

Ad Singles Album

The Billboard

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Coin Game Club Clicks With Teens

Texas City's Bowl-Arena Fills Community Need for Popular Youth Recreation Spot

By LOUIS ALEXANDER

TEXAS CITY, Tex.—One Saturday night after a football game, Jimmy French counted no fewer than 200 teen-agers who dropped into the French living room to talk, dance and be entertained. Some were friends and acquaintances of his 14-year-old daughter and some he couldn't identify at all.

"Why couldn't the strangers go somewhere else for their entertainment," French wondered. Then he realized, with surprise, that in all of Texas City there was practically no place where an adolescent could actively participate in entertainment. The one bowling alley was jammed with league play. Outside of the movies and the drugstore, neither of which is very popular with the current generation, French realized there was nothing for his daughter and hundreds of other teen-agers to do when they wanted to spend time outside of their homes and away from the television sets.

He took action promptly, as did one other person, and the result is that Texas City now has two youth centers for children of all ages. One is a typical roller skating rink and the other is French's unusual Bowl-Arena, an amusement center featuring coin-operated games.

From the time it opens at 2 p.m. until it closes at 10 p.m., dozens of children are always playing the games. During the evenings many complete families drop in for an hour, and mother and father play games along with their children. On weekends, the place is virtually jammed from opening time at 10 a.m. until closing time at 11 p.m., both on Saturdays and Sundays.

Needed Floor Space

Within two weeks after he opened the Bowl-Arena, French was making a deal to obtain the space next door so he could double his floor area. Many groups of

girls were turning back because they didn't want to push their way thru the crowds of boys to get to a game which was not in use. Many groups of boys and girls were hanging around just to enjoy each other's company in a place that they knew their parents would approve.

The Bowl-Arena is located in a small business center, off the main business area of Texas City and not far from some of its residential areas. Best of all, from Jimmy French's viewpoint, there are schools within a few blocks of his center in three different directions. The high school is just three or four blocks to the northwest.

His Bowl-Arena has about 25 to 35 feet frontage on the street. Next to it on one side is a washateria and on the other side the offices of an oil prospecting firm. The firm's lease has expired and French expects to take over this area as soon as he can make arrangements with the owner of the building. Across the street is an appliance sales store and an auto repair shop. Along the street and in front of the various buildings there is considerable parking space for cars. Patrons of the Bowl-Arena utilize a good deal of the space, for many teen-agers drive across the wide spaces in Texas, and other patrons stack up the bicycles almost solidly in front of the youth center.

A pistol-shooter target game stands right inside the door on the left. French has found that small fry gravitate immediately to this game because it is just their size. Older children see a golf putting game on the right and a rifle range beyond that, and this draws them inside.

Games Divide Crowds

Four more rifle target games are lined up along the wall on the right, while high-scoring amusement-type pinball games are lined up along the left hand wall—about

(Continued on page 79)

DISKS CHALLENGE TO ESTABLISHED PICTURE STARS

NEW YORK — Tab

Hunter, Warner Brothers Records artist and motion picture star, considers the challenge for established flick stars, when starting a disk career, to be more formidable than for others attempting a record career. Hunter feels that a "show me" attitude on the part of many, in-and-outside the recording industry, makes it difficult to enter this field from other entertainment media.

Hunter, who is currently in the East for a flock of TV guest spots, personal appearances and deejay and distributor tours to promote his latest hit, "Apple Blossom Time," however, is one of the few movie personalities to have made a successful entry into records from films. Many others, who have tried, have met inconsistent success, if any. Most of the top names who are scoring on wax and in films were big record names first, and then later entered the movie scene.

Hunter's first record, "Young Love," on Dot, reached the number one position on the best-selling chart two years ago. He followed this hit with several other big sellers, and despite the long interval between his last Dot record and "Jealous Heart," his first WB release, he came up with a winner.

In accounting for his success on WB, Hunter mentions George Avakian, a.&r. chief for the label, as contributing greatly. Avakian supervised his recording dates and Hunter's LP, "Tab Hunter."

In reflecting on his intentions to develop into a big recording artist, Hunter stated that he feels that an artist should not limit himself and that he would like, if possible, to even further his participation in the various entertainment fields.

(Continued on page 34)

Tax Take Estimates Vary in Fiscal Presidential Budget

Excise Prophecies Spark Pro-Con Reception by Entertainment Field

By MILDRED HALL

WASHINGTON—A closer look at estimates for tax on music and entertainment industries in the President's budget predictions for the next 18 months, brings cheerful agreement from some segments of show business — skepticism from others.

Record and phonograph manufacturers will have no quarrel with boom estimates of their sales for fiscal 1959 and 1960. But musicians will object to budget insistence that cabaret business will stay at present levels, despite maintenance of the 20 per cent levy, and a downward trend since 1957.

In cigarette excise, the budget surprisingly predicts a drop of nearly one and one-half million for fiscal 1960 (June 30, 1959, to July 1, 1960), from fiscal 1959 estimate (June 30, 1958 to July 1, 1959). The predicted drop does not jibe with Agriculture Department forecasts of increasing cigarette consumption, and census figures showing increase in coming-of-age smoking population due in 1960. Budget does expect cigar consumption to go up.

Coin-operated amusement and juke box fields will be lukewarm toward budget prediction of better business in the next 18 months. Out of total coin-op taxes, Treasury figures have shown a drop in federal coin-op tax take on amusement and juke machines (at \$10 per machine) and a steady rise in gaming device tax (at \$250 per machine).

See Admission Drop

Admissions tax take is expected to drop steeply for the next 18 months—a grim budget prophecy partly attributable to raising of tax-free ticket base to \$1, plus consistent downward trend of movie and theater admissions.

Tax figures on bowling alleys, billiard and pool tables (federal excise is \$20 per) are pinned at same estimated level for fiscal 1959 and 1960—alho the take has shown mild but consistent increase since 1957.

Business concession fees are expected to spurt, as part of the climbing economy, to new highs in fiscal 1960.

Here are the budget predictions for fiscal 1959 and 1960, plus a backward look at how the 1958 estimates did or did not match actual Treasury excise take (all years referred to are fiscal years):

Happy Prospect

Phonographs, records, musical instruments, radio and TV sets (lumped in one budget category): Manufacturer excises are expected to leap from \$175 million in fiscal 1959 estimate, to \$210 million in 1960. This would indicate prospective manufacturer sales of over \$2 billion in this category for fiscal 1960, in spite of last session failure to add tax to tape and wire recorders.

Looking back, this follows trend of past estimates, but on much larger scale. Budget estimate of 1958 for phonos, records, et al. was \$171 million, but actual Treasury tax take was nearer \$180 million.

Budget does not break out excise on manufacturers' sales of records, but Treasury figures show fast-rising trend: Fiscal 1958 excise was \$18,282,000 (up nearly \$2 million from 1957)—more than 10 per cent out of total \$179,338,000 take for the phono, record, set category. If records continue to account for same percentage, the 1960 estimate would indicate excise of about \$21

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Ideal Haunt For Young Set

CHICAGO—New youth centers like Jimmie French's Bowl-Arena in Texas City, Tex., are springing up in other sections of the country. (See The Billboard, November 24.)

Operators find that these new enterprises, featuring coin-operated bowling alleys and other games, are enthusiastically accepted by their communities. They provide a safe, wholesome and popular gathering spot for teen-agers and fulfill a community obligation not often met.

Municipalities in several other States are reported interested in this new trend in youth centers and investigating possibilities of establishing such centers for their youngsters.

Newport Expands Activity; Aligns With Sheraton Chain . . .

The Newport Jazz Festival Board will cooperate with the Sheraton Hotel chain to help produce the three Jazz Festivals to be staged this summer by the hotel chain and George Wein. Wein was signed on a year-round basis last week by the Newport Board. . . . Page 3

O'Mahoney Hoppers New Bill To End Juke Box Exemption . . .

Senator O'Mahoney has introduced S. 950, a duplicate of his bill in the previous Congress, to make juke box play subject to performance royalty and to double the mechanical royalty on records used in juke boxes. . . . Page 74

'58 CNE Surplus 553C; Midway Crosses 707C, Grandstand 455C . . . The 1958 Canadian National Exhibition, which

drew 2,960,000 in 16 days, showed a surplus of \$553,670 despite rain or threatening rain on 13 days. Grandstand grossed \$454,863 while the midway took in a total of \$707,515 . . . Page 54

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Trade Sales Guesses Close

WASHINGTON — U. S. Treasury Department excise tax take on total manufacturer sales of records for last year indicates a close correlation with estimates from other reliable sources on total 1958 business. Fiscal 1958 collections came to \$18,282,000. The tax is figured on 10 per cent of the manufacturer price to distributors, which in turn is about one-half the retail cost. This would indicate a gross retail volume of \$365,000,000 for fiscal 1958.

Most reliable barometers such as the Record Industry Association of America, and the office of publishers' agent and trustee, Harry Fox, both had estimated a figure somewhere between \$365,000,000 and \$400,000,000.

GAC Blueprints Young Disk Artist Packages for Europe

Tours Will Expose High-Power Acts; Paul Anka Prime Example

By JUNE BUNDY
NEW YORK—Irvin Feld and the General Amusement Corporation are planning to send package shows—featuring young record artists—to Europe sometime this spring, thereby launching what may develop into a regular European circuit for GAC's young disk talent.

Bobby Darin, Frankie Avalon and Fabian are among those penciled in for the initial treks.

Rock and roll artists have appeared abroad as single acts, but it is believed that this will be the first time a complete U. S. r.&r. show unit will tour over there. Altho U. S. r.&r. artists continue to be big record sellers abroad, comparatively few of them have clicked big as personal appearance attractions in England or on the Continent.

Consequently, some American bookers and managers have become wary of sending r.&r. performers abroad since if the results are poor the artists' record sales in those countries often drop as a result.

Thinking on the part of Feld and GAC prexy Buddy Howe is

that the package tours will enable them to spot those acts which have the type of visual showmanship demanded by European audiences. At the same time the tours will extend overseas exposure to acts which are high on the charts but low on visual sales-savvy; while offering European promoters better box-office insurance. The acts which click big with European fans will be booked back later as single attractions, playing to what Feld and Howe believe will be a "presold" audience.

Paul Anka, the 17-year-old ABC-Paramount warbler, is a prime example of a young recording artist of the r.&r. school who has made good in a big way in the international entertainment market. Anka's overseas tours have been so suc-

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Auler Denies McConkey Receivership

CHICAGO—Booker Ray Auler disputed statements in a Billboard story last week in which J. S. McConkey was quoted as saying that McConkey Artists Corporation is going into receivership.

Auler said that McConkey turned over the corporation to his wife, Gail McConkey, in February, 1958, and that Auler later bought the corporation from Mrs. McConkey. He is now reforming the company as Musart Attractions, Inc. with an office here. Dick Shelton, former McConkey president, is part of the firm and will represent it as its attorney, Auler said. He also reported that Mrs. McConkey who holds the title of vice-president in the new firm is setting up her own booking office in California, doing business as the Gail McConkey Agency.

J. S. McConkey told The Billboard that he plans to enter the real estate business in Chicago or Arizona.

WZIP Keys Hit Album Format

CINCINNATI — Edward D. Skotch and Donald Balsamo, new owners of Station WZIP, Covington, with offices in the Vernon Manor Hotel here, are furthering their present format of presenting "good music" by billing WZIP as the Hit-Album Station, with the programming based on the best-selling albums as tabulated by music stores in the Cincinnati area. New policy went into effect Sunday (8).

Ed Weston, former manager of WZIP, has quit his post there after serving several weeks under the new management. Weston was formerly assistant to Mort Watters, boss man at WCPO radio and TV here.

One 'Gunn' Sparks Booming Salvo

NEW YORK — Everyone is jumping on the red hot "Peter Gunn" bandwagon. With the RCA Victor album of music from the TV seg conducted by composer Henry Mancini, turning into a smash musical hit, and the Ray Anthony single record also burning up The Billboard "Hot 100" charts, Contemporary, Columbia and M-G-M Records are rushing out new LP's. And RCA Victor is releasing a new single from their album on top of a previous single and EP.

The Contemporary LP, which was released last week, features Shelly Manne and His Friends, the winning combination who turned out the smash jazz version of "My Fair Lady." Columbia's soon-to-be-issued LP will feature trumpeter Joe Wilder, who recently signed a pact with the diskery. Accompanying Wilder is a jazz group consisting of Milt Hinton, Hank Jones and Joe Cresci. The M-G-M disk personnel on their "Peter Gunn" set is still under wraps, altho it is believed the album will be on the firm's \$1.98 label.

"Peter Gunn" is the first TV series to come thru with an original score creating such excitement since the "Dragnet" theme made it on single records years ago. The diskeries tried hard with "Pete Kelly's Blues" a few years ago to

little return and have tried to make hits out of many other TV themes. The "Peter Gunn" music is mainly in the modern jazz idiom, and the fact that it has turned out to be so successful commercially is another indication of the new strength of jazz in the pop music market. Victor is so proud of the "Peter Gunn" hit that they have sent composer Mancini out on the road to visit deejays about his albums and single records of the "Gunn" music.

London Dealer-Aid, Anti-Club Campaign

NEW YORK — London Records has launched a dealer - distributor - consumer campaign via mailings and advertising to strengthen the record dealer and to help fight dealer competition from mail order record clubs. The label has already sent out literature to dealers in many sections of the country explaining its views, which are that the dealer should feature merchandise in his store that is not available thru record clubs. London also is prepping ads aimed at the consumer that feature the slogan "Support Your Local Record Shop."

According to available information, London Records will spend \$50,000 on this "educational" campaign. It is planned to run over the next nine months. And according to London distributors checked by The Billboard, the campaign is being received avidly by both the distributors and dealers. Joe Sinsheimer, who with his brother Milton, is head of Allen Distributing Company in Richmond, told The Billboard this week that he thinks "It is one of the greatest contributions to the record industry as a whole in the past three years. It informs the dealer that he is competing with the RCA Victor, Columbia and Capitol Record Clubs, who are grabbing cream sales from record shops, many of whom are

NEW JUKE BILL BY O'MAHONEY

WASHINGTON—Senator O'Mahoney has again lowered the boom on the juke box operators with the introduction of S. 950, a duplicate of his bill in the previous Congress, to make juke play subject to performance royalty, and to double the mechanical royalty in records used in juke boxes. (For further details, see story in music machines.)

Reisman Heads Roulette A&R

NEW YORK — Joe Reisman has signed a three-year contract as artist and repertoire director for Roulette Records. He will be in charge of all pop a.&r. matters for the label and its subsidiaries—Gee, Tico, Rama, and Co-Star—and will also record singles and LP's as an exclusive Roulette artist.

Reisman replaces Hugo Peretti and Luigi Creatore, who resigned from Roulette recently to join RCA Victor as independent disk producers. Incidentally, Reisman comes to Roulette from RCA Victor, where he served as musical a.&r. director and a.&r. staffer for the past four years, during which time he recorded Perry Como (exclusively) Lou Monte, Lena Horne, the Ames Brothers and others.

Prior to joining Victor, Reisman worked as a free-lance arranger for various labels, and was responsible for some 400 Patti Page arrangements including her best-selling singles "Tennessee Waltz" and "Doggie in the Window."

Meanwhile, Roulette prexy Morris Levy and executive veepee Joe Kolsky report "Roulette has never been stronger," with January sales figures running 15 per cent ahead of any month in the history of the label.

dropping out of business. Once racks were a threat—they are not any longer—but the record clubs are hurting dealer business."

Sinsheimer stated that a lot of record shops have become mere testing grounds for records sold via clubs. He said that often "club members come into record shops, listen to a record and then order it thru a club. As a distributor who handles only lines that are not sold thru clubs—like London—we have found that dealers would

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Col. Throws Cash Bash

NEW YORK — Columbia Records threw a press party for their newest important addition to the label, Johnny Cash, last week at the Drake Hotel in New York (5). The singer, whose latest Columbia recording "Don't Take Your Guns to Town," is the label's best-selling disk at the moment, performed his recorded hits as well as tunes from his forthcoming album. Cash, who is looked upon as one of the hottest of the new singers, is originally a product of the Sun label in Memphis, where he was discovered by Sam Phillips, who also first recorded Elvis Presley.

Cap Classical A. & R. to N. Y.

HOLLYWOOD — Fact that Gotham is the nation's longhair mecca is prompting Angel and Capitol to move their artist-repertoire headquarters from Hollywood to New York. Leo Kepler, Angel repertoire director, will base his operations in the East as of March 1. Kepler will also be responsible for the Capitol-EMI line. Bob Myers, Capitol-EMI repertoire, will remain here, reporting to Kepler.

Dick Jones, Capitol's New York based classical producer, becomes director of classical repertoire on the Capitol label, remaining at his present Eastern headquarters. Thus, Jones will be in charge of domestic longhair recordings with Kepler at the helm of the imported classical material. Another strong point in favor of the move eastward is the fact that all Angel and Capitol - EMI material is imported. With Kepler in New York, communication time between Capitol and its source of supply is cut by three hours. More frequent personal visits between Capitol a.&r. execs and their EMI counterparts are anticipated.

Francis Scott III was named chairman of the classical committee for both Angel and Capitol, headquartered here. Biweekly meetings are conducted in planning releases, packaging and scheduling. Ralph O'Connor will remain as

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UPI WIRE TO BRING D.J.'S ADVANCE BILLBOARD DATA

NEW YORK—Beginning next Friday morning, February 13, disk jockeys and programming executives at radio and television stations linked by the United Press International radio news service will begin to receive special record programming information, to be made available to them in advance of each Monday's issue of The Billboard.

This new service is the result of an agreement concluded last week between The Billboard and UPI, by which The Billboard will provide UPI's stations with specially prepared charts and other material on a completely exclusive basis in advance of publication. By the same token, The Billboard will be the sole publication whose material will be used on a regular basis for record programming features by UPI.

The agreement followed a survey of its radio and TV station members by UPI, in which 577 outlets offered suggestions and comments on the music news and programming aids they most desired. As a direct result, The Billboard will commence supplying UPI with the specific programming features requested most by its stations. These will be incorporated into UPI's seven-days-a-week music news file called "On the Record," which feeds fresh programming material to UPI's station each day.

This is the way the new lineup of UPI features will run, starting Friday:

FRIDAYS: Star Performers, provided in advance from the following Monday's "Hot 100" chart, will show those records making the biggest upward jump in the week just ended. Also, Regional Breakouts, a new service, will show the hot platters coming fast in key cities around the country.

SATURDAYS: Another new feature, Easy Listening Leaders, will tab the action on the fastest-moving pop records of the more relaxed variety, a programming aid of critical interest to fill a vital broadcast need.

SUNDAYS: Birthdays and anniversaries of musical interest in the week ahead, with appropriate biog and current release information, gleaned from The Billboard's vast musical library. "Discourse," a special chatter section, also will be filed each weekend, supplied exclusively by The Billboard. This feature, loaded with live chatter material about artists, records and trends, currently is provided by mail to a limited list of deejays each week by The Billboard.

MONDAYS: Yesteryear's Hits, the top 10 records of 10 years ago, five years and one year ago, as listed in The Billboard. Also in this package will be news headlines of the weeks and years involved, to provide nostalgic tie-ins.

UPI will continue to use Tuesday and Wednesday to feed special programming features to its stations and on Thursdays, as in the past, will provide its own "Top Twenty," as tabulated from reports by UPI bureaus across the country. UPI will expand this listing to 30 places for the benefit of stations which have requested additional programming data.

The arrangement was worked out by Dean C. Miller, national radio news manager of UPI, and Sam Chase, assistant publisher of The Billboard.

Upon concluding the agreement, Miller stated: "I feel this meshing of the vast resources of The Billboard and United Press International will provide disk jockeys with the most accurate, the most up-to-date and the most authentic music news and listing ever offered by a wire service. Because Billboard record data is so vital a music programming tool, we are particularly happy to provide special Billboard material exclusively to UPI stations, in response to requests for this material by the stations themselves. The additions of this material, in advance of its publication date in Billboard, will make UPI's service even more valuable to stations."

PLENTY EXCITEMENT

Victor Tests 'Terrific' Label With Odd Results

NEW YORK — RCA Victor quietly tested a new record label, Terrific Records, last month, and thereby hangs a tale. The tale involves the new label, its first release, an offer to buy the master, a cover record, an unhappy publisher, and a lot of excitement.

The Terrific record was recorded by Eddie Heller, then at Victor, now a free-lance a.&r. man at M-G-M. It featured a duo called

the Sweethearts, with Teacho Wiltshire and his combo backing the pair. The tune was called "I've Just Got the Feeling and I Can't Sit Down." The tune was and is published by Wiltshire and Bill Miller's firm, Songcraft Music. Victor released the disk on the

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Deutch Teams With Powell

NEW YORK — Irving Deutch has joined publisher Teddy Powell as a partner in the latter's numerous firms. Among the firms involved in the Powell 1650 Broadway headquarters are TeePee and James, both ASCAP; and Maggie, Hennessey, Jim Jam, Catlina and Winter, all BMI-affiliated. Prior to the new hook-up, Deutch was associated with Buck Ram and his numerous interests, with RKO Music, and earlier with the Southern-Peer combine.

NEW YORK — A storm of protest is brewing among copyright owners—publishers and songwriters—who are burning over the fact that choice tunes are being used gratis on reruns of video tape programs. Copyright owners regard such a use as a straight synchronization and take the position that a free use is a dangerous precedent which erodes the value of the copyright.

Target of the simmering protest is Music Publishers Holding Cor-

Newport Expands to Join Sheraton's Jazz Promotion

By BOB ROLONTZ

NEW YORK — The Newport Jazz Festival will work with the Sheraton Hotel Chain on the production of the hotel chain's three jazz festivals at Toronto, French Lick, and Boston. This was worked out at a board meeting of the Newport Jazz Festival execs held last week. George Wein, who is producing the Sheraton festivals and has directed the Newport Festival production under Newport prexy Louis Lorillard, was signed exclusively by the Newport Jazz Festival on a permanent basis at the meeting. This means Newport will be

involved with the production of many activities thruout the year, and keynotes Newport's co-operation with the Sheraton chain jazz shows.

In an interview with Wein this week, the energetic promoter-producer pointed out that this did not mean that Newport would turn into a traveling jazz show. He said that each of the festivals, Newport, French Lick, Toronto and Boston, would be an individually staged show, altho a number of the artists are expected to be featured at two or three of the festivals. Wein noted that last season at French

Lick's first festival, local artists were featured on the program and he said that he expected to use local jazz names, in addition to big names, at the Toronto and Boston festivals.

In one of the most interesting statements, Wein gave forth some of his philosophy concerning his views of jazz and the relation of jazz festivals to his thinking, especially Newport. He called himself "a man with a cause" and said that cause was "jazz—all types of jazz." He said that he hoped (and he noted he was speaking for himself, not the Newport Board) to eventually see a music school set up at Newport that would run for eight weeks every summer. He hoped to use the profits from the Newport Festival or festivals, to give scholarships to young people to attend the school. He said that Newport would also present "artistic concerts" next winter.

He also said that the Newport execs are trying to work out a European showing for the Newport Jazz Festival, and expected to be able to conclude arrangements for

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Merc Skeds '59 A.&R. Planning Session

CHICAGO — Art Talmadge, Mercury vice-prez and a.&r. chief, scheduled a meeting in New York this week with his entire a.&r. staff for a 1959 planning session. The huddle will include Clyde Otis and Hal Mooney, New York staffers; David Carroll and Jack Tracy, Chicago, and Pete Rugolo from Hollywood.

Much of the talk, Talmadge said, will center around the coupling of contrasting Mercury artists in LP's. The label has enjoyed recent success with the pairing of Sarah Vaughan with Billy Eckstine, Patti Page with a Rugolo orchestra and the Diamonds with Rugolo. One of the immediate projects is to set up Patti Page with a jazz combo.

The confab also will explore ideas for an encore to the Mike Nichols and Elaine May satirical LP which has already moved 65,000 pieces and sales are holding strong, chiefly in metropolitan centers and college towns.

Talmadge, brimming with figures, said that the Platters' single, "Smoke Gets in Your Eyes," has now hit one and one-half million and its embers are still burning, and that three current hits have topped a half million, the Mark IV "I Got a Wife," Brook Benton's "Just a Matter of Time" and the Diamonds' "She Say."

Cap Longhair Staff Meets For Seminar

PALM SPRINGS, Calif. — A two-day seminar was conducted here last week by Capitol's artist and repertoire veepee Lloyd Dunn with the firm's complete classical exec staff attending.

Sessions provided the first occasion for the firm's newly reinforced longhair corps to gather at one meeting. Those attending included newly named Angel and Capitol-EMI repertoire director Leo Kepler; newly appointed Capitol classical repertoire director Dick Jones; Hollywood classical producers Bob Myers and Ralph O'Connor, and the firm's new artist and publisher relations manager Roland Fribourghouse.

Also present were Angel and Capitol classical merchandising manager John Coveney; a.&r. producer John Palladino; album planning and packaging manager Lou Schurrer; national merchandising administrator Bill Tallant; art section supervisor Marvin Schwartz; editorial section supervisor Jack Smothers and photo arts supervisor Ken Veeder.

Presley Tops Victor Release

NEW YORK — RCA Victor pop album product release this month is topped by a Presley album containing the singer's great early hits, such as "Mystery Train," "You're a Heartbreaker," etc. Release also includes a Jeanette MacDonald-Nelson Eddy newly recorded package, in stereo and monaural versions; and Ray Hartley's "For Lovers." Latter follows Hartley's "The Trembling of a Leaf," which did well chart-wise.

Jazz product includes "Red Norvo in Hi Fi," and for dance buyers there's a Buddy Morrow package. Other product includes the first completely traditional collection of sacred songs by the Blackwood Brothers, titled "The Stranger of Galilee," Hank Snow's "When Tragedy Struck," authentic hillbilly favorites, and "Themes for African Drums" featuring Guy Warren, African artist.

Cuffo Stereo Tape Reruns Burn Cleffers and Pubbers

NEW YORK — A storm of protest is brewing among copyright owners—publishers and songwriters—who are burning over the fact that choice tunes are being used gratis on reruns of video tape programs. Copyright owners regard such a use as a straight synchronization and take the position that a free use is a dangerous precedent which erodes the value of the copyright.

Target of the simmering protest is Music Publishers Holding Corporation, Warners music subsidiary which for some months has granted cuffo use of tunes, on re-runs of video tape.

MPHC is the top ASCAP firm in point of performances. Angry pubs charge that MPHC grants the cuffo synchronization use in order to maintain its top position performance-wise.

Fact that the MPHC catalog contains a vast body of great standard material makes the situation all the more critical, pubs

point out. "How can other publishers hope to get sync fees when the networks are able to get such great standard material free?" one demanded.

Another stated, "There's no question about such a use involving a fee—the only question is, how much should it be?"

One copyright authority stated that the logical move would be to negotiate with the networks for a blanket fee covering a one-time

(Continued on page 22)

Decca, Coral Tape 7 Awards for LP Covers, Posters

NEW YORK — Decca Records and its subsidiary, Coral, received seven graphic awards during "Printing Week 1959," both here and in Philadelphia.

In New York, at the 17th Exhibition of Printing Contest, such Decca albums as "Forever Yours," Marias and Miranda's "Sundown Songs," and "Sibelius Song Recital," and Coral's "Sophisticated Lady," and "Sugartime," were cited for awards.

At Philadelphia's Delaware Valley Graphic Arts Exhibit, Decca received a "Best of the Year" award for a poster design on the litho binder "It's Time for Stereo." An honorable mention was also extended for a simulated gold frame display on Andres Segovia.

SORD Plans to Test Pricing; Aims Sunday Punch at Racks

By REN GREVATT

NEW YORK — A test case on price discrimination and what was called a "sensational plan to break the back of the rack jobber," are in the forefront of plans now being formulated by the Society of Record Dealers of America for the coming months. In New York this week for conferences with the New York wing of the Society, prexy Charles L. Simmons of Dallas, also noted that a national convention of the society was in the works for this city to coincide with the NAMM outing next June.

"The test case will be filed in Federal District Court in Chicago," Simmons told *The Billboard*. "The major issue involved will be illegal discriminatory pricing. The suit will be filed against one of the major record companies. Many side issues will be a part of the case, such things as transshipping, clubs, illegal discounting and other considerations. The briefs which we already have prepared come to over 1,000 pages of evidence, testimony, etc. We think we are morally right in the stand we take on many practices of the record companies today and we hope that this suit, which we will probably launch early this spring, will establish the pattern for the future."

Groups Laud Newest Fair Trade Bill

GARY, Ind. — Another blow at widespread discounting was announced and lauded this week by the American Fair Trade Council and the Quality Brands Associates of America. Latest action for the restoration of price maintenance was initiated by Rep. Ray J. Madden, (D., Ind.), a resident of Gary. Both AFTC and QBA maintain administrative offices in the Steel City and their president, John W. Anderson, is a Gary industrialist who heads the Anderson Company here.

Introduced last week, the Madden bill is similar to the proposal sponsored by Rep. Rank W. Boykin, (D., Ala.).

At the State level, identical legislation is pending in the Indiana General Assembly — with a fair chance of being enacted. The bill was reported out of a House committee and may be voted on in a few days.

Pricing of records would be covered by all three measures.

"Weaknesses in our present commercial laws have promoted jungle warfare in the market place," Congressman Madden said. "The consumer loses in the long run, because under such pressures the manufacturer or producer of the honored branded, named or trademarked product is forced to build down to a constantly shrinking price rather than up to a high standard of quality. This is to the consumer's detriment, because under cut-price pressure he gets less mileage, less value, per dime or dollar of his investment in the product."

HOT 100 ADDS EIGHT

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

88. Nola—The Morgan Brothers, M-G-M.
94. Jupiter-C—Pat & the Satellites, Atco
95. The Right Time—Ray Charles, Atlantic
96. Blah, Blah, Blah—Nicola Paone, ABC-Paramount.
97. Midnight Oil—Charlie Blackwell, Warner Brother
98. Are You Lonesome Tonight?—Jaye P. Morgan, M-G-M.
99. Venus—Frankie Avalon, Chancellor.
100. Moonlight Serenade—The Rivas, Coed.

Simmons then told of the new plan for getting back some of the business lost to rack jobbers. The plan is the brainchild of Lee and Floyd Spradlin of Dallas, "a couple of gentlemen who usually confine themselves to oil promotions."

Stamp Gimmick

The plan involves the use of "record stamps" by supermarkets and chains, much the way "green" stamps are used by the same types of stores to lure trade. "Everytime a customer buys anything at his supermarket," said Simmons, "he would be given the record stamps, which would be exchangeable for records only at a specific local store which was a member of SORD. The enticement would be that the customer would get his records with his stamps without laying out another cent of cash. We feel it's one way to get them to walk by the rack by the check-out counter and right out the store. If we can iron out the many problems involved, it will also be an incentive for uncommitted dealers to join SORD since only SORD members would participate in the deal. The Texas (Texaco) Company and the Magnolia Oil Company are both prepared to underwrite the plan to get it rolling."

Simmons was in the East to line up dealer groups here for activity in the national body. A meeting will be held here with the New York-New Jersey Dealers Association Tuesday (24) to discuss that group's affiliation. Louis Shapiro, secretary of the latter body, has

been named to the SORD board. Simmons had also set conferences with officials of the Pennsylvania dealer group and a similar body in Boston.

Other Objectives

Simmons and his closest colleagues in the SORD, who have been called the Fidel Castro movement of the record business, are pushing their attack on still other fronts. The society prexy, commenting on the reported move by Dot Records to bring itself and other indie labels into the club business, said: "I well remember when Weber Parrish, of Dot Records, was in Dallas and told us we would never have to worry about Dot getting into a club deal."

Contents of a letter written by Simmons to James Turnbull, of Columbia Records Sales Corporation, were also made public. Commenting on a wire sent out by A. D. Smith to dealers outlining Columbia policies on list-price newspaper advertising of Columbia Records, Simmons raised the point with Turnbull of Columbia club ads in *Life*. "Could it be that you reserve the right to advertise discounted merchandise for yourselves?" he asked. "I am perfectly aware that you claim that you advertise you records at list price in the Columbia Record Club, but I am also perfectly aware that a rose by any other name would smell the same." Simmons has also noted that RCA Victor and Capitol are employing the same advertising tactics in national magazines.

JD to Cover 'All Aspects' On ASCAP Decree Amendm't

WASHINGTON — In a letter to Representative Roosevelt last week on negotiations to amend the ASCAP Consent Decree, antitrust chief Victor Hansen has assured the Small Business Subcommittee chairman that Justice is making steady and continued progress. Hansen told Roosevelt (D., Calif.) that the Department was covering "all aspects" of importance to the complaints, as outlined in the subcommittee report following hearings last year.

These aspects, as covered both in hearing report and Hansen comments last year, include the weighted vote, logging and survey methods, grievance procedures, and distribution on the basis of the complex, seniority-heavy classifications.

The letter from Hansen (2) has not been released for publication because of Chairman Roosevelt's

Cole Package Highlights Cap. Feb. Release

HOLLYWOOD — Capitol's 18-album February release consists of 14 pop packages plus four in its "Capitol of the World" series. Pop product is highlighted by a Nat King Cole offering, "Welcome to the Club." Also of interest, "Gar-

land at the Grove" an on-location recording of Judy Garland's recent Coconut Grove performance.

Remainder of the release includes albums by George Shearing, Peggy Lee, the Jonah Jones Quartet, Les Baxter, Freddy Martin, Guy Lombardo, Tommy Sands, a package of devotional music featuring Fred Waring; organist Eddie Dunstetter, Jean Shepard and Tommy Collins.

"Capitol of the World" release is paced by "St. Patrick's Night in Dublin," a "live" recording of St. Patty's Day celebration made at Dublin's Irish Club. Other items include packages from Spain ("Children's Stories in Spanish"), Italy and England.

NYU SURVEY SHOWS DEC. \$ SALES OFF 11%



NEW YORK — The significance of the downturn in record sales for December, 1958, as against the boom month of December, 1957, is being carefully studied this week by record manufacturers who subscribe to *The Billboard* New York University Continuing Study of Record Sales in Retail Stores. The complete data on total record sales for the month of December in stores was made available last week in the 13th and final report for

1958, covering the last four weeks of the year for subscribers to the record research data.

The most important information revealed in this 13th report was that total business for December, 1958, was off 11 per cent, as against December, 1957. The drop was greatest in EP's, which were off 53 per cent; albums were off 8 per cent, and single records were off 5 per cent. (All figures refer to dollar volume.)

Total single sales for December, 1958, amounted to \$7,600,000 as against \$8,000,000 in 1957. EP sales amounted to \$900,000 in December as against \$1,900,000 in 1957. (In 1957 Presley had four hot EP's going for him, which boosted EP sales.) And album sales amounted to \$16,600,000 as against \$18,000,000 in 1957 in December. Total sales for the month were \$25,100,000. The previous December they were \$28,200,000. These sales figures do not include rack sales or sales thru record clubs, only record store sales.

The *Billboard*-NYU Survey, issued to subscribers every four weeks, contains complete breakdown of the above information as well as competitive label information, share of market for each label both nationally and territorially, broken down by speed, category and price. All of this latter information is only available to subscribers.

Co-Op Ad Tax Relief Now in Congress Lap

WASHINGTON — It appears fairly certain that any relief from the excise tax on manufacturers' co-operative advertising funds will have to come from Congress. As of last week, Treasury had made no move to retreat from its December ruling that from February 1, 1959 these amounts would be included in tax base for the 10 per cent manufacturers' tax on goods sold.

A brighter aspect is that opposition to the Treasury Department's stand on the co-op ad excise is reportedly growing on Capitol Hill. Some members of the powerful House Ways and Means Committee are known to be sympathetic to industry in this. Also, the general

anti-excise climate of the 86th Congress has been evident from the flood of bills to end excise introduced in the first days of the session. These are still dropping into the hopper at the rate of several a day.

Treasury has also reportedly stood firm in its answer to a protest on the ruling from the Record Industry Association of America to Internal Revenue Service Commissioner Dan Latham (*The Billboard*, February 2). IRS reportedly has offered no prospect of future relief, and no postponement of the effective date of the ruling.

Some hope for protection from retroactivity of the ruling has been held out to the hardworking Federal Excise Tax Council. One tax attorney here pointed out that in the case of certain appliance dealers, the tax liability could go back 20 years, and amount to over a million dollars for certain manufacturers who have used co-op advertising extensively.

The House Ways and Means Committee is believed to have 22-

(Continued on page 22)

ABE'S FAVES

Victor Bids For 'Project 20' Score

NEW YORK — RCA Victor is negotiating to release a special album of Robert Russell Bennett's score for NBC-TV's "Project 20," a portrait of Abraham Lincoln, which will be aired Wednesday (11) at 8:30 p.m.

Bennett arranged and orchestrated the Richard Rodgers music for the NBC-TV film series "Victory at Sea," which later became one of RCA Victor's top-selling albums.

Lincoln favored pop music, according to Bennett, who utilized pop songs and marches—both Northern and Southern—of that period for his score. In his research, Bennett discovered that the pop music business was a swinging industry then, with a sizable number of tunes marketed regularly. "The distribution wasn't world-wide," he notes, "but the songs were very popular sectionally."

The Civil War period has continued to influence pop music thru-out the years. Recent revivals of Civil War tunes include "Tom Dooley," "Gotta Travel On," and "The Yellow Rose of Texas." One of Lincoln's favorite songs, "Skip to My Lou," was also a big pop hit several years ago.

LINCOLN DISKS, TAPES WANTED

WASHINGTON — The Library of Congress would like tape or other recordings of any special broadcasts or programs commemorating the birth of Abraham Lincoln, at any time during 1959, the presidentially designated Lincoln Sesquicentennial Year.

The Library is known all over the world for its Lincoln material, and would like to keep as complete a record as possible of all celebrations during the coming year. Historically, patriotic and civic groups are asked to tell the Library of any plans for ceremonies, and provide copies of any programming material.

Records of musical presentations, copies of talks, printed or filmed materials dealing with any commemorative programs are welcome. Queries should go to Consultant in Lincoln Studies, Library of Congress, Washington 25, D. C.

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'NOW IS THE TIME'

Solon Wiley Calls for Cultural Center Action

WASHINGTON — Now's the time for all good Americans to come to the aid of the National Cultural Center for the performing arts, Senator Wiley (R., Wis.) told the Senate and the nation last week in an urgent call to action. The country is 170 years late in getting a Center, first proposed by George Washington, said Wiley, and it's up to the present generation to make the arts showcase a reality.

Wiley reminded music, entertainment and cultural interests in general, to get in and do their share now that hard-working legislators have made the breakthrough, and trustee have been set up for fund-raising. (The Billboard, February 2, 1959). Wiley hopes that all 104 organizations contacted by the former Auditorium Commission which worked to get a site for the Center, will again join in the project.

Wiley paid tribute to the "years of hard work" put in on the project by sponsor Rep. Frank Thompson (D., N. J.), and Senators Fulbright (D., Ark.) and Anderson (D., N. Mex.), who co-sponsored the legislation in a bipartisan team-up with Wiley on the Senate side. "This will be a national center, not a

District of Columbia center," Wiley emphasized.

Yet to be appointed by the President are non-government members of an advisory group to help select the music, drama, dance and opera presentations at the Center. Robert Dowling, Chairman of American National Theater and Academy, is generally believed to be slated for chairmanship.

In addition to the 15 citizen-members of the board of trustees appointed by Eisenhower last week, are legislative members: Representatives Frank Thompson, James Wright Jr. (D., Tex.) and Carroll D. Kearnes (R., Pa.). Senators are William Fulbright (D., Ark.), Joseph S. Clark (D., Pa.) and Leverett Saltonstall (R., Mass.). Nine additional government figures acting ex-officio, include L. Quincy Mumford, Librarian of Congress, and Arthur Fleming, Secretary of Health, Education and Welfare.

Money for the center must be raised within five years, or both funds and land will revert to the Smithsonian Institute. A bill has been introduced to provide for return of funds to donors, should the trustees fail to raise the amount needed.

BETTER TO SEND 'EM RECORDS

WASHINGTON — The Polish people are getting a mild breaking-in to the roaring status of rock and roll singing over here, in the new "America Illustrated" for Poland, sister to the Russian publication distributed by the United States Information Agency to acquaint the iron curtain countries with American ways of life.

The colorfully illustrated magazine soberly sums up the American popular singer situation this way: "The current trend in popular music is away from the soloist and toward the vocal group—and very near the top of this trend are the McGuire Sisters. Some of the new groups are teen-agers. All of them sing in ear-shattering close harmony with frenetic enthusiasm and expert rhythmic twists."

Nippon Firm To Distrib UA in Orient

NEW YORK — United Artists has signed a long term agreement with Cosdel, Inc., of Tokyo, Japan, to distribute the entire UA catalog of LP's and singles in Japan, Formosa, Korea, Okinawa, Indonesia, Thailand, Laos, Cambodia and South Vietnam. Cosdel will also distribute disks by Unart, UA's subsid company.

This arrangement marks the first time that UA products will be available in these countries. The first release under the new tie-up will be the two sound track albums of "I Want to Live" by Johnny Mandel's ork and Gerry Mulligan's Jazz Combo. The release date of the albums coincides with the pic opening in Tokyo.

Counterpoint Cuts Singles

NEW YORK — Counterpoint Records, which heretofore has specialized in stereo albums, has entered the singles field, according to President Bill Fox. In line with the expansion, Fox has signed two artists, Vivian Lori, summer stock and nitery artist, and Joey Castle and the Knights, a rock and roll group.

Sultan Exits Montilla Post

NEW YORK — Harry Sultan has resigned as sales manager of Montilla Records to act as national sales representative for a new record rack line and a new phono line.

Sultan, who also operates a retail record store here, had been with Montilla for the past four years. Details of his two new phono and record rack lines will be announced shortly.

Carlton Signs Marie Knight

NEW YORK — Carlton Records has pacted Marie Knight, former gospel singer, to record as a pop artist. Miss Knight's first sides for the label are "I Can't Sit Down" and "Miracles." The platter was released last week. She is featured with Rex Garvin on "I Can't Sit Down."

According to the diskery, "I Can't Sit Down" is already getting action in a few major markets, and several covers from other companies are in the offing.

BILL WANTS U. S. OPEN TO COPYRIGHT SUITS

WASHINGTON—A bill to permit suit against the government, but not against an individual government employee, for copyright infringement, has been introduced by Rep. Emanuel Celler (D., N. Y.), chairman of the House Judiciary Committee. The bill duplicates the House but not the Senate, and was requested this session by the Commerce Department.

Under present law, owner of the trespassed copyright can sue the government employee presumably responsible, but not the government itself.

The Nimitz bill was criticized last session for its use of the word "exclusive" in describing the remedy against the government or anyone acting with its authority: "... the exclusive remedy of the owner of such copyright shall be by action against the United States in the Court of Claims, for the recovery of his reasonable and entire compensation as damages..."

A local Washington attorney claimed the wording could be used to prevent any corollary suit against an agency or publisher involved in the ultimate infringement by the government. (The Billboard, August 4, 1958).

Spokesmen for the Judiciary Subcommittee on Patents and Copyrights say the word "exclusive" is intended only to rule out any possibility of a suit against a government employee, in addition to suit against the government itself. However, should the phrasing appear

technically objectionable, the point can be raised at hearings on the bill.

Altho the bill passed the House last session, the committee expects to put the bill on the agenda for hearing. No date has yet been set for its consideration.

Washington attorney Arthur S. Curtis, who has himself lost one suit involving government infringement in the Court of Claims, believes the bill should broaden its language. The words "literary property," including common law and equitable rights as well as copyright, should be substituted for the phrase "copyright in any work protected under the copyright laws of the United States." Curtis also felt the bill should be revised expressly to permit suit against any other "culprit" involved in the government infringement, such as advertising agencies and publishers.

Tragedy Fails To Halt GAC 'Winter Show'

CHICAGO — All dates were played by the GAC package, "Winter Show," following the death in a plane crash last Tuesday (3) of its three stars, Buddy Holly, J. P. (The Big Bopper) Richardson and Ritchie Valens.

Tuesday's (3) show went on before a capacity house in Moorehead with the Crickets, Dion and the Belmonts, and Frankie Sardo.

By Wednesday (4) night, for a date in Sioux City, GAC lined up Frankie Avalon and Kimmie Clanton to take over the headline spots and they were to continue on the tour to Des Moines, Thursday; Cedar Rapids, Ia., Friday; Spring Valley, Ill., Saturday; Chicago, Sunday, and other dates thru February 15.

At Mercury Records, a.&r. chief Art Talmadge canceled a Big Bopper release in time to substitute an appropriate side from the singer's new album, a religious tune called "Someone Watching Over You." It is coupled with "Walking Through My Dreams."

Unions to Back Regan Air Seg

HOLLYWOOD — The United Steel Workers of America will sponsor "The Phil Regan Show" on more than 200 radio stations, thus becoming the first labor union to use a musical radio show as part of its public relations program. The 15-minute transcribed series will run 26 weeks with option for renewal.

In addition to Regan, program includes the Jud Conlon Rhythmaires backed by Vic Valenti's piano and orchestra. Each quarter-hour seg includes a two-minute message from David J. McDonald, union president. Series is a Walt Heebner production. Armand La Point is the announcer.

2d TMU Term For Anderson

TORONTO—George Anderson, who last year defeated Walter Murdoch as president of the Toronto Musicians' Union, won an acclamation to the post this year.

Murdoch who had been president for 25 years before, declined a nomination.

Murdoch said he felt he had made his contribution to the union in his long years of service.

Guernsey Titmarsh received an acclamation for first vice-president.

NOTICE

The Tip Top Record entitled

"The DOCTOR and the MONKS"

which has been circulated in the last few days

HAS BEEN ENJOINED

by a temporary restraining order issued by Judge Edward Weinfeld of the United States District Court for the Southern District of New York in the case *Monarch Music Company, Inc., et al. v Tip Top Record Co., Inc., et al.* on grounds of alleged copyright infringement and unfair competition.

The manufacture, sale, use, public performance for profit, recording, printing and advertising of the musical composition and the record by TIP TOP RECORD CO., INC.; TIPS MUSIC PUBLISHERS, INC.; SUPERIOR RECORD SALES CO., INC.; OVERBROOK PUBLISHING CO., INC., and AMERICAN SOCIETY OF COMPOSERS, AUTHORS AND PUBLISHERS and their agents, servants, employees, licensees and all other persons and firms acting in privity or in concert with them is prohibited by this injunction.

MONARCH MUSIC COMPANY, INC.
LIBERTY RECORDS, INC.

In respect to the memory of
J.P. RICHARDSON
THE
BIG BOPPER

Mercury Record Corporation

VOX JOX

By JUNE BUNDY

BLOCK PARTY: Veteran deejay Martin Block, WABC, New York, celebrated his 25th anniversary as host of "Martin Block's Make Believe Ballroom" last Tuesday (3). At the same time, his station announced that Block's time period—beginning this Monday (9)—will be expanded and changed to 10:10 a.m.-noon and 4-6:30 p.m. daily. Heretofore his show was aired from 10 a.m. to 2 p.m. in a continuous four-hour spread. The new time slot will enable him to reach more teen-agers and businessmen. Del Sharbutt is taking over the noon to 2 p.m. segment.

Block will observe his "Silver Jubilee Celebration" thruout the next 11 months with a variety of promotions, dreamed up by his producer Robert Moss. For instance, one stunt will involve people in New York City who were born on the day he first began broadcasting the "Make Believe Ballroom" (on WNEW, New York, February 3, 1935). Another will revolve around the selection of the top 25 recording artists and the top 25 recordings of the past 25 years.

Both Block and Al Jarvis, KFVB, Hollywood, claim to be America's first disk jockey; and while authorities differ on which one was first, they all agree that the two jocks—both still going strong as deejays in '59—created the powerhouse disk jockey personality as we know him today—Jarvis on the West Coast and Block in the East. Interestingly, at one time, in the early '30's, the two men worked together at a Southern California radio station.

Block started his "Make Believe Ballroom" over WNEW, New York, February 3, 1935, and stayed on with that station until 1954, when he signed a multi-million dollar pact with ABC. His starting salary at WNEW was \$20 a week for a daily 6 a.m. to 2 p.m. chore, and he received an additional \$20 each week for announcing night dance band remotes. The jock recalls that he played four Clyde McCoy platters on his first "Make Believe Ballroom" broadcast.

During his 24 years with the "Ballroom," Block estimates he has been on the air about 22,000 hours, during which time he played approximately 19,000 records each year—a total of 400,000 disks overall. Advertisers have spent some \$15,000,000 sponsoring portions of his show. Among his many honors, Block is proudest of the fact that he was the first disk jockey to have his program beamed to overseas listeners, via the Voice of America.

NAME BAND CLUB: Leigh Kamman, KSTP, Minneapolis, informs us of a new project, "Name Band of the Month Club," which the station is now presenting in association with Prom Center, a local ballroom. The promotion, tied in with KSTP's program policy of featuring big bands, show tunes, standards and pops, spotlights a different band each month, via remote broadcasts from the prom.

Richard Malthby's ork was featured first on the KSTP ailer, with Ralph Marterie and Billy May among those to follow. Kamman is currently emceeing a 3-6 p.m. afternoon show, "Afternoon Watch," and a 90-minute nightly jazz show, "Corner Reserved for Jazz," which combines live remotes and disks. Chico Hamilton was the first live group booked on the show.

GIMMIX: Station WDCY, Minneapolis, recently ran a contest for the best letter written on the subject "Why I Like Hi-Fi." The competition was co-sponsored by the Minneapolis Music Show, and prizes included a \$400 speaker and changer, 25 Mercury albums and a subscription to High Fidelity Magazine. The winner, University of Minnesota student Gordon Eull, submitted the following entry: "I simply like hi-fi. I could tell of poverty. Or say I was dying, but I'd rather win without all that lying!"

CLEVELAND JUMPS: Competitive stations WERE and KYW in Cleveland vied for listeners and space last month, via all-out charity-show promotions. An autograph party and remote broadcast (featuring Tab Hunter and Percy Faith) by WERE's Bill Randle was staged last January 28, and drew 2,000 teen-agers. Each of the youngsters attending the live broadcast-record hop paid 50-cents admission, with all proceeds going to the Red Cross chapter serving the flood area.

The KYW show, a three-hour benefit-show emceed by Joe Finan and presented for the benefit of the Parents Volunteer Association for Retarded Children on January 30, pulled more than 3,000 people, with more than \$10,000 raised for the charity. A 45-minute segment of the show was videotaped and played back the same evening on KYW-TV and another half-hour seg was telecast the following night.

CHANGE OF THEME: New program director of WHBQ, Memphis, is Claude Raney. . . . Chuck DeWitt has moved his show time to 6-9:30 a.m. on WPIN, St. Petersburg, Fla. He kicked off his new air time by conducting seven contests—one per show—for a solid week. At the same time, a local auto agency ran a contest to determine which of five local jocks could pull the most mail and DeWitt won.

Two new personalities—Bob Jones and Mickey Scott—have been added to the deejay roster at WEEL, Boston. . . . New jock at KYW-FM, Cleveland is Ronald A. Barrett. . . . Allen Riley, recently discharged from the U. S. Armed Services, has rejoined WAKR, Akron, O. . . . Chuck Dougherty, morning deejay at KQV, Pittsburgh, has been named program director.

Dex Card, formerly with WGAN, Portland, Me., has replaced Pat Matthews on WLOB, Portland, Me. . . . Bobby Cox, former all-America, and Tom Wynn have joined WDCY, Minneapolis. . . . William Hoftzyer has resigned as general manager of KBAM, Longview, Wash., to become general manager of KUTY, Palmdale, Calif. . . . New spinner at WBAP-FM, Fort Worth, Tex., is George H. Rains Jr.

ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING



Wildcats Go Wild On 'Gazachstahagen'

The Wildcats are made up of 23-year-old Dennis Gorgas on guitar, 19-year-old Frank Rainey on organ and 18-year-old Pat Piccinno on drums. The boys all hail from New Jersey. They were discovered by guitarist Billy Mure.

Mure took the group to United Artists where they recorded his composition, "Gazachstahagen." Dennis is a graduate of the Newark College of engineering and hopes to become an electronic engineer. Rainey and Piccinno attend Montclare State College where Rainey is a music major, and Piccinno is studying business administration. Their latest appearances have been on the Dick Clark and Allan Freed shows.



Mark IV Gets Hit On 'Got a Wife'

The Mark IV consist of Lee McGeary, Mike McCarthy, Bill Thomas and Bob Peterson. Mike McCarthy, Bill Thomas and Bob Peterson all attended Senn High School in Chicago, and while they were in school they joined forces. Upon graduation, they started their work in earnest. It was then that they met McGeary at a Chicago night club. He had just moved to the Windy City from Altoona, Pa. He dropped into the club where the other three boys were working and played a few sets with them. This was the beginning of the Mark IV.

The group has been seen nationally on "American Band Stand" and the "Dick Clark Show." They are now climbing the charts with "I Got a Wife" on the Mercury Label.

YESTERYEAR'S TOPS—

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

FEBRUARY 5, 1949

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

FEBRUARY 6, 1954

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

ON THE BEAT

By REN GREVATT

Jane Morgan is not in any way identified with rock and roll. In fact, she's the epitome of the non-rocking school. But Kapp's star thrush, who will be on her way to England the week after next, has some interesting views on today's modes and moods of pop music.

"I think rock and roll helped me. When I started making records in America, after a long stay in Europe, rock and roll was just beginning to be heard from nationally. People laughed at me. They said I didn't have a chance in the face of the big beat," Miss Morgan explained. "But because it's been so big, maybe that's why my singing style stands out. Maybe I stand for something different. In the era when all you heard on the radio was vocal stylists, I'd have had a much harder time getting a hit than now, because I would have been like all the rest.

"But what's bad about rock and roll anyway? These people who continually put it down as all bad are all wrong. It's the forerunner of an entirely new kind of song in our business. Elvis Presley, who is an exciting artist, is a sort of symbol of the new song. He's a symbol of the transition we're seeing in song material. The standards are wonderful. But I think we have to look for good new material. The older standard publishers often don't seem to realize this. They don't come up with good new song ideas to fit this generation. But there's plenty of proof that the people are always looking for something new—a new song idea, a new sound, or at least a new way of doing an old song. And I believe in the people.

"Speaking of song material. It's funny when I think of the big hits we've seen lately of songs from Europe. When I first came back to America, a few years ago, Dave Kapp saw me when I was working in the Latin Quarter in New York. He was interested in making some records but everybody thought I was too Continental. So the first record we made was real American. It was called 'Baseball, Baseball.' But several years later, my biggest hit came along, 'Fascination,' which was a tune from Europe, ironically enough. You never know. But if you keep looking hard enough for the right kind of a song, there's always a chance you'll make a hit."

This column extends its condolences to the families and friends of Buddy Holly, J. P. (Big Bopper) Richardson and Ritchie Valens, whose deaths occurred in a tragic plane crash earlier this week. All three left a distinct mark on the pop record scene and all three will be sorely missed by not only those who were close to them, but by many, many young record buyers who felt close to them in another way, as well.

Valens, a 17-year-old Californian, was experiencing his first big surge of popularity with his Del Fi disk of "Donna," which at the time of his death was the number three record in the nation. Earlier, Valens had scored with "Come On, Let's Go." Richardson, a Texas disk jockey with some eight years' experience behind him, was a clefter of some distinction and recently had made it big with "Chantilly Lace," on Mercury. The hit disk, oddly enough, was the flip side of the "Purple People Eater Meets the Witch Doctor," the original plug side of the record.

Holly had been on the scene longest of all. A discovery of music man Norman Petty of Clovis, N. M., Holly had much to do with popularizing the so-called "Tex-Mex" rockabilly sound, with a number of smash hit records like "That'll Be the Day," "Peggy Sue," "Oh Boy," "Maybe Baby," "Rave On" and "Early in the Morning." His latest coupling, his first effort with a big string backing, was "It's Raining in My Heart," and in a way the ironical title, "It Really Doesn't Matter Anymore." But for many, it does matter, and Holly, Valens and Richardson will not be forgotten. In fact, Coral Records is rushing out an album of Buddy's biggest hits, under the title "The Buddy Holly Story."

Veteran bookers, Tim Gale and Irvin Feld of GAC, originated the dance party tour idea with pop stars of which the departed trio comprised one. "We always fought against the idea of any of them chartering their own planes," said Gale. "It's a terrible thing." Gale added that the tour would be continued to its conclusion, with Frankie Valon and Jimmy Clanton jumping into the breach to help out.

Dick Haymes has gone to Hollywood to appear in M-G-M's

"The Big Operator." . . . "St. Louis Blues," which features Nat Cole, will open along the Latin-American circuit in conjunction with Cole's forthcoming visits to a number of cities south of the border. . . . Producer Jerry Wald has arranged for the Platters to record "The Sound and the Fury," title song of Wald's latest picture for 20th-Fox. Recordings of "The Children's Marching Song," from "The Inn of the Sixth Happiness," are also reportedly hyping interest in that successful picture. . . . Peacock will issue an LP this month by the Dixie Hummingbirds. . . . "Suicide" and "Poppin' Off," is the newest by Tony Lee on Fortune Records.

WAOK, Atlanta, managed by pioneer r.&b. deejay, Zenas (Daddy) Sears, shoots the works next May 28 and 29 with a two-day spectacular observing its 5th anniversary. Herndon Stadium, with 15,000 capacity, will house the bash, with promotion handled by B. B. Beamon who has helped make Atlanta a hot one-night stand for jazz and blues cats.

Cohen Talent Enterprises, of San Antonio, has undertaken a drive to make that city another musical center of the scope of New York, Nashville, Chicago and Hollywood. The drive also aims to further the opportunities of Texas talent in the entertainment world. The agency is exposing its available talent to buyers via a radio-TV talent show on KCOR radio and TV, Monday evenings.



**TWO NEW
COMO HITS**

TOMBOY

c/w

**KISS ME AND KISS ME
AND KISS ME**

(TRE VOLTE BACIAME)

47/7464



RCA VICTOR
TM&CS) © RADIO CORPORATION OF AMERICA



NITE CLUB REVIEW

Betty Johnson Charms at Angel

Betty Johnson, the petite blond singer who has made a name for herself record-wise ("The Little Blue Man") and TV-wise via the Jack Paar Show, made an impressive debut on her first appearance at New York's smart nightry, the Blue Angel, last week (4). She handled her singing chores with poise and assurance and showed off a dramatic ability with a serious song that had not been in evidence in her few night club appearances to date.

Miss Johnson's repertoire was unusual enough to keep the overflow audience attentive all the way thru her act. Starting off with "It's Good to Be Alive," she turned in a neat reading of "The Nearness of You" and a sexy chant on Cole Porter's "All of You." She had the crowd in the palm of her hand with an all-stops-out performance of "Something I Dreamed Last Night," and then got them again with the simple folk tune, "Who Will Kiss My Ruby Lips." Wind-up spotlighted two record hits, "Little Blue Man" and "I Dreamed" to strong applause. With a little chatter and a few more folk items, the attractive thrush could easily build into a really potent attraction for smart rooms anywhere.

Bob Rolontz.

* * *

Fields Looks Like Astor Fixture

Irving Fields, in the period of about three months, seems to have established himself and his trio as regulars in the Astor Hotel's Broadway Cocktail Lounge, soon to be remodeled into a showplace and renamed the Emerald Room. This is part of the general toning-up of the old hostelry into one of West Side Manhattan's bright spots. The Fields trio can hardly be matched for entertaining the pre- and post-theater crowd. His virtuoso pianistics sparkle in a setting of better-than-average backing by drums and bass, the latter bowed as well as plucked.

Fields' repertoire runs the gamut, from songs either from or about almost any foreign land you can name, thru a line-up of distinguished American tunesmiths, past and present. In virtually every case he exhibits integrated combo playing of tasteful yet original arrangements.

He is in the fortunate position of being able to work up ideas here which can be translated into wax. For example, Fields has cut masters of Latin versions of traditional Yiddish melodies and has sold same to Decca, which will issue them as an album titled "Bagels and Bongos." Another deal is pending on masters of Fields' arrangements of numbers clefped by the top American song writers, from Kern to Lerner and Lowe.

Fields' own compositions are much in demand in this room, from his biggest hit, "Miami Beach Rhumba," thru more recent numbers like "Managua, Nicaragua" and "Chante, Chante" to the current "Teasin'," which in its recorded version by the Quaker

MGM Turns Out 10 More Stereo Singles

NEW YORK—M-G-M Records, one of the first diskeries to issue stereo singles, this week released 10 more of the dual-channel singles. Sides were by Joni James, Tommy Edwards, Jaye P. Morgan, Jimmy Newman, Conway Twitty, the Morgan Brothers, Connie Francis, David Rose, the Metropolitan Jazz Quartet and Leroy Holmes. Spokesmen said that altho little consumer interest has been generated to date, growing demand from juke operators has built a healthy flow of orders.

The diskery also reported the sale of a quarter million copies of the "Tom Thumb" sound track single with Russ Tamblyn, in a tie-in premium deal with Bosco. A Bosco label and 30 cents brings televiewers the disk. The regular commercial release of the disk on the Metro label is also reportedly doing well.

Joy Records Pacts Wences

NEW YORK — Senor Wences, internationally known ventriloquist, has been signed by Joy Records. Hoffman and Manning have turned up with two special bits of material for Wences' initial sides, "S All Right, 'S All Right," and

City Boys for Swan has climbed to 42d position on the "Hot 100."

In view of all the foregoing, plus the fact that the Fields group is featured three times weekly on the CBS radio network, these being among the few remaining live remotes, it seems safe to say that this group should become as much of a fixture here as it was previously at the St. Moritz.

Sam Chase.

MOTION PICTURE REVIEW

'Sleeping Beauty' a Disney Best

Walt Disney and his fantastically talented staff of animators, writers and technicians have literally outdone themselves with Technirama 70 production of one of the favorite fairy tales of all, "Sleeping Beauty." The multi-million dollar spectacular in animation opened Wednesday (4) at the Criterion Theater here.

The evil curse on the baby princess, her life in the woods with the three fairies, her love of the animals and birds and her meeting with the prince are all faithfully re-told to the accompaniment of Tchaikovsky's "Sleeping Beauty Ballet," in spectacular stereo sound. Sound track LP is now available in stereo on the Disneyland label. The color processes employed are also remarkable thruout.

The wind-up scene where the prince fights the dreaded dragon and wins his way to the sleeping princess is a hair-raiser for the youngsters and grown-up alike. Companion featurette, a beautiful photo profile of the Grand Canyon, done to the accompaniment of the four movements of Grofe's "Grand Canyon Suite," is another standout from every production point of view, with particular interest for adults.

Ren Grevatt.

Clark Set For UA Film

HOLLYWOOD — Production plans were set last week for the first two movies to be made by Dick Clark's newly formed Drexel Films Corporation. Drexel's exec veepee in charge of business affairs, Marvin Josephson, arrived from New York late last week for conferences with United Artists production toppers concerning the first film which will star Clark. Drexel's deal with UA calls for two pictures.

"Deefecult for You, Easy for Me." Disk will be released next week.

CAR CARD DISK PROMOTIONS

TORONTO — Streetcar cards with discount coupons attached are being offered by Quality Records, Ltd. The company, distributor in Canada for several labels, uses the advertising to support its dealer and radio station promotion.

Coupons are worth one dollar, and may be redeemed at any record store in Toronto on purchase of an album being promoted.

CHICAGO—Boyce Brown, 47, former Dixieland alto sax man with many top bands, died here Friday (30). He was once voted No. 1 man on his instrument in the Down Beat fan poll. In 1953, he left jazz to enter a Catholic monastery. He became a lay brother in 1956, taking the name Brother Matthew.

The Original!!!
The Original!!!
The Original!!!

"CATCH A LITTLE MOONBEAM"

The Original!!!
The Original!!!

Doc Burch

#59038



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Sparton Records • Canada



GOING ALL THE WAY!
DESTINED for #1

all America
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MAY YOU ALWAYS...

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Thanks,
D. J.'s,
for your
wonderful
response
to our
"MAY
YOU
ALWAYS"
contest.

- May you always be remembered for the hits you picked
- May you always be creative when the boss is running an air-check
- May you always be considered original in your ad libs
- May you always remember the records you promised to play
- May you always smile when an artist forgets your name
- May you always make a hit with your "exclusives"
- May you always prepare your show before air time
- May you always have a good excuse when the record promoter discovers his #1 plug is not on your music sheet
- May your guest star always show up for the record hop
- May you always hear from your favorite artists when they are not promoting a record
- May you always enter DJ contests and receive something more than honorable mention
- May the station manager always appreciate the great job you are doing

P. S.: Keep sending in your contest cards.

DEADLINE IS
FEB. 28TH



**FASTEST SELLING
 RECORD IN
 M-G-M HISTORY
 OVER 1/2 MILLION SOLD!**



JONI JAMES

SINGS

THESE MUST BE A WAY

ORCHESTRA UNDER THE
DIRECTION OF ACQUAVIVA

MGM K12746



DISTRIBUTOR NEWS

By HOWARD COOK

SAN FRANCISCO: Don Graham of Warner Brothers Record Corporation writes that Tab Hunter's "Apple Blossom Time" is a big hit. "Midnight Oil" by Charlie Blackwell is also gaining. "77 Sunset Strip" by Don Ralke is moving up strongly. Best selling LP's are "The World's Ten Greatest Popular Piano Concertos" by George Greeley and "Rhapsody in Blue" by Ray Heindorf.

ROULETTE RAMBLINGS: Latest Roulette newsletter mentions Chips Distributing Company in Philadelphia and Sound Distributors in Buffalo, N. Y. Top Roulette platters at Chips are "First Anniversary" by Cathy Carr, "The Hucklebuck" by Georgia Gibbs, "Yours to Possess" by the Four Lads and "Up Jumped a Rabbit" by Frankie Lyman. At Sound the lead items are Roulette's Fabulous February album releases with "Jimmie Rodgers—His Golden Years" heading the list. Roulette has made changes in the Pittsburgh area. Their Tico, Gee, Rama and sub-sid Co-Star Records are now being handled by Astor Records, Inc. Roulette recently had its distribs in New York for a merchandising confab.

BRIEFS: Top five at Columbia Record Distributors, Inc., in New York are "Don't Take Your Guns to Town" by Johnny Cash, "The Children's Marching Song" by Mitch Miller, "The Hanging Tree" by Marty Robbins, "Let's Love" by Johnny Mathis and "The Girl on Page 44" by the Four Lads. . . . Ideal Golden Products of New Jersey in Newark has added Disneyland, Golden and Bell Records, according to manager Kosloff and Jimmy Johnson, national sales manager.

NEW YORK: Jack Tell, new manager of Avenue Records, writes that "Hurtin' Me" by Nancy Smith is beginning to show. Avenue has also pacted Dave Whitman. The company is in the process of establishing national distribution.

MINNEAPOLIS: Bob Dahle of Coda Distributing Company sends word that Warner Brothers Records is making noise with several hot singles. Heading the list are "Apple Blossom Time" by Tab Hunter, "Midnight Oil" by Charlie Blackwell and "77 Sunset Strip" by Don Ralke.

BIRMINGHAM: Gary Sizemore, sales manager for newly formed Bel-Aire Distributing Company, Inc., writes that the new firm will service the entire State of Alabama and surrounding cities such as Chattanooga, Atlanta and also parts of Mississippi.

DALLAS: Bes Baker has formed a new distrib set-up, Baker Distributing Company, Inc. Tom Colley will head the new operation as sales manager. Address for the new firm is 2202 Irving Blvd.

SALT LAKE CITY: Ron Malstrom is the new field representative for the Great Western Distributing Corporation. His

territory will include Idaho, Montana, Eastern Oregon and Western Wyoming.

PHILADELPHIA: I. J. Morgan Company, a new one-stop organization debuted recently. Firm is helmed by Jerry Rosen.

Ted Kellum of Marnel of Philadelphia writes about the following events at Marnel: Imperial is swinging with "When the Saints Go Marching In" b-w "Telling Lies" by Fats Domino. Carlton's hottest disks are "Goodbye Baby" by Jack Scott, "Little Space Girl" by Jesse Lee Turner and "The Ole Mummies Strut" by the Nu Tornados. Top United Artist's platters are "Cazachstahagen" by the Wild Cats and "I'm Coming to See You" by Billy Barnes. Cameo is cooking with "Bunny Hop" by the Applejacks. Laurie has winners with "Petite Fleur" by the Chris Barber's Jazz Band and "Don't Pity Me" by Dion and the Belmonts. Savoy's strongest items are "Riding West" by Billy Hope and "You're Gonna Need Somebody" by Nappy Brown. Specialty is moving "The Haunted House" by Johnny Fuller, "The Witness" by the Stewart Sisters and "Bad Boy" by Larry Williams. Calico has a smash with "Since I Don't Have You" by the Skyliners. Epic is hot with "Somewhere Along the Way" by Roy Hamilton and "Rawhide" by Link Wray. Best selling Colpix record is "There's No Such Thing" by Jimmy Daren. Belated birthday congrats to Kellum.

DETROIT: Hottest platter for Fortune is "Poppin' Off" b-w "Suicide" by Tony Lee. The company has added Alan Abrams as a promotion man.

OAKLAND, Calif.: Note from Chatton Distributing that Bob Chatton promoted himself out of a car last week on behalf of his efforts in plugging the new Fats Domino platter. En route to deejays, Chatton's car was clobbered by another auto. Sleepers at Chatton include "Doctor & the Monks" by the Tip Tops on Tip Top, "Bobby My Love" by Mary Kinney on Andex, "The La La Song" by Andy Phillippe on Virgo, "So Young, So Wise" by Ronnie Height on Dore and "Little Boy Blue" by Andy Wilson and "I Remember When" b-w "J' Attendrai" by Andre Pierre on Bullseye. Platters on their way include "Lost" by Jerry Butler on Abner, "Got It Bad Over You" by Gil Gordon on Atlantic and "Silent Movies" by the Mad Professor on Big Top. Other sides showing action are "Someday One Day" by Dale Hawkins on Checker, Bo Diddley's "I'm Sorry" on Checker, "Live It Up" b-w "Whispering Hope" by Ernie Freeman on Imperial, "Fireball" by the Fireballs on Kapp and "The Key to the Kingdom" by Roger Williams on Kapp.

HONOLULU: Tommy Kearns of Waikiki Records writes that they are now represented in the Northern California area by Eric Distributing Company of San Francisco. Elsewhere in the State the company is handled by Alpha, Seaboard, Jather, Lesco and Davis Sales. Latest LP for Waikiki is "East Is East and the Twain Shall Meet in Hawaii".

UA Skeds 8 Pop & Jazz Sets for Feb.

NEW YORK — United Artists has scheduled eight LP's for release in February. The sets include pop and jazz packages.

Included in releases are "Porgy and Bess" by Diahann Carroll and Andre Previn. Miss Carroll is featured in the forthcoming picture version of "Porgy and Bess," and Previn was associated with the film as musical director. The release also includes "Band in Boston," the debut set on the label by Herb Pomeroy's band. "The Band and I" with Irene Kral also spotlights the Pomeroy crew.

Other sets are a jazz volume with clarinetist Edmond Hall, "Stereo Drive" by Cecil Taylor, "Aspects," a big band jazz album with arrangements by Benny Carter, "I Love My Wife, But," an album of circa 1925 and "Americans in Paris" by French orkster Eddie Barclay, playing Quincy Jones' arrangements. All except "I Love My Wife, But" and "Americans in Paris" are available in monophonic and stereophonic versions.

Seek Tax Kill On Musical Instruments

WASHINGTON — Legislation calling for removal of the excise tax on musical instruments was introduced in the House last week (27) by Rep. Hale Boggs (D., La.).

Representative Boggs introduced similar legislation last session, but it died in the tax-writing House Ways and Means Committee. New bill has been referred to the same committee for study and comment.

Loesser Firm Inks Samuels

NEW YORK — Frank Productions, the Frank Loesser musical productions firm, has signed Lesser Samuels, vet screen writer as editorial consultant. He will handle stories and play material, and will work on a musical property of his own to be produced by Frank Productions. First musical play idea that he will concern himself with is an original musical play idea acquired by Frank Productions from Sam Marx. Samuels and Loesser have already made plans to collaborate on a musical that will include a score by the latter. Samuels' screen play include "The Long Wait," "No Way Out," "Bitter Sweet," "Ace in the Hole" and "Tonight and Every Night."

Seeco '59 Ad Budget 100G

NEW YORK — Seeco Records has set a total ad budget of close to \$100,000 for 1959, according to sales chief and a.&r. head, Jerry Shiffrin. The budget covers both trade and consumer advertising.

About 70 per cent of the budget will be spent in co-operation with retailers. Shiffrin said, "We believe that display space in local papers which features one or two albums and contains the name of a local store brings the best results."

The balance will be spread between trade papers and such publications as High Fidelity, Playboy, the New Yorker and the Saturday Review.

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

THE NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES

INVITES TO MEMBERSHIP
MEN AND WOMEN IN THE FOLLOWING
RECORDING INDUSTRY CRAFTS:

Songwriters
Composers
Arrangers
Singers

Musicians
Conductors
Engineers
Album Art Directors

Artists-and-Repertoire Producers
Album Literary Editors
Comedy, Documentary and Spoken
Record Performers (Narrators, etc.)

RECORDING INDUSTRY LEADERS FORMED NARAS in 1956. Active chapters are now operating in the New York and Los Angeles areas. And you can share in the benefits of this nation-wide, industry-wide Academy.

YOU ARE INVITED TO JOIN NARAS and to help accomplish the Academy's objectives:

To represent all interested members of our industry.

To bring recognition to its creative men and women.

To present annual awards on a special network telecast . . . the Recording Academy Awards show. First annual program is already planned for early 1959.

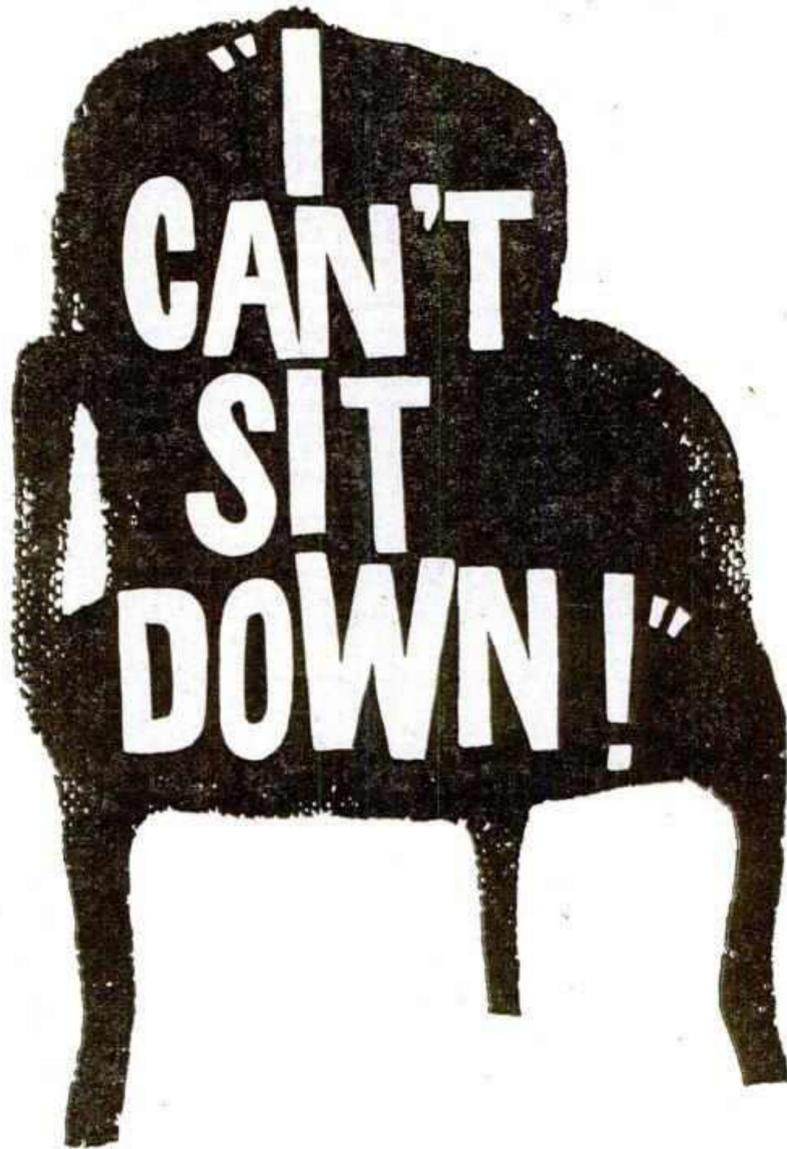
EACH ACADEMY MEMBER and recording company will be invited to nominate records and artists for annual NARAS awards. Academy members only will be allowed to vote in selecting the winners.

WRITE TODAY to either chapter of the Academy for your membership application and information. Indicate in what capacity you work in the recording field. \$15 yearly dues are payable only after your application has been accepted.

NARAS OR NARAS
Box 505
Radio City Station 9157 Sunset Blvd.
New York 19 Hollywood 46

Watch The Billboard for news about the Recording Academy Awards TV Show
The Stars—The Date—The Network Will Be Announced

FANTASTIC SALES RESPONSE!



502

C/W **MIRACLES**
MARIE KNIGHT solo
— the ballad surprise

MARIE

& **KNIGHT**

REX

GARVIN

CARLTON RECORD CORPORATION 345 W. 58th Street New York 19, N. Y.

CARLTON RECORDS ARE SOLD ONLY THRU RETAIL RECORD OUTLETS. WE DO NOT SELL TO OR THROUGH BOOK AND/OR RECORD CLUBS!

NEW JOCK MOTTO:

Belt the Body to Boost the Rating

NEW YORK — Disk jockeys across the country today are staying awake nights dreaming up new ways of beating themselves down in hope of building their ratings up.

Space-wise, Peter Tripp, WMGM here, has received the most publicity to date with his recent 200-hour wakathon in Times Square; while the newest stunt was launched last Friday (6) by Murray Kaufman, WINS, here, who set up housekeeping down in the West Side subway at Columbus Circle. Other jocks are flag-pole sitting, entering truck races, and plotting out a flock of ingenious methods of testing their physical stamina.

Shrewd Promotions

Altho other deejays have staged marathon broadcasts in the past (some claiming to have broken Tripp's 200-hour record) the WMGM jock grabbed off by far the most publicity (including national wire stories and spreads in Life, Time, and Newsweek) because the station's program director Ray Katz shrewdly sparked the promotion with a scientific angle and the kick-off point for the March of the Dimes campaign. A group of key scientists from Walter Reed Army Institute of Research and the University of Oklahoma School of Medicine took over the experiment and gave Tripp the works in the interests of research on the physical and mental effect of long periods of "sleep deprivation."

At the end of the 201 hours and 10 minutes, Tripp was a victim of mild hallucinations, and a nation-

ally known personality. Katz summed up the end result as "undoubtedly a greater share of the listening audience for WMGM, and a profound impact on current and potential advertisers."

During the Tripp ordeal, jocks in other parts of the country also hopped on the marathon wagon, including Red Evans, WTAL, Tallahassee, Fla., and Dave Hunter, WERO, Jacksonville, Fla. Evans staged his wakathon in the window of a downtown Tallahassee department store; while Hunter set shop in a window of a Jacksonville auto company. Hunter set a record of 187 hours last August; topping the previous record of 175 hours chalked up by Loren Valentin, of Wichita, Kan. Meanwhile, Mort Crowley, KEK, St. Louis, who set a local marathon broadcasting record last November, denied he was planning to challenge Tripp to a "non-breathing" marathon.

The Murray Kaufman stunt was tied in with the start of the newly modernized subway on Manhattan's West Side IRT. Kaufman declared he would "live, broadcast and remain" on the subway platform until a silver token he used was found and returned to WINS. Finder will receive 1,000 subway tokens.

Flag Pole Sitter

Down in Miami, Don Franklin, WCKR, won first prize last month in the American Trucking Association's National Truck Road-go for radio, TV and newspaper personalities in the area. A deejay at KUSN, St. Joseph, Mo., attracted

(Continued on page 24)

UPT PACT TABS WIDENING USE OF BILLB'D DATA

NEW YORK — Conclusion of a pact with United Press International to provide jockeys at UPI stations with advance data from The Billboard (see other story) is the latest in a series of such developments marking the widening use of Billboard material.

Earlier, "Your Hit Parade" arranged to use The Billboard's chart material exclusively for selection of the tunes and talent featured on the weekly show, which airs via the CBS-TV network.

The Associated Press radio wire recently began providing advance material each Friday morning prepared from the following issue of The Billboard, for use by deejays at AP member stations in planning their weekend programming.

The Billboard itself has provided jockeys with a weekly bulletin titled, "Discourse," containing chatter and advance chart data.

All these moves confirm the recent decision of The Billboard to make available portions of its programming features, even in advance of publication, to help fill the needs of deejays until the complete issue of The Billboard reaches them on Mondays. The various services mentioned above each provides completely different material from the others, so that the widest range of data from The Billboard now is passed along to the industry.

NEWS REVIEW

A-F's New 'FCS' Series Good Bid for Class Mkt.

NEW YORK — Audio-Fidelity Records has issued its first classical recordings under the tagline "First Component Series." All of the recordings are in stereo only, and retail for the price of \$6.95 each. They are beautifully packaged with full-size liner notes about the works, the conductors and orchestras, the FCS records and stereophonic recording. The package has a foldover flap and the record is sleeved in a vinyl wrapper.

According to the liner information, the FCS series of Audio-Fidelity Records have been recorded at a higher level and frequency range than most other stereo records on the market. And in the liner notes it is recommended that these recordings be played on the best equipment only. At a demonstration of the disks at the Waldorf-Astoria Hotel in New York on Monday (2) AF execs showed how the records might not track on a cheap stereo machine due to the high frequencies cut into the records, but in the liner notes it is pointed out that they can be played on any machine.

A careful listen to the five records and the test records indicates that AF has turned out some good stereo platters for its new FCS series. There is a tendency toward heavy bass on many of the recordings, but audiophiles may love just that extra bass touch. There is love just that extra bass touch.

all the recordings, the Tchaikovsky Sixth under Alfred Wallenstein and the potpourri of "Russian Composer Masterpieces" are the finest musically.

Audiophiles should be good sales prospects for these platters. The snob appeal is there, as is the technical data. And AF has made a new label for these records which can be used as a stroboscope to test turntable speed. It's a high-priced product for a limited market, but class dealers should do well with it.

Tchaikovsky: Symphony No. 6, FCS 50,002; Ravel: Bolero; Bizet: Carmen Suite, FCS 50,005; Marches From Operas, FCS 50,008; Russian Composer Masterpieces, FCS 50,889; Strauss Waltzes, FCS 50,013; and Stereo Test Record, FCS 50,000.

Bob Rolontz.

Philly Distrib Roulette Deal

PHILADELPHIA — Chips Distributing Company here is concentrating a special promotion on Roulette Records' stereo release for February. During the entire month Chips is offering dealers two free roulette stereo LP's for every 12 stereo albums they order in the February line.

After 60 days, dealers may exchange the packages for other stereo LP's in the Roulette catalog. Chips reports that dealer reaction has been so strong that the firm has already gone over its February quota set by Roulette.

GONE with the Winners

3 WEEKS ON THE CHARTS AND GETTING STRONGER AND S-T-R-O-N-G-E-R
THE FLAMINGOS
"LOVERS NEVER SAY GOODBYE"
 END #1035

PICKED FOR A HIT BY BILLBOARD!
SPENCER & SPENCER
"STAGGER LAWRENCE"
 GONE #5053

CHART BOUND!
LITTLE ANTHONY AND THE IMPERIALS
"WHEN YOU WISH UPON ASTAR" | "THINKING" | "WISHFUL"
 END #1039

GREAT NEW SPIRITUAL RELEASE!
THE CHANTELS
"NEVER LET GO!"
 END #1037

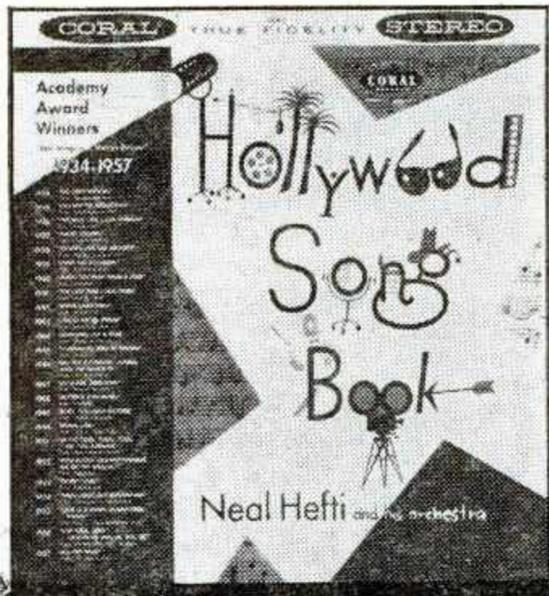
GONE RECORDING CORP.
 1650 Broadway, New York, N. Y.



DELUXE 2 RECORD SET: CX 2 • 7 CX2 (STEREO)
VOL. 1: 1934-1945—CRL 57241 • CRL 757241 (STEREO)
VOL. 2: 1946-1957—CRL 57242 • CRL 757242 (STEREO)

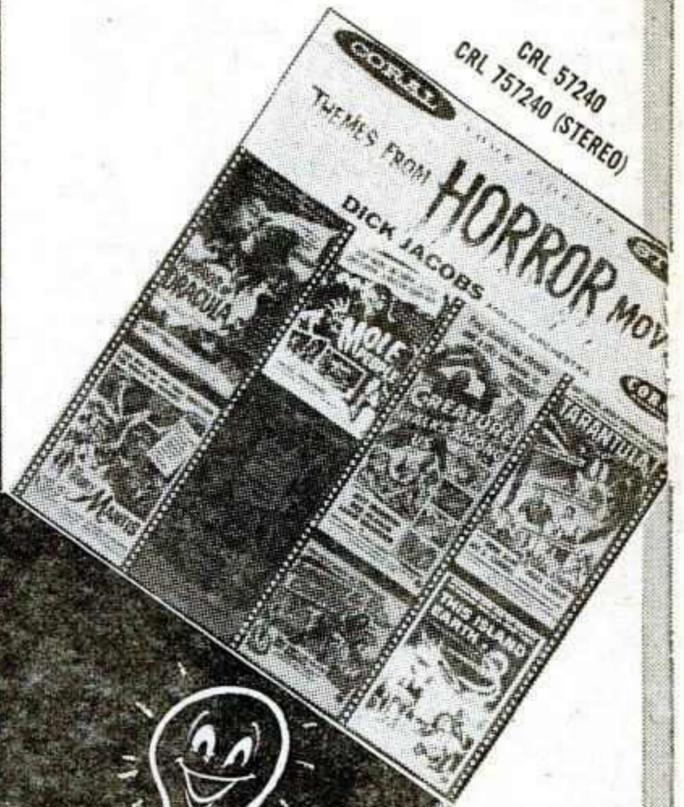


CRL 57245 • CRL 757245 (STEREO)
EC 81176 • EC 781176 (STEREO)



Academy Award Winners
1934-1957

Neal Hefti and his orchestra



CRL 57240
CRL 757240 (STEREO)



albums with an idea...



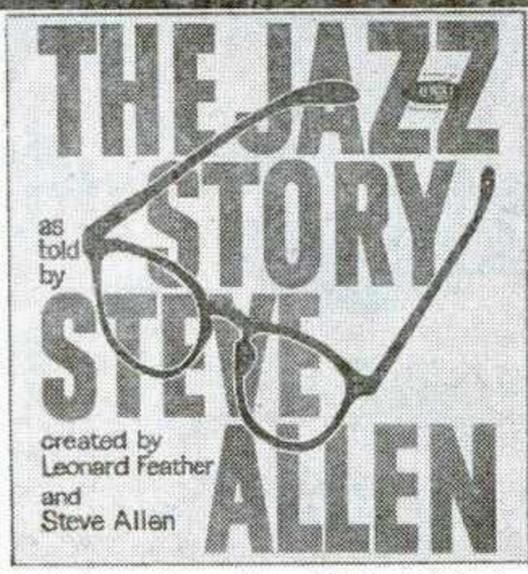
FRESH SOUNDS!
EXCITING PACKAGING!
SOMETHING DIFFERENT!



a man has got to sing

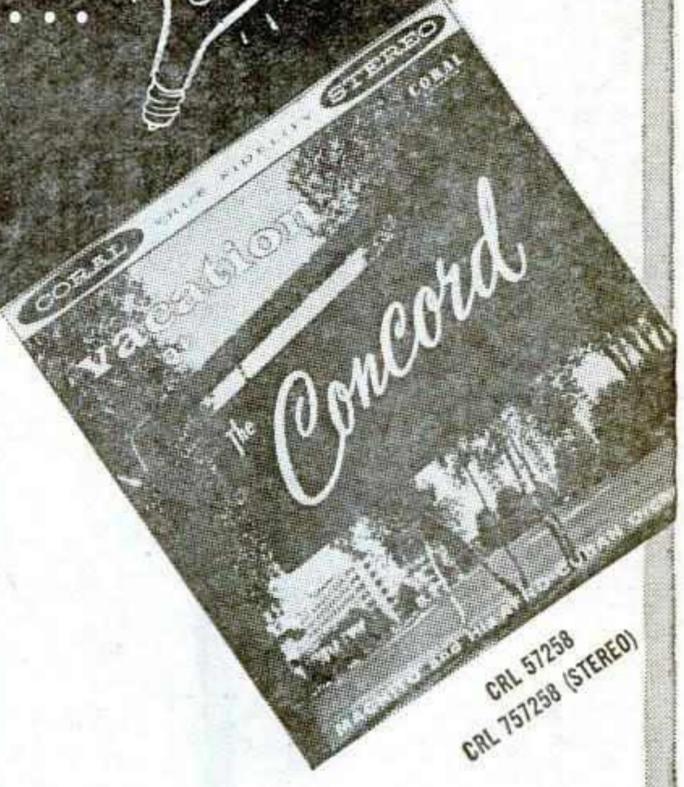
AL ALBERTS
with the DICK JACOBS orchestra

CRL 57259
CRL 757259 (STEREO)



as told by

STEVE ALLEN
created by Leonard Feather and Steve Allen



CRL 57258
CRL 757258 (STEREO)



CJE-100 Steve Allen and Leonard Feather tell the story of jazz during the last 60 years. Re-issued performances of records made by the famous jazz pioneers, beginning with the mid-1920's, and running up to the present day. Deluxe package includes 3 LP records and booklet.



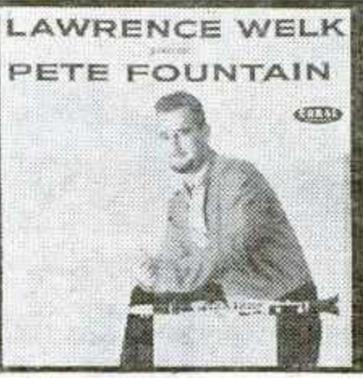
a "little" ragtime
"BIG" TINY LITTLE

A "LITTLE" RAGTIME • "BIG" TINY LITTLE • Spaghetti Rag • Maple Leaf Rag • Ivory Rag • Dill Pickle Rag EB 71043



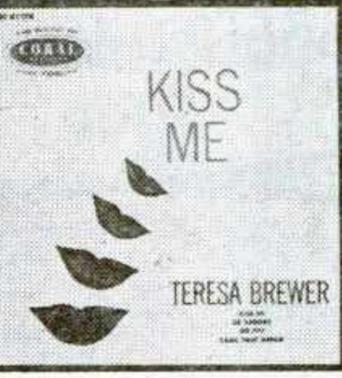
JUMPIN' JACK
JACKIE WILSON

JUMPIN' JACK • JACKIE WILSON • Lonely Teardrops • It's Too Bad We Had To Say Good-Bye • Someone To Need Me • The Joka EB 71042



LAWRENCE WELK PRESENTS
PETE FOUNTAIN

LAWRENCE WELK PRESENTS PETE FOUNTAIN • La Vie En Rose • If I Had You • That Old Feeling • Tiger Rag • EC 81177



KISS ME
TERESA BREWER

KISS ME • TERESA BREWER • Kiss Me • 63 Sailors in Grand Central Station • So Shy • Darn That Dream EC 81178

MR. DEALER:

Here are new albums you can move. Your salesman has details on a special plan that means extra profit for you.

Tax Take Estimates Vary in Ike's Budget

• Continued from page 1

million, on manufacturer sales of sales of radio and TV sets and \$210 million in disks. musical instruments in past fiscal year, budget prophecy of over-all

The following table shows excise estimates in the budget for fiscal 1959 and 1960 plus a comparison between budget estimates and actual tax collections for fiscal 1958.

CATEGORY	BUDGET ESTIMATE FISCAL 1958	ACTUAL FISCAL 1958 EXCISE	BUDGET ESTIMATE FISCAL 1959	BUDGET ESTIMATE FISCAL 1960
Radio, TV, Phonos, Records & Musical Instruments (Mfr. Excise)	\$ 171,000,000	\$ 179,338,000	\$ 175,000,000	\$ 210,000,000
Admissions (Non-Cabaret)	45,000,000	54,683,000	47,000,000	30,000,000
Cabarets, Roof Gardens, Etc.	43,000,000	42,919,000	43,000,000	43,000,000
Coin-Operated Amusement & Gaming Devices...	15,000,000	17,513,000	16,000,000	17,000,000
Bowling Alleys, Billiard & Pool Tables.....	3,000,000	3,139,000	3,000,000	3,000,000
Business Concession Fees.....	7,443,000	7,321,000	7,974,000	8,242,000
Cigarettes	1,426,000,000	1,668,201,000	1,735,000,000	1,575,000,000
Cigars	45,600,000	47,208,000	48,700,000	49,700,000

increase in this category would also indicate glowing prospects for sales of phonographs as well as records.

Coin-operated amusement (including juke) and gaming devices: Budget predicts \$17 million tax in this lumped category, in fiscal 1960, up from \$16 million tax estimate for 1959. Budget may be basing estimates on prospective rise in gaming device tax for next 18 months, since 1958 Treasury breakouts showed dip in coin-amusement and juke tax. Budget estimate for fiscal 1958 expected \$15 million tax in this category, but actual take was \$17,513,000.

Treasury breakout shows non-gaming coin-ops brought in about \$5.7 million in fiscal 1958, down \$292,000 from previous year; but gaming device tax was about \$11.7 million, up more than \$2.7 million from fiscal 1957.

Admissions (non-cabaret): Budget predicts drop from estimated \$47 million for fiscal 1959, to \$30 million in fiscal 1960. Budget estimate back in 1958 was pretty far off base, guessing \$45 million in admission tax, but actual take was nearly \$55 million. This bears out claims by Congressmen that lower ticket excises mean extra business, with subsequent hike in over-all admissions to offset the tax cut.

Cabarets and Roof Gardens: Eisenhower budget stubbornly pins excise estimate at \$43 million for fiscal 1959 and 1960, with no drop in business indicated. Yet 1958 figures show budget estimate of \$43 million excise took a dip to \$42,919,000 in actual tally for fiscal 1958—which was in turn, a drop of \$322,000 from 1957 tax. Musicians and Congressmen working to kill cabaret 20 per cent excise, say continued tax will mean dwindling business in this field.

Cigarettes: Budget predicts sag in manufacturers' excise in fiscal 1960 to \$1,575,000,000 from estimated 1959 total of \$1,735,000,000. Parallel prediction, not borne out by actual take, was made for fiscal 1958: budget estimate was \$1,426,000,000 for 1958, but Treasury made \$1,668,201,000—a difference of over \$200 million in the cigarette excise.

Eisenhower budget predicts higher sales of cigars: 1959 excise estimate is \$48,700,000, and 1960 estimate is \$49,700,000—both higher than 1958 take of \$47.2 million.

Bowling alleys, billiard and pool tables: Budget predicts fiscal 1959 and 1960 excise at \$3 million—alho actual 1958 tax of \$3,139,000 showed an upward trend from similar \$3 million estimate. Take was higher than 1957 total of \$3,122,000—which was in turn nearly one and one half million over 1956 tax.

Business Concession fees: Budget expects a spurt in concession tax money from 1959 estimate of \$7,974,000 to 1960 fiscal estimate of \$8,242,000—up from 1958 actual concession tax total of \$7,321,000. Estimated take for 1958 in budget was \$7,443,000.

New Religious Label to Deb

HOLLYWOOD—Proverb Records was formed last week with the label to devote itself to religious music and subject material. Firm plans to record sermons by well-known ministers as well as devotional music. First release features the Clouds of Joy in an LP, "Let's Have Church."

Proverb's partners are radio merchandising specialist Milton Rose, serving as president and general manager; station KPOP (Los Angeles) religious deejay Brother Henderson, veepee in charge of artist-repertoire; writer Paul Vandervoort II, public relations - advertising veepee. Proverb headquarters in nearby Pacoima (Calif.).

FOLK TALENT & TUNES

By BILL SACHS

Around the Horn

Steve Stebbins, of Americana Corporation, Woodland Hills, Calif., reports a distinct upturn in country music in the Western States, with business up about 20 per cent since the first of the year. As to his own activity, Steve has Rose and Cal Maddox currently winding up a string of 10 dates in Southern California, with Freddie Hart working Rosamond, Calif., February 11; Oxnard, Calif., 12; Riverside, Calif., 13; Fontana, Calif., 14; El Monte, Calif., 18; Santa Barbara, Calif., 19 Ukiah, Calif., 20; Marysville, Calif., 21 and Oakland, Calif., 22. The Fontana and Marysville locations are new for country music. On Wednesday (11) Tommy Duncan launches a 10-day trek for Stebbins at El Monte, Calif.

Station KAYE, Puyallup, Wash., celebrated its seventh year on the air January 31 with an all-night program and a daytime open house. On the same date the station began its second year of programming all c.&w. and gospel music. . . . Lefty Frizzell, who put in most of the last six years on the West Coast for Americana Corporation, has transferred his activity to Nashville. . . . Freddie Hart hopped to Nashville from the West Coast recently to cut four sides under supervision of Columbia Records' Don Law.

Joe D. Lucas, of Acuff-Rose, Nashville, typewrites: "Wilma Lee and Stony Cooper's 'Come Walk With Me' and Roy Acuff's 'So Many Times' are big for us on the Hickory label. Rusty and Doug, on the same label, are starting well with their 'We'll Do It Anyway.' The big one to watch on Hickory is the new Margie Bowes 'Poor Old Heartsick.' We are giving this one nationwide promotion and are setting up a promotion trip for her which will include several prominent TV shows. The Everly Brothers are back from Europe and are currently picking material for a new season. . . . Deejays who were missed by the Mercury mailing on George Jones' new release, 'Long Time to Forget,' may obtain a copy by writing to Don Pierce at Box 115, Madison, Tenn. Same holds for Del Wood's new RCA Victor platter, 'Sunday Down

Pee Wee King has signed with Paul Cohen's new diskery, Todd Records, of New York, and cut his first session in Nashville last week. Initial release couples "I Gotta Wife" b/w "Slow-Poke Cha Cha." King is set for the Sports Show at the Fairgrounds Coliseum, Louisville, February 14-22, and on February 21 is bringing in Billy Grammer as a feature of his WKLO radio show. Regulars on Pee Wee's air show are Jimmie Logsdon, Ginger Callahan, Tommy Downs, Redd Kirk and Redd Stewart, plus the King unit along with Paul Cowley, emcee.

Gene McKnight formerly of the Saturday night barn dance at WSAZ-TV, Huntington, W. Va., has joined Casey Clark and the Lazy Ranch Boys, who are doing three live shows a day and an hour each Saturday night on the new "Missouri Valley Barn Dance" over WNAX, Yankton, S. D. The latter show originates from a different city in either the Dakotas, Nebraska, Iowa or Minnesota each Saturday night. Casey also does a daily record show over WNAX and infos that he could use any RCA Victor records that the artists might send him, as the RCA Victor firm overlooks him entirely on record service.

Merle Travis, vocalist, guitarist and composer heard on the Capitol label, has become a regular with Nat Nigberg's "Country America" on KABC-TV, Los Angeles. . . . Ernest Tubb and Ray Price, who began a tour of the Southwest for Curtis Artist Productions, Nashville, February 1 at Corpus Christi, Tex., are set for Alamogordo, N. M., February 10; Amarillo, Tex., 11; Lubbock, Tex., 13, and Odessa, Tex., 13, with Tubb stopping off in Dallas February 14 for a guest shot on "Big D Jamboree." Price makes a stand at Jackson, Miss., February 28. Bud and Travis, singers of folk

and pop ditties, who originally moved into the Thunderbird Hotel Lounge, Las Vegas, for a fortnight's stand, are now in their eighth holdover week there. The lads have just had their initial release on the World Pacific label, "Mexican Wedding Dance" b/w "Raspberries, Strawberries." . . . Rudy Hansen, formerly a feature of WLW's "Midwestern Hayride," Cincinnati, made the United Press wires last Wednesday (28) as a result of his appearance at the White House ballroom to entertain at a formal state dinner and musicale honoring House Speaker Sam Rayburn. . . . John Stephenson's Cowtown label, of Avery, Tex., has just released its first long-playing record, covering 18 tunes. Harry Laurelle handles the vocals, with one side of the platter done in pop style, and the other side country.

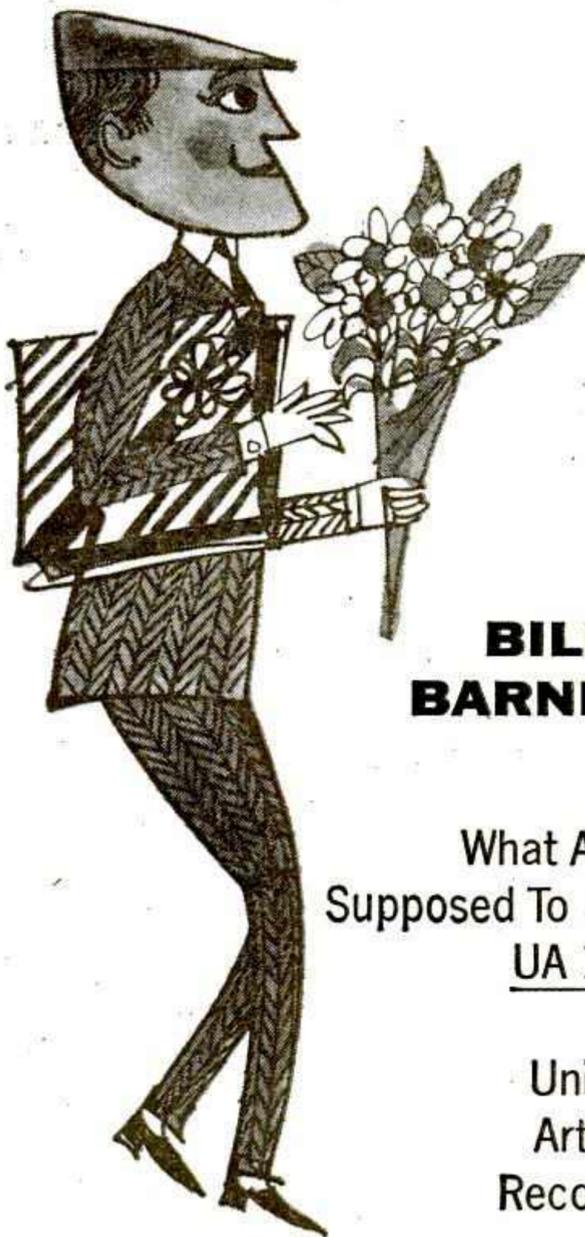
With the Jockeys

Bruce Spangler, who mans the c.&w. turntables at WAVL, Apollo, Pa., tells us that he is sadly in need of country and gospel wax. "Our library is at a very low low," says Bruce. "We get some service from the small labels but we don't have any of the hits in the country field that are in the charts." WAVL soon moves into 5,000-watts power. . . . Ben Worthy, whose c.&w. shows have been heard on WKHM, Jackson, Mich., and WKMH, Dearborn, Mich., has added a third station, WELL, Battle Creek, Mich. There's talk that three more Knorr stations will climb onto his shows in the very near future.

After many years as a disk jockey, staff announcer and radio newsmen, Sammy Lillibridge, well known in c.&w. music circles, has severed relations with that end of the business to become associated with Rhett Sargent, Killeen, Tex., advertising man, to form Legend Enterprises, Legend Records and Tomilene Music (BMI), with headquarters in Killeen. In addition to their music activity, they will engage in talent promotion and booking. Released last week on the Legend label was the Burd Family, of Crestwood, Ky., with "Blue Tears" b/w "Moon, Take This Kiss." Deejay copies are available by writing to Sammy at 310 Fort Hood Road, Killeen.

Buddy Nichols has shifted from KWBB, Wichita, Kan., to KOME, Tulsa, Okla., where he is inaugurating a new policy of four hours of c.&w. music daily. "I will be needing plenty of wax," typewrites Nichols, "as this station has not been programming country and western music." . . . Carl Logan, heard three times daily on the "Fabulous 15-40" over KCUL, Fort Worth, had as recent guests Billy Walker (Columbia), Don Terry (Lin), Phil Carter (Challenge), Tommy Cassel (Cassel), Ben Sharron (Giant) and the Ferrell Brothers, H. E. and B. C.

HEADING FOR A HIT! I'M COMING TO SEE YOU



by
BILLY BARNES

b/w
What Am I
Supposed To Do?
UA 157

United
Artists
Records

THE **NO. 1** SINGLE

“SMOKE GETS IN YOUR EYES”

NOW IN A SMASH ALBUM TOO!

The Platters

“SMOKE GETS IN YOUR EYES” and eleven other great standards

REMEMBER WHEN?

Smoke gets in your eyes

THE PLATTERS a tisket a tasket

I'll never smile again THANKS FOR THE MEMORY *My Blue Heaven*

until the real thing comes along LOVE IN BLOOM

SOMEBODY LOVES ME *I Cant Get Started with You*

REMEMBER WHEN IF I DIDN'T CARE *Prisoner of Love*

HIGH FIDELITY

Mercury MG 20410

get it on



the hit trademark



Best Selling Pop EP's

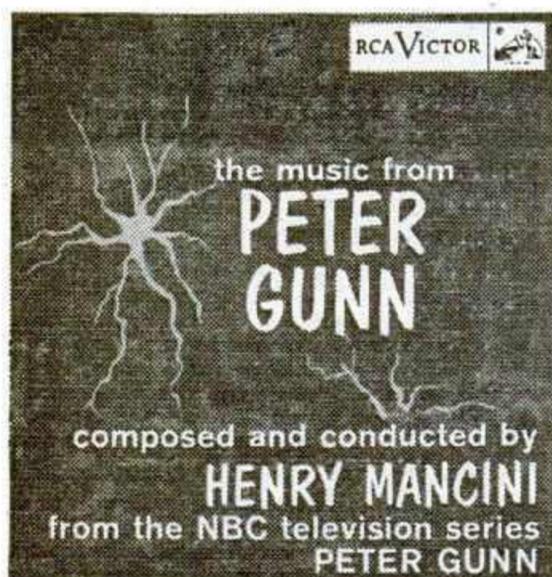
FOR SURVEY WEEK ENDING JANUARY 17

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.

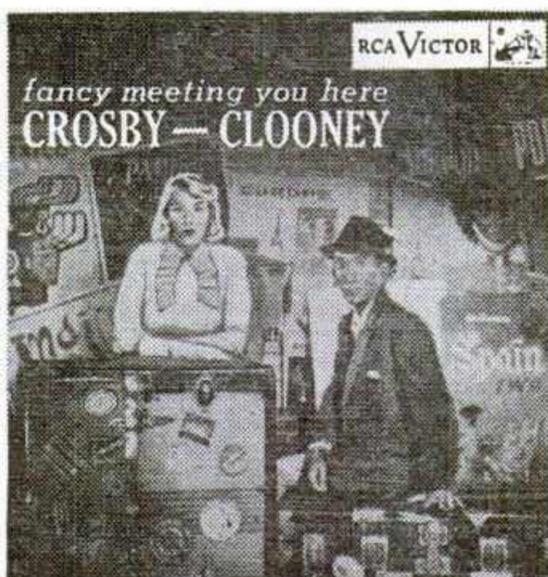
1. RICKY SINGS AGAIN Ricky Nelson, Imperial EP 159
2. KING CREOLE, VOL. 1 Elvis Presley, RCA Victor EPA 4319
3. ELVIS SAILS Elvis Presley, RCA Victor EPA 4325
4. BELAFONTE Harry Belafonte, RCA Victor EPA 1150
5. THE REAL ELVIS Elvis Presley, RCA Victor EPA 940
6. JAILHOUSE ROCK Elvis Presley, RCA Victor EPA 4114
7. KING CREOLE, VOL. 2 Elvis Presley, RCA Victor EPA 4321
8. RICKY NELSON Imperial EP 159
9. ELVIS PRESLEY RCA Victor EPB 1254
10. HYMNS Tennessee Ernie Ford, Capitol EAP 1756

**A MERE
7 OF THE 10
BEST-SELLER EP'S
ARE ON
RCA VICTOR...**

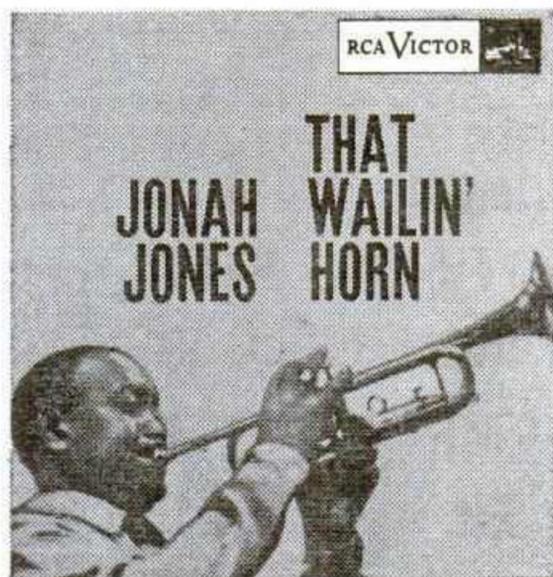
AND KEEP YOUR EYE ON THESE 3 NEW MONEY-MAKERS!



EPA/ESP-4333—Peter Gunn Theme, A Profound Gass, Fallout!, Sorta Blue



EPA/ESP-4331—Fancy Meeting You Here, Hindustan, Isle of Capri, Say "Si Si"



EPA-4327—Jonah's Wall, I Can't Give You Anything But Love, That's The Lick, I'm Headin' For Paris



RCA VICTOR
TRADE MARK © RADIO CORPORATION OF AMERICA



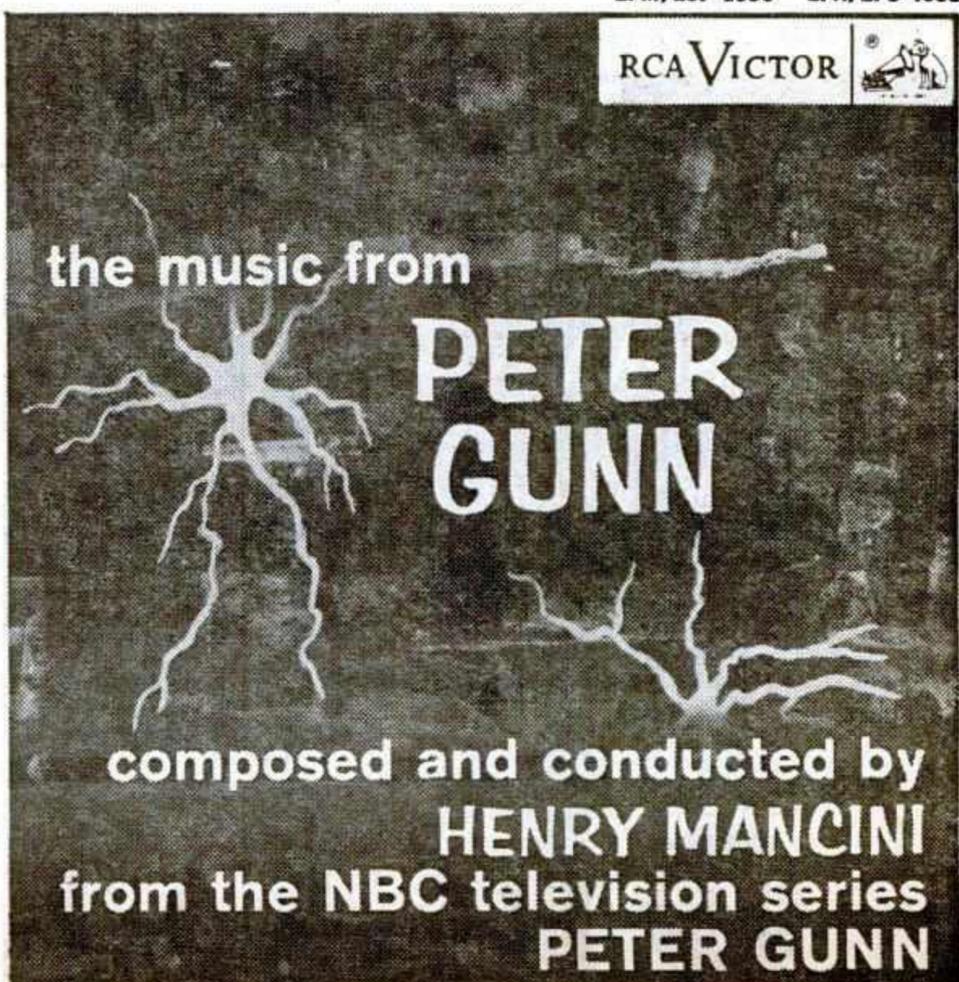
**ONLY RCA VICTOR
HAS THE ORIGINAL
"PETER GUNN"
TV SCORE
...OVER 200,000
ALREADY SOLD!**

**THIS IS ONE OF THE FASTEST
SELLING L. P.s IN THE NATION
IN BOTH THE STEREOPHONIC
AND MONAURAL VERSIONS!
REMEMBER, THE BIG PROFIT
IS WITH THE ORIGINAL "PETER
GUNN," EXCLUSIVELY ON.....**

RCA VICTOR
RADIO CORPORATION OF AMERICA
BOTH L.P. AND EP VERSIONS AVAILABLE.

LPM/LSP-1956 EPA/EPS-4333

RCA VICTOR 



MGM Records

SURE SHOTS & BEST BUYS



CONNIE FRANCIS

MY HAPPINESS

MGM K12738

CONWAY TWITTY



THE STORY OF MY LOVE

MGM K12748



JAYE P. MORGAN

ARE YOU LONESOME TONIGHT

b/w MISS YOU

MGM K12752

TOMMY EDWARDS



PLEASE MR. SUN

b/w THE MORNING SIDE OF THE MOUNTAIN
MGM K12757

VICTOR GOES FOR REDHEADS

NEW YORK — RCA Victor waxed two albums over the weekend, both of which the diskery feels are potential hits. One was the original cast album of "Redhead," with Gwen Verdon, the new Broadway musical which received rave reviews. The other is the Metopera soprano presentation of Verdi's "Macbeth," which stars Leonie Rysanek, a Victor pactee, which also received kudos. By the bye, both gals are redheads.

Cuffo Reruns

• Continued from page 3

use. In England, he said, this is currently being negotiated.

Alarming Precedent

Situation is all the more alarming to publishers inasmuch as more and more programs are being video taped. The process is perfected and is widespread. "In five years or so, the courts may hold that such a use cannot command a fee, in view of the fact that a precedent has been set by giving it away," one distressed copyright owner stated.

Others pointed out that by the end of February, 241 video tape installations will have been made in the United States. The process is also widespread in foreign countries.

Copyright experts who are anxious to maintain the sync right on video tape claim that the networks had shown a willingness to negotiate a fee, but changed their attitude when free music was obtainable. Some network execs now hold that the use is covered by the performing right license. History behind this latter argument is tied in with the fact that some years ago, ASCAP, in negotiating network TV licenses, sought and gained permission from its members to waive additional fees, in the event a normally live show had to be recorded.

Live Parallel Untrue

Publishers claim, however, that the old situation is not a true parallel. They also claim that once a show is on tape, the tapes are not destroyed and such shows can—and have been—used again. In other words, unlike a live show which is valueless once it is broadcast, a video tape show becomes a lasting property, likely to turn up on stations both here and abroad.

Newport Expands

• Continued from page 3

this very soon. In a response to criticisms that had been made concerning Newport jazz attractions, et al., after last year's concerts, Wein said that there was no intention of ignoring avant-garde jazz artists at any festival Newport was connected with, tho he noted that it is the big commercial names that the crowds of 10,000 and more fans come to see and listen to.

Co-Op Tax Relief

• Continued from page 4

cussed the excise ruling with Treasury, but apparently will have to go the long way around via legislation, to effect any change. Two bills to keep the co-operative advertising money out of the manufacturer tax base are currently with the committee: H.R. 2389 by Representative Collier (R., Ill.) and H.R. 332 by Representative Mack (R., Washington).

Manufacturers in general have protested that funds set aside for co-op advertising with local dealers should not be considered part of the taxable selling price, because they defray ad costs of distributor and dealers.

MUSIC AS WRITTEN

By BOB ROLONTZ

STEREO TECHNIQUES FROM EUROPE

Stereo techniques now in use in Denmark, Holland, Germany and Austria will be described at the World Affairs Auditorium at the United Nations in New York on Tuesday, February 10. Speaker will be Stephen Temmer, head of Gotham Audio Development Corporation. Meeting, which is open to the public, is sponsored by the Audio Engineering Society. Lecture will cover mixing techniques, microphone placement and use of stereo equipment by Europeans. Meeting starts at 7:30 p.m.

BIG THREE SNAGS MODUGNO TUNES

The Big Three, which published Domenico Modugno's smash hit "Volare," in the United States last year, has snagged two more prize-winning tunes, one penned by the singer-composer. Tunes are called "Piove" and "Il Sono Il Vento" which took the first and second prizes respectively at the recent San Remo Music Festival. "Piove" is Modugno's, "Il Sono Il Vento" was written by Testoni and Fanciulli.

Epic pop a.&r. chief Joe Sherman returned last week from a trip to the Coast where he recorded the Four Coins, met with Epic artist Jack Lemmon and visited with clemmer Jimmy Van Heusen in Palm Springs. . . . U. S. Records prexy Max Youngstein was elected to the board of the American Branch of International Social Service. . . . Page Morton is at the Bird 'N Glass in New York not the Bird in Hand as erroneously reported in this column last week. . . . Jazzmen Teddy Charles, Addison Farmer, Hall Overton, Jimmy Raney and Jerry Segal played a benefit Sunday (8) to help "Vital Projects," a civic organization that helps sponsor Max Pollikoff's "Music in Our Times" series in New York. . . . Norma Syll, Chicago thrush, has completed her first single for Congress Records, co-featured with Phil Brito. Latter is head of the label. . . . Teddy Wilson has been signed by Columbia Records. . . . The U. S. Air Force Band started its ninth international good-will tour last week flying down to Rio to start a three-week concert tour of South America. Tour will include appearances in Brazil, Paraguay, Uruguay, Chile, Bolivia, Peru, Ecuador, Colombia, Venezuela and Panama. Band is directed by Col. George S. Howard.

Al Cohen's Enterprises are engaged in the worthy project of trying to revive vaudeville in Texas with an eye toward finding new record and stage talent. Shows put on by the firm have been drawing good crowds in San Antonio, Corpus Christi, etc. Shows are usually staged in movie houses and are called "Rock-a-Ramas." Talent outfit uses Texas talent from singers and bands to acrobats and magicians. . . . Hugo Winterhalter is out on the road plugging his new RCA Victor single "On a Slow Boat to China." Lester Leeds' new secretary is Billie Harris, a fixture at the Shaw office for many years. Leeds is United Artists Records new sales chief.

Kathy Barr, now with Destiny Records, will appear at the Copa, in New York, in March. . . . Vanguard Records is the new national distributor of Candle Records, firm which has made sacred albums of the Jewish, Catholic and Protestant faiths. . . . George T. Zachary is the new director of production for General Artists Corporation's TV division. . . . Ronny Graham and Henry Morgan have been signed by Offbeat Records, the Washington label headed by Bob Bailek. . . . "An Evening With Cole Porter" is the title of the show opening Tuesday (10) at New York's Hotel Pierre in the Cotillion Room. Stars are Wilbur Evans, Betty Madigan and Stan Grover. . . . Promotion man Morty Wax has set up an Eastern promotion network to work on records on a five-city scale. Affiliated with Wax are Dave Fox in Detroit, Billy Amidon in Cleveland and Ruth Clenott in Boston. Wax will cover New York and Philadelphia himself, as well as some of the New England territory.

Kai Winding and his septet are playing college proms at Hobart, Ohio State, North Carolina, New Hampshire, Western Reserve, Syracuse, Baltimore and Lehigh over the next three months. . . . Andy Kirk, famous bandleader of swing days, is now managing the Theresa Hotel in New York. . . . A new label, Georgian Records, has been formed by college students Edwin D. Burmeister, K. Thomas Kitchen Jr., Arnis Jurevics and Eddie Lee Doemland. Label's office is in Park Ridge, Ill., a Chicago suburb.

The Art Alliance of Philadelphia has selected two 20th Fox album covers, "Lebanon" and "The Drums of Africa," both designed by Charles Schlaiffer & Company, for hanging at the forthcoming Exhibition of Advertising Art there. . . . Teddie King starts at Mr. Kelly's in Chicago April 13. . . . The Mello-Larks will be at the Music Hall in New York beginning February 12. . . . Pierre Monteaux, Jean Morel, and Paul Paray will conduct The New York Philharmonic for the ailing Dimitri Mitropoulos over the four-week period February 23 to March 22. Mitropoulos suffered a heart attack last week. Concerts will be given at Carnegie Hall in New York. . . . Pianist Don Shirley will perform two original symphonic works at Town Hall in New York shortly. Compositions are called "Symphony in B Flat Major" and "Recurso of Finnegan's Wake."

Bud and Travis, young folk singers, have been held over at Las Vegas' Thunderbird Hotel for the seventh week. Duo waxes for World Pacific Records, their first dinking being "Mexican Wedding Dance." . . . Frankie Lyman is on the road plugging his latest Roulette dinking "Up Jumped a Rabbit." . . . Bobby Short started at the Weylin Restaurant in New York last week (3). . . . King Records has re-pacted blues shouter Roy Brown. He has cut another album with Wynonie Harris, called "Battle of the Blues" Volume II. . . . Neal Hefti has signed thrush Tina Maggio as vocalist for his band. . . . Buck Ram and Jean Bennett were in Canada recently to set up promotion and publicity for Antler Records in Canada. . . . The McGuire Sisters are now performing at Blinstrub's in Boston. . . . Kevin Russell, younger brother of actress Jane Russell debuted at Arturo Sacca's in Boboli Restaurant last week.

"ALVIN!"



here
we go
again...

with ALVIN'S HARMONICA

#55179

DAVID SEVILLE and the CHIPMUNKS



Fribourghouse To Cap Staff

HOLLYWOOD — Roland Fribourghouse was named manager of artist and publisher relations for Capitol's artist and repertoire division. His a.&p. duties for a.&r.

will include handling artist's contracts plus dealing with music publishers. Frank J. Brooks will replace Fribourghouse as assistant to international department director Sandor A. Porges. Brooks has been with EMI for 26 years during which his duties regularly brought him to the principal cities of Europe, Africa and the Far East.

Marks Music 65 Years Old

NEW YORK — Edward B. Marks Music Corporation observed its 65th anniversary Saturday (7). The late E. B. Marks published his first tune, "The Little Lost Child," in 1894. Firm, now headed up by Herb Marks is one of the oldest family held music operations in the business.

Always active in the singles field, the firm has also been heavily repped in packages. In 1958, Marks copyrights appeared in 403 albums with the number of selections running to 639. The firm is extremely active in Latin American and educational copyrights as well as in the pop field.

Belt the Body

Continued from page 16

a crowd of 5,000 recently when he broadcast for two hours from a flag pole atop the station's new studio building.

Less demanding, but effective promotional efforts were also made last month by Lee Perkins, KILT, Houston, who shaved off his red beard in public for a \$500 contribution to the March of Dimes; and Geoff Edwards, KFMB, San Diego, Calif., who suffered (with his listeners) thru more than 80 consecutive spinings of the same record (the Tinkerbells' waxing of "Hazel Eyes" on the Hamilton label) from 1 a.m. to 6 a.m. last January 18.

To vary the routine somewhat, Edwards played the disk at "various speeds, as well as backward," and filled in between spinings with ad-lib monologs on "the peanut butter sandwich."

BILL TO DOUBLE SYMPH SUPPORT

INDIANAPOLIS — The City of Indianapolis would be permitted to contribute \$50,000 annually to the Indianapolis Symphony Orchestra if a bill introduced in the Indiana House of Representatives becomes law. At the present, the municipality is allowed to donate \$25,000 for the maintenance of the famed aggregation. If approved by the Legislature, the increased appropriation would become effective in 1960.

Ink Spots Take It to Court

NEW YORK — The Four Ink Spots obtained a show cause order in New York Supreme Court this week against Globe Artists and one Sidney Howard, also known as Sidney Blum.

The order seeks a temporary restraining order against Howard from carrying on a policy of "harassing, annoying and worrying," the Ink Spots and various club owners and promoters who wish to hire them for performances.

Howard claims his is manager of groups known as the Original Ink Spots and the Fabulous Ink Spots. The Four Ink Spots, meanwhile, claim they have no connection with these groups. They allege that Howard has annoyed and harassed them by phoning and otherwise communicating with potential bookers of the act, threatening them with court action if they hired the Four Ink Spots.

BMI-Broadcast Pact Approved By Committee

NEW YORK — Following negotiations by the All Industry Radio Licensing Committee with officials of Broadcast Music, Inc., regarding new contract arrangements for use of BMI music, the Committee has recommended acceptance by the industry of the BMI proposal. Proposals calls for a new five-year contract based on the current rate structure which is on a sliding scale from .75 per cent to 1.2 per cent of the station's gross. A spokesman for BMI said that contracts went out last week and that the flow of returned signed contracts is "gratifying."

Meanwhile, the All Industry Committee is preparing its petition for the fixing of new rate terms with ASCAP, as provided for under the ASCAP consent decree. The Committee expects to file the action on or before Friday (27). A hearing on an ASCAP petition to establish the current rate on a temporary basis pending the outcome of the broadcaster's petitions, was adjourned to March 4.



ALBUM PICK OF THE MONTH ALL OVER THE NATION.

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Sonny Burke—Decca
"ME AND MY SHADOW"
Jerry Vale—Columbia
"TWENTIETH OF MAY"
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"HERE I STAND"
WADE FLEMONS
veejay 295

you won't believe what you hear???

"SHOMBALOR"
by SHERIFF AND THE RAVELS
veejay 306

Scorcher!!!

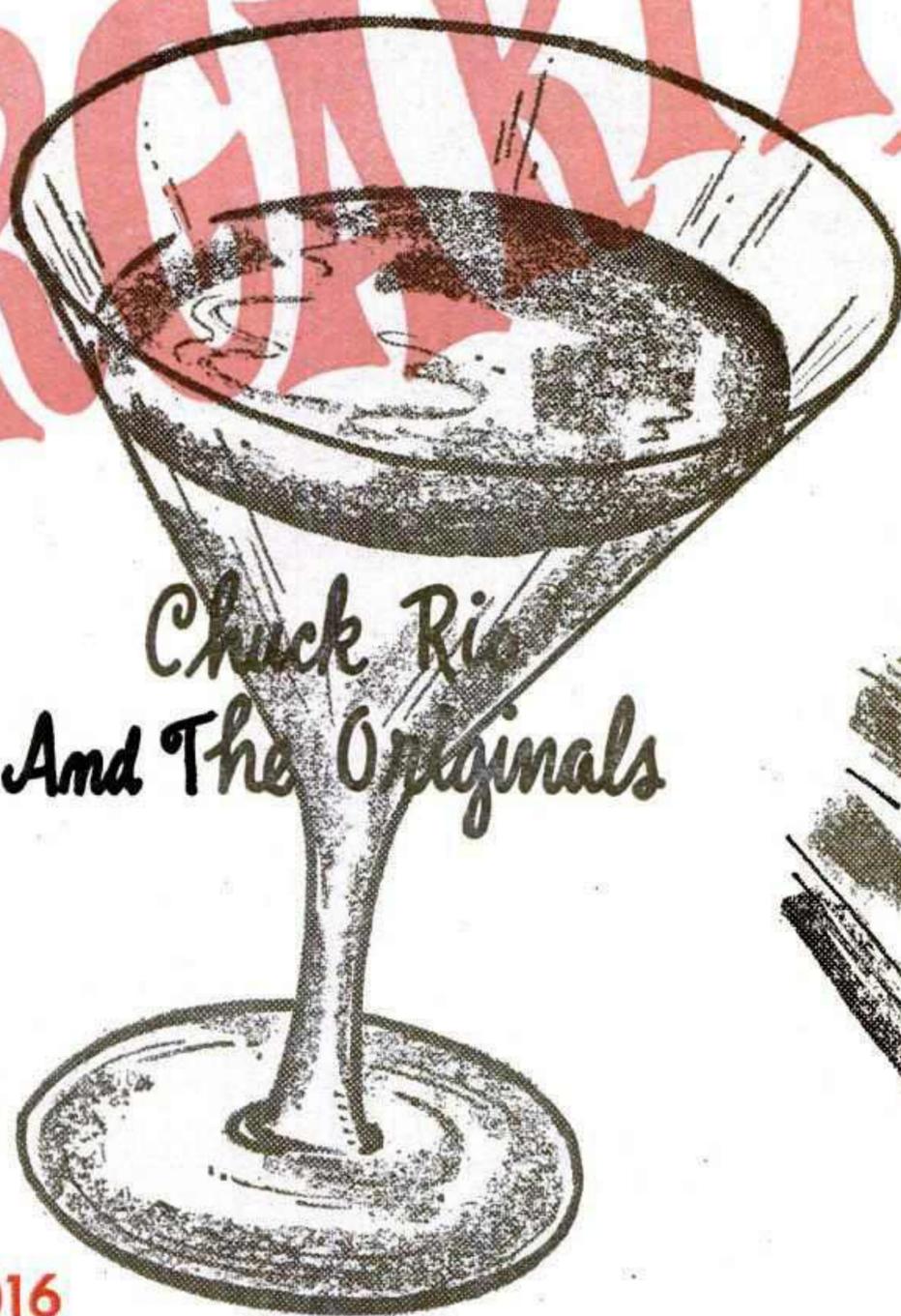
"TELL ME THE TRUTH"
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MARGARITA

*Chuck Rio
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#48016



DON'T FORGET MUSIC

HI-FI, Stereo Are Only Means: Fowler

WASHINGTON — The progress of stereo, lively as it is, seems merely "normal" in comparison with fantastic hothouse spurts in earlier growth of Hi-Fi, to pioneer Charles Fowler, publisher of High Fidelity Magazine, and National Advisory Chairman of the International Hi-Fi Festival which opened for a four-day run here last week (5).

In a talk to the Washington Ad Club, the publisher of Billboard's sister publication, agreed that stereo is in full swing, with 11 per cent of last month's LP's in stereo; with a company like London Records discontinuing monaurals until it can catch up with stereo demand; and with juke boxes geared and clamoring for the new sound.

Still, high fidelity has had more of an Alice in Wonderland progress, from its mere \$12 million in sales of components in 1950, to over \$260 million in sales of components alone in 1958. Astoundingly, too, hi-fi was born of consumer demand—reversing the usual trend from engineering design, to manufacture and advertising, jobber and finally, consumer. Hi-Fi came to life on demand of the customers for the kind of high fidelity equipment used only by professionals in recording and broadcasting studios. Hi-fi to this day skips the jobber step, and goes straight from manufacturer to dealer and consumer, Fowler pointed out. He had an orchid for the advertising brethren who developed beautiful and effective advertising "for this difficult industry." He had another for Washington, D. C., which reportedly has highest concentration of hi-fi per capita in the nation.

In contrast, stereo progress seemed to Fowler to have a "normal" rate and type of growth. From the early Disney product of 20 years ago, it progressed to stereo tapes, of 10 years ago, to stereo records in dual grooving by early '50's, then via one groove in 1957 disks.

Fowler said the International Hi-Fi Festival here which has booked 250 new products for its 60 exhibit rooms, is grand climax to some 40

hi-fi shows, which have played to over half a million Americans. He reminded listeners that the vigorous and determined hi-fi addict meets the company president on display with the product—a rare situation in most manufacturing fields.

Hi-fi has backgrounded stereo and promoted it in a sense, by establishing a taste for quality in sound, Fowler pointed out. But stereo is quantitative, a matter of producing sound from more than one location. Unfortunately, the quality can be poor in stereo, but never in hi-fi—a condition in stereo that the industry will have to guard against for its own good.

In final reminder, "Music is the thing" that sells the hi-fi and the stereo, said Fowler. The two are merely conduits. Don't forget the importance of the music, and don't abuse it, said the High Fidelity publisher.

Cabinetry for Viking Decks Introduced

NEW YORK — Viking of Minneapolis announces the release of two furniture cabinets for mounting their 75 and 85 Series tape decks and related tape system components.

The W3S furniture cabinet is an enclosure accommodating either a 75 or 85 tape deck together with a single recording amplifier or two playback preamplifiers. Designed for table or shelf mounting, the W3SX enclosure provides a tape center for the music system.

For the stereo system, Viking has developed the W4SX cabinet which permits installation of a 75 or an 85-tape deck and two vertically mounted Viking recording amplifiers. A bottom panel (below the tape deck) is removable for custom installation of power amplifier or mixer controls.

These same cabinets are featured in Viking's new custom Pro Series—monaural and stereo recorders in furniture consoles. The Custom Pro's utilize the same components and provide for the same functions as the portable Pro.

The complete line of furniture consoles, portable cases and tape accessories are shown in a new Accessories Catalog (Form 692) now being released by the firm.

High Praise Given Hi-Fi In Congress

WASHINGTON — The International High Fidelity Music Festival and National Symphony Orchestra were showered with praise last week (4) by Rep. Philip J. Philbin (D., Mass.).

Philbin told his House colleagues an "exciting experience" is in store for them at the High Fidelity Music Festival "as it is for everyone who hears stereophonic sound for the first time." He urged fellow representatives to attend the festival so "they may gain firsthand knowledge of woofers, tweeters, crossover networks and other equipment dear to the heart of the high fidelity devotee."

The festival began last Thursday

BAD DEAL FOR WEBCOR'S HAFFA

CHICAGO — Titus Haffa, major domo of Webcor and Dormeyer here, publicly admitted this week his first bad deal. But it wasn't business, this time the deal was philanthropic. Haffa bought the home of the late Robert Todd Lincoln on the near north Lake Shore Drive for \$175,000 to save it from the wreckers' hammers.

The home, a historical show-place, was to have been demolished, but Haffa wanted to maintain it as a historical site. Later in the week after the purchase, Haffa admitted that the building would have to be demolished. It could not be rehabilitated because of its bad condition.

New Scopes by Robins Check Needle Wear

NEW YORK — Audio enthusiasts who realize that bad needles cause their records permanent damage can check their styluses regularly with a stylus microscope. Even a diamond stylus, after a certain number of hours, will become worn, deposit particles and "chew up" the grooves so that sound quality is lost. This is especially true in stereo recordings, where the stylus is smaller than



in stereophonic, and there is much more "information" in a record groove.

Not only is the microscope certain but is generally inexpensive and easy to use. The microscope will allow the user to see the actual condition of the stylus.

Herman (Hy) Post, president of Robins Industries, announces two new stylus microscopes have been added to the firm's line of record and tape care accessories. The MX-1 Professional, listing at \$2.60, features four precision optically ground lenses, focusing adjustment and a convenient slot to hold the stylus.

The Hobbyist, MX-40, a direct-reading microscope, has a unique precision plastic lens. It lists at \$1.35.

(5), at the Shoreham Hotel, and runs thru the 8th. All 60 exhibit rooms have been sold out for the display of over 250 items.

Representative Philbin took the opportunity of pointing out that three of the exhibitors are from his Congressional district. They are the H. H. Scott Company, Acoustic Research Company and High Fidelity Magazine. Philbin said High Fidelity pioneered in its field and has grown in influence and scope in the world of high fidelity.

New Radios, Phonos Added To '59 Westinghouse Line

NEW YORK — Miniature radios using seven and eight transistors, and two new portable phonographs have been added by Westinghouse to its 1959 line.

Also being introduced on a limited basis is a low-priced five-transistor portable radio designed to sell at about \$27.50. It carries a four-inch speaker and will play up to 300 hours on four 1½-volt batteries. All the new models will be shipped to stores this month.

According to Westinghouse, industry sales on these models to dealers thru November 1958 were almost 50 per cent above the same period of 1957 and accounted for about 27 per cent of the entire radio market.

The new Westinghouse eight-transistor miniature, priced at \$54.95, features a shatterproof case in gold with brown, green or pink. With a built-in antenna and 2¼-inch speaker, it runs up to 200 hours on a single low-cost battery.

Seven transistors and a 3½-inch speaker are used by the firm in a personal portable model that has a compact shatterproof case of vertical design. Available in white with charcoal, yellow or green, it is priced at \$39.95, and features a combination carrying handle and tilt stand. Four penlight or mercury-type cells give up to 200 hours of operation.

Addition of two new portable phonographs, the "Bandstand" and the "Music Box," gives Westinghouse a total of eight models in its 1959 line. The "Bandstand," to retail at about \$50, has a four-speed automatic changer with dual

sapphire needles and automatic shut-off control. Styled in charcoal and white with metallic trim, it also carries front-mounted tone and volume controls.

The "Music Box," priced at \$22.95, features a three-speed turntable (33½, 45 and 78 r.p.m.) with a built-in 45 r.p.m. record adapter. Also styled in charcoal and white with metallic trim, it is especially suitable for youngsters.

New Line of Cabinets for Hi-Fi Addicts

NEW YORK — Stereo Craft, a division of 20th Century Woodworking Company, Brooklyn, N. Y., announces a complete line of unfinished and oil finished equipment cabinets, enclosures and knocked down kits. All units are birch or walnut and all cabinets are designed to accommodate either monaural or stereophonic equipment. Kits feature ease of assembly and modern styling.

All walnut units are available unfinished or in a hand rubbed oil finish. Stereo Craft offers book shelf enclosures for eight-inch or 12-inch speakers, wall placement units for 12-inch and 15-inch speakers, an enclosure kit which assembles in less than 30 minutes and which will accommodate a 12-inch speaker, a record storage unit, a changer and turntable base, a birch and unfinished or oiled walnut equipment cabinet, wall baffles and other accessory items.

Mr. Robert Adler, president of Stereo Craft, reports that the line will be expanded shortly and that new models will reflect the needs imposed by stereophonic systems. All units for the future will be offered unfinished or knocked down (with walnut units available in oil finish) and in contemporary style.

Irish Reel Now Means 5¾ Inch

NEW YORK — A new "Continental Series" has been added to the line of Irish brand recording tapes. This series offers the 5¾ inch reel—an Irish exclusive—with longer lengths of tape. This was designed especially for the many European recorders now being imported. The new lengths can be used also on practically all American-made recorders.

The "Continental Series" makes possible such intermediate lengths as 850-foot of 1½-mil tape, 1,150-foot of 1-mil and 1,650-foot of ½-mil. The extra length means added playing time at all speeds on this reel.

The "Continental Series" is available in these numbers in the Irish Tape line, all of them on the 5¾-inch reels: No. 195, 850-foot Brown Band; No. 211, 850-foot Green Band; No. 300, 850-foot Shamrock; No. 601, 1,150-foot Long Play (Mylar); No. 602, 1,150-foot Long Play (acetate), and No. 724, 1,650-foot Double-Play.

Tape-reorder fans who had difficulty in finding proper reel sizes for European recorders are being told to write ORRadio Industries for the names of dealers who stock the "Continental Series."

SOUND'S GREAT BUT ROUGH ON THE ARCHITECT

WASHINGTON — In answer to customer complaints that stereo equipment takes up too much space, dealers might try the following recipe on a true addict, says Charles Fowler, publisher of High Fidelity Magazine.

A certain Texan was building a home "for me and my hi-fi," and phoned the Great Barrington, Mass., publication from Texas, for architectural advice. His appetite whetted, the Texan planned on the next day, taxiing from Grand Central Station to Great Barrington (fare, \$50) for more advice.

Said Fowler: "It seems his architect had some old-fashioned ideas about ordinary rectangular rooms with plain ceilings. We worked out a good six-cornered room, to accommodate speakers, with two-level ceilings for acoustics."

It has not yet been ascertained if the architect followed thru on the ideas—only that he is now a nervous wreck.

Audio Feedback

By RALPH FREAS

MORE ON THE STEREO SPEAKER "PROBLEM"

Up in the little New England town of Sherman, Conn., there's a hi-fi zealot by the name of Manuel Mundschenk—"Munchie" to a lot of people in the audio and phonograph business. If he were given at all to day-dreaming, which he isn't, "Munchie" would probably think of himself as the hi-fi housewife's friend. He runs a company called "Artisans of New England," devoted exclusively to the production of cabinetry for hi-fi rigs.

"Audio," Munchie told us the other day, "has proceeded beyond the point where the woman of the house is satisfied to have a piece of equipment on a shelf with wires dangling from it."

"Many dealers and reps are also aware of this. Many more, unfortunately, aren't. These are the people we are trying to reach. We want to show them how they can make their customers happy and make a nice piece of change for themselves at the same time."

IMPORTANCE OF STEREO TREND

Equally important to Munchie's way of thinking is the stereo development. Owners of high fidelity phonographs and hi-fi rigs need a second speaker for stereo and they want to add the second channel as cheaply as possible. For that reason he has designed a speaker enclosure which, in kit form, sells for as little as \$19.50.

Since it is so low in price, this enclosure model 511K (birch) warrants fuller description. It's a two-cubic-foot enclosure of the "bookshelf" type and it's made to accommodate an 8-inch speaker. The corners are mitred and put together with a special "fish-bone connector"—a hidden steel construction factor that makes assembly easy and insures a tight permanent joint. The enclosure is the infinite baffle type and the kit includes enough two-inch thick Fibreglas to line five sides completely with enough left over for a "curtain" directly behind the speaker itself. Also included are the finishing materials to give it a "factory finish."

HELP FOR THE INEPT

"Sounds pretty good," was our comment, "but what about the guy who's all thumbs—who doesn't know anything about wood-joining or carpentry and cares less?"

"Look," said Munchie, "I don't want you to think that the average guy could put one of these together as fast as I can. I've had a lot of practice. But the other day I was up at Harvey's showing their salesmen how to do it. I put out

(Continued on page 53)

Norelco Shows Three Speaker Enclosures

NEW YORK — A new series of Norelco speaker enclosures and an integrated speaker system specially designed for stereo, have been announced by North American Philips Company.

The firm aimed for a moderate size enclosure without loss of bass or wideness of dispersion so that two of these enclosures in an averaged sized living room will not take up an inordinate amount of space and yet provide high-fidelity stereo sound. Two of the models can be mounted horizontally in bookshelves.

While designed for use with the new Norelco T-7 series loudspeakers, all the new enclosures work equally well with most other speakers.

One of the enclosures is the back loaded folded horn type; the other two are distributed port bass re-

(Continued on page 53)

Peck Named to V-M District Mgr. Job

NEW YORK — Milton G. Peck has been named district manager representing the full V-M Corporation product line in Kansas, Iowa, Missouri and Nebraska (except for 11 Western counties) with headquarters in Kansas City, Mo.

The appointment was announced by M. B. (Bud) Cain, V-M distributor sales manager.

Formerly associated with the Phileo Corporation in Philadelphia, Peck, joined V-M in June, 1957, as district representative for the Middle Atlantic District, headquartered in Philadelphia.

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"ALOUETTE CHA-CHA"
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The Billboard Buying Guide for PACKAGED RECORDS



BEST SELLING LP'S

FOR SURVEY WEEK ENDING JANUARY 31

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	1	5
	Original Cast, Columbia CL 5350		
2.	Sing Along With Mitch	2	31
	Mitch Miller, Columbia CL-1160		
3.	Peter Gunn	—	1
	Henry Mancini, RCA Victor LPM 1956		
4.	South Pacific	6	46
	Sound Track, RCA Victor LOC 1032		
5.	More Sing Along With Mitch	5	14
	Mitch Miller, Columbia CL 1243		
6.	Tchaikovsky: Piano Concerto No. 1	3	28
	Van Cliburn, RCA Victor LM 2252		
7.	Only the Lonely	7	20
	Frank Sinatra, Capitol W 1053		
8.	The Music Man	4	50
	Original Cast, Capitol WAO 990		
9.	Gaite Parisienne	19	2
	Boston Pops (Fiedler), RCA Victor LM 2267		
10.	Open Fire, Two Guitars	—	1
	Johnny Mathis, Columbia CL 1270		
11.	Stardust	9	30
	Pat Boone, Dot DLP 3118		
12.	The Kingston Trio	15	13
	Capitol T 996		
13.	Come Dance With Me	—	1
	Frank Sinatra, Capitol W 1069		
14.	Gems Forever	16	25
	Mantovani, London LL 3032		
15.	Hymns	13	99
	Tennessee Ernie Ford, Capitol T 756		
16.	Ricky Sings Again	24	2
	Ricky Nelson, Imperial IMP 9061		
17.	Concert in Rhythm	—	10
	Ray Conniff, Columbia CL 1252		
18.	Oklahoma!	8	169
	Sound Track, Capitol SAO 595		
19.	South Pacific	11	254
	Original Cast, Columbia OL 4180		
20.	Have Twangy Guitar, Will Travel	14	4
	Duane Eddy, Jamie JLP 3000		
21.	The King and I	10	124
	Sound Track, Capitol W 740		
22.	My Fair Lady	12	149
	Original Cast, Columbia OL 5090		
23.	Johnny's Greatest Hits	17	44
	Johnny Mathis, Columbia CL 1133		
24.	The Fabulous Johnny Cash	—	4
	Columbia CL 1253		
25.	Film Encores	18	73
	Mantovani, London LL 1700		



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

OPEN FIRE, TWO GUITARS

Johnny Mathis—Columbia CL 1270

Mathis has another package with top potential in his latest effort on which he is supported by guitarists Al Caiola and Tony Mottola and bassists Milt Hinton and Frank Carroll. It's a fine, warm collection of standards with the artist in best form. Tunes include "Open Fire," "My Funny Valentine" and "Bye Bye Blackbird," done as a ballad. Good shot aptly describes the album contents.



BROADWAY IN RHYTHM

Ray Conniff Ork—Columbia CL 1252

Another likely smash LP by the orkster. The sparkling ork and wordless chorus handle the tunes from four Broadway smashes in listenable fashion. He's had several big albums in a row, and this is as easily acceptable as his previous releases. Melodies from "Oklahoma!" "The King and I," "My Fair Lady" and "South Pacific" are treated with Conniff's distinctive, warm approach. A delightful package with strongest potential.



REVERIE

The Norman Luboff Choir—Columbia CL 1256

Another solid winner for the group is this collection of popular songs adapted from classical themes. The Choir achieves its usual fine vocal coloring on songs like "The Lamp Is Low," "Full Moon and Empty Arms," "Our Love," "And This Is My Beloved," etc. Fine arrangements, handsomely sung and appealingly accompanied by a full ork. Excellent programming material for mood listening.



ROMANTIC ARIAS FOR ORCHESTRA

Andre Kostelanetz Ork—Columbia CL 1263

Lushly arranged, rich instrumental treatments of famous arias from operas, presented in familiar Kostelanetz style. Striking cover. Selections include arias from "Carmen," "Samson and Delilah" and "Pagliacci." A powerful sales item.



Low-Price Classical Albums

RACHMANINOFF: PIANO CONCERTO NO. 2

Kjell Baekkelund, Piano with the Oslo Philharmonic Orch. (Fjeldstad)—RCA Camden CAS 475

STEREO & MONAURAL

Here is a fine recording for the money that could be a strong seller. It features a winning performance of the familiar Rachmaninoff concerto by pianist Kjell Baekkelund, one of Scandinavia's outstanding young pianists, with the Oslo Philharmonic Orchestra, under Oivin Fjeldstad. Baekkelund handles the work with the emotional intensity it needs and the orchestral pace is brisk. The stereo recording is good, and the cover is attractive.



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

LEGRAND JAZZ

Michel Legrand with Miles Davis & Various Artists—
Columbia CS 8079 & CL 1250

STEREO & MONAURAL

This new album, featuring wild arrangements by the French conductor Michel Legrand, performed by some of the greatest contemporary jazz names, could be one of the big jazz sets of the year. The stereo sound is first rate. Miles Davis, who is featured on four of the tunes, contributes outstanding performances and all of the other musicians, including B. Webster, P. Woods, P. Evans, and H. Mann, come thru solidly. Each of the tunes was penned by a top jazzman, such as B. Beiderbecke's "In a Mist," D. Reinhardt's "Nuages," J. Lewis' "Django," etc. The arrangements are unusual and stimulating.



THE FLOWER DRUM SONG

The Mastersounds—World Pacific WP 1252

The group scored well with their previous jazz versions of "Oklahoma!" and "Kismet." Their treatment of the current Rodgers and Hammerstein smash should follow suit. Of the many jazz versions of the score, this is certainly one of the most listenable and imaginative. Sound is excellent, and the arrangements are interesting.



Classical Albums

BERG: SONATA FOR PIANO; KRENEK: SONATA NO. 3 FOR PIANO; SCHOENBERG: THREE PIANO PIECES

Glenn Gould, Piano—Columbia ML 5336

Here are outstanding performances by Glenn Gould on three modern piano works that have been seldom recorded. Gould handles the Berg, Schoenberg and Krenek works with a taste and musicianship that are certain to further enhance his already large following. The cover is attractive, and Gould's liner notes are well done, too. An important new album that could be a strong seller.



DEBUSSY: IBERIA; RAVEL: ALBORADA DEL GRACIOSO; IBERT: ESCALES

Orch. National de la Radiodifusion (Stokowski)—Capitol P 8463

Despite availability of the works via many other recordings, the Stokowski name gives the album top potential. Performances are sensitive. Sound is excellent. Displayable cover is an additional asset.



BEETHOVEN: SYMPHONY NO. 3

The Columbia Symphony Orch. (Walter)—
Columbia MS 6036 & ML 5320

STEREO & MONAURAL

Here is an early stereo recording of Beethoven's "Eroica" symphony in stereo and it is an excellent one. Bruno Walter, leading the Columbia Symphony Orchestra has interpreted the stirring work with a strength and vigor that is appropriate and the orchestral performance is rich and full. The stereo sound is first rate with good separation. Certain to attract the interest of the stereophiles.



TCHAIKOVSKY: SYMPHONY NO. 4

The New York Philharmonic (Bernstein)—
Columbia ML 5332

Altho this symphony has been recorded by almost every major conductor and ork, Bernstein's current popularity should find it a ready-made audience. He takes some liberties with tempos (second movement a bit slow; last movement somewhat brisk), but the music really surges dynamically. LP should, however, prove a healthy sales item.



LEAD KINDLY LIGHT

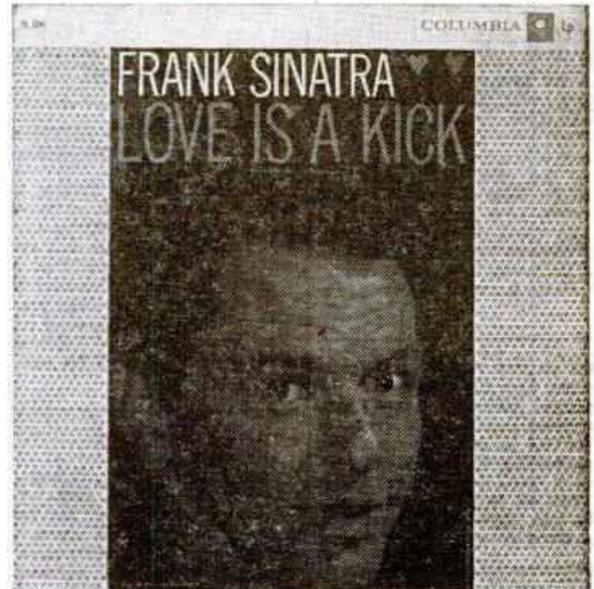
The Three Suns—RCA Camden CAL 472

Another top notch performance by Al Nevins and his colleagues of sure-fire repertoire. With the organ in the lead, the boys get a splendid sound out of a dozen evergreen hymns, most of them bound to be somebody's favorite. "The Church in the Wildwood," "Lead Kindly Light," "Abide With Me," are samples. Solid stuff for racks and dealers.



(Continued on page 30)

ALBUM COVER OF THE WEEK



LOVE IS A KICK, Columbia CL 1241. Natural cover shot by photographer William Read Woodfield gives the warm Sinatra mood to album of the artist's songs. It's a candid and effective cover that's sure to win added sales.



Best Selling Pop EP's

FOR SURVEY WEEK ENDING JANUARY 31

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1. RICKY SINGS AGAIN—Ricky NelsonImperial EP 159
2. THE FABULOUS JOHNNY CASHColumbia EPB 12532
3. MARDI GRAS—Pat BooneDot DEP 1075
4. THE LONELY ONE—Duane EddyJamie JEP 100
5. KING CREOLE, VOL. 1—Elvis PresleyRCA Victor EPA 4319
6. NEARER THE CROSS—Tennessee Ernie Ford .Capitol EAP 1-1005
7. DETOUR—Duane EddyJamie JEP 301
8. HYMNS—Tennessee Ernie FordCapitol EAP 1-758
9. SING ALONG WITH MITCH—Mitch Miller .Columbia EPB12431
10. SPIRITUALS—Tennessee Ernie FordCapitol EAP 1-818

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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—Salable Qualities

★—For dealers who stock all merchandise.

POPULAR ★★★★★

★★★★ I'LL BE SEEING YOU
Jo Stafford with Paul Weston Ork. Columbia CL 1262

Miss Stafford, who seems to get better with each new effort, has a warm package of evergreens that offer an excellent programming set for jocks and a healthy sales item for dealers. Lush support from Paul Weston is, as usual, first-rate. Her fine thrashing is winsome and winning on such fare as "I'll Be Seeing You," "Yesterdays" and "You'll Never Know." Excellent potential.

★★★★ WHY FIGHT THE FEELING?
Roy Hamilton. Epic LN 3545

This is perhaps Hamilton's finest LP to date. He registers solidly on a series of standards, warbled in several tempos with excellent ork backing by Neil Hefti. He's been making a noise recently via several hit singles. This set in addition to scoring with his teen fans, should also attract buys from adults. Good cover shot of the artist

will help. Tunes include "Let's Do It," "I Could Write a Book" and the album title tune. Excellent prospects.

★★★★ REUNION IN RHYTHM
Frankie Laine with Michel Legrand Ork. Columbia CL 1277

A splendid effort by Frankie Laine who really gets inspired to swing with these great arrangements by Michel Legrand. The French arranger-batoneer has turned in a neat set of big band backings, not unlike those Frank Comstock has done in the past for the Hi-Lo's. The songs are all of a familiar vein—"Too Marvelous for Words," "Blue Moon," etc.—and Laine seems right in his element. One of his top efforts in quite a spell.

★★★★ SENTIMENTAL AND SWINGING
Tommy Dorsey Ork. Featuring Jimmy Dorsey. Columbia CL 1240

Collectors and fans of the Dorseys will find this hard to turn down. Sides are among the last the brothers made in 1955—the last time they were together. Beautiful ballad arrangements, swinging tempos—they are all here. Material includes "Rhumba Montevideo," "Sweet Sue," "Dippermouth Bluds," Irving Townsend has written a set of liner notes that will be found exceptionally interesting.

★★★★ JUBILATION
Percy Faith Ork. Columbia CL 1188

Faith accords lush, symphonic-styled instrumental treatments to 14 familiar spirituals. Moving selections—all good jockey fodder—include "Swing Low, Sweet Chariot," "Sometimes I Feel Like a Motherless Child," etc. A solid package of spirituals for orchestra.

★★★★ HOLLYWOOD SONG BOOK
VOLS. 1 & 2 (2-12")
Neal Hefti Ork. Coral CRL 757241-2

STEREO & MONAURAL

Here's another attractive package of movie tunes by Hefti. The maestro's volume two presents a swifty, tasteful instrumental treatment of familiar film tunes, which were Academy Award winners between 1946 and 1957. Selections include "Baby It's Cold Outside," "Three Coins in the Fountain" and "High Noon." Excellent jockey wax.

★★★★ THEMES FROM HORROR MOVIES
Dick Jacobs Ork. Coral CRL 757240 & CRL 57240

STEREO & MONAURAL

Screams, and ghoulish sound effects highlight this album of themes from horror movies—"The Shrinking Man," "House of Frankenstein," etc. Theme music from the films is embellished with special horror dialog. For kids, horror movie fans, and jocks in search of amusing off-beat wax.

★★★★ LOVE IS A KICK
Frank Sinatra. Columbia CL 1241

Here's another collection of sides recorded by Sinatra during his stay with the label a few years ago. Album lacks the zingy swing of Sinatra's Capitol LP's, but the crooner's fans will still want to add it to their collection and jocks should find several sides spinnable. Selections include "My Blue Heaven," "The Continental," "American Beauty Rose," etc.

POPULAR ★★★

★★★★ HOLLYWOOD CHA CHA CHA
Edmundo Ros Ork. London LL 3100

Another in the Latin rhythm series by the popular maestro, "Hollywood," in the album title, refers to the fact that numbers have been culled from top-drawe films—several of them Academy Award winners. Cha-Cha dance adherents are in front rank of potential buyers. Melodic, rhythmic, it's altogether an attractive album.

★★★★ DREAM DANCING
Sammy Kaye Ork. Columbia CL 1254

Package is first-rate for anyone looking for dancing or background music. The program is composed of pop standards ("Sweet and Lovely," "No Greater Love," "I'll Be Seeing You," etc.). For many, this disk will be a pleasant change from the heavy rhythms of current pop output.

Review Spotlight on Albums . . .

Continued from page 20

Classical Albums

THE REAL FATS WALLER
RCA Camden CAL 473

A bargain at the price. Collectors and adults generally should go for this package. Sound of the sides is quite good. Material includes vocals and pianistics and bouyant chatter and asides by the late great songwriter-entertainer-pianist. "Ain't Misbehavin'," on this disk, is taken from the film Waller made in 1943. Other sides go back to the late 1920's and 1930's and include "Carolina Shout," "B-Flat Blues," "I Believe in Miracles," etc.



Folk Albums

JOSEPH MARAIS AND MIRANDA REVISIT THE SOUTH AFRICAN VELD
With the Bushveld Band—Decca DL 78811

Marais and Miranda have re-recorded all of the happy, bright folk tunes that first brought them fame, and this time in stereo. The tunes include "A-Round the Corner," "Marching to Praetoria," "The Zulu Warrior," "How Lovely Cocks the Meat" and all their other favorites. The stereo sound is excellent and the folk duo are singing better than ever. A strong new disk.



Novelty Albums

LIFE CAN BE MISERABLE
Homer & Jethro—RCA Victor LSP 1880 & LPM 1880

STEREO & MONAURAL

Homer and Jethro's parodies of a few pop hits and some very clever new material provide a highly amusing album. Wide separation stereo is effective, and the disk has real dimension. The tunes are witty, and their presentations in country-style make the selections even funnier. Zany cover drawing, sound and liner notes are additional appeals.



Sound Albums

CONCERT-DISC STEREO DEMO

Concert-Disc CSD 2

STEREO ONLY

This is a top stereo sampler. For one thing, its initial band provides a "bouncing ball" balancing signal which, for clarity and ease of use, is one of the best around for balancing the two channels with equal volume. The remainder of the album is also of prime quality, providing excerpts from a dozen of the label's stereo albums, ranging from novelties, jazz and pop offerings thru show music to Bach. Musical quality is excellent; sound and stereo are outstanding.



★★★ DANCING IN THE DARK
Carmen Cavallaro Ork. Decca DL 8813

Another successful album from the talented pianist. This LP is a collection of love songs for dancing—each melody bearing the distinctive brand of Cavallaro's popular style. Good mood and dance music.

★★★ THE BUCCANEER
Sound Track. Columbia CL 1278

Good programmatic and descriptive music by Elmer Bernstein, the composer of other successful movie scores such as "The Ten Commandments" and "The Man With the Golden Arm." Here the music depicts the romantic war and pirate themes with color and excitement. Should appeal to avid movie-goers.

★★★ MALAGUENA
Percy Faith Ork. Columbia CL 1267

A profile of Cuban music, beautifully arranged and performed. Material includes much of Lecuona and pieces by Gonzalo Roig and Moises Simons. "Malaguena," "Yours," "Peanut Vender" are typical. The package is arranged so that all of the five major Cuban ballroom dance forms are included—samba, cha cha, etc.

★★★ LOVE IN THE AFTERNOON
The Three Suns. RCA Victor LSP 1669 & LPM 1669

STEREO & MONAURAL

While recognizable as Three Suns instrumentation (guitar, accordion and organ), this package has an additional and richer sound. Added are two violins, cello, bass guitar and mandolin—making possible more intricate scoring. Material includes standards as "Let Me Call You Sweetheart," "The Very Thought of You," "I'm in the Mood for Love," etc. Excellent on stereo.

★★★ THE GOLDEN SONGS OF TIN PAN ALLEY
Kay Armen with Ralph Burns & Jack Pleis Orks. Decca DL 8835

With standards so consistently performed, it's a feat to get up a collection of songs with the charm of this package. Thrush Kay Armen sings them with love and distinction, including "When You Were Sweet Sixteen," "Lonesome and Sorry," "You Know You Belong to Somebody Else." Good adult pop fare.

POPULAR ★★

★★★ FOR LOVERS
Ray Hartley, His Piano & Ork. RCA Victor LSP 1870 & LPM 1870

STEREO & MONAURAL

A package of class ballads. Keyboard work has a poetic, tender quality, with lush background by the ork. "They Can't Take That Away From Me," "I Remember It Well," "Heart of Paris" are typical.

★★★ THE AMBASSADORS GET TOGETHER
Jubilee SDJLP 10887 JLP 1088

STEREO & MONAURAL

George Martin, pianist, and Vern Suter, organist, team up on a dozen standards for this set, most of which are played in sprightly, danceable tempo. Stereo adds some depth, but oddly enough, organ and piano seem localized in same speaker—with only the rhythmic brushes and drums coming thru on the other channel. Good quality of sound should bring a modicum of success for the set.

★★★ GLOW WITH THE MILLS BROTHERS
Decca DL 8827
The distinctive stylings of the vocal group

are manifest in "The Glow Worm," "Senior Prom," etc. Arrangements are mostly by Sy Oliver.

LOW-PRICE POPULAR ★★★★★

★★★★ CHA CHA
Fernando Juarez Ork. Waldorf Music Hall MHK S. D. 1401

STEREO ONLY

A solid, hip-swinging rhythmic package for the low-priced market. Juarez presents catchy instrumental treatments—in effective stereo and cha-cha tempo of such standards as "Cheek to Cheek," "Tea for Two," "Sweet and Gentle," "Humoresque," etc. Terrible wax.

LOW-PRICE POPULAR ★★★

★★★ EDDY ARNOLD
RCA Camden CAL 471

Arnold has a package of varied repertoire here. Some of the sides are in the country blues category; some are folksy in quality, and some are in the tradition of great musical Americana. Example of latter is "Wabash Cannonball." Others are "That's How Much I Love You," a new version of the tune which started Arnold on his hit career, and such pop flavored sides as "Singing the Blues."

LOW-PRICE POPULAR ★★

★★★ HONKY TONK PIANO
Puddin' Head Smith & His Ork. Waldorf Music Hall MHK S. D. 1403

STEREO ONLY

Like the title says, it's honky-tonk piano. Followers of the ricky-tick school of music won't be disappointed. For the general
(Continued on page 34)

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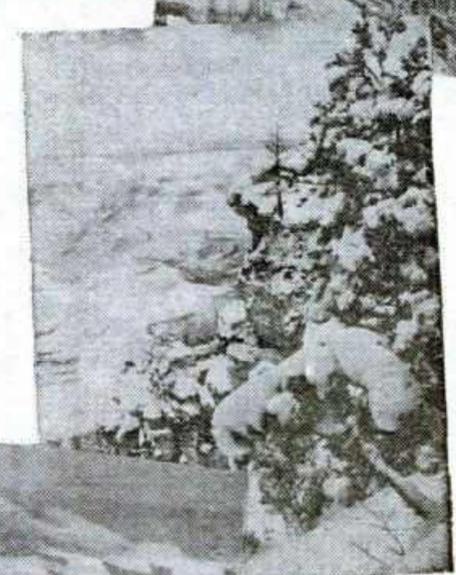
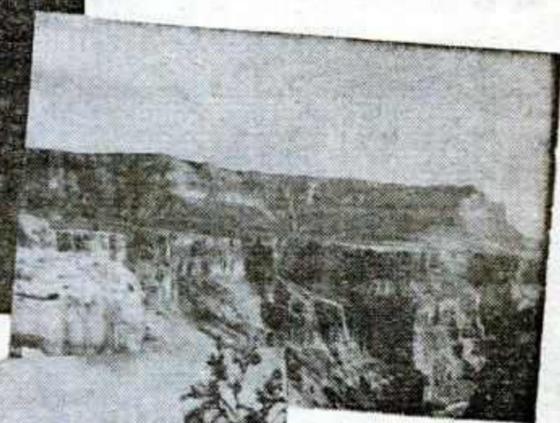
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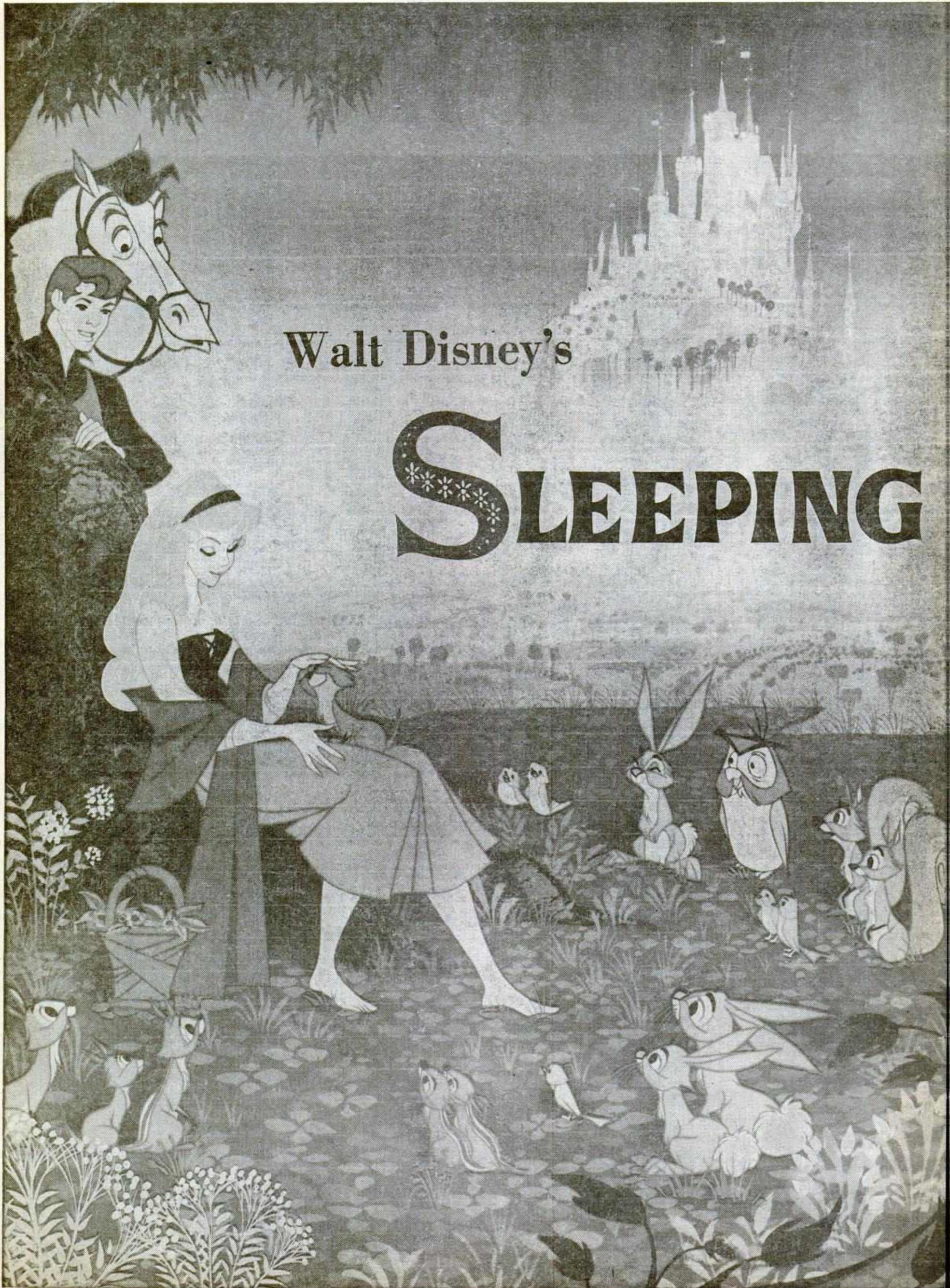
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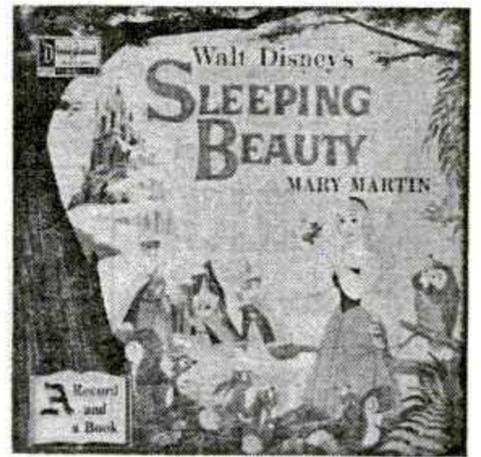
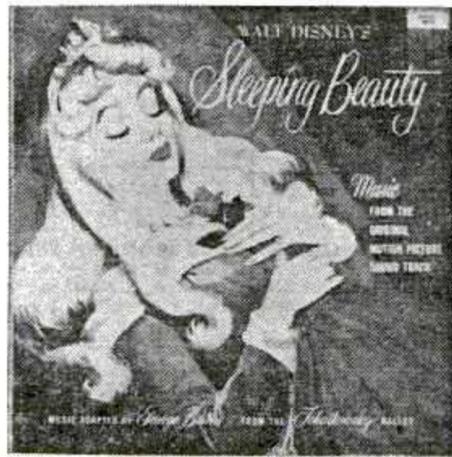
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TELEVISION: Mickey Mouse Club. Average daily audience: 17,000,000. Several 15-minute segments of the pic, and dozens of commercials featuring the music.

ZORRO. Average weekly audience: 33,000,000. Commercials with the music.

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hour-long show January 30th based entirely on Tchaikovsky and his music?)

MAGAZINES: McCall's and Life feature stories. Life double-track ad in full color.

NEWSPAPERS: Rave reviews on story-teller album from newspapers and magazines all over the country.

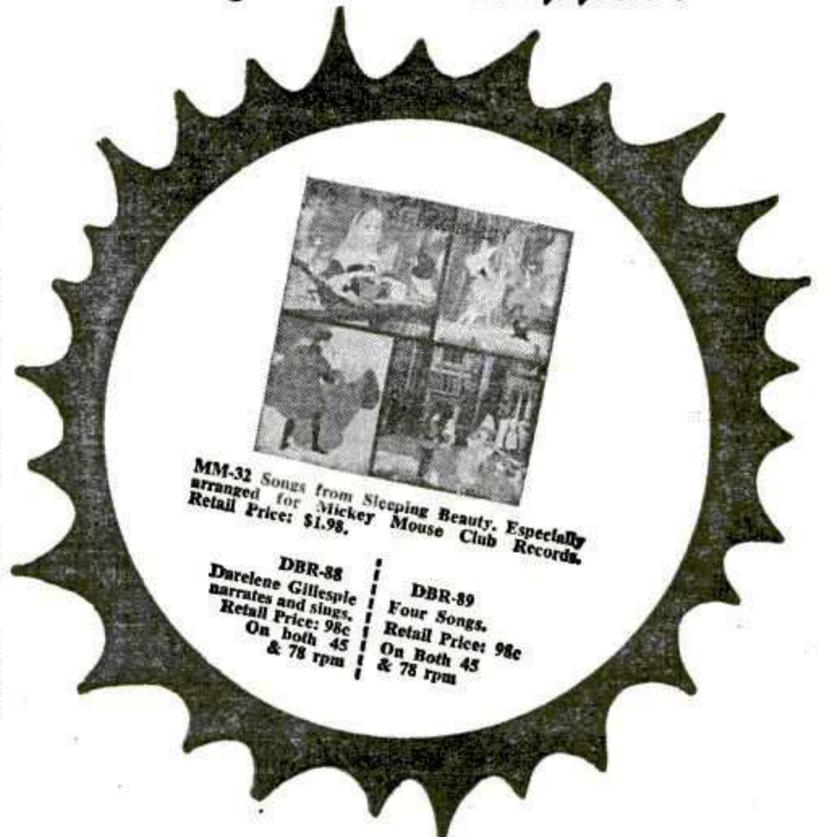
ART SHOW: The art of animation special exhibit for leading art galleries and museums is on exhibit all over the country. Music plays a major part in this exhibit.

PROMOTION: Procter & Gamble is planning a major promotion in March with over 100,000 grocery stores. Don't miss out. Tie in now!

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WALT DISNEY'S "SLEEPING BEAUTY," costing over \$6 million and taking over six years to make, is opening throughout February in key situations. The records are helping the picture . . . and the film will help boost the records to all-time sales figures for Disneyland Records.

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DBR-89
Four Songs. Retail Price: 98c On Both 45 & 78 rpm

DISNEYLAND RECORDS Burbank, Calif.

Reviews and Ratings of New Popular Albums

Continued from page 30

public, the disk can be recommended to live up a party and get things swingin' and singin'. The over-forty crowd will find it nostalgic while younger listeners will be amused.

FOLK ★★★

★★★ BERYOZKA DANCE ENSEMBLE IN RUSSIAN DANCES
Bruno BR 50075
This could be one of the better selling

items on this label, abetted by the Russian dance group's U. S. tour, now winding up. The album consists of the music to which the group's dances are performed, as played by the original instrumentalists. Like the dances, the music is mainly of a folk derivation, frequently wistful and contemplative, but occasionally spiced with that accelerating tempo that helps create a special excitement.

AN EVENING IN A GYPSY TABOR VOL. 3

★★★ HUNGARIAN GYPSY ORKS. OF BUDAPEST.
Bruno BR 50059
Bruno has turned out a good bit of high-class Hungarian type smaltz in this album of weeping, wailing gypsy melodies. The 16 songs are performed with verve by the ensemble which has a fair enough sound. Another in a continuing series of this material, and it can sell to its particular group of adherents.

AN EVENING WITH THE ZAPOROZHSKY COSSACKS VOL. 3

★★★ KIEV OPERA THEATRE PRODUCTION. Bruno BR 50072
This is the third volume in this series by the label and it is an exciting waxing featuring folk tunes, Ukrainian songs and excerpts from the opera "Bohdan Khmelnytsky," performed with vigor by the Zaporozhsky Cossacks. The sound is only fair, but the enthusiasm contained in the performances somewhat overcomes this deficiency.

FOLK ★★★

★★★ HUNGARY AND THEIR GYPSIES VOL. 5
Hungarian Gypsy Orks. of Budapest & George Boulanger Gypsy Ork. Bruno BR 50064
A package of folk melodies varying from exciting and fiery instrumentals to rather romantic vocal selections are presented by various soloists and ensembles. Limited appeal even in this general market.

INTERNATIONAL ★★★

★★★ BRING ON THE BOUZOUKEE!
Nina L. 62
Title of this one means little to all but devotees of popular Eastern Mediterranean music. The songs and dances of Greece are featured but the market for this disk takes in Turkish and other Near-Easterners. The twelve offerings in the album are laments or "torch songs." It's a good recording with an exotic-to American ears—sound. The market for this kind of thing has been growing.

LOW-PRICE BAND ★★★

★★★ FAVORITE MARCHES
The Norwegian Military Band (Nagel). RCA Camden CAS 474 & CAL 474

STEREO & MONAURAL

"Stars and Stripes Forever," "Hands Across the Sea" and other John Philip Sousa efforts get crisp, clean treatments by the Scandinavians. Disk also includes Norwegian, French, German and English marches. The group charms rather than blasts its way into the living room with superlative stereo sound for the money.

NOVELTY ★★★★★

★★★★ MUSICALLY MAD
Bernie Green with the Stereo Mad-Men. RCA Victor SLP 1929 & LPM 1929

STEREO & MONAURAL

Tie-up with "Mad Magazine" should help this album in the young market, since cover features the mag's mascot, Alfred E. Neuman. Contents spotlight some funny satirical bits by comedian Henry Morgan and Spike Jones-styled instrumental treatments. Should chalk up solid sales.

POLKA ★★★★★

★★★★ POLKA PARTY
Li'l Wally & His Polka Allstars Ork. Jay Jay LP 1012

Little Wally and crew sound like they had a ball in recording this happy-sounding effort. One of the tracks, "7 Days Without You Polka," had an English vocal. The others are merry, instrumental arrangements. In its field it should prove a danceable and fast-moving item. Other selections include "Tu-Lu-Lu Waltz," "Polonia Grove Oberck" and "Milk the Cow Polka."

POLKA ★★★

★★★ OLD COUNTRY POLISH FOLKAS
Li'l Wally. Jay Jay 1010

This, the eighth album on the label by Chicago's own Li'l Wally and his polka crew, is aimed strictly at the Polish polka market, where it should do very well. It contains a string of polkas plus waltzes and obercks, all performed with spirit. The vocals are in Polish.

RELIGIOUS ★★★★★

★★★★ PRAISE TO THE LORD
Choir of the Church of the Ascension (De Tar); Choir of the General Theological Seminary of New York (Brown). Columbia ML 8334

The two large choirs each occupy a side of the disk, and each perform a goodly number of well-known hymns of both Catholic and Protestant derivation. As well as being a collection of favorites for Holy hour listening, this stands out as a history of hymn forms with extensive annotation on the liner on the development of hymn forms. An interesting entry in the liturgical field which can be sold over a long period.

SACRED ★★★

★★★ PEACE IN THE VALLEY
The Rebels. Biletone BL 305

The Rebels, from Tampa, Fla., get considerable feeling into these sacred and gospel offerings. Songs by the five-man quartet include such favorites as "Peace in the Valley," "How Great Thou Art," and "I'm Bound for That City." This latest in a series by the group for Biletone should be greeted with relish by fans of the Rebels.

SPECIALTY ★★★★★

★★★★ MONSTER RALLY
Hans Conried, Alice Pearce with The Creatures. RCA Victor LSP 1923 & LPM 1923

STEREO & MONAURAL

A dozen amusing novelties, written around monster and outer space themes, are given droll performances by Hans Conried and Alice Pearce. Some numbers already have achieved some renown, such as "Purple People Eater," "The Thing," and "Take Us to Your President." Latter is the work of Joel Herron and Fred Hertz, who penned eight of the other numbers. The zany contents should have definite appeal to the younger set, and the weird creatures' pictures on the cover should help arouse interest.

SPECIALTY ★★★

★★★ RAVI SHANKAR
World Pacific WP 1248

A most unusual package that could create interest. Shankar plays the sitar, a plucked-string instrument, that somewhat resembles a souped zither in sound. He is accompanied on his selections, which are classical in outline, by two other musicians who perform on tamboura (also a string instrument) and tabla, small drums. The players create a wide range of sounds and dynamics on their four compositions. Appeal may be limited, but if exposed, the set can sell in specialized market.

★★★ THE NEW YORK TAXI DRIVER
Tony Schwartz. Columbia ML 5309

This is a novelty item featuring tapings, gathered over seven years, of New York cab drivers providing extemporaneous comments on life, love, women, policemen and dozens of other topics, while unaware that their remarks were being recorded. Tony Schwartz, who has done this sort of thing with children and with city noises, here provides a clear composite of the unique, flavorful Gotham hackle. Fascinating to those interested in the subject or seeking something different.

Reviews and Ratings of New Jazz Albums

JAZZ ★★★

★★★ SONGS FOR DISTINGUE LOVERS
Bible Holiday. Verve MG V 8257

Lady Day sings with feeling, taste and warmth on a group of fine standards—"A Foggy Day," "Day In Day Out," "Stars Fell on Alabama," etc. A strong package.

★★★ SONNY SIDE UP
Dizzy Gillespie, Sonny Stitt, Sonny Rollins. Verve MG V 8262

Sonny Stitt, Sonny Rollins and Dizzy Gillespie on one LP is an exciting idea and the album these three stars have made together is an exciting package. It swings, with Dizz Gillespie's trumpet providing for some balance between the driving tenor of Stitt and the freshness of Rollins. Tunes include "On the Sunny Side of the Street," "I Know That You Know" and "After Hours." This is fresh-sounding hard bop and it could appeal to many jazz buffs.

★★★ THIS IS TAL FARLOW
Verve MG V 8289

Tal Farlow, one of the most expressive of the current crop of jazz guitarists, gets a real chance to shine on this new waxing and he comes thru in good fashion. With the help of J. Cambeil on drums, B. Takas and Knobby Totah on bass and E. Costa on piano, he tastefully runs thru "The More I See You," "All the Things You Are," "Night and Day," and other fine standards. It's a listenable jazz package.

★★★ THIS IS RAY BROWN
Verve MG V 8290

Ray Brown, of the Oscar Peterson Trio, one of the top bassists on today's jazz scene, is the featured soloist on this attractive new jazz set. It is unusual to star a bassist on a jazz album, but the winning performances of Brown here and his fine tone should intrigue a lot of jazz fans if the set is exploited. Tunes include originals and standards with a new version of the jazzmen's favorite, "Indiana," plus "Take the A Train," and "The Nearness of You." J. Richardson on flute and Peterson on piano add much to the disk.

★★★ SATCHMO IN STYLE
Louis Armstrong with Gordon Jenkins Chorus & Ork. Decca DL 8840

An unusual combo of Jenkins ork and chorus and Louis (Satchmo) Armstrong. The former providing the faded "jazz entertainer" with a lush background for some

of Armstrong's best tunes. The inevitable warm and jolly qualities of the singer come thru in "Blueberry Hill," "The Boffenpoff Song," "Sleepy Time Down South" and "Bye Bye," a product of collaboration of the two artists. Good DJ programming, and attractive cover.

★★★ TURK MURPHY AT EASY STREET
Verve MG V 1015

Murphy's combo plays good basic New Orleans Dixie here just as he did at San Francisco's Easy Street Club for four months or so. Does not appear to be an actual live performance at the Club but the septet, with a lot of growling sound from Murphy on trombone with cohorts Larry Conger (cornet) and Bob Helm (clarinet) has a good live sound in its own right. Group is a good exponent of its idiom.

★★★ LET'S CALL IT SWING
Louis Bellson Ork. Verve MG V 8258

This is a good example of the modern school in a swinging mood. It's not far out in any sense. Rather it's a solidly driving, blowing session with basic arrangements by Ernie Wilkins. Major solo spots are taken by Charlie Shavers, trumpet, and Eddie Wasserman, tenor, with Bellson free-wheeling behind them that keeps all in a sort of jam session mood. At the beginning of side two, Bellson takes off on an extended session of skin pounding of his own. Happy combo jazz.

JAZZ ★★

★★ WINDY CITY PROFILE
The Eddie Lee Quintet. Georgan GR 2001

This is a collection of pop standards plus a couple of originals to which the Lee Quintet gives a listenable, albeit pop-styled jazz interpretation. Lee alternates on piano and vibes, with Allen Bonde sitting in on piano on several numbers. Well recorded readings can have some impact on the local Chicago area but lack of established names would be a handicap on the national level.

★★ HAVE VIOLIN, WILL SWING
Stuff Smith. Verve MG V 8282

The jazz violinist offers a varied program of swing-styled standards with rhythm accompaniment. Market is flooded with sets of stronger and wider appeal, but his fans should like.

Reviews and Ratings of New Classical Albums

CLASSICAL ★★★★★

★★★★ RICHARD STRAUSS: SUITE FROM "DER ROSENKAVALIER"; SUITE FROM "DIE FRAU OHNE SCHATTEN"
The Philadelphia Orch. (Ormandy). Columbia ML 5333

The ork with the loveliest sound in the world brings out the tender and sensuous strains of the Rosenkavalier to perfection. While gorgeousness is stressed at the expense of the heroic qualities, it's unquestionably one of the best available versions. No competition to speak of on "Frau Ohne Schatten." Fetching cover.

CLASSICAL ★★★

★★★ WALTZES
Daniel Ericourt, Piano. Kapp KC 9021 8

STEREO & MONAURAL

Brilliant performances of six noted waltzes, Ravel's "Valse Nobles and Sentimentales" and "La Plus Que Lente"; Liszt's "Mephisto" and "Soiree Soirees De Vienne"; Chopin's "Waltz in A Flat Major" and Debussy's "Danse De La Poupee." Ericourt's styling is jewel-like in its precision. Art on the cover is in keeping with the high quality of the wax.

LOW-PRICE CLASSICAL ★★★★★

★★★★ NUTCRACKER SUITE, A NIGHT ON BALD MOUNTAIN, THE SORCERER'S APPRENTICE
Radio Symphony Orch. of Hamburg (Walther). Waldorf Music Hall MHK S. D. 1407

STEREO ONLY

The three numbers performed here are among the most widely played in the classical repertory, and, because of their dramatic effects, are among the most impressive as an introduction to stereo. Altho there is heavy competition on all three, this grouping in one attractive package at a bargain price can attract buyers. The performances are enthusiastic and competent under the baton of Hans-Jergen Walther, who has conducted many albums released here, primarily on the M-G-M label.

LOW-PRICE CLASSICAL ★★★

★★★ BEETHOVEN FIFTH SYMPHONY
Hamburg Symphony Orch. (Schmidt). Rondo-lette SA 61

STEREO & MONAURAL

Phantom ork using the "Hamburg" alias is very fine, with good strings and brasses, altho their finish is not quite first rank. Herr Schmidt leads in a straightforward manner with no eccentricities of interpretation. Stereo sound lacks some of the clarity obtainable on other low-priced versions, but it's a good rack item.

Flick Stars' Rocky Road

Continued from page 1

Hunter, in noting the heavy influence of country music into the mainstream of pop music, attributed this to the honest and sincere nature of c.&w. music. He cited Webb Pierce and Sonny James among his favorites in this field. His next LP will probably include more of this material.

Hunter's answer to the alarming amount of one-shot artists is that too many are trying for a gimmick sound. He considers a sincere approach to music far more essential than a "sound." Apparently, his approach is correct. His latest platter, "Apple Blossom Time," in release only a short while, is already number 59 on the Billboard's Hot 100 chart.

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Henry Mancini from
the TV program starring
Craig Stevens



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HONOR ROLL OF HITS

TRADE MARK REG.

THE NATION'S TOP TUNES

 For survey week ending January 31

This Week	Last Week	Weeks on Chart	This Week	Last Week	Weeks on Chart
1. Smoke Gets in Your Eyes		1 11	6. All American Boy		6 4
By Harbach-Kearns—Published by Harms (ASCAP)			By Bill Parsons-Orville Lunsford—Published by Buckeye (ASCAP)		
BEST SELLING RECORD: Platters, Mercury 71383.			BEST SELLING RECORD: Bill Parsons, Fraternity 835.		
RECORDS AVAILABLE: Richard Barrett, MGM 12616; Harry Belafonte, Jubilee 5035; Earl Bostic, King 4570; Connee Boswell, Decca 25055; Carmen Cavallaro, Decca 24185; Dennis Day, Cap 1610; Jerry Gray, Decca 27450; Gordon Jenkins, Decca 27166; Guy Lombardo, Decca 23996; Tab Smith, Argo 5323; Fred Waring, Decca 23728.			7. Gotta Travel On		7 10
2. 16 Candles		3 7	By Paul Clayton—Published by Sanga (BMI)		
By Dicson-Khent—Published by January (BMI)			BEST SELLING RECORD: Billy Grammer, Monument 400;		
BEST SELLING RECORD: Crests, Coed 506.			RECORDS AVAILABLE: Harry Belafonte, Vic 7445; Bill Monroe & His Blue Grass Boys, Decca 30809.		
3. Stagger Lee		5 5	8. The Children's Marching Song		9 3
By Price-Logan—Published by Sheldon (BMI)			By Sharp-Arnold—Published by Miller (ASCAP)		
BEST SELLING RECORD: Lloyd Price, ABC-Paramount 9927.			BEST SELLING RECORDS: Mitch Miller, Col 41317; Cyril Stapleton, London 1851.		
4. Donna		2 8	RECORDS AVAILABLE: Ingrid Bergman Orphan Choir, 20th Fox 126; Lennon Sisters, Brunswick 55113; Norman Leyden Child's World Ork, Vic WBY-106.		
By Ritchie Valens—Published by Kemo (BMI)			9. Lonely Teardrops		8 9
BEST SELLING RECORD: Ritchie Valens, Del-Fi 4110.			By Barry Gordy Jr. & Tyran Carlo—Published by Pearl (BMI)		
5. My Happiness		4 8	BEST SELLING RECORD: Jackie Wilson, Brunswick 55105.		
By Peterson & Bergantine—Published by Happiness (ASCAP)			10. Goodbye Baby		11 6
BEST SELLING RECORD: Connie Francis, MGM 12738.			By Jack Scott—Published by Starfire (BMI)		
RECORDS AVAILABLE: Ella Fitzgerald, Decca 24446; Mulcays, GNP 131; Piccadilly Pipers, Cap 1628; Ron Roth Trio, Cardinal 1003; Jon Steele & Sondra, Coral 65516; Townsmen, Cardinal 1032.			BEST SELLING RECORD: Jack Scott, Carlton 493.		
Second Ten					
11. Manhattan Spiritual		12 7	16. Whole Lotta Loving		15 11
By Billy Naxted—Published by Zodiac (BMI)			By Domino & Bartholomew—Published by Marquis (BMI)		
BEST SELLING RECORD: Reg Owen Ork, Palette 5005.			BEST SELLING RECORD: Fats Domino, Imperial 5553.		
12. A Lover's Question		10 14	17. Peter Gunn Theme		23 3
By Brook Benton-Jimmy Williams—Published by Eden-Progressive (BMI)			By Henry Mancini—Published by Northridge (ASCAP)		
BEST SELLING RECORD: Clyde McPhatter, Atlantic 1199.			BEST SELLING RECORD: Ray Anthony, Cap 4041.		
13. I Cried a Tear		21 3	RECORDS AVAILABLE: George Kelly, Winley 237; Henry Mancini Ork, Vic 7460.		
By Al Julia—Published by Progressive (BMI)			18. Tall Paul		22 2
BEST SELLING RECORD: LaVern Baker, Atlantic 2007.			By Bob Roberts-Bob Sherman-Dick Sherman—Published by Music World-Wonderland (BMI)		
14. (All of a Sudden) My Heart Sings		19 4	BEST SELLING RECORD: Annette, Disneyland 118.		
By Rome-Jambian-Herpin—Published by Leeds (ASCAP)			RECORD AVAILABLE: Judy Harris, Surf 5023.		
BEST SELLING RECORD: Paul Anka, ABC-Paramount 9987.			19. The Diary		20 6
RECORDS AVAILABLE: Karen Chandler, Decca 30381; Kathryn Grayson, M-G-M 30073; Roy Hamilton, Epic 9332; Guy Lombardo, Decca 27504; Fred Waring, Decca 24501.			By Nell Sedaka-Howard Greenfield—Published by Aldon (BMI)		
15. Hawaiian Wedding Song		14 4	BEST SELLING RECORD: Nell Sedaka, Vic 7408.		
By Charles E. King-A. Hoffman-D. Manning—Published by Pickwick (ASCAP)			20. Little Space Girl		24 2
BEST SELLING RECORD: Andy Williams, Cadence 1358.			By Jesse Lee Turner—Published by Longhorn (BMI)		
RECORD AVAILABLE: Mary Kay Trio, Warner Bros., 5015.			BEST SELLING RECORD: Jesse Lee Turner, Caritone 496.		
Third Ten					
21. May You Always		18 4	26. Lonesome Town		25 16
By Larry Markes-Dick Charles—Published by Hecht-Lancaster & Buzzell (ASCAP)			By B. Knight—Published by Erie (BMI)		
RECORD AVAILABLE: McGuire Sisters, Coral 62059.			RECORD AVAILABLE: Ricky Nelson, Imperial 5545.		
22. Petite Fleur		- 1	27. Chipmunk Song		13 9
By Sidney Bechet—Published by Hill & Range (BMI)			By Ross Bagdasarian—Published by Monarch (ASCAP)		
RECORDS AVAILABLE: Chris Barber's Jazz Band, Laurie 3022; Sidney Bechet, Brunswick 55114; Bob Crosby, Dot 15890; Joe Darensbourg Quintet, Lark 4510; Wilbur De Paris, Atco 2011; Lloyd Glenn, Aladdin 3446; Gene Krupa Quartet, Verve 10162; Bob Wilber Jazz Band, Cub 9021.			RECORD AVAILABLE: David Seville, Liberty 55168.		
23. With the Wind and the Rain in Your Hair		- 1	28. Lucky Ladybug		- 4
By Jack Lawrence-Clara Edwards—Published by Paramount (ASCAP)			By Frank C. Slay Jr. & Bob Crews—Published by Conley (BMI)		
RECORD AVAILABLE: Pat Boone, Dot 15888.			RECORD AVAILABLE: Billy and Lillie, Swan 4020.		
24. Lonely One		- 1	29. Love You Most of All		- 3
By L. Hazlewood & Duane Eddy—Published by Gregmark (BMI)			By B. Campbell—Published by Hermosa (BMI)		
RECORD AVAILABLE: Duane Eddy, Jamie 1117.			RECORD AVAILABLE: Sam Cooke, Keen 2008.		
25. Nobody But You		17 4	30. Charlie Brown		- 1
By Dee Clark—Published by Gladstone (ASCAP)			By Leiber-Stoller—Published by Tiger (BMI)		
RECORDS AVAILABLE: Dee Clark, Abner 1019; Luther Dixon, Chess 1682; Jimmy Simms, Lamp 2017; Mamie Van Doren, Dot 15883.			RECORD AVAILABLE: Coasters, Atco 6132.		

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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.

Dot's PARADE of BEST SELLERS

DOT BEST SELLERS

- 15888 WITH THE WIND & THE RAIN IN YOUR HAIR—GOOD ROCKIN' TONIGHT—Pat Boone
 15900 TRADE WINDS—HAWAIIAN WAR CHANT—Billy Vaughn
 15890 PETITE FLEUR—Bob Crosby
 15891 ST. LOUIS BLUES—IDA, SWEET AS APPLE CIDER—Steve Allen
 15880 CITY LIGHTS—STOLEN MOMENTS—Ivory Joe Hunter
 15897 IT ISN'T FAIR—I'M CRYING JUST FOR YOU—Don Cornell
 15893 RED ROSES FOR A BLUE LADY—LITTLE ROSEY RED—Nick Todd
 15894 BABY MOON—SOLITUDE—Bonnie Guitar
 15896 ST. LOUIS BLUES MARCH—HOT TODDY—The Clark Sisters
 15884 THE ABA DABA HONEYMOON—LOVE IS A THING—Debbie Reynolds

NEW RELEASES

- 15899 STROLLIN' BLUES—YOU CAN'T STOP ME FROM DREAMING—Robin Luke
 15901 OPEN THE DOOR, RICHARD—PARTS I & II—Red Blanchard
 15902 SAN FRANCISCO BEAT—OLEO THE BUTTERFLY—Don Reed
 15903 DU BIST MEINE LIEBE—THE BELLS OF HEIDELBERG—The Wizards
 15904 HIS EYE IS ON THE SPARROW—MY HOME TOWN—The Sunshine Boys

BEST SELLING LP'S

- | | |
|--|--|
| DLP-3156 BILLY VAUGHN PLAYS | DLP-3118 STAR DUST—Pat Boone |
| DLP-3071 PAT'S GREAT HITS—Pat Boone | DLP-3140 LA PALOMA—Billy Vaughn |
| DLP-3150 AROUND THE WORLD—Steve Allen | DLP-3157 THE MILLS BROTHERS' GREAT HITS |
| DLP-3151 WHISPERING HOPE—Bonnie Guitar | DLP-3121 YES INDEED!—Pat Boone |
| DLP-3131 DIXIELAND BLUES—Johnny Maddox | DLP-3110 ORGAN HUES IN HI-FI—Al Bollington |
| DLP-3104 SING SING SING!—The Clark Sisters | DLP-3103 MMMM . . . THE MILLS BROTHERS! |
| DLP-3001 SWEET MUSIC AND MEMORIES—Billy Vaughn | DLP-3064 MELODIES IN GOLD—Billy Vaughn |
| DLP-3068 HYMNS WE LOVE—Pat Boone | DLP-3077 PAT BOONE SINGS IRVING BERLIN |
| DLP-3119 BILLY VAUGHN PLAYS THE MILLION SELLERS | |
| DLP-3100 SAIL ALONG SILV'RY MOON—Billy Vaughn | |
| DLP-3136 SOUTH PACIFIC BLOWS WARM—Bob Crosby | |
| DLP-3122 JOHNNY MADDOX PLAYS THE MILLION SELLERS | |
| DLP-3086 MUSIC FOR THE GOLDEN HOURS—Billy Vaughn | |

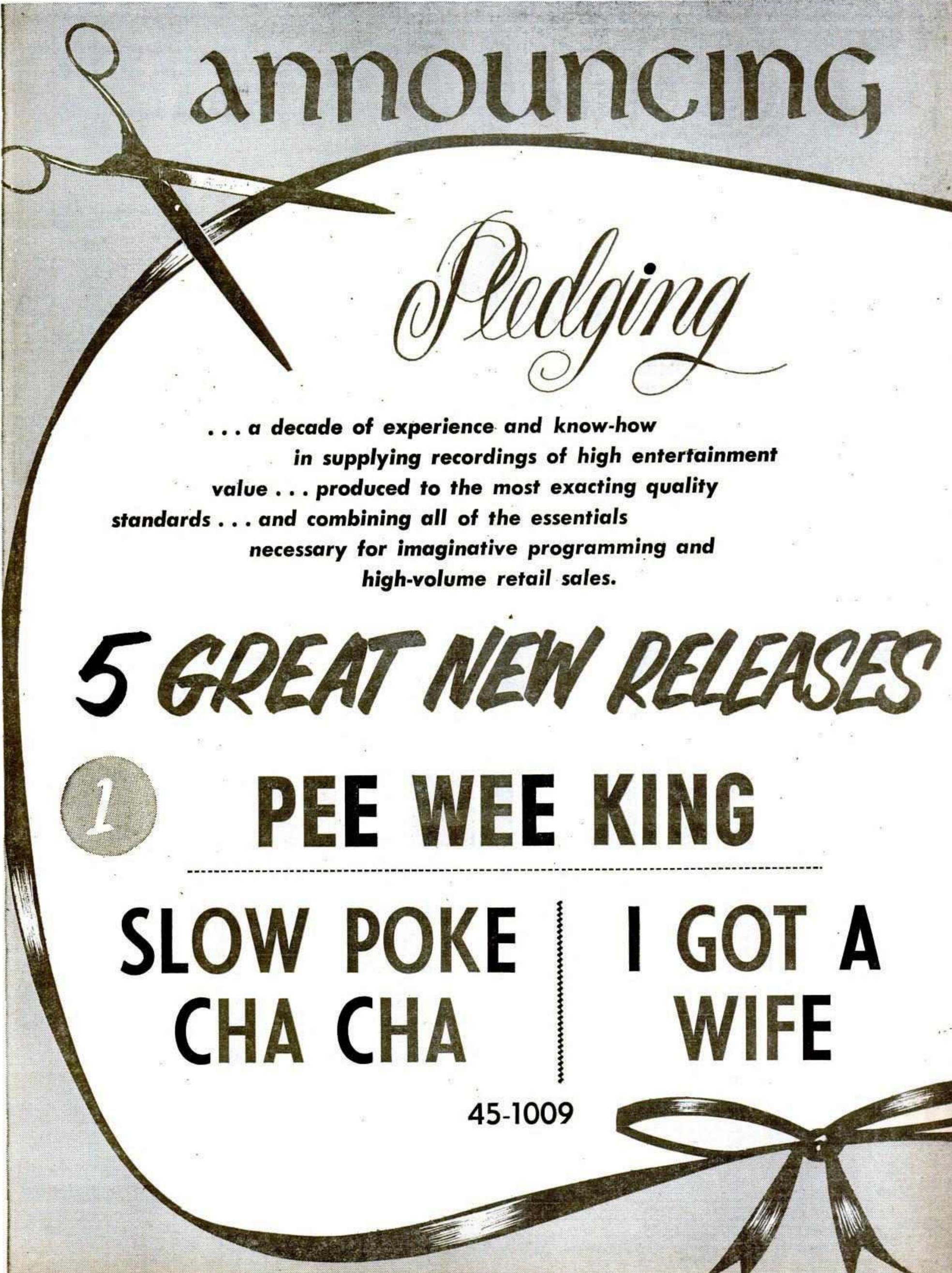
BEST SELLING and NEW STEREOGRAPHIC LP'S

- | | |
|--|---|
| DLP-25016 THE GOLDEN INSTRUMENTALS—Billy Vaughn | DLP-25118 STAR DUST—Pat Boone |
| DLP-25057 LURE OF THE ISLANDS—Hal Aloma | DLP-25119 BILLY VAUGHN PLAYS THE MILLION SELLERS |
| DLP-25064 MELODIES IN GOLD—Billy Vaughn | DLP-25121 YES INDEED!—Pat Boone |
| DLP-25068 HYMNS WE LOVE—Pat Boone | DLP-25122 JOHNNY MADDOX PLAYS THE MILLION SELLERS |
| DLP-25077 PAT BOONE SINGS IRVING BERLIN | DLP-25126 WINDJAMMER CITY STYLE—Red Norvo |
| DLP-25086 MUSIC FOR THE GOLDEN HOURS—Billy Vaughn | DLP-25140 LA PALOMA—Billy Vaughn |
| DLP-25096 SON OF WORD JAZZ—Ken Nordine & Fred Katz Group | DLP-25143 JACK KANE SALUTES THE COMICS |
| DLP-25097 LOVE SCENE—Elmer Bernstein | DLP-25149 POLKA DOT PARTY—Herb Shriner |
| DLP-25100 SAIL ALONG SILV'RY MOON—Billy Vaughn | DLP-25150 AROUND THE WORLD—Steve Allen |
| DLP-25103 MMMM . . . The Mills Brothers | DLP-25151 WHISPERING HOPE—Bonnie Guitar |
| DLP-25108 RAGTIME PIANO 1917-'18—Johnny Maddox | DLP-25156 BILLY VAUGHN PLAYS |
| DLP-25109 HIGH UPON A MOUNTAIN—Eddie Albert | DLP-25157 THE MILLS BROTHERS' GREAT HITS |
| DLP-25110 ORGAN HUES IN HI-FI—Al Bollington | DLP-29006 CROSS COUNTRY SUITE—Buddy DeFranco |
| DLP-25113 MARGARET—Margaret Whiting | DLP-29009 THE NINA, THE PINTA AND THE SANTA MARIA |
| DLP-25115 LOVE WORDS—Ken Nordine | —Eddie Albert, Joanne Gilbert |

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CHA CHA**

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WIFE**

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and The Boogie Kings

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ON FOREVER**

BAYOU BEAT

45-1008

3 JERICHO JONES *and his
Lazy Cajuns*

**SAVE YOUR LOVIN'
FOR SIS**

**BLUES KNOCKED
ON MY DOOR**

45-1007

4 GEORGE CAMPBELL
and Orchestra

**HAPPY PEOPLE
OF MONTERREY**

LIEBEN

45-1002

5 LEE BONDS

ONE MORE TIME

**THAT'S THE
FEELING**

45-1003

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The Billboard

HOT 100

FOR THE WEEK
ENDING
FEBRUARY 15

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
9	5	5	1	STAGGER LEE	Lloyd Price, ABC-Paramount 9972	10
5	4	4	2	16 CANDLES	Crests, Coed 506	12
4	3	3	3	DONNA	Richie Valens, Del-Fi 4110	12
1	1	1	4	SMOKE GETS IN YOUR EYES	Platters, Mercury 71383	13
17	12	2	5	ALL AMERICAN BOY	Bill Parsons, Fraternity 835	8
2	2	6	6	MY HAPPINESS	Connie Francis, M-G-M 12738	10
12	8	8	7	LONELY TEARDROPS	Jackie Wilson, Brunswick 55105	12
7	6	7	8	GOTTA TRAVEL ON	Billy Grammer, Monument 400	12
15	9	10	9	GOODBYE BABY	Jack Scott, Carlton 493	9
16	13	11	10	MANHATTAN SPIRITUAL	Reg Owen Ork, Palette 5005	10
6	7	9	11	A LOVER'S QUESTION	Clyde McPhatter, Atlantic 1199	17
35	27	19	12	I CRIED A TEAR	LaVern Baker, Atlantic 2007	10
40	30	20	13	THE CHILDREN'S MARCHING SONG	Cyril Stapleton, London 1851	5
30	23	16	14	HAWAIIAN WEDDING SONG	Andy Williams, Cadence 1358	7
24	20	15	15	(ALL OF A SUDDEN) MY HEART SINGS	Paul Anka, ABC-Paramount 9987	8
54	35	29	16	★ THE CHILDREN'S MARCHING SONG	Mitch Miller, Columbia 41317	5
34	22	18	17	PETER GUNN THEME	Ray Anthony, Capitol 4041	6
43	41	13	18	TALL PAUL	Annette, Disneyland 118	6
21	19	14	19	THE DIARY	Nell Sedaka, RCA Victor 7408	10
46	36	26	20	LITTLE SPACE GIRL	Jesse Lee Turner, Carlton 496	6
50	34	31	21	★ WITH THE WIND AND THE RAIN IN YOUR HAIR	Pat Boone, Dot 15888	5
68	50	35	22	★ PETITE FLEUR	Chris Barber's Jazz Band, Laurie 3022	5
27	11	17	23	MAY YOU ALWAYS	McGuire Sisters, Coral 62059	6
25	14	25	24	LUCKY LADYBUG	Billy and Lillie, Swan 4020	8
8	10	12	25	WHOLE LOTTA LOVING	Fats Domino, Imperial 5553	13
89	62	34	26	THE LONELY ONE	Duane Eddy, Jamie 1117	4
26	28	21	27	NOBODY BUT YOU	Dee Clark, Abner 1019	11
3	15	23	28	THE CHIPMUNK SONG	David Seville and the Chipmunks, Liberty 55168	10
—	—	69	29	★ CHARLIE BROWN	Coasters, Atco 6132	2
33	33	22	30	LA BAMBA	Richie Valens, Del-Fi 4110	7

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
56	45	38	31	I'M A MAN	Fabian, Chancellor 1029	5
10	18	24	32	TO KNOW HIM IS TO LOVE HIM	Teddy Bears, Dore 503	21
71	49	39	33	DON'T TAKE YOUR GUNS TO TOWN	Johnny Cash, Columbia 41313	4
—	84	45	34	★ I GOT A WIFE	Mark IV, Mercury 71403	3
13	17	28	35	ONE NIGHT	Elvis Presley, RCA Victor 7410	14
—	88	67	36	★ I'VE HAD IT	Bell Notes, Time 1004	4
14	16	30	37	LONESOME TOWN	Ricky Nelson, Imperial 5545	17
—	92	73	38	★ IT'S JUST A MATTER OF TIME	Brook Benton, Mercury 71394	3
37	37	40	39	RED RIVER ROSE	Ames Brothers, RCA Victor 7413	7
—	89	52	40	★ SHE SAY (OOM DOOBY DOOM)	The Diamonds, Mercury 71404	3
31	32	41	41	LOVE YOU MOST OF ALL	Sam Cooke, Keen 2008	13
45	39	42	42	TEASIN'	Quaker City Boys, Swan 4023	8
19	25	27	43	BIMBOMBAY	Jimmie Rodgers, Roulette 4116	14
64	58	53	44	PRETTY GIRLS EVERYWHERE	Eugene Church, Class 235	7
69	57	56	45	★ IT'S ONLY THE BEGINNING	The Kalia Twins, Decca 30807	5
53	47	49	46	DON'T PITY ME	Dion and the Belmonts, Laurie 3021	8
—	100	74	47	★ TRAGEDY	Thomas Wayne, Ferawood 109	13
62	53	43	48	TRUST IN ME	Patil Page, Mercury 71400	5
80	79	57	49	GOOD ROCKIN' TONIGHT	Pat Boone, Dot 15888	5
61	55	50	50	TRY ME	James Brown, Federal 12337	9
49	48	44	51	LET'S LOVE	Johnny Mathis, Columbia 41304	6
97	87	62	52	★ THERE MUST BE A WAY	Joni James, M-G-M 12746	4
18	24	33	53	TOM DOOLEY	Kingston Trio, Capitol 4049	20
86	61	54	54	LOVERS NEVER SAY GOODBYE	Flamingos, End 1035	4
52	43	37	55	BLUE HAWAII	Billy Vaughn, Dot 15879	7
—	97	72	56	★ PLAIN JANE	Bobby Darin, Atco 6133	3
78	73	63	57	GAZACHSTAHAGEN	Wild Cats, United Artists 154	6
11	21	32	58	PROBLEMS	Everly Brothers, Cadence 1355	14
—	—	76	59	★ APPLE BLOSSOM TIME	Tab Hunter, Warner Bros. 5032	2
—	99	91	60	★ THE STORY OF MY LOVE	Conway Twitty, M-G-M 12748	3

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.

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.

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	★ STAR PERFORMER THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
—	—	95	61	★	NOLA	Billy Williams, Coral 62069	3
39	38	47	62		ROCK-A-CONGA	Applejacks, Cameo 155	8
100	90	81	63	★	WHO CARES	Don Gibson, RCA Victor 7437	4
—	82	79	64	★	FIRST ANNIVERSARY	Cathy Carr, Roulette 4125	3
24	26	36	65		THE LITTLE DRUMMER BOY	Harry Simeone Chorale, 20th Fox 121	8
22	31	46	66		I GOT STUNG	Elvis Presley, RCA Victor 7410	14
44	70	66	67		THE WEDDING	June Valli, Mercury 71382	12
65	52	60	68		THE GIRL ON PAGE 44	The Four Lads, Columbia 41310	6
—	94	71	69		ALRIGHT, OKAY, YOU WIN	Peggy Lee, Capitol 4115	3
94	93	84	70		MATILDA	Cookie and His Cupcakes, Judd 1002	4
28	44	55	71		PEEK-A-BOO	Cadillacs, Josie 846	10
—	98	94	72	★	RAWHIDE	Link Wray, Epic 9300	3
84	76	70	73		RASPBERRIES, STRAWBERRIES	Kingston Trio, Capitol 4114	5
—	96	83	74		EVENING RAIN	Earl Grant, Decca 30819	3
—	64	58	75		AMBROSE (PART 5)	Linda Laurie, Glory 290	3
42	46	59	76		LOVE IS ALL WE NEED	Tommy Edwards, M-G-M 12722	16
—	95	86	77		WICKED RUBY	Danny Zella, Fox 10057	3
20	29	48	78		BEEP BEEP	Playmates, Roulette 4115	15
41	51	51	79		C'MON EVERYBODY	Eddie Cochran, Liberty 55166	12
—	72	65	80		THE SHAG	Billy Graves, Monument 401	3
—	—	85	81		MY MAN	Peggy Lee, Capitol 4115	2
—	—	96	82		GIVE ME YOUR LOVE	Nat King Cole, Capitol 4125	2
47	59	68	83		POOR BOY	Royal Tones, Jubilee 5338	17
95	80	80	84		HERE I STAND	Wade Flemmons, Vee Jay 295	5
—	—	100	85	★	MADRID	Nat King Cole, Capitol 4125	2
—	—	97	86		TEARDROPS WILL FALL	Dicky Doo and the Don'ts, Swan 4025	2
72	69	87	87		THE WORRYIN' KIND	Tommy Sands, Capitol 4082	6
—	—	—	88	★	NOLA	Morgan Brothers, M-G-M 12747	1
—	—	—	89	★	SEA CRUISE	Frankie Ford, Ace 554	1
—	—	99	90		THE HANGING TREE	Marty Robbins, Columbia 41325	2

POP

THE STORY OF MY LOVE Conway Twitty
(Marielle, BMI) Make Me Know You're Mine (Ross-Jungnickel, ASCAP) M-G-M 12748

WHO CARES Don Gibson
(Acuff-Rose, BMI) A Stranger to Me (Acuff-Rose, BMI) RCA Victor 7437

NOLA ~~Billy Williams~~
(Fox, ASCAP) Tied to the Strings of Your Heart (Drake, BMI) Coral 62069

The above are previous Billboard Spotlight picks

FIRST ANNIVERSARY Cathy Carr
(Planetary, ASCAP) With Love (Favorite, ASCAP) Roulette 4125

RAWHIDE Link Wray
(Andval, BMI) Dixie-Doodle (Andval, BMI) Epic 9300

C&W

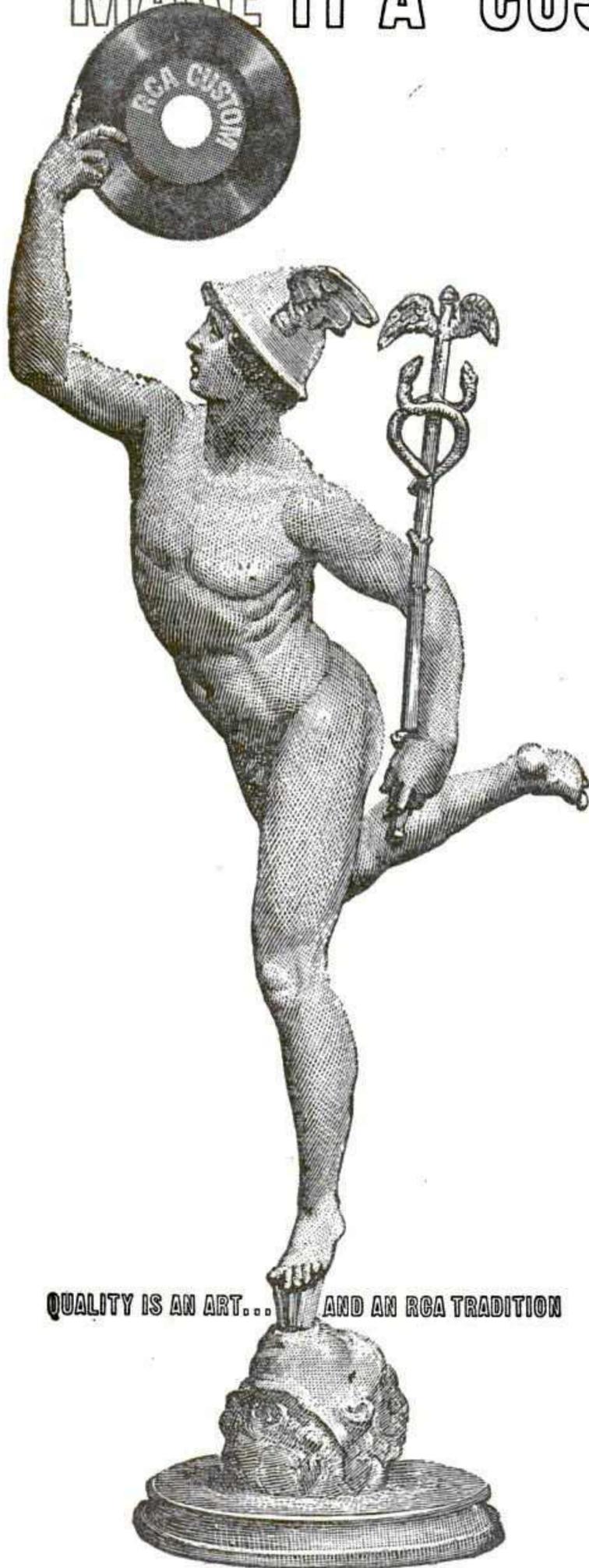
NO SELECTIONS THIS WEEK

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
38	42	61	91		I'LL WAIT FOR YOU	Frankie Avalon, Chancellor 1026	16
60	60	75	92		YOU ARE BEAUTIFUL	Johnny Mathis, Columbia 41304	5
29	40	64	93		QUEEN OF THE HOP	Bobby Darin, Atco 6127	19
—	—	—	94		JUPITER-C	Pat and the Satellite, Atco 6131	1
—	—	—	95		THE RIGHT TIME	Ray Charles, Atlantic 1010	1
—	—	—	96		BLAH, BLAH, BLAH	Nicola Paone, ABC-Paramount 9993	1
—	—	—	97		MIDNIGHT OIL	Charlie Blackwell, Warner Bros. 5031	1
—	—	—	98		ARE YOU LONESOME TONIGHT	Jaye P. Morgan, M-G-M 12757	1
—	—	—	99		VENUS	Frankie Avalon, Chancellor 1031	1
—	—	—	100		MOONLIGHT SERENADE	The Rivas, Coed 508	1

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• 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	Chart	Weeks on Chart
1. SMOKE GETS IN YOUR EYES (Harms).....	1	7	7
2. MY HAPPINESS (Happiness).....	2	8	8
3. HAWAIIAN WEDDING SONG (Pickwick).....	4	4	4
4. CHILDREN'S MARCHING SONG (Miller).....	3	4	4
5. GOTTA TRAVEL ON (Sanga).....	8	4	4
6. MAY YOU ALWAYS (Hecht), Lancaster & Buzzell..	5	3	3
7. LONESOME TOWN (Eric).....	7	13	13
8. 16 CANDLES (January).....	9	4	4
9. TOM DOOLEY (Beechwood).....	6	15	15
10. YOU ARE BEAUTIFUL (Williamson).....	14	4	4
11. THERE MUST BE A WAY (Valando).....	-	1	1
12. NOLA (Fox)	-	1	1
13. WITH THE WIND AND THE RAIN IN YOUR HAIR (Paramount).....	15	2	2
14. TEASIN' (Kellem).....	-	1	1
15. THE DAY THE RAINS CAME (Garland).....	12	18	18

• Best Selling Sheet Music in Britain

(For week ending January 31)

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

As I Love You—Macmelodies (Northern)	Tom Dooley—Essex (Ludlow)
The World Outside—Keith Prowse (Chappell)	More Than Ever—Sterling (Ampro)
Kiss Me, Honey Honey—Lakeview (Leeds)	Trudie—Henderson (Kassner)
The Day the Rains Came—John-Fields (Garland)	You Always Hurt the One You Love—Pickwick (Pickwick)
To Know Him Is to Love Him—Bourne (Warman)	Hoots Mon—Southern (Southern)
It's Only Make Believe—Francis Day (Marielle)	It's All in the Game—Blossom (Remick)
A Certain Smile—Robbins (Robbins)	Tea for Two Cha Cha—Chappell (Harms)
Mandolins in the Moonlight—Bron (Roncom)	My Ukulele—Lakeview (Mills)
Someday—Duchess (Leeds)	A Pub With No Beer—Good Music
	I Got Stung—Hill & Range (Gladys)
	Love Makes the World Go Round—Chappell (Winneton)

• Best Selling Pop Records in Britain

(For week ending January 31)

Printed thru the courtesy of the "New Musical Express," Britain's Foremost Musical Publication.

This Week	Last Week
1. I GOT STUNG/ONE NIGHT—Evlis Presley (RCA).....	1
2. TO KNOW HIM IS TO LOVE HIM—Teddy Bears (London).....	2
3. KISS ME, HONEY HONEY, KISS ME—Shirley Bassey (Philips).....	3
4. BABY FACE—Little Richard (London).....	5
5. AS I LOVE YOU—Shirley Bassey (Philips).....	7
6. THE DAY THE RAINS CAME—Jane Morgan (London).....	3
7. SMOKE GETS IN YOUR EYES—Platters (Mercury).....	10
8. PROBLEMS—Everly Brothers (London).....	10
9. IT'S ONLY MAKE BELIEVE—Conway Twitty (MGM).....	6
10. TEA FOR TWO CHA CHA—Tommy Dorsey Orchestra (Brunswick).....	8
11. DOES YOUR CHEWING GUM LOSE ITS FLAVOUR?—Lonnie Donegan (Pye-Nixa)	11
12. TOM DOOLEY—Lonnie Donegan (Pye-Nixa).....	9
13. HOOTS MON—Lord Rockingham's XI (Decca).....	12
14. MY HEART SINGS—Paul Anka (Columbia).....	20
15. CHANTILLY LACE—Big Bopper (Mercury).....	14
16. TOM DOOLEY—Kingston Trio (Capitol).....	13
17. THE WORLD OUTSIDE—Ronnie Hilton (HMV).....	—
18. I'LL REMEMBER TONIGHT—Pat Boone (London).....	—
19. HIGH SCHOOL CONFIDENTIAL—Jerry Lee Lewis (London).....	—
20. APPLE BLOSSOM TIME—Rosemary June (Pye-Int.).....	—

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"CONVICTED"

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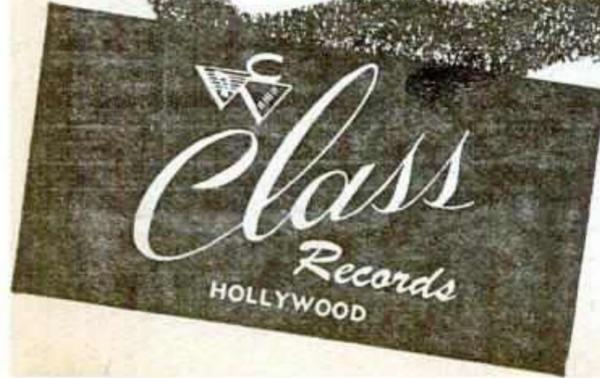
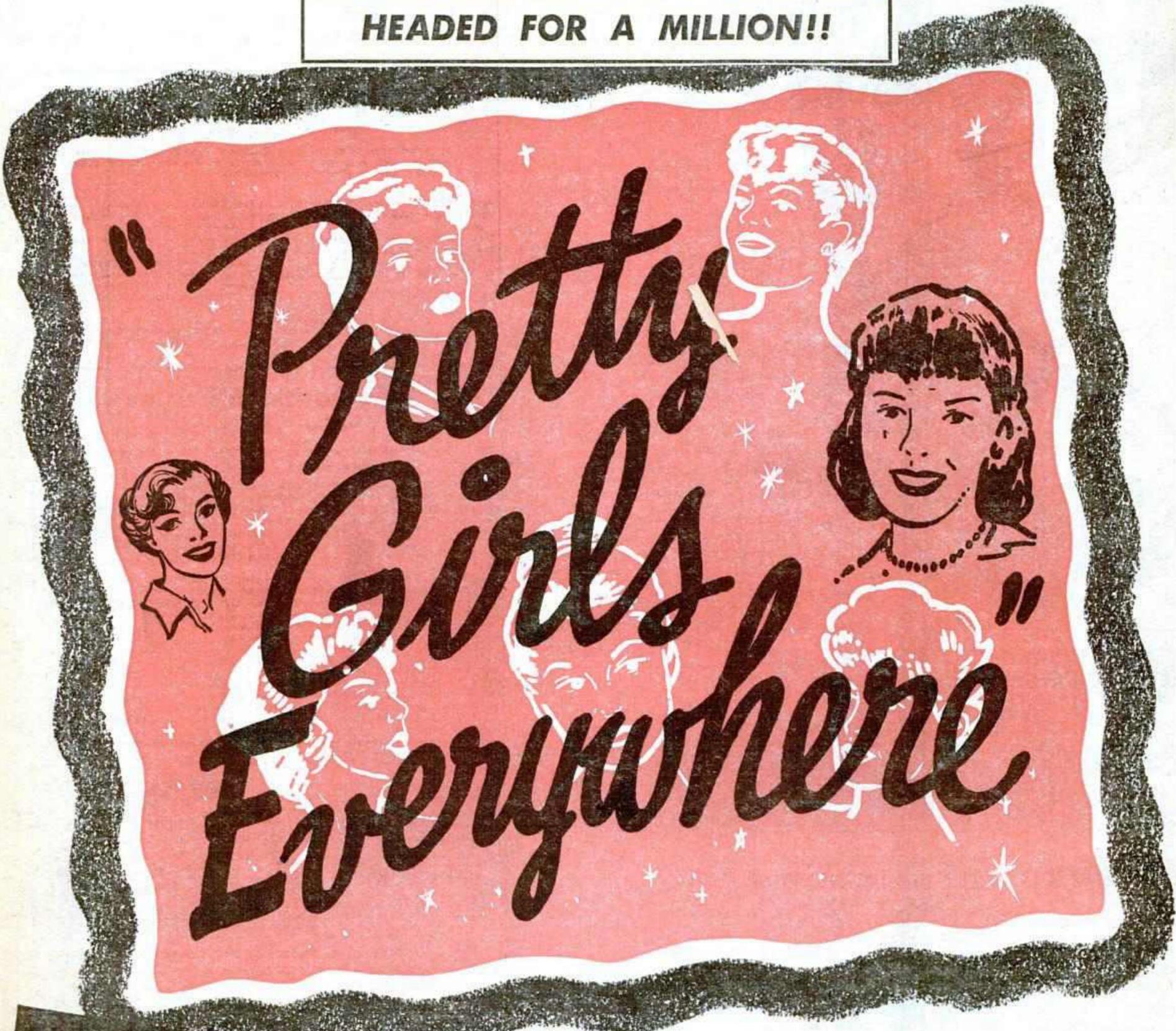
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The **Billboard**
HOT R & B SIDES

FOR WEEK ENDING FEBRUARY 15

THREE WEEKS AGO	TWO WEEKS AGO	ONE WEEK AGO	THIS WEEK	TITLE	Artist, Company, Record Number	WEEKS ON CHART
2	2	2	1	STAGGER LEE	Lloyd Price, ABC-Paramount 9927	9
1	1	3	2	LONELY TEARDROPS	Jackie Wilson, Brunswick, 85105	13
6	3	1	3	TRY ME	James Brown, Federal 12337	14
9	7	4	4	16 CANDLES	Crests, Coed 506	5
14	10	8	5	I CRIED A TEAR	LaVern Baker, Atlantic 2007	8
5	6	5	6	SMOKE GETS IN YOUR EYES	Platters, Mercury 71353	9
4	4	6	7	NOBODY BUT YOU	Dee Clark, Abner 1019	13
8	9	9	8	THE RIGHT TIME	Ray Charles, Atlantic 2010	6
3	5	7	9	A LOVER'S QUESTION	Clyde McPhatter, Atlantic 1199	17
11	12	12	10	PRETTY GIRLS EVERYWHERE	Eugene Church, Class 238	8
—	—	—	11	IT'S JUST A MATTER OF TIME	Brook Benton, Mercury 71394	1
—	—	19	12	DONNA	Richie Valens, Del-Fi 4110	2
—	14	11	13	MY HAPPINESS	Connie Francis, M-G-M 12738	5
29	16	15	14	GOTTA TRAVEL ON	Billy Grammer, Monument 400	8
13	17	17	15	LOVE YOU MOST OF ALL	Sam Cooke, Keen 32006	17
7	8	10	16	WHOLE LOTTA LOVING	Fats Domino, Imperial 5553	11
12	19	14	17	ONE NIGHT	Elvis Presley, RCA Victor 7410	13
—	—	—	18	ALL AMERICAN BOY	Bill Parsons, Fraternity 835	1
16	13	13	19	SWEET HOME CHICAGO	Little Jr. Parker, Duke 301	9
—	—	21	20	PEEK-A-BOO	Cadillacs, Josie 846	2
10	11	18	21	CHIPMUNK SONG	David Seville, Liberty 55168	9
—	—	22	22	THE TIME	Baby Washington, Neptune 1018	3
—	—	23	23	KEY TO THE HIGHWAY	Little Walter, Checker 904	14
30	29	—	24	PLEASE ACCEPT MY LOVE	B. B. King, Kent 315	12
17	21	20	25	TO KNOW HIM IS TO LOVE HIM	Teddy Bears, Dore 503	13
—	20	16	26	WIGGLE, WIGGLE	Accents, Brunswick 55100	3
—	—	—	27	HURTIN' INSIDE	Brook Benton, Mercury 71394	1
—	—	25	28	FUNNY	Jesse Belvin, RCA Victor 7387	2
19	26	—	29	HERE I STAND	Wade Flemons, Vee Jay 295	10
18	15	24	30	ROCKHOUSE II	Ray Charles, Atlantic 2006	9

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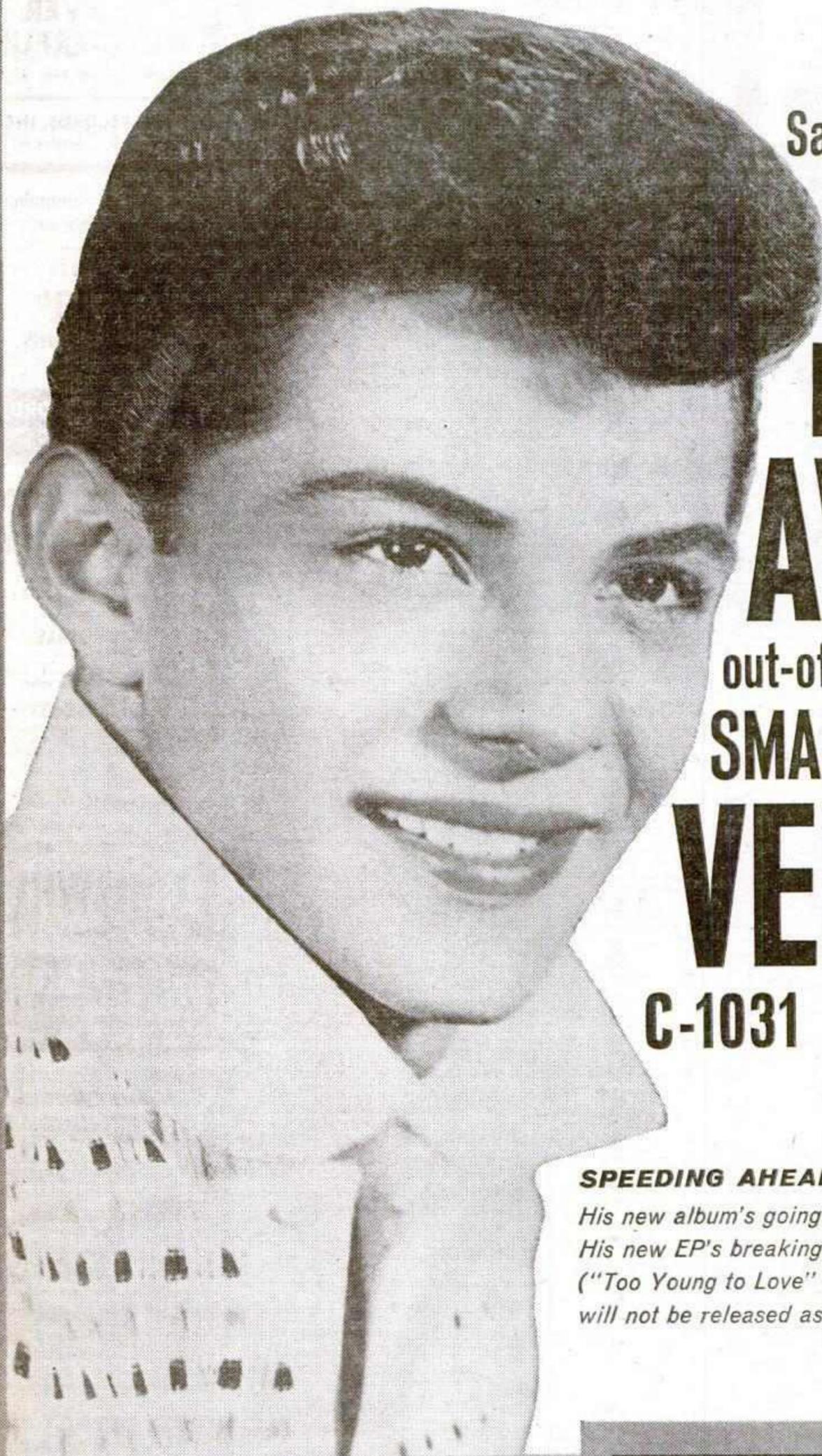
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C-1028

I'M A MAN.....FABIAN
C-1029

CHANCELLOR



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GAC Packages for Europe

Continued from page 2

Successful, reports Feld, that his fees have tripled and quadrupled on all return dates. Heretofore Anka worked abroad for a flat fee, but all future dates will be booked on a guarantee plus percentage.

Big Money

Big money, the opportunity to play in night clubs (most U. S. States won't permit under-16-year-olds to appear in niteries), increased record sales on a global scale, and acceptance by all age groups—these are some of the benefits resulting for Anka, as a result of his recent concentration on the European market, according to Feld.

In addition to a successful three-week tour of Japan last year, Anka—starting last November—has played to sold-out houses in Belgium (Antwerp, Brussels), North Africa (Algiers, Oran and Tunis), Italy (Rome, Milan, Venice, Sicily, etc.), Switzerland, France (Paris, LeHavre, Toulouse, Ronbek, Marseilles, Lyon, Bordeaux, Monte Carlo, etc.). GAC is currently considering bids for the warbler to appear in India and Israel, and a tour of South America is in the works. Most performances are scaled at an average of \$2 per person, but his date at Bologna last Tuesday (3), which drew 44,000 for four shows, was scaled at \$3.

Anka has formed his own company in Europe—Spanka Productions, which will line up material for his U. S. music publishing company and represent him as a writer and publisher in Europe. While appearing at the Olympia in Paris, Anka wrote and recorded the title song for a French movie, "Feeble Women" and negotiations are now

London Campaign

Continued from page 2

rather push our merchandise than club merchandise, and now at last a record company has spoken up about the club competition. We are told that Carlton Records will soon print on every album a line saying "This album cannot be purchased thru a record club."

The Richmond distributor noted that many manufacturers have guaranteed racks and one stops 100 per cent return privilege on all their purchases, but the dealer, who stocks catalog items, "is lucky to get a 10 per cent return." He continued, "London has spent money to push their stereo records thru record shops and they've done darn well with their line. If Victor, Columbia and Capitol would spend the loot they're spending on clubs to push record sales thru dealers, their dealer business would improve tremendously." Sinsheimer claimed that many of Randy Wood's distributors had called the Dot president to tell him not to go into the record club business (The Billboard, January 26).

on for him to play a leading role in a French movie.

Following Anka's 18th birthday in July, Feld said he plans to book him into U. S. night clubs, altho not necessarily as the headliner on initial dates. Feld's thinking is to have Anka establish his appeal for more mature U. S. audiences as well as teen-agers. Meanwhile, Anka will appear on the Perry Como NBC-TV show here February 28.

Record-wise, Anka is currently the hottest artist in France (French or American artists), with 1,250,000 of his EP's sold to date in that ABC-Paramount prexy Sam Clark reports that Anka's waxing of "Diana" has sold "far in excess of 8,000,000" on a world-wide basis and claims the disk is one of the top-five sellers of all time.

'Terrific' Label

Continued from page 3

Terrific label (the first and only release so far) and turned it over to Chips Distributing in Philadelphia to get it started.

The record got played around Philadelphia, altho few people, besides the distributor, knew it was an RCA Victor label release. Joe Carlton, of Carlton Records, was tipped on the potentialities of the disk, and he called Wiltshire and Miller and offered to buy the record at a sum reputed to be \$5,000. They referred him to Victor. Carlton upped his offer, it is reported, but Victor refused to sell the Terrific master.

Carlton, never one to be blocked off from a potential hit, decided that if he couldn't buy the record, he'd cover the record. And cover it he did, with a record released last week with Marie Knight and Rex Gavan. However, the title of the tune on this waxing is "I Can't Sit Down" and it's published by Sheldon Music. The latter is of the opinion that the tune was originally a P.D. piece of material, and the Carlton version is slightly different than the Terrific version. Wiltshire and Miller, however, are very upset about the Carlton record, specifically about a cover record with a different publisher. Whether there will be more records on Terrific is not known at this time.

Cap Classical

Continued from page 2

Capitol classical producer here, reporting to Jones in New York.

Appointments and move were made by Lloyd Dunn, veepee in charge of Capitol's artist and repertoire division. Dunn said all other aspects of the classical operations (merchandising, etc.) will continue to headquarter in Hollywood.

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
				FOR WEEK ENDING FEBRUARY 15		
1	1	1	1	BILLY BAYOU	Jim Reeves, RCA Victor 7389	14
3	3	2	2	COUNTRY MUSIC IS HERE TO STAY	Simon Crum, Capitol 4073	15
4	2	4	3	LIFE TO GO	Stonewall Jackson, Columbia 41257	15
20	10	10	4	DON'T TAKE YOUR GUNS TO TOWN	Johnny Cash, Columbia 41313	4
8	13	6	5	COME WALK WITH ME	Wilma Lee, Stoney Cooper, Hickory 1085	9
5	4	3	6	PICK ME UP ON YOUR WAY DOWN	Charlie Walker, Columbia 41211	17
28	11	1	7	DARK HOLLOW	Jimmy Skinner, Mercury 71387	4
7	12	12	8	I'VE RUN OUT OF TOMORROWS	Hank Thompson, Capitol 4085	11
16	8	8	9	GOTTA TRAVEL ON	Billy Grammer, Monument 400	6
2	5	5	10	CITY LIGHTS	Ray Price, Columbia 41191	17
10	7	11	11	WHEN IT'S SPRINGTIME IN ALASKA	Johnny Horton, Columbia 41308	5
9	9	13	12	MY BABY'S GONE	Louvin Brothers, Capitol 4055	6
6	6	9	13	TREASURE OF LOVE	George Jones, Mercury 71373	13
21	21	14	14	WHICH ONE IS TO BLAME!	Wilburn Brothers, Decca 30787	6
14	14	22	15	THAT'S WHAT IT'S LIKE TO BE LONESOME	Ray Price, Columbia 41309	6
—	—	17	16	A LONG TIME TO GO	Faron Young, Capitol 4113	2
—	19	15	17	THAT'S WHAT IT'S LIKE TO BE LONESOME	Bill Anderson, Decca 30773	5
26	16	16	18	SO MANY TIMES	Roy Acuff, Hickory 1090	7
13	26	21	19	CIGARETTES AND COFFEE BLUES	Lefty Frizzell, Columbia 41268	10
25	17	26	20	BEST YEARS OF MY LIFE	Carl Smith, Columbia 41290	4
—	—	30	21	WHO CARES!	Don Gibson, RCA Victor 7437	2
17	22	23	22	ALL OVER AGAIN	Johnny Cash, Columbia 41251	17
12	15	19	23	YOU'RE MAKING A FOOL OUT OF ME	Jimmy Newman, M-G-M 12707	15
15	25	25	24	DARK HOLLOW	Luke Gordon, Blue Ridge 502	7
—	23	28	25	LAST NIGHT AT A PARTY	Faron Young, Capitol 4113	3
29	20	18	26	KNOXVILLE GIRL	Wilburn Brothers, Decca 30787	4
—	—	27	27	WALKING MY BLUES AWAY	Jimmy Skinner, Mercury 71387	3
19	24	24	28	THAT'S THE WAY I FEEL	Faron Young, Capitol 4050	17
—	—	29	29	YOU'RE GOING BACK TO YOUR OLD WAYS AGAIN	Hank Thompson, Capitol 4085	2
18	—	—	30	SQUAWS ALONG THE YUKON	Hank Thompson, Capitol 4017	15

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POOR OLD HEARTSICK ME
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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

★★★★

THE ROYLATONES

★★★★ Seesaw

JUBILEE 5362—An insinuating riff is performed solidly by the Roylatones with the instruments singing out the happy item. A side that can leap out. (January, BMI)

★★★★ Little Bo

This side is a wild, screaming instrumental, pounds out a solid beat. It has a sound. Two sides that can make it. (Parkwood, BMI)

AL ALBERTS

★★★★ Love Is the Tomorrow

CORAL 62083—Alberts has one of his best performances on this side in a ballad based on the melody of "Pomp and Circumstance." It's set to a good Dick Jacobs arrangement in a gently rocking tempo. Watch this. It could go. (Aristel, BMI)

★★★★ How Good?

Al Alberts sings another pleasant ballad to a slowly rocking rhythm backing. Peggy lends a high harmony part to the side. Mighty nice wax that could also score. (Supreme, ASCAP)

RUTH BROWN

★★★★ 5-10-15 Hours

Atlantic 2015—Miss Brown pounds out her old hit in a new arrangement. She's really at home with this material and gives it a good ride. Band again is heard in good style. This side could go. (Progressive, BMI)

★★★ Ity Bity Girl

The gal gives tune a nice, classy reading. Band keeps things jumping with a rocking, Latinish backing. An interesting side that could garner some attention. (Bama, BMI)

JAMES BROWN

★★★★ There Must Be a Reason

FEDERAL 12348—A solid medium swinging side by Brown with solid chanting. Good backing helps. This could catch action. (Wisto, BMI)

★★★★ I Want You So Bad

Brown gives this ballad a wonderful performance. It has that down to earth sound and can get attention. (Wisto, BMI)

FRANK WARREN

★★★★ As Long As You Believe Me

M-G-M 12753—Lush backing on romantic rockaballad with creamy, dramatic piping by canary. Merits play. (Cheryl, BMI)

★★★ Shame

Effective thrashing job on attractive up-tempo ballad. Nice jockey side. (Spler, ASCAP)

THE HEARTBEATS

★★★★ Darling, I Want to Get Married
GUYDEN 2011—The plea is presented in listenable fashion by the Heartbeats. The kids could take to this. (Gold Label, BMI)

★★★ One Million Years

Soft reading of a pretty rockaballad by the group. Side has potential in both pop and r.&b. marts. (End, BMI)

VIC DAMONE

★★★★ Penny Serenade

COLUMBIA 41333—Damone offers his usual classy performance to the accompaniment of a rock-type backing. Chorus support gives the side a big sound. (Shapiro-Bernstein, ASCAP)

★★★ Save a Kiss

Damone sings this appealing beguine-tempo

tune with style. Song is from the hit legit, "Goldilocks." Side can grab spins. (Ankerford, ASCAP)

HENRY MANCINI ORK

★★★★ Peter Gunn Theme

RCA VICTOR 7460—Exciting TV theme is handed equally exciting jazz-flavored instrumental interpretation by Mancini, who penned theme. Both sides are from the LP. Potent jockey wax, which can give Ray Anthony's best-selling single competition. (Northridge, ASCAP)

★★ The Brothers Go to Mother's

Another tasteful jazz-flavored side from the "Peter Gunn" LP. Spinnable, but flip will probably draw more of the play. (Northridge, ASCAP)

SHERIFF & THE RAVELS

★★★★ Shambalar

VEE—JAY 306—A wild chant in driving rhythm by Sheriff, supported ably by the Ravels. Lyrics come fast and furious, and there's a sound here, too. Disk has excitement which could catch on. (Pan World-Tollie, BMI)

★★ Lonely One

A slow, clink-clink rhythm rockaballad. Nice performance, but flip stands out. (Pan World-Tollie, BMI)

THE CRESCENDOS

★★★★ Sweet Dreams

ATLANTIC 2014—A sharp, snappy side with bass taking the leads and the group repeating the solo phrases. A well-made side of the Lieber and Stoller song. Watch it. (Tiger, BMI)

★★ I'll Be Seeing You

An emotional reading of the war time standard. Fair wax, but flip has it all the way. (Williamson, ASCAP)

JOE MEDLIN

★★★★ I Kneel at Your Throne

MERCURY 71415—Reverent reading of an expressive, deliberately posed ballad with churchy flavor. Merits spins. (Bourne, ASCAP)

★★ Out of Sight—Out of Mind

Tender chanting by Medlin on tender rockaballad. (Kahl, BMI)

BOBBY ONE

★★★★ Hummingbird

NRC 021—When the honey's gone, humming bird's gone too, sings the chanter. A folksy, and Western quality, marks the ditty. It's well sung. (Lowery, BMI)

★★ Undecided

A rocker, with a chorus of oo-ah voices behind the chanter. (Central Songs, BMI)

DOC BURCH

★★★★ Catch a Little Moonbeam

CON-QUER 711—Jaunty vocal treatment by Burch and fem chorus of catchy country ditty. Side was recently purchased by Challenge Records. It could be a sleeper. (Fairway, BMI)

★★ False Hearted Lies

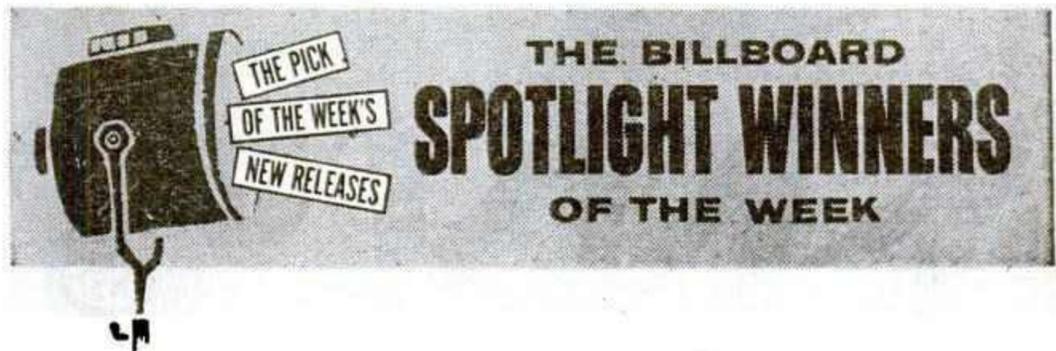
Plaintive reading of tender country theme. Nice wax for traditional c.&w. jocks. (Storm, BMI)

★★★★

LES PAUL AND MARY FORD

★★★★ At the Sav-a-Penny Super Store

COLUMBIA 41350—Attractive, multi-track warbling by the thrush on a bouncy ditty



Pop Records

DAVID SEVILLE & THE CHIPMUNKS

ALVIN'S HARMONICA (Monarch, ASCAP)

The latest by Seville and Alvin, Simon and Theodore, those crazy Chipmunks, is a cinch! The cute side features Alvin's harmonica and his impish manner in upsetting a recording session. It's a clever side that should repeat. Flip is "Mediocre." (Monarch, ASCAP)

Liberty 55179

JIMMIE RODGERS

BECAUSE YOU'RE YOUNG (Planetary, ASCAP)

I'M NEVER GONNA TELL (Planetary, ASCAP)

Top side is an attractive, new ballad that is handed a first-rate warble by the artist. Warm ork and chorus support assist. Flip, "I'm Never" is along rockabilly lines, and it appears equally potent. Both should score.

Roulette 4129

RICKY NELSON

NEVER BE ANYONE ELSE BUT YOU (Eric, BMI)

IT'S LATE (Eric, BMI)

Nelson appears to have another two-sided click with these excellent sides. "Never Be" is a haunting ballad-type on which the chanter registers with strong appeal. Flip, "It's Late," is taken at a swifter pace. Highest potential on both.

Imperial 5565

LLOYD PRICE

WHERE WERE YOU (ON OUR WEDDING DAY)?

(Pamco, BMI)

IS IT REALLY LOVE? (Mellin, BMI)

Price has two great sides to follow up his hit, "Stagger Lee." Both are equally potent, and it's hard to name a top side. "Where Were You?" is a driving, pounding rocker that is brightly belted with great ork backing by Don Costa. Flip, "Is It Really Love?" is also in the pounding groove, and the cat really pours a lot of meaning into the lyrics.

ABC-Paramount 9997

THE APPLEJACKS

BUNNY HOP (Moonlight, BMI)

NIGHT TRAIN STROLL (Frederick, BMI)

The high-flying crew have had two in a row, and this very danceable side should keep them in the hit groove. It's a wild side that is sure to revive the dance fad. "Night Train Stroll," is a bright instrumental treatment of the old r.&b. rocker. Two strong contenders.

Cameo 158

QUAKER CITY BOYS

EVERYWHERE YOU GO (Lombardo, ASCAP)

The group hands the Lombardo oldie a vigorous reading with "string band" sound prominent in support. Catchy side is a strong effort that should repeat the success of their current big one, "Teasin'." Flip is "Love Me Tonight." (Bae-Lowe, ASCAP)

Swan 4026

THE ROYAL TEENS

LEOTARDS (Admiration, ASCAP)

The group has been dormant for a spell, but this cute, topical side can bring them back. It has the same infectious appeal of "Short Shorts," and the teens can easily take to it. Side tells of the current craze among teen chicks. Flip is "Royal Blue." (Admiration, BMI)

Mighty 111

THE FLAMINGOS

BUT NOT FOR ME (New World, ASCAP)

I SHED A TEAR AT YOUR WEDDING (RealGone, BMI)

The group, currently scoring with "Lovers Never Say Goodbye," could have a big one with their smooth, rockaballad treatment of the Gershwin evergreen. Solid performance is neatly backed. Flip, "I Shed," is a strong ballad with a profound message. Two potent sides.

End 1040



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

THE TITANS

NO TIME (Recordo, BMI)

Side is a bit on the order of "Yakety Yak." The boys are complaining that they have so much work to do that there's no time to rock and roll or see their girl friends. Tune is read with lots going on in the backing. Flip is "The Tootin' Tutor," (Recordo, BMI). Class 244



THE VIRTUES

GUITAR BOOGIE SHUFFLE (Shapiro-Bernstein, ASCAP)

GUITAR IN ORBIT (Tone-Craft, BMI)

Two crazy instrumental sides that feature great guitar work by the crew. Both are danceable items with a contagious flavor. The disk was initially released on Sure, and it's already happening in many areas in the East. Watch 'em! Hunt 324



Pop Talent

BILLY RILEY

NO NAME GIRL (Clement, BMI)

DOWN BY THE RIVERSIDE, (Clement, BMI)

Riley acquits himself in handsome fashion on his first disk assignment. "No Name Girl" is a driving, countryish effort with blues and hoedown overtones. Flip, "Down By the Riverside," is an updated version of the tune, performed as a rocker with new lyrics. Sun 313



Pop Disk Jockey Programming

THE MERRILL STATON CHOIR

SWEET SUE—JUST YOU (Shapiro-Bernstein, ASCAP)

"CARESS ME, POSSESS ME," PERFUME (Saunders, ASCAP)

The choir provides an appealing group sing of "Sue," the charming standard. It's a mildly swinging side that should please all age groups. Flip, "Caress Me," is one of the tunes from "Whoop Up." Both sides offer spinnable wax. Epic 9305



JOHNNY ARMENTEER

PARLEY-VOO MARCH (Zodiac, BMI)

The English orkster has a bright-sounding disk that should prove a hit with audiences. The lively World War I ditty is given a driving, instrumental styling. It could also move out sales-wise. Flip is "Sierra Sunrise," (Zodiac, BMI). Palette 501



C&W Records

GEORGE JONES

WHITE LIGHTNING (Starrite, BMI)

LONG TIME TO FORGET (Starday, BMI)

Jones should please traditional fans with his deliveries on these two fine sides. "Lightning" is a swiftly rendered ditty that tells of the joys of home-brewed "Likker." Flip is a weeper, sung in hill style. Both are strong entries. Mercury 71406



EDDIE NOACK

WALK 'EM OFF (Glad, BMI)

DON'T LIVE THERE ANYMORE (Glad, BMI)

"Walk" is a weeper sort that is given a strong warble by Noack, who has a slight Johnny Cash sound on this side. Flip, "I Don't" is a moderate c.&w. tune that is handled with easy-paced charm. He scored with his last effort, and either of these could repeat. D 1037



R&B Records

LITTLE WILLIE JOHN

MADE FOR ME (R-T, BMI)

NO MORE IN LIFE (Billace, BMI)

The fine artist pours much emotion into his reading of these two powerful sides. "Made for Me" is a pretty new ballad-with-beat that is softly backed in rocking tempo. On his revival of "No More in Life" he has an equally winning sound. King 5179



MUDDY WATERS

MEAN MISTREATER (Arc, BMI)

WALKING THRU THE PARK (Arc, BMI)

Waters has never sounded better, and he has two sides that will completely gas lovers of the blues. "Mean Mistreater" tells all about a mean gal. "Walking" is a moving blues that jumps from the start and continues to build. Down to earth readings will attract heavy r.&b. loot. Chess 1718



with cute lyrics, country flavor and Paul's usual standout guitar work. (Danele, ASCAP)

*** All I Need Is You
Effective tricked-up guitar work with mandolin sound is showcased on pretty ballad. Interesting jockey wax. Multi-track vocal comes in late. (Irish-Trojan, BMI)

AL CASEY
*** The Stinger
UNITED ARTISTS 158 — Hard-driving rocker with pounding beat and effective solo work on sax and guitar. Solid jockey wax. (Gregmark, BMI)

*** Keep Talking
Relaxed, stroll-tempo instrumental with standout guitar work. (Gregmark, BMI)

TROYCE KEY
*** Ain't I Cried Enough
WARNER BROS. 5035—Heartfelt warbling stint on moving rockaballad. Spinnable side with dual market appeal. Lad could have a good one here. (Reynolds & Andrews-Gregmark, BMI)

*** Watch Your Mouth
Verveful reading of bouncy novelty-rocker. Key has a warm style, and he sells this strongly. (Atlantic, BMI)

LOU GIORDANO
*** Don't Cha Know
BRUNSWICK 55115—Lou Giordano comes thru with a swinging reading of this rocker, which was penned by Bill Everly of the Everly Brothers. Gals behind him lend a wild sound. A good side. (Auff-Rose, BMI)

*** Stay Close to Me
On this side the new chunter sells a ballad penned by Buddy Holly very smoothly over clever combo support. Both sides have a chance. (Maria, ASCAP)

CHARLES BUD DANT ORK
*** Eco D'Amor
CORAL 62078 — Continental theme with lyrical tempo is wrapped up in attractive instrumental treatment. Solid jockey side. (Playerville, ASCAP)

*** RODEO
Pop-ish Western theme is handed rich instrumental showcase. Nice jockey wax. (Marlen, ASCAP)

LES BROWN BAND
*** Boala
CORAL 62085—A swinging effort that has already been waxed on Kapp and Stephany Records is handed a driving reading by the Les Brown band, now back on Coral. Good jock side. (GIB, BMI)

*** Say It With Music
The fine Berlin tune receives a first rate instrumental performance by the Brown crew. Good sides here. (Berlin, ASCAP)

GARY AND CLYDE
*** Johnny Risk
Cute tune with a Latin beat. Lyric advises a reluctant gent to take a chance on romance. Good sound by the lads. It can attract. (Trinity-Desert Palms, BMI)

*** Why Not Confess
Catchy harmonies by the boys on a cute medium-beat theme. Snappy, moderate backing accompanies. Flip appears a bit more potent. (Trinity-Desert Palms, BMI)

THE BUFFALO BILLS
*** My Baby Just Cares for Me
COLUMBIA 41326—The Bills get much up to date with this rendering of an old tune. It's still barbershop but the banjo plus rhythm backing gives things a very modern flavor. Worth spins. (Bregman, Vocco & Conn, ASCAP)

*** Toot, Toot, Tootsie!
A revival of the old Eddis Cantor tune by the Bills, again with banjo rhythm group accompaniment. Some jocks will get a kick out of this for specialty programming. (Felst, ASCAP)

FRATERNITY BROTHERS
*** Military Love Song
VERVE 10164—Bright, cheerful tune is a spirited adaptation of a Sousa march. It's an interesting side that should pull jock plays. It bears watching. (Wedgewood, ASCAP)

*** Oo-Bee-Doo-Bee-Dow
The guys are shouting that they're going to learn how to rock and roll. Catchy side, but flip offers more. It's done to the tune of "Old McDonald." (Longridge, ASCAP)

DICK AND SLIM
*** Calypso Rock
COOL 113—A good instrumental is set in a blues framework with a Latin rhythm backing. Group features guitars. Kids will like this for terping. (Queen, BMI)

*** My Truest Love
A good male lead carries this pulsing ballad along with support from a fem group. Good talent here. (Queen, BMI)

DAVID GATES
*** Swingin' Baby Doll
EAST WEST 123—Exuberant rockabilly vocalizing on bouncy rocker. Lad has a sound and side merits exposure. (Progressive, BMI)

*** Walkin' and Talkin'
Same comment. (Progressive, BMI)

HAMISH MENZIES
*** Less Than Tomorrow
KAPP 255—A warm reading by Hamish Menzies of a pretty ballad penned by Menzies, helped much by a vocal group and triplet combo support. Should get spins. (Supreme, ASCAP)

*** I Sleep Like a Baby
Another very attractive ballad receives a smooth, personal type performance by the night club singer-pianist, again with vocal and combo backing. Both sides make for good deejay programming. (Baker, ASCAP)

FRANKIE ERVIN
*** Believe Me
GUYDEN 2010—Ervin sings the rockaballad with lots of heart, with light ork and chorus accompaniment. Talented artist with a promising side. (Harlan, BMI)

*** Why Don't You Go?
Rhythmic ballad is done in Domino style. Both sides impress, and with a plug either side could happen. (Harlan, BMI)

THE COMMANDOS
*** June's Blues
SYMBOL 900—Funky blues is a danceable item that features soulful alto, guitars and rhythm section. Side can move in all markets. (Sue, BMI)

*** The Chicken Scratch
A c.&w.-flavored side with catchy sound. The instrumental is well-handled by the energetic group. It should move as well as the flip. (Sue, BMI)

THE SALMAS BROTHERS
*** The Things I Love
KEEN 2017—The pretty standard is given an attractive rockaballad styling by the brothers. Walling sax in backing help. It rates spins, and it can move. (Cherio, BMI)

*** Zombie
Lots of sound effects and weird chorus sounds are heard on this Latin-tinged rocker about a strange female. Odd enough to step out. (Aztec, ASCAP)

THE CINDERELLAS
*** Mister Dee-Jay
DECCA 30830—Attractive tune tells of a youngster who wants Mr. Deejay to play her and her ex-fella's song. It has a sound, and the gals handle it well. It has chance. (Budd, ASCAP)

*** Yum Yum Yum
Mild rocker novelty is presented with charm by the gals, but flip appears top side. (Eby, BMI)

vy.2 RECORD REVIEWS 2-9 LVL
65... POP *** CONTINUED
WARREN SMITH
*** Goodbye Mr. Love
SUN 314—Country ballad is warbled plaintively by the country cat, as he tells how his love loves someone else. It's a most attractive side and could move in pop and c.&w. (Hi-Lo, BMI)

*** Sweet, Sweet Girl
Warren Smith sounds off on a wild rocker (Continued on page 52)

Reviews of New Pop Records

Continued from page 51

and performs it solidly over clever backing. (Acuff-Rose, BMI)

BRACEY EVERETT

★★★ **The Lover's Curse**
ATLANTIC 2013—Bracey Everett bows on the label with a real out, but impressive reading of a rocker over pounding support. It has a sound. (Raleigh-Bandstand, BMI)

★★ **I Want Your Love**
On this side Everett pleads for the love of the girl he met the night before. Flip is stronger. (Brookline, BMI)

LEE & PAUL

★★★ **The Chick**
COLUMBIA 41377—Novelty effort about three chicks, one of whom wants to be a rock and roller is handed a clever performance by Lee and Paul and a lass named Nancy. Cute side. (April, ASCAP)

★★ **Valentina, My Valentina**
Driving tune is handed a swinging reading by the duo over big combo-vocal backing. Both sides deserve exposure. (April, ASCAP)

AL HIBBLER

★★★ **Warm Heart-Cold Feet**
DECCA 30817—Bright novelty tune is performed stylishly by the chanter supported solidly by the band and chorus. Backing is interesting. Could get spins. (Evans, ASCAP)

"HOUSE of LOVE"

DRIVING TUNE
SCOTT GARRETT
LAURIE 3023

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★★ **Mine, All Mine**
An inspiration type tune is sold with feeling by the singer, helped by a large chorus and ork. (Spindletop, BMI)

BIG GUITAR

★★★ **Nola**
HANOVER 4518—The oldie, which is now getting something of a revival, receives a happy, toe tapping treatment from the group who now and then come thru with some vocalizing. (Fox, ASCAP)

★★ **Tony's Folly**
Swinging instrumental with a swinging guitar featured. It rocks neatly. (Fox, ASCAP)

GENE KRUPA QUARTET

★★★ **Big Noise From Winnetka**
VERVE 10162—This is the old Dixieland favorite done up in swinging style by the Krupa Four. The combo hands it a bright, hefty beat and makes it an exciting side. Jocks should expose this. (Bregman, Vocce & Conn, ASCAP)

★★ **Petit Fleur**
Rather late for this record to get any action on the current hit. It is performed well by the Krupa Four with a flute lead featured. Side was cut live at Chicago's London House. (HM & Range, BMI)

BONNIE KING

★★★ **A Soul Full of Sunshine
A Heart Full of Love**
BRUNSWICK 55116—A bright handclapper receives a pleasant performance from the thrush over spirited backing. Tune is in the inspirational tradition. (Kingsway, ASCAP)

★★ **No Joey Tonight**
Bonnie King sings this sad tale with a tear in her voice as she tells of her dateless nights. (Cornell, ASCAP)

CLIFFIE STONE

★★★ **Cool Water**
CAPITOL 4141—Pleasant warbling stint by chorus on the melodic oldie. Dual market item for jocks. (American, BMI)

★★ **Blood on the Saddle**
Deep-voiced choral work on dramatic Western theme with popish backing. (Cole, BMI)

THE AQUATONES

★★★ **My Treasure**
FARGO 1005—The fem lead gives this a solid reading. It's a rockabilly and the kids should go for this. A solid coupling for the group. (Instant, BMI)

★★ **My One Desire**
This is an interesting rumba-rockabilly by the group with the fem lead giving the song a clear, pure reading. A good side for the group. (Instant, BMI)

LINDA LEIGH

★★★ **Move Out**
RENDEZVOUS 101—The chick is thru with this cheater and tells him to vanish. Thrush carries a real emotional message, country-flavored, but of a nature to appeal to pop as well. Watch it. (Lizann, BMI)

★★ **It's Real**
A rockabilly on this side, with conventional triplet arrangement. (Lizann, BMI)

JIMMY McCRACKLIN

★★★ **The Wobble**
MERCURY 71412—A driving blues, with a shouted vocal. Terrific uptempo pace keeps this one at an exciting pitch. Watch it. (Acutal, BMI)

★★ **With Your Love**
Another blues, slower in pace than the flip, but very soulful in feeling, and carrying true authenticity. (Gold Label, BMI)

RED PRYSOCK

★★★ **Margie**
MERCURY 71411—The standard is an interesting instrumental reading. Arrangement is blues oriented and provides an unusual programming item. (Brent, BMI)

★★ **Chop Suey**
Blues instrumental, with an Oriental-tinged figure and a rumba pattern in the beat. Prysock's horn is outstanding. (Kempto, BMI)

THE ANDREWS SISTERS

★★★ **My Love Is a Kitten**
CAPITOL 4144—Neapolitan mandolin sound is featured in the backing of this minor-keyed, folksy waltz. A well-made side in the Russian tradition and the lead is handled well by Patti Andrews. A good side that can attract coin. (Leeds, ASCAP)

★★ **I've Got an Invitation to a Dance**
An oldie, formerly a hit for Larry Clinton, gets a pleasant updating by the gals. Flip may be the side, however. (Advanced, ASCAP)

FREDDY

★★ **See You Around**
DECCA 30799—Pretty ballad is sung with feeling by the singer, helped by a vocal group and a bright combo. (Alamo, ASCAP)

★★ **If You Do That to Him**
Fair rockabilly effort is handled nicely by the German cat, supported brightly by the ork. (Daniels, ASCAP)

JANE HARVEY

★★ **Impossible**
DOT 15885—Sweetly sultry interpretation by thrush of haunting Steve Allen ballad. Should pull spins. (Rosemeadow, ASCAP)

★★ **Misty**
Warmly expressive reading of pretty ballad. Nice jockey side. (Vernon, ASCAP)

THE JIVE BOMBERS

★★ **You Give Your Love to Me**
SAVOY 1560—Pleasant ballad is sold nicely by the boys over interesting backing. (Planemar, ASCAP)

★★ **Stardust**
The famous standard is handed a fair go by the group on this side. (Mills, ASCAP)

TODAY & TOMORROW

★★ **Dooley Swings (Pts. I & II)**
NOOSE 812—This is supposed to be a "You Are There" re-creation of the hanging of Tom Dooley, and it's supposed to be funny—but runs down before the end.

WOLF

★★ **Stompin' to the Beat**
ACADEMY 1436—Wolf (Opper) sells this rocking effort strongly while the combo pounds along behind him. With the right material the lad can happen. (Nole, BMI)

★★ **I'm So Lonesome (I'm So Sorry,
I'm So Blue)**
The chanter comes thru with a tender vocal on a sad ballad about blighted love. Opper has a sound and a style. (Nole, BMI)

PAT O'DAY

★★ **A Fool Such as I**
ARGO 6325—An emotional reading of the fine oldie by Pat O'Day over solid combo backing will help this get spins. Lass can belt a tune. (Miller, ASCAP)

★★ **Growing Love**
On this side the lass tackles an intimate ballad and does it well.

HUB ATWOOD

★★ **Fafno**
SUNBEAM 123 — Semi-instrumental item, with a bit of a lyric is performed neatly by Atwood, the piano and ork, with a vocal group weaving in and out. Jocks may spin. (Sunbeam, BMI)

★★ **Pie Eyed Piper**
Listenable instrumental ditty is played well by the Atwood crew, with flutes featured in the lead. (Belge, BMI)

WALTER SCHARF

★★ **Ballet for Broken Hearts**
JUBILEE 5358—A dreamy, concertish orchestral side, with a piano and banked fiddles contributing to the mood. Has a movie quality about it. Pleasant listening. (Summit, ASCAP)

★★ **The Geisha Boy**
This has a majestic, oriental air. It's the main title theme from the Jerry Lewis pic. Attractive mood wax. Likely for jocks. (Paramount, ASCAP)

BOBBY BRANT

★★ **Piano Nellsie**
EAST WEST 124—Brant plays piano on this wild blues side in much the manner of Jerry Lee Lewis. Vocal by Brant is almost covered up by the band but the rhythm is here and the kids could latch on for that reason. (Mustang, BMI)

★★ **I Found a New Love**
A slow, pulsating ballad by Brant, with rippling guitar and piano support. Pleasant fare but flip is more exciting. (Mustang, BMI)

THE TICK TOCKS

★★ **Boola**
KAPP 262—A finger-snapping rhythm tune in marching tempo. Piano and drums featured with a long drum break in the middle. Has a oatchy flavor. Instrumental except a vocal without lyrics at the end. (Bill, BMI)

Hear the Wind Blow

A pleasant, medium-paced instrumental featuring a rhythm quartet. Danceable side. (Stone, ASCAP)

THE ROVERS

★★ **Laurel County Blues**
SAGE 284—Tasteful, jazz-flavored instrumental treatment of bluesy theme. (Sage & Sand, SESAC)

★★ **Brownie**
Infectious rhythm item is wrapped up in

pleasant jazz-flavored instrumental treatment. (Sage & Sand, SESAC)

JOE HARNELL

★★ **The Way of Love**
EPIC 9304—Expressive piano solo work on a haunting ballad based on a Grieg theme. Nice mood music programming. (General, ASCAP)

★★ **You Are the Song**
Pretty instrumental side with good piano solo stint by Harnell on melodic tune based on Chopin theme. Another good jockey side. (General, ASCAP)

CARL DOBKINS JR.

★★ **My Pledge to You**
DECCA 30803 — Rockabilly with triplet figure. Chanter has a feeling for a lyric. (Paulett, BMI)

★★ **My Heart Is an Open Book**
A lilting rhythm, precise and infectious, marks this one. Chanter projects well here. (Sequence, BMI)

PHYLLIS BURKE

★★ **Little Daisy**
ARCHER 1003—Bright side in rollicking march time. Lyric as chanted by the thrush has charm. (Archer, ASCAP)

★★ **Baby Sitter**
Smartly - turned blues novelty. (Archer, ASCAP)

ELAINE DUNN

★★ **Diga Diga Doo**
RCA VICTOR 7450—This is the oldie. Chanting is good; but side gains most by its jazz - oriented instrumentation. (Mills, ASCAP)

★★ **Just for Once**
The tune from "Redhead" gets a stylish performance, with smart instrumental backing for the vocal. (Chappell, ASCAP)

BUDDY LANDON

★★ **Oh Yes**
JAGUAR 3028—Exuberant chanting of a rocker, with horns combining with strings to produce a satisfying arrangement. (Red River, BMI)

★★ **A Bolt of Lightning**
The ballad side, slower in tempo than the flip, has a modified triplet figure in the arrangement. Chanter is impressive. (Char-ill-Vidor, BMI)

DREAMTONES

★★ **Praying for a Miracle**
EXPRESS 501—Fervent rendition of a ballad with beat. Lead pours emotion into his reading, and the group complements just as soulfully. A dual-market entry. (Instant, BMI)

★★ **Jelly Bean**
Cats are telling why their chick is so great. Tune is a rocker that is presented with verve and vigor. It should move as well as the flip. (Instant, BMI)

THE ESCORTS

★★ **Oo-Ba-Ba-Do**
WELLS 102—Nice sound on the rocker blues. Good terp side for the kids. It should get some action. The Escorts are in good voice on tune. Lyrics consist of little other than the title phrase. (Instant & Atlantic, BMI)

★★ **One More Kiss Good Night**
Hiccuppy vocal by the lead is given pounding support by the rest of the group and ork. Potential appears similar to flip. (Instant & Atlantic, BMI)

ETHAN GIANT

★★ **Laughing Stock**
MARK 141—Giant uses a laughing vocal gimmick and shouting approach in presenting this ditty about an unrequited love affair. Fair prospects. (Devere, BMI)

★★ **Where's My Baby**
Rockabilly blues is told with gusto by the artist. It's done in the Presley tradition. Some coin possible. (Devere, BMI)

I-V-LEAGUERS

★★ **Jim-Jam**
NAU-VOO 803—A swinging, rocking instrumental with some fancy guitar work up front. Much the better side. (Stella Lane, BMI)

★ **Told By the Stars**
A melancholy rockabilly with the subject matter dealing with nostalgia. Guitar accompanies the song, which has changes somewhat foreign to this field. (Stella Lane, BMI)

PETE AND JIMMY

★★ **So Wild**
CASTLE 504—This tune is as wild as the title. The boys sing it in Everly Brothers style over a good beat, and if exposed it could get some attention. (Figure, BMI)

★ **Bye and Bye**
Pete and Jimmy sing this uptempo effort in so-so fashion. (Cas-San, BMI)

THE CHESTNUTS

★★ **Won't You Tell Me My Heart**
ELGIN 007—The vocal group turns in a pleasant job on this listenable ballad backed smoothly by the vocal group.

BILL BAKER

★ **Tell Me Little Darling**
Bill Baker and the Chestnuts try hard on this driving blues, but it's rather routine.

THE SILVERTONES

★★ **Hey Good Looking**
ELGIN 005—The Silvertones sell this happy little oldie in okay fashion over a solid beat by the ork. (Acuff-Rose, BMI)

★ **My Only Love**
On this side the boys come thru with a fair do on a meshuga tupe ballad.

THE TABLE TOPPERS

★★ **Talk to Me Baby**
KLONDIKE 1010—Little Enis is featured with the Table Toppers on this wild, rowdy effort which may get some coin on the basis of its loudness alone.

★ **Baby in Blue**
The Table Toppers bow on the new label with an okay reading of semi-rocker. (Nugget, BMI)

NOLAN STRONG & THE DIABLOS

★★ **I Am With You**
FORTUNE 531 — Feelingful reading by Strong on moving rockabilly. Dual market item.

★ **Goodbye, Matilda**
Routine warbling wrapup of so-so rhythm-rocker. Flip is more effective showcase for Strong. (Trianon, BMI)

DICK MUND

★★ **One Light By Land**
CROSLEY 202—A tender item in waltz time with a chorus behind the chanter, who sings from the heart. (Wharton, ASCAP)

★ **Lower the Bridge**
A rhythmic side, contrasting with the flip. (Wharton, ASCAP)

VINNIE MONTE

★★ **A Freshman With a Senior Dream**
DECANTER 103—Cute theme has much teen fodder. The cute rockabilly is given a pleasant reading by Monte with listenable ork and chorus support. (Instant, BMI)

★ **Excite Me**
So-so vocal by Monte on an involved tune with a Latin beat. (Barry, ASCAP)

JAY HAGGARD

★★ **I Want You Now Honey Doll**
DAJA 504—So-so rockabilly is given a fair reading by the artist. Fair chances. (Haggard, BMI)

★ **Our Love Is the Best**
Rockabilly is rendered a la Presley. Flip is better effort, however. (Haggard, BMI)

GENE TERRY

★★ **This Should Go On Forever**
SAVOY 1559—A soulful ballad is sung tenderly by the chanter over triplet backing. (Jamil, BMI)

★ **Fine—Fine**
A semi-rockabilly effort is sung with zest by Terry over thin backing. (Crossroads, BMI)

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

MIKLOS GAFNI: Why Did You Break My Heart/Life Was Beautiful—Tap 404

RUDY GREY: You Were My First Affair/Sugar, Let's Dance Tonight—Talent 252

THE STRANGERS: Crab Louie/We're in Love, We're in Love, We're in Love—Christy 107

Country & Western

★★★★

JIMMY WAKELY
★★★★ **Slipping Around**
SHASTA 107—Wakely remakes his great hit this time on a solo basis. It's still a great song and it can still catch attention. (Peer, BMI)

★★★★ **I Love You so Much It Hurts**
Another fine Floyd Tillman song, as the flip, and Wakely gives it a good nostalgic reading. Both these oldies can get jockey attention in the territories. (Peer, BMI)

We're **EMBARRASSED**
It's **BAD** by
COZY COLE
ON LOVE

CHARLIE WALKER
 ***** I'm Not Mixed Up Anymore
 MERCURY 71405—Side should easily find a market with lovers of traditional fare. Male chorus and honky-tonk piano are excellent in support. (Starday, BMI)

**** No Sorrow Tonight
 C.&W. waltz is read with appeal by Walker. Traditional backing accompanies. Side has a folkish sound. (Starrite, BMI)

FORTIER WAGONER
 **** Out of Sight Out of Mind
 RCA VICTOR 7457 — The fine country singer turns in a first-rate reading of a plaintive weeper, as he tells how his girl forgets him when he is out of sight. Strong side for the market. (Cedarwood, BMI)

**** Me and Fred and Joe and Bill
 Most attractive new novelty effort about a gal who fooled four guys who fell for her is performed solidly here by Wagoner. Two fine sides. (Trinity, BMI)

JERRY LYNN
 *** Queen of the Moon
 Cute narrative tale about a guy who builds a rocket ship and flies to the moon. On the satellite he meets a cute chick who sings to him in gimmicked voice. Side can move in pop marts also. (Glad, BMI)

*** Bugger Burns
 Listenable approach by the artist on a moderate, folk-sounding rocker. The old traditional tune is well handled, and the side should grab a fair share of c.&w. loot. (Glad, BMI)

MERLE KILGORE
 *** I Take a Trip to the Moon
 D 1042—Moderate-beat c.&w. ballad is given a pleasant go by the artist. Traditional fans will like. (Glad, BMI)

*** It'll Be My First Time
 Cat who hasn't seen his girl in quite a spell is hoping she hasn't changed. Tune is also a c.&w. ballad. Potential appears similar to flip. (Glad, BMI)

BILL PHILLIPS
 *** The Tears That Fall
 COLUMBIA 41323—Phillips has a nice, high-voiced quality and he sings this medium-beat weeper ballad in a stylish way. Some of the quality of Webb Pierce creeps thru on this. Good wax is a traditional groove. (Cedarwood, BMI)

*** Foolish Me
 A bright, old-style country tune, delivered in solid form by Walker. This is the rhythm side and it, too, has a nice quality about it. (Peer, BMI)

RICK JOHNSON
 *** Reprise of Tom Dooley
 D 1039—Side is similar to the recent hit by the Kingston Trio, except in this case the dying chick begs them not to hang Tom Dooley. Side has a chance. Good jockey platter. (Ken-Rick, BMI)

*** Barbara Allen
 Pretty folkish melody is warbled softly by Johnson with male group assistance. Light guitars and rhythm accompaniment. Flip appears a bit more potent. (Glad, BMI)

BUD & BUD
 *** Don't Come Cryin' Back to Me
 AZALEA 119—Bud & Bud (The Hooper Twins) sing this traditional country effort pleasantly. (Country Music, BMI)

*** You're Not the Same Anymore
 Same comment. (Country Music, BMI)

COVE WILCOX
 *** I Made a Mistake
 AZALEA 117—He married the wrong chick, and he knows he made a mistake. It's an agonized weeper in the true country tradition. (Country Music, BMI)

*** You Gotta Quit Cheatin'
 Country blues, traditional performance. Title explains the lyric, which is in the Hank Williams groove. (Country Music, BMI)

LEE FINN
 *** High Class Feelin'
 WESTPORT 2495—Rockabilly side, of the type once tagged as country blues. Finn has a legit feeling for this genre. (Westport, BMI)

*** Four Me a Glass of Wine
 A weeper, with a bluesy, rhythmic arrangement. Good country wax of the traditional sort. (Westport, BMI)

AL MUNIZ
 *** Ocean Full of Tears
 SAGE 282—Feelingful reading by Muniz on okay ditty. (Sage & Sand, SESAC)

*** Trinkl'n' Teardrops
 Same comment. (Sage & Sand, SESAC)

ADRIAN ROLAND
 *** I Stepped Out on My Baby
 AZALEA 116—A weeper in the traditional style—both as to lyric and performance. He cheated on the chick, and now she's stepping out on him. (TNT, BMI)

★ Alone
 Another weeper in the traditional style. (TNT, BMI)

SMOKEY STOVER
 *** My Building of Dreams
 Ol' PODNER 101 — Plaintive reading by Stover of solid weeper. (Starrite, BMI)

★ It's Easier Said Than Done
 Stover wails effectively on so-so country item. (Starrite, BMI)

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

RAY GODSIN: I Love You More and More/Loving Arms—Logan 3106

WHITEY PULLEN: You'll Get Your Someday/I Lived a Lifetime Last Night—Sage 238

EDDIE REYNOLDS: Greater Love/Fe, Fi, Fo, Fum—Time 460

J. W. WARDEN: Sidewalk Rock and Roll/Only a Tear—Simpson 11301

Rhythm & Blues

THE MELLO KINGS
 ***** Chip Chip
 HERALD 536—A well-made side. The boys give the rocker a classy, bouncy touch. The side has a good sound, and it has a chance. (Angel, BMI)

*** Running to You
 An interesting piece of ballad material. It's all about what he thinks of his lady love. Good lead performance. (Angel, BMI)

EARL BOSTIC
 *** Barcarolle
 KING 5175—Offenbach's familiar melody receives a swinging treatment from the Bostic crew with the leader's alto coming thru strongly. Solid wax for the boxes. (PD)

*** My Reverie Cha Cha
 The hit of the late 30's receives a good cha cha reading from the Bostic crew. It's a good side but the flip is a bit stronger. (Robbins, ASCAP)

OTIS WILLIAMS
 *** Pretty Little Things Called Girls
 DELUXE 6181—A snappy piece of material and Williams gives it a nice rousing reading. Good bit of interest here with lyrics that sell. This could catch some interest. (GH, BMI)

*** Welcome Home
 A slow ballad by Williams, accompanied by guitar and organ. Material is not too much tho Williams gives it a nice go. (Marjorie, BMI)

ROY BROWN
 *** Melinda
 KING 5178—Brown shouts exuberantly on bouncy rocker. Good jockey item. (Lols, BMI)

*** Lah-Dee-Dah-Dee
 Lively vocal interpretation of okay rhythm novelty. (Lols, BMI)

GUITAR JR.
 *** Pick Me Up on Your Way Down
 GOLDBAND 1085—A distinctly old-fashioned sound on this recording. Guitar Jr. wails it far off key in spots, but the fem back-up and the pounding beat give the side an interesting sound. Has a gospel feel. (Pamper, BMI)

*** Please
 This has the real sound of the swamps, with that outdoor, echoey quality. It's a slow, pleading ballad. (Kamar, BMI)

Sacred

THE CHUCK WAGON GANG
 ***** Endless Joy Is Waiting
 COLUMBIA 41324—A fine, sacred effort is rendered in smartly-arranged fashion by the mixed group. A mighty solid side for the Bible Belt market. (Affiliated, BMI)

***** My Cathedral of Dreams
 A slightly slower rhythm on this side, but the gang piles considerable feeling into the emotional song. Good fem lead takes over in spots. Coupling is made to order for the territories. (Affiliated, BMI)

Audio Feedback

Continued from page 27

Model 501 together in 14 minutes and at the same time I was answering all their questions. I guess if someone held a stop watch on me I could do it in eight or 10 minutes.

"The average guy who's unfamiliar with it has to read the instructions first. Then he'll put it together slowly and carefully. It should take him about an hour. The second time he does it would take him less than half that time."

WHAT ABOUT THE DEALERS?

A lot of dealers must be handling your product, we said. "Not so," he said candidly. "You see, a lot of dealers have gotten burnt handling cabinets. Lemme tell you how it works. Dealers don't have the display area for big equipment cabinets. They keep one or two pieces on the floor and, when they sell a system, they special order the cabinets. Maybe there's \$700 worth of equipment involved. The money in the transaction is often held up for a couple hundred dollars worth of cabinets. Suppose the cabinets are delivered two weeks after they're supposed to as they often are?"

"The dealer would much rather sell the equipment, get his money right away and let the customer take care of the cabinet problem."

"So, what do you do?" we asked.

"Well, we've tried to beat this problem by guaranteeing delivery to the dealer. Our fanciest stuff is delivered in three weeks. Our kits are delivered in a week to 10 days. The made-up kits get 10 days to two-week delivery. If the customer went directly to a cabinet maker, he couldn't get delivery in less than three weeks."

STRICTLY FOR THE AUDIOPHILE

Altho Munchie now builds cabinets exclusively for the home entertainment field, he began in business as a general cabinet-maker. He owned a business on Long Island in which he did custom cabinet work and made pine furniture. His place had the appropriate name of "The Pine Shop."

One day nine years ago, as he tells it, a man came in with an amplifier and asked him if he'd wrap a pine cabinet around it.

"Well," said Munchie, "I'm a frustrated musician and I got interested in the equipment. Ever since then I've been in this business."

Artizans of New England produces two series of cabinets

—a kit series and a "decorator's" series. Both series have models designed for equipment, equipment and speakers combined or for speakers alone. Prices in the kit series range from \$19.50 to \$105. The "Decorator's" series ranges in price from \$85 to \$295.

Norelco Shows

Continued from page 27

flexes. All are constructed of ¾-inch plywood with all joints glued and screwed. Sound-absorbent materials are used as liners for correct damping. Each model is available in a choice of four woods: mahogany, walnut, blond or cherry (Fruitwood).

Heading the line is the Model 1, a back-loaded folded horn enclosure designed for the Norelco T-7 series and for other 12-inch speakers. It comes with eight-inch legs. Dimensions are: 26 inches wide by 21½ inches high by 17¼ inches deep. Prices: walnut or cherry, \$99.50; blond, \$94.95; mahogany, \$91.

The Model 1 enclosure is also available as a complete speaker system, mounted with two eight-inch Norelco speakers. Prices of the system are: walnut or cherry, \$159.95; blond, \$154.95, and mahogany, \$149.95.

The Norelco Model 2 and Model 3 enclosures are the distributed port bass reflex type. They can be rested vertically, or horizontally in a bookshelf as well as on tables.

They are designed for use with the Norelco T-7 series and with most other eight-inch speakers. Dimensions of the Model 2 are: 23¾ inches wide by 13¾ inches high by 11¾ inches deep. Prices: Walnut or cherry, \$59.95; blond, \$55.50, and mahogany, \$51.

Dimensions of the Model 3 are: 18½ inches wide by 12 inches high by 8 15/16 inches deep. Prices: Walnut or cherry, \$35; blond, \$33.25; mahogany, \$31.

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CNE Surplus Tops 553G Despite Rainy Weather

Conklin Midway Take Is \$476,039; Grandstand Patrons Pay \$454,863

TORONTO — Weather threw a curve at the Canadian National Exhibition in 1958 when rain threatened on 13 of the 16 days. Despite the low ball that resulted, the fair drew 2,960,000 people and reaped a \$553,675 surplus. Of this, \$388,557 was passed along to the city of Toronto. In his annual report, Hiram McCallum, general manager, said the

CNE faces three difficult years, because of construction on all sides of its grounds.

There is the construction of the Fred Gardiner Expressway behind the CNE grounds and Exhibition's proposed filling in of 50 acres of lakefront—all causing confusion until 1961 or 1962. Other construction projects include a proposed home furnishing building and renovations to the Coliseum.

Harry I. Price was elected president, succeeding Fred T. Walsh. William Freyseng is vice-president, and J. M. Fraser, second vice-president.

Plan Naval Show

It was announced at the annual meeting that all NATO countries will be invited to send vessels to a

large naval display at the CNE this year. It is hoped the United States will send the atomic submarine Nautilus as part of its contingent. In addition, there will be a fleet representing the world's merchant shipping. This huge water display ties in with the opening this year of the St. Lawrence Seaway.

The current and working assets of the CNE are \$605,940, exceeding the current liabilities by \$514,806. The plant and equipment are carried on the balance sheet at \$2,910,780. McCallum said that this figure represents only a very small fraction of the actual replacement value of the grounds, buildings, plant and equipment. (Continued on page 57)

Ohio State Fair Names Bishop Mgr.

COLUMBUS, O. — Roland Bishop, Melford Center, O., has been named manager of the Ohio State Fair and has already taken over the position, Robert Terhune, commissioner of agriculture, announced. He succeeds D. Robert Jones, who resigned earlier this year.

Bishop is a graduate of agricultural economics school of Ohio State University, a practical farmer and has worked for years at county fairs in various capacities including judging. He also is active in youth and church work.

In making the announcement, Terhune said that the fair's entertainment program was being studied. Only concrete decisions were that a midway would be retained but the professional football game, featured at the '58 fair, would be dropped. In fact, the bleachers built specially for the game would be dismantled, he said.

Terhune said the new fair manager was studying the possibility of putting night harness racing on the '59 program and was studying the entire program in order to eliminate the financial losses incurred at last year's exposition.

Rudisill, Jacobs Head York's Fair

Split Posts Vacated by Lewis Death; \$48,385 Exhibit Space Already Sold

YORK, Pa. — The York Interstate Fair will have two men this year to fill the dual function of the late Samuel S. Lewis, veteran president and general manager who died January 15 (The Billboard, January 19).

John M. Rudisill, banker and businessman, was elected general manager. Horace B. Faber, seed and nursery firm operator, was chosen for the presidency. Ralph B. Jacobs, bank official, becomes vice-president, succeeding Faber.

Jacobs also continues as treasurer of the York County Agricultural Society which operates the fair, and Catherine O. Morgart continues as secretary. Lewis' former position on the board of managers will be filled at a later date.

Rudisill will devote his full time to managing the fair. He became

superintendent of the livestock division in 1923 and later was named manager in charge. Faber has been a manager since 1928 and was elected vice-president in 1954.

This fall's fair dates are September 15-19, again running Tuesday thru Saturday. Added sales of \$8,880 in exhibit space bring the total to date to \$48,385, according to John Dempwolf, manager of concessions.

SPECIAL PAGES ABOUT TRAILERS DUE NEXT WEEK

Next week's issue of The Billboard will include an extra section to spotlight trailers—mobile homes, travel trailers and special units for show uses.

Thousands of show people live in trailer homes. In addition to those in summer travel with carnivals, circuses, concession units and other outdoor amusements, are show people who use their trailers on a year-round basis. Many live in semi-portable trailers in the South all winter and switch to travel trailers when the show season starts again.

The Billboard's special trailer section will include feature articles of interest and value to show trailerites—articles on trailer models, trailer regulations, trailer financing and many other specialized topics. The bonus pages will be in the issue dated February 16.

Illinois Pyro Signs Coleman, State Fair

DANVILLE, Ill.—Roger Coleman, veteran fireworks exec, has been named sales manager of the Illinois Fireworks Company, Joe Porcheddu, president, announced.

Coleman, of Wisconsin Rapids, Wis., who has been in the pyrotechnic display business for the past 13 years, signed a five-year pact with the Illinois firm.

Porcheddu also announced that his firm had been awarded the fireworks contract at the Illinois State Fair with shows scheduled in front of the grandstand eight nights, August 14-21.

Weather, Rogers Boost Fla. State Fair

Gate Up 23%, Grandstand 54% Ahead; Royal American Gross Spurts 25%

TAMPA — A combination of greatly improved weather and the Roy Rogers show proved a big boost for the Florida State Fair during the first four days of its run thru Friday (6).

At that point attendance was up 23 per cent; the grandstand, where Rogers held forth, was 54 per cent ahead, and the ride and show gross on the Royal American midway was 25 per cent above '58.

J. C. Huskisson, veteran fair manager, said that both the gate,

grandstand and midway built thru the first four days.

The Rogers show opened Tuesday evening to one of the best opening night crowds on the fair's records. Performances after that, including the matinees, were attended by strong crowds and as a result, two more shows were scheduled. They will be given on the two Saturday evenings at 7:30 p.m. originally scheduled for the Jack Kochman thrill show. The stunters will be presented after Rogers.

Also strong, as compared with last year, was the first program of auto racing presented by Al Sweeney's National Speedways on Wednesday afternoon. Eddie Loetscher, driver, was seriously injured (Continued on page 58)

PA. FAIRS SHIFT DATES, RE-ELECT

1960 Convention to Precede N. Y.; Start Elections on Two-Year Basis

READING, Pa. — Officers of the Pennsylvania State Association of County Fairs will serve another two years, according to the plan adopted at the annual meeting here Wednesday and Thursday (28-29).

Edward A. Clark of Clearfield, who had served two years as president of the association, will continue in office. The group moved to hold future elections on a two-year basis. All current officers were returned for 1959 and 1960.

The meeting next year will be Wednesday and Thursday, January 20-21, in the Penn-Harris Hotel, Harrisburg. It will be an off-year for the State Legislature, which dominates the hotel when it is in session. Also seeking the convention were Norristown, Erie and Pittsburgh.

Officers Named

Other officers are John Giles of Reading, A. J. Richards of Butler

and Dwight B. Hower of Port Royal, vice-presidents, and William Arthur Morris of Reading, secretary-treasurer.

A special program for the women on Thursday (29) was well received. It consisted of bus travels, free luncheon and fashion show. The Reading area was toured and a major knitting mill was visited.

At a panel discussion, Hugh C. Sarraf of the State Department of Public Health's sanitation division, urged gradual but definite improvement of food sanitation. Other panel leaders included Dick Eichelberger, admission pass controls; John Giles, off-season revenues, and Benjamin Moody, supervising underwriter of the American Casualty Company, on proper insurance coverage for fairs.

A jammed ballroom responded for the annual banquet at which talent was provided by the GAC-Hamid, Willard Alexander, Nune-maker, and Cooke and Rose offices.

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Knock
Knock
That's



OPPORTUNITY
check the
CLASSIFIED SECTION
this issue

Okla. Fairs Elect Jones As President

Name Whitenton Veep; Weather Cuts Attendance

OKLAHOMA CITY — Warren Jones, Wewoka, was elected president of the Oklahoma Association of Fairs at its annual meeting here Sunday thru Tuesday (1-3). Bill Whitenton, Claremore, was named vice-president and Harry F. James, this city, was re-elected to the post of secretary.

The three-day confab drew representatives from 20 of the State's county fairs, which was considered good in view of icy roads thruout the State. A comparable number of midway and attraction reps were on hand.

Main topic discussed at the sessions was modernization of fairs, with special emphasis on up-dating of exhibits of all types. Vance Deaton, district agent, spoke on the latter topic and displayed a number of suggestions on slides.

The annual banquet was held Monday night with 75 attending.

Representing carnivals, booking offices and fair suppliers were M. M. Moser, Central States Shows; Mr. and Mrs. J. W. Mahaffey, Cherokee Amusement Co.; Mr. and Mrs. Bob Hammond, Bob Hammond Shows; Orrie Maddox, Bob Ottaway, Maddox Bros. Shows; Mr. and Mrs. A. H. Raines, Raines Amusement Co.; L. A. (Tex) Beeson, Orange Bros. Shows; Pete Davis, Dixie Amusements; Ted Corey, Heart of America Shows.

Norman Burnett, Burnett Fireworks Co.; Billy Senior, George B. Flint, Barnes-Carruthers Theatrical Enterprises; Fred Herrin Jr. Paramount Fireworks Co.; G. A. Wald, Wald Fireworks Co.; Ernie Young, GAC-Hamid; Ralph Kirk, Kirk Family Circus; Ben Treux, Harry Peebles, Trueax-Peebles Enterprises; E. O. Stacy, Music Corporation of America; Harold Braucht, Colorcraft Poster; Mr. and Mrs. Emd Guildensopf Sr., Frank Sharp, John Willis, Regalia Mfg. Co., and Mr. and Mrs. Bill Dillard, Sonny Myers Amusements.

Sears Items Part of U. S. Moscow Show

WASHINGTON — A preview of America's latest household and maintenance equipment will be given to Moscow's sidewalk superintendents as they watch the American National Exhibit take shape in Sokolniki Park this spring.

The equipment, donated to the U. S. Government by Sears, Roebuck & Company, includes brooms, mops, lawn mowers, spades shovels, wheelbarrows, fire extinguishers and other items needed for construction and maintenance of the exhibition. Sears also plans to display do-it-yourself tools and other household items when the exhibition opens this summer.

Maintenance items donated by Sears will serve a dual role—not only will the Russians see them in use during the construction period, but the items will serve as an added attraction for housewives who visit the six-week-long exhibition.

Plans call for the construction of approximately 80,000 square feet of buildings on a 300,000-square-foot site in Sokolniki, Moscow's oldest public park.

Waller Names Officers

WALLER, Tex.—R. C. (Skeeter) Smith has been named president of Waller County Fair Association. W. R. Limer was elected vice-president and Mrs. Vannah G. Warren was re-elected secretary-treasurer.

Salty SELLS

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CANADA B FAIRS ELECT STEWART

Discontinues Two Meetings Per Year; Reynolds Terms Grandstand Future Dim

SASKATOON, Sask. — Keith Stewart, of Portage la Prairie, Man., was elected president of the Western Canada Fairs Association at the recent annual two-day meeting held in the Bessborough Hotel here. He succeeds James S. Reynolds, Estevan, Sask.

Vice-presidents of the 12-member Class B fairs circuit are A. J. Adolph, Weyburn, Sask.; J. Morton, Red Deer, Alta., and N. W. Symonds, North Battleford, Sask. George K. Ross, Prince Albert, Sask., continues as secretary.

Decision was made to hold only one meeting a year rather than two, as in the past. The annual meeting will be held in the fall and will alternate between Regina and Saskatoon.

Visitors included representatives of the midway and grandstand shows for the season, Bernard Thomas, of the Art B. Thomas Shows, and Tom and Hazel Drake for the Tom Drake Agency.

Grandstand shows eventually will not be the money-makers they now are, Reynolds said in his presidential address. They are still revenue earners in Canada, but they no longer are in the United States, he said. The same decline is expected in Canada.

Stresses Women

At fairs where women have the rank of director, the women's departments are more progressive and up-to-date than at places where there are no women directors, said Mrs. Helene Ducie, extension specialist with the University of Saskatchewan.

It was time women were given equal status with men on the fair boards, she suggested.

As a yardstick for a good agricultural fair, she said it should build better agriculture and homemaking; develop community spirit; awaken community pride; build better understanding of common problems; present new objectives; disseminate helpful information and send people home inspired to do better farming and homemaking.

She suggested that fairs keep abreast of the times by changing their prize lists. One idea was that frozen food competitions be introduced.

Mention was made of exhibitors' schools, held under sponsorship of fair boards, with a staff member of the university extension department in attendance. Fair boards and agricultural societies that had sponsored them were pleased with the results, she said.

The trend to contract farming may leave farmers uninterested in agricultural fairs, either to compete against neighbors or to get information, said F. Newcombe, of the Alberta Department of Agriculture. He said a farmer under contract would become a wage earner. Perhaps in 10 or 15 years the fair boards would be studying where they fitted into the farm picture.

The need for standardization in livestock judging was outlined by Charles Perry, manager of the Lethbridge (Alta.) Exhibition. He said any educational campaign to this end would have to be directed to the breed associations.

H. R. Clark, University of Saskatchewan, dealt with the mutual benefits derived when 4-H clubs and fairs worked together.

Fairs and exhibitions are one of the best means for rapid circulation of money, which in turn is good for the economy, said J. S. Woodward, president of the Saskatoon Board of Trade.

Alberta representatives at the meeting reported that the provincial government had increased fair grants last year to bring them more in line with Saskatchewan's grants.

In Saskatchewan the government provides 50 per cent of the prize money paid out by the fair groups, up to a maximum of \$3,000, and grants of up to \$700 are allowed for junior activities.

The Manitoba government was reported considering raising its grants which are below those given to Saskatchewan fairs.

Central Wash. Fair May Adopt Mutuels

YAKIMA, Wash.—Horse racing with pari-mutuel betting may be a feature at Central Washington Fair, to be held here September 30-October 4, J. Hugh King, manager, said.

The way was partly paved for the running races recently when a long-term lease was signed between the fair and the newly organized Yakima Valley Turf Club, Inc. Dates for the meet are yet to be set by the Washington State Racing Association.

The Turf Club, in signing the lease with the fair board, agreed to make improvements of not less than \$200,000 nor more than \$500,000. They also agreed to build a new grandstand and provide new stables, and to conduct a meet during the 1959 fair. Study of buying or using the plans of the grandstand in Tucson or Phoenix are being made. Cost of building a grandstand such as the one in Tucson is estimated to cost about \$250,000, while dismantling the one in Phoenix and shipping it here would be much less.

One feature, the fair's horse show, would fall by the wayside if the racing plan is adopted, King declared.

The pari-mutuel plan is being opposed by the Yakima County

Ministerial Association. Both the turf club and the fair association are, however, moving ahead with plans for the races.

The grandstand show at the fair has been booked by GAC-Hamid for the past three years with such stars as June Valli, Guy Mitchell, Bob Crosby, Vaughn Monroe and Eddie Peabody among the headliners.

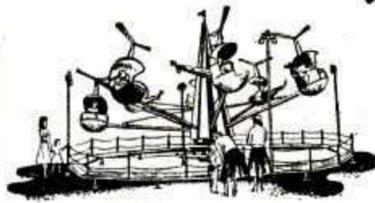
Ralph Meeker, owner of Meeker Shows, and Bob Bollinger, Portland, have been signed to furnish midway attractions again.

Cosgrave Elected

CALGARY, Alta.—Dick Cosgrave, arena director of the Calgary Exhibition and Stampede for the past 12 years, was elected vice-president of the International Rodeo Management Association at the recent annual convention of the IRMA in Colorado Springs, Colo.

Herman Linder, of Cardston, Alta., rodeo producer and arena manager, was elected Canadian chairman of the Miss Rodeo of America contest.

Irving Hansen, manager of the Swift Current, Sask., Agricultural and Exhibition Association, was honored for his contribution to the field of rodeo management during the past year.



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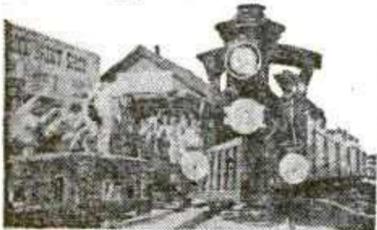
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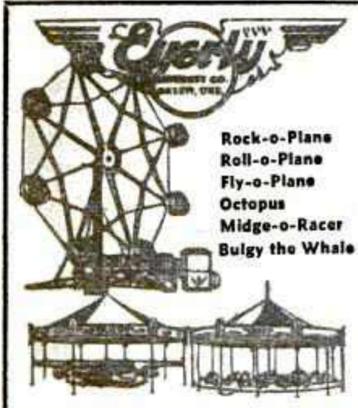
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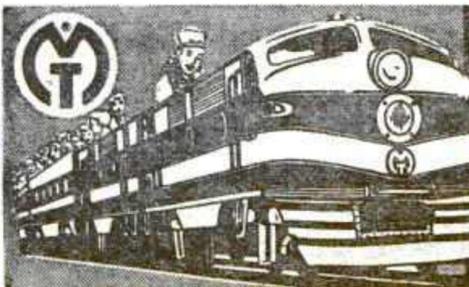


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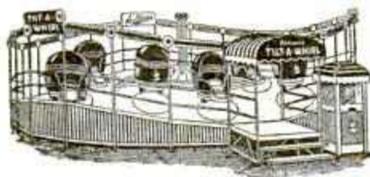
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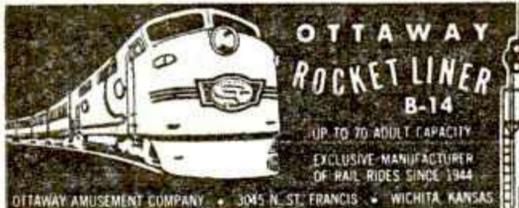
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Ottawa Ex Nets 128G on Record Run

Don Reid Named President; Return
Of A. F. Band and Chorus Reported

OTTAWA—Records in virtually every department were revealed in the Central Canada Exhibition's annual audit, presented to the event's association by general manager J. K. Clarke. Total revenue from the 1958 fair was \$443,765 and expenditures were \$315,122, leaving a credit balance or profit of \$128,643.

Profit was nearly 15 per cent lower than the previous year although revenue was higher by a couple of thousand dollars, chiefly because of the greater costs incurred in 1958. Expenses in 1957 had been \$296,354.

The association derived a greater profit from its year-around operation of Lansdowne Park, a credit balance of \$20,835 on revenues totaling \$152,466.

Longer Run Succeeds

An attendance record of 533,763 resulted from the fair's first full eight-day operation, compared with 507,172 the previous year. Various income items included \$156,956 in

gate admissions, \$58,513 from grandstand admissions, around \$74,800 from the midway, \$27,605 from the home giveaway promotion, concessions and space rentals around \$60,000, entry fees \$8,200, and various exclusive privileges \$34,853.

Total assets of the association are listed as \$253,552.

Controller Wilbert Hamilton, president, said the directors have decided to continue the eight-day operation this year due to its success. He also mentioned that the second appearance of the U. S. Air Force Band with the Singing Sergeants choir will return to the fair this fall. Hamilton is succeeded by Alderman Don B. Reid, former vice-president; Clark Mansfield and Alderman Howard Henry were elected vice-presidents.

During Hamilton's two years as president, and during Clarke's first two years as general manager succeeding the late H. H. McElroy, considerable improvements were undertaken, it was pointed out. The \$400,000 McElroy Building was opened and substantial ex-

VA. EGGS N. C. ATTENDEES TO MAKE RICHMOND

DURHAM, N. C. — Elevator passengers at the North Carolina fair meeting here were teased again by Bill Finch of Danville, Va. The affable Virginia association secretary always makes the North Carolina session to drum up attendance for his own affair. This time big cartoons showed a pair of cows in a cornfield, with one saying to the others, "Hey, Mabel, look what I see!" In the distance is shown a field of dollar bills, labelled "Virginia Meeting." In the past he's handed out likenesses of stunning girls, with the legend, "See me in Virginia, boys."

penditures have been made to effect much-needed projects in buildings and grounds.

On December 1, 1957, the association entered into a new 10-year agreement with the city of Ottawa, which owns Lansdowne Park, under which the CCE pays the city a yearly rental of \$25,000 and places surplus revenue into a fund for expansion and construction. The association has been operating the park since 1946 on an all-year basis.

150G KITTY

Bangor's 125th Birthday Cele Off to Big Start

BANGOR, Me.—This city of 32,000 has kicked off a year-long celebration marking the 125th anniversary of its incorporation and will present a long list of attractions, promotions and athletic events during the next 11 months.

Under the direction of J. Dan Baldwin, former manager of Kentucky State Fair, Louisville, and financed with a kitty of \$150,000 raised by townspeople, the events were kicked off New Year's Eve with a huge bonfire attended by some 15,000. This was followed by the first edition of the Downeast Classic, an invitational college basketball tournament.

Paul Bunyan Days, a four-day winter carnival, was held in late January and marked the presentation of a 31-foot Fiberglas statue to the city. High point of the event was the coronation ball where Gov. Clinton A. Clauson crowned Miss 125th Anniversary and Tony Pastor's ork providing the music. Tied in was a complete program of winter sports and a parade.

One of the largest birthday cakes ever made will be presented on the actual birthday, February 12. Located in the heart of vacation territory, Bangor will get the wheels rolling once the winter breaks. Decoration Day weekend will see a two-day salute to the armed forces with parades, acrobatic jet show, naval display and a wild animal show.

Exhibits and a Kiddieland will operate near the Bunyan statue from June 1 thru Labor Day. "Out of the Darkness," a fireworks pageant based on the Old Testament, will wind up a nine-day stand July 4. The weekend of July 4 will feature the National Junior AAU track meet and an international outdoor cooking contest. Water regattas and the Maine State Open Golf Tournament are also set for this city.

A historical pageant will take over from August 29 thru September 4 and on September 5 the New York Giants and the Green Bay Packers will tangle in the first National Professional League

football game to be held in Maine.

In addition to the planned program, some 15 conventions are already booked for the year and some 14,000 delegates are expected to spend upward of \$500,000.

All publicity media is co-operating fully, according to Baldwin. Both stations are giving a free 15-minute slot each week. The three radio stations are co-operating with both free and paid promotion and the local newspaper is behind the celebration in force.

NEW OVAL

Plans Set For Texas Speedway

LUBBOCK, Tex.—Plans for construction of a new 2½-mile speedway between Dallas and Fort Worth were disclosed last week by Owen R. Gray, publisher of this city.

Gray, who returned here after consulting with officials of the Indianapolis Motor Speedway and the United States Auto Club, said plans call for construction of a track that would cost \$10 million.

According to Gray, the oval would be financed by a group of Texas businessmen, would have a double-decked grandstand with seating for 100,000 and parking space for 42,000 cars. To occupy 1,000 acres, it is also planned to have a mile track and sports car circuit in the infield, along with an 18-hole golf course.

Four or five races would be conducted annually, according to present plans.

New Florida Arena

ZEPHYRHILLS, Fla. — Construction work is going forward on a combined \$150,000 city hall and 800-seat auditorium here.

Joie Chitwood Retires From Stunt Field

Title in Storage;
Devoting Time to
Garage, Boat Deal

READING, Pa.—Joie Chitwood is retiring from the automobile thrill show business, The Billboard was told last week. Chitwood confirmed rumors that he will not tour a stunt show, nor has he any definite plans for personal appearances, altho he will continue to visit as many major race dates as possible.

The Chitwood name was one of the strongest in automotive circles, and its possessor began using it as a thrill show title in 1944. At one time there were as many as six units carrying the title, and in 1958 five of these were on the road under agreements with manager-operators.

Chitwood is 44 years old and a native of Denison, Tex. During his racing career he was a 10-time competitor in the Indianapolis 500-mile classic, finishing second in 1950. He was national dirt track champion in 1939-'40 and '42, and was holder of many track records when he quit driving in 1950.

Business interests in which Chitwood is involved include his garage here and his newly acquired exclusive distributorship in Pennsylvania, New Jersey and Maryland for Caraca Boat Company products.

Calif. Solon Seeks Free Fair Gates

SACRAMENTO — Legislation increasing the California State Fair and Exposition board of directors to 80 members and abolishing gate admissions at fairs throughout the State may be sought by Assemblyman Samuel R. Geddes (D.) of Napa.

Geddes said that his legislation would abolish the present State Fair board of 14 members and be replaced by two from each of the 40 State Senate districts. The directors would be appointed by the governor with the consent of the Senate.

The assemblyman's move for free fairs is a continuation of a move started some time ago. He has long been opposed to passes issued for the events.

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Govt. Expands Loans for Amusements

WASHINGTON — A big break was given to many segments of the amusement industry recently when the Small Business Administration announced a broadening of its loan policy in recreational fields.

Revised policy means that government loans will be available to drive-in theaters, bowling alleys, golf courses, skating rinks, swimming pools and similar facilities, if they qualify under SBA's definition of small business. Funds will not be available for carnivals, circuses, coin-operated amusements, pool parlors, clubs of restricted membership, or for establishments deriving income from gambling or substantially from the sale of alcoholic beverages.

Wendell B. Barnes, SBA's administrator, said revision of the policy is "in accord with the goals of the President's Council on Youth Fitness." That Council has been "striving to make the American public aware of the great need to improve the fitness of American youth, with particular emphasis on physical activity, in order that the American public as a whole will benefit from sounder health," Barnes said. Previously, the only recreational facilities eligible for loans from SBA were four-wall theaters.

SBA pointed out, however, that the eligibility of many businesses will have to be determined on a case-by-case basis. Agency advises all parties interested in learning the procedure of applying for a loan, to contact the nearest SBA field office.

Under the law, SBA can make loans only when financing is not otherwise available on reasonable terms. To qualify as "small," a recreational business would have yearly receipts of \$1,000,000 or less. An applicant for an SBA loan must meet the requirements of the Small Business Act as to independence of ownership and operation, and non-dominance in its field.

Ind. Legislature To Get Indianapolis Auditorium Bill

INDIANAPOLIS — Indiana legislators will be told that the construction of an Indianapolis civic auditorium is an economic necessity and that the needed clarifying legislation should be enacted forthwith.

Information assembled by the Indianapolis Convention and Visitors' Bureau shows that more than 300 State and national organizations have chosen the city for their conventions in 1959.

Plans for the construction of a \$14,000,000 center were halted last spring with the discovery of a flaw in the enabling statute.

With the construction of the auditorium delayed, the Indiana Theater building became the city's convention center on January 1, according to Joseph J. Cripe, secretary-manager of the Convention Bureau.

All three floors of the building have been remodeled, Dale H. McFarland, general manager of the Greater Indianapolis Amusement Company, owner of the building, announced.

The main floor has a seating capacity of 3,200. On the second floor is a ballroom to accommodate 4,000 persons. The huge lower floor now is an exhibit hall.

ARENAS & AUDITORIUMS

Flower, Boat-Sports Shows Prepare for Successful Runs

By TOM PARKINSON

FLOWER SHOW SEASON is coming up fast and two of the shows will be those at Chicago's Navy Pier and Washington's National Guard Armory.

The ninth annual National Capital Flower and Garden Show will be in Washington March 6-12 and is expected to attract in the neighborhood of 125,000 persons. A feature will be a three-dimensional exhibit called the Garden of Gethsemane. In other years, wives of the President, Vice-President or Chief Justice have officially opened the show.

In Chicago, the Modern Living Home and Flower Show will be March 7-15, under direction of Grover McDonald. Harold Cook, of the Illinois State Florists' Association, is in charge of the flower show section. "Dancing Waters" has been contracted again by the Chicago show.

BOAT SHOWS ALSO are coming around again, too. These have proved to be among the most successful of shows in the past few seasons, and producers and exhibitors will be looking for equally good returns this year. Typical of boat shows in combination with sports shows will be those at Sports Arena, Toledo, and the Arena at Richmond, Va. The Toledo show is February 13-18, with entertainment each evening and two afternoons. The Richmond show is to be March 17-22. A sellout last year, it is a sure thing to do well this time, too.

Lawson Portable Floors has completed a new 85 by 119-foot floor for the new Greenville, S. C., Auditorium. In February the firm will install a new floor at the State Teachers College, Ellendale, N. D. . . . An unusually large sound system has been installed in the new Miami Beach Exhibition Hall by a Miami contractor using all Altec equipment. The loud-speakers, amplifiers and microphones were priced at \$75,000. . . . Safway Steel Products Company has perfected a new banquet table using the flat riser frame for a base. The first order of 200 went to Herman Penn's Greenville, S. C., building.

BUD PURDY has a company of "My Fair Lady" in the Montana State College Field House February 17.

CNE's Surplus Over 553G

Continued from page 54

During 1954, a physical inventory of all movable equipment including the CNE's electric plant was taken and this alone totalled \$2,069,654.

The 1958 surplus was the third largest in the last seven years, being exceeded only by those of 1954 and 1957.

Some details of the income and expense:

Grosses 707G

In the concessions department, revenue earned by the midway was \$707,515, less \$19,128 amusement tax for a net of \$688,387. The report shows Conklin Bros. and their concessionaires took \$476,039 as their share.

Auto trains provided \$14,315 revenue while outside parking turned in \$17,475.

Restaurants provided \$51,920, while general concession revenue provided \$251,735 and grandstand concession revenue was just \$10,750.

The total admission revenue at the Grandstand was \$454,863, made up of \$52,842 from after-

noon receipts and \$402,021 for the evening. Total costs for the grandstand production, etc., came to \$509,352. This included the fee of Danny Kaye, who headlined the evening show. His fee was reportedly \$100,000.

In the revenue department, the agriculture shows brought a revenue of \$78,708. This was broken down: horse show, \$7,598; signs, \$384; subscriptions, \$18,025; cat and dog shows, \$11,130; space and selling privileges, \$9,554; entry fees, \$27,285; tropical fish and bird shows, \$3,539; sale of livestock catalogs, \$386; sundry revenue, \$803.

The Art Gallery brought a revenue of \$5,107, while its costs were \$8,260.

House Giveaway Wins

The women's department brought a revenue of \$119,568, while its costs totalled \$160,662. This included the give-away bungalow of \$17,238 which took in \$23,874 in revenue.

Publicity costs were \$294,002, which includes the official catalog, photos, cuts, etc., billboards, posters, street car advertising, window cards, newspaper and magazine advertising and salaries.

In the special attractions, antique cars brought \$2,284, music space brought \$3,320 and music fees \$1,303.

The statement covering the park operations for building rentals and events shows a surplus of \$83,059. Total revenue was \$454,436 with expenses totalling \$371,376.

The revenue breakdown: gross rentals received from buildings, \$334,159; rentals from storage, \$5,528; off-season parking areas, \$24,785; rentals service, \$17,500; stock car racing, \$51,532; rentals from picnic areas, \$1,115; sports field revenue, \$100; sundry, \$19,713.

Washington Arena Urged

WASHINGTON — A first-class civic auditorium, complete with a theater to seat about 5,000 during the presentation of concerts, opera and plays, was urged by Clarence A. Arata, executive director of Washington's Convention and Visitors Bureau.

Arata said the badly - needed structure should be a multi-purpose building to provide a showcase for "social events, conventions of the highest caliber and top-notch exhibitions."

He would like to see construction of a building of the most modern design, air conditioned, with a main auditorium of 15,000 capacity. Arata also envisions a series of 30 to 40 conference rooms, plus use of modern equipment to make the building completely usable.

Mich. Armory Razed

ISHPEMING, Mich. — The Ishpeming Armory was destroyed by fire in a three-hour blaze.

Calif. Fair Plant Gets Year Set-Back

SACRAMENTO, Calif.—A delay of a year in planning for the new California State Fair & Exposition on the 1,000-acre American River site and the abolishment of the State fairs and exposition fund have been asked by Governor Edmund G. (Pat) Brown.

Along with the Governor's request, Senator James J. McBride (D), Ventura County, has suggested converting the \$7,400,000 reserve earmarked for State Fair construction, be used to balance the State's budget.

Brown explained that a delay in State Fair planning is necessary because of the inability to market \$13,000,000 in revenue bonds for new construction.

Senator McBride has proposed that \$214,260,000 in special and reserve funds be used to balance the budget. Of this amount, \$7,400,000 is earmarked for construction at the new site. This would come from the \$24,000,000 new fair program passed two years ago. McBride has advocated spending approximately \$2,000,000 for multiple deck parking and other

improvements on the present grounds.

McBride also suggested the transfer of \$14,000,000 from the fairs and expositions fund to the State general fund.

Governor Brown agrees that the fair and exposition fund be abolished. If abolished, fairs would be required, beginning in 1960-61 to complete with other State agencies for general fund appropriations. Under the present set-up, fairs and expositions receive a minimum yearly allocation of \$65,000.

The Governor said that the \$7,200,000 fund for the State Fair will remain intact, but would not be figured as an expenditure in calculating the deficit in the general fund.

Ted Rosequist, who heads the planning for the new State Fair, said that he had not yet studied the Governor's report and was unable to explain, at this time, the meaning of the year's delay.

Affected under McBride's suggested plan to use the \$214,000,000 for balancing the budget are several other funds, including those for wildlife restoration, State colleges and armories.

Central Circuit Names Marshall, Lists Dates

READING, Pa. — The Central Fair Harness Racing Circuit re-elected officers and assigned 1959 race dates after adding the descriptive words "harness racing" to its name at the annual reorganization here Wednesday night (28).

The organization, comprised of county fair harness race tracks in Pennsylvania, New Jersey, Delaware and Maryland, was formerly known as the Central Fair Circuit.

Re-elected officers are Norman L. Marshall, Trenton, N. J., president; Thomas Quinn, Pottsville, Pa., vice-president, and W. Arthur Morris, Reading, secretary-treasurer. The re-elected board of stewards is comprised of Lonzie Murray, Clearfield, Pa.; Maynard Mordan, Bloomsburg, Pa., and H. C. Bingham, Bedford, Pa.

Race dates are: June 19-20 and 25-26, Reading Fair Futurities at Laurel, Md.;

July 27-30, Harrington, Del.; August 4-7, Clearfield, Pa.; 11-14, Bedford, Pa.; 19-21, Meadville, Pa.; 18-22, Carlisle, Pa.; 27-29 (nights), Dayton, Pa.; September 2-4, Felmington, N. J.; 7-10, Ebensburg, Pa.; 29-30 and October 1-2, both to be announced but will likely follow Carlisle.



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Carnival Routes

Le Grand Am. Co.: (Orange Ave. & Fairbanks) Winter Park, Fla., 9-14.
 Merchants Jubilee: Bryan, Tex., 14-21.
 Pan-American: Baton Rouge, La. Scott, Turner, Rides: (Boardwalk) Daytona Beach, Fla., 9-24.

Circus Routes

Davenport, Orrin: Detroit, Mich., 9-15; Cleveland, O., 16-22; Rochester, N. Y., 23-March 1.
 Hamid-Morton: Memphis, Tenn., 9-13; Milwaukee, Wis., 16-22; Topeka, Kan., 26-March 1.
 Polack Bros.: Madison, Wis., 13-15; Louisville, Ky., 19-22; Albany, N. Y., 27-March 1.
 Ringling Bros. and Barnum & Bailey: Shreveport, La., 13-16; Nashville, Tenn., 19-21; Huntington, W. Va., 24-25; Charleston 27-28.

Ice Shows

Holiday on Ice of 1959: Chattanooga, Tenn., 9-11; Atlanta, Ga., 12-22; Louisville, Ky., 24-March 1.
 Ice Capades, 18th Edition: St. Paul, Minn., 9-15; Lincoln, Neb., 16-22; Sioux City, Ia., 23-March 1.
 Ice Capades, 19th Edition: Washington, D. C., 9-11; Hershey, Pa., 12-24; Detroit, Mich., 26-March 15.
 Shipstads & Johnson's Ice Follies of 1959: Montreal, Que., 9-15; Boston, Mass., 17-March 1.

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Legitimate Shows

Dark at the Top of the Stars: (Hanna) Cleveland, O., 9-21.
 Gay Fellows, The: (Playhouse) Wilmington, Del., 9-14; (Warner) Atlantic City, N. J., 16-21.
 Girls in 509, The: (Shubert) Detroit, Mich., 9-21.
 God and Kate Murphy: (Wilbur) Boston, Mass., 9-14; (National) Washington, D. C., 16-28.
 Juno: (Shubert) Boston, Mass., 9-21.
 Look After Lulu: (Shubert) New Haven, Conn., 18-21.
 Look Back in Anger: (Pabst) Milwaukee, Wis., 9-14; (State) Minneapolis, Minn., 16-21.
 Music Man, The: (Shubert) Chicago, Ill., indefinite run.
 My Fair Lady: (Riviera) Detroit, Mich., 9-March 21.
 Old Vic Company: (National) Washington, D. C., 9-14.
 Raisin in the Sun: (Blackstone) Chicago, Ill., 9-March 7.
 Sweet Bird of Youth: (Locust) Philadelphia, Pa., 9-28.
 Two for the Seesaw: (Michael Todd) Chicago, Ill., indefinite run.
 Warm Peninsula: (Curran) San Francisco, Calif., 9-14; Portland, Ore., 17-18.

Miscellaneous

McLean's, Buck, Six-Gun Law: Tampa, Fla., 11-21; Winter Haven 23-28.
 Matchstick City: Tampa, Fla., 9-14.

White Horse Troupe Sets N. D. State

GOSHEN, N. Y. — Ward Beam's White Horse Troupe of girl riders has been contracted to appear at the North Dakota State Fair in Minot for six days, July 27-August 1, Beam reports. The troupe will supplement the afternoon and night stage attractions. Beam also has the group set to play the Canadian National Exhibition, Toronto.

Route Set By McKinley

FARMER CITY, Ill.—The McKinley Rodeo & Wild West Show has about completed its 1959 route, reported owner Bob McKinley, booking, including 31 fairs and several still dates in Illinois, Indiana, Michigan and Ohio. Fair dates begin June 30 at Metropolis, Ill. The show opens in June in Florence, Ala., for a three-day stand under Muscles Shoals Shrine Club auspices.

Weather, Rogers

• Continued from page 54

on the first lap of the first event but by Friday was off the critical list.

Not only was the fair well ahead of any recent previous year but dollar-wise it topped '58 by a hefty margin. Huskisson reported revenue at the outside gate was 20 per cent ahead and the grandstand was 64 per cent ahead.

INSURANCE

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 CHICAGO, ILLINOIS

THE FINAL CURTAIN

AMAND—Frank, 65, January 24 in Miami of pneumonia. His wife was known as Baby Thelma, who toured with the Ringling show from 1949-'54 as a fat lady. They had trouped on World of Mirth and Proll's Broadway shows last season. Amand started in vaudeville at seven, doing magic. In subsequent years he was a trapeze flyer and wire walker with Hagenbeck-Wallace and Al G. Barnes circuses. Later he operated his own side show and was an escape artist. He married Thelma in 1953 and became her manager. Other survivors are his daughter, Mrs. Charles Kelly, and four grandchildren. Burial at Miami's Memorial Park.

BRANDON—W. Lee, 80, veteran general agent and one-time secretary of Foley & Burk Shows February 3 in Los Angeles following a long illness. (See Carnival department for details.)

DAY—Elmore (Slim), 80, veteran concessionaire and show owner, February 2 in Sterling, Ill. He had owned and operated Side Shows as Kentucky Bill. Survived by a nephew, William Day, Chicago. Burial in Sterling.

FRIEDMAN—Jack, 73, who for some 30 years directed bathing beauty contests at Coney Island, Cincinnati, February 3 at Sheltering Oaks Hospital, that city, after a long

MARRIAGES

ALBRIGHT-ALCOTT—David B. Albright, Belle Plaine, Minn., and Arlene Joy Alcott, daughter of Mr. and Mrs. Bill Alcott, Minneapolis, January 3.

KINSORA-LOVERDE—Frank Kinsora, member of the Michigan State Fair Commission and director of the fairgrounds Coliseum in Detroit, and Mrs. Stella Loverde recently.

KNUTSON-PARSLEY—Fred Knutson, of the Royal American Shows, and Dorothy E. Parsley, McMinnville, Tenn., January 16 in Tampa.

New B. C. Aud Booked Solid

VANCOUVER, B. C. — Vancouver's new civic auditorium has been booked solidly for its first six months of operation, starting July 9 with the Vancouver Festival.

Red Rose, chairman of the auditorium management committee, said attractions will include leading concert artists, the Vancouver Symphony, an evangelistic campaign and music festival competitions.

Plans for the formal opening are yet to be finalized. Queen Elizabeth has been asked to participate during her summer visit to Canada.

Chicago Boat Show Opens 26th Annual

CHICAGO—The Chicago National Boat Show opened Friday (6) for a 10-day run in the International Amphitheatre. The annual display of boats is produced by the Outboard Boating Club of America under the direction of Guy W. Hughes. About 850 boats, valued at \$2,250,000, are in the exhibit space. A feature is 200 by 50 foot lake complete with live wildlife. About 300,000 visitors are expected to inspect the exhibits of some 20,000 dealers.

illness. He was a prominent Cincinnati tailor. Surviving are three daughters.

GLANN—Charles, 69, January 28 when struck by an automobile as he alighted from a bus in front of his home in Toledo. He was secretary of Lucas County Fair, Toledo, for many years.

HART—Milton D., 55, mayor of Marine City, Mich., and well known to outdoor showmen, January 24 of a heart attack. He was owner-manager of the Hart Processing Company, manufacturer of silk-screen pennants and novelties for the show trade. Survived by his widow, the former Helen Stahl, whose father, Harry, was owner of the Commercial Art Company, Detroit, pennant and specialty manufacturer for several decades, and a son, Dewitt. Interment in Smith Cemetery, Cottleville Township.

HEFFERAN—Dr. Joseph Michael, 70, former circus doctor and legal adjuster, October 19 in New Haven, Conn., following a heart attack. He was with Barnum and Bailey, Mugivan, Bowers and Ballard, and Barnett Bros. circuses. Survivors include his wife, Elizabeth Lynn; a daughter, Mrs. Charles McLachlan; two sisters, Miss Anna Hefferan and Mrs. Ambrose Murphy; two brothers, Dr. Harry and F. Robert; four grandchildren, and several nieces and nephews. Burial was in Danbury, Conn.

HUTZELSIDER—Christian, 85, Danish circus-menagerie operator, in Aarhus, Denmark, January 27.

JOGIMAR—Richard, 67, former circus artist, in Hamburg, Germany, December 22. He was the father of Rolly & Arry, eccentrics, who were with the Ringling-Barnum circus a few years ago.

LAMMERS—Charles J., 82, veteran dramatic actor and producer, recently in Cincinnati of cancer. He started in the tent repertoire field nearly 50 years ago, later moving into dramatic stock and trouped extensively with traveling dramatic shows in this country and Canada. For the last 22 years he had been affiliated with Station WLW, Cincinnati, as actor, producer and drama coach. Funeral and interment in Cincinnati. Survived by a sister.

LANG—Leo, for many years treasurer of the International Association of Showmen, St. Louis, and associated with his brother, Dee, in operation of the old Dee Lang Shows, February 2 in that city of a heart attack. Survived by his widow, Gertrude; a sister, Armella, and his brother. Services February 5 at Holy Family

Church, with burial in Resurrection Cemetery, St. Louis.

NIPP—Harry Clyde, 68, former clown, January 27 in Muncie, Ind. He was a balloonist in World War I and also made balloon ascensions at fairs. Survived by his widow, Hazel; a sister, Mrs. Flossie Backholt, and a brother, Earl. Burial in Muncie.

POWER—Dennis F., 35, former agent for carnivals, bands and country music performers, January 26 of a heart attack in Quincy, Ill. Survived by his widow, Gladys; two sons, a daughter; his mother, Janette Terrell; his stepfather, Tom Terrell; a sister and two brothers. Masonic services were followed by burial in Ridge Cemetery, Springfield, Ill.

ROBERTS—Robert, 71, former pianist who had worked with the Hilton Sisters, Rita Cortez, Honey Walker and the Johnny J. Jones and Eudy Bros. shows, January 22 in Indianapolis of a coronary occlusion. Retired and living in Indianapolis for the past four years, he was a World War I veteran and member of the American Legion post of Attica, Ind. Survived by two nephews, E. Pierce, Logansport, Ind., and Galen M. Pierce, Springfield, Mo., and a niece, Mrs. N. C. King, Lafayette, Ind.

SWEENEY—John, for many years with Midwestern carnivals and a member of the International Association of Showmen, St. Louis, February 3 in Little Sisters of the Poor Infirmary Home, St. Louis, after an illness of several years. Services in the Little Sisters Chapel and burial in Showmen's Rest, Memorial Cemetery, St. Louis.

WETMORE—William D., 88, long-time member of the circus Fans Association, February 3 in Washington.

IN LOVING MEMORY OF HAROLD E. (HARRY) WILSON

who passed away Feb. 6, 1958.



The gone from me, but in my memories we'll always be together.
 Your loving wife,
 M. A. (PEGGY) WILSON

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 "Happy Birthday, Sam!"
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IN LOVING MEMORY



KENNETH (JELLY) VAN ZANDT

Passed away February 4, 1947
 Gone, But Not Forgotten

MARY and CARL SHERMAN

Sans Souci Purchases Wild Mouse, Whirl-O-Rama

WILKES-BARRE, Pa. — Sans Souci Park will add a Wild Mouse and a Whirl-O-Rama for the 1959 season, according to Edward J. Lee, president of the park. Lee completed negotiations for purchasing the two rides from B. A. Schiff in Miami recently.

The addition of the new rides is part of the preparations for the "Big 60 Celebration" in 1960 that will mark the 60th anniversary of the park. They will bring about the first major face-lifting of the park's history, an increase from 1,540 to 2,100 feet of midway frontage, Lee said.

Alongside the enlarged midway will be the renovated pool with 500,000-gallon capacity. The pool area boasts a new luncheonette, admission gates, spectator seating, promenade and sun deck.

The 1958 season was the best in the park's history, both in attendance and gross income, according to Lee. Park has acquired 55 additional acres and has ample

room to carry out future expansion plans.

Wishing Well Gross

DENVER — The Elitch Gardens' project to help children who cannot take part in park outings because of accident or illness came to a total of 69 pounds of money last season. The park's Wishing Well set up in its Kiddieland to receive penny contributions, afforded \$231.98 to the Colorado Society for Crippled Children.

Pair Sentenced

CARVER, Mass. — The two men accused of stealing \$13,000 plus the office safe of Edaville Railroad (The Billboard, January 12) were sentenced last week to terms of three to five years. They pleaded guilty after a four-day trial before a Superior Court jury.

ROLLER RUMBLINGS

RSFA Intervenes, Gets Govt. \$\$ Aid for Ops

NEW YORK—Roller rink operators have a new friend in Washington because of the combined efforts of Chicago Roller Skate Company and the Roller Skating Foundation of America.

It is the Small Business Administration, which has broadened its business loan policy to make roller rinks eligible for federal financial aid, upon meeting SBA requirements.

SBA officials said that under the revised policy funds can also be made available for improvement of rink facilities, construction of new rinks and for short-term working capital if the prospective borrower can satisfy the SBA that he can reasonably assure repayment from projected earnings and meet other requirements.

SBA Administrator Wendell B. Barnes said revision of the policy is "in accord with goals of the President's Council on Youth Fitness."

However, rink operators might never become eligible for SBA loans if RSFA spokesmen had not pointed out the correlation between skating and physical fitness, and the fact that most recreational activities were denied SBA aid.

Appeal to Agency

At the West Point, N. Y., meeting of the President's Council on Youth Fitness, Vice-President Joseph F. Shevelson, Chicago Roller Skate Company, and Executive Secretary Irwin N. Rosee, RSFA, pointed out that recreation was an orphan of the SBA. At their urging, Council Chairman Shane MacCarthy appeared before the SBA and asked that it include recreation in its sphere of authority.

Shevelson and Rosee told MacCarthy that they felt banks gave rink operators inadequate credit and protection because rinks are generally used for just one pur-

pose, and supplied MacCarthy with facts proving that skating provides a healthy share of the nation's sport and recreation.

Hailing the policy revision as a boon to rink operators, the RSFA said "this provides an opportunity for expansion, renovation and improvement of rink facilities."

Eligibility of many businesses, including roller rinks, will have to be determined on a case-by-case basis. Rink operators interested in obtaining loans should contact their nearest local or regional Small Business Administration office. There are more than 50 of these, located principally in large cities.

Stipulations
The SBA makes loans only when financing is not otherwise available on reasonable terms. To qualify as a small business, a rink would have to have yearly receipts of \$1,000,000 or less. If the loan is for use as working capital, it is treated as a short-term loan payable in three to five years.

An intermediate loan for a combination of working capital, capital expansion and equipment, is payable in four to seven years. A long-term loan, up to 10 years, would be granted solely for capital expansion and/or capital equipment, such as a new floor or building addition.

Amount of the loan could run as high as \$350,000, depending upon the equity involved, or even

PARK OFFICERS IN CONFERENCE

TAMPA — Top executives of the National Association of Amusement Parks, Pools and Beaches were meeting here over the weekend (6-8). They are William Muar, NAAPPB president, who was due Friday (6) from Canandaigua, N. Y.; Robert Plarr, first vice-president, coming over Saturday from Miami; and John S. Bowman, NAAPPB secretary who was in Tampa also for the annual gathering of amusement people at the Florida State Fair.

Among topics to be considered are plans for the 1959 NAAPPB convention, banquet and trade show; finalization of committee appointments, and recent talks with the fair association and Showmen's League of America.

D. C. Drops Plans for Theme Park

WASHINGTON — Hope ended last week for construction of a small-scale "Disneyland" here, when the District of Columbia Recreation Board diverted funds it had requested for finding a site for the theme park.

The \$25,000 previously approved by Congress for planning and finding a site was diverted by the Recreation Board to accelerate construction of recreational facilities at housing projects. Work on the theme park will be postponed for the coming fiscal year, and it is possible that no attempt will be made to revive the project.

Plans originally were to call the park "Storyland," and have it feature life-size figures of fairy tale and storybook characters, as well as other displays. (The Billboard, September 29, 1958.)

more with bank participation in the loan.

In applying for a loan, an operator must first meet SBA requirements as to independence of ownership and operation and non-dominance in its field. He must be of good character, prove he can operate his business successfully, have enough capital in the business so that with SBA assistance he can operate on a sound financial basis, and show that he can repay a loan from his business income.

Jaffe, Martin, Daniels Sell Lackland Interests . . .

SAN ANTONIO—Morris Jaffe, David Martin and Fred E. Daniels (Continued on page 67)

Rides & Erosion Work Slated for Ocean Park

NEW LONDON, Conn. — New rides and other developments are in store for Ocean Beach, the city-owned and -operated park here. Dick Coleman reports C. and F. Amusements will probably add a Scrambler and new Eyerly Rock-o-Plane this spring.

Coleman, president of the firm, says the railroad ride tracks are being moved to create space for three additional rides. Strongly considered is the Herschell "Jumping Jupiter" which he was to view at the Florida State Fair in Tampa. Added and heavier electric ca-

bles, are also in store for the park. Unexpected offshore conditions are delaying start of erosion control work both at Ocean Beach and Neptune Park. The State Water Resources Commission says plans prepared last summer are being redesigned. They were originally expected to be put out for bidding October 1.

A spokesman said the redesigning is necessary because large offshore holes have been discovered, which were caused by original dredging during redevelopment of Ocean Beach Park two decades ago.

NAAPPB MAY MAKE OWN AMMUNITION

Members Would Order Special Shooting Gallery Ammunition

TAMPA, Fla. — Possibility of the National Association of Amusement Parks, Pools and Beaches producing special shooting gallery ammunition for its members is being investigated.

NAAPPB Secretary John S. Bowman said here Thursday (5) that the association members will be asked soon whether they would participate in such a plan. Aim of the idea is to give positive control on gallery receipts.

Bowman said the custom-made ammunition would be made by a leading manufacturer who has indicated his willingness to undertake the job. The ammunition would include spatterproof bullets and nickel-plated shells. The association will have to order a minimum of 1,000 cases, it was understood.

Members will be asked if they are interested in the plan and whether they would want to start use of the special ammunition this spring or later. There is a possibil-

ty that production could be started in time to put the plan into effect this spring, but the survey may show that some buyers already have purchased stock ammunition elsewhere for this year.

Members of the special ammunition committee, authorized by the NAAPPB board in December, are Fred Pearce Jr., chairman; William B. Schmidt, and Henry Bowen with Bowman as an ex-officio member.

ARC Building 4 New Rides

LOS ANGELES — Four new rides are in production at the Amusement Rides Company plant here. They are Salty, the Seahorse; Tommy Turtle, Sports Cars and a six-boat ride.

Salty is a tower ride consisting of 10 varicolored fiberglass seahorses. Eighteen feet in diameter, ride can be set in a 25-foot space.

Tommy Turtle features eight life-size replicas of Galapagos Island turtles, each with a beanie to permit the kids to identify them. Each turtle, with a rocking motion, carries two kids.

The Sports Cars are built of molded fiberglass in red, yellow, blue or white. Each car, which the manufacturer says an eight-year-old can handle, will carry two adults. The cars are 96 inches long, 42 inches wide and are powered by a three-horsepower motor. Ball governor controls speed and assures constant torque output.

A fiberglass tank in six sections that nest for shipment and assemble easily, according to the manufacturer, holds the six modern fin-design boats of colored fiberglass. Boats have two steering wheels and two chrome bells. Tank is 22 feet, six inches in diameter.

Ed Kelmans Quoted In Newspaper Story About Miami Beach

CHICAGO — Ed Kelmans, of Indian Point Park, Peekskill, N. Y., and now a Miami Beach hotel man, was quoted in the opening paragraph of an extensive story in the Wall Street Journal last week. The article was about the financial end of owning and operating Miami Beach hotels. Kelmans, identified as a former amusement park operator, was quoted as saying "The hotel business down here is a carnival." He has been associated with several hotels here and now is managing partner of the DiLido Hotel.

Syndicate Bids On New Jersey Resort

WILDWOOD, N. J.—A Mid-western syndicate with extensive operations and resources has made a half-million-dollar bid for the holdings of the Diamond Beach Hotel Corporation. The bid was approved the day after the motel, restaurant, night club and land, located along Ocean Drive between Cape May and Wildwood Crest, had been put on the auction block in a bankruptcy sale and now awaits final legal approval.

The syndicate plans to convert the property into a major convention center and revealed ambitious plans in that direction. Already here to put the plan in motion were Robert B. Malone, vice-president of Elbel Enterprises, Inc., with headquarters at Grandview, Mo., Dr. John C. Vermeren, Chicago specialist, and James Culbertson, Chicago attorney.

Atlantic City Resort Budgets Improvements

ATLANTIC CITY—A capital improvement budget for this resort totaling \$1,227,500 was recently introduced to the City Commission. This is a decline from the \$1,423,500 provided for capital improvements last year. Among the capital improvements for 1959 of special interest to resort interests are beach erosion and conservation, \$25,000; boardwalk repairs and beach improvements, \$110,000; passageway to the beach, \$10,000; Convention Hall improvements, \$250,000 and construction of boardwalk pavilion and enclosure, \$10,000.

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Cristiani Buys New Top, Chairs

SARASOTA, Fla. — Cristiani Bros. Circus has ordered a new 140-foot big top with three 50-foot middle pieces in royal blue from United States Tent here. All inside trim, in Spanish yellow and paprika, has a vinyl-coated flame-proofed gloss finish that may be washed to present a more attractive interior.

The top is unique in that it divides down the ridge and thru the end pieces for its entire length, giving only two large sections to be spooled and laced. Last year's Cristiani top also was unusual in

that the area normally covered by three crosswise middles was covered by two lengthwise middles.

Cristiani also has ordered new grandstands that will provide them with over 2,400 aluminum reserved seats. These chairs originally were designed for outdoor use by the armed forces. They will replace a smaller grandstand and wooden chairs that the show used last year in a smaller top. Also new, the blues will be on five-seat wagons.

Name Shrine Publicist For Hartford Annual

HARTFORD, Conn. — Ralph Emerson, owner of Emerson's Wild Animal Farm, recently was named publicity director for the Shrine Circus which will be held at the Armory here for one week beginning April 20. Frank Wirth produces the show.

ABC-TV, EDESEL SIGN ONE-HOUR RINGLING SHOW

NEW YORK — The Ringling show has become the second major circus this month to set a national telecast. In May, the Cristiani show will be the subject of an hour-long NBC-TV program that will be filmed next month. (The Billboard, February 2.)

A second arrangement provides live telecasting of Ringling's "Highlights of the Circus" from its Charlotte engagement on March 9. The deal originated in California some time ago and was signed here by Art Concello, general manager, and the ABC-TV network. Edsel Division of Ford Motor Company will be the sponsor.

The two - and - a - half - hour show will be compressed into the 7:30-8:30 period, it is reported, and will be taped for early-evening broadcast to Western video outlets.

Polack Grosses Climb; Switch Flyers, Animals

HAMMOND, Ind. — Polack Bros. Circus wound up its five-day stand at the Civic Center here ahead of last year. The last six performances were nearly all straws. The Sunday matinee was a runaway. Flint, Mich., the previous week, ended with an increase over 1958, despite rough weather.

The Flying Abbotts closed in Flint, after three days. The Flying Alexanders expect to open in Louisville, and are definitely to join in time for the long Chicago run beginning March 4. Prince El Kigordo has previous Eastern dates signed, so Cuneo wild animals will sub for him on such occasions, commencing with Madison, Wis.

Manager-Announcer Ross Paul is in a wheel chair due to an attack of bursitis. He still handles an-

nouncing chores, and Tommy Hanford has occasionally been the equestrian director for the first half of the program.

The Zacchini's double cannon act will augment the show in Louisville. The Great Barton appeared in Hammond to fill the acro spot originally assigned to the Sea Hees. The Three Tongs filled this spot in Flint. Various acts will be seen in the spot during the long season. Barton sprained his ankle Friday night and was forced to omit his one-finger stand and ladder balancing in Sunday's performances. Tex Maynard is the drummer for the show, but he will close next month to handle the concert on Hagen Bros. Circus.

John Ringling North Returns to New York

NEW YORK — John Ringling North arrived here from Europe last week on the U. S. S. United States. Arthur M. Concello, Ringling Show general manager, also is here. Ed Kelly, of the 49'ers, was expected in town last week.

Museum Hosts Solons

SARASOTA, Fla. — Expansion plans for the circus section of the Ringling Museums here were explained to Florida legislators by museum press agent Mel Miller January 9-11.

The weekend program, hosted by Kenneth Donahue, museum director, included a tour of all the museums and a buffet dinner and variety show Saturday night (10) for the 250 guests.

FOR SALE
Surplus Circus Equipment. 32 ft. Drop Frame Horse Trailer; 28 ft. Drop Frame Van; 32 ft. Trailer, sleeps 16 people; 2 D-1300 Caterpillars; 75 KVA Light Plant mounted on Ky. trailer; 110 or 120 volt with breaker points and switches. Excellent condition. Other equipment too numerous to mention.

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Detroit Starts Slow; Crowds Up on Sunday

DETROIT — Opening of the annual Shrine Circus in the Michigan State Fair Coliseum was hampered by the worst winter weather in years, topped by several nights of icy conditions that made driving on most streets in the metropolitan area all but impossible.

The show opened on Friday, three days earlier than the traditional Monday opening, allowing 35 shows instead of the usual 28.

This show regularly starts to build only after being open several days, and there was some evidence that this was happening again by mid-week. On Tuesday, the matinee drew about a 75 per cent house. Seating capacity is estimated at 8,300. Included were about 500 crippled children. The Wednesday matinee showed a slight increase over that percentage.

The opening Friday matinee was disappointingly light, but business picked up to a 90 per cent house Sunday afternoon. Sunday night dropped off to a light attendance, as did Monday night, (no Monday matinee was on the schedule), and Tuesday evening drew about a 50 per cent house.

Show is basically the Orrin Davenport unit. It is under the general production of Tunis E. (Eddie) Stinson. Publicity is in charge of Harold Berg, who has been associated with the Michigan State Fair for a number of years.

Five More Acts Sign for 'Circus'

CULVER CITY, Calif. — Five more circus acts, bringing the total to nine, have been signed for the film, "The Big Circus," in production here on the M-G-M lot.

They are Iginio (Gino) Bogino, juggler; Dick and Dorothy Berg's Movieland Seals, Tex Carr's Hollywood Chimpanzees; Tina Davison and Valley Keene, Roman riders from Mark Smith Enterprises, and Chester Hayes, stiltwalker. The Bergs and Carr are steadies at Pacific Ocean Park, Santa Monica.

Others appearing in the film include Hugo Zacchini, Gene Mendex, the Flying Alexanders and the Ronnie Lewis Trio.

'FAMILY' RIVALS SHARE TRUCKS

SARASOTA — Rivalry among circuses often proves to be of the type that's all in the family and forgotten when outside problems rise.

That's how it was when Cristiani Bros. Circus needed a replacement lavatory wagon for its Miami date and the Clyde Beatty Circus volunteered to loan its unit. It was the same last fall when the Beatty show wrecked its stake driver truck and Cristiani volunteered its similar truck and personnel to finish out the Beatty season.

By Gosh Sets Towns

BIRMINGHAM — The All-American Indoor Circus February dates include Bogalusa and Hammond, La., and Laurel, Hattiesburg and Columbus, Miss. Byron Gosh visited Orlo Spartan and the Parnels recently in New Orleans.

Rossi Signs With Mills As Bandleader

HUNTINGTON, W. Va. — Joe Rossi has been signed by Jack and Jake Mills to return to the front of Mills Bros. Circus 10-piece band for their 20th anniversary tour this season.

The band will sport new uniforms. The majority of the players signed have vast circus experience. Rossi is arranging new music for spec and production numbers and will insert some pop numbers in the program.

TV Catches Fatal Fall

BOCOTA, Colombia — TV watchers here saw a circus performer miss a trick and fall. The aerialist, Alvaro Pinzon, died a short time later. He was performing Sunday (25) for the TV cameras and had completed his scheduled routine. But he insisted on trying one more trick and that's the one he missed.

Francisco Sets New York, New Jersey for Feb., Oct.

NEW YORK — Don Francisco's dates in this metropolitan area this month will be followed by repeat engagements in October, as part of a five-city indoor circus circuit for his Pan American Circus. Two

New York State dates are pending and would extend the route to seven consecutive weeks.

Francisco opens in White Plains County Center, February 21-23, then goes to the Paterson Armory for three days beginning February 27. Two weeks in Canada are to follow. In October, he reported, he has set appearances in White Plains, Paterson, Jersey City and Teaneck, N. J., and Albany, N. Y.

The show will feature TV emcee Claude Kirschner. Joe Basile will provide the band and Jerry Bangs will head the clown contingent of about seven members. Joe Guda, of the Paterson Evening News, will handle publicity, and Frank Cundari and Ed Ceccolini will be managing directors.

Acts include Prince El Kogordo's Lions, Cimse's Collies, Roland Tieber Jr.'s three seals, Two Sensational Kays, high wire; Billy (Mr. Sensation) Barton, high act; May and Jeanette, unicycle; Jack and Mabel, plate spinning; Narbo, gorilla; Six Symphonettes, acrobatic; Sils Sisters, aerial; and Gerda and Pedro, aerial and slide for life.

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Maine Stipend Off; G. W. Drew Elected

Report 8% Drop in Premium Refunds; 300-Odd Turn Out in Spite of Storm

PORTLAND, Me. — A surprising turnout of close to 350 persons attended the annual meeting of the Maine Association of Agricultural Fairs here, January 21-22, despite one of the area's worst storms. Gordon W. Drew, Windsor, was named president, and Roy E. Symons, Skowhegan, and Earle R. Hayes, Windsor, were re-elected executive secretary and treasurer respectively.

E. L. Newdick, State's commissioner of agriculture, reported that payments of the stipend fund this year will be a return of about 64.5

per cent of the total premiums paid to exhibitors. This is 8 per cent less than in the previous year.

The decline is due to a State-wide premium total of \$158,000, a record, and a lesser total in the stipend fund. Also from a special stipend "capital improvements" fund, the 11 qualifying fairs which operate pari-mutuel racing each received \$6,155, which must be spent chiefly for improving racing facilities.

Speaker's Plane Delayed

A school for harness racing officials was delayed 10 hours Wednesday due to a grounding of the plane carrying Don Miller, executive vice-president of the U. S. Trotting Association, and other officials. Sessions dealt with problems of racing interests and livestock superintendents.

Included in business for Thursday were allocations by the Harness Racing Commission of 1959 dates, which begin May 1 at Cumberland and end with a meet at Lewiston November 15.

Paul Corson, executive secretary of the Massachusetts association, (Continued on page 69)

HOPE SLIM

Ind. Mutuel Bill in Committee

INDIANAPOLIS — Pari-mutuel legislation which, if enacted, would yield thousands of dollars for the support of Indiana county fairs and the State fair, was languishing in the public policy committee of the House of Representatives here last week.

Hoosier racing devotees, who are behind the move, encountered difficulty in finding legislators to introduce the program. Finally, however, Rep. Delbert E. Smith, (D., Galveston) and Rep. Nick Balog Jr. (D., Hammond) agreed to do so.

Two bills embrace the effort by which track wagering would be sanctioned in Indiana. One of these would establish the licensing and supervisory authority; the other, the machinery for the distribution of revenue.

Licenses would be issued by a five-member racing commission to be appointed by the governor. Operators of pari-mutuel tracks would be required to pay a privilege tax up to 6 per cent of all wagers in excess of \$400,000 each day. County and State fairgrounds could not be used for racing purposes while fairs are in progress.

The fairs and the schools would get 45 per cent of the State revenue derived from the wagering.

Colo. State Names Hart, New Execs

PUEBLO, Colo.—New president of the Colorado State Fair Commission is Clifford Hart of Holly.

Hart was named president at a reorganization meeting held in Denver. He will succeed Sam Jones, of this city, who was named to a newly created post of executive vice-president.

Other commissioner assignments made include Carl Gilbert, Montrose, vice-president; Earl Bonham, Willard, treasurer, and Vernon Walker, Denver, secretary.

One of the major improvements at the fairgrounds, Jones said, will be the addition of 40 stalls for quarter horses and a 2,500-seat grandstand for horse shows. Jones added that the State was going all out to put on an outstanding program to tie in with the State's centennial celebration, "Rush to the Rockies."

Rex Allen, the "Frontier Doctor" of television, and Betty Johnson, of the Jack Parr show, have been signed.

St. John Extends Run, Names Logan President

ST. JOHN, N. B.—St. John Exhibition Association extended its run to 10 days this year in place of the usual single week, and elected C. Earle Logan, lawyer, president. Logan succeeds John N. Flood, who has been associated with the fair for 30 years and for the last 10 as president. New dates are August 26-September 5, giving the event two weekends and a time margin for possible rainouts.

Flood becomes a life member of the board and of the management committee. Other elected officers include C. N. Wilson, first vice-president; V. A. S. Case, second vice-president, and F. S. Crosby, treasurer.

NAMES DRAW INTEREST AT MONT. MEET

BILLINGS, Mont.—Fair and attraction reps at the recent meeting of the Rocky Mountain Association of Fairs perked up their ears when they heard Roy Rogers and Johnny Walker being paged in the lobby of the Northern Hotel. It turned out that the Rogers was the new association president from Terry, Mont., and the Walker was the booking agent from Portland, Ore.

Fredericton's Ex Nets 14G For Full Year

FREDERICTON, N. B.—Fredericton Exhibition operated in 1958 with a net profit of \$14,292.92. Ray Crewdson, secretary-manager, had this message at the recent meeting of Agricultural Society No. 34, the parent body, here:

The fair grossed \$38,771.42, had expenditures of \$20,651.08 and netted \$18,099.34. The race track had been leased to a group of Woodstock sportsmen for night racing during the summer, and this (Continued on page 69)

OFFICIALS HOPEFUL

Calgary, Saskatoon Prep For Queen Elizabeth

CALGARY, Alta.—Officials of Calgary Exhibition and Stampede are hopeful Queen Elizabeth and Prince Philip may spend an evening at the summer show during their forthcoming Canadian tour.

Efforts will also be made to have the Royal couple visit the Saskatoon Exhibition. The queen and her husband will be in Calgary July 9 and in Saskatoon July 22.

Calgary officials hope they will be able to spend three hours at the grounds, viewing the chuck wagon races and other events. They would also like to have Prince Philip return to the city the following Saturday to present trophies to top cowboys.

Altho the stampede visit has not yet been confirmed, unofficial plans are already being made for construction of a royal box in the infield. Special chemicals would be used to hold down the dust.

CIRCUIT CONTRACTS

Rocky Mountain Loops Book Midways, Shows

BILLINGS, Mont. — Active booking of midways, night shows and fireworks were the feature of the meeting of the Rocky Mountain Association of Fairs here recently.

The A Circuit signed with Fred H. Kressman, of Barnes-Carruthers Theatrical Enterprises, to provide the night revue; Siebrand Bros. Shows for the fun zone and Art Briese, of Thearle-Duffield Fireworks, Inc., for pyrotechnics. The Clarence Smith Theatrical Agency and Inland Empire Shows signed the A-2 loop. Smith also contracted for the B loop, with Northern Exposition Shows to provide the midway. In addition, the Shelby, Mont., show signed with Thearle-Duffield for four pyro shows.

The Smith agency made a sweep of the C loop, with Norton's Greater United Shows taking the midway pact.

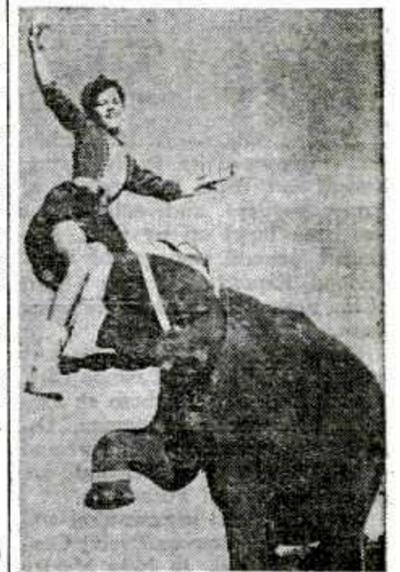
In association elections, Roy Rogers, Terry, Mont., was elected president; Allan Hanson, Havre, Mont., vice-president, and Clifford D. Coover, Shelby, was re-named secretary - treasurer. The 1960 meeting will be held at Great Falls.

Carnival and attraction reps on hand included:

P. W. Siebrand, Siebrand Bros. Shows; Mr. and Mrs. Mike Smith

and William Averill, Northern Exposition Shows; Ray Barber, Inland Empire Shows; John Beck and Norman Smith, Fairway Amusements; H. P. Hill and Art Hansen, Hill's Greater Shows; Delbert Norton, Norton's Greater United Rides; Jack Blue, Jack Blue Agency; Tom Drake, Tom Drake Agency; Fred H. Kressman, Barnes-Carruthers Theatrical Enterprises; Clarence Smith, Clarence Smith Theatrical Agency; Johnny Walker, Johnny Walker Agency; Ernie Young, GAC-Hamid, Inc., and Chuck Zemater, Charles Zemater Agency.

Art Briese, Thearle-Duffield Fireworks Company; Roy Hitch (Continued on page 69)



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Arkansas Fair Managers' Association, LaFayette Hotel, Little Rock, February 9-10. Clyde E. Byrd, Box 907, Little Rock, secretary.

Richmond, Tex., Loses Money on 1958 Annual

RICHMOND, Tex.—President Paul Legendre recently presented the commissioners of the Fort Bend Association a report on last year's fair expenses. A net loss of \$8,064.48 was shown. This sum was increased to \$9,716 by a 1957 deficit carryover.

Fair Meetings

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.

Utah Fairs and Shows Association, Utah Hotel, Salt Lake City, March 2. Rulon P. Peterson, president.

In his report the retiring president stressed the increasing tax burden borne by fairs. In 1958, he said, provincial amusement tax on admissions was \$370.74; provincial tax on pari-mutuels, \$76,306.67; provincial amusement tax (general), \$3,003.60; municipal taxes, \$4,775.74.

Reporting for the harness racing committee, C. R. Nelson said purses totaled \$105,400 for 1958, compared to \$96,867 for 1957.

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KING REID SHOW GETS ESSEX JCT.

Cite Misunderstanding in WOM Claim; Reid Reports 8 Fairs, Army Date, Celes

ESSEX JUNCTION, Vt.—This year's Champlain Valley Exposition will be played by the King Reid Shows and not the World of Mirth Shows, as previously announced (The Billboard, January 26).

The midway award was reported by King Reid and confirmed by H. K. (Had) Drury, fair manager, who said it was approved Friday

(30) by unanimous vote of the seven directors attending. Drury said the World of Mirth statement was premature and apparently the result of a misunderstanding. Reid has played the fair the last couple of years. This year's dates will be August 31-September 5.

Essex Junction gives the Reid organization eight fairs for this year, all but three of them in the U. S. In addition there will be an Army base date and two provincial British empire celebrations in conjunction with the royal visit of Queen Elizabeth and Prince Philip.

Fairs are Oremstown and La Chute, Que.; Woodstock, N. B.; Skowhegan and Union, Me.; Essex Junction; Lewiston, Me. (Labor Day), and Eastern States Exposition, West Springfield, Mass. Following the ESE, Reid said, he will book several back-end units on other shows for fair dates in the South. He added that this type of arrangement worked out well last fall.

Open in Mid-May

Opening is set for mid-May with 12 major rides, 8 kiddie rides and 10 shows. Booked on will be Irene Burton's Wildlife, Wright and Miller's midget horses and Harley's mechanical circus. Artie Pinoso

(Continued on page 65)

Endy Awarded Timonium for Second Year

13-Day Spread For Md. State; List Other Fairs

TIMONIUM, Md.—The Endy Shows will again provide the midway for Maryland's State Fair, it was announced last week by Dave Endy, show owner, and John Heil, fair manager. Endy will go into his second year as midway director. He gave the dates as August 31-September 12.

The show will also play white fairs in Lumberton, N. C., and Marion, S. C., and Negro annuals in Sumter and Manning, S. C., it was reported. Several other fairs are also on the route.

Endy will take his equipment north in April to play Virginia and the Capital District for shopping centers, still dates and celebrations. A promotion monthly is the pattern, meanwhile, around Miami. Last month's Junior Museum Guild circus date at Tropical Park was hit by cold weather which clobbered night business, but Endy said the gross held up fairly well due to daytime play. Twenty-four rides were provided.

Scheduled next is the C. T. Rodeo, Kissimmee, Fla., playing the Hollywood showgrounds at Taft Avenue, February 14-22.

Crafts Reactivates Its No. 3 Midway

Names William Hobday Manager; Overly Appointed General Agent

NORTH HOLLYWOOD, Calif.—Crafts Shows will reactivate its third unit under the title of Crafts Fiesta Shows with William Hobday as manager, Orville N. Crafts, head of the organization, said.

Organization will open the 1959 season in Parker, Ariz., on March 11 where the Exposition unit, managed by Roger Warren, will be featured at North Yuma County Fair. Crafts 20 Big Shows will again be managed by Larry Ferris.

Crafts said that William Overly, formerly with Pan American Amusements, had been named general agent and that a circus is being readied for presentation at community events and in shopping

centers. Shows will also offer packaged deals including carnival, variety acts and big tops. Two of the tops, 80 by 400 and 80 by 280 feet, will be used at the Yuma County Fair, Yuma, in April. These are complete with dramatic stage and booths.

Crafts also said that the organization will offer an Allan Herschell Mad Mouse this year. Ride equipment will be provided on the basis of supplying the need, he added.

Crafts No. 2 unit, Exposition, will again play Maricopa County Fair, Mesa, Ariz., with Yuma following. The three units will be combined for the National Orange Show, San Bernardino, Calif., late in April. At Yuma the organization will furnish, in addition to other equipment, promenade decorations, a part of the package deal to be offered fairs.

Crafts was the successful bidder for the Helldorado in Las Vegas, Nev., an important May date.

Wonderland Sets Fairs, Celes for '59

YUMA, Ariz.—A 1959 route that includes fairs in Nebraska, Kansas and Texas and a string of Army paydays and celebrations has been lined up by E. J. McDaniel, general manager of Wonderland Exposition Shows. Most of the route will be on a split-week basis.

Show signed with Nebraska fairs at Ord, Osceola and Pawnee City. Kansas fairs include those at Ashland, Minneapolis, Kingman, Osborne, Burlington and Elkhart and annuals in the Lone Star State are at Levelland and Pecos.

The McDaniel organization will also play the Lincoln (Neb.) Centennial May 2-9. In New Mexico it will provide midway attractions at various celebrations in Las Cruces, LaMesa, Mesilla, San Antonio, San Juan Pueblo, Taos, Las Vegas, Pecos and Cimarron. Stands are also set at South Tucson and Fort Huachuca in Arizona; Del Rio, Tex., and Alamogordo, N. M.

New to the ride line-up will be a Turnpike, Ridee-O, Sky Fighter, Boats, Autos, Kiddie Wheel, Train and Hand Cars. Kirk & Son Circus has been signed for three months to bolster the back end.

Set for the front end are Mr. and Mrs. Jack Littlefield, Mr. and Mrs. Bill Yeager will have rides, while shows will be brought in by Mr. and Mrs. Wally Flannigan, Burl Owens and Lou Pease, McDaniel said. Mr. and Mrs. Peg Owens and Charlie and Mae Scott will also be with the front end.

A. J. Carl Pacts Cele

DETROIT—The A. J. Carl Shows will play the Memorial Day Celebration at down river Ecorse, Mich., considered one of the early season plums of the metropolitan area, Cameron D. Murray, general representative and assistant manager, announced.

This is a 10-day event opening May 22 on the Great Lakes Steel lot. Murray personally has played the celebration the past three years when he was with other shows.

A. J. (Tony) Carl has ordered a new Rock-O-Plane. He is also completing construction at Washington, Mich., quarters of a new truck to house and transport it.

Murray is currently completing the itinerary of the Carl Shows, which will include some 10 fairs in the Michigan area. Opening date not yet been disclosed.

Reithoffer Slates N. Y. Armory Date

13 Fairs Set in Pa., N. J., N. Y.; Spring Plans Again Include Gotham

NEW YORK — A spring indoor date in New York City is one of this year's highlights for the Reithoffer Shows. On paper the event, first in what is hoped to be a string of annual Pan American Expositions, has been shaping up nicely.

The show has 13 fairs contracted with several more considered likely. By the time the Pennsylvania fair meetings ended, Pat Reithoffer announced signing Gloomsburg, Pa., Troy Hills, N. J. and the following fairs in New York State: Schaghticoke, Cobleskill, Rhinebeck, Watertown, Lowville, Owego, Waterloo, Angelica, Caledonia, Palmyra, and Walton.

Marty Cohen, general manager, said the indoor-exposition will be held May 1-16 in the 101st Cavalry Armory, 94-95th Streets on Madison Avenue. Exhibitors will include Latin American countries and the industries and travel firms serving them.

Free Acts, Music

Walter P. Osborne, former deputy commissioner in the State Department of Commerce during the

Gooding Contracts Clinton, O., Cele

COLUMBUS, O.—The Gooding Amusement Company has been awarded the midway contract for the Northwestern Ohio Firemen's Convention, Port Clinton, O., F. E. Gooding, president, announced. Dates for the early season event are June 15-20.

Harriman administration, is handling the exhibit phase, Cohen said. The armory, which has been used for polo and other events, will house rides, shows, display and game concessions. There will be free acts and music, and a wild life exhibit. A \$1 gate is figured on.

Set to tour with the Reithoffers this year are Bob Norman with his French fries, root beer and cookhouse, Roy Randall's grab stand, Jack Garahan's Arcade, Henry Vonderhied's wildlife, Charley Davenport and Ray Manning with concessions, girl show operator Al Hamid, and Harry Burke's Greyhound.

The show again plans to play around New York City and has several known still dates contracted on Long Island. The city itself was played last year, although later than expected originally.

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N. Y. State Again Signs Strates Show

SYRACUSE, N. Y. — This year's New York State Fair will again have the James E. Strates Shows on the midway, director Harold Creal announced this week. He added that this year's dates, as yet unannounced, will probably be September 4-12.

The Strates show leaves quarters for the Central Florida Fair in Orlando, February 23-28, first of three winter dates.

Harry Illions To Build 2d Ride Conveyor

POMONA, Calif. — Harry A. Illions, who recently sold his rides at the Los Angeles County Fair to the fair, has been commissioned by C. B. (Jack) Afferbaugh, manager, to build and install another conveyor for the Magic Carpet ride.

The new one that Illions built in 1958, together with the old two-wagon conveyor, more than doubled receipts. He plans to start work within two weeks. It will take 10 to 12 weeks to complete the job.

COMPLETE LIST

454 Names, 11 Shows On League Plaque

CHICAGO—A total of 454 individuals, 11 shows and one solo contributor will be on the bronze Building Fund Plaque of the Showmen's League of America, Hank Shelby, secretary, announced.

Latest addition is Frank J. Conklin, son of Mr. and Mrs. James Conklin, who was born January 1 in Toronto. Organizations on the plaque include Blue Grass Shows, C. C. Grosecruth; Cetlin & Wilson Shows, Issy Cetlin and Jack Wilson; William T. Collins Shows, William T. Collins; Conklin Shows, Patty and Frank Conklin; Gooding Amusement Co., Floyd E. Gooding; Olson Shows, Paul Olson;

Polack Bros.' Circus, Irving J. Polack; Riverview Park, William B. Schmidt; Royal American Shows, C. J. Sedlmayr Sr. and Jr.; Art B. Thomas Shows, Bernard P. Thomas; World's Finest Shows, Jimmy Sullivan, and Colonel Thomas A. Parker.

Individuals are: Harry H. Agne, Sam Aldrich, James Allegretti, Bernard (Bucky) Allen, Harry Altman, Norman G. Anderson, Ralph A. Anderson, Vincent Anderson, Peter J. Andrews, Rt. Rev. Msgr. L. J. Arrell, Earl W. Atkinson, Gene Aulry, D. K. (Doug) Baldwin, Ray Balzer, Fred M. Barnes, Michael B. Barnes, Harold L. Barrows, W. D. (Bill) Bartlett, Morris (Ske) Batsky, Robert J. Beaudry, Fred Beckmann, Henry T. Belden, R. R. (Sparky) Belw, Casper Bellino, Ben Benjamin, Lawrence J. Benner, Ben

(Continued on page 65)

Marks Sets Expansion, Adds Fair at Hickory

RICHMOND, Va. — Light towers are being constructed for the Marks Shows, and owner John Marks is also adding a new 250-kw. plant to the equipment he already has.

Marks and assistant manager Charles Travers also report negotiations to acquire their own Skooter before the season opens. A couple of other rides will also be sought.

Al Dorso will provide the show's bingo, Marks said. This will be in addition to Dorso's bingo on the Cetlin and Wilson Shows.

The Marks unit will open with 14 major rides, 8 kiddie rides and

8-10 shows. Still-date plans are not announced as yet, but Marks recently added the fair in Hickory, N. C. to his list, raising the total number of fairs to 11. Others are Staunton, Roanoke, Galax and Covington, Va.; Monroe, Fayetteville, and Albemarle, N. C., and Orangeburg, Union and Laurens, S. C.

Barbecue and Picnic Slated For Miamians

MIAMI — Games, prizes, food galore and plenty of activities are in store for the annual picnic on Saturday, February 22, of the Miami Showmen's Association. Sam Generallo, committee chairman, reported excellent progress at the recent meeting. Event will be held as usual at Crandon Park, Miami Beach.

Also on the calendar is a St. Valentine's day barbecue dinner of chicken and spare ribs in the clubrooms on February 14. Jimmy Stabile, entertainment committee chairman, said two bands will provide music and there will be no limit on the food portions. Donation is \$2 per person.

Penny Nelson From Midway Family, Too

PHILADELPHIA—One of the late entrants in the pop record field, Penny Nelson, who recently recorded "Cool, Cool You" for RCA Victor, like Roberta Sherwood, has a midway background.

The 17-year-old Penny is the daughter of Charles and Jeanne Nelson-Coe, former trouper with the Johnny J. Jones Exposition. Jeanne, as Jeanne Pennington, was in Mrs. Johnny J. Jones' revue and also worked for Mrs. James C. Simpson's photo concession.

The girl's father, Charles, now in the hotel business in Cincinnati, (Continued on page 65)

Lee Brandon Dead at 80

LOS ANGELES—Funeral services for W. Lee Brandon, veteran general agent who died Tuesday (3) following a long illness, were held at the Pacific Coast Showmen's Rest here Saturday (7). He was 80 years old.

Brandon had made his home on the West Coast for a number of years. Until illness forced him to retire, he was affiliated with the Crafts Shows in North Hollywood.

Born in 1878 in Centerville, Utah, he started in show business at an early age as the agent for "The Parish Priest." After taking shows to Alaska, he returned to the States and formed The Brandon Players, with his brother, Ray. He entered the outdoor field about 1926 when he became agent for Christie Bros.' Circus. In 1927, Brandon was named secretary of the Foley & Burk Shows, a post he held for a number of years. He was also agent for Bob Schoonover's California Shows.

He is survived by a stepson, K. B. Holley Jr., of Culver City.

PA. SWITCHES

Better Order In East for 1960 Meetings

NEW YORK — Eastern fair meetings will align themselves more favorably for showmen in 1960, eliminating an irritable gap of a week which appeared this year. Following the Richmond, Va., meeting, which will end either on Sunday or Monday, January 17-18, will be the Pennsylvania and New York conclaves, in that order. The change is that Pennsylvania will meet ahead of, instead of after, New York.

In addition to the full week's layover, showmen had another awkward scheduling this winter. It was the beginning of the Pennsylvania meeting in Reading on Wednesday (28), the day after the Albany, N. Y., banquet. As a result practically all commercial visitors checked out of Albany on Tuesday afternoon in order to prepare for business that night in Reading.

The Albany banquet was a sell-out as usual but at that time showmen were already prowling the hotel lobby and corridors in Reading.

Pennsylvania's fair men will meet next year on Wednesday and Thursday, January 20-21, in the Penn-Harris Hotel, Harrisburg. New York will convene in the Ten Eyck Hotel, Albany, on Monday and Tuesday, January 25-26. This scheduling is expected to prevent a mass exodus such as took place in Albany, prior to the ending of the convention.

Mouse Wins At Mobile

MOBILE, Ala. — A new Mad Mouse brought here to the annual Mardi Gras by E. E. (Ernie) Farrow, owner of Wallace Bros. Shows, was racking up strong business last week.

Altho tickets were pegged at 50 cents and the weather was anything but good, the ride carried 1,400 in four hours Saturday night (31). Farrow had the device here on a lot with three other rides owned by Johnny Portemont, owner of Johnny's United Shows.

After the close here the Mouse will play Largo, Fla., February 23-28; Sarasota, March 16-21; Miami, March 23-28; Jackson, Miss., April 1-May 2; Memphis Cotton Carnival, May 8-16, and Philadelphia, May 25-June 6. It will open in Madison, Wis., on July 1 and be carried over the regular route of Wallace Bros. fairs.

PENN PREMIER SHOWS

worlds • clearest • midway

First Call—Opening In April—First Call

CONCESSIONS

Can place Custard, Cook House, Photos, Novelties, Derby Racer, Glass Pitch, all

type of Hanky Panks.

SHOWS

Can place Manager for Circus Side Show and Girl Show. Will book any type of Grind Show not conflicting with what we have. Must be in keeping with the standards of our type show. George Munroe, answer.

This show has already booked 15 large Eastern Fairs and 6 Celebrations. I will be at the Tampa Fair all week and can be contacted at the Thomas Jefferson Hotel. All other replies:

LLOYD D. SERFAS, OWNER, PENN PREMIER SHOWS
HENDERSON, N. C. Phone: Geneva 8-7687. No Collect Calls.

HELP

Can place good Scenic Artist who can cut it. Must be able to reproduce pictorials and letter. All season's work if you are sober and reliable. Walter Roberts, answer. Can place Ride Help in all departments. Some foremen jobs open. Ride Men, report April 1. Following men contact me, important: John Mideke, James Hammond, Heffner, Carl, Sammy, Hilton, McCoy and others who have worked for me.

BURKHART SHOWS

Now Booking for 1959

Opening first week in March.

Will book Hanky Panks of all kinds working for stock. Need center joints all kinds. Will book any family-type show with own equipment. For Sale—Fun House; will book on show. Will book two major rides not conflicting. Anyone with us last year contact.

Box 647, Winfield, La Phone: 6131.

P.S.: Al Summers wants Man and Wife (preferred) for Cookhouse; wife to cook, man to work griddle.

\$50.00 CASH REWARD

for location of DON or SELMA HILLIARD

Last reported Orlando or Tampa. Pin Store Agent?

For reward call collect.

GEO. TURNER

Oklahoma City, Okla.

Phone: Victor 2-9888

FOR SALE

35 FT. DISPLAY TRAILER

For Walk-Thru Show. Now has Wax Exhibit in it. Beautifully designed inside, insulated, fans, overhead lighting, vinyl floor covering. Used 1 year. Must be seen to be appreciated. Could be used for Fat Show, Midget Show, etc. Required space on midway—45 ft.

ELIZABETH A. MEYERS
Hutchinson, Minnesota
(Phone: 5843)

AMERICA'S FINEST SHOW POSTERS

WRITE FOR 1959 DATE BOOK

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WILL PAY CASH

For Tilt, Octopus, Roll-o-Plane.

F. HOLLINGSWORTH

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Phone 38-293

Thank You Richard K. (Dick) and Ann O'Hara Burns

Concessionaires for your new 35-ft. Mobile Home purchase.

"Save Money With Johnny"

JOHNNY CANOLE

8861 N.W. 18th Ave., Miami, Fla.

Phone: Plaza 1-0206

FOR SALE

Allan Herschell 1953 36' Merry-Go-Round, 3 abreast; National Kiddie Ferris Wheel, 6 seats, chrome plated spokes and rim; Jordan Horse Ride, 10 aluminum horses, fluid drive.

JOE FREDERICK

2263 Newton Detroit 11, Mich.

Phone: TR. 3-2860

FOR SALE

SEWING MACHINE, SINGER 104, for Name on Hats; complete with Table and Motor. NELSON ICE CREAM CABINET, 4-in-line. Used 8 weeks. CONCESSION TRAILER, 10 ft., new tires. All sides open.

J. C. FRANCIS

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SEE THE NEW

ALLAN HERSCHELL RIDE JUMPIN' JUPITER

at the Tampa Fair

ROUTINGS OF THE

ALLAN HERSCHELL

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., Laredo, San Antonio and Corpus Christi.

ROSS MANNING SHOWS

Opening March 30, Fayetteville, N. C.

(Fort Bragg)

FIRST STILL DATE IN EIGHT YEARS

Can place for this date and for the season the following:

CONCESSIONS: Hankies, Scale and Age, Photos, Ball Games, Penny Arcade, Jewelry, Basket Ball, Dart Balloons, Custard, Diggers, Basket Ball.

RIDES: Complete set of Kid Rides—Tilt, Rolloplane, Cat, Round-Up, Flyplane, Rockplane or any major Ride not conflicting. Will book any of the above, will buy any two of same if for sale.

SHOWS: Any feature that will come up to our standards.

RIDE HELP: Must drive and have license. Write or call

ROSS MANNING

2101 N.W. 86TH TERRACE, MIAMI, FLA., OXFORD 1-3951.

Winter Quarters opens March 15.

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. Foremen 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

WOLFE Amusements

NOW BOOKING FOR 1959

OPENING DOWNTOWN SPARTANBURG IN APRIL AND INTO NORTH CAROLINA, VIRGINIA AND MARYLAND AND A STRONG FAIR ROUTE.

WANT RIDES—Book or buy set of Kid Rides: Rock-o-Plane, Caterpillar, Roundup, Scrambler or Flat Ride, also Super Roll-o-Plane.

SHOWS—Outstanding family-type Grind Shows, Gorilla, Snakes, Illusion, Mechanical City, Fat Show, Girl Show.

CONCESSIONS—Ex. on Popcorn and Apples, Bingo, Scales, Custard. All Hanky Panks open.

RIDE HELP—Foremen and Help on all Rides; must drive, have license.

Have complete route, including the Eastern Shore and 10 outstanding fairs, starting at Tasley.

"BUCK" DENBY

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Owner

ERNIE SYLVESTER

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ADDRESS: P. O. BOX 277, LANDRUM, S. C.

HOLLY BROTHERS' SHOWS

Will give X on Kid Rides to party with two or three rides. Will sell X on Popcorn and Apples, Photos and Long Range. Want Cookhouse and Prize-Every-Time Concessions. Want Ride Help for Tilt, Octopus, Roll-o-Plane and Wheel.

F. HOLLINGSWORTH

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Say You Saw It in The Billboard

Showmen's League of America

CHICAGO—With most of the officers in Tampa for the fair, Vice-President Ed Sopenar and Hank Shelby, secretary, were the only ones left to conduct the Thursday (5) meeting. Fred H. Kressmann was also on the platform.

Recent new members are Bert Morrow, Henry Hagopian, Jack Smith and Edward Krone.

The St. Patrick's Day party and the Buffalo Bill birthday party will be combined as one event this year with Dick Ware and Charles Zemaier as co-chairmen.

Harry Shore was reported recuperating from a broken shoulder suffered in a fall on the ice. Harry Ferris is out of the hospital.

Miami Showmen's Association

MIAMI — Hospitalized members include Fred Woods, Ted Lewis, Patty Finerty, Nisch, Sam Weiner, Bud Davis, and Frank Miller. Released have been Eddie Horwitz, Henry (Snootie) Goldberg, George Barnett and Rod Link.

Paid-up membership cards are waiting at the club office for James J. Browning, Eugene J. Jones, Edmund Nounce, Bernard Kreiser and Franklyn J. Kelly.

Mel Dodson, Max Goodman and Joe Goodman have returned from visits to Hot Springs, Ark. John (Bridgeport Johnny) Paoletti died on January 27 and was buried in Showmen's Rest.

Pacific Coast Showmen's Association

LOS ANGELES — Joe (Red) Dauer and Jack Kent were named chairman of the upcoming Hi-Jinks at the recent regular meeting.

On the platform were Art Andersen, president; Steve Vaughn, first vice-president; Dauer, second vice-president; H. D. (Bob) Matthews, secretary; Frank Robinson,

Club Activities

Harold Skiple, Art B. Thomas, C. E. (Candy) Moore and Eddie Harris.

Sam Dolman, membership chairman, announced dues and initiation fees are now \$17.50 for the remaining three quarters. Harold Snyder was voted a member and Art B. Thomas filed an application.

Ailing were Harry Phillips, John Backman, Harry Fink, Harry Seber, I. B. McCoy and Lee Brandon. Tom Condon is out of the hospital.

Introduced were Harry B. White, Max Kaplan, George DeCeno, Joe DiSanti, Ivan Gilligan, Frank Ney, Tony Bodner, Charles Crouse and Ernie Bond.

Greater Tampa Showmen's Association

Ladies' Auxiliary

Members welcomed their new president and other officers Sunday evening (1) in the club rooms, with Mrs. Pat Richards installing Mrs. James Owens, treasurer; Mrs. Everett Fillingham, secretary; Mrs. Clifford Groscurth, third vice-president; Mrs. Carl Sedlmayr Jr., first vice-president, and Mrs. Ernie Wenzik, president.

The 1959 board of directors includes Mrs. William Beldock, Mrs. William Cain, Mrs. Russell Coughney, Mrs. William Clain, Mrs. James Cyr, Mrs. Mickey Davis, Mrs. Sam Delaney, Mrs. George Grimsell, Mrs. Russell Groscurth, Mrs. Jack Halstead, Mrs. James Harrison, Mrs. Robert Jeter, Mrs. John Manzat, Mrs. George Reinhardt, Mrs. Carl Sedlmayr Sr., Mrs. Morris Stokes, Mrs. William Stophel, Mrs. Arthur Sullivan, Mrs. Robert Venner, Mrs. Sue Walters, Mrs. Clyde Warbritton, Mrs. O. J. Weiss, Mrs. Al Williamson, Mrs. Harvey Wilson and Mrs. Blanche Zieman.

After installation, a candle-lighting ceremony honoring other show clubs was held, representatives from each club participating.

The Auxiliary Clover Garden Club was in charge of decorations. After installation ceremonies and dinner, a dance was held. The evening was climaxed with a minstrel show, executed by a cast from the men's organization.

International Association of Showmen

ST. LOUIS — Past President Buff Hottle presided at the regular meeting, assisted by Euby Cobb, secretary, and George Regen, treasurer. A standing vote of thanks was given E. E. Farrow, outgoing president, for his efforts in raising funds for the club building drive.

With the approval of President Hal Eifort and the board of governors, remodeling and refurbishing plans for the club will get into full swing and be completed for the first fall 1959 meeting.

Note was made of the increase in membership in 1958, and plans to increase the membership during 1959 were set. A gain in members would help defray the estimated cost of \$10,000 to remodel the clubrooms.

Appointment of all new chair-

Reading, Pa., Fair Meeting Draws Agents

READING, Pa. — Midway, attraction and fair supply organizations turned out in good numbers at the Pennsylvania fair meeting here last week.

Visitors included: North American Fireworks, Ohio Fireworks, Spencer Fireworks, Knight Fireworks, Levy of Pittsburgh, Frank Wirth Agency, Hub Peterson Agency, Ward Beam Agency, Buddy Wagner Thrill Show, Jack Kochman Thrill Shows, Rotroff International, Buddy Gates Thrill Show, Tournament of Thrills, GAC-Hamid, Inc., Barnes-Carruthers, Klein's Attractions, Nune-maker Artists, Cooke & Rose Agency, Henry Theodor Concession Supplies, Fireworks Corporation of America (Tony Vitale), Posters, Inc., Triangle Posters, Lenz Insurance (Phil Cook), Sam Solomon Insurance, Charley Stewart Attractions, Consolidated Auto Racing, Stine-man Manufacturing Co., O. Henry Tent & Awning Co., Regalia Manufacturing Co., Stewart's Sound Service, U. S. Automobile Club, Gus Sun Agency, Webb Sound Service.

McKinley Rodeo, Circle X Ranch Rodeo, Pepsi-Cola, Ray Beaudet Attractions, Hick Reges Thrill Show, Black Diamond Rodeo, Wil-lard Alexander Agency, Al Martin Agency, Paul Botwin Bingos, Ben Weiss Bingos, Al Dorso Bingos, Henry Vonderheid's Wild Liles, Col. Lew Alter's Side Show, Lew Kane Catering, Sutter's Taffy, Hudson Fireworks, Metropolitan Printing, NWA Wrestling, Stanley's (Mazurkeiwicz) Rides, Active Bazaar Company, Barstow Amusements, Reithoffer Shows, Amusements of America, World of Mirth Shows, James E. Strates Shows, Cetlin & Wilson Shows, Penn Premier Shows, Roxy Gatto Rides, Prell's Broadway Shows, Eddie's Exposition, M. D. Amusements, Morris Hannum Shows, Lawrence Greater Shows, Smiley's Amusements, Heller's Acme Shows, Ken-Penn Amusements, Del Flore Amusements, Beam's Attractions, George Clyde Smith Shows, I. T. Shows.

men and committees were approved and will be announced at the next meeting. A telegram from Al Kunz, vice-president, expressed regret in not being able to attend.

Arizona Showmen's Association

PHOENIX, Ariz. — President Ann Horstman called the regular meeting to order with 35 members present and all officers on the roster.

P. W. Siebrand, past president, was back from fair meetings at Billings, Mont., and Lethbridge, Alta. Rose Merrow and Paul Jackson returned from a pleasure trip to Mexico. Sam Coomis, concession operator from Los Angeles, visited. J. W. Corbett was elected to membership.

President Horstman will appoint a banquet and ball committee to look for a new site. They will present their report at the next regular meeting. The nightly award was won by H. R. Siebrand.

New England Showmen's Association

BOSTON—A half dozen members have each given \$100 donations to establish various funds. They are Harry (Waggy) Prince, for a cemetery fund; Larry Carr, Harry Bennett, John Venditto and Jack Ableman, for a general fund, and Billie Burr, for a blood bank.

Ladies' Auxiliary

Estelle Natanson, who was the first president when the Auxiliary was organized a year ago, reports that the women's recent meetings have been in conjunction with the men's. Mrs. Bernice Emerson is 1959 president.

Discussions have concerned raising funds, enlarging membership and starting a secret pal club. A penny sale was decided upon, with Estelle Natanson as chairman assisted by Marion Carr, Mrs. Joe Gross and Ann Caporale.

Claire Penney is chairman of the membership committee, which will set up an incentive award of either a limited free membership or gold life membership card.

Show Folks of America

SAN FRANCISCO—The regular meeting was called to order Monday (2) by President Harry Myers. Officers present included Earl Leonard, first vice-president; Al Rodin, third vice-president; Charlotte Porter, treasurer; Mary Richards, financial secretary; Lola Cox, corresponding secretary; and Bonnie Townsend, recording secretary. Also on the rostrum were Dick Searce, Ewell Harrison, Flossie Fitzgerald, and Louise Leos.

Members were pleased with the complete redecorating of the club rooms and hanging of new draperies.

Earl Leonard, Hi-Jinks chairman, announced tickets will soon be in the mail.

Joe H. Queen was admitted to membership. Walter Russell was reported improving after a long stay in a local hospital.

Hot Springs Showmen's Association

Ladies' Auxiliary

New officers are Rose Kahn, president; Betty Dyer, first vice-president; Kay Rocco, second vice-president; Evelyn Renaldi, third vice-president; Carolyn McJunkins, secretary; Rose Marie Stein, treasurer; Ethel Booth, chaplain; Elsie Powell, Tyler, and Daisy Fritts, club mother.

The recent meeting had Vice-President Rinaldi in the chair

assisted by Pearl Weydt, Carolyn McJunkin, Rose Marie Stein and Chaplain Booth.

New applicants are Mrs. Marion Linquist and Mrs. A. A. Sorells. Mrs. Elsie Powell was reported in St. Joseph's Hospital for surgery. Pearl Weydt and Daisy Fritts, co-hostesses of the Sunday night card party, entertained 50 and served a buffet lunch.

The annual tacky party, originally set for February 7, will be held February 15. Belle Roberts is chairman. Whitey and Billie Owens left for Tampa and a vacation. Bonnie Wheatley took the night's award.

Over 200 members turned out at the club's birthday party last month. Alice Hennies and June Reynolds were chairmen of the affair which included a buffet supper and a floorshow.

Regular Associated Troupers

LOS ANGELES — The first "Show Within a Show" for the new year will be held at the Riverside County Fair and National Date Festival, Indio, Calif., on Monday (16), thru the courtesy of R. M. C. Fullenwider, general manager of the fair. Frank M. (Pete) Sutton, president of the Troupers, has made arrangements for a full day of entertainment and refreshments. Food will be served in a special tent for members and friends.

In the past month, two charter members, A. J. Scott and Jennie Riegel, have passed away.

The clubrooms have been improved by the purchase of new chairs and other additions will be made. President Sutton presented the club with four folding tables.

Tillie Palmateer, chairman of the 1958 bazaar, closed the year with a profit of \$2,000. Emily Bailey is the bazaar chairman for 1959.

Newly appointed chairmen and their co-chairmen follow: Fred Smith, oil royalty; Steve Vaughn and Dick Searce, ways and means; Ida Kaford and Ann Stewart, sick and relief; Ernest Hoblitt and June Sutton, membership; Ruth Wolff Wood and Helen Vaughn, entertainment; Eva Thompson and Rose Fitzgerald, house; Dod Dodson, tiler; Jimmy Dunn, yard; George Kotarakos and Ed Kennedy, refreshments; Ruth Davis and all past presidents, financial; Virginia Kline, Ida Chase and Flossie Fitzgerald, good-will ambassadors. Bill Davis, Helen Vaughn, George Kotarakos, June Sutton, Elsie Kennedy, Doctor Hugo Ewert, Bob Vaughn, Blash Hilligoss, Sam Alexander and Annabelle Patchett were appointed directors for one year.

Holly Shows Schedules '59 Road Tour

BRADENTON, Fla.—The Hollingsworth family is going back on the road in 1959 with its Holly Bros. Shows after a two-year lapse in which it operated rides on the Conklin, Capital City, Happyland, Olsen and 20th Century Shows, it was announced last week by F. Hollingsworth here.

All family equipment is being combined to form a 10-ride organization carrying 25 to 35 concessions plus shows. Two light plants, a Merry-Go-Round and nine pieces of transportation equipment, all new, have been delivered at winter quarters, which opened here January 15, and two additional rides have been promised for February delivery.

\$150.00 REWARD

For location of
MARGIE REEVES
or Margie Reeves Coleman
Call Bowling Green, Ky., collect—
Victor 3-9511 days or Victor 2-5472
Victor 3-3170 nights.

PAGE COMBINED SHOWS

Want for Sanford, Fla., Fair, February 16-21

CONCESSIONS: All kinds that work for stock. Eating and Drinking Stands open.

SHOWS: Sideshow, Motordrome or Monkey Drome, Mechanical City and Glass House.

RIDES: Pony Carts, Tanks, Turnpike, Tractor Ride or any new and novel Ride not conflicting. All replies to

ROLAND PAGE, Daytona Beach, Fla.

COMPLETE ORGANIZED CARNIVAL FOR SALE

10 Rides including late model Scooter, Trucks, Trailers, Electrical Equipment, Office Wagon, etc. All equipment in first-class condition.

Oldest route booked for 1959, including 14 Fairs and Celebrations.

\$40,000 will handle. Balance can be arranged.

Write Box 299

c/o The Billboard, 812 Olive St.

St. Louis, Mo.

SURPLUS RIDES FOR SALE

These rides are priced for quick sale and will not last long. 1 32-ft. Allan Herschell Little Beauty Merry-Go-Round in good condition and ready to go; 1 30-ft. Merry-Go-Round with brand-new top never on, electric motors; 1 Sunshine Choo Choo Train, electric; 1 Williams Train, electric—this is a new ride; 30 Wooden Merry-Go-Round Horses—these horses are solid, need paint only; the price is right.

HELP WANTED—Foreman with wife for three major Rides; must be able to handle 25 Eli Wheel. Will furnish this couple with nice house trailer for the season. All replies

JOE L. KING—KING BROS.' SHOWS

3610 E. FOURTH, PUEBLO, COLO.

Can be reached at this phone—person to person only: Lincoln 3-5981.

PAN AMERICAN SHOWS

OPENING BATON ROUGE, LA., FEB. 9.

Want Hanky Panks of all kinds, Long and Short Range Lead Galleries, Bear, Heart and Glass Pitches, Candy Floss, 6-Cats, Ball Games, Age and Scales, Diggers. Want Agents for Grind Stores and Buckets. Man and Wife to operate Cookhouse. Man to handle Concessions.

Will book Paratrooper, Coaster and Rockplane. Opening for Funhouse. Want Acts for Side Show. Will book Animal Show, Big Snake and other Shows not conflicting. Want Ride Help on all rides. Must drive. Gene Banc, call me, important.

Replies to CARL AMSTEAD, Arkansas Fair Meeting, Little Rock, Ark., or JOHNNY WARD, Phone Dickens 4-9731, Baton Rouge, La.

MERCHANTS JUBILEE SHOWS

Opening February 14 near Bryan, Texas; followed by Soldiers' Pay Day, February 28, Ft. Hood, Texas.

CONCESSIONS: Want Cookhouse and Side Show, Grab, Cokes Bottles, Age and Weight, Hi-Striker or what have you.

RIDE HELP: Want good Tilt Man, Merry-Go-Round Man.

SHOWS: Want Shows with own equipment, Snake, Monkey, Girl Shows. Agents wanted for office-owned Concessions.

Contact JIMMY WRIGHT, Lafayette Hotel, Little Rock, Ark., Feb. 9 and 10, then Western Union, Bryan, Tex.

P. S.: Slim Cunningham wants Agents. (Bunny Rabbit, contact.)

MIDWAY CONFAB

A visitor to the Pennsylvania meeting was John (Jack) McCormick, former concession manager of the New Jersey State Fair. He is promoting a new fair date in New York, and will be manager and director of exhibits and concessions.

Buster Westbrook and Shep Blumberg reported getting the okay from Dave Endy for a Miami Showmen's Association jamboree at the Maryland State Fair this fall, in Timonium. Westbrook, who will be in line for the 1960 presidency, said Penn Premier Shows will hold two MSA jamborees this season.

Phil Cook also boosted the Miami club plenty while promoting business at Eastern meetings for the Charles Lenz insurance office.

Show electrician Lawrence Smith and wife, Ida, have returned to their home in Perryville, Ark., after a visit to South Texas. . . . Bob Church, former owner of Church Amusements and the past season a concessionaire with the West Coast Shows before suffering a heart attack, has gone into the used car business in Bethel, Conn.

Ray Higgins is convalescing at Ventura, Calif., after 18 months on the sick list and three major operations. He plans to be back on the road in 1960 after a rest in Florida.

Claude and Conni Jones, novelty concessionaires with the William T. Collins Shows, recently purchased a home at 203 East Ware Street, San Antonio, and would like to hear from friends.

Taking in the recent Pennsylvania fairs meeting at Reading were D. L. Ross and Stanley and Virginia Mazurkiewicz, of Stanley's Rides, the latter making their first Pennsy meeting. Mrs. Mazur-

kiewicz's foster father was the late William B. Strode, a ride man.

Fireworks man Tony Vitale had to skip the Pennsylvania meeting due to the death of his four-year-old grandchild, Donny Richards, of Warren, O., from complications following an illness. Webb Sound Service contacted Tony's accounts in his absence. . . . Herb Pickard, outdoor publicist, made Eastern conventions with Roy (Pepsi) Jones. Pickard will tour outdoor dates for the company this season.

Ben Prell of Prell's Broadway Shows became a grandfather January 29 upon the birth of a boy to Sandy and Marge Prell. The infant is named Edward Bennett Prell. . . . Sam Nunis and Bill France received awards at the Park Sheraton Hotel, New York, as outstanding automobile race promoters. Awards were made by the Greater New York Racing Fraternity.

W. E. (Bill) Naylor, outdoor press agent, stopped off in St. Louis last week en route from his home in Buffalo to Hot Springs for a three-week vacation.

Sherri Lane, annex attraction, will be back for her second season with Dick Hilburn's Side Show on Amusements of America. She is currently working New Orleans night clubs.

Bonk's Amusements, Manitowoc, Wis., has added an Octopus and Schiff Roller Coaster, according to owner Tony Bonk, who is wintering in Tampa with his son, Gary; daughter, Maxine; son-in-law and grandchildren. A May opening is scheduled. . . . Stevie Russell and George West are back in De Land, Fla., after a trip to Port Au Prince, Haiti. They recently purchased a lot of Orange City Heights, De Land.

UTAH ASSN. SETS MEETING

SALT LAKE CITY — The Utah Fairs and Shows Association will hold its annual meeting here March 2 in the Utah Hotel, Rulon P. Peterson, president, announced. The meeting had been originally scheduled for January 30 but was postponed. Business sessions will be at 10 a.m. and 2 p.m., with the banquet at 6 p.m.

Rides, Shows Do Okay at Palm Beach

WEST PALM BEACH, Fla. — The independent midway at the Palm Beach County Fair here showed an increase over last year, McAlister Marckres, concession manager of the independent fun zone, disclosed.

Mechanical difficulties, however, plagued the midway during the nine-day run. A new two-thirds size Mouse ride was set up but operated only a short time due to defects. The Octopus owned by Miller Amusement Enterprises suffered a broken sweep and a tub was thrown, its two occupants suffering minor bruises.

In all there were a total of 27 rides and shows and 40 concessions on the zone.

Fair opened to three days of rain but the final six were good and a total of 108,000 free and paid patrons were reported. This was some 12,000 over last year, Marckres said.

Features were a three-day Western horse show and an arts and crafts exhibit. Two new exhibit buildings were added along with a front gate, ticket office, information booth, six-room model home and expanded parking facilities.

Penny Nelson

Continued from page 63

was formerly with the Lipsky-Paddock concession line-up, and Penny's aunt and uncle, George and Betty Coe, are West Coast troupers. Two other uncles, Spud and Johnny Pennington, were formerly with Bertha (Gyp) McDaniels in a Jones' back-end unit.

Penny comes from a talented family. Her sister, Gayle, is already an accomplished baton twirler and dancer and was on the bill at Steel Pier, Atlantic City, not too long ago. Brother William also was at the Pier as a member of the Gay Blades, an orchestra in which he plays the trumpet.

Shayon, J. M. (Cap) Sheesley, H. N. (Hank) Shelby, Mike Shepard, Phil Shepard. . . . John L. Sherlock, Harry Shore, Clint W. Shuford, P. W. (Pete) Stebrand, William R. Stebrand, Julius H. Silverman, Harry (Murphy) Simonds, J. C. (Jimmy) Simonsen, Rudolph Singer, J. Alex Sloan, Lee Sloan, Ralph W. Smith. . . . Gerald Stelens, Sam Solomon, Sam J. Solomon, Alexander Sopenar, Allen R. Sopenar, Edward Sopenar, Harry Sopenar, Louis Sopenar, Victor I. Sopenar, Michael Stark, Harold Steinman, Neil E. Steinhoid, Louis Stern, James E. Strates, George L. Streiblich, Eimer Stuart, Robert S. Sugar, J. F. (Jamie) Sullivan, J. P. (Jimmy) Sullivan, John L. Sullivan, Albert J. Sweney, Aut Swenson, Lester A. Tate Sr., Lester A. Tate Jr., Lester A. Tate III, Earl Taylor, George Terry, Bernard P. Thomas, J. C. (Tommy) Thomas, Lloyd I. Thomas, Harold (Tommy) Tompkins, Louis Torti, Basil A. Torti, Ned E. Torti, Ned E. Torti Jr., Neal C. Torti, William Townsend, Stephen E. Vaughn, Curtis J. Velare, Eimer C. Velare, Phillip Toney Waddell, Al Wagner, Archie R. Wagner, Sam L. Ward, Arthur H. Warning, Sol Wasserman, Malcolm M. (Neil) Webb, Joseph Jack Weiner, Ben S. Weiss, Jack Joel Weiss, O. J. (Whitey) Weiss, O. J. Wells Jr., Everett W. Wells, John A. Wendler, Ernest E. Wenzik, H. E. (Buster) Westbrook, Gaylord White, Lawrence W. White, Shan Wilcox, T. H. (Al) Williamson, Cliff Wilson, B. Hiles Wimpey, Frank R. Winkley, Ralph O. (Jack) Woody, Albert Wudecu Wright, G. L. (Mike) Wright, Jacob E. Yonover, Edward J. Young, Ernie A. Young, Charles Zemater, Charles F. Zemater Jr., Jack R. Zemater.

Bette Harris Takes Office At Dallas

DALLAS—Bette Harris was installed as president of the Lone Star Showmen's Club of Texas Sunday (25). Also taking office were Riley Hickmaw, first vice-president; Joe Murphy, second vice-president; Irma Meeks, third vice-president; John Obluck, secretary; Herman Palmer, treasurer; Jule Conners, chaplain; W. A. Schafer (Protem Chuck Moss), outgoing president; Pearl Vaught, secretary, and Margaret Pugh, club mother. Irene Carroll was emcee and Louise Hickmaw was installing officer.

Representing other clubs in the candle lighting ceremony were Chuck Moss, Showmen's League of America; Connie Young, Missouri Show Women's Club; Lera Ludwig, Heart of America Showmen's Club; Ida Smith, Miami Showmen's Association; Jack George, Greater Tampa Showmen's Association; June Reynolds, Hot Springs Showmen's Association; E. B. Pain, Texas Showmen's Club; Addie Gordon, Arizona Showmen's Association; Fred Hudspeth, Pacific Coast Showmen's Association; Sue Jones, Michigan Showmen's Association; Peggy Iles, Regular Associated Troupers; Cassie Elder, Caravans, Inc.; Claudia Fisher, Showfolks of America; Bob Harris, Midwest Showmen's Association, and Paul Juhlin, Lone Star Showmen's Club of Texas.

Following the installation, a buffet lunch was served to 200 people. Dancing followed.

Fredericksb'g, Tex., Maps Improvements

FREDERICKSBURG, Tex. — Stockholders of Gillespie County Fair Association here, recently voted for a major improvement program at their grounds. Approximately \$5,000 will be spent on improvements to existing facilities, including a new roof on the exhibition hall, better ventilation of livestock barns, repairs to the grandstand and replacement of inadequate electric wiring in barns, according to W. E. Loudon Jr., president.

King Reid Shows

Continued from page 62

nault's seven rides will be the nucleus of the Kiddieland. He has a new three-abreast Kiddie Merry-Go-Round. Also showing will be Wright's live pony ride.

Work is continuing on the 120-foot front for a Space Ship walk-thru, which will feature numerous animated units. Winter quarters last year produced a novel nautical treatment for the Pretzel ride, which made several independent fair dates. Six White tractors have been delivered, and Reid ordered complete new back-end canvas from Eureka Tent & Awning Company at the Albany, N. Y., fair meeting. He also attended the Toronto, Chicago and Portland, Me., conventions.

Harry Agne's bingo will be on the show for the 17th year, and other operators will include Fletcher Petrie, cookhouse and grab stands; Tommy Devito, three refreshment stands; Vickie Pinosnault, candy floss; Paul Miller, Arcade and diggers; Art Brooks, jewelry and two hanky panks; Frankie Allen, 6, and Wright's Derby.

Staff includes Dorothy Reid in the office; Dave E. Fineman, business manager; Charley Joyce, special agent; Toby Kneeland, show painter, and Hal Thomas, electrician.

SURPLUS RIDES FOR SALE

- 1 Allan Herschell Looper, with or without transportation
- 1 Allan Herschell Little Dipper, like new
- 1 Kiddie Auto Ride
- 1 Kiddie Airplane Ride
- 1 Horse and Cart Ride
- 1 Boat Ride

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WHITIE WEISS
c/o Royal American Shows
Tampa, Florida

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Want for Delhi, La., Stock Show, March 1 thru 6.

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Names on League Plaque

Continued from page 62

Beno, Loris J. Berger, Frank W. Bering, Ralph (Dick) Best, Manuel Blasco, Ben (Lefty) Block, David Bloom, Michael Blue, Jerry Border, Henri Jon Bourdeaux, Larry Boyd, Louis Brandani Max B. Brantman, Elmer H. (Al) Brown, H. (Pitzie) Brown, Oscar C. Buck, Joseph Buia, C. M. (Bo) Burchette, Fred W. Burrows, Sammy Bver, Elmer Byrnes, James (Jim) Campbell, John Campi, Charles Carroll, Ed F. Carruthers, William (Bill) Carsky, Noble Case, Edgar J. Casey, Leslie G. (Chap) Chapman.

Harry G. Chernalak Jorgen M. Christiansen, Avory Christy, Wilfred M. (Bill) Clain, Harry Coddington, William (Buffalo Bill) Cody, Murray Cohen, Al R. (Red) Cohn, Michael W. Collins, William T. Collins, Arthur M. Concello, Frank R. Conklin, Franklin J. Conklin, James P. Conklin, James W. (Patty) Conklin, Jim Conklin, Marty Connolly, Phil Cook Harry Cooper, William (Bill) Cowan, Orval Crafts, John C. Criss, Phil Cronin, S. (Buster) Cronin, Hal Curyea, J. J. (Jockey) Custock, Michael J. Daleso, Matt M. Dawson, Thomas J. Dawson, Alex X. Dayton, Paul A. Delaney, Patrick Delaney, Sam Delaney, Baba Delgarian, Hadji Delgarian Lester B. De May, J. R. (Dick) Dillon, Guy C. Dodson, Mel G. Dodson, William H. Donaldson, Mel J. Donovan, Michael J. Doonan, Richard T. Dows, James H. Drew, Walter F. Driver, Charles E. Drobnyk, Edmund C. Drumm, Mac Duberges, Charles H. Duffield, Frank P. Duffield, John M. (Jack) Duffield, Louis (Lew) Dufour, Joseph M. (Doc) Dugas, Andre E. Dumont, Harry Duncan, John V. Dundes.

Frank B. Eastman, Hal Eifort, Mark Eilman, John P. Enright, E. Walter Evans, Jack V. Eyerly, Lee U. Eyerly, Mike Farino, Ernest E. Farrow, David E. Fineman, Edward L. Fineman, C. R. (Zebble) Fisher, George B. Flint, Art Frazier, David F. Friedman Max Friedman, John Gallagan Sr., John Gallagan Jr., Earl Galpin, Edward J. Gamble, Kenneth H. Garman, Nate Gelman, B. S. Gerety, Harry Gibbons, John C. Gilbert, Arthur J. Gilboe, William Glick, Sam H. Glickman, William (Willie) Glickman, Ephraim (Ep) Glosser, Jerome Goby, Steven R. Goby, Harold Goldberg Murray Goldberg, Dr. Edward N. Golden, Floyd E. Gooding, James E. Gooding, Max Goodman, Sam Gordon, Gene Graff, Al Green, Thomas Green, Jack Greenspoon, James (Ab) Greenway, Charles Gregory, Richard J. Griley L. V. (Larry) Griswold, C. C. (Specks) Groscurth, Rubin Gruberg.

Edward J. Hackett, Morris A. Haft, Larry Hall, George A. Hamid, Carl L. Hanson, C. L. (Cy) Hardy, J. Jeff Harris, Maurice E. Hartnett, Robert Hasson, Jack Hawthorne, Harry N. Heftman, T. M. (Tommy) Henderson, H. E. (Bill) Herington, Louis Q. C. Herman, Matt Herman, Harold Hesoh Floyd R. Heth, Henry H. Heth, Louis J. Heth, William A. Hethich, James Hetzer, H. E. (Bob) Hickey, Nat S. Hirsch, Louis (Peasy) Hoffman, Larry Hogan, Albert J. Horan, M. Richard Horan, Frank Hrubets, Paul H. Huedepohl, Elwood A. Hughes, Morgan C. Hughes, Robert Hughey, Walter Jackson, Richard S. Jacobs, Norbert

J. Janssen Sir T. Omar Jessop, Frank B. Joerling, George W. Johnson, Bill (Bingo) Jones, Howard N. Jones, Roy Jones, Harry B. Julius, George A. Kaesnikoff, Jack M. Kaplan, Morris I. Kaplan, William (Bill) Kaplan, Andrew Kasin, Al Kaufman, Lou Keller, Cliff Kelley, Abner Kline, James Knapp, James W. (Bill) Knight, James W. Knight Jr. Vernon F. Korhn.

Ronald P. Kornell, Fred H. Kressmann, John Kroaney, Alfred H. (Al) Kunz, C. J. Jack Kwiit, George Lane, Ernest A. Lawrence, H. A. (Whitey) Lehrter, John Lempart, Albert T. Lenz, Charles A. Lenz, Lou Leonard, Guy E. Leo Leopold, Seymour M. Levin, William Levinsky, Edward Levinson, Sam J. Levy Sr. Sam J. Levy Jr., Joe Lewis, E. (Rube) Liebman, Morris Lipsky, Phil Little, Roland L. Lohmar, Eugene U. Love, Gordon Love, Robert J. Lusse, N. Perry Lueter, Leonard Luxenberg, Archie W. McAskill, Vince (Red) McCabe, J. C. McCaffery, Wayne B. McConnell, William L. McCoy C. M. (Mac) McDaniel, Frank McDermott Walter McGinley, Alfred G. McKee, Joseph A. McKee.

Jerry P. Mackey, Earl L. Maddox, Charles (Chuck) Magid, Harry A. Mamsch Sr., Steve Mandrick, Sam S. Manganaro, F. Clar Manning, Patrick A. Marco, John H. Marcum, Andy Markham, Guy R. Markley, Frank L. Marks, William M. Martin, Chester Mays, B. A. (Bernie) Mendelson, Cecil Z. Meyers William A. Meyers, Frank C. Miller, Paul Miller, James Moeller, M. (Whitey) Monette, George T. Monsour, Joseph T. Monsour, Tom Moore, William (Bill) Moore, Frank L. Morrissey, Bert Morrow, Arthur Morse, Charles (Chuck) Moss, Lee E. Moss, Edward (Eddie) Murphy, Joe G. Murphy, E. A. (Bert) Murray, Hyman Neitlich Jack Nelson Sr., Max Nettler, Earl Newberry, Sam Nunis, Joseph O'Donnell, Maurice Ohren, Doyle (Doc) O'Keley, Dan Olson, Paul Olson, Fred C. O'Neil Sr., Fred C. O'Neil Jr., Theodore G. O'Neil, John O'Shea, Leo Overland, Charles Owens, H. (Buddy) Paddock, George W. Paige, Howard D. Parker Robert K. Parker, Dale Pasley, Herb Payne, T. Dwight Pepple.

John Perkinas, William O. Perrot, Lou Perry, Pety Pivor, Irving J. Polack Henry S. Polk, Ralph R. Pope, Fred A. Potenza, Samuel E. Prell, Harry E. Prince, Richard E. Pronath, P. C. Proper, Sidney (Denny) Pugh, A. (Pat) Purcell, John C. Ray, Abe Raymond, W. H. (Bill) Rice, Kin Rifkin, Nat D. Rodgers, Joseph Rogers, Michael (Mike) Rosen, Charles Rosenmutter, Harry Ross A. L. Rossman, Jack Ruback, David Allen Russell, David W. Russell, Harry Russell, George L. Ryan, G. Joe San Fratello, L. J. (Mouse) Santalona, William E. (Bill) Saunders, Anthony Sbarbaro, W. A. Schafer, Hubert S. (Chick) Schloss, Albert L. Schlossberg, Floyd Aiden Schlossberg, Norman M. Schlossberg, Clemens F. Schmitz, Joe S. Sohoblo, Harry Schreiber, Morley Scott, Claude A. Sechrest, Carl J. Sedlmayr, Carl J. Sedlmayr Jr., Carl J. Sedlmayr III, Michael Steven Sedlmayr Robert J. (Bob) Seery, George (Whitey) Sellmer, William C. Senior, Leo B. Bennett, Norman Shabas, Thomas F. Sharkey, Sam

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PIPES FOR PITCHMEN

"AM BACK . . . again with Polack Bros.' Circus and doing real well, too," writes Wayne Starkey. "We opened in Flint, Mich., January 18 and a lot of new faces showed up there, including such well knowns as Ernie Kessler, Camel Nordean, Frank Smith, Charlie Vali, John Curtis, Koggie, Buzzie Cotton, Willie Marcum, Mr. and Mrs. Ceycle, along with their new baby and Old 88 Johnson. Benny the Mooch was again in charge of the novelty department and handled it well. Charlie Vali kept the peanut department moving well, too, with an assist from George Page. Chicago Slim did a good job in the ice cream department. My old friend, Fred Proper, has come out of retirement and was in charge of soft drinks. I was glad to see him bac' in the business, as there are too many j.c.l.'s around nowadays. We made Hammond, Ind., last week to good returns and while there ran into a few old pitchmen whom I hadn't seen for quite a while. I took my friend, Fanny Brice, to the fights and he enjoyed them very much. I wish a few of my old friends would pipe in more often. How about pipes from Chuck (Scoutmaster) Fester, Bud DeSplenter, Bill Hunt and Joe Joblots.

City, but I haven't seen a road man or showman since I came here over two years ago. We had a big holiday week, with bands, orchestras, TV and radio entertainers, Boy and Girl scouts, soldiers and a drill put on by personnel of the Petuxant Naval Air Base at St. Marys, Md. Would like to read pipes from Curley Bartok, Joe Edwards, Marie Loter, Kay and Buster Doss, J. E. Cooper, George and Bob Ward, Doc and Babe Sherwin, Mary and Madaline Ragan, Ray and Grace Smith and other members of the fraternity with whom I formerly worked. Remember, too, I'll always welcome a visit whenever anyone is in this territory."

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"JUST . . . want to let the boys and girls know that I'm still living at the Elks home, Bedford, Va., and that I'd like to get some mail from friends in the business," writes old-timer Harry Kincheloe. "Where is everybody? Since my hands became paralyzed I have had to stop writing because I can not hold pen or pencil. However, a friend sent me a typewriter recently and now I'm trying to learn how to use it. I had visitors during the holidays from my Elks lodge in Oklahoma

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COMING EVENTS

- Arizona**
 Chandler—Chandler Rodeo, Feb. 14-15.
 Chandler—Sheriff Posse Rodeo, Feb. 28-March 1. Katherine Autrey.
 Phoenix—Arizona Sports Show, Feb. 11-18. George W. Blake.
 Phoenix—Phoenix Rodeo, March 12-16.
 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 & Calif Roping Contest, March 27-29.
 Oakland—Spring Garden and Home Show, April 18-26. John L. Hennessy.
 Oakland—National Roadster Show (Expo. Bldg.), Feb. 14-22. Mary Slonaker, 918 Fallon St.
 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 8-11, 1959.
- Connecticut**
 Hartford—National Autorama (Armory), March 4-8. Joe Klizis.
- District of Columbia**
 Washington—National Capital Flower & Garden Show (Armory), March 6-12.
- Florida**
 Bradenton—DeSoto Celebration, Feb. 17-18. Mrs. Roe Reasoner.
 Daytona Beach—Volusia Co. Home Show (Armory), March 14-18. Mrs. Robbie Jensen, 533 Heineman.
 Eustis—Washington Birthday Celebration, Feb. 19-21.
 Fort Pierce—St. Lucie County Home Show, Feb. 11-15. Lew Nachman, Fort Pierce Hotel.
 Hollywood—Midwinter Expo., Feb. 14-23.
- Indiana**
 Fort Wayne—Fort Wayne Sports & 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**
 Cedar Rapids—Home Show (Fairgrounds) April 9-12.
 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. Langenwaller.
- Kentucky**
 Louisville—Mid-America Sports, Boat & Travel Show (Fairgrounds), Feb. 14-22. William H. King.

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(Continued on page 67)

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 Rabbit... 30.00 dz.
 20" Begging Plush Rabbit... 12.00 dz.
 28" Begging Plush Rabbit... 16.50 dz.
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Roller Rumbings

Continued from page 59

have sold their 34 per cent interest in the skating rink at Lackland Air Force Base to Sam Katz, who declined to state the sale price.

Groton Kiwanis Sponsor Party at Melody Rollery . . .

GROTON, Conn.—Some 1,000 youngsters attended a Christmas skating party at Melody Skating Rink here the afternoon of December 19 as guests of the local Kiwanis Club. The boys and girls came in two shifts—550 from 1 to 3 p.m., and then 450 from 3 to 5 p.m.

The Kiwanis rented the rink for a nominal fee from owner Lou Trefes, who supervised the program. Afternoon instruction in special skating classes continued without interrupting the party, said Trefes.

Sponsored Saturday Parties at Ventnor . . .

VENTNOR, N. J.—Saturday afternoons at Ventnor Roller Rink have been set aside for skating parties sponsored by the Margate (N. J.) Mothers' Association. All children of Margate and bordering Longport are invited to the parties, which are chaperoned by members of the association. The association has arranged with a bus line to provide transportation, picking up skaters at three points and returning them to the same places.

Crystal Skatery-Ballroom Opens in Hammonton, N. J. . .

HAMMONTON, N. J.—Crystal Ballroom-Skating Rink on White Horse Pike here is South Jersey's newest recreational facility. The floor has 16,000 square feet. Every night during the week and on weekend afternoons the building is used for roller skating. On Saturday and Sunday nights it is used for dancing, featuring both recorded and live rock and roll music.

Renew Pact for TV Exposure of Skating . . .

NEW YORK — TV, long regarded as the monster that put America on its seats instead of its feet, has been enlisted as the roller rink industry's friend. In a campaign launched last October by Chicago Roller Skate Company and Hyde Athletic Shoe Company, six popular giveaway programs reaching a potential audience of 135,000,000 agreed to promote roller skating. The campaign was in force last month on three major networks, and initial success of the venture indicated the decision to renew the contract for four weeks in February.

Programs committed to the promotion for February are "The Price Is Right" and "Haggis Baggis" on NBC-TV, "Beat the Clock" on ABC-TV, and "Top Dollar," "The Big Payoff" or "County Fair" on CBS-TV.

The weekly audience for "Price" alone is estimated at 9,000,000 persons, with that of the others placed at 6,000,000.

On each of the shows, Chicago Imperial skates, mounted on Hyde Betty Lytle shoes are demonstrated and offered as prizes available exclusively in rinks.

This is just a start in the use of TV as a promotional medium for rink skating. National skating officials plan to go after participation in still more established network shows.

Formal Op Seminars At '59 Queen Meet . . .

NEW YORK — The national roller skate queen contest this year will be more than just a beauty contest and promotion vehicle. It will be combined with a seminar for rink operators. Scheduled for November 16-18, it will include five seminars on various aspects of rink operation, with experts on each subject participating.

In September, questionnaires will be sent to operators asking what subjects they would like to have discussed. The five most pop-

COMING EVENTS

Continued from page 66

Louisiana

Baton Rouge—Baton Rouge Rodeo, March 7-14.
 Baton Rouge—L.S.U. Livestock Show & Rodeo March 7-14. W. M. Babin, Box 8837, 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), 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.

Minnesota

Minneapolis—Northwest Boat, Sports & Travel Show (Municipal Aud.), March 27-April 5. 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.
 Forest—Southeast Miss. Dist. Livestock Show, March 18-21. Floyd Noblin.
 Greenville—Washington Co. Fair & Livestock Show, March 13-14. G. A. Vanderford.
 Greenwood—Delta, Miss. Dist. Livestock Show, March 18-21. E. H. Blackstone.
 Hattiesburg—Forrest Co. Fair & Livestock Show, March 13-14. W. W. Kennedy.
 Jackson—Hinds Co. Fair & Livestock Show, March 9-11. G. L. Hales, Courthouse.
 Jackson—State Jr. Round-Up, March 30-April 1.
 Mendonville—Stimpson Co. Fair & Livestock Show March 16-17. J. P. Ponder.
 Port Gibson—Southwest Miss. Dist. Livestock Show, March 23-26. E. C. Newman.

Missouri

Springfield—Springfield Outdoor Sports Show (Shrine Mosque) March 3-8. Paul Barker.
 St. Louis—St. Louis Boat, Sports & Vacation Show (Arena), Feb. 20-March 1. Wendell Emrick.
 St. Louis—St. Louis Flower, Home & Outdoor Living Show (Kiel Aud.), March 7-15. H. J. Loosely.

Nebraska

Lincoln—Sports, Vacation & Outdoor Living Show (State Fair Coliseum), March 3-8 Bill Morton, 2010 S. 24th.
 Omaha—Omaha Sports, Vacation & Boat Show (Civic Aud.), March 19-23.

New Jersey

Asbury Park—Jersey Coast Boat Show (Convention Hall), Feb. 21-March 1.

New Mexico

Albuquerque—Albuquerque Auto Show, Feb. 19-23, 1959.

New York

New York—Antiques Show (Coliseum), March 7-15.
 Buffalo—Buffalo Boat, Travel & Sports Show (Armory), Feb. 21-March 1. John G. Mellon.
 Jamaica—Long Island Boat & Sportsmen's Show (Armory), March 7-15. George Kamrass.
 New York—International Flower Show (Coliseum) March 7-14.
 New York—New York Outdoor Exposition (Coliseum), Feb. 14-23.
 Syracuse—Northeastern Sports Show (War Memorial Bldg.), March 3-8. W. C. Hartman.

North Carolina

Charlotte—Sportsmen's Motor Boat & Vacation Show of the Carolinas (Coliseum), Feb. 17-22. H. F. Van Horn.
 Raleigh—Sportsmen's Motor Boat & Vacation Show of the Carolinas (Reynolds

Ohio

Cleveland—American and Canadian Sportsmen's Vacation & Boat Show (Auditorium), March 13-22. A. W. Newman.
 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 Mulhgan.

Oregon

Portland—Portland Boat Show (Centennial Expo. Bldg.), Feb. 21-March 1. Jean Callahan.
 Gresham—Multnomah Co. Spring Garden Show (Fairgrounds), April 15-19. Duane 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. Smullen.
 Pittsburgh—Pittsburgh Home Show (Hunt Armory), March 7-15.

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.
 Humboldt—Strawberry Festival, May 4-9.
 Nashville—Great Lakes of the South Outdoor Show (Fairgrounds Coliseum), March 16-22. Amon C. Evans.

Texas

Cairo—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—Fort Worth Boat and Sports Show Feb. 18-22.
 Houston—Houston Fat Stock Show & Rodeo, Feb. 25-March 8. Herman Engel, Mgr.
 Laredo—Washington Birthday Cele., Feb. 16-March 2. 1959. J. George Loos, Mgr., Box 455 Laredo.
 Mercedes—Mercedes Rodeo, March 19-23.
 Odessa—Permian Basin Sports Show (Motor Co. Coliseum), March 14-15. Jerry Dunlap.
 San Angelo—San Angelo Rodeo, March 12-15.
 San Antonio—Battle of Flowers, April 20-25.
 San Antonio—Livestock Exposition Rodeo, Feb. 13-22. A. B. Johnson.
 San Antonio—San Antonio Home Show (Boxer Co. Coliseum), April 3-12. Irving Wayne.
 San Antonio—San Antonio Sport & Boat Show (Boxer Co. Coliseum) March 3-8. R.ibt 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'Loughlin.
 Tacoma—Tacoma Home Show (Wintthrop Hotel), March 17-22.

Wisconsin

Milwaukee—Sentinel Sports Show & Great Lakes Boat Show (Aud. and Arena), March 14-2. Charles D. Collins.

CANADA

Ontario

Toronto—Canadian National Sportsmen's Show (Coliseum), March 13-21. 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.

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NATIONAL PIGMY TRACKLESS TRAIN, used only one season; two Allan Hershell Kiddie Merry-Go-Rounds, used only three seasons; also several Kiddie Rides. Write for list and prices. King Pin Equipment Co., 7624 Fenkell St., Detroit 38, Mich. fe16

NEW PLASTIC 1958 CHEVROLET BODY-Type Autos, heavy steel floor boards, 8x175 pneumatic tires, ball bearing wheels. For Kiddie Auto Ride, \$45; 7-ft. 10-inch Steel Fence with legs for major rides, \$12.50. Burkhardt Amusements, Oswego, Ill. Phone 44221. fe16

SPIRAL TOWER AND BALL; PORTABLE Rigging, twelve ft.; Unicycle, ball-bearing swivels; twenty-four ft. Trapeze Rigging complete. Write Will Fussner, 8326 Spry Road, Evansville, Ind.

THREE ALLAN HERSHELL RIDES WHICH were bought 1957; operated eight months. Pony Cart, Tank, Waterboats; just like new. Price \$10,000. Phone: TA 9-2878. Write Anthony Catalano, 904 Cedar St., Riverton, New Jersey.

3,000 FOLDING CHAIRS, 4,500 STADIUM Chairs, Theater Chairs, Lockers, Bleachers, Tents, 16mm. Projectors. Lone Star Seating, Box 1734, Dallas 1, Tex.

Help Wanted

CIRCUS MUSICIANS, UNION, OPENING mid-April; scale, good meals, berth. With your own trailer, free gas furnished also. State age, experience. Ex G.I. College band men considered. Special, modern trumpet, trombone players. Contact Joe Rossi, 2025 R 4th Ave., Huntington 3, W. Va. fe16

LEAD TRUMPET, COMMERCIAL EXPERIENCE. Others write Buddy Bair, 716 Bonz Allen Bldg, Atlanta, Ga. fe9

PERMANENT FOR EXPERIENCED, steady couple with house trailer or will furnish living quarters. Good salary. Road-side menagerie, souvenirs, gasoline. Carl Cooper, The Jungle, Cummings Hiway, Chattanooga, Tenn.

RETIRED ENTERTAINERS LIVING IN Sarasota-St. Petersburg area for "Old Times Review" vaudeville performance. Write: Old Timers, 12 S. Pineapple, Sarasota, Florida.

Instructions & Schools

LEARN AUCTIONEERING—TERM SOON. World's largest school. Big free catalog. Reich Auction School, Mason City 18, Iowa. fe9

Magical Supplies

BE A MAGICIAN! FOR FUN AND PROFIT. Large professional catalog of latest tricks, 35c. Ireland, B-109, North Dearborn, Chicago 2. np

NEW 152-PAGE ILLUSTRATED CATALOG—Mindreading, Mentalism, Spooks, Hypnotism, Horoscopes, Crystals, Handwriting. Sub-miniature Radiophone for mentalists. Brochure, prices on request. Catalog 50¢. Nelson Company, 336 South High, Columbus, Ohio. fe9

NEW 1958 DELUXE MAGIC CATALOG! 160 pages thick! Over 800 mysteries and tricks. Most unusual ever published. Rush 50¢; fast service. Vick Lawson, 202 N. E. Pinewood, Trumbull, Conn.

Miscellaneous

CANVAS TRAILER AWNINGS—DISCONTINUED pattern. Below dealer cost. Write for list and samples. Eureka Tent & Awning Co., Inc., Box 966, Binghamton, N. Y. ch-mh2

Motion Picture Films and Accessories

16MM AND 35MM SOUND PRINTS: "Passion Play," 70 min., \$150 print. 35MM sound prints, "Glory of Faith," "Christus," "St. Anthony of Padua," \$150 print. Excellent 16MM and 35MM action features, \$15 print. Minot Films, Inc., Milbridge, Maine.

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PHOTO BOOTHS, CAMERAS, D.P. PAPER, Developers, Frames, everything for direct positive photography. Write for our low prices. PDQ Camera Co., 1546 W. Cortez, Chicago 22, Ill. ch-tfn

Ponies

10 LITTLE BROOD MARES, ALL SOUND; One School Bus, new motor, new tires, all for \$1,500 f.o.b. Amite, La. Have driver for bus; he will deliver to your door for expenses. This is a real bargain. No time for letter writing. Phone day or night, 8317. P. L. Cobb, Amite, La.

Printing

ALWAYS FASTEST SERVICE—QUALITY nonbonding posters! 14x22 size 3-color window cards, up to 50 words copy, \$9 hundred; 17x25 size, \$13.50 hundred. Daylo auto bumper stickers, size 4x15, yellow, red or green, copy printed in black, \$13 hundred. Tribuna Press, Dept. 159, Earl Park, Ind. mh30

NEARGRAVURE EMBOSSED LETTERHEADS! Sparkling! Dynamic! Special Engravings, unusual layouts in golds and colors; Midways, Circuses, Carnivals, etc. Samples 10¢. Be surprised. Soliddays Colorprint, Knox, Ind. fe16

SAVE TIME—USE A RUBBER STAMP! Your name, address in 3 lines, \$1 postpaid. J. D. Maleno, 261 East 31st St., Erie, Pa.

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-220, Chicago 32.

GOLD MINE OF 600 MONEY MAKERS. Free copy. Specialty Salesman Magazine, Desk 22B, 307 North Michigan, Chicago 1, Illinois. ch-my25

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DISPLAY CLASSIFIED AD Your Advertisement Displayed in a space this size will cost only \$14 per insertion.

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NEW MODERN SHEET OF 8 COBRA TATTOO designs, \$2. Free sheet of Air Force and Marine designs which are popular everywhere. Zeis, 728-A, Rockford, Ill. np

Wanted to Book

CARNIVAL WANTED—5 TO 10 RIDES, including Kiddie Rides, for Polk County Fair and Live Stock Show, Mena, Ark., Aug. 20-22. Contact R. W. St. John, P. O. Box 5, Mena, Ark.

WANTED

Lord's Last Supper exhibit for week of March 23 to 28. Any other religious exhibit considered. Write

STANLEY ATTRACTIONS

7240 Beechmont Cincinnati 38, Ohio

WILL BOOK OR LEASE—ADULT FERRIS Wheel and Tilt-a-Whirl for amusement park in Philadelphia. Shapiro, 37 Schuyler Rd., Springfield, Pa. Kl. 3-7017 fe9

Wanted to Buy

BUY OR LEASE PORTABLE ROLLER RINK, good condition, complete. State size. Paul Buechler, R. #2, Greencastle, Ind.

CATERPILLAR, NEW STYLE, WITHOUT tunnel, condition not important. Send all particulars in letter to F. G. Wood, Box 343, McCracken, Kan.

QUICK CASH FOR OLD CIRCUS AND carnival carvings, sunburst wheels, Unaphon calliope, printed matter of all kinds from shows prior 1925, photos, routers, letters, etc. P. McClintock, Box 891, Franklin, Pennsylvania.

WANTED—BAND ORGANS AND CALLIOPEs, any condition. Give price in first letter. Have Celestina for sale. Johnnie Sims, Spencer, Ind.

WANTED—USED KIDDIE RIDES, TRAIN, Wheel, Boats, etc. State age, make, model and price. Valhalla Amusement Resort, Slayton, Minn.

COIN MACHINES

Routes for Sale

LARGE ROUTE PENNY WEIGHING SCALES and 10' Relaxator Health Machines, located Texas and New Mexico. Established fifteen years. Showing one thousand month profit. Liberal terms to qualified buyer. Texas Associated Enterprises, Box 1068, Amarillo, Tex. mh2

87 RIDES ON LOCATION—65 HORSES, 10 Space Ships, 6 Merry-Go-Rounds, 6 miscellaneous Rides. More good locations available. \$30,000 cash. Illness reason for selling. Lester Boyd, 105 E. Morrell, Streator, Ill.

Used Equipment

ARCADE EQUIPMENT—AUTO PHOTO, Model 9, \$1395; Muto, Deluxe Photomat, \$150; Wms. Jet Fighter, \$125; Midget Movies, \$100; Ballroomat, \$125. Belmont Enterprises, 1626 Market St., Philadelphia 3, Pa. Phone: Locust 7-9913.

CLEARANCE—25 1/2 or 5¢ Silver King Nut Machines, \$7; 10 Northwestern \$39, \$4; 10 Northwestern Deluxes, \$6; 25 Assorted Venders, need cleaning, lot \$70; 10 \$5 Masters, \$8. Wanted—Acorns, any quantity. Ed Barnett, 474 West 43rd, New York.

SCALES—JENNINGS HIBOYS WITH FULL length mirrors, \$15 each. Just off inside locations. 50% down, balance collect. Don Leary, 56 East Hennepin, Minneapolis, Minn.

60 U.S. COMMERCIAL PEN MACHINES for sale, like new, make offer; all or part. Postage Stamp machines bought and sold. Klein Service, 5230 Devonshire, St. Louis 9, Missouri.

Wanted to Buy

BINGOS AND SHUFFLES For prompt shipment. Quote prices, export packed, delivered pier New York. Write or phone.

CRYSTAL INDUSTRIES

120 Liberty St. New York City Phone: WOrth 4-2287

MORE BUYERS

Will Stop and Read YOUR AD

if you use a DISPLAY CLASSIFIED AD RATE ONLY \$14 per inch

WANTED—COUNTER MODEL ARCADE Machines. Send list. De Vaul, Nedrow, New York.

MUSIC-RECORDS ACCESSORIES

Sound Equipment, Components

TAPE RECORDERS

HI-FI COMPONENTS SLEEP LEARN KITS MERITAP Low Cost, high quality Recording Tapes—in boxes or cans. Send for free 1959 Catalog. Dressner, 69-02 B-174 St., Flushing 65, N. Y.

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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.

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Bands and Orchestras

4 TO 6 PIECE ORCHESTRA, SINGS, PLAYS rock & roll and jazz. Jump Jackson, 5727 LaSalle, Chicago, Ill. Normal 7-4151. mh2

Musicians

RELIABLE COMMERCIAL MUSICIAN, doubling trumpet, tenor sax and vocals. Read or fake anything. Creighton, Box 5173, Sarasota, Fla. Tel. RL 6-6088.

"COMMERCIAL DRUMMER AVAILABLE" for position in organized orchestra or combo. Play two or four beat. Latin, jump, Dixie, society, concert, read and cut shows. Will consider all replies. Jack Rearick, Aberdeen, Miss. Write, wire or phone EM 9-2089.

HAVE VOICE, CAN SING; WANT WORK, will travel; colored, male. Box 5512, Chicago 80, Ill.

TENOR SAX-CLARINET, ALL ESSENTIALS. Musician, 3716 Fleet, Jacksonville, Fla.

Miscellaneous

CAVALCADE OF MYSTERIES - FAMOUS Illusion-hypnotism show. A few open dates in March. Promote a show that's on the go. Stretz Enterprises, 908 Morgan, Boonville, Mo. Phone: TU 2-5153.

Outdoor Acts and Attractions

BALLOON ASCENSIONS, PARACHUTE Jumping for parks, fairs, celebrations. Claude L. Shafer, 1041 S. Dennison, Indianapolis 41, Ind. fe23

MARIONETTE ANIMALS & CLOWNS. Circus theme. Appeared on ABC-TV Network. Open for Fairs, Parks, Celebrations. Luise Becksmith, 230 McCormick Pl., Cincinnati 19, Ohio.

RAY'S CURCIS REVUE - DOG, PONY, Monkey Show, Bozo the Clown. Further information: Mrs. H. R. Ray, Route 21, Magnolia, Ohio. mh30

SIX CIRCUS ACTS - TRAMPOLINE, UNicycle, Tablerock, Breakway Bike, Juggling. Phone H-1198. Address: 2015 Oliver St., Ft. Wayne, Ind.

Vaudeville Artists

GYPSY

IS LOOKING FOR A TWO MAN COW ACT Please contact MICHAEL MINDLIN, JR., c/o David Merrick 246 W. 44th St. New York, N. Y. Phone: LO 3-0830

Maine Stipend

Continued from page 61

arrived for the last day of the gathering, as did members of several New Hampshire fairs, plus C. V. Swanton and S. M. Carnaghan, of the St. John (N. B.) Exhibition. There were 286 persons served at the annual banquet, for which acts were provided by the Adams & Soper, Jacy Collier, GAC-Hamid and Al Martin agencies. Performing were Rolly and Bonny, dancing stilts; Three Barrons, Risley; Evans Sisters; Teddy English, monolog; Eddie Tullock, emcee; Hal Haviland, magic, and Al and Virginia Hustrie, trapeze.

Commercial visitors included Reid Lefevre, King Reid Shows; Gerald Snellens, World of Mirth Shows; Cliff Mullins, Royal Pine Shows; Martin Earle, Eastern Amusements; Roland Champagne, Continental Shows; Bobby Coleman, Coleman Bros. Shows; Ed and Billy Burr, Playtime Shows; Vic Lagasse, Lagasse Shows; Babe Raab, GAC-Hamid; Frank Soper, Adams & Soper; Al Martin; Henry Cogert, Jacy Collier Agency; Ed Perry, Globe Tickets; Buddy Wagner, Auto Capades; Frederick Hodges, Hodges Badge Co.; Joe Godin, Interstate Fireworks; Ferry Coffin, Royal Amusement Co., and Brad Harnden, Pine Tree Press.

Circuit Pacts

Continued from page 61

cock, Pari-Mutuels Service; American Sign Service, advertising; Max Hellman, Regalia Manufacturing Company; Lester J. Lessor, Globe Ticket Company; Alice Greenough, Red Lodge Rodeo; Ernest Tooke, rodeo producer; Oral Zumwalt, rodeo producer; Jack Raty, rodeo announcer; Don Harrington, rodeo announcer; Harry Roe, rodeo announcer; Louis Armentaro, rodeo announcer; Lex Connelly, Rodeo Cowboys Association, and Tiny Long, rodeo clown.

Guests included Mrs. Ruth Hartkopf, secretary-manager, and Jack Moir, president, Eastern Idaho Fair, Blackfoot, Idaho, and George E. Dougherty, Grant County Fair, Moses Lake, Wash.

Fredericton's 14G

Continued from page 61

operation netted the fair \$3,067.27. Other rented properties on the grounds netted \$8,809.06.

Administrative expenses ran to \$11,471.96 and depreciation on plant and fixtures to \$5,425.79, leaving a net of \$14,292.92 on the year's operation.

The Fredericton branch of the New Brunswick Fish and Game Protective Association is negotiating for a building on the fairgrounds which has housed the fruit and flower exhibits. Ownership will give them a permanent site for their annual fish and game exhibit, which is becoming a popular fixture of the fair.

Three directors whose terms had expired - George Steele, Wesley Bishop and Fred S. Mundle - were returned to office.

LETTER LIST

Letters and packages addressed to persons in care of The Billboard will be advertised in this list two times only. If you are having mail addressed to you in our care, look for your name EACH WEEK. Mail is listed according to the office of The Billboard where it is held, Cincinnati, New York, Chicago or St. Louis. To be listed in following week's issue, mail must reach New York, Chicago or St. Louis by Wednesday morning or Cincinnati office by Thursday morning.

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Cay, Bill Mehnert, Harry
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Orval Miller, James J. & Mrs.
Cobb, Phil Miller, Paul
Colson, Robert Miller, R. R. (Lucky)
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Conley, Raymond Moran, Ed (Wolcott's Minstrels)
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Feters, Robert D. Reeves, Tommy
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Charles Barry Anderson
Ford, William Ricciardi, Al Jeanne
Foreit, John W. Ricciardi, Ernest L.
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Anna Rumsey, A. H.
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French, P. E. Ryan, Ralph & Mrs.
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Gillespie, George Milton
Girouard, Patrick J. Seewers, Lewis Harris
Girouard, Ailya & Anthony Shaw, George L.
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Gloyed, George Shepperson, Robert
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Heightower, Don (Blonde)
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Fry, Russell Shefchik, Dorothy
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Gates, Jimmie Sout, Joseph A.
Gentry, Billy Staley, Herschel
Gospodarski, Larry P. Star, Hedy Jo
Sullivan, Edith Albert
Grover, Barney J. Swann, Walter L.
Guardalbeni, Marino Thompson, Howard
Haddix, Irene Todd, John W.
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Hagan Wallace Walker, Donald L.
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Harrell, Earl West, Forest E.
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Darnell, Ricky Radford, Lela Mae
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Deveaux, Paul Risick, Joe
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Gates, Jimmie Sout, Joseph A.
Gentry, Billy Staley, Herschel
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Harrell, Earl West, Forest E.
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Ingram, Burtis L. Williams, W. H.
Ingram, Albert E. Wilson, Harry S.
Jacobs, Dolly James, Barbara H. Wimberly, Paul
Kemp, John Kemp, Robert Wesley
Kombarizky, Paul E. Wolford, Larry
Levine, Joseph B. Wood, James L.
Lieber, Alice M. Youell, H.
Logsdon, Walter Zawatzke, Jack

Waxahachie, Tex., Names New Officers
WAXAHACHIE, Tex.—Hosea Rogers was elected president of Ellis County Livestock Association at the annual meeting. He succeeds Walter Love. Other officers for the coming year are Charles Muirhead, Parks Tucker and Buck Bardwell, vice-presidents, and John McElroy, secretary-treasurer.

HERE'S A HANDY ORDER FORM FOR PREPARING YOUR CLASSIFIED AD

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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
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Scenery, Banners
Talent Wanted
Tattooing Supplies
Trucks, Trailers, Accessories
Wanted to Book
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Music, Records, Accessories

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Situations Wanted
Sound Equipment—Components
Used Dealer-Distributor Equipment
Used Records
Used Record Pressing Equipment

Coin Machine Headings

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Opportunities
Parts, Supplies
Positions Wanted
Routes for Sale
Wanted to Buy
Used Equipment

Talent Availabilities Headings

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Bands and Orchestras
Dramatic Artists
Hypnotists
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M. P. Operators
Musicians
Outdoor Acts and Attractions
Vaudeville Artists
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3. Indicate below the type of ad you wish:

- REGULAR CLASSIFIED AD—20c a word Minimum \$4
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CITY _____ STATE _____

67,000 ACTIVE BUYERS read The Billboard Classified columns each week

Chains, Supers, Batteries Are Favored By Biggest Ops

By FRANK SHIRAS

CHICAGO — The biggest operators in The Billboard's bulk vending survey are heavy in chains, very strong in supermarkets and have a majority of their machines mounted in multiple installations of four machines or more.

These operators have from 4,000 to 5,000 bulk venders on location. There were three of them reporting. More than 60 per cent of their machines are in chains and supermarkets. Thus many of their spots are simply supers that are part of chains. Also more than 60 per cent of their machines are in batteries of four machines or more.

How does this compare to the other three groups of operators presently in question? (Those with 100, 500, 1,000 machines on location.) Take, for example, the other most extreme group, the 27 operators with 100 machines each on location. Although about 25 per cent of their machines are mounted in triples, there were no batteries of four machines or more reported. The rest are about evenly split between single and double mountings. Only 5 per cent of their venders are in chains, while just 10 per cent are in supermarkets.

Multiple Vending

There were 12 each operators reporting 500 venders and 1,000 venders on location. Multiple vending doesn't begin in earnest until operators with 1,000 bulk venders on location are reached. An average 34 per cent of their venders are doubles, 13 per cent triples and 20 per cent in batteries of four or more. Notice the big jump between them and the 4,000-5,000 machine operators—from 20 per cent to 65 per cent of machines mounted in batteries of four or more. This is a remarkable gap.

Why are the very largest operators so successful in big-scale multiple vending? Do they merely have the choicest locations, or do they make the most of every opportunity? Have they become so enormous because they investigate every potential opportunity? Did they crash the supers because they pushed multiple vending to the hilt when they were smaller operators? Perhaps larger batteries were put in as many selected spots as possible. Armed with the proof of the pudding, so to speak, they may have then approached the supermarket managers and buyers with a factual presentation. Not: "Sir, I think multiple vending may work in your supermarket." But: "Sir, I've already got machine batteries on location in stores with less traffic. I know it works and so I'm confident

CONTRADICTION IN THIS STORY?

The accompanying story is part of the current series based upon The Billboard's survey of 176 operating firms.

Last week's story stated that the big operators have the least multiple vending, based upon proportions of routes involved.

At first glance, the accompanying story seems to contradict this. However, it is based upon 54 of the 176 operators, or about a third. Differences between them and the group as a whole are thus highlighted. Also, as has been anticipated in previous articles, this story is based upon machine totals and not proportions of routes.

The spread in route size is extreme: There are 27 operators with 100 bulk venders, 12 with 500 venders, 12 with 1,000 and 3 with from 4,000 to 5,000 machines on location. These operators were not selected from their respective groups. They are the total of all operators responding in the 100, 500, 1,000 and 4,000-5,000 categories.

that it would work even better in your store."

Cart Before Horse

It may be that operators who complain that they can't get into

supers and other big locations are putting the cart before the horse. They may not even be trying multiple vending on a small scale.

That battery vending in supermarkets works supremely well can be concluded even from The Billboard's limited survey. These three big operators have about 13,500 bulk venders together, 78 per cent of which are in supermarkets. This means that about 10,000 bulk venders are in supers. This should be probable proof enough that multiple vending isn't fad, fancy, a showpiece, experiment or anything of the kind, but an integral part of the routes of a few operators who are undoubtedly leaders in the industry in terms of financial success at least.

How many supermarkets just these three control is hard to say because of the multiple vending aspect. But just assume that they have only four machine batteries in supers and nothing else. Arithmetic gives about 2,200 supers controlled by these three. In 1957 there were almost 29,000 supermarkets, chain and independent, in the nation, with another couple of thousand opened last year. These three big operators thus wouldn't appear to have the supers sewed up by any means. How many more operators there are like them in the country is hard to say, however. Bulk vending operators are traditionally tight-lipped about machine totals on location, even to the point of not answering a confidential questionnaire.

Other interesting results turned

(Continued on page 73)

Bulk Banter

Report from Chicago

By FRANK SHIRAS

Much of the correspondence and inquiries from our readers takes a long time to get to our Chicago office. Why? People are addressing letters to Cincinnati. Our printing and administration office is located there. We have no vending representative in Cincinnati. All vending editorial matter receives final processing in Chicago. Please send all bulk vending correspondence to our Chicago office, 188 West Randolph.

The Windy City has been having a big dose of snowflakes lately. A good deal of the time it's been so heavy that the kids don't even go ice skating or sledding. It's too easy to sit around the television set. So the normal winter slump has been a little worse than usual. Families aren't going out as much, either. A brief warm snap thawed the snow and ice. When the cold came back a lot of the side streets practically turned into frozen Dutch canals, and people are a little leery of literally taking the family for a spin.

The weather didn't daunt Les Hardman, tho. A frequent visitor to Chicago, he was planning to come to town last week. . . . Paul Crisman made his yearly trek to Florida with his wife. Tho you couldn't call him a Thoreau, he and his wife like to make their annual call on nature down in the remoter part of the everglade country. Mostly they sit during the day, while in the evening they're apt to ride 30 or 40 miles to a movie.

Paul DeCotes, bulk vending operator in New York, and his wife,

(Continued on page 72)

WVMOA Free Membership Offer Made

LOS ANGELES — Free membership for a year is being offered by the Western Vending Machine Operators' Association to new members to increase its ranks.

The plan was unanimously approved by the members at the regular monthly meeting held at the Unique Restaurant January 28. The vote came after a long, and sometimes heated, discussion. Invitations will be extended to the trade thru a circular to be distributed by supply houses.

President William H. Siegle led the discussion on the membership drive, assisted by Leo W. Weiner, a past president. During the meeting, Dan Lally, treasurer, read the names of active and inactive members. Bill Coombs, secretary, added that special effort had been put forth to get meeting notices in the mail well in advance of meetings, held the last Tuesday of each month, except December, at the Unique Restaurant, corner of Washington and Figueroa.

Siegle asked that the group prepare to look into the per-machine tax situation in Garden Grove, where the levy is \$1.50 per year for penny machines and \$5 for nickel ones. He also advised that the city of Torrance, which had a tax of \$1 per machine up to 24, had been changed to \$1 across the board.

Upon Weiner's motion, the secretary was instructed to complete the questionnaire sent by Sen. Robert F. Kennedy, chief counsel for the anti-racketeering hearings, saying that as far as the members knew the local bulk vending field was "clean and not connected with any labor group." Nearly all of the association members operate their own routes.

Marcelous E. Hasha Jr., a comparatively new operator, was a guest.

home. Thus they are most apt to buy the kind of charm that they can associate with what occupies their imagination and thoughts most from one day to the next. They are discriminatory. They will not buy a cheap charm with poor definition. They want a miniature that is clearly recognizable, says Eppy.

"The third age group is the ten to twelve year-olds, the sophisticated, hard buyers," states Eppy. "They have buying sense and judgment. They are still children,"

(Continued on page 71)

KNOW YOUR CUSTOMER?

Eppy Claims Correlation Between Charm Types and Four Age Levels

NEW YORK—How does an operator get maximum play on his ball gum-charm machines? One of the most important factors is a selection of charms that appeals to all age groups, according to Sam Eppy, local charm manufacturer.

A full explanation of his views is contained in a mailing to operators that is going out this week. Eppy has two basic arguments. Different types of charms appeal to four age groups, claims Eppy. Secondly, the best fill is made up of charms that appeal to all four age groups and not just one.

Why? There are a couple of basic reasons, according to Eppy.

In most locations children of all ages are present. Therefore, he argues, to restrict the charms selection to one age group is to miss sales from the others. In the second place, he claims, the younger children tend to imitate the tastes of the older. Consequently, these young children will not only buy charms that appeal to their own tastes, but buy additional ones simply because the older children do.

First Age Group

Two to six-year olds form the first age group, in Eppy's view. "This group is the careless-buyer age group," he says. "They are in a hurry to buy, without mind, without thought." Presumably, their tastes are just beginning to form, while the purpose and use of money is just dawning upon them. With impetuous curiosity, they spend their pennies where they can. For this reason, a machine filled with "shabby merchandise" will often click with these toddlers, says Eppy.

But attempting to capitalize exclusively upon this single age group is self-defeating, says Eppy. Children from six to seventeen years of age have quite different tastes, and will not patronize such machines, he claims. Also, parents tend to keep toddlers indoors during the long winter months, and thus the two to six-year olds aren't around to patronize the venders anyway. Eppy argues that it is far better to add more expensive

charms, designed for the other three age groups.

Second Age Group

Children from six to nine comprise the second age group, in Eppy's classification. "Both boys and girls seem to like the same kinds of charms and gimmicks in this age group," he states. What kind? Mostly miniatures that are copies or exemplars of toys or common objects to be found in any household, he says. Tho he does not state it explicitly, the implication is that children of this age are preoccupied with toys and the

Committees for NVA's Convention Appointed

CHICAGO—Committee chairman and members for the forthcoming National Vendors' Association convention to be held here April 16-19 at the Congress Hotel were announced last week by convention Chairman Rolfe Lobell, Leaf Brands, Inc.

At the same time he stated that those interested in exhibiting may contact Jane Mason, Leaf Brands, while reservations for those wishing to attend may be made thru Loretta Cooke, chairman of the registration committee. Address of Leaf Brands is 1155 North Cicero, Chicago. Address of Miss Cooke is 134 North La Salle, Suite 416, Chicago.

Chairman of the exhibits com-

mittee is Moe Mandell, bulk vending distributor headquartered in New York. His committee is made up of Jack Schoenbach, Bernie Bitterman, Bert Fraga, Ray Greiner, Max Hurvich, Les Hardman, Ed Flanagan and Tom King.

Program chairman is Paul Crisman, bulk vending distributor headquartered in Chicago. His committee is composed of Sam Eppy, Everett Graff, Bill Falk, Jack Nelson, Bob Guggenheim and Jane Mason.

Chairman of the publicity committee is George Eppy, charm manufacturer headquartered in New York. His committee is composed of Paul Price, Bob Kantor,

(Continued on page 72)

Prolonged Snow, Ice Hurt Chi Bulk Vending

CHICAGO—An unusually severe winter here has caught operators from both sides. Children and families are staying home more than usual for this time of the year. Many operators are having a hard time getting around the city, especially when they have to navigate side streets.

After the heavy snows last month, many car owners simply left their autos at the curb. More snow, thaw and freezing has practically encrusted these cars where they stand. This puts parking places at a premium during the day, and a good many operators in the city simply can't find a place to park while they service machines. Also, many of the side

streets have perforce become one-way streets. This adds a lot of precious time to servicing schedules.

Tom King, co-partner in King & Company here, said last week that the parking problem has become so severe that he has been losing business because of it. People ignore the half-hour time zone in front of his distributing firm, and King's customers often can't find a place to park within even reasonable walking distance.

Having to back out of side streets for cars approaching in the other direction is one of the biggest nuisances to operators, reports Jack Nelson, Logan Distrib-

(Continued on page 73)

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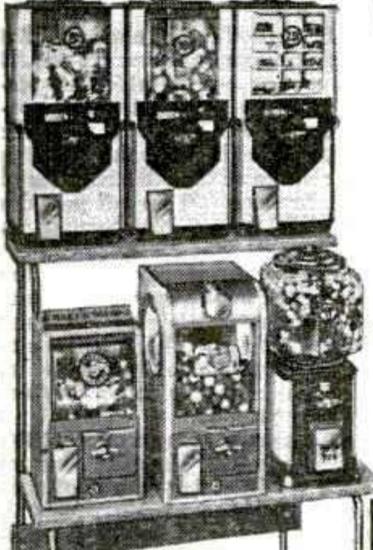
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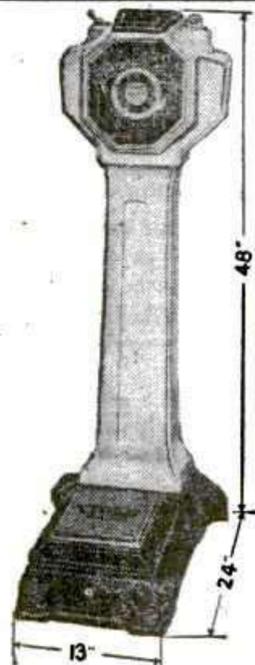


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EDITORIAL

Market Facts

Sam Eppy gives his views on the types of charms that appeal to different age groups in a story elsewhere in this section.

He brings up a subject that is largely ignored in bulk vending but which we think is important: Who buys which kinds of charms and why?

Different age groups certainly have different tastes—in clothing, movies, toys and games, sports, and all the rest. We think that a documented analysis of which types of charms appeal to which age groups would prove very helpful.

News about the most popular charms travels around the country fairly fast. But what about the rest? What about the multitude of other charms that could boost sales if an operator knew a lot more about the preferences of his customers?

Almost any good information would be worthwhile. Perhaps the National Vendors Association could help get this kind of information. We think it's worth exploring.

Charm Types & 4 Age Levels

• Continued from page 70

but they are on the threshold of being teen-agers. They have passed the small toy classification and are more in the games and tricks, the magic, the science, the chemicals, the mischievous kind of things that they like. Young children . . . try to copy them, and it is important to get this ten to twelve-year group active at the machines, because when they are . . . all of the other age groups below them are equally active . . ."

Differ in Tastes

At this age level the girls and boys first begin to noticeably differ in their tastes, says Eppy. For example, he claims that girls like such things as hearts with diamonds, name pins and talkie pins. But both boys and girls like rings at this age. At any rate, children at this age want something that they can consider of some intrinsic value, something that can be worn or carried around for a while.

The final group in the Eppy classification is the twelve to seventeen age span. They are more interested in the idea that a charm represents than the charm itself. For example, they particularly like charms that go along with current crazes in the teen-age set. They want to publicly identify themselves with some current that is riding high. Eppy mentions the rock 'n roll craze as a theme or idea to be used as a basis for charm selection in order to appeal to this age group.

Romance

Also, "They like romance. They are opposite-sex minded." Eppy is not explicit here, but presumably they want the type of charm or gimmick that can be given to a girl or boy friend. Pinning his steady girl with the fraternity pin comes later, but the same sentiment holds true with the teenagers. They may look upon a gimmick or charm in a bulk vender as a joke. They may be serious. It makes little difference, Eppy seems to say. The important thing is that they buy, joke or not.

Eppy does not state just what he bases his theory of age groups upon. Presumably his sources of information are quite diverse and have been collated over a period of time. Reports from operators and distributors, conversations with children, common sense, background readings on a child's maturation in regard to his preferences—probably all this and more went into the theory propounded in "Sixty Million Children Can't Be Wrong," the title of Eppy's essay.

A thought comes to mind which Eppy does not discuss. Assume that he is quite correct in his analysis. Assume further that charms and gimmicks are used in a machine that appeals to all the four age groups. Suppose, now, that a twelve-year-old spots a Missile Charm in a bulk vender and wants it. Perhaps he first gets a couple of gum balls. That's okay because he likes to chew gum and knew he was taking a chance anyway. But it's quite possible that he could put a quarter of pennies in the machine and keep getting charms designed for other age groups. In frustration and pique he might be lost as a bulk vending customer.

How can this be avoided? The only way is to minimize the possibility of the occurrence. The only way to do that—to take the extreme—is to use only four different feature charms in the fill, one for each age group. The twelve-year old wanting his Missile Charm might still conceivably have to spend a quarter in pennies, but the chances of this happening are minimized. There are of course disadvantages to this alternative. In a location where there is considerable repeat traffic, four feature charms aren't going to stimulate repeat sales in the way that a big variety would.

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Pistachio Nuts, Large Tulip	.69
Pistachio Nuts, Vendor's Mix	.54
Pistachio Nuts, Sheik	.42
Cashew Whole	.66
Cashew Butts	.58
Peanut 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-ets	.47

Rain-Bio Gum, 60 ct.	.30
Malt-ette, 100 ct., per 100	.32
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.38
Rain-Bio Ball Gum, 100 ct. 200 lb. minimum, prepaid on all Rain-Bio Ball Gum.	.32
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
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Cig Tax Hike?

SACRAMENTO — Gov. Edmund G. (Pat) Brown has indicated that he will seek a 3-cents-per-package tax on cigarettes and 15 per cent on tobacco products during the present session of the Legislature. At press time, however, no bill had been introduced covering these assessments.

The taxes will be opposed by Cigarette Vendors' Institute, an association that automatically includes every cigarette machine op-

erator as a member. Labor is also reported opposed to the assessment.

If such a tax is imposed upon cigarettes, operators are wondering what form it will take. "It could be a reporting system, it could be a stamp tax, it could be many things. If it comes, we should get a tax set-up good for everyone, including the State," Riddell declared.

Riddell advised that all operators know their assemblyman and State senator and express their opinions on the indicated taxes.

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FTC Claims N. Y. Firm Bilks Machine Buyers

NEW YORK — The Federal Trade Commission has charged Nut Distributors, Inc., a local firm, with misrepresenting potential earnings to be made from the operation of bulk nut venders sold by the company.

Named in the charges were Michael Hynes, Mrs. Margaret Hynes, his wife; Pat Simone and Paul Conant. The complaint cited the following newspaper advertisement as typical:

"Man or Woman Now You Can Be Your Own Boss . . . under our special plan. It permits you to keep your present job, while in spare time, you can build a business to earn cash profits of \$6,000-\$10,000 per year.

"Fulltime operation can be developed to \$25,000. NO SELLING NO EXPERIENCE NEEDED. Age unimportant. We train you quickly and give you a good route of well established stores in your area . . . Good reference and \$998 cash required. (Secured by equipment and fast selling merchandise). Write fully about yourself. Include your telephone number."

True Purpose

The complaint points out that the true purpose of the company is to sell machines, not to offer employment or established routes, as implied. The machines will be located only upon payment of from \$3 to \$25 per machine, and even

then most locations are unprofitable, the complaint adds.

According to the FTC, the income is less than claimed, and the company has consistently refused to relocate unprofitable machines so that the claimed profit could be realized.

The complaint further charges that the investment is not secured by machines and merchandise, and that the machines and merchandise is grossly over-priced.

Other claims challenged are that the operation is permanent and depression-proof, that the company will repurchase the machines or find a purchaser for them, and that the company conducts business surveys in specified locations and arranges to establish routes before selling the machines.

The hearing is scheduled for February 24 in Washington.

Blatnik Group Axed In Cig Probe Jolt

WASHINGTON — Reorganization of congressional subcommittees has resulted in the axing of the Blatnik (D., Minn.) group that in recent sessions conducted a sensational probe of deceptive filter cigarette ads.

The full House Government Operations Committee decided to cut the number of its subcommittees from seven to five, and Representative Blatnik's group was one that was axed.

Last February, the Blatnik probers issued a stinging report charging that cigarette manufacturers deceived the public in claiming that filter tip cigarettes provide more health protection than the ordinary kind. Subcommittee report stated that the "American public had paid premium prices of 1 to 6 cents per pack for filter cigarettes for protection they did not receive."

Group also said that the Federal Trade Commission was "weak and tardy" in efforts to eliminate misleading filter ads. (The Billboard, February 24, 1958.)

Representative Blatnik later introduced a bill requiring cigarettes to be labeled to show nicotine and tar content. He also asked that the U. S. Surgeon General make grants to States agreeing to inform and educate their school children on the "harmful effects of tobacco and tobacco products." (The Billboard, August 18, 1958.) Bill was not acted upon, however, and died in the House Commerce Committee.

Representative Blatnik has expressed the hope that another subcommittee will take over the probes he planned. His biggest target this year reportedly would have been the cosmetic industry, with possible further probe into tobacco. As yet, none of the subcommittees has announced its intention to take over his probes.

NVA Committee

Continued from page 70

Sid Bloom and Margaret Kelly. Reservation chairman is Jack Nelson, bulk vending distributor headquartered in Chicago. His committee is composed of Tom King, Harry Bell, Bob Kantor, Leo Leary and Hy Fisher.

Registration Chairman Loretta Cooke will be assisted by Mike Sparacino, Bernard Wanetick and Roy Becker. Insofar as the convention will be an ideal time to campaign for new members, co-chairmen of the membership committee—Richard Rollins and Leo Leary—were also made part of the convention committee by the association, said Lobell.

IN POLAND

U. S. Mag Features Vending

WASHINGTON — Citizens of Poland will get a good look at the U. S. vending industry from United States Information Agency's Polish-language monthly magazine, *America Illustrated*, now being sold on newsstands in Poland.

First issue contains a three-page spread on vending in this country, and was written by USIA staffer Olga Arnold, with an assist from the National Automatic Merchandising Association and the G. B. Macke Corporation, largest vending machine company in the Washington area.

The story, liberally sprinkled with pictures, says the average American man can spend "almost a whole day without speaking to a sales person if he happens to prefer the stolid company of machines." Article points out that vending machines in the U. S. collect over \$2 billion a year in small change. This amounts to "about 70,000 tons of metal, the weight of a large ocean liner."

Story gives a brief history of the vending industry, and touches on automatic buffet luncheons from batteries of machines. It also highlights the convenience of venders to industrial installations, colleges, amusement parks and other locations.

Some 30,000 copies of the magazine have been shipped to Warsaw for distribution by RUCH, the official Polish publication handling agency, under a contract with the U. S. Embassy in Warsaw.

Articles on vending also appeared in the Russian-language monthly published by USIA. The agency's public information office says it will publish other articles on vending because of interest displayed in past stories.

Bulk Banter

Continued from page 70

Gwen, are vacationing at Miami Beach at the Fontainebleau Hotel, a posh palace on the shore of America's claim to a Riviera. They are accompanied by their son, Gary, who is also happy to be away from the big draft on the Eastern Seaboard. Their new baby, Carol Jayne, however, is still too young to travel. The DeCotes were planning to spend a few weeks in Miami Beach.

The enthusiasm of those attending Everett Graff's Christmas party lives on. A lot of hard sense was talked up in Texas last December, and a group of operators is seriously considering hiring a bus and taking in the National Vendors' Association here in April. Maybe they'll tote a filet for petite Jane Mason, who really enjoyed the steaks while down there for Graff's party.

The Logan Distributing Company enters its 14th year in business this month, said president Jack Nelson last week. The firm was started by his father, Jack Nelson Sr. Son Nelson entered the business in 1947, after attendance at Northwestern University. At that time Logan Distributing sold juke boxes and amusement games. When Nelson Jr. took over in 1950 he concentrated exclusively on vending machines and supplies.

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Public May Scan Proposed Cig Tax Hikes in New Bill

WASHINGTON — Cigarette manufacturers will be required to file notice of price increases with the attorney general, Federal Trade Commission and both houses of Congress if a bill introduced by Sen. Joseph C. O'Mahoney (D., Wyo.) becomes law.

Proposal, labeled the Anti-Inflation Bill, will "restrain inflation by focusing the light of public opinion on rising prices before they go into effect," according to Senator O'Mahoney, instead of "afterward when the damage has been done."

Bill specifically requires that price increases of commodities, 50 per cent or more of which are produced by eight or fewer corporations, must be filed with the AG, FTC and both houses 30 days in advance of the effective date of the increases. Bill further provides that FTC hold public hearings on the proposed increases.

Senator O'Mahoney believes the procedure will "prove a deterrent to companies planning to raise prices unduly," because manufacturers will be reluctant to explain the increases unless they are "clearly justified."

The senator pointed out that the 1954 Census of Manufacturers reveals the "amazing degree of concentration of economic power in the production of our basic commodities." He said eight corporations

(Continued on page 73)

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- Multicolor Six Shooters
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- Jewel Six Shooters
- Western Rings
- Horse & Mirror
- Dominoes
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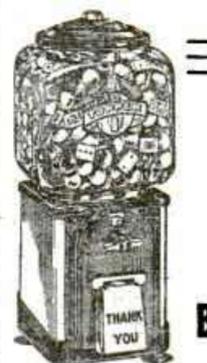
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State Cigarette Taxes For November, 1958

State and rate per package	Gross amount of taxes (a)	Packages taxed through November 1958		Packages taxed January through November 1958	
		(add 000)	Percent change from 1957	(add 000)	Percent change from 1957
Alabama(4)	\$ 858,201	21,455	+ 6.5	253,162	+ 4.8
Arizona(2)	207,832	10,392	+ 5.6	123,929	+ 11.3
Arkansas(6)	691,600	11,660	+ 5.8	127,330	+ 4.5
Connecticut(3)	858,491	28,616	+ 7.9	315,624	+ 5.8
Delaware(3)	150,873	5,029	+ 21.8	55,518	+ 6.1
District of Columbia(2)	196,676	9,834	+ 5.0	112,154	+ 11.6
Florida(5)	2,170,954(b)	43,419	+ 8.7	525,085	+ 8.1
Georgia(5)	1,247,666	24,953	+ 3.5	310,113	+ 3.6
Idaho(4)	204,561	5,114	+ 20.5	58,277	+ 9.4
Illinois(3)	2,896,517	96,551	+ 3.5	1,139,058	+ 3.4
Indiana(3)	1,120,064	37,335	- 8.7	493,962	+ 3.1
Iowa(3)	658,397	21,947	+ 8.3	256,862	+ 7.5
Kansas(4)	653,984	16,350	- 4.4	198,111	+ 5.6
Kentucky(3)	439,188	14,640	- 20.8	290,425	+ 2.7
Louisiana(8)	1,904,385	23,805	+ 0.4	284,315	+ 3.9
Maine(5)	446,102	8,922	+ 2.4	114,137	+ 2.8
Maryland(3)	767,188	25,573	-	183,189	-
Massachusetts(6)	2,994,372	49,906	+ 4.0	573,719	+ 4.5
Michigan(5)	4,008,482	80,170	+ 4.9	844,825	+ 1.1
Minnesota(4)	1,107,778	27,694	+ 4.8	319,125	+ 6.6
Mississippi(6)	707,044	11,784	- 8.3	151,477	+ 5.0
Missouri(2)	700,303	35,015	- 17.5	473,881	+ 1.6
Montana(8)	469,747	5,872	+ 7.3	67,277	+ 7.0
Nebraska(4)	436,440	10,911	+ 9.6	130,842	+ 4.6
Nevada(3)	107,409	3,580	+ 10.4	42,595	+ 8.3
New Hampshire(3)(c)	286,244	8,614	+ 31.4	98,074	+ 9.8
New Jersey(5)	2,889,308	57,786	+ 3.0	681,111	+ 5.1
New Mexico(5)	376,142(b)	7,570	+ 8.5	79,478	+ 14.5
New York(3)	5,345,885	178,196	+ 3.6	2,106,811	+ 5.7
North Dakota(6)	285,000	4,750	+ 7.3	52,901	+ 6.5
Ohio(3)	2,796,687	93,223	- 2.3	1,073,198	+ 3.0
Oklahoma(5)	906,717	18,134	+ 2.5	214,433	+ 5.8
Pennsylvania(5)	4,814,037	96,281	+ 7.1	1,144,200	+ 5.4
Rhode Island(5)	439,745	8,795	- 6.2	110,285	+ 1.3
South Carolina(3)	473,283	15,776	+ 4.9	183,990	+ 3.6
South Dakota(3)(d)	173,696	5,344	- 4.8	61,964	+ 9.3
Tennessee(5)	1,213,253	24,265	+ 4.6	286,514	+ 5.3
Texas(5)	3,750,113	75,002	+ 1.2	921,298	+ 5.9
Utah(4)	182,318	4,558	+ 26.3	51,053	+ 6.4
Vermont(5)	223,175	4,464	+ 19.7	44,923	+ 2.2
Washington(5)(e)	1,099,505	21,978	+ 1.3	265,833	+ 4.3
West Virginia(5)	860,515	17,210	- 7.1	173,232	+ 0.4
Wisconsin(5)	1,553,446	31,069	+ 6.8	366,627	+ 3.3
Wyoming(3)	107,403(b)	3,580	+ 56.3	37,772	+ 5.6
TOTALS	\$53,780,726	1,307,122	+ 2.4(d)	15,398,689	+ (d)4.7

No. of States showing increase in volume from: Nov. 1957.. 34; Jan. thru Nov. 1957.. 43
No. of States showing decrease in volume from: Nov. 1957.. 9; Jan. thru Nov. 1957.. 0
Total taxing jurisdictions (excluding Maryland) 43

Note: Above data compiled from reports received from State tobacco tax administrators.
(a) Represents the face value of the cigarette stamps and meter impressions sold within the month, and, in the case of Massachusetts and Michigan, the gross amount of taxes assessed under their respective reporting systems. Package figures herein shown are those reported by tobacco tax administrators, except in Kentucky, Louisiana, Maine, Massachusetts, South Carolina and Utah where the package count has been derived from the dollar figures reported. The figures for Michigan reflect the operations for the month of October.
(b) A part of the State-imposed cigarette tax here shown is returned directly to the political subdivisions of the State. This figure includes both the State and local shares of the gross value of stamps sold within the month.
(c) A rate per package somewhat higher than the rate here shown is imposed on certain premium price cigarettes.
(d) Maryland figures not included in computing percentage change since tax was not imposed during base month and year of comparison.

Favorites of Biggest Operators

• Continued from page 70

up by comparing these four groups of operators. Diversification is common among all groups, although probably for different reasons. The smallest operators seem to cater to the preferences of individual spots and are willing to use a wide variety of fills in order to please the location. Traffic is important, but so is good will with the location. As operators get bigger, multiple vending increases in terms of numbers of machines and size of the battery involved. (As shown in last week's article, however, the smaller operators have more multiple vending in terms of proportion of routes involved. But most of the multiple vending in terms of double and triple mountings.) Big operators diversify the fill in the battery mounts in order to increase impulse buying. The bigger operators in the survey use more capsules, fewer pan candies and nuts than the smaller ones.

Portions of routes in cities and suburbs, small towns, highways and roads are about the same for all four groups. Percentages vary, of course, but not greatly. Whatever the operator's size—100, 500, 1,000, 4,000-5,000—he has more than 60 per cent of his machines in cities and suburbs, and most of the remaining in small towns. At most, only eight in 100 machines are along highways and roads, which is only natural since other than restaurants and motels the vast amount of retail and service stores or businesses are found adjacent to or within population concentrations.

Neither does the coin-level of vending differ too greatly among the four groups. While the operators with 100 machines on location have 74 per cent of their machines vending at a penny, the 4,000-5,000 operators have 82 per cent at a penny. Also the operators with 100 machines have 22 per cent of their machines vending at a nickel, the 4,000-5,000 have 18 per cent. The other two groups fall neatly in between in regard to penny and nickel vending. Dime vending is insignificant, and quarter vending just about non-existent among these 54 operators.

Prolonged Snow

• Continued from page 70

uting Company. The side streets are much narrower than usual because of the packed snow and ice and cars that park further away from the curbs than usual. This means that somebody has to continually give way when two cars approach from opposite directions. November wasn't so bad. As a matter of fact, there was less snow and higher temperatures than usual, according to the U. S. Weather Bureau. The deep freeze and snow began in earnest during December. Temperatures were six degrees colder than normal, and snow was three inches deeper than usual. During January the boom was lowered. Temperatures averaged about 18 degrees, or seven degrees colder than normal. Snow fell more than twice as heavily as usual. More than 18 inches of snow fell here during January, compared to the normal seven inches.

Public May Scan

• Continued from page 72

rations were responsible for more than 99 per cent of the cigarettes smoked in the U. S. that year, with the other four manufacturers supplying less than 1 per cent of the more than \$1½ billion supply. In cases where increases are clearly justified, bill provides that FTC, with the approval of the attorney general, may waive the 30-day waiting period.

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Chicle Chicks, 320 & 520 ct. ... 36c lb.
Bubble Chicks, 320 & 520 ct. ... 28c lb.
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O'Mahoney Hoppers New Bill To End Juke Box Exemption

Introduces Bill Identical to S. 1870; No Target Date Set for Comm. Action

By MILDRED HALL

WASHINGTON — Senator O'Mahoney has again lowered the boom on juke box operators with the introduction of S. 950, a duplicate of his bill in the previous Congress, to make juke play subject to performance royalty, and to double the mechanical royalty on records used in juke boxes.

The bill is co-sponsored by Senators Kefauver (D., Tenn.), Humphrey (D., Minn.), Langer (R., N. D.), and Morse (D., Ore.).

The new bill introduced last week (5) was accompanied by a brief statement from the chairman of the Senate judiciary subcommittee on patents and copyrights, noting that his bill was intended to allow songwriters and publishers to collect their rightful royalties on juke box music.

O'Mahoney added that an identical bill (S. 1870) was reported out of the full judiciary committee to the Senate, last session, but that no action was taken because the session was then in its "final days."

O'Mahoney (D., Wyo.) adds that the earlier bill, in addition to above mentioned sponsors, was

also endorsed by the late Senator Neely, (D., W.Va.), and former Senator Payne (R., Me.). The bill had approval of the Library of Congress, State Department, American Bar Association, American Patent Law Association, National Federation of Music Clubs, and of the authors and composers themselves, the chairman said.

No target date has been set for committee action on the current bill, as yet, but it is apparent that O'Mahoney does not intend to let this one meet the "final days" fate of S. 1870 in the previous session. Hearings, if any, would undoubtedly be very brief, in view of the exhaustive series held last session. However, record interests now want to be heard. O'Mahoney has promised them an opportunity (The Billboard, January 12, 1959).

As originally introduced last session, S. 1870 proposed to end

juke box performance royalty exemption in the Copyright Law, and to pin responsibility for payment on the operator, rather than the location owner. After the hearings, during the working out of the subcommittee report, an amendment was added doubling the statutory mechanical royalty on records used in juke boxes, from 2 cents to 4 cents per side.

Additional amendments specifically excluded coin-operated radio and television sets from the revised statute, and put responsibility for the tax on the operator, releasing owner of location.

The bill also requires that the copyright owner (or the representative licensing society) file agreements on juke box contracts with the copyright office. The register of copyright, in turn, has to send Congress annual reports summarizing these agreements.

New MOA Member Dues Push Moving

\$10 Male Employee Part Successful; Booster Drive Set; PR to Key Meet

OAKLAND, Calif.—Progress on a new membership and dues program, one of three key planks in the 1959 growth platform of Music Operators of America, was reported last week by MOA President George Miller.

Also stressed: The importance of a public relations program scheduled for proposal and discussion at the April convention.

Miller said that the new plan "has been subscribed to and supported far beyond anyone's expectations." He referred specifically to the part of the program calling for an assessment of \$10 per year per male employee from each operator member. However, no figures were given on the number of members subscribing.

He said he believes that the new booster memberships, a second part of the new membership program, will attract "several hundred thousand location owners." Miller pointed out that every director "has pledged his full support to this program" and that, therefore, response should be "overwhelming."

MOA announced its new membership program last November. At

the same time, it announced the new accounting and tax service for members headed up by Leo Kaner, and a public relations program to get under way in 1959 (The Billboard, November 17).

PR Program

Miller said last week that the third plank in the platform, a public relations program, would be nailed down during the convention (to be held April 6-8 in Chicago at the Morrison Hotel). He said that "the next important venture to follow the booster membership program will be a national public relations program second to none." (Continued on page 76)

Postpone Probe Again; Slated For Feb. 10

WASHINGTON—The probe by the Senate Committee on Rackets in Labor or Management into alleged racketeering in the coin machine industry has been postponed until Tuesday (10).

Hearings were slated for last Friday (6), but were put off because senators serving on the committee had other pressing business.

Names of witnesses scheduled to testify Tuesday were not available at press time.

Senate Gives Rackets Probe Top Grant

WASHINGTON — The Senate last week (2) approved a grant of \$750,000 to the Select Committee on Improper Activities in the Labor or Management Field to continue its racket-busting probe. Amount was the largest single grant made to a Senatorial committee for an investigation so far this session.

In his plea for the funds, committee Chairman McClellan (D., Ark.) told his colleagues he hopes to "bring the work of the Select Committee to an end this year."

Appropriations Committee Chairman Ellender (D., La.) pointed out that despite all the work done by the McClellan group, Congress has failed to act on recommendations made by the racket busters. Ellender feared that the work done by McClellan's committee would be duplicated in some respects by the Senate Labor and Public Welfare Committee, and that the taxpayers would foot the bill for the duplication. (Continued on page 85)

Blast Labor Rackets Bill

WASHINGTON—The Kennedy-Ervin bill, designed to curb corruption in labor unions, was blasted by the U. S. Chamber of Commerce and the American Retail Federation last week.

During hearings held on the measure by a Senate Labor subcommittee, Chamber of Commerce spokesman Gerard Reilly opposed the bill on grounds that it would bring thousands of supervisors under union "domination." He said the measure would do nothing about blackmail picketing and secondary boycotts.

Harry L. Browne, speaking for the American Retail Federation, (Continued on page 76)

Newsweek Story Hits Below Belt

Hoodlums Are the Subject, But Both Juke Boxes & Vending Unfairly Handled

By BOB DIETMEIER

CHICAGO — The juke box industry last week received its worst single dose of bad publicity in more than three years. It is administered in the February 9 issue of Newsweek.

Altho hoodlums in the business—and not the business itself—are the subject of the article, its net effect seems to brand the entire industry as questionable.

Headlined "The Great Jukebox Shakedown" and billed as a "special report" in the magazine's national affairs department, the story is prominently plugged on the front cover as "The Great Jukebox Racket" in which "Hoodlums Take Over."

Juke, Vending Confusion

The article also rings in the vending machine industry and even confuses it with the juke box business.

The last time the juke box and

NEW PROBLEM: NO ELECTRICITY IN WIGWAMS!

GRAND RAPIDS, Mich.—Pat Yeo, head of the A.M.I. Distributing Company here, was in a tavern location replacing an old model juke box with a newer one. The bartender asked what he was going to do with the old juke box. Pat replied, "Give it back to the Indians." Just then, a customer, who happened to be an Indian, said wryly, "We don't want them, we don't have electric in our wigwams."

Federal Judge Rules Against Justice Dept.

WASHINGTON — The job of the Justice Department in getting indictments against labor leaders in the coin machine field will be made more difficult as the result of a ruling handed down this week in Cleveland by Federal District Judge James C. Connell.

Judge Connell declared that the Justice Department could not subpoena the labor leaders and all their records before a federal grand jury for investigation of the coin machine business.

He based his decision on the Fourth Amendment to the Constitution which relates to illegal search and seizure. Judge Connell explained that "these subpoenas were a general demand for all records they have. They must be specific, with reasonable particulars to which the desired documents relate. This probe is either a reasonable one, an oppressive one, or a fishing expedition."

However, Judge Connell pointed out that it would have been an easy matter for the Justice Department to subpoena specific records.

Max Goldschein, the Justice Department lawyer heading the inquiry, said he may appeal the ruling.

Seeburg Net Hits \$606,000 1st New Qtr.

CHICAGO—The Seeburg Corporation last week reported net profit of \$606,000 for the first quarter of its current fiscal year ending January 31.

This first quarter earnings figure, which appears in the firm's 1958 annual report, is equal to 54 cents a capital share and includes "elimination of federal income taxes due to carry-forward of losses from previous years."

The amount is more than the company earned for the entire fiscal year which ended October 31. Management explained that results have been made possible thru the introduction last year of a stringent cost-reduction program. The report warned: "We wish to add a word of caution and point out that a single quarter can not be used to measure or estimate the full year's outcome."

Net income for Seeburg for the fiscal year ended last October 31 was \$562,683, equal to 50 cents a share on 1,122,500 shares of \$1 par value capital stock. This includes elimination of federal income taxes due to carry-forward of losses from the discontinued (Continued on page 76)

Capehart New Sen. Rackets Comm. Member

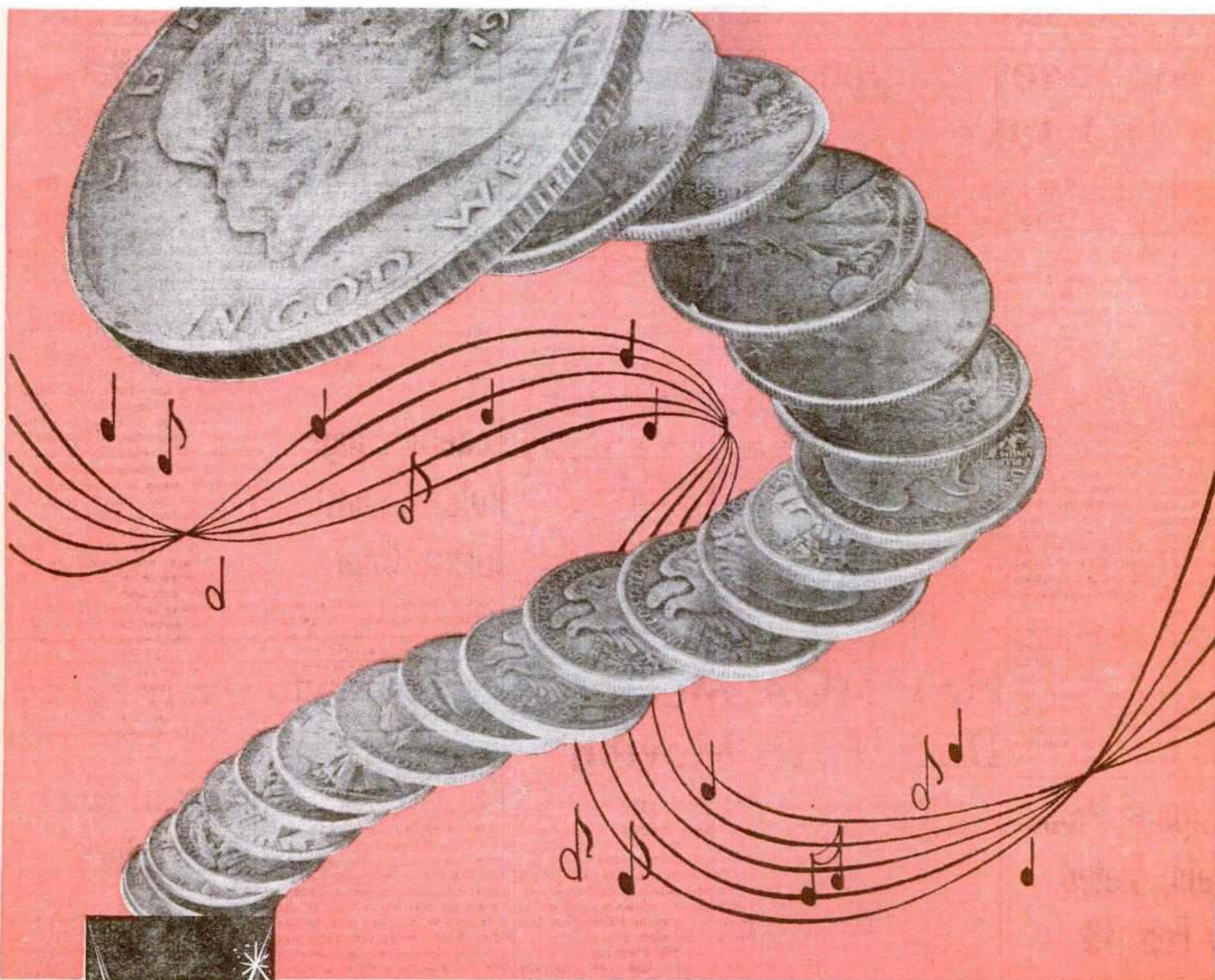
WASHINGTON — Sen. Homer Capehart (R., Ind.), one of the early pioneers of the juke box business, is the new member of the Senate Select Committee on Improper Activities in Labor or Management.

He will occupy the seat vacated by the resignation from the committee of Senator Irving (R., N. Y.).

Membership on the committee stays at four Democrats and four Republicans. The Committee earlier announced its intention to replace Ives with a Republican in order to keep the committee non-partisan. Capehart was appointed to the seat late last week.

Earlier last week, rumors raged that Capehart had been turned down as a possible successor because of his past interest in the music business. Sources close to the Senator said that he was asked by Senate Republican Leader Dirksen (R., Ill.) if he wanted the appointment.

Capehart had a long history in the music business, extending from 1927 thru 1948 and involving three music machine companies, two of which he founded. He founded the Capehart Automatic Phonograph Company of America in 1927, manufacturing coin-operated phonographs called "Orchestropes." He turned his attention to the home phonograph market two years later, building a radio-phonograph combination, but in 1932 he left the firm, which became Capehart-Farnsworth, to join Wurlitzer as vice-president and general sales manager, a post he held until 1939. After leaving Wurlitzer, he bought the old Marmon motor car manufacturing plant in Indianapolis and set up the Packard Manufacturing Corporation, a juke box manufacturing company. It manufactured until 1949. In 1951 the (Continued on page 85)



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IS HIGH EARNING MUSIC
and every installation PROVES IT

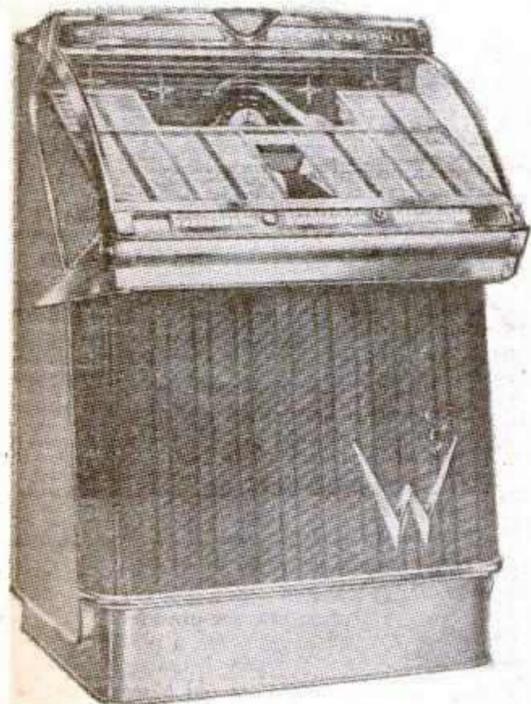
Wurlitzer Stereophonic Music is TRUE stereophonic . . .
 at its FULLEST . . . at its FINEST . . . and the location-going public is quick to
 recognize it. **GEARED FOR GREATER EARNING POWER,**
 it is proving its ability to stimulate more play.
Wherever installed it earns its way and then some

WURLITZER 200- AND 104-SELECTION

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**WITH A COMPLETELY FLEXIBLE LINE OF FLOOR,
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FOR GREATER EARNING POWER



THE WURLITZER COMPANY • NORTH TONAWANDA, N. Y. • Established 1856

Coinmen You Know

Detroit

By HAL REVES

Roman Czaplicki, who formerly assisted his brother, Mike, in the operation of Continental Music & Vending Company, has taken over the business and renamed it Continental Music Company. The firm now operates juke boxes only, having dropped the former route of chewing gum machines. Mike plans to continue in another line of business. Headquarters, formerly on Caniff Avenue, have been moved to Van Dyke Avenue on the East Side.

Grace Ziegler, Ziegler Music Company, one of the few feminine operators in the area, has been elected treasurer of the Ladies' Auxiliary of the Michigan Showmen's Association. She is one of the respected elder statesmen of the show club, stemming from the days when her husband, the late Charles Ziegler, was a showman.

Arthur J. Caille advises that negotiations are under way for sale of the extensive factory properties of the Caille Company, formerly a major coin machine manufacturer located in the heart of Detroit, which have become increasingly valuable with the growth of new expressways.

The Pointe Concession Company is switching to concentrate activities in the vending field, according to Thomas J. Kilbride, partner and active manager of the firm. This company started as a theater concession operation, as an

off-shoot of the long-established Kilbride theater circuit, and today finds vending a more attractive field of operation.

Joseph Auton, manager of Michigan Midget Movies, took off on a vacation for Houghton Lake in Northern Michigan to go ice-fishing. Serviceman Hank Urbanek reports business slow, with pickup expected in the spring with the opening of new locations. The firm removed its Arcade equipment from the S. S. Aquarama at Cleveland and placed it in other locations for the winter, planning to resume operation on this unique lake cruise ship when the sailing reopens.

Los Angeles

By SAM ABBOTT

The new AMI "J" model was shown by Badger Sales Company here. William R. Happel Jr., head of the firm, said that he was pleased with the turnout, as operators from Bakersfield, Palm Springs, San Bernardino and San Diego were on hand as well as the local ones. . . . Bill Simmonds, who had the Alpha Distributing Company for years and whose association with music machines goes back to the Buckley box days, has joined Associated Distributors, Inc., Wurlitzer Distributors, as an outside man. . . . Gary Sinclair, Wurlitzer Western regional representative, is in town making the rounds with Simmonds. . . . Tex Miller of Blythe was a Coin Row buyer last week.

Al Silberman, general manager of Associated Distributors, Inc., marked his first year in this post by moving several routes. Among them was the sale of the Ryco Amusement Company, formerly operated by Tom Ryder in Long Beach, to Harry Pearlman. Silberman also handled the sales of Martin Music to Earl Freeman in Los Angeles and the route of John Chapman to George Lakey in Long Beach. . . . Harvey Kirby of La Puente is back in the music end of the business.

Jim Palmieri of A. & J. Music in San Bernardino was in town with Herman Stauffacher, also of San Berdo. . . . Jack Neel made his regular bi-weekly trip into the city for records and supplies for the

Rackets Bill

Continued from page 74

said he would rather see Congress take no action at all on labor reform legislation than pass the Democratic Kennedy-Ervin bill. He told the subcommittee that the "greatest danger we now face is that a bill will become law which only scratches the surface of a deep-rooted problem." The bill would, according to Browne, "act as a license for some unscrupulous labor leaders to increase use of the very weapons they used to gain their positions of dictatorial powers."

Bill, which is the successor to last session's Kennedy-Ives proposal, has the backing of the AFL-CIO. Measure relies mostly on public disclosure of union finances and deals made by union officials and employers, to control corruption. (The Billboard, February 2.)

Senator Goldwater's bill, which has the backing of the administration, is basically the same as the Kennedy-Ervin measure. It would, however, crack down on secondary boycotts and blackmail picketing. Both measures have met with criticism and approval from various sources.

C. F. Cooper Music in Riverside. Walt Schinkal is reported to have sold his routes in San Diego to Houston Sorrells. . . . Jack Leonard of the Badger Sales parts department reports that his daughter, Terri, and her husband, Robert Schumacher, are buying a home in Northridge, near the Leonards. Bill Molezzo of Porterville was a buyer at Badger last week. . . . William Schrader has been named secretary-treasurer of Badger Sales.

J. D. Timmons of San Bernardino in town and made C. A. Robinson Company one of his stops. . . . E. B. Stone came up from San Diego as did Hy Robinson to see what the distributors had to show. Ed Wisler of Wisler Sales in San Diego stopped along Coin Row last week (27) to visit with distributors and operators in town for parts and supplies. Don Ames, who was with Badger Sales in San Diego, has joined Rowe Service and is studying law.

Milwaukee

Carl Millman, Automatic Merchandising Corporation, has returned from a trip to Boca Raton, Fla. He went there to deliver a talk before the National Coffee Association meeting for the National Automatic Merchandising Association. Talk was titled "At the Drop of a Coin." Sub-zero January (Continued on page 83)

MOA Campaign

Continued from page 74

and consequently the industry will be given the favorable publicity it so rightfully deserves.

"By this same token," he said, "adverse publicity attributed to the membership due to a few unscrupulous people who have associated themselves with the automatic phonograph industry will be greatly diminished. It is a crying shame that the great majority of the fine people in the juke box industry have to suffer the adverse publicity brought upon the industry by the few. MOA is going all out, of its own accord, to remedy any adverse condition that might throw any unfavorable light on the juke box industry. There will be much discussion along these lines at convention time."

Member, Employee Dues

The new membership drive got under way last December 1. The program calls for annual dues of \$10 for each male employee of an operating company member, non-participating memberships of \$2.50 annually for juke box location owners, and a team of association representatives to sign up additional operator memberships. Annual dues of the head of an operating company remains \$25 a year. The addition of male employee dues (paid by the operator member) is to enable MOA to carry out its fight against a change in the Copyright Act and provide for the new tax service and public relations program, still to be outlined.

"Booster" members (location owners) will have no voice in MOA, but they will receive regular MOA bulletins on the status of copyright legislation and other matters that would affect them. As Miller said last week, "It (booster memberships) will co-ordinate the efforts of many thousands of people with regard to unfair taxes, derogatory licenses or certain types of copyright legislation that would adversely affect the location owner as well as the music operator, directly or indirectly."

He said that moderators for the convention forum business meetings will be appointed soon.

COIN CALENDAR

Association Meetings scheduled. Check for changes.

February 9—Tri-County Juke Box Operators' Association, monthly meeting, offices of Elum Music, Massillon, O.

February 10—California Music Merchants' Association, monthly meeting, Fresno Hotel, Fresno.

February 11—California Music Merchants' Association, monthly meeting, Bakersfield Inn, Bakersfield.

February 11—Western Massachusetts Music Guild, semi-monthly meeting, Chalet Restaurant, West Springfield.

February 11—Music Operators' Society of St. Joseph Valley, offices of Carl Zimmer, Mishawaka, Ind.

February 12—California Music Merchants' Association, monthly meeting, U. S. Grant Hotel, San Diego.

February 12—Music Operators' Association of Massachusetts, monthly meeting, Beaconsfield Hotel, Boston.

February 15—Music Operators of Virginia, officers-directors' meeting, Hotel William Byrd, Richmond.

February 16—Westchester Operators' Guild, Inc., monthly meeting, American Legion Hall, White Plains, N. Y.

February 18—New York State Operators' Guild, monthly meeting, Governor Clinton Hotel, Kingston, N. Y.

February 18—Automatic Equipment and Coin Machine Owners' Association, monthly meeting, 550 Broadway, Gary, Ind.

February 18—Eastern Pennsylvania Amusement Machine Association, monthly meeting, General DeKalb Inn, Norristown.

February 19—Eastern Ohio Phonograph Operators' Association, monthly meeting, 4104 Rush Boulevard, Youngstown.

February 19—Phonograph Merchants' Association of Cleveland, executive board meeting, Hotel Hollenden.

February 21-22—Music Guild of Nebraska, The Town House, Omaha.

February 23—Central States Phonograph Operators' Association, monthly meeting, 805 Main Street, Peoria, Ill.

February 25—Western Massachusetts Music Guild, semi-monthly meeting, Chalet Restaurant, West Springfield.

Seeburg 1st Qtr. Net 606G

Continued from page 74

brewing business. Net income a year earlier was \$516,763 or 46 cents a capital share.

Comparison

First quarter comparison with fiscal 1958 is not possible since the firm did not issue a report for the first quarter last year. For the six months ended April 30, 1958, net income amounted to \$30,283, equal to 3 cents a capital share.

Thru refinancing in 1958, the firm lowered its interest charges. It also reduced its long-term debt. The report said: "During the year there was a significant reduction (about \$150,000), in the interest cost which we pay for borrowed funds. Moreover, a further reduction is anticipated during the fiscal year ending in 1959."

Seeburg negotiated a five-year \$3,150,000 term loan at 5 per cent interest with The First National Bank last September. The new loan consolidated practically all indebtedness of the company and effected savings in interest costs (The Billboard, October 6).

The report says that "Cash dividends may be paid from 50 per cent of net income earned after October 1, 1958, after deducting principal installments (\$450,000) due on the loan."

Distrib Deal

Another 1958 agreement under which the same bank purchases

distributor trade acceptances from the company "substantially lowers the company's interest cost and provides a steady source of working funds for the company."

The report said that "the per share earnings were greater than last year despite the write-off of non-recurring expenses in connection with the sale of the overcoat and brewing divisions, plus the substantial costs connected with the vending machine line and the introduction of stereophonic sound. . . ."

It said that the firm has "under engineering development several new products which will be introduced this coming year. . . ."

Seeburg sales possibilities look good for the next several years in the coin-operated music industry, according to the report, because of the "obsolescence which will be created by stereo."

Final payment on the brewery property, \$278,000, was received and \$250,000 was used to reduce the firm's long-term debt. The report noted that Seeburg is receiving about \$50,000 annually in royalties covering the licensing of Fort Pitt beer labels. The firm's name was changed from Fort Pitt Industries, Inc., last April. It disposed of the brewing and overcoat divisions in December of 1957. Fort Pitt prepared to acquire Seeburg in 1958.

WARNS OPS:

Don't Allow Location to Pick Records

BALTIMORE — Harry Rosenberg of Double-U Sales here warned music operators to resist location pressure in programming. Rosenberg pointed out that while a music operator would never dare tell a location owner what brands of whisky to stock, he will allow the location owner to tell him what records to play.

The average operator who keeps abreast of the record industry is in an infinitely better position to determine what records to pick than is the location owner, said Rosenberg, and he shouldn't be too reticent about telling the location owner so.

Generally, said Rosenberg, the location owner will see the logic of his allowing the operator to be the sole programming judge, if the reasons are explained.

Rosenberg is also a strong advocate of storing and cataloging old favorites, and bringing them back periodically. He explained that the oldies will often pull well for three or four weeks on a location before falling off.

50 120 200
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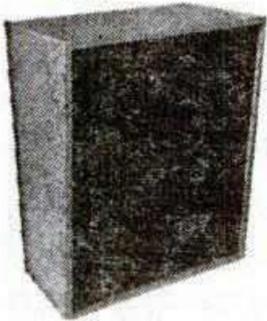
Occupation

EVERYTHING the operator wants!

EVERYTHING the location wants!

A COMPLETE MUSIC SYSTEM

3 FULL RANGE EXTENSION SPEAKERS



WALL SPEAKER

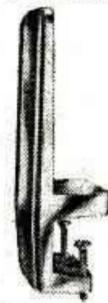


CEILING SPEAKER



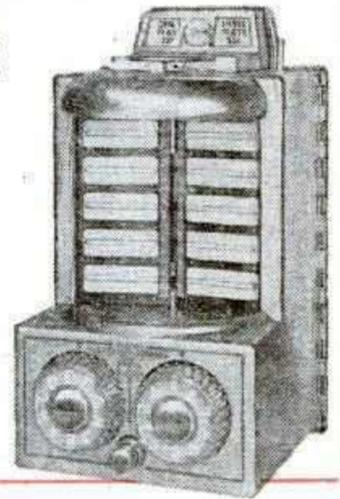
CORNER SPEAKER

ULTRA COMPACT WALL BOX



A completely new unit equipped with Program Selection Panel and exclusive Dial Selector Knobs. Using standard 3-wire cable, the United Wall-Box is the smallest in the industry. Makes selection in 2 seconds. Small size permits more installations for player convenience and greater profits.

Bar Grip, illustrated at left, custom-mounts the Wall-Box to any bar or table-top.



PLAY STIMULATOR

can be set to automatically play a record in 20, 40 or 60 minute intervals without insertion of a coin. Invites more play . . . earns extra profits. Pays for itself in a hurry . . . then pays you continuously.



HIDE-AWAY UNIT

United's complete music line provides for the needs of every type of location. The compact Hide-Away Unit is ideal for those locations having limited floor space. Fully accessible for service, the unit includes monitor speaker and service-light. Provides finest high-fidelity sound.

WORLD'S FASTEST RECORD-CHANGING MECHANISM
MEANS More Coins PER HOUR

Unconditionally Guaranteed

The Record Mechanism contained in the Model UPB-100 United Phonograph is UNCONDITIONALLY GUARANTEED for one full year from date of delivery by an authorized United Music Corporation distributor in a new and unused condition. Each United Phonograph is delivered with a "Certificate of Warranty" outlining United's complete guarantee.

UNITED MUSIC CORPORATION



UNITED'S SUPER-CONVENIENT
"WALK-IN" DOOR
PROVIDES INSTANT
EASY ACCESS TO
ENTIRE MECHANISM

BEAUTIFUL **5** COLORS

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85 IN. HIGH
36 1/4 IN. WIDE
27 1/4 IN. DEEP
310 LBS. NET WEIGHT

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 February 2, 1959)

Table with columns for Machine Name, High Price, Low Price, Mean Avg. Price, and Manufacturer. Sections include MUSIC MACHINES, PINBALL GAMES, SHUFFLE GAMES, and ARCADE EQUIPMENT. Manufacturers listed include AMI, SEEBURG, WURLITZER, BALLY, CHICAGO COIN, and GENCO.

EDITORIAL

New Youth Centers

In a previous editorial we raised this question: Can't coin games be made as appealing to teen-agers as juke boxes? We argued that for too long the game industry has neglected a good portion of its potential customers (The Billboard, October 27, 1958).

The quick success of a number of new-type youth centers with coin games as their main attraction should heighten interest in this largely unexplored area.

We think that it offers the industry a long-needed stimulus, and we hope that it spurs other operators, distributors and manufacturers into action.

But, some words of caution: Let's remember that it takes more than a cash register to make one of these new recreation centers or playlands work. It takes careful management, continuing promotion, the right kind of coin games and the backing of the community—including the police department, schools, churches and citizen groups. Numerous Billboard articles on the new playlands have stressed these points over the past months.

Coin game youth centers or playlands that fall short of these basic requirements are endangering not only their own continued existence, but the future prospects of all other such enterprises.

500 Attend B'more Operators' Banquet

BALTIMORE — The Grand Ballroom of the Lord Baltimore Hotel here was the setting for the 11th annual dinner-dance of the Amusement Machine Operators Association of Greater Baltimore Sunday night (1), as nearly 500 persons from the coin machine industry attended.

As in the past, no speeches were allowed, with the emphasis on din-

ing, dancing and watching the entertainment. The operators were greeted by Baltimore Mayor Thomas D'Alesandro, who cited the coin machine industry for its charitable work and for its contributions to the community.

Also scheduled to appear was Maryland Governor J. Millard Tawes, but last-minute official business prevented his attending.

Honored Guests

Seated on the dais were Joseph Wyatt and Edward Jones, attorneys for the association; Henry Miller, assistant city magistrate; J. H. Brody, Baltimore State's attorney; State Senator Philip Griffin; Meyer Carton, director of the Maryland State Workmen's Compensation Commission; City Comptroller Walter Graham; Rep. Samuel Friedel; Leon Abramson, president of the city council; Rep. Edward Garmatz, Gilbert Darling, Baltimore County chief of police; Sol Harris, deputy State's attorney; Sol List, city councilman; Charles Rosenbaum, chairman of the Maryland State Old Age Commission; Morton Goldstein, director of the Maryland Board of Motion Picture Censors; Jack Arthur, director of the Department of Assessments, and the following members of the Baltimore delegation to the Mary-

(Continued on page 84)

Keeney Intros Rebound Game

CHICAGO — Fascination Shuffle, a new rebound shuffleboard game, was introduced last week by J. H. Keeney & Company.

The game is available in two models. The regular six-foot model lists at \$325, while a jumbo model, seven and one-half feet long, lists at \$395.

Legs on the Keeney game are designed similarly to those on bowling games.

Fascination Shuffle is played like a game of shuffleboard, with the exception that pucks are bounded off of cushion at far end to score at players' end.

Gotham Game Assn. Holds Annual Fete

NEW YORK — A capacity crowd of 350 danced till the wee hours at the Collanades Room of the Essex House here Saturday night (31) as the Associated Amusement Machine Operators of New York held its ninth annual dinner dance.

Operators and their guests attended a cocktail party sponsored by Al Simon, Chicago Coin, before the banquet got underway. Libations during the event were furnished by Dave Simon and Irv Holzman, United Manufacturing Company.

The floor show, furnished courtesy of Runyon Sales and Bally, was emceed by Beverlee Dennis. Unofficial assistance was given by Dave Stern, Seacoast Distributors, who shared the mike with some of the performing artists.

Show Talent

Talent included Black and Nolan, Givens and Sweetie, Jadine Wong

and Viviane Greene. Backing the show and furnishing the dance music was Leo Stone and his ork.

Guests included Barney Sugarman, AMI; Sandy Moore, Wurlitzer; Meyer Parkoff, Seeburg; Dave Stern, Rock-Ola; Sam Schwartz, Montreal distributor, and Carl Pavesi and Harry Rosenberg of the Westchester Operators Guild.

AAMONY officers are Sandy Warner, president; Dave Lowy, vice-president; Jack Semel, treasurer; Harry Schilderout, secretary, and Al Koondel, sergeant at arms.

Board members include the officers and Harry Berger, Ted Faith, Irv Holzman, Gene Jacob, Harold Kaufman, Irv Levenar, Harold Prager, Phil Schart and Morris Wurtzel.

Bert Jacob is executive director, and Claire Morano and Lillie Shamlain are the office force. Attorneys are David F. Price and Joseph A. Iovine.

JIMMY FRENCH'S IDEA CLICKS

Bowl-Arena, New Coin Recreation Club, Toast of Texas City Teens

• Continued from page 1

half a dozen. French finds that this alignment helps to divide the crowd socially, and young people who feel at home socially stay around awhile and spend their money.

The big drawing card is a line of seven coin-operated miniature bowling alleys across the back. The center is about 75 feet deep and the bowling alleys utilize about one-third of this space, including benches for the players and kibitzers. Three of the alleys are United, three are Chicago Coin models, and one is a Bally. Each is a 10-cent game, and can be played as a regular or a high-scoring game at a flip of the switch.

The alleys are constantly in use, and are much favored by children and adults alike, French reports. Some regular patrons are getting together their own leagues. From the day he opened up he began getting 10 to 15 calls a night, he said, asking to reserve an alley. This was further evidence to him of the need for the recreation center.

Finished with the bowling alleys, the people who stroll toward

the front of the center run into a shuffle bowling game, played with a puck, and some other machines. "We pick up many a player from among people who have finished playing the bowling alleys and are on their way out," French reported.

"They always put a nickel or two in the other machines after they bowl."

Sunday is one of the best days for the center, French has found. "Most of the small kids go to Sunday School. When they come out at 11 a.m. they head for this place."

The nearest church is four blocks away. French says there has been no conflict or complaint concerning the fact that the Bowl-Arena is open during church hours. This may be due to the fact that many residents of Texas City are shift workers at the oil refineries and chemical plants, and may be at work, or play, at any hour of the day or night.

Two-City Draw

The Bowl-Arena draws trade from among the 30,000 residents

of Texas City and also from the 7,000 people of neighboring La-Marque. French runs a large ad with a picture of the interior layout of the Bowl-Arena in The

(Continued on page 80)

Bally Ships Club Bowler, Shuffle Game

CHICAGO — Club Bowler, a new six-player shuffle bowling game which can be played several ways, was shipped to distributors last week by Bally Manufacturing Company.

Players have a choice of regulation bowling or speed-bowling, plus a choice of "lucky strike" or standard play.

Before shooting first puck, player selects type of game desired, bowling by official bowling rules or high-score bowling with speed-skill, as introduced in Bally's Speed-Bowler.

Play selected may not be changed during game, but players may turn "lucky strike" feature on and off during game as a method of handicapping.

Club Bowler is eight and one-half feet long by 25 inches wide, and is equipped with dime coin mechanism.

NCMDA Mgr. Comments on Coin Playlands

CHICAGO — O. L. (Bob) Slifer, managing director of the National Coin Machine Distributors' Association, expressed keen interest in the newly developing coin playlands.

In the January 30 issue of Distrib's Digest, the association's semi-monthly publication, Slifer called attention to articles which have appeared in The Billboard on several different types of playlands and commented on the potential these new projects have in the industry.

Slifer emphasized that such new enterprises must be built upon sound management and good community relations, thus adding the voices of the distributors' group to the point of view detailed in recent articles in The Billboard and again in this issue.

Midway Notes Good Distrib, Op Reception

FRANKLIN PARK, Ill. — Midway Manufacturing Company, new game factory here, last week reported good acceptance of its initial product, Bumper Shuffle, from operators and distributors.

Henry Ross, co-head with M. P. Wolverton in Midway, said that 90 per cent of the distributors con-

(Continued on page 82)

Gottlieb Bows Single-Player 5-Ball Game

CHICAGO — Straight Shooter, a new D. Gottlieb & Company single-player five-ball pin game, was shipped to distributors last week.

Featuring a Western theme, object of the game is to light up cowboy hats for high scores.

Hats are lighted when colored spots are lined up by hitting ball targets and roll-unders.

Lighting the hats, in turn, lights A-B-C-D roll-overs for special scores.

The game has four ball flippers, two in the usual spot at bottom of playfield and two at mid-playfield.

Rating chart at top of backglass lights automatically, indicating player's score progress as "fair," "good," "excellent," "super" or "genius."

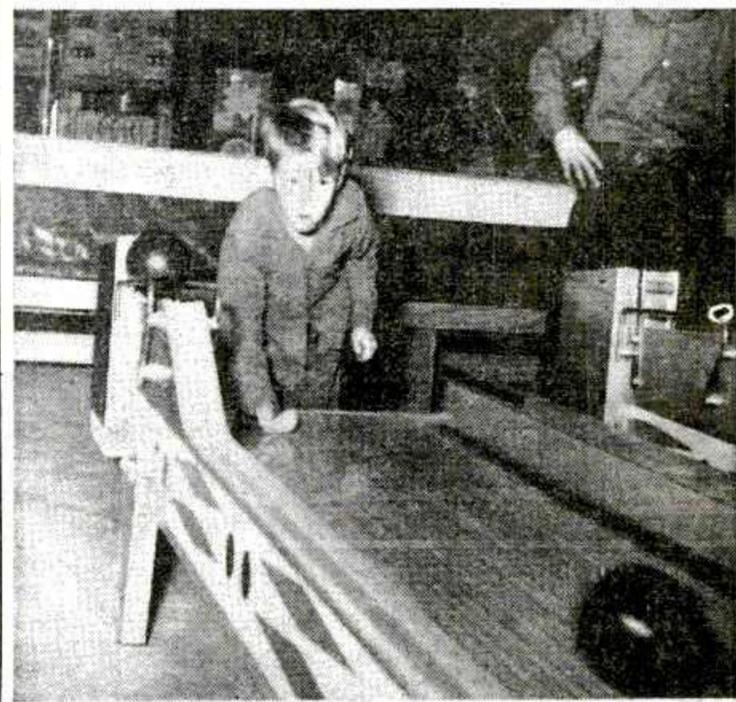
Straight Shooter has a match play feature and is adjustable to three, four or five plays per quarter.

SKED BOWLING GAME OUTPUT IN IRELAND

SHANNON, Ireland — A Chicago game manufacturer has reportedly begun production of bowling games at the factory of the Coin-Operated Amusement Machine Company, Ltd., here, under license to produce the Chicago firm's product.

Two British distributors and the J. Arthur Rank film company are reportedly directors of the new firm.

The new American-type ball bowling games are virtually unknown in Britain, where stiff trade restrictions have blocked off import of U. S. coin games since World War II.



STRRR—IKE! Bowl-Arena youth center has appeal for every member of the family, as this youngster playing the coin bowler demonstrates. When they leave the alleys, players frequently spend another few nickles and dimes at the coin games (left rear of picture) that confront them as they work their way back toward the door of the new youth center.

**EASTERN ELECTRIC
MARK II CIGARETTE
VENDOR, 22 COLUMN**
New \$225.00
SEEBURG V-200
\$465.00

W. B. DISTRIBUTORS, INC.
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ARCADE

C.C. 14 ft. Bowler \$325
Bally A.B.C. Bowler 325
Un. Jumbo Bowler 425
C.C. Rocket Shuffle 315
Lady Luck 85
Circus Wagon 95
Star Pool 75
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ARCADE

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Bally Super Bowler 175
Genco 2-Pl. Basketball 125
Genco Big Top Gun 195
C. C. Croquet 95
Ex. Dale Gun 25
Wms. Four Bagger Baseball 225
C. C. Goalee 50
Un. Pirate Gun 275
Davy Crockett Gun 195
Bally Bull's-Eye 175
Bally 14 Ft. Bowling Lanes 295
Walling F. T. Scales 65
Capitol Midget Movies 75
C. C. Steam Shovel 65
Wms. Crane 65
Bally Big Inning F. P. 360

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ZINGO

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only 1 season.

7½ ft. long
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BINGORENO TYPE

Game can be adapted
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Play 5c or 10c.
Original price \$375 ea.
NOW \$125 ea.

Terms: ½ down, bal. C.O.D.

MIKE MUNVES CORP.

577 10th Ave.
New York 36, N. Y.
BRyant 9-6677

JIMMY FRENCH'S IDEA CLICKS

• Continued from page 79

Texas City Sun every Tuesday, Thursday and Sunday. He runs a smaller ad on the other days.

When he opened up, French got some unexpected publicity. His daughter's foot touched the accel-

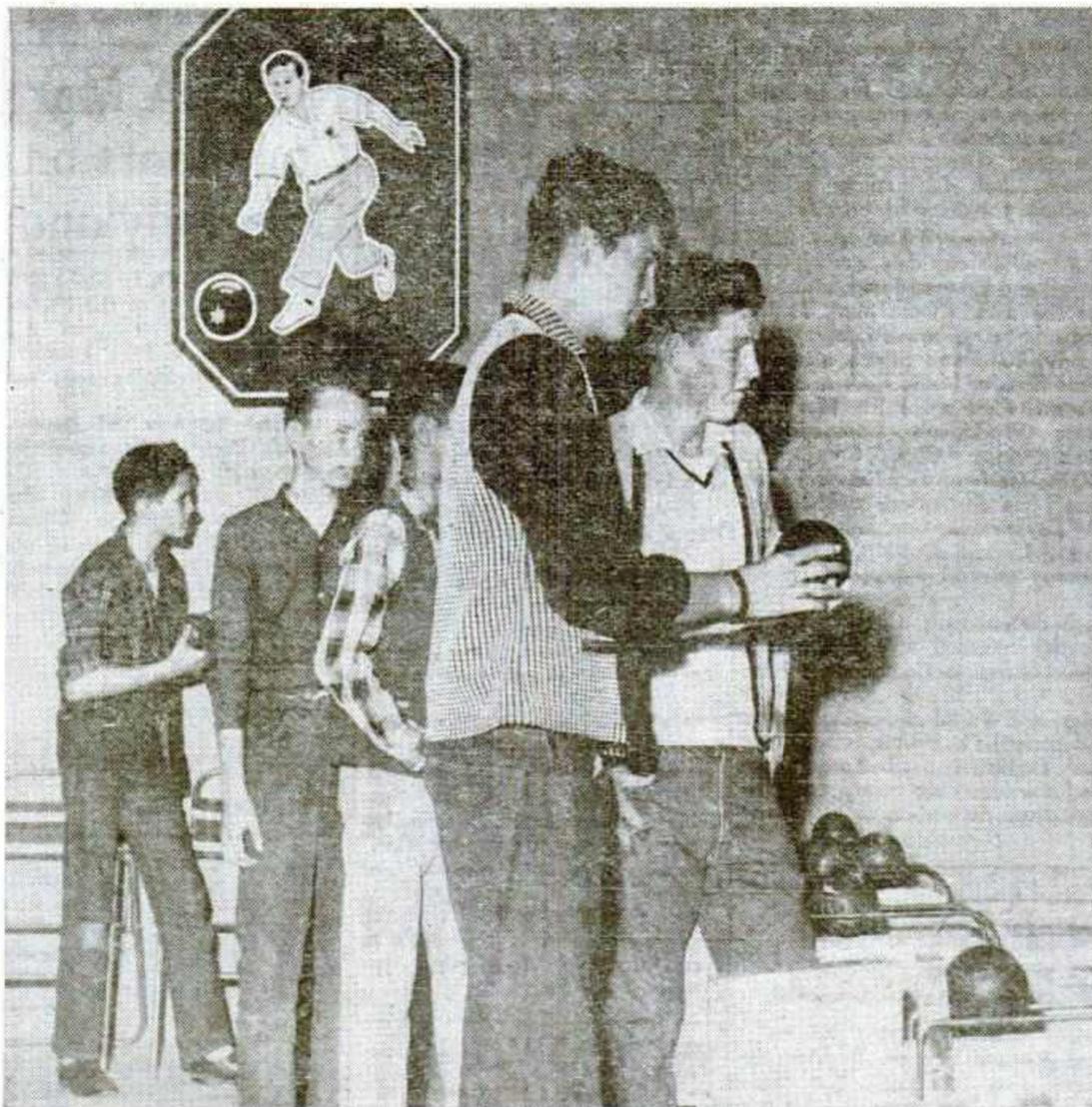
erator of the family car, parked in front of the center, instead of the brake, and the car landed right inside the center. No one was hurt, altho one large window was broken. The picture got page one play

in the nearby Galveston newspaper. "I thought it was bad publicity," French commented, "but many people have told me that it was good publicity, in that it resulted in getting the name and address

New Coin Youth Center



BOWL-ARENA LOCATION in Texas City is within a few blocks of schools in three different directions. There's plenty of parking and room for scads of bicycles. At right is the portion of building marked for expansion of the coin game youth center.



BOWLING ALLEYS, COIN-OPERATED, are the big drawing card at Jimmie French's youth center in Texas City. He opened with seven alleys.



TARGET GAMES are popular with the girls and help make the Texas City's Bowl-Arena a social center. Note the boy at top center who is ignoring his pal to watch the girls.

of the Bowl-Arena in front of the public while it was still nearly unknown."

On a Saturday night a week after the opening French had a country-music combo play in the center. This drew some public attention, particularly because the combo is a popular attraction on a local radio station. But French believes the response among teenagers would have been better if he had engaged a rock 'n' roll-type of unit.

An automobile dealer for 12 years, French has always been interested in amusement enterprises. He is a longtime reader of The Billboard and spotted a story about a similar youth center in St. Louis in an issue of The Billboard at the time when he had resigned his automobile agency and was seeking a new enterprise to enter. He visited St. Louis and inspected that layout before opening his own.

"We had a dozen or more people in this house every Saturday night," French recalled, "and while they were very welcome, it also made me realize that there weren't many places in Texas City that children like my daughter could go. There were the movies, and the new skating rink that opened about the same time as the Bowl-Arena, and that was it. The one bowling alley was always jammed with regular league play.

"When nearly 200 teen-agers came thru our house after that football game I realized that Texas City needs a place like the Bowl-Arena—very much so."

Sees 10 Months

The Bowl-Arena gets about as much traffic each night as his home got on that fateful Saturday night when he made the decision to open a youth center. At this rate, French estimates it will pay for itself in 10 months. The sign of community approval is the family groups that drop in after supper and stay till it's time to go home to bed.

Crowding has caused some of the more timid young people to pull away after they have come—some of them all the way from neighboring LaMarque—to play a few games, spend a little money and meet other young people of their own age. That's one reason why French wants to have more space.

At present patrons can buy cokes and cigarettes. The coke machine uses dimes (or two nickels) and offers root beer and orange drink besides Coca-Cola. There is also a juke box, and a rack of 45 r.p.m. records that sell hit tunes at three for a dollar.

French plans to install a soda fountain in the additional space, so he can feed the hungry adolescents and also keep them around a little longer. At present, they have no alternative but to go home, for Texas City has few restaurants, drive-ins or drugstores where they can go.

He plans to offer hamburgers and fountain drinks at the fountain and to lease it out as a concession, as he finds that the operation of the youth center takes up all of his time (except for the time he must spend closing out the finance company portion of his former business). The fountain would go into the new section, as a drawing card to bring people across the entire floor to the back—another drawing card just like the bowling alleys at the back of the present set-up.

If the Bowl-Arena continues to catch on with the children and grown-ups of Texas City and LaMarque, French has plans to open another one in another industrial city of approximately the same population. He has already surveyed the area and selected potential locations, after discussion with that city's banking and businessmen.

Meanwhile, everyone in Texas City, from the city secretary and the county commissioner to the 9 and 10-year-old boys, inquire of Jimmie French about the progress of the Bowl-Arena.

50 Indiana Spots Warned on Pins

NEW CASTLE, Ind. — Payoff pinball machines are gambling devices and those who keep them on their premises will be arrested and prosecuted. Sheriff Warren H. Davis warned last week.

Prompt action followed the warning when the operator of a truck stop was arrested and charged with keeping a gambling device.

Pins and other gambling equipment are known to be on the premises of 50 establishments in Henry County, Sheriff Davis said.

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ADVICE FOR ROUTE BUYERS

Set Location Owner Straight On Changes in Management

NEW YORK — A veteran coin machine operator here warns buyers of game or music routes that they may be in trouble if they fail to make the rounds of locations before actually shelling out any money for the operation.

The operator said that a common practice is to have the buyer and seller visit the locations, with the seller introducing the prospective buyer to the location owner.

But, said the operator, the potential buyer is generally introduced as "the fellow who will be servicing the route," leaving the impression that the old operator still has an interest, and that the buyer is nothing more than a serviceman, or at most a new partner.

Purported Reason

Reason for this form of introduction, according to the seller, is that relations with the location owner

have been friendly, and that introducing the buyer as the new operator might upset the appeacart.

However, such an introduction often accomplishes nothing more than to protect the seller in establishing the worth of the route. When the location owner learns—as he inevitably will—that the old operator is out of the picture, he will often demand a loan or bonus from the new operator.

When buying a route, the best policy for the new operator is to make the pending ownership change crystal clear to the location owners before any money has changed hands.

Added Payment

Then, if the location owner has his hands out, the loan or bonus may be taken into consideration in the purchase price. Otherwise, the buyer may pay as much as 60 times the weekly take for good will on music, and 30 times the weekly take for good will on games, only to learn that he must cough up more money if he intends to hold the locations.

The alternative is to have the seller pay whatever money is required to hold the location and allow the buyer to take over with a clean bill of health.

Another precaution taken by buyers of coin machine routes here is the four-week trial before the sale is consummated. In four weeks, the potential buyer has a pretty good opportunity to ascertain whether the seller's collection figures are reliable.

Of course, there have been instances of sellers "padding the boxes" by having friends give the machines heavy play during the trial period.

But any buyer doing business with an operator of that stripe can often get a line on his reputation by doing a little investigation; and he will take his findings into consideration when making an offer for the route.

UJA Coin Dinner Scheduled May 4

NEW YORK — The 13th annual Victory Dinner of the Coin Machine Division of the United Jewish Appeal will be held at the grand ballroom of the Hotel Astor on May 4, instead of May 6 as previously announced. A prior commitment on the part of the hotel had caused the change.

Guest of honor for the 1959 affair will be Lou Boorstein, Leslie Distributors, who had been chairman for three years. His post will be filled by Al (Senator) Bodkin, Forest Hills Music, the 1956 guest of honor.

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QUEST FOR NEW GAMES

Rosenberg Feels Factories Should Call Distrib Meets

BALTIMORE—While most operators have been blaming decreased game collections on general economic conditions, Harry Rosenberg, head of Double-U Sales here, feels that there is little wrong with the industry that a new game couldn't cure — but that the game must be a departure from existing pieces, not just a rehash.

Rosenberg feels that the manufacturers could take the initiative by calling periodic meetings of all their distributors, with each distributor coming up with his own suggestions, and with all distributors free to comment on these suggestions.

According to Rosenberg, a distributor may get a game idea which would work in his area, but which would not be applicable in other sections of the country. But, with all areas of the country represented, the distributors could come up with an idea that would present no problems in any area, and the idea could then be passed on to the factory's engineering and sales staff for comment and possible action.

Rosenberg said that the failure of the manufacturers to come up with a new game principle has been the primary reason for lagging sales, with many operators preferring to refinish or convert old equipment than to sink money into new pieces.

Rosenberg feels that when a new game resembles its predecessor too closely, the period of top play is kept to a minimum, often not enough to allow the operator to get off the nut on the purchase.

The failure of manufacturers to come up with new ideas, said Rosenberg, makes it rough for the distributor not only in the selling of new equipment, but in the used machine market.

He pointed out that operators are not replacing their machines as often as they should, and hence a shortage of used equipment results.

Court Voids Newport, R. I., Pinball Ban

NEWPORT, R. I.—A Superior Court decision ruled void a Newport ordinance outlawing pinball games. As a result, 16 complaints against four defendants charged with having pinballs on their premises were discontinued in district court at Newport.

Early last year the Newport council revoked the licenses of pinball machines by a 5-2 vote.

Pool Game Mfrs. At Sports Show

CHICAGO — Fischer Sales & Manufacturing Company, Tipton, Mo., and Valley Sales Company, Bay City, Mich., major coin pool game manufacturers, were exhibitors last week at the National Sporting Goods Association convention at the Morrison Hotel here.

The 28th annual NSGA convention had up to 600 exhibitors in the sporting goods field. The show ran from January 30 thru February 5.

Pa. Ops Await In-Line Decision

PHILADELPHIA — Pennsylvania operators are still awaiting the Supreme Court decision on the legality on in-line coin games, with the State high court giving no indication as to when it will hand down its ruling. The case has been before the Supreme Court for several months.

Meanwhile, local operators are still running in-line games, altho collections have been poor. Naturally, sales of new in-line equipment have been slow. If the decision is a favorable one, a buying rush of some proportions might materialize; if the court rules against the games, sales of straight pins and bowlers should be good for a while. Either way, the distributors should begin moving equipment as soon as the decision is handed down.

Midway Notes

Continued from page 79

tacted and 90 per cent of their operators have shown no resistance to accepting a new name in the manufacturing field.

Ross also noted that Midway has received some helpful service from competing game manufacturers. "None of the other manufacturers have thrown any obstacles in our path," he said. "In fact, several factories have gone out of their way to be of assistance."

Bumper Shuffle, the first of the Midway products, is a rebound shuffleboard unit.

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 11 Col. 119.50**
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Coinmen You Know

• Continued from page 76

weather, notes Millman, has boosted sales of vended coffee, but has hurt milk vending.

Music route receipts have dipped a bit from last year's figures, according to Mrs. Ray Lax, Ray's Amusement, West Allis. No stereo juke box equipment has been purchased

Newsweek Story

• Continued from page 74

muscling into every branch of the booming (\$2 billion yearly) vending machine business, which includes cigarettes, candy, coffee, hosiery, and even such basic needs as milk, bread and soap.

"A dapper man smoking a cigar called on the woman manager of a small cafe in Los Angeles some time ago. He told her to throw out her old jukebox and install one of his. The 'service charge' on the new machine would be \$18 weekly, he said. She protested and went to the police. Soon after, truckers stopped delivering her supplies. Her cafe is now out of business. Such neighborhood incidents are typical—not only in Chicago and Los Angeles, but in scores of other big American cities."

The article leaves to Virgil Peterson, head of the Chicago Crime Commission, ways to pin down the basic problems.

He is quoted in the article as saying: "There is a direct tie-in between the hoods and crooked unions."

Asked whether he thinks the Senate rackets committee will help rid the industry of hoodlums, Peterson is quoted as saying, "Nothing quick will come of the hearings. The political tie-up is too strong for any direct action."

But the damage to the legitimate rank-and-file industry member is already done. No thoughtful member of either the juke box or vending industry would question the fact that there are hoodlums in these businesses, and that in some cities, they exert an influence out of all proportion to their number. They are eager to rid these businesses of hoodlums. But with generalities and adjectives, this article smears the legitimate people. Ironically, a smear not only does little—if anything—to hurt a hoodlum, but may actually work in his favor by further serving to scare legitimate members.

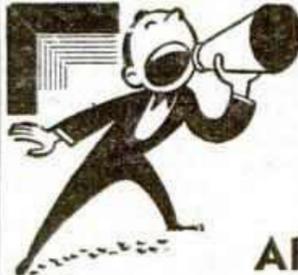
The job of telling people what the juke box business is really like is a formidable but necessary one, particularly because of such publicity. It will undoubtedly share top billing at the Music Operators of America convention in April with the new Senate bill aimed at removing the juke box exemption clause in the 1909 Copyright Act (See separate stories elsewhere in this section).

for the routes as yet, she adds "and we don't plan to buy any for a while."

Cold weather cut into attendance at the AMI trade showing, according to Sam Cooper. "A lot of the local boys stopped in, but out-of-towners stayed home," he says. . . . Hank Hoevanaer, Grand Rapids, Mich., regional man for AMI, spent some time at Paster Distributing Corporation last week.

. . . Ralph Langan, shop manager for Paster, left for San Antonio, to attend the funeral of his sister. . . . A vacation in his favorite resort in Fort Pierce, Fla., is being planned by Sam Hastings. He'll go at the end of February.

Members of the board of directors of the newly organized juke box association of local operators will hold a (Continued on page 85)



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COINMEN YOU KNOW

Continued from page 83

meeting this week. According to President Sam Hastings, they will set plans to wind up the membership drive and report on dues and other important matters at the membership meeting February 12.

Rackets Probe

Continued from page 74

Senator Mansfield (D., Mont.) expressed the opinion that the funds granted the McClellan committee would be well spent. He reminded his colleagues that the Kennedy-Ives bill, aimed at curbing racketeering, had passed the Senate last year, but was turned down by the House.

The money-minded Senator Ellender said that before the bill was considered by the Senate, many members of the Labor and Welfare Committee had spent a great deal of time going over much of the same ground covered by the rackets committee.

Senator Mansfield's reply was: "Exactly, there is nothing like making certain."

Capehart Named

Continued from page 74

assets of the phonograph division of the firm were sold to Wurlitzer and, as The Billboard reported then, "one of the industry's most colorful figures officially took leave of a business he helped pioneer."

... Gerald Bartnik, of the Banaco Music Bartniks, has enrolled at the Milwaukee Institute of Technology.

Stop-ins at United, Inc., Wurlitzer headquarters, included Hi Turnmeyer, Soldiers Grove; Casper Sittig, Racine, and Bob Martin, Kenosha. New man on the United, Inc., payroll is Alex Patterson. ... Red's Novelty Company employees were kept warm last week moving equipment into the just completed building addition, according to Red Gronowski. Four times as much

floor space is now available in a new loading ramp, a large storage room and a spacious basement.

Washington

Michael Bushdid is a happy man, now that airline strikes have been settled. He operates the Game Room at Washington's National Airport, and says the strikes really made a dent in collections. Things are beginning to boom again, now that the planes are in the air. Bushdid also has placed approximately 40 machines in the Greyhound terminal here. He said the bus terminal location played a big part in keeping business strong during the air strikes.

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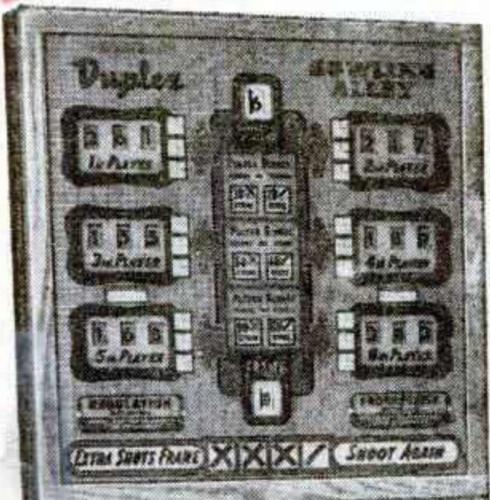
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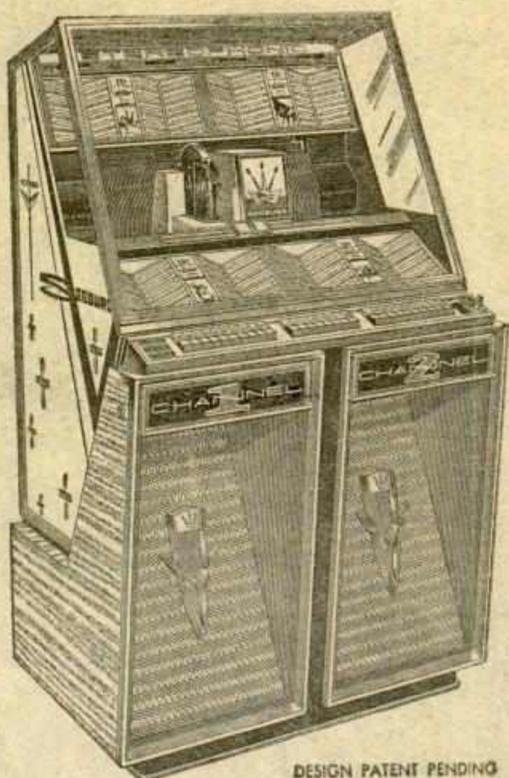
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