HELEN'S, 705 Pawtucket Blvd., Lowell, Mass.

4 TO 6 PIECE ORCHESTRA. SINGS, PLAYS rock & roll and jazz. Jump Jackson, 5727 LaSalle, Chicago, Ill. Normal 7-4151. mh2

Musicians

COMPETENT EXPERIENCED PIANIST— Available immediately. Good repertoire and appearance. Write 133 Houston St., Mobile, Ala., or phone Garden 6-6648. fe2

DRUMMER—WILL TRAVEL. PLAYS LATIN and commercial drums; available immediately. Contact Frank W. Keeler, R. D. #2 Miller Rd., Castleton-on-Hudson, N. Y. Phone 77-2554.

DRUMMER—WOULD LIKE JOB IN FLORIDA, California, New Orleans, etc. but will consider all interesting offers. Name experience, young, can play shows. Latin, society, jazz, etc., and read. Drummer, 317 S. Galena Ave., Dixon, Ill. 2-3851.

PIANIST, ORGANIST - SINGS, MALE. single, 23, experienced in club work, parties, and shows. Valgene Hoover, 622 N. Wash., Liberal, Kan.

RELIABLE COMMERCIAL MUSICIAN, doubling trumpet, tenor sax, and vocals. Read or take anything. Creighton, Box 5173, Sarasota, Fla. Tel. RI. 6-6088.

TRUMPET MAN - TONE, RANGE, READ. take, all styles; combo preferred; sober, neat. Lew Gautreaux, 1348 Willard St., Gary, Ind. Turner 5-2349. fe2

Outdoor Acts and Attractions

EMMA AND DON—JUGGLING ON GLOBES, featuring Don on incline and treeter board. Address 8325 Spry Rd., Evansville, Ind.

RAY'S CURCIS REVUE - DOG, PONY, Monkey Show, Bozo the Clown. Further information: Mrs. H. R. Ray, Route #3, Magnolia, Ohio. fe26

Vaudeville Artists

BUSTER DOSS VARIETY REVUE—MAGIC, Clown, Music, Circus Acts. Experienced all type acts. Phone dates, etc. Box 243, Roxton, Tex. fe2

DOG ACT SUITABLE FOR RODEO, NIGHT Club, Fairs, Circus, Schools. Suitable any entertainment. Very attractive act; never fails to please. Has transportation. Permanent address, Sarasota, Fla., 3107 West Pl. Rose Washington.

Dayton—Sport, Boat and Outdoor Living Show (Fairgrounds Coliseum), April 2-5 Ward Collopy 133 Warren St.
Toledo—Toledo Boat & Sports Show (Sports Arena), Feb. 13-18. Andy McGaughan.
Toledo—Toledo Home & Travel Show (Auditorium), Jan. 31-Feb. 8. Moll H. Tarloff.

Oregon
Portland—Portland Boat Show (Centennial Expo. Bldg.), Feb. 21-March 1. Dean Callahan.
Gresham—Multnomah Co. Spring Garden Show (Fairgrounds), April 15-19. Louise Hennessy.

Pennsylvania
Harrisburg—Pennsylvania Recreation & Sportsmen's Show (Farm Show Bldg.), March 16-21.
Philadelphia—Philadelphia Motor Boat & Sportsmen's Show (Convention Hall), Feb. 27-March 7. Clinton W. Swadlow.

Tennessee
Erwin—Unicoi Co. Ham Show, April 8-10. Wayne Scott.
Knoxville—Tennessee Valley Sport Show (Chilhowee Park Expo. Bldg.), March 25-29. W. Claude Fox.
Nashville—Great Lakes of the South Outdoor Show (Fairgrounds Coliseum), March 16-22. Amon C. Evans.

Texas
Brownsville—Charro Days, Feb. 1-8. M. G. Dennis, 1006 Van Buren St.
Cuero—S. Tex. Livestock Show, March 19-20.
Corpus Christi—Buccaneer Days, April 29-May 3.
Dallas—Southwest Boat Show (Memorial Aud.), March 3-8. Ira W. Curry.
El Paso—El Paso Flower Show, April 18-19.
El Paso—Southwestern Livestock Show & Rodeo, Feb. 11-15 Chamber of Commerce.
Fort Worth—Southwestern Exposition & Pat Stock Show, Feb. 2-8.
Fort Worth—Fort Worth Boat and Sports Show, Feb. 18-22.
Houston—Houston Fat Stock Show & Rodeo, Feb. 23-March 8. Herman Engel, Mgr.
Laredo—Washington Birthday Celeb., Feb. 16-March 2, 1959 J. George Lutz, Mgr., Box 455 Laredo.
Mercedes—Mercedes Rodeo, March 15-23.
Odessa—Permian Basin Sports Show (Ector Co. Coliseum), March 14-15. Jerry Dunlap.
San Angelo—San Angelo Rodeo, March 12-15.
San Antonio—Livestock Exposition Rodeo, Feb. 13-22 A. B. Johnson.
San Antonio—San Antonio Home Show (Bexar Co. Coliseum), April 1-22 Irving Wayne.
San Antonio—San Antonio Sport & Boat Show (Bexar Co. Coliseum), March 2-8. Robt. and Chas. Coffen.
Shamrock—St. Patrick Day Celebration, March 17. Bob Roach.

Virginia
Richmond—Virginia Motor Boat & Sportsmen's Show (Arena), March 17-22 John R. Raine.
Winchester—Shenandoah Apple Blossom Festival, April 30-May 1.

Washington
Spokane—Spokane Sports Show (Coliseum), March 10-15 Tom O'Leary.
Tacoma—Tacoma Home Show (Windrop Hotel), March 17-22.

Wisconsin
Milwaukee—Sentinel Sports Show & Great Lakes Boat Show (Aud. and Arena), March 14-22. Charles D. Collins.

CANADA

Ontario

Toronto—Canadian National Sportsmen's Show (Coliseum), March 13-21. Loyal M. Kelly.
Toronto—First Annual Canadian Boat Show (Queen Elizabeth Bldg.), Feb. 6-14. Loyal M. Kelly.

Saskatchewan

Saskatoon—Light Horse Show, April 8-11.
Saskatoon—Bred Sow Show & Sale, April 14.
Saskatoon—Shorthorn Futurity Show, April 15.
Saskatoon—Bull Show & Sale, April 15-16.

HERE'S A HANDY ORDER FORM FOR PREPARING YOUR CLASSIFIED AD

1. Type or print your copy in this space:

- 2. Check the heading under which you want your ad placed:
Acts, Songs, Gags
Advertising Specialties
Agencies, Distributors Items
Animals, Birds, Snakes
Business Opportunities
Calliopes and Band Organs
Collectors Items
Costumes, Uniforms, Wardrobes
Food & Drink Concession Supplies
Formulas and Plans
For Sale—Secondhand Goods
For Sale—Secondhand Show Property
Help Wanted
Instructions and Schools
Locations Wanted
Magical Supplies
Miscellaneous
Mobile Homes, Accessories
M. P. Films—Accessories
Musical Instruments, Accessories
Partners Wanted
Personals
Photo Supplies & Developing
Ponies
Printing
Rigging and Props
Riesmen Wanted
Scenery, Banners
Talent Wanted
Tattooing Supplies
Trucks, Trailers, Accessories
Wanted to Book
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- Music, Records, Accessories
Business for Sale
Record Pressing
Situations Wanted
Sound Equipment-Components
Used Dealer-Distributor Equipment
Used Records
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- Coin Machine Headings
Help Wanted
Opportunities
Parts, Supplies
Positions Wanted
Routes for Sale
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Used Equipment

- Talent Availabilities Headings
Agents and Managers
Bands and Orchestras
Dramatic Artists
Hypnotists
Miscellaneous
M. P. Operators
Musicians
Outdoor Acts and Attractions
Vaudeville Artists
Vocalists

- 3. Indicate below the type of ad you wish:
REGULAR CLASSIFIED AD—20c a word Minimum \$4
DISPLAY CLASSIFIED AD—\$1 per agate line. One inch \$14 (14 agate lines to inch)
TALENT AVAILABILITIES AD—10c a word, Minimum \$2.

Classified and all Talent Availabilities ads must be paid for in advance.

The Billboard, 2160 Patterson St., Cincinnati 22, Ohio Please insert the above ad in _____ Issue

NAME _____
ADDRESS _____ I enclose remittance of \$ _____
CITY _____ STATE _____

Folz Sees Municipal Taxes As Bulk Ops' Biggest Worry

L. I. Operator Calls on NVA or NAMA To Furnish Fact Sheet on Revenue

By AARON STERNFIELD
OCEANSIDE, L. I., N. Y.—
The most thorny problem confronting bulk vending operators is not the commission structure, the legality or illegality of mixed charm and ball gum machines, or the high cost of ingredients.

It is, according to Harold and Roger Folz, who operate one of the nation's largest bulk vending routes, the welter of municipal license fees which often make it unprofitable for an operator to place his machines in locations.

Harold Folz, who is the firm's tax expert, called for assistance on the national level—either thru the National Vendors Association or the National Automatic Merchandising Association—in preparing literature showing what a bulk vending machine on location actually nets.

Uninformed

Folz contends that most municipalities, forced to seek new revenue

sources, tap vending machines not by any evil intent, but because they have no idea what bulk vending machines gross.

He cited municipalities which levy \$5 per year taxes on bulk vending machines, with the license fee amounting to substantially more than 10 per cent of the machine's annual net to the operator.

Also, said Folz, municipalities are prone to lump all vending machines in the same classification, charging the same license fee for a bulk unit which may gross \$100 a year as for a cigarette machine which may gross several thousand dollars a year.

Unfair Schedule

Folz said that an operator with four bulk venders on one location is often forced to pay four license fees for four selections, while a cigarette operator with one 20-column machine pays only one fee.

The tax on vending machines as such, he added, is an arbitrary one. Rack jobbers and other concessionaires who dispense their goods without coin mechanisms seldom are saddled with license fees on a per-unit basis.

Difficulty in fighting unjust license fees is that these levies are imposed by thousands of municipalities and it is impossible to take any one step to discourage them.

Listen to Reason

However, Folz does feel that most municipal officials are reasonable men, and that they will reduce or eliminate license fees if the local operator can demonstrate to them that these fees are out of line and that they could put him out of business.

The difficulty is that many operators aren't too articulate in presenting their cases, or they don't have enough facts at their fingertips to buttress their arguments. Folz feels that one of the na-

tional trade groups could publish fact sheets which would list average bulk machine collections, ingredient and overhead costs, and average annual profits after commissions.

Armed with this information, Folz feels the operator could convince municipal authorities that anything but a nominal license fee on a per-machine basis would be an injustice.

Vending Ops Fight Boost In Cig Taxes

NEW YORK—Vending machine operators here are protesting against a pending 2-cent increase in the State per-pack cigarette tax which is being sought by Governor Rockefeller and which the Republican Legislature is expected to pass.

The operators are displaying stickers on their machines, urging voters to write their legislators in opposing the tax increase. The stickers were provided by the newly-organized Committee on Unjust Cigarette Taxation, headed by Eric Calumia, managing director of the Retail Tobacco Dealers of America.

Assisting the CUCT is the New York Cigarette Merchandising Association, a trade group of local cigarette operators, which is distributing the stickers to its members.

Tiny Weintraub, CMA managing director, is advising operators to write to the assemblymen, senators and to Governor Rockefeller; to urge their customers to do the same, and to provide their local editors with information to use against the tax increases.

The current tax here is 3 cents a pack; State, 8 cents a pack; federal, and a New York City tax of 1 cent for a 12-cent a pack total tax. The additional tax would bring the total to 14 cents a pack.

'59' Delivery Has Started

MORRIS, Ill.—Regular deliveries of the "Golden 59" bulk vender were begun last week to The Northwestern Corporation's 22 national distributors, said sales manager Ray Greiner.

Full production on the "59" was reached after a series of minor changes were made on the machine, said Greiner.

The "59" was introduced to the bulk vending industry late last fall at the National Automatic Merchandising Association convention.

Gotham Bulk Ops Discuss Taxes

NEW YORK—Members of the New York Bulk Vendors Association discussed the possibilities of local per-machine taxation last week at their regular monthly meeting at the French Roumanian Restaurant here.

Roger Folz, president, presided over the meeting, which was attended by Dave Yurmack, Sam Klein, Art Bianco, Sid Gollin and Lou Ellis.

Big Ops Have Least Multiple Vending

By FRANK SHIRAS

CHICAGO — Large operators do not use multiple vending to the extent that medium and small-sized bulk vending operators do.

The vast majority of vending centers are in cities and small towns, but large operators lead the way in vending along highways and roads.

These characteristics of bulk vending operations were revealed in The Billboard survey of 176 operators.

Multiple vending is almost entirely restricted to batteries of two and three machines. (See chart, elsewhere this section.) Small and medium operators devote a greater proportion of their routes to triple batteries than do the large operators. As a matter of fact, it is almost non-existent among the large operators surveyed.

Refer to Routes

These characteristics refer to routes and not machine totals, how-

ever. It does not mean that small and medium-size operators have more triple-mounted batteries on location than the large operators, for example. It only means that a bigger share of their routes is devoted to multiple vending. Also operators in each group are treated equally. An operator of 5,000 machines, for example, may have hundreds of multiple installations, but the percentage of them in his entire route is averaged in with corresponding percentages of operators with 700 machines, for example.

One of the main reasons for analyzing the survey in this way was to keep the operators of many thousands of machines from dominating the entire survey. If machine totals were used as the basis of percentages, the biggest operators would dwarf the others so much that it wouldn't be possible to know much about the latter. However, as has been mentioned in (Continued on page 69)

Flood Waters At Columbus Tie Up Plant

COLUMBUS, O.—Manufacturing plant of The Columbus Vending Company was recently flooded with six feet of water, said President F. H. Vogel last week.

"As soon as we clean house completely we'll be in business again. I hope our customers will be patient," continued Vogel.

Columbus began manufacturing bulk venders in 1908. This isn't the first time the firm has been hit by flood waters, said Vogel. In 1913 the firm survived a similar experience.

Group Comparison

	Mounting of Machines		
	*Small Operator	*Medium Operator	*Large Operator
Single	58%	56%	73%
Double	26%	28%	21%
Triple	12%	12%	2%
4 or more	4%	4%	4%

	Vending Locality		
	Small Operator	Medium Operator	Large Operator
Cities and Suburbs	62%	60%	58%
Small Towns	32%	35%	30%
Highways and Roads	4%	4%	12%

*Small operator: up to 200 machines; Medium operator: 200-600 machines; Large operator: 600-5,000 machines.

Percentages in the chart above are based upon equal treatment of operators in each group. They thus refer to portions of total routes and not machine totals.

The lone machine still accounts for the greatest proportion of routes, regardless of the size of the operation. Double-mounted machines comprise close to a third of routes. Note that multiple vending plays the smallest role in routes of the large operators.

More than half the routes of all three operator groups are concentrated in cities and suburbs. Small towns account for about a third of operations. As would be expected, the large operators have a greater proportion of their routes along highways and roads than the other two groups.

PROFILE OF WEEK

Completely Diversified



RUSS WARNER runs a completely diversified coin machine operation headquartered in his home town of Erie, Pa. His firm operates more than 2,000 ball gum-charm machines alone, as well as juke boxes, and even tube testers, for example. Warner learned the business from his brother, Phil. He began working with him—in the penny nut business—when he was 12 years old, back in 1937. In 1949, Warner was able to buy out his brother.

"There's one thing I'm proud of," says Russ quietly. "In 1954, I helped organize the Amusement Machine Operators Association of Erie County and I've been secretary of the group ever since. I think we've done a lot to earn respect for the business." He is proud, too, of the part his business plays in keeping Erie taxes down. "The city gets the equivalent of one mill in property taxes from our machines. We pay \$210 annually on our pinball machines and \$25 on bowling machines, pool tables and Arcade equipment. And the \$25 a year tax on juke boxes is one of the highest in the country. We're carrying our share of the tax burden."

President of Council

Warner attended local schools in Erie. He is a graduate of Strong Vincent High School, where he was elected president of the student council in his senior year. Standing 5'8" and slightly built, he didn't attempt to compete in sports, but became a cheer leader instead.

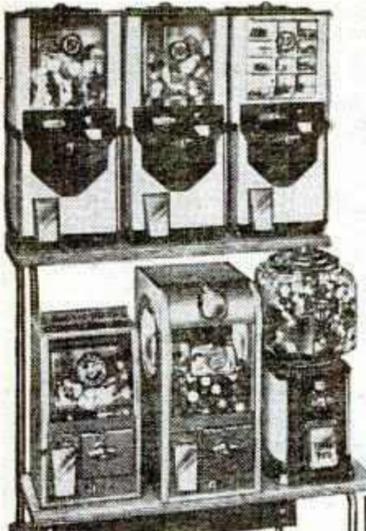
World War II was in full swing when Warner was graduated from high school. He went into the Air Force and on to cadet training. He received his commission as a second lieutenant and spent two years in the service. His duty time was spent on B-29's as bombardier, radarman and navigator. Most of his training took place in Texas, but he went to the University of Florida and studied radar in California as well.

In 1950 he married the former Irene Hill, who had been his secretary for several years. They live in Glenwood Hills in a comfortable house with their family. They have three boys—Mike, Davis and Rusty—and have another child on the way. Russ and his wife have many interests in common, and do a number of things together.

Avid Bridge Players

Both are avid bridge players, members of the Erie Bridge Association, a unit of the American Contract Bridge League, and take an active part in the activities of the group. Both are fond of musicals, have a big record collection, and once a year manage a trip to New York to see some shows. "We both love horse racing," says Mrs. Warner, "and make frequent trips to Thistledowns, Randall and Cranwood in Cleveland, and Fort Erie and Hamburg near Buffalo. We try to time our New York visits with the Roosevelt Raceway season."

Russ himself enjoys bowling and even sponsors both a men's and women's bowling team. "I also love flying," says Russ, "thanks to my Air Force days. I had my own plane—a two-engined Cessna—for a while and I used part of my G.I. Bill to get a private license. But business grew fast and I found I had little time to fly, so I sold the plane."



**VICTOR'S
Sextette**

A terrific money-maker in those
Supers and Chain stores.
The New Modern Key to Successful
Bulk Vending.

**IMMEDIATE DELIVERY!
THE 4-UNIT
BI-LEVEL STAND**

VICTOR VENDING CORP.
5701-13 W. Grand Ave., Chicago 39, Ill.

ROYAL RING MIX

Twenty-Six (26) different RINGS
in this ROYAL assortment, consist-
ing of 8 SEA PEARLS, 4 DIAMOND
CHIPS, 4 PEARL CHIPS, 8 As-
sorted RINGS, SNAKE and MOON-
STONES — all Vacuum-Metalized.

5,000 to 9,000...\$10.50 per 1,000
1,000 to 4,000...\$12.75 per 1,000

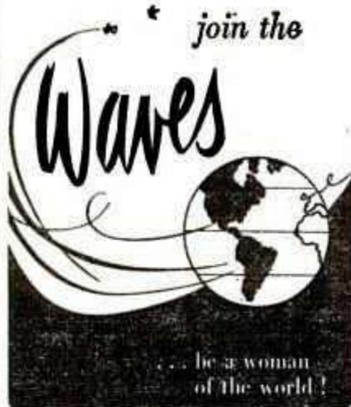
F.O.B. our Factory
Or: At Distributors

Best Quality, Best Variety, Best Buy

EPPY

15 144th Place, Jamaica 35, N. Y.

join the
Waves



... be a woman
of the world!

Multiple Vending

Continued from page 68

previous articles in this series, ma-
chine totals will be used later for
analysis.

Single and Double

That most operators of all sizes
in this survey concentrate heavily
upon single and double installations
is not surprising. After all, the small
retail store outnumbered the big lo-
cation by hundreds of thousands.
The small store is losing out to
its bigger competitors as the years
pass, but there's a long, long way to
go.

Vending in cities and suburbs ac-
counts for more than half the routes
of operators in all three groups. Small
towns, however, have strong repre-
sentation, accounting for
around a third of the routes of each
of the three groups. Vending in lo-
cations along highways and roads
is negligible among small and me-
dium operators. The large operators
have an average 10 per cent of their
routes along roads. In all proba-
bility, servicemen traveling from
one town or city to another pick up
highway spots whenever feasible. Al-
tho it doesn't appear that there is
enough on the roads to make up a
route, it is worthwhile picking up
spots as long as these roads have
to be traveled anyway.

**Op Gives Two
Pointers That
Boost Profits**

PHOENIX, Ariz.—Walter Gray,
Best-West Specialties, has a couple
of tips on servicing and dressing
of machines that boost profits on
his routes.

Gray takes pains in dressing of
machines, especially when he uses
\$4 worth of charms in a 9½-pound
globe. Often he uses a simple
method of setting a cluster of
selected feature charms directly
behind the glass, where they can
be easily seen. The charm assort-
ment is cupped in a piece of paper
and held behind the glass while
the globe is being filled. After-
wards, the paper is carefully pulled
out and the cluster is left in place,
surrounded by the ball-gum charm
fill. Easily visible, this cluster
stimulates impulse sales, reports
Gray.

In regard to servicing, Gray
leaves duplicate heads at his
busiest spots. The location owner
simply exchanges the empty with
the filled head. Under such an
arrangement, Gray reports that it
is very important to have extra
heads spotless. Empties are cleaned
each time machines are serviced
and packed in cartons for delivery
to the location. Aside from good
business practice, the reason dupli-
cates are kept spotless is to pro-
mote product identification on the
part of the owner. Noting the care
that is taken with machines, the
owner is apt to be just a bit proud
to have them in his store and
willing to exchange heads.

Gray has been in bulk vending
since 1947. He operates 500
machines in the Phoenix area and
another 500 in El Paso, 400 miles
away.

**VENDING MACHINES — Parts, Sup-
plies; Ball Gum, all sizes; 1¢ Tab
Gum, 5¢ Package Gum, Spanish Nuts,
Virginia's Red Skins, small Cashews,
small Almonds, Mixed Nuts, all in
vacuum pack or bulk; Panned Can-
dies; 1 Hershey's, 320 count and 520
count; Candy Coated Baby Chicks;
Leaflets, Coin Wrappers, Stamp Fold-
ers, Sanitary Napkins, Route Cards,
Charms, Capsules, Cast Iron Stands,
Wall Brackets, Retractable Ball Point
Pens, new and used Venders. Write
for prices and order blank. KING
& CO., Northwestern Distributors,
2700 West Lake St., Chicago 12, Ill.**

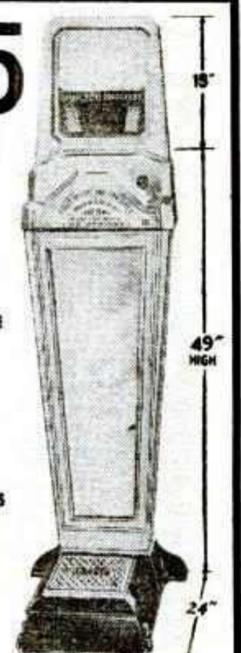
**\$25
DOWN**

Balance
**\$10
Monthly**

400 DELUXE
**PENNY
FORTUNE
SCALE**

NO SPRINGS

Large Cash
Box Holds
**\$85.00 in
Pennies**



15"
49"
24"
1.5" WIDE
WEIGHT, 165 LBS.

Invented and made only by
WATLING
Manufacturing Company
4650 W. Fulton St. Chicago 44, Ill.
Est. 1899. Telephone: Columbia 1-2772
Cable Address: WATLINGITE, Chicago

**MANDELL GUARANTEED
USED MACHINES**

N.W. Model 49, 1c or 5c	\$14.50
N.W. DeLuxe 1c & 5c Comb.	12.00
N.W. 239 1c Perc.	7.95
N.W. Model 233 1c Perc. Con- verted for 100 ct. B.G.	6.50
Silver King 1c B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.73
Pistachio Nuts, Jumbo Queen, White	.68
Pistachio Nuts, Large Tutin	.69
Pistachio Nuts, Vendor's Mix	.54
Pistachio Nuts, Sheik	.42
Cashew Whole	.66
Cashew Butts	.58
Peanuts, Jumbo	.42
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.30
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
Leaflets, 650 ct.	.40
M & M, 550 ct.	.59
Hershey's	.47

Rain-Bio Gum, 60 ct.	.30
Malt-ette, 100 ct., per 100	.32
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.30
Rain-Bio Ball Gum, 100 ct.	.32
200 lb. minimum, prepaid on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.40
Minimum Order, 25 Boxes Assorted	

Complete line of Parts, Supplies, Stands,
Globes, Brackets, Charms. Everything
for the operator.
1/3 Deposit, Balance C.O.D.

STAMP FOLDERS, Lowest Prices. Write

**THERE ARE BIG PROFITS IN
GUM**

GET YOUR SHARE WITH

Northwestern

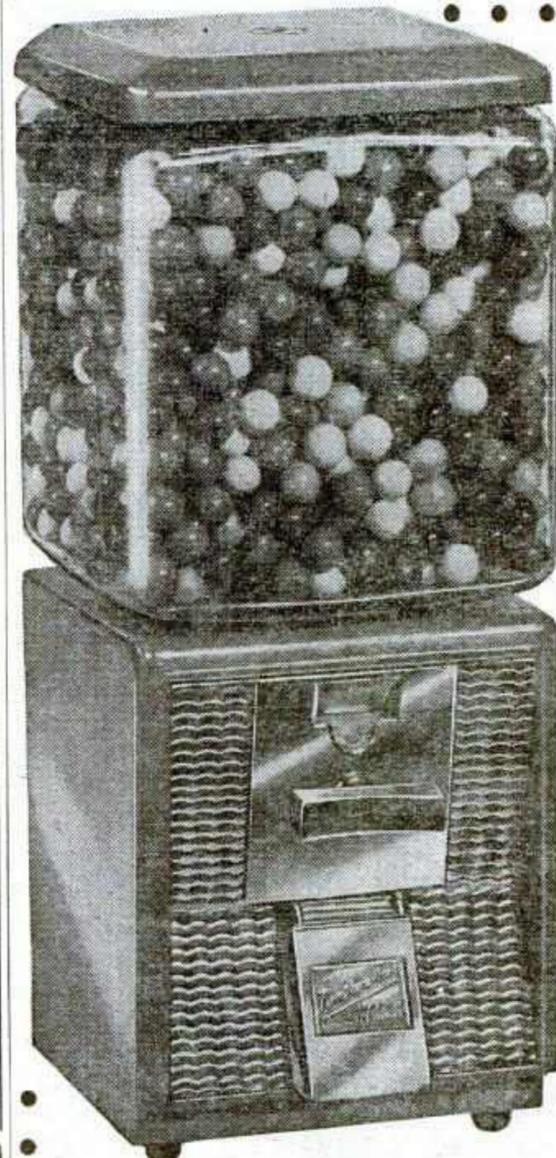
TAB

You'll hit the
jackpot with this
selective tab
vender. Ten
columns for wide
selection and
bigger capacity
have doubled
and even tripled
sales. "Quick
Change" mer-
chandise drum
cuts servicing
time in half.



MEMBER NATIONAL VENDING
MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN
SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467



**NORTHWESTERN
GOLDEN
'59**

- New! Attractive Sales-Making Appearance.
- Interchangeable Merchandise Units With Lock-tite Carricaps.
- Vends All Products Accurately. No Breakage or Crushing.
- Precision-Built Die-Cast Parts to Assure Perfect Fit.
- The Best of All Lift-Out Mechanism, 1c, 5c, 10c and 25c.
- Large Capacity. Actual 9 lbs. 210 Count.

Write, Wire or Phone for Complete Details
THE NORTHWESTERN CORPORATION
2291 ARMSTRONG ST., MORRIS, ILL.

MAN... IT'S OUT OF THIS WORLD!



The new Victor Super
Mart with the bright
new 25¢ capsule ven-
ding! Man! It's the most
... for profits.

Write, Wire, Phone
Immediately

STANDARD SPECIALTY CO.
1028 44th Avenue Oakland, California

INVENTORY FEATURE MIX
A Real Bargain
Surplus Inventory plus Current Items
Regular \$8.00 per M
5M or more—\$4.95 per M

Send 35¢ for SAMPLE KIT OF CHARMS

SURE-LOCK, the perfect capsule. Outstanding items. Send \$2.50 and receive 100 high quality filled capsules. Contains our complete line.

The PENNY KING Company
2538 Mission Street, Pittsburgh 3, Penn.
World's Largest Selection of Miniature Charms
NATIONAL SALES HEADQUARTERS
"FOR ATLAS-MASTER PENNY-NICKEL MACHINES"

VP Lockets and Medallions
VP Pearl Rings
Fortune Blocks & Play Dice
Luminous Full Skulls
Gold Basketballs
Owls
Multicolor Six Shooters
VP Head and Space Rings
Table Lamps
Jewel Six Shooters
Western Rings
Horse & Mirror
Dominoes
Crazy Pins

Vend... the Magazine of Automatic Merchandising

HUNDREDS OF MONEY-MAKING VENDING IDEAS

Cost you a fraction of a cent a piece—when you subscribe to Vend—the magazine of automatic merchandising!

Fill in—tear out—mail today!

VEND Magazine, 2160 Pattelson St., Cincinnati 22, Ohio

Yes—Please sign me up for Vend for

1 year \$5 3 years at \$11
(Foreign rate, one year, \$10)

Name

Address

City..... Zone..... State.....

Occupation

GIVE TO DAMON RUNYON CANCER FUND

SPECIAL OFFER!
HOT DRINK MACHINES

Vendors of Coffee, Tea and Hot Chocolate.
3 Selections at Special Factory Prices.
New, \$225; Rebuilt, \$170; Used, \$125.

All prices F.O.B. Factory Rebuilt & Used Machines in good condition & Factory Warranty on all machines.

Write—Wire—Phone
Quiniela Corporation
1340 Wilton Street
Cherry 4-1000
Denver, Colorado

N. Y. Cigarette Ops Set For 2-Cent Tax Increase

NEW YORK — Empire State cigarette operators are getting set for an increase of 2 cents per pack in State tax, bringing the total State tax to 5 cents a pack. New York City has an additional tax of a cent a pack.

The tax increase, proposed by newly-elected Governor Rockefeller, will probably be passed by the Republican Legislature, which is expected to give favorable consideration to most measures advocated by the governor.

The action Tuesday (20) by the State Legislature in passing the 2-cent increase in the gasoline tax (also proposed by Governor Rockefeller) is taken as an indication that the cigarette measure will also pass.

If it does, the cigarette operators will be in for some headaches, particularly in New York City, where State and Municipal taxes bring the total to 6 cents.

Currently, most of New York City operators are generally getting 28 cents for regulars and 30 cents for filters, with some getting 30 cents across the board and others getting 28 for regulars and 30 for filters and kings.

If and when the tax increase goes thru, the chances are that no operator will vend any brand for less than 30 cents. Right now, the 25-cent vend is virtually dead here — and with location loans and commissions at a high level—it is unlikely that operators will make any attempt to absorb the tax increase.

New Prices

Several operators here said that they plan to set their machines at 30 cents for regulars and 32 cents for filters, and get 35 cents for filters in class locations.

Machines made during the last three years will generally offer no problem to operators, as most of these units are set up for multi-pricing and no conversion is necessary to change the price.

However most of the older machines of 10 columns or less will require conversion, and many operators will balk at spending money on a piece of equipment which has long since been depreciated. So chances are that the new tax will spur machine sales, and the manufacturers at least will reap some benefit.

Monthly Tax Of Cigs Rise In Nov., 1958

RICHMOND, Va.—There were 2.4 per cent more packages of cigarettes taxed during November, 1958, than in the same month the year before, according to the Tobacco Tax Council. There are 42 States and the District of Columbia with a cigarette tax. (See chart, this section.)

Thirty-four States showed an increase, while nine States had a decrease, compared to November, 1957. Total gross amount of State cigarette taxes collected for the month were \$53,780,726.

Figures for Maryland, whose new cigarette tax became effective July 1, 1958, are not included in this comparison.

ADVANCE SANITARY VENDOR
The Finest for Vending Flat-Pack Products

Here is a durable, reliable, sanitary vendor with the many exclusive features which have made the Advance name a symbol for the best in vending. Accommodates flat packages up to 1 1/2" by 2" by 3 1/4". Has separate cash box. Advance coin detector with automatic coin return when machine is empty. Protected against break-in. Available for 1c, 5c, 10c or 25c operation.

For details and Prices Write, Wire, Phone Today.
J. SCHOENBACH
Factory Distributor of Advance Vending Machines
715 Lincoln Place, Brooklyn 16, N. Y.
PResident 2-2900



VICTOR'S TOPPER DELUXE HALF-CABINET STYLE

Topper Deluxe, the perfect combination of steel and lucite. Finished in brilliant colors and trimmed with glistening chrome. Capacity 7 to 8 lbs. of ball gum. All models packed and sold 4 to the case.

\$15.00 EA. WRITE FOR QUANTITY PRICES. Minimum Packing: 4 to the Case. All TOPPERS Have Refill Assembly Feature.

Write for Lowest Prices on our complete line of
• CHARMS • BALL GUM
• CAPSULES • MACHINES

Order Now From Victor's South-eastern Distributor.

H. B. HUTCHINSON, JR.
1784 N. Decatur Road, N.E.
Atlanta 7, Ga.
Phone: DRake 7-4300



on BALL AND VENDING GUMS

Same fine flavors, Centers and Coatings.
Direct LOW Factory Prices

- Bubble Ball Gum, 140-170 G 210 ct. & Giant Size . . . 27c lb.
- Chicle Ball Gum, 130 ct. . . 35c lb.
- Clor-a-Vend Ball Gum . . . 40c lb.
- Clor-a-Vend Chicks, 320 ct. 40c lb.
- Chicle Chicks, 320 & 520 ct. 36c lb.
- Bubble Chicks, 320 & 520 ct. 28c lb.
- Tab (short stick) 100 ct. . . 38c box
- 5-Stick Gum, 100 packs . . . \$1.90
- F.O.B. Factory 150 lb. lots

AMERICAN CHEWING PRODUCTS
33 years of manufacturing experience.
4th & Mt. Pleasant • Newark 4, N. J.

VACUUM PLATED MAGIC LETTERS

\$6.25 per M
Free Labels

at your distributor or . . . Write, wire, phone

Kal Guggenheim

33 UNION SQUARE
N. Y. C. 3, N. Y. • AL 5-8393



INSIST ON STAR-BRITE BALL GUM

Save Money!
QUALITY doubled
our sales in '58 AND YOU MADE MORE MONEY WITH "STAR-BRITE"

Ask your distributor to stock "Star-Brite" for you—

210-170-140 BALL GOM Also Cramer's "King-Size"!

CRAMER GUM CO. INC.

150 Orleans Street East Boston 28, Massachusetts Member of National Vendors' Assn.

Terrific Sellers SHERIFF, RANGER and MARSHAL BADGES

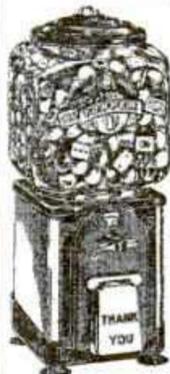
\$8.25 per M
vacuum plated—labels available

PLATED COINS
\$7.00 per M
labels available

POTS 'N' PANS
Asstd.: bowls, pots, pans, cups, saucers.
Plastic \$2.50 per M
Asstd. Plated \$5.50 per M

paul a. **PRICE CO. INC.**

55 Leonard St., N. Y. 13, N. Y. COrtlandt 7-5147-8



VICTOR Standard TOPPER 1c BALL GUM VENDOR
\$13.25 each
\$12.75 each 100 or more

Available for 1c and 5c peanuts and bulk candies. Victor's new TV Vendor in stock for immediate delivery.

TIME PAYMENTS AVAILABLE
Write **BERNARD K. BITTERMAN** for lowest prices on Capsules, Charms, Ball Gum, and all Vending Needs.

PROMPT SHIPMENT
Bernard K. Bitterman
4711 East 27th St., Kansas City 27, Mo.

WE HAVE oak's "PREMIERE"

SOUTHERN ACORN SALES
525-30 Bruns Ave.
P. O. Box 5146
Charlotte 5, North Carolina

oak's LI'L LEAGUER a top scorer!

Football, soccer, or baseball... the fascinating game is right on the front of the machine to attract the eye and interest the customer.

AND OAKS "400"

Holds 400 capsules, for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.

west coast factory sales
OPERATORS VENDING MACHINE SUPPLY CO.
1023 South Grand Avenue
Los Angeles, California

east and midwest factory sales
M. J. ABELSON/Phone AT 1-8478
2033 Fifth Avenue Pittsburgh, Pa.

oak MANUFACTURING COMPANY, INC.
11421 KNIGHTSBRIDGE AVE., CULVER CITY, CALIFORNIA

GIVE to conquer CANCER

AMERICAN CANCER SOCIETY

JOBBERS WANTED
with sales organizations

—to sell our new 1959 model Baby Grand cigarette vendors DIRECT TO LOCATIONS. Must be in position to arrange to finance the machines you sell, when necessary, altho most machines are sold for cash. Beautiful manually operated machines; many color combinations; low wholesale prices! Also 6-column candy bar vendors, postage stamp, pen and others. Write at once!

SHIPMAN MFG. CO.
1326 SO. LORENA, LOS ANGELES 23, CALIF.

MAKE MORE MONEY IN VENDING!
Read The Billboard Every Week

For the biggest vending opportunity—for the latest prices on new and used vending equipment—for every bit of significant news in your industry.

SPECIAL INTRODUCTORY TRIAL SUBSCRIPTION
Order Blank

The Billboard, 2160 Patterson St., Cincinnati 22, Ohio. Please enter my SPECIAL INTRODUCTORY TRIAL SUBSCRIPTION for 6 ISSUES for ONLY \$2 which saves me \$1 from the single copy value.

Name

Company

Address

City..... Zone..... State.....

Type of Business..... Title.....

739

THE BILLBOARD WEEKLY

Coin Machine Price Index

How to Use the Index

HIGHS AND LOWS. Equipment and prices listed below are taken from advertisements in The Billboard for the period shown. Listings are based on the highest and lowest prices on all equipment which have been advertised either at least 10 times for the period shown or at least 5 times together with a computation based on annual average.

PRICES given in the Index are in no way intended to be "standard," "national," "set," or offer an authoritative reflection of what prices should be on used equipment. Prices in the Index are designed, however, to be a handy guide for price ranges. Any price obviously depends on the condition of the equipment, age, time on location, the territory and other related factors.

MEAN AVERAGE. The mean average is a computation based on all prices of which a machine has been advertised for the period indicated and reflects the dominant advertised price level. It is not a simple average between the "high" and "low." High and low indicate price range; mean average indicates the price level at which most of the machines are advertised for. Therefore, when the mean average is nearer the "high," it indicates the "low" is a unique price probably for "as is" or "distressed" equipment.

(For 10-week period ending with issue of January 26, 1959)

Table with columns for Machine Name, High Price, Low Price, Mean Average Price, and Manufacturer. Sections include MUSIC MACHINES, PINBALL GAMES, SHUFFLE GAMES, and ARCADE EQUIPMENT.

Here's Vend Story Of Canteen's Move

Reports Views of Leverone & Johnson On AMI Deal and Juke Box Business

CHICAGO—The views of the two top executives of the Automatic Canteen Company of America toward both the move to acquire AMI and the juke box and background music business are quoted in an article entitled "The Story Behind Canteen's Move to Acquire AMI, Inc.," in the February issue of Vend, magazine of automatic merchandising, published last week.

G. R. Schreiber, editor and publisher of Vend and author of the article, first outlines major factors of the Canteen-AMI move and then goes on to consider the following key questions, using liberal quotes from both Nathaniel Leverone, Canteen board chairman, and Ar-

nold Johnson, vice-chairman and president of Canteen.

What caused Canteen to enter the music business?

What about Canteen's plans for adding music to the services its distributors (operating companies) and branches now offer their accounts?

How does Canteen feel about the coin-operated music business?

How about Canteen's plans for operating music equipment?

The Vend article, in answering the first of these questions, states that "Both Mr. Leverone and Arnold Johnson . . . are optimistic about the future of the music business in general and Canteen's participation in particular.

"The music machine business will go thru the same gymnastics as the vending machine business did," Mr. Johnson told Vend. Look (Continued on page 80)

Mull 2 Union Bills as Coin Hearings Open

By DELORES NEWCOMB WASHINGTON — Resumption of the probe into alleged racketeering in the coin machine industry is slated for Wednesday afternoon February 4. (See separate story.)

At that time, the Senate Committee on labor-management improper practices plans to hear witnesses from several sections of the country, and the following day hopes to get into racketeering in the New York area. Names of all those testifying will not be available until Monday or Tuesday (see separate story). Probe is expected to last three or four weeks. There are no plans to televise the proceedings.

Meanwhile, a Senate Labor Subcommittee is holding hearings on the Kennedy-Ervin labor bill, aimed at ending corruption in unions. Bill has the backing of the (Continued on page 74)

EDITORIAL

The Juke Box & People

There is a story on this page about the beginning of the McClellan committee hearings on union racketeering in the juke box business. There is also a story about two silent records on a juke box in a university snackbar. One of these records reproduces no sound; the other, only a beep at 15-second intervals.

These two stories bear no relationship whatever; they are totally different. One concerns a serious problem, the other a college spoof.

But both involve juke boxes and appearing as they do on this page together, they seem to offer a striking example of the enormous variety of ways the juke box figures in the lives of the American people.

It is this fact that industry members should consider not only in the days just ahead during the racket hearings, but as long as they are in the business of providing selective recorded music via the juke box.

This publication has always been unashamed in stating unequivocally and for all time its love of the juke box and of the Stouts and Nichols and Ptaček and Weyhs that make it basically the wonderful unique business it is.

The juke box has weathered many storms; it has weathered hoodlums; it has weathered attempts to change its name; it has weathered being the butt of jokes.

And it continues to play to the unending enjoyment of people.

New Beep Generation Quiet Satisfied

DETROIT—The silent record on the new Beep generation—is quietly spinning its way to fame and fortune at the University of Detroit.

Actually, the silent disk is nothing new. It is reported to have tickled the quiet set of the college crew at Boulder, Colo., some days back. But it never went big. Detroit, thanks to the apparent strong backing of an especially determined group of sombre radicals, there are currently two versions of the silent record on the juke box in the snackbar at the university Student Activities Building. One is just straight silence; the other has a (Continued on page 84)

Stereo Dominates New Equipment Sales in NY, But Monaural Not Dead

Small Price Differential, Resale Value, Promise of New Disk Releases Factors

NEW YORK—While the market for new monaural juke boxes is far from dead, the great majority of orders for new pieces here is for stereo.

A check of New York distributors disclosed that at least 80 per cent of the new machine orders are stereo, with one firm reporting that virtually all sales were stereo. Lowest ratio was 3-1 in favor of stereo. Despite a scarcity of stereo re-

cordings of new pop releases in 45's, operators are ordering stereo rather than monaural juke boxes for several reasons.

Price Differential

First is the price differential. Exclusive of installation, the difference between a new monaural and a new stereo machine runs around \$100, give or take \$25. Operators feel that if stereo does become the standard of the industry, the differential will be made up when

time comes to trade it in or put it on the used equipment market. There is also the fear that in a few years the monaural box will have little market at all.

Also there is some confidence on the part of operators that the major labels will build up a 45 stereo catalog, and that they will release new pop singles and EP's in both stereo and monaural. Columbia Records bolstered this confidence last week with the announce- (Continued on page 82)

Wurlitzer Net Up in 3d Qtr.; Down for Yr.

CHICAGO — The Wurlitzer Company last week announced that earnings for the third quarter were the best in the last three years.

Net earnings for the quarter were \$239,153 or 28 cents per share of common stock compared with \$176,997 or 21 cents a share for the same period last year.

Sales for the quarter (October thru December) were \$9,561,234, up 6 per cent from \$9,040,993 for the same three months last year.

However, sales for the first nine months of the firm's fiscal year (Continued on page 83)

List New Line-Up of O'Mahoney Comm.

By MILDRED HALL

WASHINGTON—A third Democratic senator, Phil Hart of Michigan, has been added to the O'Mahoney subcommittee on patents and copyrights—the group which will deal with the expected re-introduction of O'Mahoney's (D., Wyo.) bill to end the juke box performance royalty exemption in the 86th Congress. Duplication of the last session's O'Mahoney bill would also call for doubled mechanical royalty on records used in juke box play. (See The Billboard January 12, 1959.)

Subcommittee line-up is now:

Chairman, O'Mahoney (D., Wyo.); Senators Olin D. Johnston (D., S. C.), newcomer Hart, who defeated GOP Senator Potter for the Michigan seat, and the lone Republican, Sen. Alexander Wiley. In the last session juke box report, a two-man majority pulled the bill out of the three-member subcommittee, O'Mahoney and Johnston. Dissenting Senator Wiley objected (Continued on page 74)

Justice Dept. Maps 2-Way Racket Probe

WASHINGTON — The Justice Department appears to be readying for a two-pronged attack on racketeering.

Victor Hansen, assistant attorney general and head of Justice's antitrust division, told the New York State Bar Association last week (29) the "antitrust law's unique weapons" will be meshed with (Continued on page 74)

Senate Probe of Coin Industry Starts Tuesday

NEW YORK — The New York area union situation will be examined by the Senate Select Committee on Improper Activities in the Labor or Management Field, Wednesday (11) when the Committee launches its investigation of the coin machine industry.

The coin machine phase of the hearings begins Tuesday (3) when

the national situation will be outlined and the ground rules and definitions for the sessions will be set.

Purpose of the hearings is to examine the role of labor unions in the coin machine industry and to determine any possible unethical or illegal practices by these unions and if any conspiracy exists between unions and the various operator associations.

Three Weeks

About three weeks are expected to be devoted to the coin machine (Continued on page 74)

2 Tenn. Ops Form New Record Co.

CHATTANOOGA — Two juke box operators last week announced a new record company and the firm's first release.

They are Fred Cofer, of Chattanooga Coin Machine Company and Cofer Amusement Company and Alfred Samples of Scenic-land Amusement Company. Together with Isaac Gross, a building contractor, they have formed Spann Recording Company.

Their first release is a vocal by Randy Lee, a University of Chattanooga student. Ditty is "I Never Knew" backed with "Never Ever."



OFFICERS of the Wisconsin Music Merchants' Association shown discussing current business during the group's recent meeting in Milwaukee (The Billboard, January 26). L. to r.: Harry Jacobs Jr., of United, Inc., Milwaukee; Clint Pierce, head of Pierce Music and president of WMMA, Brodhead; Cliff Bookmeier, Green Bay, and Ed Dowe, Beaver Dam.

Tonmaster Set On Stereo Unit

NEW YORK — A stereophonic version of the 60-selection Tonmaster wall juke box will soon be introduced to this country, according to Arnold Cortell, Ameropa Trading & Shipping Corporation, U. S. distributor for the German-made box.

Cortell said the stereo machine will list for about \$600, some \$50 more than the monaural unit. The (Continued on page 74)

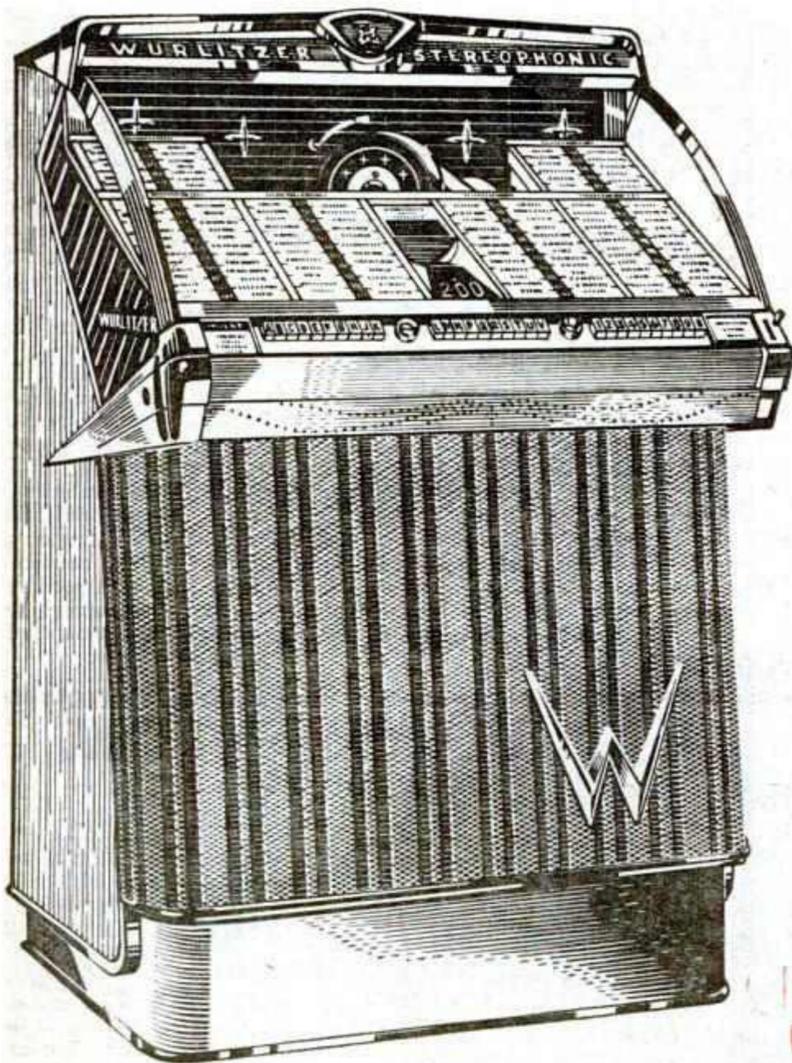


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W'chester Ops Win Point Vs. Teamsters

Local 266 Enjoined From Picketing Ops Covered by Collective Bargaining Pact

NEW YORK—The Westchester Operators' Guild has won the first round in its fight to prevent Local 266 of the International Brotherhood of Teamsters from gaining a foothold in the county.

Last week the association served Local 266 and its president, Joe DeGrandis, with an order to show cause why the union should not be enjoined from picketing locations covered by the WOG's collective bargaining agreement with Local 1690, Retail Clerks' International Association, AFL-CIO.

The order was signed in New York Supreme Court by Judge Aaron Steiner Monday (26) when the defendant failed to put in an appearance. The legal status is that

of a temporary injunction granted by default.

However, DeGrandis said that he intends to fight the injunction, have the default put aside and bring the case to trial. Until and unless he does, the temporary injunction is in force.

WOG Sues

While the injunction action grew out of Local 266's picketing of two locations serviced by Dick DiCiccio, Yonkers operation, the suit was brought by the Westchester Operators' Guild, of which DiCiccio is a member.

Hence, Local 266 will be barred, pending any further action, from picketing all locations serviced by WOG members who have signed collective bargaining agreements with Local 1690. According to Franklin R. Weissberg, of the Northrop & Jessop law firm (which represents the Westchester organization), some 22 of the 26 WOG members are parties to the collective bargaining agreement with Local 1690.

Operator List

Weissberg added that he is drawing up a list of Westchester operators covered by the contract; he said the list will be presented to the court.

For all practical purposes, the Teamster local is stymied in Westchester County. While the WOG does not include in its membership all operators in the county, its membership represents at least 80 per cent of the machines in operation.

AMI Strike Is Settled

CHICAGO—The strike of the International Union of Electrical Workers against AMI, Inc., Grand Rapids, Mich., in mid-January, has been settled, according to an announcement from Ed Ratajack, director of sales and vice-president of the firm.

The I.U.E. struck shortly after AMI had completed its run on sample models of their new "J" model destined for shipment to distributors for showing.

The settlement of the strike Friday (30) clears the way for resumption of production.

No details as to the terms of settlement were available at press time.

Senate Probe

Continued from page 72

industry, with the New York situation covering five hearing days. Two other areas certain to be discussed will be Chicago and Miami.

While a complete list of witnesses is not available, a Committee source said that witnesses from the New York area will include Al Denver, president of the Music Operators of New York; Barney Schlang, president of Local 1690, Retail Clerks International Association, AFL-CIO; Al Cohen, former union organizer, and Joe De Grandis, head of Local 266, International Brotherhood of Teamsters.

A committee official said that the inquiry will confine itself to union activities and related information in the industry and will not concern itself with policies of operators, distributors or manufacturers, unless they relate to labor unions.

List New Line-Up of O'Mahoney Committee

Continued from page 72

strenuously to performance licensing for juke box operators, recommended substitution of mechanical royalty boost.

The new Democrat, Phil Hart, is a vigorous 45, and father of eight children. Hart won his Senate victory with endorsement of the AFL-CIO in his State, and his record as legal adviser in administration of Michigan Governor Mennen Williams.

Hart was lieutenant governor of Michigan from 1954, and has been the U. S. District Attorney for the Eastern district of Michigan—which would make him familiar with alleged racketeering activities in the Detroit area, now under scrutiny of the Labor Rackets Committee, which is soon to reopen hearings in coin and juke box fields (see separate story). Hart is not a member of Senate labor or rackets committees.

Full judiciary committee membership has added two Democratic senators: Hart, and Thos. J. Dodd (Conn.), former Democratic Congressman from that State. This raises the total of Democrats to 10. The Committee lost three of last session's Republicans, Watkins of Utah, Butler of Maryland, and Jenner of Indiana, but added Martin of Iowa, making a total of five GOP members. The ratio in the 85th Congress on this committee was eight Democrats to seven Republicans.

Full judiciary committee line-up for 86th Congress: Democrats: Chairman Eastland; Senators Kefauver, Johnston, Hennings (Mo.), McClellan, O'Mahoney, Sam Ervin (N.C.) (joined Wiley in dissent-

ing on the report on juke box legislation in the last session) John Carroll (Colo.), Dodd and Hart. Republicans: Wiley (Wis.), Dirksen (Ill.), Hruska (Neb.), and Martin (Iowa).

The vote in the full committee last session to report out O'Mahoney Bill was eight to five. Voting against the bill were: Wiley, Dirksen, Ervin, Hruska and Eastland. Majority supporting were: O'Mahoney, co-sponsors Kefauver and Johnston; Senators McClellan, Carroll, Langer, Jenner and Butler.

Non-voters on the juke box issue were Watkins and Hennings (D., Mo.).

Patents and Copyrights Subcommittee spokesmen say they do not know at this date when Senator O'Mahoney intends to reintroduce his legislation to end the juke box royalty exemption in the Copyright Law.

Birmingham Has AMI Show

BIRMINGHAM, Ala. — Birmingham Vending Company hosted operators throuth the State at an open house for the new AMI J line.

Harry Hurvich said that a lunch was served to operators and their families, and the "entire atmosphere was one of festivity and friendship."

Mull Union Bills

Continued from page 72

AFL-CIO, but is labeled as "too loose" by many other factions.

A bill backed by the administration was introduced last week (28) by Sen. Barry Goldwater (R., Ariz.). Like the Democrats' proposal, the administration's bill relies mostly on public disclosure of union finances and deals made by union officials and employers, to control corruption. Major differences are that the administration bill would tighten loopholes in the existing ban on secondary boycotts, and crack down on organizational picketing aimed at compelling an employer to recognize a union.

The bill would also give the States jurisdiction over labor disputes if the National Labor Relations Board refuses them on the ground that they are too small. These three provisions are backed by business and opposed by labor.

The Kennedy-Ervin bill does not deal with secondary boycotts, but generally prohibits extortionate picketing and requires NLRB to assert jurisdiction except in certain cases. Kennedy has announced that he will deal with secondary boycotts and some other Taft-Hartley changes in a separate bill to be introduced later.

Justice Dept.

Continued from page 72

those of Justice's criminal division. In effect, this means that Hansen's division will go after racketeers under the 68-year-old Sherman Act, possibly charging them with restraint of trade. This would be an adjunct to any action the department could take on a criminal basis.

Hansen stated that "disclosure of details at this point would be premature." He said, however, that in "the year ahead" he expects several "major investigations touching on racketeering to reach fruition."

Meanwhile, Justice will make no mention of where grand jury probes into racketeering will be launched. One is slated to open in Chicago soon, but the department is being very close-mouthed about its plans for the future.

It is known that grand jury probes are underway in several areas in which union racketeers in the coin machine business are involved.

Tonmaster

Continued from page 72

mechanism and size will be the same, he added.

On February 20, Cortell leaves for a three-week European trip. He plans to visit the Weingandt factory in West Berlin. Weingandt makes the Tonmaster as well as vending machines. Cortell is the exclusive U. S. distributor for all the firm's equipment.

While in Europe, Cortell will visit the firm's London office, headed by John Toole, and the Weishaden, Germany office, which is headed by Roland Eckersham. Also on the itinerary are Belgium, Holland and France.



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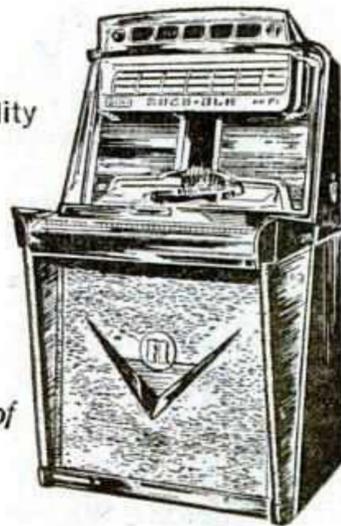
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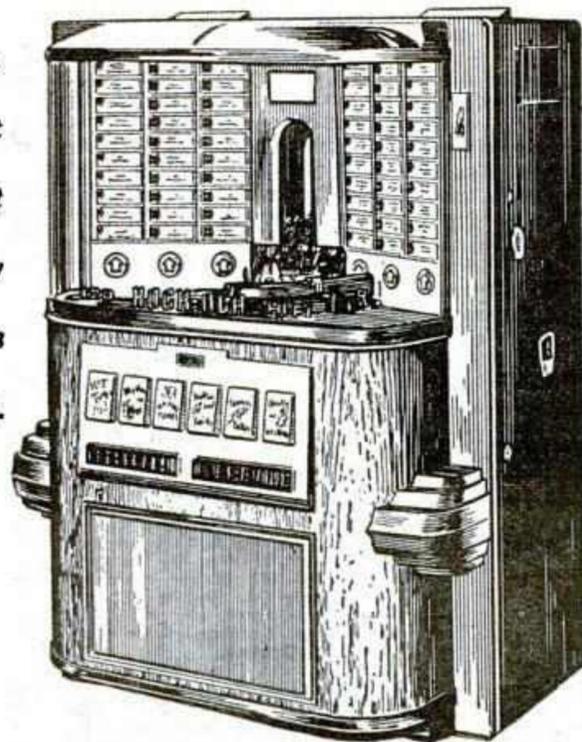


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Survey Pinpoints Major Op Problems

Rising Costs, Competition, Location Loans, Shorter Hit Life Spotlighted

CHICAGO—Costs rising faster than revenues continues to be the biggest problem that operators currently face, according to a survey of 218 operators completed last December by Thomas Lea Davidson, an assistant professor of marketing at the University of Connecticut.

Unfair competition, location loans and the flood of new pop releases resulting in shorter life on juke box hits are also prime problems operators are wrestling with, according to the survey.

Results are interesting because they represent an industry finding from a source outside the business and because they so closely parallel and focus emphasis on findings of The Billboard in recent years.

The basic problem of costs rising faster than revenues, and in some cases rising when revenues show no increase at all, has been studied more and more by operators in the last few years. For example, in the September 30, 1957, issue of The Billboard, in an article headlined "Cost-Income Ratio Cutting Juke Sales," this fact was emphasized:

"Increases in costs have been outstripping increases in income for juke operators, and the juke box industry is paying for it. Sales are running lower than at any time in the last eight years.

"Far from all black, this year's sales dip is a cloud with a silver lining, since it appears to reflect basic change for the better taking place at the operating level."

As was explained in that article and others, operators are continually doing more to battle the problem of narrowing profit margins by more closely relating their costs to income produced on an individual machine basis.

Because this is taking place, the future operating picture looks basically sounder than at any time in the past five years. What is happening is that operators are passing along to their location owners at least some of the increased costs they have been sustaining in the shape of new commission schedules. The operator is thus better able to maintain a profitable margin. The location owner, by the same token, usually gets new or

newer equipment with a new schedule.

In the survey, many individual operators named more than one problem as the biggest. Problems they mention fall into several key groups, of which the cost problem is by far the most important.

Of the 218 operators surveyed, 91 per cent specified rising costs as the major factor. This category breaks down into five separate areas: 67 specified "general costs increasing," 72 "equipment," 23 "records," 11 "taxes," and 29 "parts, labor, upkeep, operations."

In the major problem of competition, here's the breakdown: 17 specified "unfair competition," 4 "rackets taking over," 3 competition "from TV," 4 competition "from distributors," 1 "unions."

In a variety of other problems mentioned, these were biggest (each is given with the number of operators reporting that particular problem):

"Location loans," 27; "too many records available that change in popularity too quickly," 30; "new models of juke boxes every year," 12; "demands of location owners," 17; "juke boxes are too big," 5; "stereo," 3; "ASCAP," 4; "lack of trained personnel," 4; "recession," 4; "acquiring new stops," 2; "too much rock and roll," 2, and "too many labels," 1.

It seems apparent from this list that what The Billboard has long referred to as the "twin bugaboos" of operating—increasing costs and increasing competition—actually cover the major problem areas and that most of the others listed above by operators are closely related to one or both of these interrelated factors. The Davidson survey clearly bears this out.

Also borne out by the survey is the fact that trade papers are the single most important aid in record buying and programming for operators. Trade papers was the top aid reported by operators participating in the 1958 Juke Box Operator Poll, as has been the case for years. The Davidson survey shows that 51 per cent of the operators checked this category as the single source relied on most for guidance in buying and programming records, with the next most important mentioned by just 25 per cent.

However, survey results on other factors do not tally with previous Operator Polls. For example, last year's Poll showed that location requests, actual machine count and operator opinion—in that order—are the next three most important aids. This survey shows that the following are the next most important (they appear in order of percentage of operators mentioning them): "own judgment," 25 per cent; "one stop," 19 per cent; "disk jockeys," 11 per cent; "distributors," 8 per cent; "requests," 5 per cent. Actual machine count, which was not mentioned, might be construed by some operators as being included under "own judgment."



HARRY JACOBS SR., head of United, Inc., looks satisfied talking to smiling customer at recent showing.



REID WHIPPLE, Wurlitzer rep, points out new features of new line at United, Inc., showing in Milwaukee, to operators. To the right of Whipple are Ken Kulow and Frank Bartnik, both of Milwaukee. Op at far left is unidentified.

Roanoke Holds 2 AMI Shows For Top Draw

RICHMOND, Va. — Roanoke Vending Exchange, Inc., held showings of the new AMI Model J line at its headquarters office here and in Norfolk at the Nansmond Hotel last week.

According to Jack Bess, head of the distributing company, attendance at both shows hit all-time highs.

Hosting the Richmond show, besides Bess and his wife, were:

Mr. and Mrs. Harry D. Moseley; Mr. and Mrs. William A. Browning Jr., and Mrs. Dan Finegan, Mr. and Mrs. Alton D. Sheffield, Mr. and Mrs. E. W. Bishop, W. David Street, Mr. and Mrs. M. L. Mundie, Mr. and Mrs. C. Frederick Birdsong, W. O. Jones, Floyd W. Morgan, Mr. and Mrs. O. J. Graham Jr.

The following is a list of those attending: Art Daddis, AMI representative, R. L. Ward and D. L. Ward, B. R. Keffer and Mr. and Mrs. H. R. Vaughan, O. L. Ehrig, B. F. Rowe, B. F. Rowe Jr. and Rony Rowe, Mr. and Mrs. H. M. King and sons, Mr. and Mrs. V. E. Martin, Ray Hash, Mr. and Mrs. Harry Lubman and son, Chester Hopkins, Robert M. Bryant, N. O. Cumbie, C. M. Wampler and son and Mr. Pearson, L. L. Coleman and Mr. and Mrs. R. R. Caldwell.

James K. Anas and William Anas, Frank Blouth, Mr. and Mrs. Richard Freeman and Mr. and Mrs. Ray Becker, Mr. and Mrs. Wesley H. Balls, Mr. and Mrs. A. P. Loudon, C. R. Becker, Nelson Page, Ed T. Williams and R. J. Lawrence, Billy Colgate and sons, Mr. and Mrs. J. E. Holland and Mr. and D. R. Holland, Mr. and Mrs. T. O. Minor, George Essayian and Aubrey Burton, O. N. Hilburn, Mr. and Mrs. Ken F. Schneider, Mr. and Mrs. M. L. Holland and Mrs. Robert Holland and daughters, Chris Anthony, E. Shanks and Frank Anthony, William L. Kester, Mr. and Mrs. J. H. Carter, Harvey Bracy, Bill Peele, Jimmy Atwood, Johnny Johnson and Edwin Brunkley.

James M. Capps, Mr. and Mrs. Glenroy Haney, Mr. and Mrs. James E. Finks, Mr. and Mrs. Lyn Simmons, Mr. and Mrs. C. E. Morse Sr., C. E. Morse Jr. and Mr. and Mrs. R. A. Morse, Mr. and Mrs. R. L. Brown, Mr. and Mrs. Harry B. Akers and Harry B. Akers Jr., Mr. and Mrs. M. M. Harrison and Jacqueline Trotter, John D. Chandler, John Cameron.

The following is a list of those attending the Norfolk showing:

Art Daddis, AMI representative; R. G. Harris and Francis G. Harris, Bill Wilson, Ken O'Connor, Dan Wertz, J. N. Cothran and J. B. Parker, A. S. Nicholson, Mr. and Mrs. Harry B. Akers, W. T. Campbell and H. C. Minnie, E. C. Wetzel, W. C. (Red) Raymer, W. A. Long and H. B. Clarke and A. L. Clay.

Among those present from Roanoke Vending at the Norfolk showing were:

M. and Mrs. Jack G. Bess, Dan J. Finegan, William A. Browning Jr.

Central Shows New AMI Line

ST. LOUIS—A formal showing of AMI Model "J" phonographs was held January 27 at Central Distributors here, and the display of styles 100, 120 and 200 was "well received," Tony Koupal, of Central, said.

Despite a one-inch snow that fell early in the day, and greater amounts on highways in outlying areas, more than 50 out-of-town operators came to view the display. Some traveled as far as 150 miles from out-State Missouri and Illinois communities to attend the showing.

The display was a festive occasion, with a wide variety of refreshments served to visitors. A portable television set was given away as an attendance prize after the formal showing closed at the end of the work day. Members of Central's staff were on hand throughout the day to serve operators, who gathered information about the new 1959 line of AMI machines.

Among those attending were: James R. Wade, Clancy Novelty; Clinton Belt, United Amusement; Vincent Van Winkle, R and R Music; Art Catlett, Morris Novelty; R. K. Emery, Plymouth, Ill.; J. A. Anderson Jr., Anderson Music, Mattoon, Ill.; Lee Anderson, Mattoon, Ill.; Marvin Nusbaum, Wonder Novelty Co.; Hoyt Meyer, Polliti Music Company, Potosi, Mo.; Harry Siegl, Acme Novelty Company; Ralph Thale, Ideal Novelty Company.

Walter Hannum, Fred Maffitt, Tony Weingart, G. E. Heimke, Whitey C. Schoen, Harold Beckwith, Zeno H. Scheffer, Lettie Balow, Gene Cole, Marvin Mitchell, George E. Selver, Clarence Jefferson, Jody Monroe, Joe Billeto, Dan Fortuna, Thomas S. McGowan, Dan Landsbaum, William Pellman,

SENATOR NAMED CHAIRMAN

N. Y. Coinmen to Honor Boorstein at UJA Fete

NEW YORK—Members of the United Jewish Appeal's Coin Machine Division, in a kickoff dinner at the Hotel Astor Thursday night (29), selected by acclamation Lou Boorstein, Leslie Distributors, as their 1959 guest of honor.

Boorstein, for three successive years the campaign chairman for the Coin Machine Division, was cited for his untiring efforts and brilliant organization of the drives. Succeeding Boorstein as campaign chairman is Al (Senator) Bodkin, Forest Hills Music, who was the 1956 guest of honor. Three years ago, when Bodkin was feted, Boorstein was his campaign chairman. This year, their roles are reversed.

Victory Dinner

The victory dinner—the 13th the organization is holding—will be May 6 at the Grand Ballroom of the Astor. From 400 to 500 persons are expected to attend.

Boorstein disclosed that in 1958, the Coin Machine Division raised some \$29,460, despite the fact that route collections were considerably behind the previous year.

Other chairmen named at the meeting were Joe Connors, Connors Automatic Music, associate general chairman; Carl Pavesi, president of the Westchester Operators Guild, chairman of the executive committee, and Bob Krause, Standard Financial Corporation, chairman of the cash collections committee.

First Donation

First donation to the drive was made by Mrs. Fran Bodkin, wife of the chairman, who opened her purse and gave \$25 of her household money to Lou Boorstein immediately following Boorstein

election. Her husband, overcome by emotion, said he would increase her household allowance by \$2 a week in honor of the gesture. The Bodkins will be observing a dual event the eve of the victory dinner—it is also their wedding anniversary.

Attending the meeting were Al Simon, Chicago Coin; Lou Boorstein and Bernie Boorstein, Leslie Distributors; Senator Bodkin; Barney Sugerman, Perry Lowengrub and Lou Wolberg, Runyon Sales; Bob Krause, Standard Financial; Joe Connors; Max Weiss, Cigarette Merchandisers Association; Meyer Parkoff, Atlantic-New York; A. Ferber, Game Operators of New York; Mike Munves, representing the arcade machine industry; Abe Lipsky, manager of Moore's Philadelphia office; Sandy Moore, Wurlitzer distributor; Harry Berger, West Side Distributors; Frank Luppino and Aaron Sternfield, The Billboard, and Carl Pavesi, Seymour Pollak and Max Klein of the Westchester Operators Guild.

Running the campaign from the UJA end will be George Nemzoff, who has worked with the coinmen for the last six years.

The committee meets next on March 2.

200 See AMI J's in Boston

BOSTON—Despite inclement weather, close to 200 operators turned out to see the new AMI line Sunday (25) at Atlas Distributing Company's showrooms here. Anthony Grazio, who recently took over the firm from Louis and Barney Blatt, pronounced the showing a success.

Representing the factory was Gerard Vadeboncoeur, AMI field service engineer. Hosting along with Grazio were: Nelson Kadey, sales representative for AMI; Dominic Grazio, Atlas vice-president; David Shuman, Atlas sales manager; Bud Robinson, general manager; Jimmie McCarthy, service manager; Eleanor Hill, office manager; John Sullivan, serviceman; Don Prince and George Cappy, field representatives for Atlas. Also Jack Sager of One Stop, Inc.

Operators saw the new setup for the first time in which Atlas has enlarged and redecored the showrooms. A new parts department has been installed downstairs in a 1,200-square-foot space. Upstairs, the showrooms have been enlarged by 1,500 square feet, now giving four large windows in place of the previous two. Grazio also said arrangements are now completed for turning over his Globe Vending Company, which he previously ran, to the employees.

Among operators attending were: Theresa Oliveira, of Automatic Distributors, Blackstone; Mrs. Eva Thurston, of Fall River; Joseph Zito, Tony Blasi and Rocco Schena, of Havenhill; Michael A. Williams, of Boston Juke Box Company; William B. Astle, of Allston; William H. Evans, of B & G Music Company, Newton; Tony Jameson, of James Music Company, Boston; Sherm Feller, of Roxbury Music Company; Gerald Brown, of Belmont, and Ralph Lackey, of Karel Music Company, Roxbury.

Also: Earl McCaffery, of Lowell; Russ Broude and Walter Buck, of General Amusement Company; Raymond Thurston, of Fall River; John A. Fiore, of Northern Amusement Company, Boston; Mr. and Mrs. Arnold Blatt, of Brookline; Harold Bond, of Peerless Music Company, Brookline; Thomas Byrne, of Wellesley, and Mr. and Mrs. Manuel Rodrigues, of Cranston, R. I.

Also: Fred Koufus, of Roxbury; John J. Lopas, of Waltham; George Copelas, of Malden; Tony Piccinto, Allan Goldberg and James McCarthy, of Quincy; George Pappas, of Lowell; Vincent L. Pitts, of Allston; Bert Thompson, of Quincy; Edward Maloney, of Fitchburg; Ralph Di Pacelo, of Quincy, and Gerald Waterhouse, of North Dartmouth.

Angott Holds Wurlitzer Fete

DETROIT—Angott Distributing Company unveiled the new Model 2304 Wurlitzers to the new trade at a special Sunday afternoon showing in their display room. Carl Angott was host for the event, along with his sales staff, including Lou Nemesh, formerly of Fabiano Sales and Service, who has just joined the Angott organization as Detroit salesman; John Bailey and Charles Andrews. The hostesses were Madeline Andrews and Frances Ruen.

The showing drew a good attendance despite snowy weather, including many up-State operators.

The Angotts served buffet lunch to all visitors, and the event served as one of the social gatherings of the season for the juke box industry.

Among those noted from out of town at the showing were Mr. and Mrs. James Heiss, Cedar Springs, Mich.; Mr. and Mrs. Cleo Martin, Sears; Harry Niedzinski, Bay City; D. R. Andre and Robert Andre, Muskegon; Mr. and Mrs. Glenn Jessup, Jackson; Mr. and Mrs. Vincent Crinzi, Saginaw; Mr. and Mrs. Ray Vollmer, Pigeon; Mr. and Mrs. Dwight B. Horn, Adrian; Mr. and Mrs. Bud Cocking, Flint; Mr. and Mrs. Edward Leyanna, Flint; Mr. and Mrs. Clarence Wickware, Flint; Mr. and Mrs. Jack Payne, Grand Rapids; Lee Whipple, Grand Rapids; Jake Visser, Lansing; Herb Engelhart, Flint; Mr. and Mrs. Fred Warner, Saginaw.

Visitors from Detroit and suburbs included: Mr. and Mrs. Russell Hosmer, Mr. and Mrs. Richard Griffin, John E. Wagner, Mr. and Mrs. Sam Lupe, Mr. and Mrs. Marvin Blank, C. Johnson, Ben Stocker, Morris Goldman, Sidney Ketchum, A. Weston, Pete Athens, Mr. and Mrs. Harry Riche, Irving Moss, Fred Zemke, Mr. and Mrs. Jack Gervasi, Mr. and Mrs. Mickey Powers, Richard Pinkston, James M. Jeffrey, Frank Alluvot, Mr. and Mrs. John D. Walker, Mr. and Mrs. William Campbell, Alex Robinson.

A. J. McCall, George Burns, Harry Dryfus, William Caito, Maury Dryfus, Frank Scimo, Omar Dressel, John Scimo, Lester H. Engel, Jimmy Owens, Larry Brenden, E. W. Rockwell, Pete Toenges and Sidney Morris.

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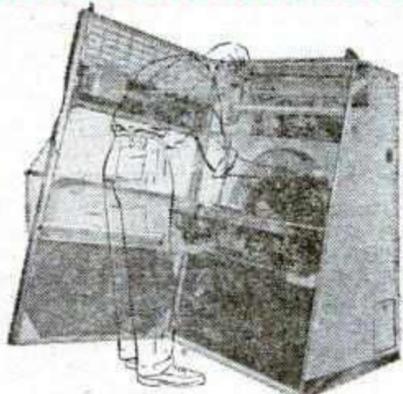
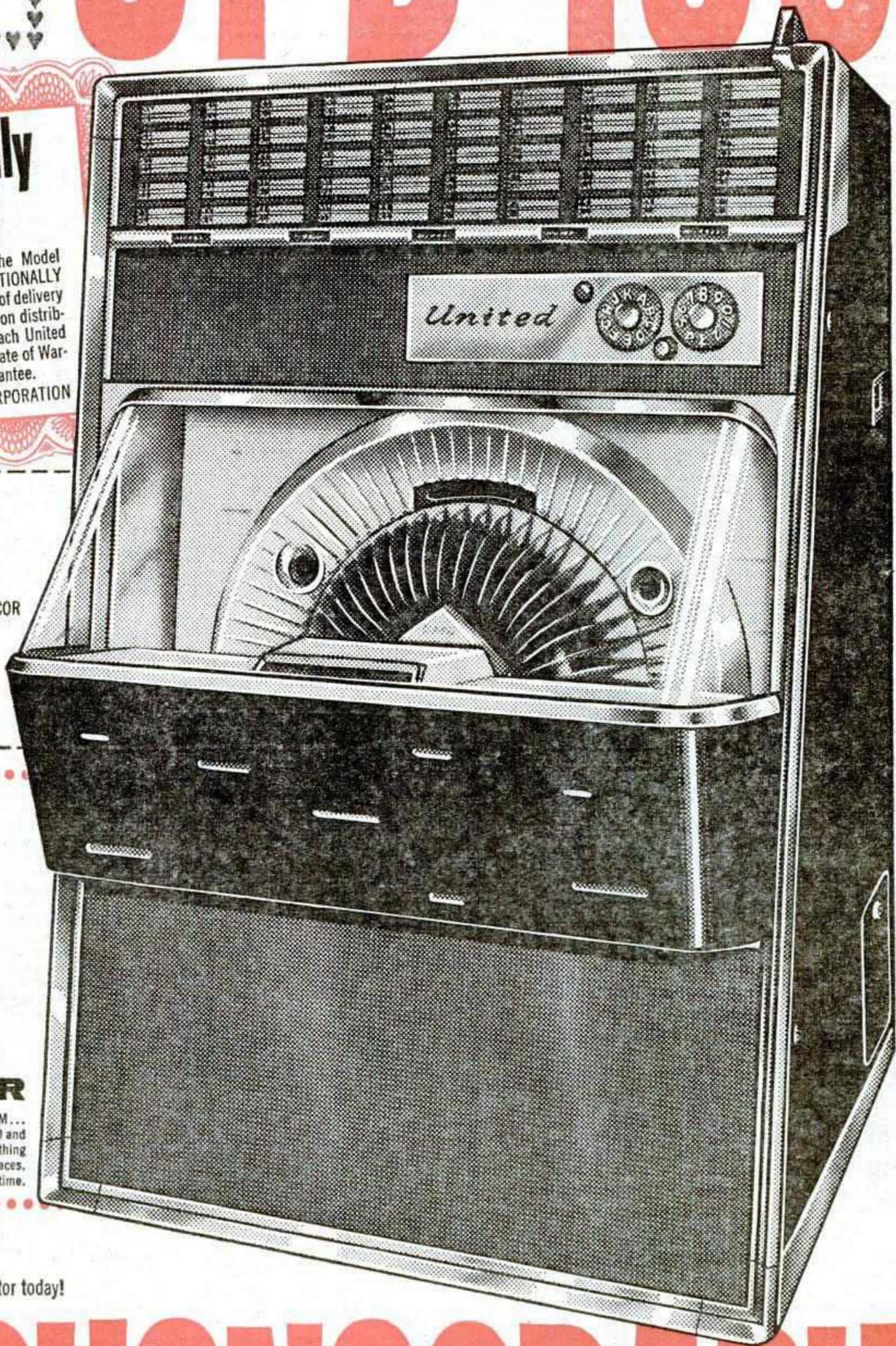
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THE PHONOGRAPH

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JUST LIKE REAL THING

Capitol Projector-Plymouth Stunt Thrills Chi Auto Show Crowds

By KEN KNAUF

CHICAGO — Capitol Projector Corporation, New York amusement machine manufacturer, teamed up with the Plymouth auto organization to give Chicago Automobile Show visitors here a rousing demonstration in safe driving. The show ran for nine days, closing January 25.

The unique public relations stunt combined Capitol's Auto Test machine mechanisms with Plymouth's dashboard, gear shift and seating features to give thousands a lively, instructive time.

Set up as a Plymouth display within the International Amphitheater, site of the show, it consisted of a long row of 24 individual driver units. Here's how it works:

Each "contestant" is seated comfortably behind a steering wheel, gazing ahead at a realistic movie-projected road scene.

As a pretty model on a catwalk above gives the "go" signal, all drivers "start up" and steer carefully along the unrolling ribbon of celluloid highway before them.

Competitive Driving

A large electric scoreboard, stretching out along the full length of the demonstration area, traces progress of the drivers by number. Light-up silhouettes of autos, one for each contestant, advances along the scoreboard. Drivers are scored on their ability to accelerate, brake and steer safely and smoothly. They must hold their speed—the dashboard speedometer actually works—down to 55 m.p.h. If they exceed this speed, the unit momentarily cuts off, permitting no further advance until the driver is back within "safe speed" limit.

Just a few yards back, behind a guard rail, spectators by the hundreds eye with interest the drivers and scoreboard, rooting for their favorites and waiting in line for their turn at the wheel.

The same type demonstration was set up by Capitol and Plymouth at the Detroit Auto Show, and with the end of the Chicago run, the demonstration will now move to the Milwaukee show.

So successful has the demonstrations been, according to Sam Goldsmith, Capitol sales executive, that the firm intends to construct new Auto-Test machines patterned after the ones used at the automobile shows.

Capitol Projector plans to market, within 30 days, such group-competition units, built with electric scoreboard and equipped with

new-car dashboard, steering gear and possibly new-car seats. Capitol expects to offer these 'set-ups' in groups of two, two pair or six units.

The Capitol-Plymouth demonstration was launched last fall when Plymouth, seeking a novel automobile show exhibit, commissioned Dramaturgy, Inc., a Cleveland firm which develops exhibits and displays, to seek one out. A Dramaturgy representative, Bob Widner, spotted a regular coin-operated Auto-Test machine on location at the Cleveland airport, then quickly contacted Capitol Projectors, the Auto-Test manufacturer.

Goldsmith said Capitol expects to sell the newly planned units for location in amusement parks, bowling alleys, department stores and possibly even in automobile sales showrooms. Some units are already slated to go into coin-operated playlands, including Jack Rosenfeld's Bowlette, St. Louis, Goldsmith said.

Goldsmith said Capitol expects to sell the newly planned units for location in amusement parks, bowling alleys, department stores and possibly even in automobile sales showrooms. Some units are already slated to go into coin-operated playlands, including Jack Rosenfeld's Bowlette, St. Louis, Goldsmith said.

AFTER 8 WEEKS

Bowlette Still Busy Making Changes

ST. LOUIS—"Just setting up good coin games in a good location doesn't guarantee a top operation." So says Jack Rosenfeld, creator of the Bowlette, new coin miniature bowling palace here, and owner of J. Rosenfeld Company, distributors.

Rosenfeld has found that since the opening of his "guinea pig" Bowlette in University City here, he's had to keep on his toes and keep changing the operation to conform with his patronage and collections.

Gradually, the Bowlette is developing into a long-term money winner. The first few weeks, which were good ones revenue-wise, did not necessarily prove that the Bowlette's good fortune would continue, Rosenfeld explained, and he's been making changes right along to keep collections at a high level.

Rosenfeld has found he is best off catering to the 13-thru-19-year age group. Initially, the Bowlette had all the makings of a gathering spot for the pre-teen-age group. Now the emphasis has switched to teen-agers. To step up this move, Rosenfeld is planning special tournaments and prize set-ups to bring in the teen-agers in greater numbers.

Teens Top Patrons

While Rosenfeld doesn't discourage the kiddie trade, he explains that the tots just don't tote the kind of money required to keep receipts at a heavy clip. Most toddlers come in with a dime or two, then leave for home. In this respect the more well-heeled teen-agers make for better long-term customers. They spend more, stay longer and get more interested in the locale as a gathering place, Rosenfeld has found.

Rosenfeld finds that after eight weeks of operation, 75 to 80 per cent of the gross receipts from the Bowlette come from the bowling games, the rest from other amusement pieces, showing that the patrons are coming mainly to bowl.

When the Bowlette first opened, the Arcade-type equipment took in most of the revenue. This continued for a time, then the bowling game receipts drew even with the other equipment. Each week bowling receipts have continued to go up. Rosenfeld said that after leagues got under way and tournaments were held, bowling became the main attraction. Now patrons play the Arcade equipment primarily while they are waiting for an alley.

Rosenfeld is pleased with this turn of events, since "the novelty of games wears off," and without bowling, receipts would gradually have gone down.

Cautioning other operators who

may be considering starting such an operation from scratch, Rosenfeld says that they might do better to profit from his experience by enrolling in his franchise plan.

Also details of this plan are not yet worked out, it is understood that under the franchise set-up, Rosenfeld hopes to sell a package deal to other operators, explaining promotion, league play and general operating methods and procedure. Specially constructed

(Continued on page 79)

Indianapolis Launches Anti-Pinball Offensive

INDIANAPOLIS — Official Indianapolis lowered the boom on pinball play, with the intention of banning the games here.

As an initial move, the Indianapolis Board of Public Safety instructed City Attorney John J. Dillon to explore the feasibility of an ordinance prohibiting the use of such equipment by minors.

The ordinance contemplated by the Board would put a stop to "juvenile pin gambling," Robert E. Reilly, Indianapolis chief of police, and Capt. Clinton L. Auter, declared. "It would untie our hands," Auter stated. "Payoffs for pin winnings are difficult to detect," Auter said, adding that they are rarely made openly or in the presence of strangers. In 1958, police succeeded in making only 17 arrests for pin payoffs, Auter said further.

The proposed ordinance has the backing of Phillip L. Bayt, Marion County (Indianapolis) prosecuting attorney, and former Indianapolis mayor.

What's Required

City Attorney Dillon said he would comply with the Board's recommendation. To carry a valid prohibition of playing by minors, the ordinance would have to condemn the pins as "something evil in themselves." Even then the measure might encounter resistance for Constitutional reasons.

Corporation Counsel Michael B. Redding expressed confidence in the practicability of the suggested ordinance.

In Indianapolis, as elsewhere in Indiana, enforcement of the anti-pin law has been stalemated by court injunctions. An order issued in 1956 served to restrain Indianapolis police from the enforcement of the anti-pin statute enacted in 1955.

Then, in 1957, the State

BOWLETTE GOES ARTY, GETS MORE \$\$

ST. LOUIS—A new source of revenue for the Bowlette coin game recreation center here are the sketches made by a St. Louis artist, Kenny Trueblood. Trueblood currently has an exhibit of 12 to 15 of his paintings at the Bowlette.

With bowling at 10 cents a game, Trueblood's pieces range in price from \$1 to \$1,000.

The artist makes sketches for Bowlette patrons in charcoal, pastels and crayon evenings and weekends. Many of the adults have sketches made of their children while they are there, or sketches of other loved ones from photographs. Appointments are now made for sketches as well as bowling.

Licenses Drop In Hartford, Conn.

HARTFORD, Conn. — License collections for games and juke boxes here have dropped steadily each year, from \$16,573 in 1950 to \$9,924 this year, according to Police Chief Paul B. Beckwith.

He also said that for the last three years the number of individual licenses were steady at about 730, but that now only 601 have been issued. New licenses are due October 1 of each year. Licensed machines this year include 273 juke boxes, 328 games.

Strike Clips Mfrs.' Supply Of Formica

CHICAGO—A short-lived wild-cat strike at the Formica Corporation's Cincinnati plant temporarily cut off deliveries of coin game boards to manufacturers here.

One manufacturer complained that the lack of boards has held up output on two new coin games.

The strike, according to Formica's Chicago office, occurred about two weeks ago and affected only a small portion of the plant, including, however, the game board section.

Since manufacturers are on a tight, competitive schedule, and are compelled to order up to 60 days in advance of production, even a temporary stoppage in supply can throw production schedules off.

Four local game manufacturers order Formica boards from the Cincinnati plant. Shipments of Formica boards have now resumed in full.

S. C. Assembly Gets Pin Bill

COLUMBIA, S. C.—A bill prohibiting certain types of pinball games has been introduced by Rep. Hugh J. Love, York County, in the South Carolina Assembly.

The Love bill forbids possession or play of any pinball providing for a playback or build-up or which is designed to take more than one coin before a game is completed.

The bill provides for up to \$100 fine or up to 30 days in prison for infraction. It was referred to the Committee on Military, Public and Municipal Affairs.

Utah Aims Bill At Pin Games

SALT LAKE CITY — Newly introduced in the Utah House of Representatives is a bill which would permit cities to "suppress or prohibit" pinballs.

Conn. City Mulls Pinball Licensing

BERLIN, Conn.—The Board of Selectmen here was requested by Police Court Judge Harry Jackaway to consider licensing of pinball games under ordinance. The board will take up the suggestion at a meeting with the Police Commission in the near future. Purpose of the move would be to secure an added source of city revenue.

NY Game Collections Off; Music Holds Up

NEW YORK — Game collections here are still running about 25 per cent behind last year's figures, but receipts from juke boxes are just about on a par with early 1958 figures, according to a spot check of operators in the New York area.

According to Al Koondel, Empire Automatic, music play is actually off, but enough progress in dime play has been made during the year to offset the decreased action. Koondel feels that music routes here are taking in about the same as they did a year ago, with less wear and tear on the parts.

But games, standard at 10 cents here for a decade, have not been able to compensate for decreased

play with increased prices. And the operator with a wholly game operation is feeling the squeeze.

Tavern Situation

Reason for the decreased play on both games and music is an obvious and a basic one. The recession, while not as severe as six months ago, still exists to a degree. And while employment has picked up somewhat, people are still taking it easy on luxury items. Of course, the tavern business is the first to suffer—and the coin machine business suffers right along with it.

One operator reports that the new rebound-type games — selling for half of what some of the

(Continued on page 85)

Bally Schedules Southern Schools

NEW ORLEANS — Paul Calamari, Bally Manufacturing Company field engineer, will conduct a series of service schools in the New Orleans area.

First school of the series will be in the Trophy Room of the New Orleans Athletic Club, Thursday, February 12. Louis Boasberg, general manager of New Orleans Novelty Company, will be host to operators and servicemen at the afternoon session, starting at 2 p.m., and an evening session, starting at 7 p.m.

On the following Monday, February 16, Calamari will open a Bally school at 2 p.m. at the headquarters of S & H Distributing Company, Shreveport, La., and on Wednesday, February 18, he will conduct a school at Jackson, Miss., headquarters of United Dixie Company, starting at 1:30 p.m.

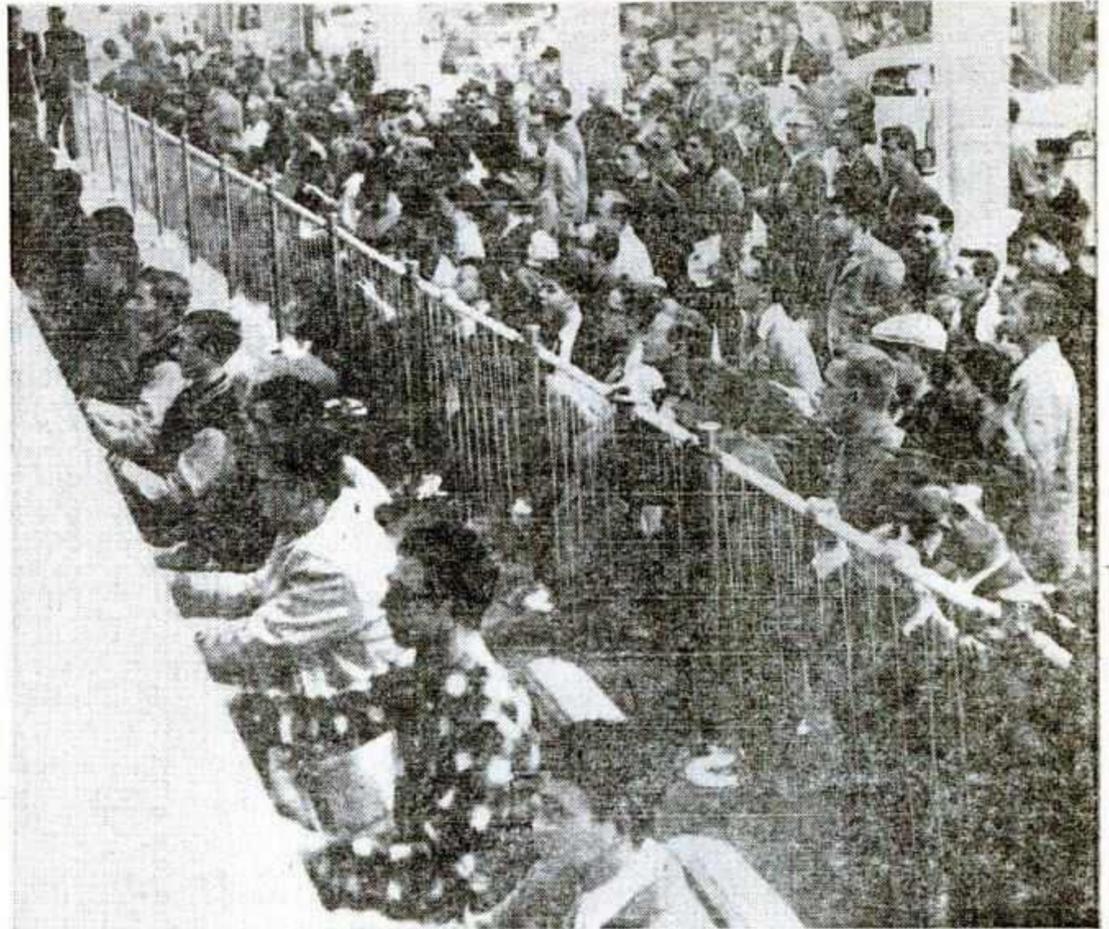
CAPITOL TO DESIGN NEW AUTO-TESTS

New-type Auto-Test machines to be modeled after the demonstration models pictured here are slated for early production by Capitol Projectors, New York amusement machine manufacturers.

Right, top—Visitors flock along guardrail, watching contestants compete on Capitol Projector-Plymouth safe-driving set-up. Demonstration was crowd-pleaser at Chicago Automobile Show.

Middle—Model barks instructions to competing drivers as they test their road skills. She also keeps running commentary on progress of each driver by number, checking light-up scoreboard in background.

Bottom—He's off! Competing for safe-driving score, contestant puts car in gear, steers down highway, gradually accelerating, but keeping speedometer under 55 m.p.h. "Highway" unrolls on movie screen directly in front of him.



COINMEN YOU KNOW

New York

By AARON STERNFIELD

Teddy Blatt and Ben Haskell, well-known coin machine lawyers, have a new member of the firm. He's Arnold W. Blatt, son of Teddy Blatt. He recently passed the bar examinations in his first attempt.

Members of the coin machine industry extended their sympathies to Joe Fishman, Y&R Novelty, whose mother died last week. . . . Arnold Cortell, Ameropa Trading and Shipping Corporation, leaves this week for a three-week European business trip.

Roger Folz, Folz Vending, became a father for the second time last week. Mrs. Folz gave birth to Elliot Howard Folz. The other child is a daughter. . . . Tom Greco, Greco Bros., Glasco, N. Y., was laid up with a virus infection for a few days, but he's better now.

Al Koondel, Empire Automatic Amusement, has opened a greeting card shop on Second Avenue. It's called "Raie Stationers." . . . Another industry figure who recently entered the retail business is Harry Aposteleris, who opened the Golden Dolphin Restaurant in the East 70's.

Mike Gianuzzi, Clover Amusements, is on a Florida vacation. . . . George Holtzman has returned from a Florida vacation. . . . A recent visitor to New York was Saul Taube, Manchester Music, Manchester, N. H.

The sympathies of local coinmen were extended to Harry Koeppel whose infant grandson died last week. . . . Aaron Wasser, theater sales manager of Pepsi-Cola, recently became father of a daughter, Lauren Lee.

Three of the coin machine industry's most distinguished citizens, Barney Sugerman, Runyon Sales, Senator Al Bodkin, Forest Hills Music, and Dave Stern, Seacoast Distributors, accompanied by Max Bloom, Queens location owner, leave February on the U.S.S. Homeric for a West Indies cruise. They will be accompanied by their wives.

A new member of the Westchester Operators Guild is Raymond Squires, Cortland Amusement, Peekskill, N. Y. . . . Two local music operators—Sam Penner and Anthony Zirpoli, A&Z Music, have been released from the hospital and are on the mend. . . . Harry Siskind, Master Automatic, is back from a Florida vacation.

Milwaukee

By BENN OLLMAN

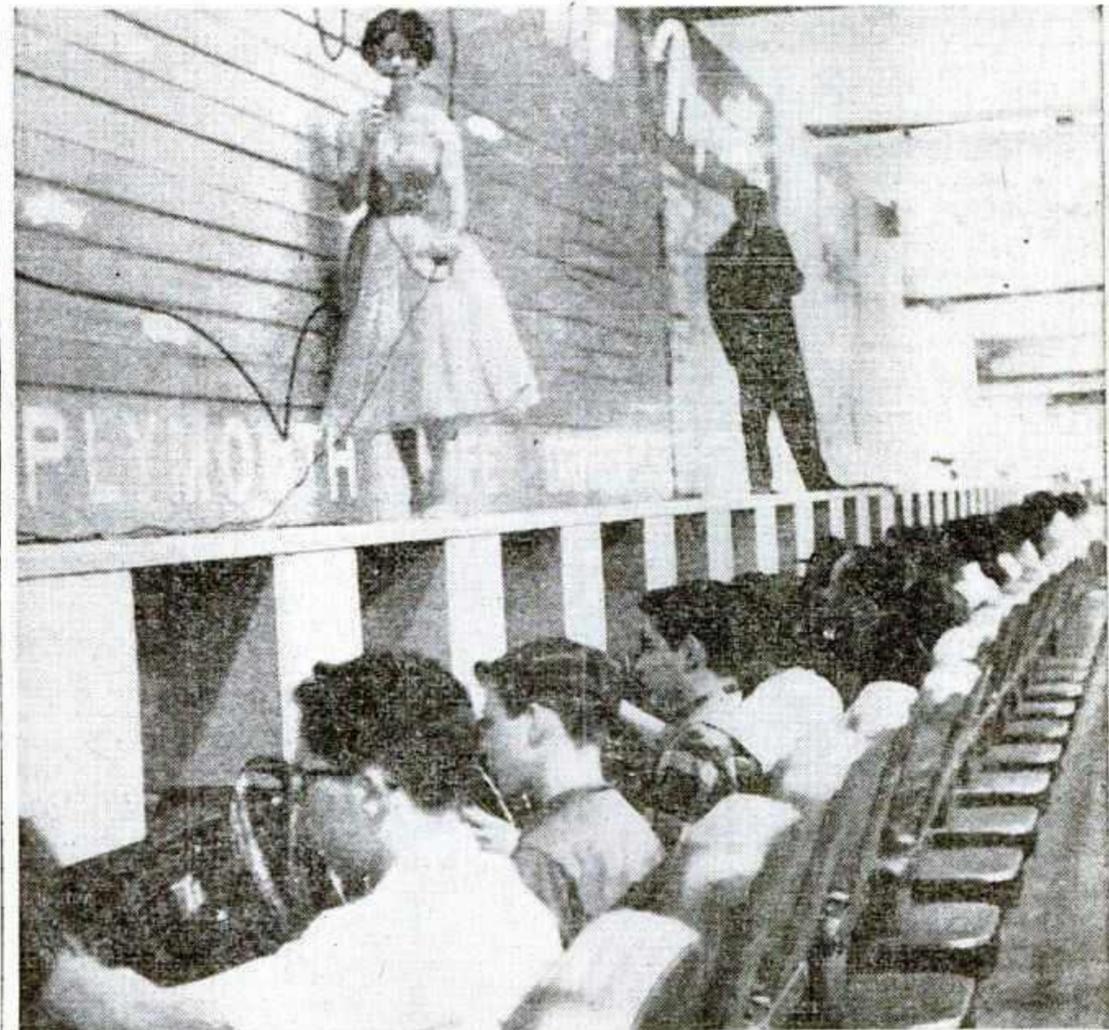
The Al Durands, Durand Sales, Green Bay, stopped off between planes to examine the new Wurlitzer machines at United, Inc. They were on their way to the Mayo Clinic for routine physical check-ups. . . . According to Sam Hastings, the next meeting of the directors of the new Milwaukee music operators' association will be held February 2. They will chart plans for the final membership drive.

Demand for stereo records for use in the new juke boxes continues unabated, notes Stu Glassman, Radio Doctors one-stopper. "The operators are begging for them. They buy any singles on stereo we've got," he says.

According to Art Zastrow, Milwaukee Amusement, receipts are at a low ebb at this time. The firm is continuing to build up its list of dime play spots, nevertheless, with considerable improvement in those locations. Harold Sommerfield, Southern Novelty, has taken over the music routes of Bob Harding. Harding will continue to stay in the business, on the Southern Novelty payroll. Formerly all games, the Southern Novelty firm is now about one-third music, says Sommerfield.

Badger Candy Club is holding its first Past President's Night, February 6, at the Astor Hotel. The date of the 10th annual Fall Candy Carnival will be announced at this meeting, according to President George Vick. . . . Johnny O'Brien will join his boss, Lenny Garmisa, Garmisa Distributors, on a business trip to New York January 28.

(Continued on page 83)



After 8 Weeks

• Continued from page 78

bowling games are part of the deal. Rosenfeld is still awaiting shipment of the games, which are heavier in construction, from the Chicago Coin Machine Company. Shipments are expected within three weeks, he said.

Rosenfeld reports Bowlette leagues progressing very successfully. A wide variety of leagues are in action, including those consisting of fathers and sons, couples, singles and doubles, and special tournaments. He said that the bad weather conditions of the last few weeks, however, have caused some loss of revenue. The Bowlette, he said, had to close a couple of days because of the extremely bad weather.



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Big Inning	Gay Paree	Regatta	Super Jumbo
Carnival	Gladiator	Register	Surf Riders
Cave Tee	Gold Star	Reno	Sweet-Add-A-Line
Circus	Gypsy Quoon	Royal Flush	Three Deuces
Classy Bowler	Hawaiian Beauty	Sea Belles	Tim-Buc-Tu
Colors	Hot Diggerty	Score Board	Toreador
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Vend Story of Canteen Move
 • Continued from page 72

at the changes which have taken place in vending in the last 25 years. Who would have thought 25 years ago that we would be feeding millions of people on the job the way we are doing now? I expect the same kind of growth and change in the music machine business."

In answer to the second question—Canteen's plans for adding music—the Vend article says:

"Both Mr. Leverone and Mr. Johnson are putting heavy emphasis on the possibilities of background music in industrial plants, institutions and offices where Canteen is already furnishing a complete vending service.

"Industry will welcome the opportunity to have music available from distributors they know and respect and with whom they have had dependable service in other directions thru the years," Mr. Leverone told Vend.

Here's the remainder of the Vend article in its entirety:

How does Canteen feel about the coin-operated music business?

Said Mr. Leverone: "There is nothing intrinsically wrong with any of the means of communicating musical enjoyment, but only in the method in which some of them are operated by unscrupulous persons.

"No reflection should react to manufacturers of equipment which may possibly be misused by unscrupulous operators," he continued. "Ethical business practices elevated merchandise vending from the haphazard methods of operation which characterized it 30 years ago to the present status of 'the fourth estate of retailing,' and there is no reason why the same legitimate and ethical approach to the distribution of musical enjoyment cannot eliminate some of the evils which may be found in certain sections of the country in the current distribution methods."

(Editor's note: Canteen has always referred to its operating companies as distributors. he means specifically operating methods and not the methods whereby music equipment is sold to operating companies.)

How about Canteen's plans for operating music equipment?

It seems certain that Canteen will put a great deal of emphasis on background music systems, particularly in those places where it already has merchandise vending installations.

As to coin-operated phonographs, Canteen has had some experience already as have a good many other merchandise vending companies.

"We've gone in and out of that business on occasion during the past five years," Mr. Johnson told Vend. "We've gone in when we had to in order to protect our Rowe or Canteen operations. The only places we've voluntarily put out coin-operated music systems are in some of the armed service installations where they want one operating company to handle everything."

Looking ahead, he told Vend, "Any music machine operating we do during the immediate future will be a minor part of our business."

Aside from the immediate future, it seems likely that Canteen—with more than 35,000 cigarette venders in public outlets—will naturally become a major factor in music operating.

One factor in the Canteen-AMI merger, Mr. Johnson said, was the importance of

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Gottlieb Gladiator, 2 Player	155
Gottlieb Twin Bills	100
Williams Naples, 2 Player	205
Williams Top Hat, 2 Player	265
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- 1700 WURLITZER
- 1800 WURLITZER
- 1900 WURLITZER
- 2000 WURLITZER
- 2100 WURLITZER

- SEEBURG**
 V 200 \$395
 KD 200 685

- ARCADE**
 C.C. 14 ft. Bowler .. \$325
 Bally A.B.C. Bowler .. 325
 Un. 14-ft. Bowler .. 300
 Un. Jumbo Bowler .. 425
 C.C. Rocket Shuffle. 315

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 Exclusive Wurlitzer Distributor
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**GIVE TO DAMON RUNYON
 CANCER FUND**

can already see the trend to a greater use of electronics in vending."

Referring to the proposed acquisition, Charles Brinkman, sales vice-president of Rowe, said, "Rowe and AMI are completely separate in manufacturing and sales organizations and there are no arrangements for either company to enter the other's field."

Whatever the short-run effects of the Canteen-AMI merger may be, it seems certain to have considerable long-range possibilities. A number of industrial operating companies, including Canteen, have looked at length into the business of furnishing background music in plants and similar outlets (see "Industrial Music—An Operator Service?" in the October, 1958, Vend). In time, music could become another service offered by vending companies in such outlets.

As Mr. Johnson put it, "I think the background music business will be terrific. It seems to me that we will become more important to our industrial accounts when we can offer them a top quality music system."

In time, too, it seems certain there will be a closer relationship between the operation of merchandise vending machines and automatic phonographs in public locations.

At the January directors' meeting of National Automatic Merchandising Association, the question of the relationship between merchandise vending and music machines was discussed again. For more than a year now the subject has been an active matter of board discussion and consideration.

Thus far the board has taken no action to change its membership rules. Vend queried C. S. Darling, executive director of the association, to determine what may happen.

"I am quite certain," Mr. Darling said, "that N.A.M.A. will not include in its activities the problems of music machine operators. Consequently there would be no

point in encouraging music machine operators to become members."

What may well happen, however, is that the association could relax its membership rules to admit merchandise vending companies which also have some music machines.

Thus concludes the Vend article. In the opening paragraphs, where financial factors of the merger and both companies appear, the following information is given:

"Involved in the transaction are between 125,151 and 129,850 shares of Canteen stock, the assumption by Canteen of AMI's liabilities and obligations, including options for certain key employees of AMI to purchase a maximum of 4,699 shares of Canteen stock. These employees now hold options to purchase 8,950 shares of AMI stock.

"Assuming the merger is accomplished, Canteen proposes to increase the membership of its board from 12 to 13, to elect to that board John Haddock, president of AMI.

"In the nine months ended September 30, AMI had sales of \$8,209,348 and net profit of \$149,622. For all of 1957, the company had sales of \$12,138,210 and a net of \$508,312. During 1957 and 1958 AMI is understood to have had heavy marketing expenses in connection with a portable washing machine it developed. These costs undoubtedly affected the company's profits.

"For its full fiscal year ended September 27, Canteen reported both record sales and profits. Sales amounted to \$117,535,180 compared to \$112,889,096 the previous year. Earnings were \$3,326,076 compared with \$2,952,576 a year ago."

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- ROCK-OLA STEREOPHONIC AND MONAURAL 120-200 SELECTION

PHONOGRAPHS

- 1458 Rock-Ola, 120 Sel. (new) .. Write
- 1462 Rock-Ola, 80 Sel. (new) .. Write
- 1455 Rock-Ola Deluxe, 200 Sel. \$575.00
- 1454 Rock-Ola, 120 Sel. 875.00
- 1448 Rock-Ola, 120 Sel. 475.00
- 1446 Rock-Ola, 120 Sel. 395.00
- 1442 Rock-Ola, 50 Sel. 325.00
- Seeburg R's 500.00
- Seeburg V-200 495.00
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- Seeburg C's 375.00

BOWLERS

- Bally Lucky Shuffle Write
- Bally Trophy Bowling Lanes, 11 ft. or 14 ft. \$695.00
- Bally Strike Bowling Lanes, 14 ft. 525.00
- Bally Champion Bowling Lanes, 14 ft. 595.00
- Bally A.B.C. Bowling Lanes 375.00

BINGO GAMES

- Beach Times Write
- Cypress Garden \$545.00
- Miss America 445.00
- Showtime 325.00
- Key West 295.00
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- Bally Beauty 45.00

5 BALLS

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- Golf Criss-Cross ... 210.00
- Genco Fun Fair ... 145.00
- Blonde, 2 player ... 145.00
- Bally U.S.A. 245.00
- Bally Circus 175.00
- ChiCoin Criss-Cross Hockey Write
- Wishing Well 125.00
- Skill Roll 100.00

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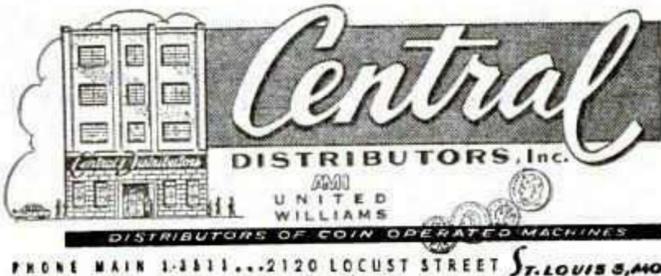
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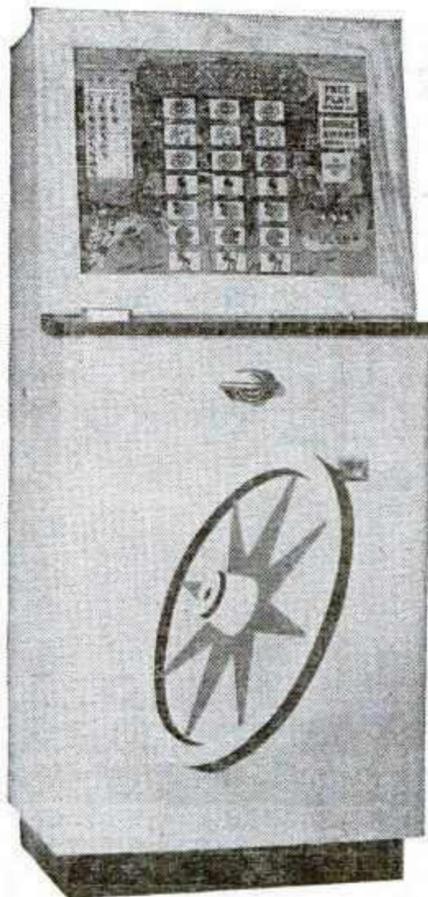
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WHEN YOU BUY A 5-BALL—BUY THE BEST—BUY WILLIAMS

Stereo Tops New Equipment

• Continued from page 72

ment that it is releasing—primarily for the juke box market—six stereo EP's with top pop artists.

Third, there is the fear on the part of operators that the locations will begin pressuring for stereo equipment, and that they might be forced to replace a new monaural box with a new stereo juke box.

Installation Costs

Some operators point out that while the price differential between a new stereo unit and a new monaural machine may only be \$100, installation costs of stereo bring the figure closer to \$300, and that's a figure to be reckoned with.

Also they maintain that while stereo will undoubtedly be called for on many locations, there will still be a fair number of stops which can be serviced adequately with monaural music—primarily lively taverns where the noise generally drowns out the music or places not acoustically suited for prime stereo performance.

Then, too, there is the problem of foreign-language locations. In New York, for example, there are hundreds of Spanish-language locations. To date nobody knows if and when stereo programming in 45 r.p.m. is planned for these locations. Many of the records are of foreign origin and will probably be

available only in monaural for quite some time.

Better Sound

The distributors will argue—and rightly so—that even with monaural programming, the reproduction with a good stereo machine will be an improvement over its predecessor. But this argument won't cut the mustard with an operator who is programming the conventional 45's and who is under no pressure from the location to change.

Some operators also feel that they can get by with a monaural box and convert to stereo when it becomes necessary. However, it may be just as cheap—and a lot more practical—to get stereo at the outset. According to Irv Kempner, of Runyon Sales, local AMI distributor, such a conversion on a new juke box would run about \$250, far more than the differential between a new stereo and monaural unit and almost as much as the differential plus installation costs for stereo.

One firm—Atlantic-New York—is temporarily in the record business. Murray Kaye, sales manager of the Seeburg distributor, said that the company is stocking some 80 EP and single stereo releases and selling them to operators.

He emphasized, tho, that the practice will halt just as soon as the stereo shortage ends, adding that the firm has no intention of entering the record business.

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AMI E-120 324.50 | Genco State Fair .. 235.00

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Wms. JET FIGHTER ... 150
Keeney SPORTSMAN ... 145
Genco RIFLE GALLERY ... 145

ARCADE EQUIPMENT

Genco CHAMPION BASEBALL \$140
Genco FOOTBALL 140
Williams CRANE 115
C. C. STEAM SHOVEL 115
Bally ALL STAR BOWLER 175
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**NATIONAL
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BUckingham 1-8211

COINMEN YOU KNOW

• Continued from page 79

Jackson, Miss.

By ELTON WHISENHUNT

Abe Malouf, owner of LeFlore Music Company, Greenwood, is going all out on cigarette machine vending as a sideline. He was seen last week uncrating a shipment of new machines and now has more than 100 on location. . . . Bluford L. Taylor, Holmes Music Company, Tchula, is getting all the old 78 r.p.m. phonographs off his route and replacing them with 45's. He expects a good increase in business with the improvement.

Joe Tierce, Greenwood Music Company, Greenwood, got in a shipment of ice cream vending machines last week for diversification. He has an arrangement worked out to spot them in schools, the hospital, etc. A local milk and ice cream company will put in the products and Joe will pay the company for them.

J. T. Long, Long Amusement Company, Hollandale, has an auto repair business on the side and recently completed building a

modern new shop. . . . Bert Shives, owner of Yazoo Novelty Company, Yazoo City, employed a new mechanic and routeman recently. He is Roy Melton, formerly with Greenwood Music Company. Roy replaces Raymond Shives, Bert's brother, who took a position with Fairway Amusement Company, Columbus.

Chester Richardson, Richardson Amusement Company, Greenville, has his carnival in moth balls now and is at work getting his music route in shape. He is shifting, cleaning and refinishing.

Pete Manos, PM Music Company, Greenville, plans a trip to Greece in the spring to visit his mother, 71.

Wurlitzer's Net

• Continued from page 72

(April thru December) were \$23,150,873, down 6 per cent from \$24,617,572 last year. Net earnings were \$255,658 or 30 cents a share on 860,525 shares, compared with \$373,050 or 43 cents a share on the same number of shares for the like period last year. For the nine months, sales were down \$1,466,699 and net earnings \$117,392.

R. C. Roling, president, stated that electronic organ sales for the month of December were highest in company history, that piano sales for the same month were 43 per cent greater than for the same month a year ago. He also mentioned that the firm's defense business is growing and that Wurlitzer expects sales for the fiscal year to be about 50 per cent greater than last year.

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VENUS DELUXE
SHUFFLE TARGETTE**

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Exclusive Distributors for
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Wms. 1957 BASEBALL 310
C.C. BATTER-UP 295
Wms. 4-BAGGER 210
United STAR SLUGGER 175
United SUPER SLUGGER 145
Wms. KING OF SWAT 145

Gottlieb 5-BALLS

ROCKETSHIP \$255
CRISS CROSS 225
STRAIGHT FLUSH 210
SILVER 195
WORLD CHAMP 165
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ACE HIGH 145
CLASSY BOWLER 145

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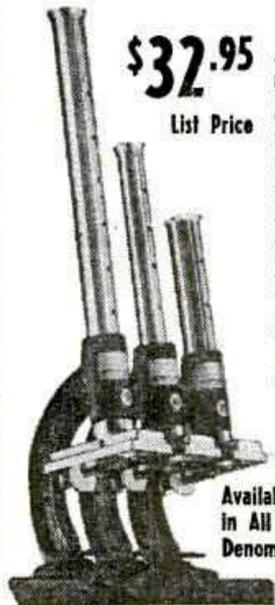
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Dispenses 4 Quarters	Dispenses 5 dimes	Dispenses 5 nickels	Dispenses 5 pennies

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- Gen. Gypsy Grandma 295
- Gen. Motorama 325
- Mills Panoram 295
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- Flying Saucer 95
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- Silver Gloves 175
- Voice-O-Graph 325
- Drive-Yourself-Mobile 150
- Drive Mobile 150
- Quizzer 95
- Lord's Prayer 195
- Self Shot Basketball 225
- Team Hockey 95
- Kay's Team Hockey 150
- Wilcox Gay Recordia 125
- Tungo 150
- Sidewalk Engineer 150
- Wms. Crane 150
- Wms. Peppy 195
- Wms. Ten Strike 250
- Bally All Star Bowler 250
- Wms. Midget Alley 275
- Min. Golf 85
- Min. Football 85
- Stand. Metal Typer 250
- Harv. Metal Typer 195
- Jack Rabbit 125
- Ideal Ft. Vib. 295
- Hole in One 495
- ABT Gun Range 125
- Rapid Fire 125
- Undersea Raider 125
- Bull's Eye Shoot'g Gal. 195
- C.C. Pistol 75
- Ex. Dale Gun 60
- Ex. Gun Patrol 110
- Ex. Space Gun 110
- Ex. Silver Bullet 175
- Ex. Six Shooter 95
- Ex. Shooting Gallery 150
- Ex. Sportman Gallery 150
- Ex. Pop Gun Circus 295
- Gen. Sky Gunner 125
- Gen. Rifle Gallery 125
- Gen. Rifle Gallery 165
- Gen. State Fair 275
- Genco Circus 250
- Keeney Air Raider 150
- Keeney Sub. Gun 150
- Keeney Sportsman 195
- Squirt Water Gun 295

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- Bally Champion 425
- Bally Space Ship 295
- Merry-Go-Round 295
- Miss America 295
- Boat 295
- Donald Duck 250
- Elsie the Cow 250
- Round the World 325
- Trainer 325
- Capital Auto 750
- Test 750
- Toonerville 495
- Trolley 495
- Model T Ford 495
- Lancer Horse 295
- Lane's Fire 395
- Engine 395
- Palomino Horse 275
- Scientific Space Ship 295

CIGARETTE VENDORS

- National 930, 9 col. \$ 95
- National 950, 9 col. 110
- National 9 M 125
- National 9 ML 125
- National 11 M 165
- Mercury, 9 col. 125
- P.X., 10 col. 110
- Lehigh, 15 col., new 225
- Keeney, 9 col., elec. 95
- DuGrenier, 11 col., elec. 135
- Eastern, 22 col., elec. 275
- All thoroughly shopped & refinished, 25c-30c combination, regular and king size.

CANDY VENDORS

- U-Select-It, 54 bar \$ 49.50
- U-Select-It, 72 bar 69.50
- Mills 5 col., 54 65.00
- Ship, Gum & Mint, 54 15.00
- Shipman 6 col., new 145.00
- Vendall, 8 col. 85.00
- National 6 col., 54 69.50
- National 9 col., 54 95.00
- N.W. Sweet Sixteen, 16 col. 295.00

VENDORS

- 3 Welch Juice, 1 sel. \$195
- 2 Welch Juice, 2 sel. 325
- 2 Dr. Pepper, 2 sel. 325
- 1 Dr. Pepper, 1 sel. 195
- 1 Lyons 1400, 3 sel. 325
- 3 Apco, 3 sel. 425
- 3 Apco, 2 sel. 295
- 3 Colessa, 4 sel. 495
- 2 Colessa, 6 sel. 525
- 2 Spacerb, 3 sel. 325
- 5 Vendo #210, Ice Cream 395
- 5 Hebel, 3 sel. 325
- 5 Hebel, 5 sel. 395
- 5 Evco Cup Ice Cream 125
- 1 Fedem Hot Canned Food 150
- 3 W & K Sandwich, hot 775
- 15 Bert Mills 400-Cup Coffee & Hot Choc. 250
- 5 Bert Mills 160-Cup Coffee. 195
- 5 Bert Mills 1957 Fresh Brew Coffee 525
- 2 Bert Mills 1956 Fresh Brew Coffee 475
- 90 Brew Master Coffee 395
- 3 Silver King Coffee 125
- 15 Kwik Kafe Cobs 250
- 5 Kwik Kafe CR-5 595
- 40 Coffee Mats 225
- 3 Dairomatics 495
- 50 Du Grenier, 4 sel., 12 8.50
- 5 Stoner 16, 4 sel., gum 12.50
- 5 U-Select-It, 30c Cig., 72 sel. 65
- 2 N.W. Sweet 16 Candy 295
- 15 Shipman 54, 2 sel. 12
- 15 Shipman 50r, 6 sel., film 125
- 8 Victor 1c Basket Ball Gum 15
- 85 Victor 5c Capsule 10
- 9 Victor 5c Super 1/2 Capsule 10
- 25 Victor Gum & Card 18
- 30 N.W. 1c Jet Gumball 8.50
- 2 N.W. 1c Tab Gum 15
- 8 Mills 1c Tab Gum 8
- 6 5c Gum Vendor 8
- 20 Select-O-Vend 1/2 Tab 5 sel. 10
- 5 1c Advance Ball Gum 8
- 100 used Pipe Stands 3
- 4 Hot Pop Corn 69.50
- 1 Hot Automatic Pop Corn 95

New Beep

Continued from page 72

"beep" cut at 15-second intervals (for the more twisted segment of the quiet set who aren't quiet-satisfied unless a beep cuts in to remind them they are hearing a coin's worth of nothing). Thus the Beep generation has come into its own.

Titles include "Silence to Chit Chat By," "Silence for Deep Conversation," "U. of D. Chorus Records Hushaby" and "SH-h-h-h." Stereo versions are planned which would be grooveless, thus eliminating even surface noise. Albums are also planned. Gimmick records are being cut for the university by Central Recording Studios. Chief worry: Whether the Musicians Union will require a standby orchestra for the non-recordings.

Actually, the disk spot is a very popular one, with the operator—Angott Distributing Company—taking the whole silent business very calmly—and quietly. Says Madeline Andrews of the Angott office: "It's just another record on the machine," bringing its share of play.

One typical trade reaction: If this isn't evidence of the firm place the juke box quietly holds in this country, what is?

A-1 ARCADE MECHANIC

Sober, reliable. Top salary, plus bonus. Contact

EARL E. HUSTED

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N. E. Headquarters for:

BALLY Carnival Queen, Shuffle Alleys and Bowlers
WURLITZER Stereo-Monaural Phonographs
CHICAGO COIN Bowlers & Shuffle Alleys
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SPECIALS

- BALLY GOLF CHAMP (New & Used)
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- ✓ EASY TO LOAD.

GAME HOLDS APPROX. 1,000 NUMBERED TICKETS

with fortune and concealed number or stars under perforation.

SIZE: 18"x8"x6". Shipping Wgt.: 20 lbs.

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- ✓ Red and Yellow Pop Bumpers Advance Target Values
- ✓ On-Off Rollovers Light 2 Green Pop Bumpers for High Score
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- ✓ Adjustable 3-4 or 5 Plays for 25¢ ✓ Cross-Board Cyclonic Kickers

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 HF 100 R . . . 575.00

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 Available as "200"
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 3W1 \$49.50
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 New Inst. Plates—A1

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1900 \$469.50

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Eastern 22 Col.
 Mark II . . . \$219.50

Rowe Ambassador
 11 Col.
 Manual . . \$119.50

Rowe Ambassador
 11 Col.
 Console . . \$119.50

N. Y. Collections

Continued from page 78

large bowlers list for — are doing just as well as the more expensive games, and that these low-price pieces will help bail out the operators.

For, while collections may still be low, the fact that the machine amortizes itself in about half the time it formerly did means that the operator can gain a fair profit on his investment.

Location Loans

According to Ray Knoss, Arrow Music, operators here are not realistic in their attitude toward ad-

vance commissions. Knoss feels that the location loans, out of line when collections were normal, are completely unjustified now. He points out that locations are as severe in their demands now as they were when the revenue was at a high level, and that operators are granting their demands.

Also, it is still a seller's market as far as game and music routes are concerned. Games here generally go for from 25 to 30 times the weekly take, while music is worth from 40 to 60 times the weekly take. With collections off, operators need to expand their routes to keep their income in line with last year's level. Few want to sell.

WANTED

Seeburg M100A's Bally and United Bingos
 Seeburg V200's Shuffle Alleys
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Send in Complete Lists.

Exclusive Gottlieb, Williams and Seeburg Distributors



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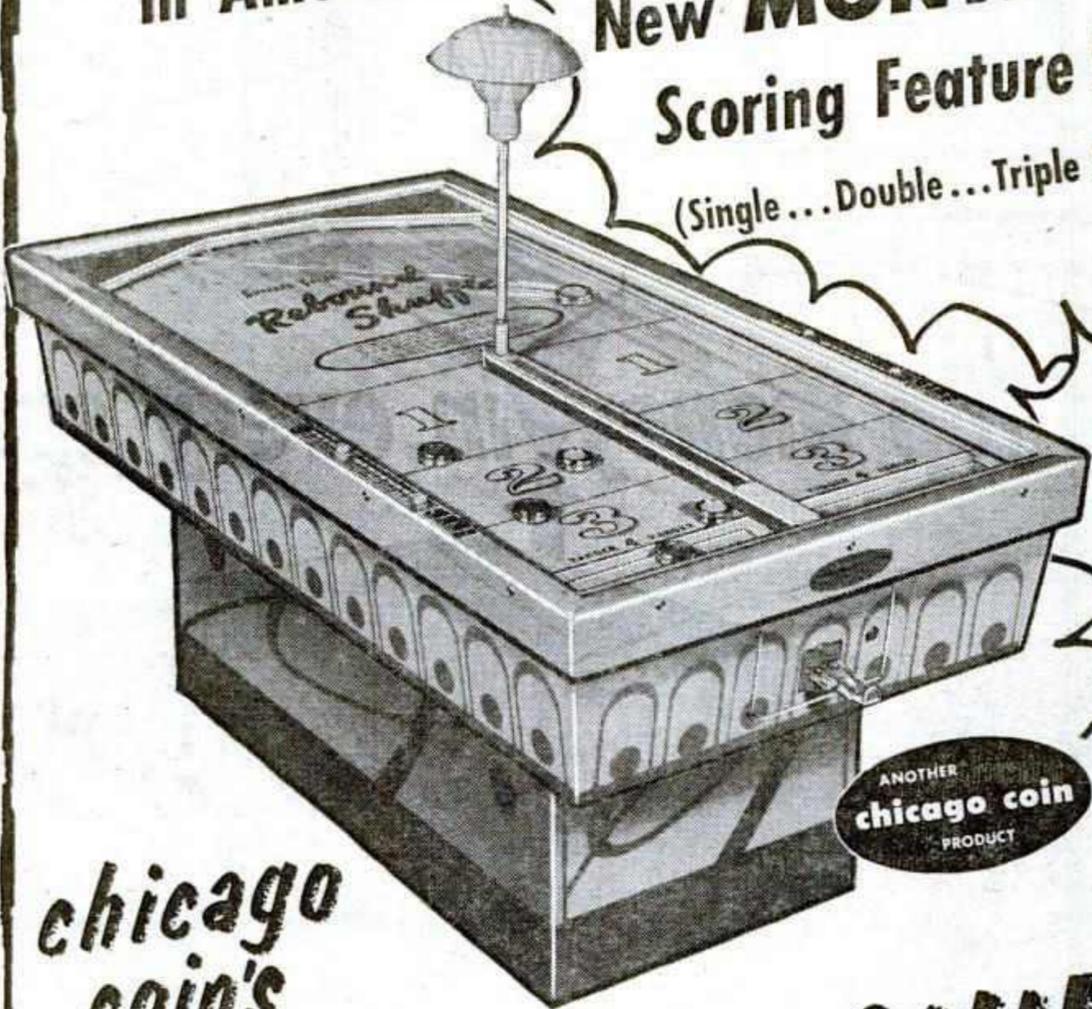
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Now Brings You New MONTE CARLO Scoring Feature!!

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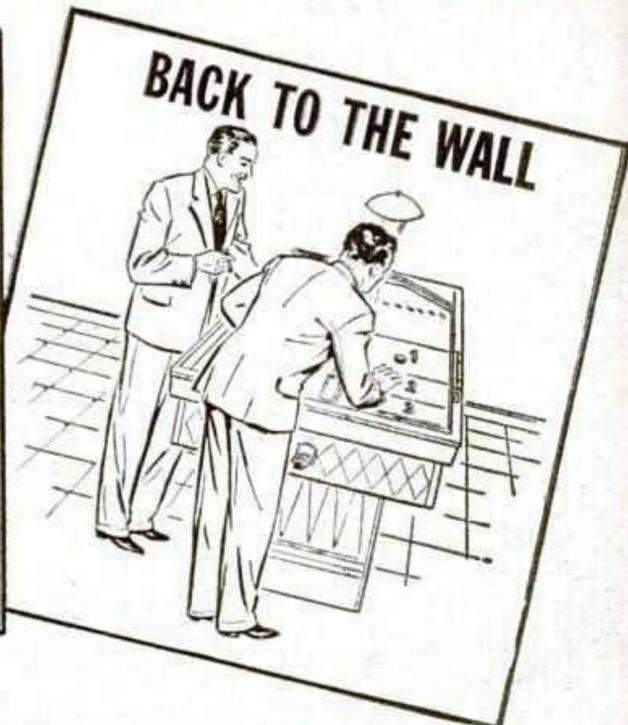
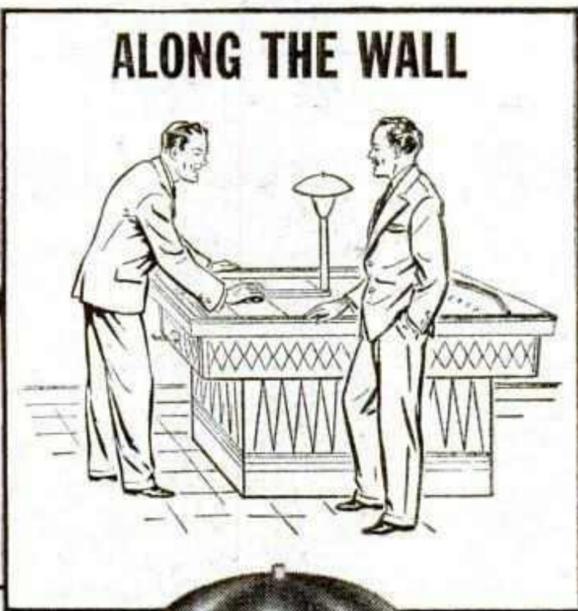
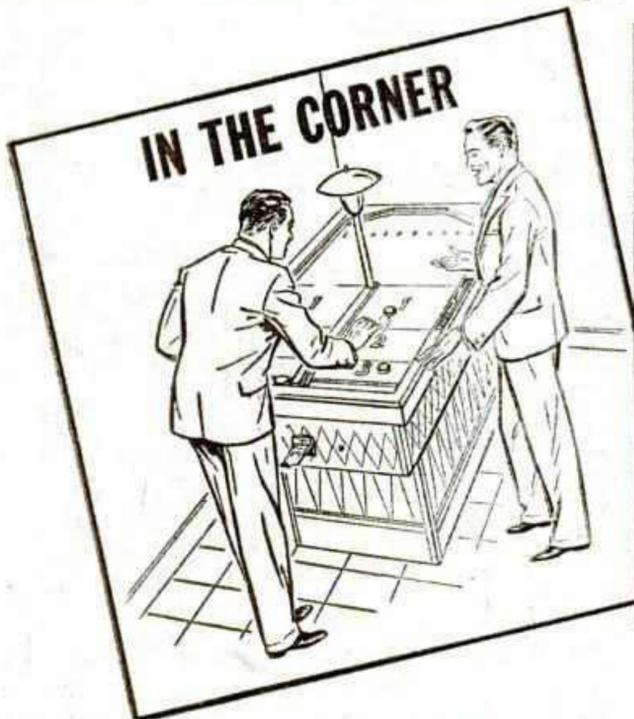
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MUSIC COMPANY
 Write for Illustrated Catalog

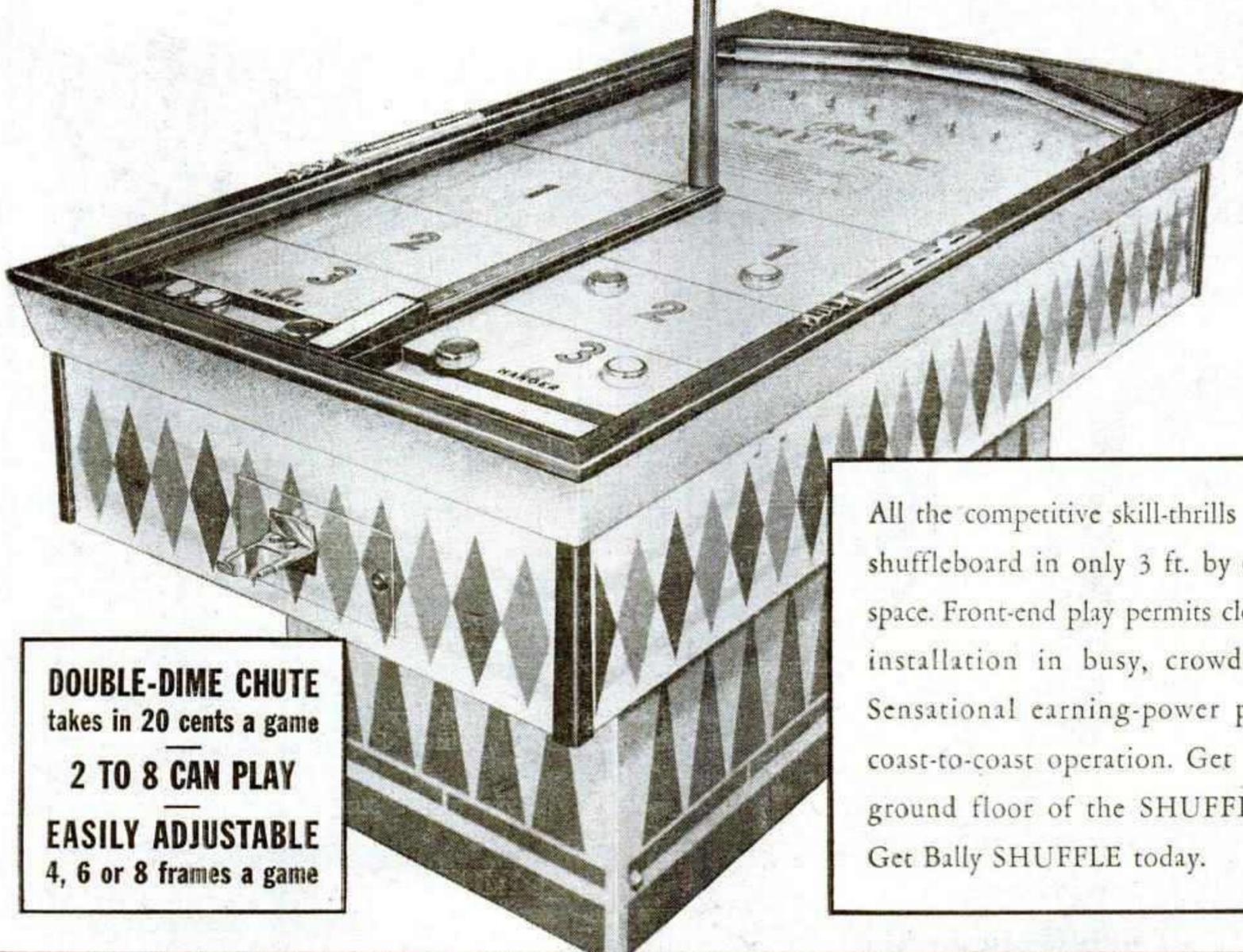
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fits into the picture in crowded locations



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All the competitive skill-thrills of a 12 ft. shuffleboard in only 3 ft. by 6 ft. floor space. Front-end play permits close-to-wall installation in busy, crowded spots. Sensational earning-power proved by coast-to-coast operation. Get in on the ground floor of the SHUFFLE boom. Get Bally SHUFFLE today.

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SIMPLY
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FOR
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ALL MECHANISM IN BACK BOX
FOR EASY SERVICING

1 TO 6 CAN PLAY

• **BIG BALL-TYPE PUCK**
Actually Hits
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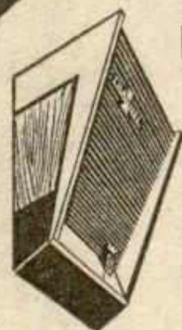
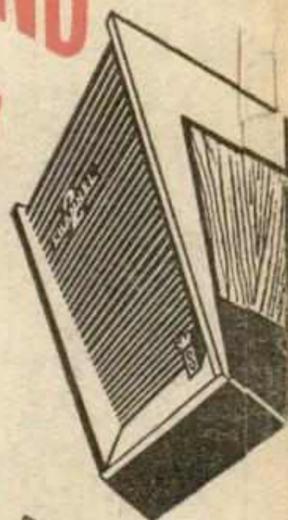
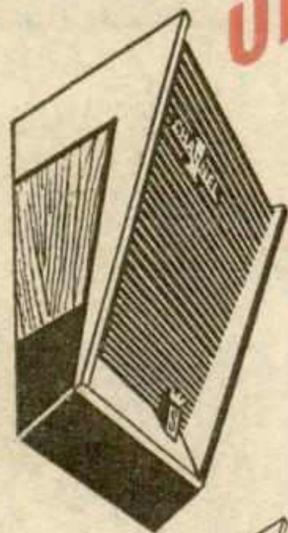
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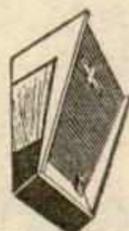
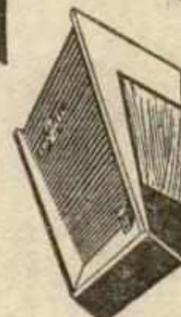
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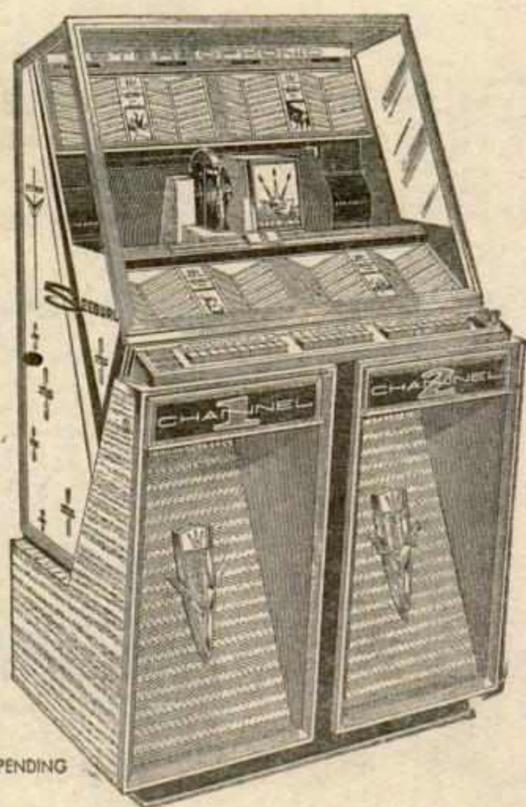
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