

# The Billboard

SIXTY-SIXTH YEAR

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NOVEMBER 7, 1960 THE AMUSEMENT INDUSTRY'S LEADING NEWSWEEKLY

## British Comb U. S. For Name Talent

Agents Seek Seasoned Performer In Preference to Teen Whizzes

By REN GREVATT

NEW YORK — A veritable old home week of British music and showmen has been noted here in recent weeks with top club impresarios from London rubbing elbows with TV officials and booking agents in a never-ending quest for American talent. Interestingly enough, there now appears to be a marked change in the type of talent the Britishers are looking for over the type most commonly sought two years ago.

At that time, in the heyday of the phenomenon known as the rock in pop music, the emphasis was very much in the direction of the so-called overnight teen-disk sensation. As soon as an American artist hit the British pop charts at that time, a scramble would ensue among bookers to get the singer or the guitar player into London quickly.

### Seek Pros

Judging by current bookings, the British are now reverting to the seasoned performer as the No. 1 booking target, rather than the youthful artist who may be high on gimmicked sound but slim on stage presence. The British have traditionally placed a high value on the commodity of performance.

Some of the recent impetus in this direction is thought to have been generated thru the highly successful engagement of Sammy Davis Jr., in the Pigalle Club last May. Currently, Eartha Kitt is holding forth in another club, the Talk of the Town, and doing turn-away business. Lena Horne also en-

joyed a smash engagement in London this year.

In any event, such personalities as Jeff Kruger of the Flamingo Club and Bertie Green of the Astor Club have both been noted in New York. Green returned home Thursday (3) while Kruger arrived Tuesday (1). Al Hunt, publicity director for the Bernard Delfont interests, which operates the Talk of the Town, has also been in town during the week.

Another expected visitor is Al Burnette, proprietor of the well-known Pigalle, and the man who brought Davis in for his successful slotting last spring. Burnette has been trying to get Frank Sinatra for his club since last winter. He is also currently negotiating to get such U. S. stars as Louis Prima and Keeley Smith, Betty Hutton, Dorothy Dandridge, Pearl Bailey, and Eydie Gorme and Steve Lawrence.

Veteran booking agent Leslie Grade was due in the States at press time to go after a flock of the top caliber names including Patti Page, Eydie Gorme and Steve Lawrence, June Christy, the Four Freshmen and Buddy Greco. Only a year or so ago, it was customary for Grade to fly into New York and go directly to the General Artists Corporation offices on Fifth Avenue, to discuss bringing to Britain the latest hit record artist crop.

Others also noted in New York were Harold Pendleton, prexy of Britain's National Jazz Federation and also manager of Chris Barber.

(Continued on page 16)

## BUFFALO AIRER ADOPTS 'SING ALONG' THEME

BUFFALO — The "Sing Along" album trend has inspired radio Station WEBR here to revamp its entire music schedule to a "sing along" format, described as "majority appeal" programming.

Created by program promotion chief Bill Schweitzer, the "sing along" format utilizes "sing along" album selections 50 per cent of the programming day, plus other selections which "match in mood, spirit or nostalgia" the community sing-styled sides.

When a sufficient amount of "sing along" material is available, the station plans to program "sing along" wax exclusively. Tagged "WEBR 970 Sing Along Radio," the new format, considered unique in the U. S. radio field, was launched here last month with an all-out promotional campaign. Elaborate tabloids, featuring lyrics to some 200 "sing along" songs, were included in local newspapers, along with special ad campaigns. The song sheets were designed to enable listeners to sing along on the air.

They also are part of a contest, whereby, if a dialer is telephoned by WEBR and sings one chorus on the phone, he wins a transistor radio and a recording of his voice. To be eligible listeners must join a Sing Along Club, which they do by mailing their name, address and phone number to the station. Membership blanks on the Sing Along

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## Album Competition Spurs Search for Packaging Lures

Mfrs. Risk Higher Price Tags to Achieve That 'Extra Something'

By JUNE BUNDY

NEW YORK—Stepped up competition in the album sales field and an increasingly heavy output of new LP product has sparked an unprecedented search by diskeries for new dimensions in album packaging.

Sales on much orthodox LP product these days are not what they used to be, and manufacturers are more and more finding a greater need to give their album releases an extra fillip, via unusual or off beat material — elaborate packaging, recorded on the spot "live performances, and a variety of premium-type merchandising gimmicks.

None of the so-called "new" packaging techniques are really new, but, heretofore, such experiments have been carried out on a widely spaced, irregular basis. The manufacturers relied on orthodox album product (standards by established artists, etc.) for the bulk of their sales.

Today, practically every album release includes one or more albums which would have been considered experimental a year ago. Since many of the new packages are more costly to produce (than regular LP's), they usually carry a higher price tag, thereby increasing the risk already inherent in a "different" package idea. If the

higher-priced gimmick-package involves an established artist, the risk is even stronger, since the package might very well have sold considerably more if released in regular \$3.98 album form.

Nevertheless the more enterprising labels are convinced that the only way to keep pace in the LP sales market today is to come up with new dimensions in LP packaging, thereby safe-guarding the sales pull of its established talent over the long haul, and giving new artists an added plus.

An outstanding example of this is Capitol's successful experiment with the new Nat King Cole album "Wild Is Love," which features a score by two comparatively unknown writers—Dottie Wayne and Ray Rasch—and a price tag of \$7.98. The expensive double fold package also features a bound-in insert with a flock of photographs—shot especially for the LP—illustrating Cole's narration. In spite of the lack of standard tunes and the high price, the Cole package is one of Capitol's top sellers—No. 9 on The Billboard's stereo action chart and No. 10 on the monophonic action album list this week.

Bidding for original cast albums on Broadway shows and movie sound tracks continues at a frantic pace and labels are gambling on off-Broadway packages which not so long ago wouldn't have had a

(Continued on page 16)

## Britain Still Rocks a Bit

NEW YORK — British bookers, now on a kick to bring in top film and night club name attractions, have not, however, entirely divorced themselves from pop record artists. Jimmy ("Handy Man") Jones is just now winding up a successful tour of the provinces.

Announced this week are upcoming tours there by Brook Benton and Neil Sedaka. Oddly enough, neither has a current hit on the British charts. Both are expected early in 1961 with the strong possibility that Benton will be teamed on tour with Shirley Bassey, leading British thrush. Expected too, is an early spring tour for Bobby Rydell, while Gene Vincent, who spent close to six months in Britain last season, is reported ready to return for a one-month tour of ballrooms with Chris Wayne and the Echoes.

## NEWS OF THE WEEK

### One-Stops Meet in Chicago to Discuss Mutual Business Problems . . .

An undisclosed number of one-stop distributors gathered this week in Chicago for an informal exchange of views on problems affecting their business. Session was called by Bill McGuire of Lormar Distributors, Chicago. Price-cutters, transshipping, and manufacturer support of doubtful credit risks, were among topics discussed. . . . Page 2

### Columbia Appoints V.-P. For Latin Operations . . .

Columbia Records this week named Peter de Rougemont to the post of vice-president of the firm's Latin and South American operations, indicating the growing importance to Columbia of the South American record market. . . . Page 3

### Oren Harris Keynotes CMA Meet; Nelson Succeeds Gay as Prexy . . .

The responsibilities of broadcasters to operate in the public interest were spelled out by Congressman Oren Harris at the ninth annual

Country Music Festival in Nashville last week. Harris was the keynote speaker, Capitol Records' Ken Nelson was elected president of the Country Music Association, succeeding Connie B. Gay, and RCA Victor's Steve Sholes was named chairman of the board. Outgoing prexy Gay proposed the association schedule a "crash program" to better acquaint Madison Avenue with country music. . . . Page 3

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## New Gimmick LP Service

NEW YORK — The search for new package ideas has sparked a new service. Connie DeNave, heretofore a press agent for young disk artists, is setting up an "album packaging department, with special emphasis on LP gimmicks for teen-aged record buyers.

Miss DeNave has already handled album designs for the new Conway Twitty LP on M-G-M (see story on this page) and Dion and the Belmonts on Laurie, and is currently working on a package for Chubby Checker. Her service includes the original gimmick-idea, shooting and selection of all photography, art work, liner notes and copy. Staff photographer Michael Levin will supervise all shooting and a full-time art director will be appointed shortly.

MAKE THIS A MORE PROFITABLE CHRISTMAS WITH DECCA CORAL BRUNSWICK ALBUMS AND SINGLES SEE PAGES 9-12

# Pa. Dealers Speak; Col. Brass Listens

Both Sides Satisfied With Meet Re One-Stop, Return Problems

**By MAURICE ORODENKER**  
PHILADELPHIA — The Pennsylvania Record Dealers Association, in its efforts to curb the "one-stop" record shops and other malpractices in the business, have taken their complaints directly to the record manufacturers. And as a result of an initial meeting with Columbia Records officials, with most satisfactory results reported on both sides, association officials are planning to hold similar meetings with other recording company officials.

The first of such meetings, believed to be the first time ever held by any trade group in the country, brought William Gallagher, Columbia Records vice-pres-

ident and general sales manager, to Philadelphia. He was accompanied by Harvey Schein, legal counsel, and met with association officials in the offices of Isadore Ostroff, counsel for the retailers. While many grievances and prob-

(Continued on page 18)

## Decca Sets 'Five-Star' Yule Promo

NEW YORK—Decca and Coral Records have unveiled a "five star" Christmas promotion program, incorporating new singles, new packages, Christmas standard singles and packages and special Decca sets designed for giving.

A number of singles are being prepared with four-color sleeves which carry the slogan, "The best of Christmas music on Decca Records." These include the traditional Bing Crosby version of "White Christmas." Two other singles have been taken from the Sammy Kaye Decca debut album, titled, "Christmas Day With Sammy Kaye." A new country Christmas single by Jimmy Martin is titled "Old Fashioned Christmas" and Brenda Lee has a new one in "Rocking Around the Christmas Tree." The label is also re-releasing Bobby Helms' "Jingle Bell Rock."

On the package front, there'll be a new album of German Christmas hymns, "The Regensburger Cathedral Boys Choir Sings Christmas Songs," the Sammy Kaye set, and a new Coral package titled, "Merry Christmas From . . ." including such artists as Teresa Brewer, the McGuire Sisters and the Ames Brothers. Attractive litho books have been designed, highlighting the special program of Christmas merchandise.

## Pearce Heads Victor S. Calif. Distrib Wing

HOLLYWOOD — David Pearce becomes RCA Victor Distributing Corporation's Southern California record department manager. He succeeds Harry Jenkins who leaves the Coast for New York to assume his new position as the label's national merchandising and sales planning manager. With this change, effective November 1, comes the termination of RCA Victor's distribution test wherein record sales were under the control of the record division itself rather than part of the over-all distributing corporation's operation.

According to Jenkins, who masterminded the distribution experiment, the test proved quite successful in helping RCA Victor's record division study several sales

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## Victor Gets 'Wong' Score

NEW YORK—RCA Victor has obtained the sound-track rights to all the instrumental music from the new William Holden film, "The World of Suzy Wong." George Dunning scored and conducted the music.

In addition to writing original music for the movie, Dunning arranged the pop standards which are woven into the background. Victor recently released a single by the Ames Brothers on the title tune which is sung by the group behind the movie's main title.

## Roost Ups Jazz Album Price \$1

NEW YORK—Roulette Records is upping the suggested list price on its jazz album line, Roost Records, from \$3.98 to \$4.98 monoaural, and from \$4.98 to \$5.98 stereo, effective immediately.

The latest Roost release is "Stittsville" by Sonny Stitt. Other Roost releases include LP's by Art Tatum, Erroll Garner, the late Charlie Parker, Dizzy Gillespie, Johnny Smith, Stan Getz and Johnny Smith. Smith is Roost's top album seller.

## A PREVIEW FOR CHRISTMAS WAX

NEW YORK — Altho traditional station policy decries that Christmas records aren't played by deejays until after Thanksgiving, local outlet WNEW is "sneak previewing" the new Christmas disks November 13 from 6 to 7:30 p.m.

Spinner Bob Howard will emcee the preview stint. Then the yule wax will be shelved, and won't be aired again until after Thanksgiving.

## AFM Blasts Violations of Tracking Rule

HOLLYWOOD—American Federation of Musicians last week charged that leader Lou Brown, music contractor Al Lapin and 37 musicians violated the union's anti-tracking violation during a recent Jerry Lewis recording session. This marked the second AFM crack-down on tracking in as many weeks in the Federation's apparent intensified drive against the practice of recording instrumental accompaniments apart from vocals with the two tracks later dubbed together.

In its latest anti-tracking blast, the union charged that Jerry Lewis' (Continued on page 21)

## Challenge Sets Holiday Deal

HOLLYWOOD — Challenge is offering its perennial "Christmas-time With Gene Autry" LP at 15 per cent discount plus 100 per cent exchange. In addition, it's distributing three yuletide Autry singles: the Challenge remake of "Rudolph the Red-Nosed Reindeer" b-w "Here Comes Santa Claus"; on Autry's recently formed Republic label, "Buon Natale" b-w "Nine Little Reindeer" and "Santa's Comin' in a Whirlybird" b-w "Jingle Bells."

## Cap Sets Big Yule Press Promotion

HOLLYWOOD — Cap will aim a \$75,000 nationwide newspaper ad blockbuster at the Christmas market. This will hit on Sunday, December 11, in the form of full color, full page ads in the roto sections of 240 newspapers plus black and white pages in three other papers to reach a combined circulation of more than 16 million.

Ad's theme is "Give the Gift of Music," and will push 44 packages. These include four de luxe releases (Nat Cole's "Wild Is Love," "Ports of Paradise," Tennessee Ernie's "Sing-A-Hymn," and "Hollywood Bowl" double-LP), 16 pop selections, eight show albums, eight classical and a similar number of Christmas packages. Ad layout utilizes the "shopping list" device, allowing space for the reader to fill in his Christmas list names next to the product advertised.

Intensive newspaper campaign—Capitol is buying "The Sunday Group"—marks the first time in the label's history that it utilizes newspaper space on behalf of a single drive to such a degree of penetration. It will deliver its message in the top 28 markets. In addition, the same ad will run in the December issue of Suburbia

## SUMMIT SESSION

# One-Stoppers in Chicago Huddle

NEW YORK — An undisclosed number of one-stop record distributors from various parts of the nation gathered in Chicago this week for "informal discussions" of various problems affecting their business. The get-together took place Tuesday (1) in the Hotel Morrison.

The meeting was called and was helmed by Bill McGuire of Lormar Distributing Company, a Chicago one-stop. The idea of one-stop meetings was the brainchild of McGuire, who first convened such a meeting several years ago. In

New York this week, Lou Boorstein of Leslie Distributors, denied reports carried in other trade papers to the effect that an actual organization exists under the title, National Association of One-Stop Record Dealers. Boorstein also denied that a full-time secretary has been named. "There is no organization as such," said Boorstein. "It was merely a meeting of businessmen who have the same interests and the same problems. It's always healthy to exchange ideas."

Hold That Line

One topic of discussion at the meeting, it was noted, was the problem of trying to hold the 65 cent price line against "those who try to undersell at 60 or 55 cents."

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## 'Facade' Sets New Gimmick By Chancellor

NEW YORK — Chancellor Records is bringing out two elaborately packaged albums this week by Fabian and Frankie Avalon — each LP featuring what the label terms a "photomensional" gimmick.

Described as "facade," each LP spotlights a vinylite sculptured head of the artist, mounted on a suede-cloth backing. The cover is a removable cutout, suitable for hanging on a wall. When plaque is removed, the cutout cover displays an inner sleeve with double-sided imprints of four-color photos of the artist, with imprinted auto-graph.

According to Allan Parker, album sales - merchandising chief of Am - Par (which distributes Chancellor) the "facade" packages have been in the works for a year and a half, with "production costs to date on both units totaling about \$100,000." The packages were produced in hush-hush fashion. Five different plants were used for collation, so that no one (Continued on page 53)

## Peterson to Dunes Label

NEW YORK — Ray Peterson, as stated in The Billboard over a month ago, has left RCA Victor Records for a new label of his own, to be distributed by Big Top Records. His label will be called Dunes, and his first record is shipping this week to dealers and deejays. The first disk will contain the tunes "Corrina, Corrina," backed with "Be My Girl." Disk was a.&r.d by indie producer Phil Spector.

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## BMI C.&W. AWARDS TO 42 CLEFFERS, 26 PUBS

NASHVILLE — BMI presented awards to 42 writers and 26 publishers for the success of 36 songs in the c.&w. field over the past year on Wednesday (2) preceding the annual Country Music Festival held in Nashville last week. The Awards of Achievement were presented by BMI Vice-President Bob Burton.

The awards were presented to the following writers and publishers for these songs:

- "Above and Beyond" — Harlan Howard; Jat
- "Alabama" — Lloyd Copas; Starday
- "Amigo's Guitar" — Kitty Wells-John D. Loudermilk-Roy Bodkin; Cedarwood
- "Another" — Roy Drusky-Vic McAlpin; Moss Rose
- "Anymore" — Roy Drusky-Vic McAlpin; Moss Rose
- "Are You Willing Willie" — Marion Worth; Golden River-Fairway
- "Big Iron" — Marty Robbins; Marty's
- "Each Moment" — Billy Worth-Billy Hogan; Acuff-Rose
- "El Paso" — Marty Robbins; Marty's
- "Face to the Wall" — Bill Anderson-Faron Young; Tree-Champion
- "Family Man" — J. A. Balthrop; Starday-Buna
- "He'll Have to Go" — Joe and Audrey Allison; Central Songs
- "I Know One" — Jack Clement; Jack
- "I'm Gettin' Better" — Jim Reeves; Tuckahoe
- "Just One Time" — Don Gibson; Acuff-Rose
- "Last Ride" — Ted Daffan-Robert Halcomb; Silver Star
- "Left to Right" — Lorene Mann; Sure-Fire
- "A Lovely Work of Art" — James Joiner; New Keys-Tune
- "Miller's Cave" — Jack Clement; Jack
- "No Love Have I" — Mel Tillis; Cedarwood
- "One More Time" — Mel Tillis; Cedarwood
- "Pinball Machine" — Lonnie Irving; Starday-Hoedown
- "Riverboat" — Bill Anderson; Tree-Champion
- "The Same Old Me" — Fuzzy Owen; Pamper
- "Sink the Bismarck" — Tillman Franks-Johnny Horton; Cajun
- "Softly and Tenderly" — Red Bailey-Jim Howell; Yonah
- "There's a Big Wheel" — Don Gibson; Acuff-Rose
- "Timbrook" — James D. Howell-Don Pierce; Ralph's Radio
- "The Tip of My Fingers" — Bill Anderson; Tree-Champion
- "Too Much to Lose" — Tommy Blake-Lester Lenadore; Moss Rose
- "Under Your Spell Again" — Buck Owens-Dusty Rhodes; Central Songs
- "A Woman's Intuition" — Madeline Burroughs; Sure Fire
- "Why I'm Walkin'" — Stonewall Jackson; Ernest Tubbs
- "Wishful Thinking" — Wynn Stewart; Jat
- "Your Old Used to Be" — Faron and Hilda M. Young; Lancaster
- "You're the Only Good Thing" — Frank Innocenti-Jack Toombs; Golden West Melodies

## Wilburns Win Country Music Poll

NEW YORK — The Wilburn Brothers came in first in The Billboard's 13th Annual C.&W. Disk Jockey Poll last week as the "Favorite Small C.&W. Vocal Group." In the story summing up the winners last week (The Billboard, October 31), the Louvin Brothers were inadvertently named as the winning vocal group, altho the actual poll showed the Wilburn Brothers on top. The Louvin Brothers, who finished first in 1959, were in third place in this year's poll.

## Harris Spells Out B'dcasters' Duties

Solon Stresses Obligations to Public In Keynote to 'Grand Ole Opry' Festival

By BILL SACHS

NASHVILLE — The responsibility of broadcasters to operate in the public interest and take cognizance of community needs was spelled out by Congressman Oren Harris, chairman of the House Interstate and Foreign Commerce Committee, in a keynote address at the Ninth Annual Music Festival commemorating the 35th anniversary of WSM's "Grand Ole Opry."

Before an assemblage of more than 700 at a breakfast at the Maxwell House Hotel, sponsored by WSM Friday, Harris traced the history of "Grand Ole Opry," noting that it had its original beginnings in his home State of Arkansas.

Harris' comments were marked by wit and friendliness. His most pregnant statements, however, had to do with important radio and TV programming problems, particularly with reference to broadcasters' public interest obligations.

Harris stated: "In celebrating 'Grand Ole Opry's' birthday today we ought not to be unmindful of some of the important problems... radio and television are much more than a medium for sales promotion... the concept of radio

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## Gay Urges 'Crash Program' for CMA

Calls on Membership to Spread Country Gospel Thruout World

By PAUL ACKERMAN

NASHVILLE—The growth and accomplishments of the Country Music Association since its formation two years ago were detailed Thursday by retiring President Connie B. Gay in a speech which also outlined the challenge of the future. Gay called for an immediate "crash program" on Madison Avenue to better acquaint advertising agency execs — particularly time buyers and station representatives—with the potential of country music. He noted that many stations have already switched to a country music format or are in the

process of switching—and that the CMA has worked closely with station management in order to bring about this change.

CMA has similarly carried the flag to ballroom operators, bookers, club owners and promoters in order to secure more employment for country talent.

"In fact," said Gay, "from a dollars and cents viewpoint, country music never had it so good." He added "that exceptions to this optimistic trend were the near-demise of the old schoolhouse dates" and the present lack of network TV shows—but the network problem would soon be solved, he predicted.

Gay called for a drive to carry the country music into every part of the free world, and proposed that the matter be taken directly to Congress in order that the goal of international growth might be achieved. He also urged that the new officers and board (see separate page)

(Continued on page 23)

## Board Names Ken Nelson New Prexy

NASHVILLE — Membership of the Country Music Association at its meeting here Thursday (3) elected a new group of industry notables to fill expiring places on the CMA board, and the entire board of directors then elected a new slate of officers.

New president, succeeding Connie B. Gay, is Ken Nelson, Capitol a.&r. exec. RCA Victor's pop a.&r. chief, Steve Sholes, was named chairman of the board. First, second and third vice-presidents are, respectively, Harold Moon, Dorothy Gable, and Wesley Rose. Jim Denny was named treasurer, with Starday's Don Pierce, secretary. Bob Austin was appointed assistant secretary rather than sergeant at arms, a post which had been under consideration. Jo Walker, editor of the CMA news bulletin and active in many CMA projects, was named executive secretary.

New members of the board include Mac Wiseman in the artist category; Harry Peebles of Wichita, in the managers category; Dal Stallard, KCKN, Kansas City, deejay category; Connie Gay, radio-TV; Steve Sholes, record company category (Sholes was later appointed chairman); Harlan Howard and John Loudermilk, composer category; Billboard's Johnny Sipple, trade paper category, and Decca's Owen Bradley and Canadian Columbia's Bob Pample as directors-at-large.

Board members who are remaining to serve a second year in 1961 include Pee Wee King, Dub Allbritton, Len Ellis, Jim Denny, Bob Cooper, Joe Lucas and Paul Ackerman.

## PRESLEY 'NEVER' BIG IN BRITAIN

LONDON — Elvis Presley's "It's Now or Never," which hit the top of the British best-selling chart on its initial entry, racked up the biggest advance orders for any Presley platter ever issued here, 548,000. His biggest previous record, "Jailhouse Rock," racked up 250,000 advance orders in 1958. Only two other records ever hit the top of the British charts in one leap before, Presley's "Jailhouse Rock," and Lonnie Donegan's "My Old Man's a Dustman."

## CMF Crowds Break Record

NASHVILLE — Attendance at the Ninth Annual Country Music Festival at WSM broke all previous records. As of Friday morning 1,801 people had registered. It was estimated that the figure would likely hit over 2,000—and possibly as high as 2,200—by Saturday.

The festivities were as colorful as usual, a high point being the presentation of a country music spectacular with stars of "Grand Ole Opry." John H. DeWitt Jr., WSM president, presided at the Friday morning breakfast on which occasion Chairman Harris spoke. Other lunches, banquets and events were sponsored by Capitol Records, Columbia Records, Dot Records, RCA Victor and Warner Bros. On Friday night the Country Music Association had a sellout at its second anniversary banquet and a dance at the Biltmore Restaurant.

## Col. Names Veepee For Latin Operation

De Rougemont Appointment Spotlights Growth in Mexican, S. A. Markets

NEW YORK — Columbia Records has named Peter de Rougemont as vice-president of its Latin and South American operations. The appointment, the first on this level by Columbia for its international operation, was made by diskery President Goddard Lieberson. It points up Columbia's extensive growth in the Central and South American markets over the past eight years, as well as its growing income from disk sales there.

Rougemont is a vet record man with Columbia's South American operation. He joined Columbia Ar-

gentine SRL in 1953 when the operation started, leaving the Argentine subsidiary of EMI Ltd., for the post. In his new veepee job he will have full responsibility for Columbia's subsidiaries in Argentina, Brazil and Mexico, as well as licensing arrangements in Chile, Colombia, Ecuador, Peru, Uruguay and Venezuela.

Columbia is now estimated to gross between \$3,000,000 to \$5,000,000 from its Central and South American operation. The firm expects to triple this figure in five years or so. In working for this goal the firm has built new recording studios in Mexico City, and Buenos Aires, and has put up a new manufacturing plant in the latter city as well.

Columbia has concentrated on local artists in three Latin countries where it maintains studio and pressing facilities, Argentina, Brazil and Mexico. In these three countries it has about 90 artists all told on the roster. The firm has worked on building a number of these artists to the point where

(Continued on page 23)

## Rogers, Evans Pact With Cap

NASHVILLE — Ken Nelson, elected this week as prexy of the Country Music Association, and country a.&r. chief for Capitol Records, has signed Roy Rogers and Dale Evans to an exclusive pact. The pair were most recently associated with RCA Victor.

## AN ALL-OUT DEBUT

## UA Launches New Ultra Audio Line

NEW YORK — United Artists Records launched its new Ultra-Audio album line last week with an all-out promotional drive, featuring extensive consumer-trade advertising, elaborate display material, and a special album cover design contest for dealers, deejays, record clerks and station personnel.

Seven-inch and 12-inch samplers are also available to dealers for use as demos and giveaways. At the same time, UA is offering its distributors a special dating program and extra discount which they may pass along to dealers.

UA is sending out special kits to stations and dealers. These include a blank cover sheet of the "Mister Percussion" Ultra Audio album by Terry Snyder and a number of colored dots (featured in designs of all Ultra Audio LP's). Contestants may arrange dots in any fashion they desire to design the cover.

Among the 27 prizes offered for the best entries are a round-trip plane trip to Las Vegas and a suite at the Dunes Hotel for two; an RCA color TV set, five stereo table model phonos, five transistor ra-

(Continued on page 23)

# Open One-Stop-Distrib Clash Threatens in L. A.

**By LEE ZHITO**  
**HOLLYWOOD** — Smouldering, behind-the-scenes battle which threatens to erupt in an open clash involves Sammy Ricklin's California Music, one of the area's top disk distributors here. Ricklin has one-stops, and one of the leading openly admitted to the distributors that he has been buying some transshipped merchandise at prices lower than the local distributors are willing to sell. What's more, Ricklin has told the distributors that unless they clean their own house and see to it that his competitors are blocked from shipping more attractively priced merchandise, he has no other course to follow but continue to buy the cheaper wares elsewhere.

Ricklin's purchase of transshipped goods is but the latest in mounting list of beefs some of the distributors have held against the aggressive one-stop operator. Distributors contend that Ricklin, a sub-distributor, has become an open competitor with them at the dealer level, taking away from them some of their plum accounts, including Sears, Roebuck; May Company and the Broadway Department Stores, among others. This, they claim, he has been able to do by charging the dealers a few cents more, but extending to them a 100 per

cent guarantee. These dealers, the distributors claim, would rather pay a little more per disk and be insured against getting stuck with dead stock.

To combat this, Sid Talmadge's Record Merchandising last month informed all dealers that it will extend a similar 100 per cent guarantee on all singles product without any increase in price.

**No Solicitation**  
 Ricklin denies that his firm has tried to freeze out the distributors with their dealer accounts. He told *The* (Continued on page 24)

## Fast Agreement on AFM-Screen Pact

**HOLLYWOOD**—American Federation of Musicians last week returned to the motion picture scene after an absence of two years by signing a three-and-a-half-year contract with the Association of Motion Picture Producers. Agreement was reached between AFM prexy Herman Kenin and AMPP exec veepee Charles Boren in less than a week of negotiations, probably the shortest contract bargaining period in the union's history.

- Pact calls for:
1. Films produced in the U. S. or Canada will be scored in these countries.
  2. Producers agree not to use canned music or music scored by non-AFM members in any TV-film production after June 1, 1961. Furthermore, producers agree to a minimum of 18 hours' scoring time per each 13 half-hour seg series.
  3. Producers will pay 1 per cent for reuse of all theatrical films whose basic production began after January 31, 1960, for release to non-toll TV.
  4. Musicians will get a 5 per

cent pay raise October 1, 1961, plus another 7 per cent boost on November 1 the following year.

5. Three per cent of the scale rates will be contributed to the Musician's Pension Fund, effective immediately.

6. Federation's standard regulations covering movie sound tracks will apply to all films produced after 1958, thereby covering films produced during the two-year period when the Musicians' Guild of America served as collective bar- (Continued on page 24)

## Victor Issues Miller Pkg.

**NEW YORK** — RCA Victor is releasing a special two-LP Glenn Miller package, featuring the late band leader's original recordings and waxings by the current Miller ork under the leadership of Ray McKinley.

The original Miller LP is tagged "The Authentic Glenn Miller-Yesterday" and is available in monaural only. The companion volume features the same tunes performed by the McKinley ork, and is available in stereo as well as monaural. Two two-LP set will be offered at \$4.98, or \$5.98 if the McKinley LP is in stereo.

## Cap Deal on 'Tenderloin'

**HOLLYWOOD** — Capitol is offering a one-for-10 program to launch its "Tenderloin" package free for every 10 they buy. Free copy will be in stereo if they buy 10 two-channel versions of the new Broadway musical, or in monaural if the 10 albums purchased are in single track form. Mixed lot of 10, combining both mono and stereo, will earn a free monaural "Tenderloin."

One-for-10 offer is retroactive to October 28 and remains in effect thru November 25. Bonus plan marks the first time label has used an incentive deal of this kind in kicking-off a Broadway original cast album. Capitol is extending its one-for-10 deal to all its customers, including dealers, rack jobbers, syndicated stores and distributors.

## RIAA ALERTS GOVERNOR ON SESSION TAX

**NEW YORK**—The Record Industry Association of America (RIAA) has formally notified New York's Gov. Nelson Rockefeller of the possibility of a mass recording exodus from New York State due to the recent enactment of legislation requiring withholding taxes to be deducted from royalties of nonresident artists who record in New York. The RIAA has asked to have the legislation repealed or modified, in a petition filed by its counsel, Ernest R. Meyers. Meyers pointed out that usually artists rehearse their material beyond the borders of New York State and only spend a few hours in a New York studio to record.

## Saxon Named RCA Sales V.-P.

**NEW YORK** — Raymond W. Saxon has been named veepee of marketing for RCA Sales Corporation, it was announced this week by W. Walter Watts, board chairman and prexy.

Saxon has been an RCA sales exec for 20 years. Tho he assumes added responsibilities in his new post, he will continue to report to D. L. Mills, operating veepee of the RCA subsidiary.

## Indict Seven on Disk Bootlegging Charges

**LOS ANGELES** — Indictments were returned by the Los Angeles County Grand Jury last week against seven men recently arrested on charges of record counterfeiting. Those indicted were Brad Atwood, already under indictment in New Jersey for similar offenses; Pete Korelich, Loenard T. Warren, Eugene Allison, Robert E. Allison, Charles L. Richards and William Thompson. Both Allisons entered pleas of not guilty on Tuesday (1). The others have not yet entered pleas.

The indictments stemmed from simultaneous raids last October 2 carried out by the Los Angeles

County district attorney's office on various locations in nearby North Hollywood. At least 35 detectives and police officers took part in the carefully planned movement.

The defendants were indicted on four counts. First, conspiracy to commit grand theft and to violate the California State trade mark statute; second, grand theft against Command and ABC - Paramount (Continued on page 24)

## COURT BACKS IRS ON ACUFF FAMILY TAXES

**WASHINGTON** — The U. S. Tax Court last week regretfully decided that a family trust-partnership arrangement between Roy and Mildred Acuff, the latter a half-owner of the Acuff-Rose country music firm, appeared to be a tax dodge. Court upheld Internal Revenue Service assessment of \$43,000 due in taxes for the years 1952 thru 1954 on the Acuffs' joint returns. Tax was on some \$248,559 of income purportedly from the "partnership," but taxed by IRS as ordinary income, from the Acuff-Rose holdings and Roy Acuff's Tennessee resort, Dunbar Caves, which lost money over the period.

IRS said the Acuffs set up a trust for their minor son, Roy Neill Acuff, in 1952, consisting of a third of the couple's holdings. The Acuffs then formed a partnership to administer both the trust and their total income, with Roy doubling as a third "partner" representing the "trust." The court ruled that the mere "naked documents" which were set up did not prove validity of either trust or partnership, which, in fact, never appeared to be activated.

Mildred Acuff's share of income from her half interest in the music publishing firm was given as \$105,

## Cap Skeds 40 Nov. Packages

**HOLLYWOOD** — Total of 40 albums will comprise the year's final release issued in November by Capitol Records Distributing Corporation. This includes 16 new Capitol pop packages, 6 albums in its Starline (monaural-only) series, 7 Capitol Classics, 3 Capitol-of-the-World (international), and 8 under the Angel banner.

Pop release debuts vocalist Guy Pastor, jazz conductor - arranger Bill Holman, and a percussionist under the name of Rolley Polley. Release spotlights vocalists Judy Garland, Gordon MacRae, Mark Murphy, Kay Starr, Hank Thompson, Tex Williams, plus a new stereo version of June Christy's "Something Cool" album. Instrumental fare includes Michael Collins, Jackie Davis, Webley Edwards, Jackie Gleason, Jonah Jones and Ruth Welcome. Starline (re-issue) series offers albums by Ray Anthony, Mickey Katz, Les Paul and Mary Ford, Voices of Walter Schumann, and Faron Young.

## Garner Pacts With Octave

**NEW YORK** — Erroll Garner has signed a recording contract with Octave Records, a new label in which he is one of the stockholders. Octave Records is now setting a distribution deal thru a large record firm, details of which are expected to be settled shortly. It is understood that Garner has made a number of new waxings that will be released on Octave and that these will be available both monaurally and in stereo. In addition to cutting his own wax for the Octave label, Garner will supervise the waxing of other talent to be added to the firm.

Garner's pact with Octave comes at a time when he is involved in litigation with Columbia Records over his contract. The case is due for trial shortly. According to Garner the American Federation of Musicians has okayed his new pact with Octave. Garner is now appearing at the Crescendo in Los Angeles.

## Drusky, Hall Belong to Decca

**NEW YORK**—Last week in The Billboard's annual Country and Western Poll results, two artist winners were listed with incorrect label affiliations.

In the Disk Jockey "Favorite C.&W. Records" category, Roy Drusky was listed as a Starday artist. The same error appeared in Drusky's listing under the "Most Promising Male Artist" category. In the "Most Promising Female Artist" grouping, Connie Hall was listed as on Mercury. Both Drusky and Miss Hall are Decca artists.

## Marks Buys 'Frog Hop' Pub Rights

**NEW YORK** — E. B. Marks Music has purchased the publishing rights to "The Frog Hop," (featuring by Noble (Thin Man) Watts on M-G-M's Cub label) from Dare Music.

Arnold Shaw, general professional manager of Marks, is pushing the tune — a rhythm item penned for a teen-age dance—of the same title by sending radio and TV deejays across the country special dance step diagrams.

**The Billboard**  
 RECORD INDUSTRY  
**Source Book**  
 & DIRECTORY ISSUE

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## BRITISH Newsnotes

By MIKE HELICAR

Shortly before she left London after a 10-day visit, **Connie Francis** gave final agreement to a plan for her to present four one-hour disk jockey shows on BBC Radio's Light Program. . . . Transatlantic negotiations for top British rocker **Cliff Richard** (an EMI-Columbia artist) to make his first Hollywood film, have been revealed. Producer **Hal Wallis** who has **Elvis Presley** under contract, is reported to be interested in Richard, who commences his third British film at the end of January. **Col. Tom Parker** is joining in negotiations between Wallis and Richard's manager, **Tito Burns**. Parker is said to have been impressed by Richard's TV appearance on **Pat Boone's** show from New York earlier this year. His interest was aroused further by the young singer's performance in the film "Expresso Bongo."

BBC Television is planning to transmit the special Christmas edition of "The Perry Como Music Hall," less than four days after it is shown in the U. S. The tape will be flown to London for rush editing and transmission on Christmas Eve.

The **Kirby Stone Four**, who arrived in Britain at the weekend (6) will record a series for Radio Luxembourg while they are here, in addition to undertaking some major TV appearances. . . . A starring appearance in ATV's "Sunday Night at the London Palladium" has finally been fixed for **Eartha Kitt**. She tops the bill on the show on November 20, and a "Saturday Spectacular," which is being arranged for her, will be transmitted soon after that.

Rumors that **Neil Sedaka** will make his British television debut on the ATV Palladium showcase, have been confirmed. A booking

is being kept open for him in December. There is a strong possibility that he will tour here next spring, tho it is unlikely that he will be featured with any other American artist. A tentative starting date for a return visit by **Gene Vincent** has been set by British promoter **Don Arden**. Vincent is now set to tour dance halls for about five weeks from January 23. If successful, the trip will be extended by at least a week. . . . **Brigitte Bardot** is being sought to star in the musical remake of "Hercules" — the projected film which is expected to herald the screen debut of British "Tell Laura I Love Her" hit-maker **Ricky Valance**. Tentative title of the pic is "Hercules Real Gone."

Three of Britain's brightest hopes in the home and abroad music field, are discussing a plan to join forces for a West End musical production next year. They are **Lionel Bart**, whose current West End musicals, "Oliver!" and "Fings Ain't Wot They Used T'Be," for which he wrote the music, are drawing huge houses, and **Anthony Newley** and **Shirley Bassey**. Bart is working on a script, tentatively titled "Tonight Josephine," which is based on the story of Napoleon and his mistress Josephine. If final arrangements are successfully concluded, the show would be launched in September 1961. . . . Among Decca's releases last week was a vocal disk by **Lee Hazlewood** — **Duane Eddy's** musical director. Issued on the London label, the disk, "Words Mean Nothing" is backed with "The Girl on Death Row," from the film "Why Must I Die." . . . In the same batch was a new **Duane Eddy** single — "Kommotion" and an EP titled "Because They're Young," which

(Continued on page 8)

## Best Selling Pop Records in BRITAIN

For Week ending November 4, 1960  
(Courtesy New Musical Express, London)

Last Week	This Week	Title	Artist	Label
—	1	IT'S NOW OR NEVER	Elvis Presley	RCA
1	2	ONLY THE LONELY	Roy Orbison	(London)
2	3	AS LONG AS HE NEEDS ME	Shirley Bassey	(Columbia)
6	4	DREAMIN'	Johnny Burnette	(London)
8	5	ROCKING GOOSE	Johnny and the Hurricanes	(London)
5	6	LET'S THINK ABOUT LIVING	Bob Luman	(Warner Bros.)
9	7	CHAIN GANG	Sam Cooke	(RCA)
10	8	SO SAD	Everly Brothers	(Warner Bros.)
4	9	HOW ABOUT THAT	Adam Faith	(Parlophone)
7	10	NINE TIMES OUT OF TEN	Cliff Richard	(Columbia)
16	11	MACDONALD'S CAVE	Pittdown Men	(Capitol)
14	12	MY LOVE FOR YOU	Johnny Mathis	(Fontana)
10	13	WALK, DON'T RUN	John Barry Seven	(Columbia)
3	14	TELL LAURA I LOVE HER	Ricky Valance	(Columbia)
13	15	PLEASE HELP ME, I'M FALLING	Hank Locklin	(RCA)
—	16	MY HEART HAS A MIND OF ITS OWN	Connie Francis	(M-G-M)
—	17	MILORD	Edith Piaf	(Columbia)
15	18	WALK, DON'T RUN	Ventures	(Top Rank)
—	19	SAVE THE LAST DANCE FOR ME	Drifters	(London)
—	20	MR. CUSTER	Charlie Drake	(Parlophone)
25	21	NEVER ON SUNDAY	Manuel	(Columbia)
19	22	NEVER ON SUNDAY	Don Costa	(London)
—	23	BLUE ANGEL	Roy Orbison	(London)
27	24	TOP TEEN BABY	Garry Mills	(Top Rank)
24	24	THEM THERE EYES	Emile Ford	(Pye)
12	26	APACHE	Shadows	(Columbia)
18	27	GIRL OF MY BEST FRIEND	Elvis Presley	(RCA)
20	28	BECAUSE THEY'RE YOUNG	Duane Eddy	(London)
—	29	SORRY, ROBBIE	Bert Weedon	(Top Rank)
—	30	MILORD	Frankie Vaughan	(Philips)

## GERMAN Newsnotes

### Southern Germany

By JIMMY JUNGERMANN  
Producer, Bayerischer Rundfunk, Munich

Harry Gerson, rep of Edwin H. Morris & Company, New York, met **August Seith** and **Harry Biel-feldt** of Chappell's in Munich. Gerson was on a business trip to the various offices in London, Frankfurt, Munich, Zurich, Milan and Paris. . . . Capitol's **Gordon Fraser** and German supervisor **Rising** visited Electrola in Cologne for one week. "Capitol Presents" series is meeting with success here. . . . **Gerry Mulligan** and his new formed big band start a tour thru Germany November 9. . . . Hammond organ player **Lou Bennett** recorded an LP for a German label. American drummer **Kenny Clarke** and guitarist **Jimmy Gourley**, assisted. A jazz concert is scheduled in Cologne with Bennett and the **Kurt Edelhagen** ork.

For the first time in more than a quarter of a century, **Marlene Dietrich** visited a German recording studio. The result is on the market for two weeks now, and already a best-seller: Electrola's "Wiedersehen Mit Marlene" featuring these standards — "Wer Wird Denn Weinen," "Mein Blondes Baby," and the famous "Lili Marleen." **Burt Bacharach** conducted a studio ork. . . . Ex-AFN deejay **Mal Soudock** co-stars with **Kirk Douglas** in U. S.-German co-production pic "Stadt Ohne Mitleid."

Swedish music publisher **Felix** ("Many Times") **Stahl** formed a German branch in Hamburg. . . . **Yehudi Menuhin** stars in a German movie "Sabine and the 100 Men." Sabine is played by **Sabine Sinjen**.

(Continued on page 54)

### Northern Germany

By BRIGITTE KEEB  
Music Editor, Automaten-Markt Braunschweig, Germany

Ariola has signed a contract with the State-owned and only Yugoslavian record production firm, Yugoton, permitting the exchange of German and Yugoslavian recordings which are handled by the newly established Munich firm of Pannonia, owned by **Mato Weiland**. The Yugoslavian firm in return sends its tunes — folk and pop — to be released here on Ariola. First record, to be issued the next week, is by 25-year-old actress **Olivera Markovic**.

The Phoenix - Apparate GmbH., Saarbrücken, has taken over the distribution of Tempo Records in the Saar. Tempo, formerly manufactured in Berlin, and since the end of war in Munich, is an old German label that has been sold in warehouses at a cheaper price. At the beginning of next year they intend to launch a new label sold at normal German record price of DM 4— also in retail shops. At the beginning of next year as well they will move into their currently established new manufacturing plant where Special Records (manufacturer of Tempo) will be able to do all production work from studio takes to finished records. As they did before, Special Records will only manufacture singles and EP's in their new plant.

**Charles Nowa**, whose composition of the song "Rosalie Musst Nicht Weinen" won the first prize of the German Song Festival 1960 in Wiesbaden recently, has annulled his contract with Philips. He worked there for several years as a

(Continued on page 54)

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## TRADE

## NEWS

### Best-Selling Pop Records in INDIA

For the Month Ending November 1, 1960  
(Courtesy The Voice, Calcutta)

Last Month	This Month	Title	Artist
—	1	STROLLIN' IN THE SPRING TIME	Fabian (POP)
7	2	MUSTAPHA	Bob Azzam & His Orchestra (F)
5	3	PLEASE DON'T TEASE	Cliff Richard (DB)
—	4	TOO MUCH TEQUILA	The Champs (HLH)
1	5	JEALOUS OF YOU	Connie Francis (M-G-M)
9	6	THE FAITHFUL KIND	Frankie Avalon (POP)
3	7	LOOK FOR A STAR	Billy Vaughn & His Orchestra (HLD)
4	8	WALKING TO NEW ORLEANS	Fats Domino (HLP)
—	9	JUST IN TIME	Dean Martin (F)
—	10	WHEN WILL I BE LOVED	The Everly Brothers (HLA)

## BELGIUM Newsnotes

By JAN TORFS

Juke Box Magazine,  
Mechelen, Belgium

Annie Cordy, Belgian female singer, who became one of the most popular recording artists in France, is appearing thruout country till the end of this month. A press reception in her honor was held in Brussels... The Palette press reception organized in honor of the artists on this Belgian label introduced German composer and piano virtuoso Peter Kreuder, English arranger-conductor Reg Owen and Paraguayan harpist Digno Garcia.

The first teen-ager show on Belgian television met with success. All the local celebrities appeared and the show, televised from the ex-American Theater on the World Fair 1958 grounds.

Business Outlook: Singles and EP sales are moving up, but LP's, and mainly classical albums, do not enjoy fast turn-over. The classical business may be effected by "Discotheque Nationale," an outfit which lends classical albums for as low as 24 U. S. cents per record, per week. The Discotheque Nationale is setting up branches in each main Belgian city and record manufacturers have found out that amateurs of classical music make copy of records borrowed from "Discotheque Nationale" on their recording machine and therefore are quickly lost as customers to the record business.

Efforts are being made thru BIEM, the copyright collecting Society, to stop this practice which is considered by all as flagrant copyright infringement.

with "Sorry Robbie" (Top Rank) at No. 29.

Perhaps the biggest — and most frustrating — chart surprise is the return of Edith Piaf with "Milord" (Columbia), after a spell in the lower regions of the charts this summer. Philips waxed a new version with English lyrics by Bunny Lewis, with Frankie Vaughan, but tho it received favorable reviews, and a good deal of airplay, it has only just edged in at No. 30, while the Piaf disk has gone straight into No. 17.

### '63 Tee-Off for Nat'l Arts Center

WASHINGTON — Trustees of the National Cultural Center for the Performing Arts in the nation's capital have decided to aim for late 1963 as a starting point for construction of at least a part of the Center. The trustees reportedly hope to have \$30,000,000 on hand, or within reach, by that date, with which to start building the foundation, the opera house and the underground garage. The project is eventually expected to contain an additional theater, a concert hall, and two smaller auditoriums—price tag is \$75,000,000.

## BRITISH Newsnotes

• Continued from page 6

also features "Shazam!"... Jackie Wilson's "Alone at Last" was also released on Friday, on the Coral label, with a Crickets EP "That'll Be the Day."

In the EMI batch scheduled for Friday (11), is Jack Scott's "Patsy" (Top Rank), plus another U. S. made waxing on the Rank label — Lou Smith's "Cruel Love," backed with "Close to My Heart... The answer to the Drifters' "Save the Last Dance for Me" — "I'll Save the Last Dance for You," by Dama Jo, is also set for Friday release, on the Mercury label, plus the Platters' latest hit, "To Each His Own." Dinah Washington's "Love Walked In" is another of Mercury's "big guns."... Veteran British thrush Vera Lynn, who broke a 25-year association with Decca to move to M-G-M earlier this year, has "Accordeon," coupled with "Again," issued on Friday.

The current charts hold a lot of surprises. Apart from Presley's chart-topping feat, "Macdonald's Cave" (Capitol) by the Piltown Men is all set to enter the top 10, at No. 11... "Tell Laura I Love Her" has dropped noticeably — from 3 to 14, while just below it at No. 16 is Connie Francis' "My Heart Has a Mind of Its Own" (M-G-M). This disk also went into the charts from nowhere... Another entrant is the Drifters' "Save the Last Dance for Me" (London) at No. 19... with the British-made version of "Mr. Custer" by Charlie Drake (Paralophone) entering at No. 20.

"Only the Lonely" by Roy Orbison is at No. 2, having dropped, inevitably, to make way for Presley, but Orbison's new waxing, "Blue Angel" is in from nowhere at No. 23... Top British guitarist Bert Weedon, one of our busiest instrumentalists, has hit the charts

## ITALIAN Newsnotes

By MARIO DE LUIGI  
Musica e Dischi  
Via Carducci 6, Milan

The promotional campaign prepared for the film premiere of Top Rank's "The Horror Circus" will be accompanied by the release of a Durium record (the Italian distributor of Top Rank) in which Garry Mills sings "Look for a Star"... Salomone sings "Non Ti Ricordi" (Don't You Remember) on a release by Durium's Adventure label. With the success that Luchino Visconti's film "Rocco and His Brothers" is meeting all over Italy, Durium has been releasing an LP of the original sound track.

Leonardi of Milan, one of Italy's leading music editors, is having success with "Impossibile." Sales of the record sung by Arigliano have been big from the very first days. Two newcomers, "Ho La Testa Come un Pallon" (My Head Feels Like a Balloon) by Riccardo Rauchi and Marino Marini's "Maria Magdalena" are becoming best sellers all over Europe. "Lo Sai Tu" (Do You Know It), another release by Leonardi, should also sell well... After having been a top-seller in Britain, "Apache," sung by the Shadows of the English Columbia, will shortly be released in Italy.

Ray Charles will pay a visit to Italy this winter. His "The Genius Hits the Road" has been released by "Voce del Padrone," Milan... Edith Piaf's revival record of "Milord" seems to be selling as well in Italy as it did in Germany, Holland, France and Belgium.

Pino Calvi, the noted pianist-arranger-conductor, is writing the sound track to the film "Crimen," which is now being filmed in Cine-

By SAM'L STEINMAN  
Piazza S. Anselmo 1, Rome

Claudio Villa, whose popularity continues unimpaired by his various clashes with the public, met a tomato barrage during a p.a. in Pesaro on the Adriatic, when he began to introduce one of his own compositions... Gerry Mulligan and his big band are booked for a mid-November date in Rome... Garinei and Giovannini, the giants of Italian musical comedy, have come up with a new hit in "A Tangerine for Teo," starring Walter Chiari... One of the season's big fiasco's was Salsomaggiore's First European Jukebox Festival where 16 top American, French, German, Swiss and Italian names were announced but only ones who appeared were Corrado Lojacono and Jenny Luna.

Umberto Bindi has now set his American departure for late November... "Fabiola," a song by Jaime (Jimmy) de Mora y Aragon, brother of King Baudouin's future bride, started out as a hit in Belgium and Spain and it is now sweeping other European countries.

Gail Kubik has returned to Rome to work on the music for an opera based on Jean Girardoux's "Ondine" with libretto by Rene de Obaldia, which will have its premiere at the 1961 Venice Festival of Contemporary Music... John Poe, press agent for Johnny Mathis, honeymooning in Rome with his Philadelphia bride, Ginger Iocco. Graz, lots!

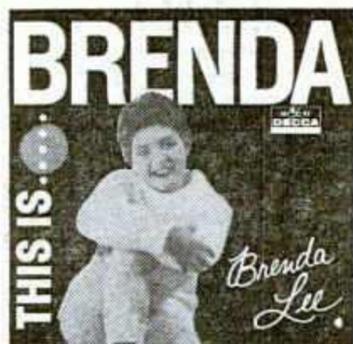
citta (Film City). The film includes such stars as Mangano, Sordi, Franca Valeri, De Sica and Gassman.

### Best-Selling Pop Records in ITALY

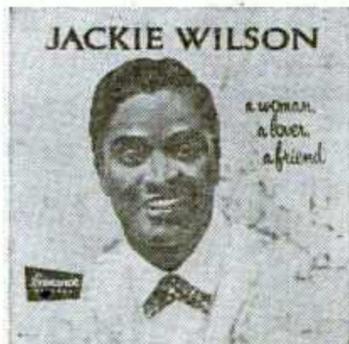
Week ending November 11, 1960  
(Courtesy Musica e Dischi, Milan)

Last Week	This Week	Title	Artist
1	1	IL CIELO IN UNA STANZA	Mina (Italdisc)
5	2	LES ENFANTS DU PIRE	Dalida (Barclay)—G. Lasso (Voce Padrone)
4	3	IT'S NOW OR NEVER	Elvis Presley (RCA)
1	4	IL NOSTRO CONCERTO	Umberto Bindi (Ricordi)
3	2	NESSUNO AL MONDO	Peppino Di Capri (Carisch)
8	6	SE CI SEI	Umberto Bindi (Ricordi)
7	7	MILORD	Edith Piaf (Columbia)—Dalida (Barclay)
6	8	IL BARATTOLO	Gianni Meccia (RCA Camden)
12	9	NOTTE DI LUNA CALANTE	Domenico Modugno (Fonit)
11	10	PITAGORA	Adriano Celentano (Jolly)
9	11	IMPAZZIVO PER TE	Adriano Celentano (Jolly)
10	12	HELLO YOUNG LOVERS	Paul Anka (Columbia)
15	13	BANJO BOY	Dorothy Collins (Top Rank)
13	14	TILL/PERSONALITA	Caterina Valente (Decca)
18	15	YOU MEAN EVERYTHING TO ME/RUN, SAMSON RUN	Neil Sedaka (RCA)
16	16	MULE SKINNER BLUES	Fendermen (Top Rank)
17	17	GABBIE	Eddie Calvert (Columbia)
19	18	ESTATE VIOLENTA	Fausto Papetti (Durium)
—	19	LIEBELEI	Rolf Bauer (Voce Padrone)
—	20	APACHE	The Shadows (Columbia)

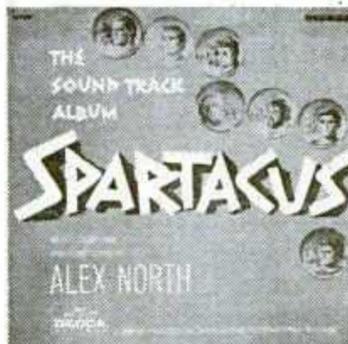
# PERSONALITIES



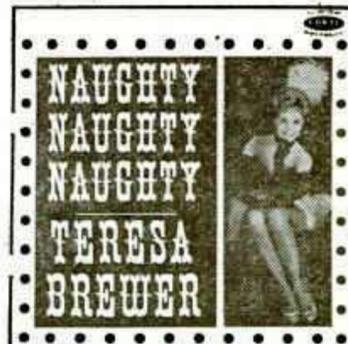
**THIS IS BRENDA** • Brenda Lee  
DL 4082 • DL 74082 (S)



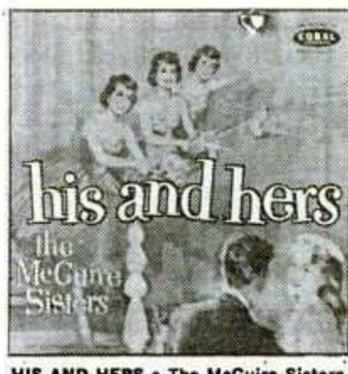
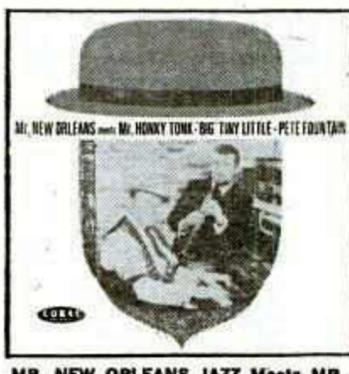
**A WOMAN, A LOVER, A FRIEND** • Jackie Wilson  
BL 54059 • BL 754059 (S)



**SPARTACUS** • The Sound Track Album  
• Alex North DL 9092 • DL 79092 (S)



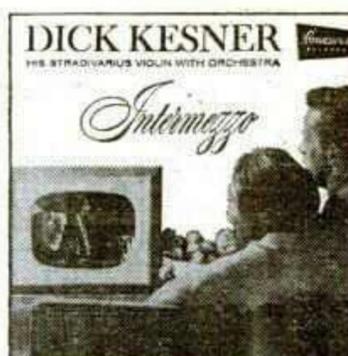
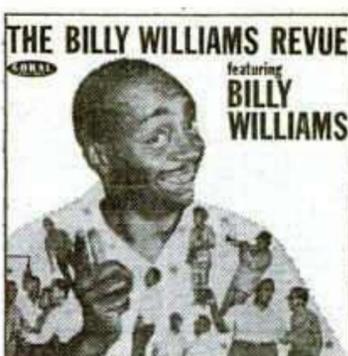
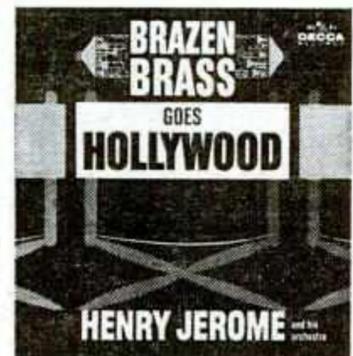
**NAUGHTY, NAUGHTY, NAUGHTY** • Teresa Brewer  
CRL 57329 • CRL 757329 (S)



**MR. NEW ORLEANS JAZZ Meets MR. HONKY TONK** • Pete Fountain And "Big" Tiny Little  
CRL 57334 • CRL 757334 (S)

**HIS AND HERS** • The McGuire Sisters  
CRL 57337 • CRL 757337 (S)

**THEMES** • Helmut Zacharias  
DL 4083 • DL 74083 (S)

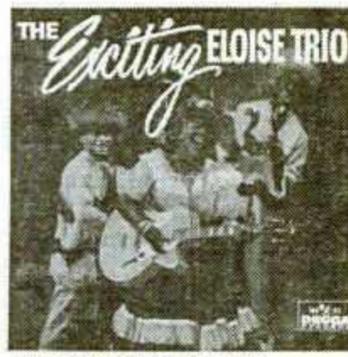
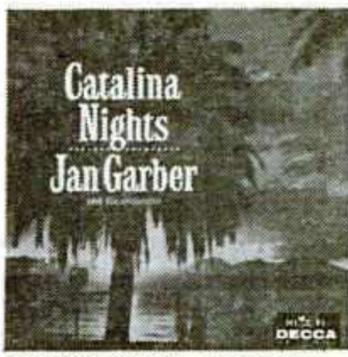
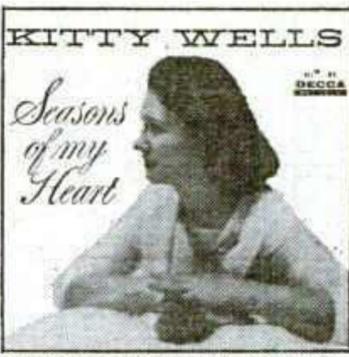
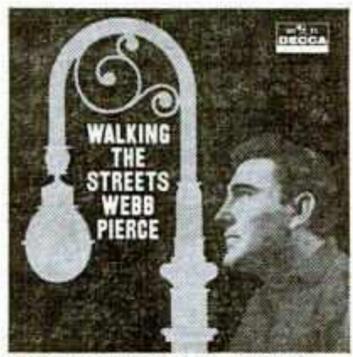


**THE BILLY WILLIAMS REVUE** • Featuring Billy Williams  
CRL 57343 • CRL 757343 (S)

**DICK KESNER** • Dick Kesner  
BL 54054 • BL 754054 (S)

**WALKING THE STREETS** • Webb Pierce  
DL 4079 • DL 74079 (S)

**SEASONS OF MY HEART** • Kitty Wells  
DL 4075 • DL 74075 (S)



**CATALINA NIGHTS** • Jan Garber  
DL 4032 • DL 74032 (S)

**THE EXCITING ELOISE TRIO**  
DL 4077 • DL 74077 (S)

**BRAZEN BRASS GOES HOLLYWOOD** • Henry Jerome  
DL 4085 • DL 74085 (S)

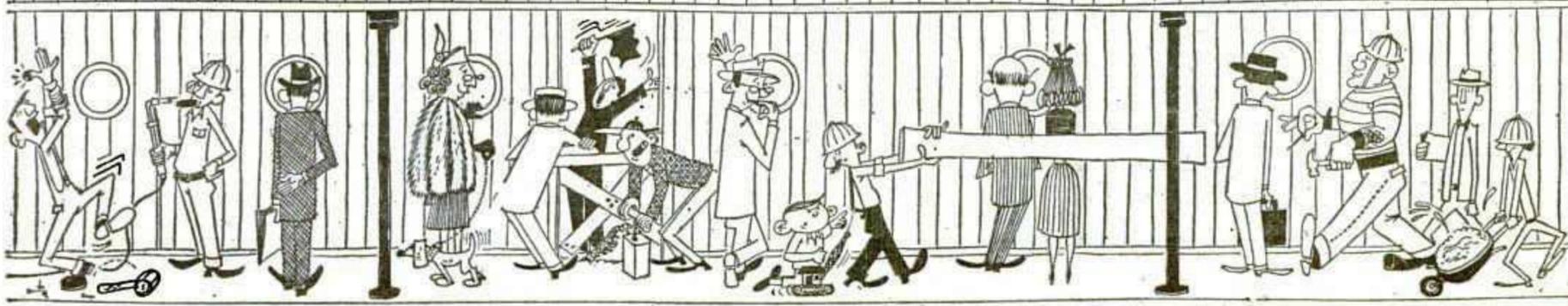
**WALKING THE STREETS** • Webb Pierce  
DL 4079 • DL 74079 (S)

(S) Denotes Stereo \* Recorded in Europe by Deutsche Grammophon/Polydor® Series

HERE'S A LOOK AT ONE OF THE MOST OUTSTANDING ALBUM RELEASES EVER

from

**DECCA® • CORAL® • BRUNSWICK®**



# PLUS

the greatest  
array of talent  
ever  
on records...

...for the  
biggest selling  
season of  
the year!



MERRY CHRISTMAS • Bing Crosby  
DL 8128



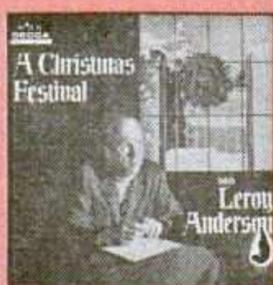
GREETINGS FROM THE McGUIRE SISTERS • The McGuire Sisters  
CRL 57225



JINGLE BELLS • Guy Lombardo  
DL 8354



'T WAS THE NIGHT BEFORE CHRISTMAS • Fred Waring  
DL 8171



A CHRISTMAS FESTIVAL • Leroy Anderson  
DL 8925 • DL 78925 (S)



MERRY CHRISTMAS FROM VARIOUS ARTISTS  
CRL 57355



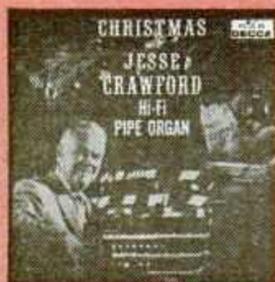
CHRISTMAS MUSIC • Ethel Smith  
DL 8187



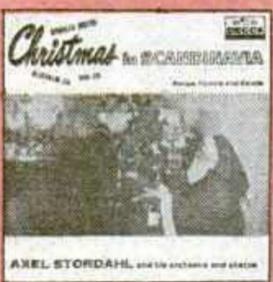
O TANNENBAUM (Christmas On The Rhine)  
DL 8368\* • DL 78388 (S)\*



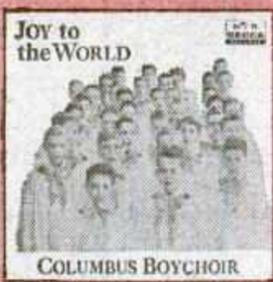
CHRISTMAS DANCE PARTY • Jan Garber  
DL 8932 • DL 78932 (S)



CHRISTMAS WITH JESSE CRAWFORD • Jesse Crawford  
DL 8794 • DL 78794 (S)



CHRISTMAS IN SCANDINAVIA • Axel Stordahl  
DL 8933 • DL 78933 (S)



JOY TO THE WORLD • Columbus Boychoir  
DL 8920 • DL 78920 (S)



THE LITTLEST ANGEL and LULLABY OF CHRISTMAS • Loretta Young, Gregory Peck  
DL 8009



CHRISTMAS EVE WITH BURL IVES  
DL 8391



MERRY CHRISTMAS FROM LAWRENCE WELK AND HIS CHAMPAGNE MUSIC • Lawrence Welk  
CRL 57093

(S) Denotes Stereo  
\* Indicates Recorded by Deutsche Grammophon/Polygram Series

WHITE  
CHRISTMAS  
BING CROSBY

9-23778

SILENT  
NIGHT  
BING CROSBY

9-23777

JINGLE  
BELL ROCK  
BOBBY HELMS

9-30513

ROCKIN'  
AROUND THE  
CHRISTMAS TREE  
BRENDA LEE

9-30776



# PLUS . . . SAMMY KAYE

*the latest great artist to join this fabulous roster*

# KAYE

## CHRISTMAS DAY WITH SAMMY KAYE SAMMY KAYE AND HIS ORCHESTRA



HI FI  
**DECCA**  
RECORDS

Includes:  
White Christmas  
Silent Night  
Silver Bells  
'Twas The Night Before Christmas  
It's Beginning To Look Like Christmas  
Let It Snow, Let It Snow, Let It Snow



**CHRISTMAS DAY  
with SAMMY KAYE  
SAMMY KAYE and His Orchestra**

White Christmas • 'Twas The Night Before Christmas  
• Christmas Child (Loo, Loo, Loo) • Medley: The First  
Nowell—It Came Upon A Midnight Clear • Medley:  
O Little Town Of Bethlehem — O Come All Ye  
Faithful • Silent Night • It's Beginning To Look  
Like Christmas • Rudolph The Red-Nosed Rein-  
deer • Silver Bells • Sleigh Ride • Let It Snow!  
Let It Snow! Let It Snow! • (Joyeux Noel,  
Buon Natale, Feliz Navidad) •  
A Merry Christmas To You  
DL 4070 • DL 74070 (S)

**SINGLES**  
(Joyeux Noel, Buon Natale, Feliz Navidad)

**A MERRY,  
MERRY CHRISTMAS (To You)**  
b/w  
**SILVER BELLS**  
9-31174

---

**CHRISTMAS CHILD (Loo, Loo, Loo)**  
b/w  
**LET IT SNOW! LET IT SNOW!  
LET IT SNOW!**  
9-31175

A NEW WORLD OF SOUND

**DECCA® RECORDS**

# PLUS... THESE

**D**ollar *rawing* **DECCA**<sup>®</sup>     **C**hart *limbing* **CORAL**<sup>®</sup>     **B**usiness *uilding* **BRUNSWICK**<sup>®</sup>  
**HIT SINGLES**

## POP · COUNTRY & WESTERN · RHYTHM AND BLUES

DECCA  
9-31149

**I WANT TO BE WANTED**  
**JUST A LITTLE**     **BRENDA LEE**

BRUNSWICK  
9-55170

**ALONE AT LAST**  
**AM I THE MAN**  
**JACKIE WILSON**

DECCA  
9-31169

**ZING! WENT THE STRINGS OF**  
**MY HEART** **THE KALIN TWINS**

CORAL  
9-62233

**EXCUSE ME**     **NICK NOBLE**

DECCA  
9-31171

**SI SI SI**  
**DOMENICO MODUGNO**

DECCA  
9-31164

**I CAN'T TELL MY HEART THAT**  
**KITTY WELLS and ROY DRUSKY**

DECCA  
9-31173

**HERE I AM DRUNK AGAIN**  
**CLYDE BEAVERS**

DECCA  
9-31141

**WONDERLAND BY NIGHT**  
**BERT KAEMPFERT**

CORAL  
9-62219

**ANYMORE**     **TERESA BREWER**

CORAL  
9-62235

**TO BE LOVED**  
**I DON'T KNOW WHY**  
**THE McGUIRE SISTERS**

CORAL  
9-62230

**FOR YOU**  
**BEGIN THE BEGUINE**  
**BILLY WILLIAMS**

DECCA  
9-31165

**FALLEN ANGEL**     **WEBB PIERCE**

DECCA  
9-31161

**A GUY NAMED JOE**  
**WHITE SILVER SANDS**  
**ERNEST TUBB**



## ARD Re-Elects Bondy; Lays Plans for 1st Annual Bash

NEW YORK—"Records should be sold thru record stores and not thru manufacturer-operated record clubs," said Sy Bondy, prexy of the Association of Record Dealers of New York and New Jersey at a meeting of the group this week at the Hotel Park Sheraton, here. Bondy's statement, in which he condoned clubs, if they were not operated by manufacturers, was a part of a speech he delivered upon accepting re-election as prexy of the Association.

Bondy also noted the progress of the group in its two years of existence and pointed out that "small dealers' individual grievances are being taken care of as they come along." The group now has 473 members in the metropolitan area, according to Bondy. Reviving a topic which has been dormant for some months, it was noted that the ARD expects soon to bring out an LP record of background music featuring strings, on its own ARD label. The disk will carry a \$4 price tag and will be sold only thru ARD member stores. The material for the disk will be leased from a well-known recording firm, which may be Vox, according to Bondy.

## Dana Sues H-S On Royalties

NEW YORK — Bill Dana Productions has sued Hanover Signature Record Corporation in New York Federal Court for back royalties of \$47,657 and an accounting of sales of the album "My Name Jose Jimenez."

Suit also seeks to restrain H-S from disposing of, assigning or transferring master tapes and also asks cancellation of all contracts with H-S. Plaintiffs produced the LP and delivered it to the defendant last spring under an oral agreement, according to the complaint. Under the agreement H-S was to have exclusive manufacturing rights to make additional LP's. Also under the agreement, defendant allegedly agreed to pay plaintiff 10 per cent of the retail price of 90 per cent of all albums sold and an additional royalty of 24 cents on each album. Defendant was also to deliver a true and accurate statement every three months. Failure to live up to these conditions was to result in termination of license. In the event of bankruptcy of defendant, all tapes and masters were to be returned to plaintiff. It was charged that defendant neglected to pay and to account since June 1 of this year.

Meanwhile, Bob Thiele, prexy of Hanover Signature, entered a blanket denial of the charges. "All allegations in these charges are factually incorrect," Thiele told The Billboard.

The meeting also featured the blueprinting of final plans for the ARD's first annual dinner dance and show, to be featured by a number of awards and to be held at the Park Sheraton, Sunday evening (20). At this week's meeting the dealers named three award winners including Connie Francis as best female singer of the year; Paul Anka as top male vocalist of the year; and Jonathan Winters as top comic of the year. An award will also be made to Mike Laurence as the best deejay of the year in the area. Laurence is featured on WMGM's "Your Hits of the Week" show. All award winners are expected to be present at the party.

Entertainment at the affair will feature comedians Sandy Fuller, Danny Davis and others, plus the music of Hy Penzell and his band, with vocalist Anita Stephens. Chanter Alex Petrides will also entertain.

Tickets, said Bondy, are \$10 each and a few still remain for dealers and distributors in the area. Also at the meeting, Jack Seader and Dave Nadler were named 1st and 2d veepee respectively, with Lou Shapiro named secretary-treasurer and Jerry Goldberg named corresponding secretary. Newly named board members include Sid Turk, Ed Portnov, Jerry Schoenbaum and Rudolph D'Allesandro.

## Former Danish AFM Head Dies

COPENHAGEN, Denmark — Andreassen Johannes, 67, president of the Danish Federation of Musicians for many years, died October 12 in Copenhagen. He worked with many of the top-rank (classical) orchestras of Denmark, as solo flutist, but became widely known all over Northern Europe for his efforts in behalf of the unionized musicians of Denmark, becoming president of the union in 1946, but forced by ill health to retire a few years ago. He had been awarded Denmark's highest medal, Ridder of Dannebrog.

## More Disk Laughs

HOLLYWOOD — World Pacific label last week entered the spoken word comedy disk derby with the release of a laugh LP, "2000 Years With Carl Reiner & Mel Brooks," featuring Sid Caesar's TV team-mate and the debut of Caesar comedy writer Mel Brooks. WP's prexy Dick Bock credits Steve Allen for bringing the pair to his attention. Allen, according to Bock, caught the twosome's extemporaneous clowning at several parties here, and felt its routines warranted disk exposure, predicting it will be one of comedy's top teams.

## A CORRECTION

NEW YORK — The Bing Crosby album, "Join Bing and Sing Along," was erroneously referred to as an RCA Victor package in a Page 1 story in The Billboard, October 31.

The Crosby album is a Warner Bros. package and available to dealers thru that label. However, the LP is also offered for sale by the RCA Victor Record Club, and the RCA Victor name appears on the club album.

## ASCAP Splits 470G Cleffer Award Cash

NEW YORK — ASCAP prexy Stanley Adams announced this week special awards totaling \$470,000 granted to popular and standard writers. These money awards are based on a 5 per cent cut of the total distribution pool under the 1959 consent decree, and are made to writers "whose catalogs have a unique prestige value for which adequate compensation would not otherwise be received, and to writers whose works are performed substantially in media not surveyed by the Society."

The making of these awards and the consequent 5 per cent take-out from the revenue pool is one of the reasons advanced last week to explain unexpectedly low distribution payments to many writers.

The panel which determined pop writer awards consisted of New Jersey Supreme Court Justice Haydn Proctor; Dr. Marshall Stearns, jazz critic and English professor at Hunter College, and Paul Whiteman. Standard awards panel consisted of Denver Symphony Director Dr. Saul Caston; Harold Heeremans, prexy of the American Guild of Organists; and Dr. Henry Newmann, director of music for Mutual Broadcasting and prexy of the National Association for American Composers and Authors.

In the popular field, about 600 awards were made, ranging from \$100 to \$2,000. Top winner here was the veteran cleffer-vaudevilian, Joe Howard, who collected \$2,000. Next highest award was \$1,000, with both Al Piantadosi and Dave Stamper receiving this amount. Awards of \$1,000 each went to Rube Bloom, Stan Jones, Matty Malneck, Maceo Pinkard, Jean Schwartz, Frank Signorelli, Bill Tracey, Pete Wendling and the late Howard E. Johnson.

Among approximately 500 standard winners, who took down from \$100 to \$3,000, top awards of \$3,000 each went to Samuel Barber, Aaron Copland, Paul Creston and Gian Carlo Menotti. Winners of \$2,500 awards were Robert Bennett, Leonard Bernstein, Marc Blitzstein, Ross Finney, Carlisle Floyd, Lukas Foss, Morton Gould, Howard Hanson, Douglas Moore and Igor Stravinsky.

## 3 More Ink FTC Consent Pacts

WASHINGTON — Payola consent agreements have been signed by Scepter Music, Inc., and Old Town Record Corporation, of New York City, and the B & H Distributing Company, of Detroit, the Federal Trade Commission announced last week. The firms signing agree not to push their records by undercover payola to radio or TV personnel. Consent agreements do not constitute admission of guilt.

The FTC says undercover payola deceives the public and is an unfair trade practice.

# CAPITOL'S HOT HITS

TAKEN FROM THE BEST-SELLING CHARTS OF BILLBOARD, CASH BOX, VARIETY, MUSIC REPORTER, MUSIC VENDOR AND TOP RADIO STATIONS AROUND THE COUNTRY.

4397—LET'S HAVE A PARTY	Wanda Jackson
Billboard "Hot 100"	#58
Cash Box "Top 100"	#50
Music Reporter "Big 100"	#33
4441—EVERGLADES	Kingston Trio
Billboard "Hot 100"	#68
Cash Box "Top 100"	#80
Music Reporter "Big 100"	#67
4460—PILTDOWN RIDES AGAIN	Piltdown Men
Music Reporter "Big 100"	#79
4406—WINGS OF A DOVE	Ferlin Husky
Billboard "Hot C & W Sides"	#2
Cash Box "Country Top 50"	#1
Music Reporter "C & W Big 50"	#1
4412—EXCUSE ME	Buck Owens
Billboard "Hot C & W Sides"	#3
Cash Box "Country Top 50"	#2
Music Reporter "C & W Big 50"	#2
4410—THERE'S NOT ANY LIKE YOU LEFT	Faron Young
Billboard "Hot C & W Sides"	#22
Cash Box "Country Top 50"	#17
Music Reporter "C & W Big 50"	#13
4386—SHE'S JUST A WHOLE LOT LIKE YOU	Hank Thompson
Billboard "Hot C & W Sides"	#18
Cash Box "Country Top 50"	#16
4412—I'VE GOT A RIGHT TO KNOW	Buck Owens
Billboard "Hot C & W Sides"	#25
Cash Box "Country Top 50"	#31
Music Reporter "C & W Big 50"	#22
4423—LONELY LITTLE WORLD	Jean Shepard
Cash Box "Country Top 50"	#28
4430—LOVE IS A LONELY STREET	Louvin Bros.
Music Reporter "C & W Big 50"	#47
4463—FORGET THE PAST	Faron Young
Music Reporter "C & W Big 50"	#50

# PICKED TO BE HITS

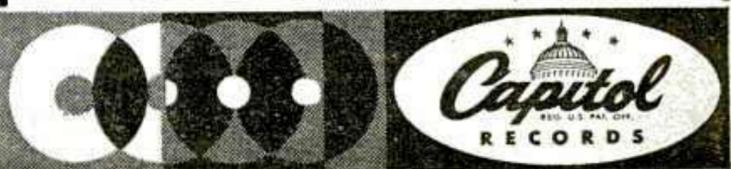
ACTUAL SELECTIONS BY THE INDUSTRY'S LEADING TRADES

4466—OL' MACDONALD	Frank Sinatra
Billboard "Spotlight Winner"	"Sinatra sells the community sing oldie, 'Ol' MacDonald' (dressed up in new hip lyrics) with ingratiating style and swinging backing."
Cash Box "Pick of the Week"	"... should prove a solid follow-up to the songster's 'Nice 'n Easy' click."
4464—COUNTRY MUSIC FIDDLER	Simon Crum
Billboard "Spotlight Winner"	"The down home country cat has a cute side on top here, with the singer taking all voices."
4468—BLESS THIS LAND	Tennessee Ernie Ford
Cash Box "Best Bet"	"Solid outing for programming on Thanksgiving Day and rest of holiday season."
4459—ONLY GIRLS CAN TELL	Janie
Cash Box "Best Bet"	"Inviting ballad date serves as her solo debut..."
Music Reporter "Radioactive Disc"	
4461—WHERE'S THE GIRL FOR ME	Pete Shryder
Cash Box "Best Bet"	"New label songster makes an exciting bow in this 'Dream Lover'—like romantic."
4458—YANKEE DIDDLE	Minute Men
Music Vendor "Hit Pick"	"Instrumental version of 'Yankee Doodle' done in fine rock style..."
4455—CHOIR GIRL	Johnny Rose
Music Reporter "Radioactive Disc"	

# BRAND NEW RELEASES

OUT THIS WEEK AND ON THEIR WAY TO YOU NOW!

4469—MEAN, MEAN MAN HAPPY, HAPPY BIRTHDAY	Wanda Jackson
Great follow-up to her chart-maker "Let's Have a Party."	
4470—DOCTOR HEARTACHE ON AND ON	Tommy Sands
Tommy prescribes this one for hot sales.	
4471—WHAT DO YOU SEE IN THE FUTURE THE BIRTHDAY CARD	Brooks Arthur
We see a chart-topper with "What Do You See in the Future."	



## HOT 100 ADDS 10

NEW YORK — The Hot 100 added 10 new sides this week. They are:

54. Sway (Peer Int'l, BMI) — Bobby Rydell, Cameo
79. Many Tears Ago (Roosevelt, BMI) — Connie Francis, M-G-M
86. Gonzo (Lion, BMI) — James Booker, Peacock
87. Senza Mama (Francon, ASCAP) — Connie Francis, M-G-M
88. Psycho (Olimac, BMI) — Bobby Hendricks, Sue
92. Ol' Mac Donald (Shaw, ASCAP) — Frank Sinatra, Capitol
93. Theme From the Sundowners (Witmark, ASCAP) — Mantovani, London
96. 1,000 Miles Away (Kahl, BMI) — Heartbeats, Rama
99. Don't Go to Strangers (Jefferson, ASCAP) — Etta Jones, Prestige
100. Cry, Cry, Cry (Lion, BMI) — Bobby (Blue) Bland, Duke

**GO WITH THE**  
**1st Week — Makes Top 30**  
**On All So. Calif. Charts!**



Watch for the  
**NEW INNOCENTS'**  
 Album to be  
 released this month  
 on Indigo

**"GEE WHIZ"**

b/w "PLEASE MR. SUN" #111

**The Innocents**

Those Who Know—Pick  
**"Gee Whiz" by The Innocents**  
 on Indigo

**THIS IS THE RECORD!**

**The Cash Box**  
**Pick of the Week**

"GEE WHIZ" (2:58) [Records, BMI—Thomas, Yikid]  
 "PLEASE MR. SUN" (2:58) [Wells & Barry, BMI—Getzov, Frank]  
**THE INNOCENTS** (Indigo 111)  
 The Innocents, who are currently represented chart-wise with "Honest I Do" and "A Thousand Stars" (backing up Kathy Young), come thru with another earmarked for hitdom. It's the white-back, Bob & Earl sales-maker, "Gee Whiz," which the crew revives with tender beat-balled sales authority. The old Johnnie Ray click takes a similar beat-balled revival year ago.

The pick of the new releases  
**SPOTLIGHT WINNERS**  
**OF THE WEEK**  
 Strongest sales potential of all records reviewed this week.  
**THE INNOCENTS**  
**GEE WHIZ** (Records, BMI) (2:58) — Another side by the Innocents that is a solid follow-up to "Honest I Do." They could continue their hit string with this smart, reading of a slow ballad. Flip is "Please Mr. Sun" (Wells & Barry, BMI) (2:58).  
 Indigo 111

**INDIGO RECORDS, INC.**

**WINNERS!**

**Going on its 4th Big Week —  
As No. 1 in L.A.**



**45,000 in Los Angeles -- ALONE!!**

(Call A. & A. Distributors DU 3-2128)

**“A THOUSAND STARS”**

**b/w “EDDIE MY DARLING” #108**

*Kathy Young*

# America's New Folk Sensation!



## the Randy Sparks Three

with Two Current Hit Sides:

# JULIANNE

V 10225 x 45

# Pocket Full of Blues

FROM THEIR CURRENT  
HIT ALBUM

**Merue**  
RECORDS

BEVERLY HILLS, CALIFORNIA



MG V-2143  
MG VS-62143

## British Bookers Comb States for Talent

• Continued from page 1

Pendleton is believed working on possibilities for new big band and combo jazz exchanges. Eddie Pola of Granada TV and Eric Maschwitz of the BBC have also been in New York.

To further highlight the current booking trend, it may be noted that the Andrews Sisters will follow Eartha Kitt at the Talk of the Town on December 3. Kathryn Grayson flies in for a BBC-TV appearance December 11.

Another aspect of the situation can be seen from a perusal of recent British hit disk charts. A prime criterion in the past for a U. S. pop record artist to be invited to Britain has been the presence of his hit disk in the British charts. Whereas, a year or more ago, a typical Top 20 in Britain might contain 17 American artists, today, the pattern has changed considerably.

Currently, it's quite customary to find more than half the charts occupied by Britishers, which means that fewer Americans are breaking in. True, American songs still do well, but they make the grade with British artists covering versions of State-side hits. Thus with what appears to be a slackened interest in Britain in the American pop disk artist, the consequent void is being filled by the English showgoers' first love, the great performer.

It's also true, on the other hand, that at least a few artists from America, who made their first visits to Britain on the strength of strictly pop single hits, have since become standard acts in their own right. These would include Connie Francis and Paul Anka, both of whom have made frequent trips to England since their first visits, with apparently no diminution of their initial success whatsoever.

## COMPETITION SPURS LP PACKAGING LURES

• Continued from page 1

chance of landing an album on a major label.

Probably more off-Broadway original cast packages have been released this year than in all the years before. They include M-G-M's "The Fantastics," Capitol's "Little Mary Sunshine," "Leave It to Jane," and the musical version of "The Importance of Being Ernest."

The most recent off-Broadway acquisition is "Greenwich Village U.S.A.," a new revue which was recorded by 20th Fox last week. As an added gimmick, the label will release two albums on the show—one a double fold LP featuring the music and the sketches on separate disks—the other a regular album featuring the music alone.

Capitol added to the cost of producing its new original-cast show album, "Tenderloin," by packaging a copy of the musical's souvenir program (in a special insert on the back of the album) with every LP.

Dramatic shows have also interested labels recently. A special score was written for last season's dramatic play "The Andersonville Trial," and packaged by 20th Fox Records along with scenes, featuring the Broadway cast. Another dramatic play, "A Taste of Honey," spotlights an original jazz background music by Bobby Scott, and this will be released in album form shortly by Atlantic Records.

The recorded-live-in-person album has long been an accepted LP form, but the trend has never been as popular as it is today. During the past few weeks new in-person LP releases have included "Paul Anka at the Copa," "Tommy Sands at the Sands," "Guy Lombardo at Harrah's," "The New Ray Anthony Show," (recorded at a Las Vegas nitery), a Tony Pastor package (also recorded in Las Vegas), "Bud and Travis in Concert" cut at a Santa Monica, Calif., concert (a two-LP package on Liberty which retails for \$4.98); a Harry Belafonte concert recorded in Carnegie Hall in a two-LP set; and "Kenton (Stan) at the Las Vegas Tropicana."

Many of the top comedy albums have been cut at niteries including "Shelley Berman at the Blue Angel," "Mort Sahl at the Hungry i" and "Orson Bean at the Hungry i." In-person vocal albums currently on The Billboard's best selling album charts include "Darin (Bobby) at the Copa" (No. 16) and "Ray Charles in Person" (recorded at an Atlanta ball park concert), No. 18. Recent best selling in-person LP's were "Nina Simone at

Town Hall" and "Ella (Fitzgerald) in Berlin." Still another facet of in-person LP's will be explored shortly via a forthcoming album by Tennessee Ernie Ford, which was sliced at the Indiana State Fair this fall.

Elaborate booklets with photos and fold-out color portraits are big right now with young recording artists. ABC-Paramount, which recently brought out a Paul Anka LP featuring a framed photo of Anka wired to use as a bed lamp, is marketing two new Fabian and Avalon albums (on the Chancellor label) featuring sculptured heads of the boys mounted on a removable plaque, which are attached to the album cover. (See story elsewhere in this issue.)

The Anka LP was available with or without (at regular \$3.98 price) the wired picture frame, but the Fabian and Avalon albums will only be available with the sculptured merchandising gimmick at \$5.98.

Warner Bros. is only charging \$3.98 for its new "A Date With the Everly Brothers" double-fold package, which features an autographed, framed easel-back portrait, 12 wallet sized photos in color, and fan club material. One of the reasons for the low-price tag is that some rack jobbers are reluctant to handle LP product priced any higher.

Atlantic Records recently released a Bobby Darin LP aimed at the teen-age market with a color photo fold-out and a booklet with a flock of photos. Duane Eddy and Ricky Nelson also had a similar package a few months ago.

"Conway Twitty's Greatest Hits," a new M-G-M package, spotlights fold-out photos, plus a detachable letter written to his fans and signed by Twitty. (See story elsewhere in this issue.)

Non-teen-age albums featuring elaborate inserts and released during the last two weeks include "Operetta Memories" by Mantovani; Columbia's 98-cent "Country Music Festival" LP, which includes four wallet size photos of various c.&w. stars in the album; "Paradise Found," by Felix Slatkin; "Ports of Paradise" by Alfred Newman, Ken Darby and Mavis Rivers; "The Count Basie Story," a two-LP set; "Top of the Mark" by Frankie Carle, which features a photo-booklet on San Francisco; and "Voices Toward Peace" by Ralph Bellamy. One of the most successful examples of this type of package, of course, is Columbia's "The Confederacy" album released originally five years ago.

---

His Biggest Ballad Since Because of You  
**TONY BENNETT**  
SINGS  
**SOMEBODY**

**4-41860 (Also available on 33)**

**From the Jerry Lewis Production "CinderFella"—A Paramount Release**

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**EXCLUSIVELY ON COLUMBIA ® RECORDS**

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# Pa. Dealers Speak to Col

• Continued from page 2

Items were aired, major issue was that of the "one-stops."

The Pennsylvania Record Dealers Association complained that there were many illegal aspects to the special consideration being given by record manufacturers to the "one-stop" stores. They said that virtually all of the "one-stops" are also selling directly to the public. Since they get special prices from manufacturers, they have special advantage over the regular dealer — a practice, they claimed, frowned upon by the Federal Trade Commission (FTC). However, instead of complaining to the FTC, association officials said they would

rather clear all such problems with manufacturers direct.

They cited for Gallagher the set-ups of the half dozen "one-stops" in this area who have set up retail outlets either in their own name or as a separate corporation and are underselling the legitimate retail shops.

Gallagher said he was unaware of the fact that the "one-stops" here were breaching their contracts and assured the association officials that he would make a detailed investigation of the situation. He promised that he would rescind the special considerations

given "one-stops" who also sell directly to the public.

Another major issue discussed with Gallagher, and one that will also be brought to other manufacturers, is that of return privileges. The association claimed that the return privilege should be on merchandise that a retailer cannot sell, and there are now too many restrictions on what they can return. In asking for a better return deal on both singles and albums, they also asked that retailers should be given more time on cut-outs. The dealers, they said, are not interested in greater or smaller percentages, but in being able to return merchandise they are unable to sell.

The suggested selling price placed on records by the manufacturer was also attacked by the as-

sociation, claiming that such pricing is not realistic. They pointed out that fair trading was the only solution to holding prices, adding that Pennsylvania has a Fair Trade Law. However, there are little or no provisions in the law for policing and, as a result, fair trading in the State is a joke.

Since other States also have fair trade laws, the association leaders felt it would be for the best interests of the industry if the manufacturers would work for fair trading on the national level.

Gallagher said that he would be in favor of fair trade legislation providing that such law had some real "teeth" in it.

Association officials were most optimistic over the outcome of the session with the Columbia officials and look forward to similar fruit-

ful ones with other manufacturers. In establishing such a relationship, Gallagher asked that any complaints or grievances in the future be brought again to his attention direct by the association.

The meeting with Gallagher marked the first major activity of the new administration of the Pennsylvania Record Dealers Association. New president of the association is Len Jaffe, operator of the Chelton Record Shop, succeeding Sid Meyers, who becomes a member of the Executive Board. Other officers elected include Mark Rubinstein, vice-president, with Walt Keller returned as secretary, and William Barius re-elected treasurer.

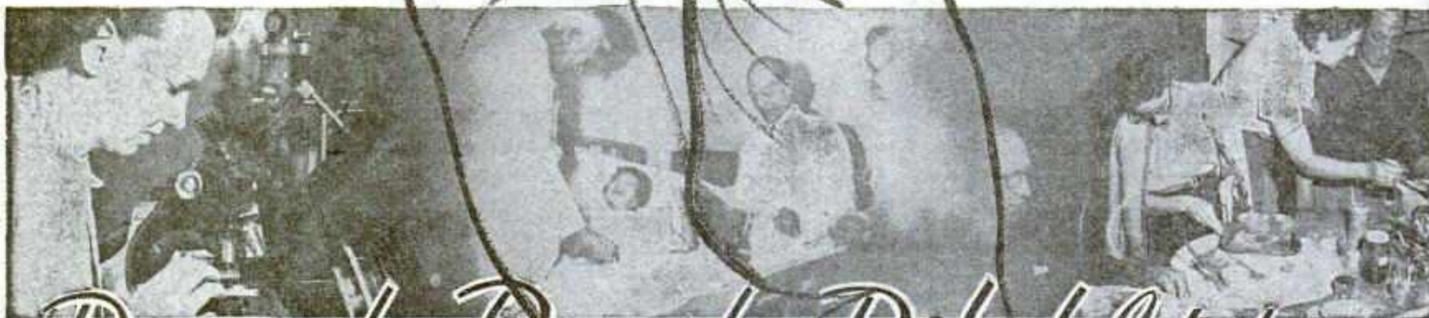
**GIVE TO DAMON RUNYON CANCER FUND**

YOU'LL ACCOMPLISH **THREE GREAT DEEDS**

BY DOING **TWO** EASY THINGS



"I Never Met a Man I Didn't Like"  
WILL ROGERS



**1 Research 2 Remedy 3 Rehabilitation**

THESE ARE THE **TWO** for you **TO DO...**

- 1 Take up Audience Collections**  
Say 'Yes'... Tell us you'll do it. We'll send FREE Shirley Maclaine TRAILER to your theatre.
- 2 Conduct Employees' Christmas Salute**  
Employers endorse it... Employees join it. Your hospital is ever ready to treat FREE any and all in our industry who need this care.

Let's get down to fundamental facts—The people of your industry need your help NOW. This is the time of year when Showmen everywhere and all individual employees in our industry unite and prove the tradition of showbusiness: Never Let a Showman Down.

By doing **TWO** relatively simple things you can reap **THREE GREAT DEEDS** that will bring healing and hope to "Our Own" people who are seriously sick with any of fifteen serious diseases of the chest—including lung cancer, chronic heart disease, and tuberculosis.

Now is the time for you to act—Say "Yes" when asked to take up *Audience Collections* and to conduct and contribute to the *Christmas Salute*.



The Amusement Industry's Own **WILL ROGERS HOSPITAL AND O'DONNELL MEMORIAL RESEARCH LABORATORIES**

NATIONAL OFFICE: 1301 BROADWAY, NEW YORK 36, N. Y. *Saranac Lake, N.Y.*

The Charts Agree On

# "He will break your heart"

by

# JERRY BUTLER



#354

The **Billboard** **HOT 100**



**HE WILL BREAK YOUR HEART**  
Jerry Butler, VeeJay 354

THE **MUSIC** **VENDOR TOP 100**

65 **HE WILL BREAK YOUR HEART**  
Jerry Butler, VeeJay 354

The Music **REPORTER** **BIG 100**

40 **HE WILL BREAK YOUR HEART**  
Jerry Butler, VeeJay 354

**The Cash Box TOP 100**

46 **HE WILL BREAK YOUR HEART**  
Jerry Butler, VeeJay 354

**The Hottest Timely LP  
On the Market!!**

**"HE WILL BREAK YOUR HEART" by  
JERRY BUTLER**  
VeeJay LP 1029

**The Biggest New Xmas Single Out!**  
**"Silent Night" b/w "O Holy Night"**  
**JERRY BUTLER**  
VeeJay #371



Nov. Album Releases

VeeJay 1030 (stereo-mono)

**"OUR LOVE IS HERE TO STAY"**

Sarah McLawler and Richard Otto in a dazzling organ-violin audio mood display.

VeeJay 3010 (stereo-mono)

**"LOUIS HAYES"**

Exciting new jazz drummer featured with Cannonball Adderley in a percussion explosion.

VeeJay 5007 (mono)

**"JESUS IS WAITING"**

The Highway Q-C's in a soulful harmonizing session of spirituals.

## VEEJAY'S NEW SPIRITUALS:

- #890—"You Can't Win" .....The Friendly Bros.
- #891—"God Will Take Care of You" (Parts 1 & 2) .....Harmonizing Four
- #892—"God Has Not Promised" b/w "Done Got Over" .....Highway Q-C's
- #893—"Pray On" b/w "Too Close" .....the Staples Singers
- #894—"Sinking Sand" b/w "Singin' In My Soul" .....Swan Silvertones



Record Corp.

1449 S. Michigan Ave.  
Chicago 5, Ill.  
Phone: WE 9-3970

# "RUBY DUBY DU" by TOBIN MATTHEWS

ON CHIEF #7022

Is No. 1 in Chicago and Moving Up Nationally!



**W L S**  
 silver dollar survey  
 CHICAGO'S AUTHENTIC RADIO RECORD SURVEY  
 October 23, 1960

THIS WEEK

**1. RUBY DUBY DU . . . Tobin Matthews—Chief 2**

WEEKS PLAYED

5. SHORTHIN' BREAD	Paul Chaplain — Harper
6. WAIT FOR ME	Playmates — Roulette
7. MR. CUSTER	Larry Verne — Era
8. YOU TALK TOO MUCH	Joe Jones — Ric
9. LET'S THINK ABOUT LIVING	Bob Luman — Warner
10. MY HEART HAS A MIND OF ITS OWN	Connie Francis — MGM
1. POETRY IN MOTION	Johnny Tillotson — Cadence
2. I WANT TO BE WANTED	Brenda . . .
SLEEP	
GEORGIA ON MY MIND	
DEVIL OR ANGEL	
STRANGER FROM DURANGO	
PETER GUNN	
IT'S NOW OR NEVER	
DON'T BE CRUEL	
"INEAPPLE PRINCESS	
EVER WALKED IN	
EVER ON SUNDAY	
U MEAN EVERYTHING TO ME	
ISTING U.S.A.	
IN GANG	
MY LIKE KATE	
G TO MEMPHIS	
"ING FOR CLOTHES	
INGEL	
THEME	
NIGHTS A WEEK	
N LOVE	
"T OF SHAKIN' GOING ON	Chi
ANS	
IE TOP OF THE STAIRS	Era
MUCH	
E DOOBIE	T
S GO—LET'S GO	Ja

**WIRL, Peoria, Ill., BIG SOUND SURVEY**

1. Ruby Duby Du . . . . . Tobin Matthews (Chief)

WCIA, Champaign, Ill.

16. Ruby Duby Du . . . . . Tobin Matthews (Chief)

WGL, Fort Wayne, Ind.

AI Russell Show  
 46. Ruby Duby Du . . . . . Tobin Matthews (Chief)

KXOA, Sacramento, Calif.

Musicaster  
 28. Ruby Duby Du . . . . . Tobin Matthews (Chief)

KEEL, Shreveport, La., Fabulous 40

38. Ruby Duby Du . . . . . Tobin Matthews (Chief)

KFWB, Los Angeles, "FABULOUS 40"

21. Ruby Duby Du . . . . . Tobin Matthews (Chief)

**TOP TUNES OF GREATER CHICAGO**

*Forty Top Tunes of Greater Chicago*

according to Record and Sheet Music Sales, Coin Machine Operators and Radio Requests, as determined by an independent survey.

TOP FORTY TUNES OF GREATER CHICAGO - WEEK OF OCTOBER 24, 1960 - SURVEY #20 - VOLUME 5

WEEKS ON CHART	LAST WEEK	THIS WEEK	TITLE	ARTIST	RECORD NUMBER
2	14	1	RUBY DUBY DU . .	Tobin Matthews—Chiefs	#7022
4	10	5	WAIT FOR ME	PLAYMATES	ROULETTE 4276
7	8	6	LET'S THINK ABOUT LIVING	BOB LUMAN	WARNER BROS 5172
10	5	7	MY HEART HAS A MIND	CONNIE FRANCIS	MGM 12923

WTAC, Flint, Mich., Big 6 Pic of the Week  
 Ruby Duby Du . . . Tobin Matthews (Chief)

KAFY, Bakersfield, Calif., "Fabulous 55"  
 36. Ruby Duby Du . . . Tobin Matthews (Chief)

WQTE, Detroit, Mich., Picks of the Fabulous 4  
 Dave Hull picks Ruby Duby Du by Tobin Matthews (Chief)

KDEO, San Diego, Top 40  
 38. Ruby Duby Du . . . Tobin Matthews (Chief)

From "The Bill Gavin Record Report" (Oct. 21, 1960), one of the most trusted and respected sources of new national record action: "Ruby Duby Du—Tobin Matthews (Chief). Reports from many cities place this one almost 3 to 1 over the Charles Wolcott original sound track version."

based on a theme from the movie "Key Witness," an Avon Prodn.

Hit  
**"RUBY DUBY DU"**  
 by  
**TOBIN MATTHEWS**



#7022

**CONTACT MEL LONDON OR YOUR CHIEF DISTRIBUTOR:**

CHIEF RECORDS, 1448 S. MICHIGAN, CHICAGO 5, ILL.

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 AURORA DIST., DETROIT  
 ESSEX REC. DIST., NEWARK  
 PELICAN DIST., NEW ORLEANS  
 SANDEL CO., MINNEAPOLIS  
 UNITED REC. DIST., HOUSTON  
 A-1 RECORD DIST., OKLAHOMA CITY

BILL LAWRENCE, INC., PITTSBURGH  
 BEST DIST., BUFFALO  
 ALL-STATE DIST., CHICAGO  
 A & I DIST., CINCINNATI  
 ARNOLD DIST., CHARLOTTE, N. C.  
 MUSIC SALES, MEMPHIS  
 SOUTHLAND DIST., ATLANTA

SUPERIOR RECORDS, NEW YORK  
 TONE DIST., HIALEAH, FLA.  
 DUMONT DIST., BOSTON  
 SEABOARD DIST., E. HARTFORD  
 BG RECORD DIST., PORTLAND, ORE., & SEATTLE, WASH.  
 BIG STATE DIST., DALLAS  
 NEW SOUND DIST., SAN FRANCISCO

SCHWARTZ BROS. DIST., WASHINGTON  
 STAN'S RECORDS SHOP, SHREVEPORT  
 SOUTHERN RECORD DIST., NASHVILLE  
 UNIVERSAL REC. DIST., PHILADELPHIA  
 DAVIS SALES CO., DENVER  
 O'BRIEN DIST., MILWAUKEE  
 MIDWEST DIST., ST. LOUIS  
 COSNAT, CLEVELAND

TV REVIEW

'Saturday Prom' Off to Good Start

NBC's new "Saturday Prom" show (5:30-6 p.m.) is the network's answer to Dick Clark. However, on NBC's version, the recording guest-artists perform live, rather than lip-synching to their latest disk. Consequently the success of each program largely depends upon the quality of its guest talent roster. If Producer Ed Pierce concentrates on disk names with visual showmanship, "Saturday Prom" should win ratings and influence teenagers to chomp the sponsor's (Beechnut) products.

On the show caught (22)—a breezy, pleasantly bouncy half hour—visual showmanship was well-represented via the vivacious presence of young canary Joanie Summers, old pro Fats Domino, and an exuberant r.&r. vocal group, Dante and the Evergreens. Miss Summers, a poised, pretty, teen-aged fem fatale, scored the biggest hit with the young studio audience. Altho the hit sound of a disk is often lost when performed "live," it doesn't really matter as long as the performance is visually strong.

Si Zentner's ork brought a swinging touch of sophistication to the proceedings, and a contest bit, featuring teen-aged musicians, should prove a solid audience-building gimmick. Emcee Merv Griffin is attractive, albeit a bit sedate, and a first-class pop singer. However, he is handicapped by the script's overly precious intros to musical numbers. Straighter lines would be better suited to his style.

June Bundy. ★ ★ ★

CONCERT REVIEW

A Top Prokofiev Interpreter

One of America's bumper crop of fine classical pianists is Malcolm Frager, whose first RCA Victor album was released recently. Frager, who won the 1959 Leventritt Award Competition and the 1960 Queen Elizabeth of Belgium Competition, showed his formidable technical ability at Carnegie Hall this week. A strong, pure musical line with almost no idiosyncracies is rare these days, but Frager showed that, too. The combination of musicality and technique is a potent one.

Where the youth is still lacking is in getting inside the music and delivering an emotional experience, but this should come with maturity. Thus, his renditions of the Bach G Minor Toccata and the Haydn E flat Sonata both were crisp but cool, and four Chopin selections were attractive if not moving. Frager was at his best, however, in giving Prokofiev's Sonata No. 6 in a blazing, masculine rendition. This dynamic performance ranked with that given the same work a few days earlier by Sviatoslav Richter, and marks Frager as an outstanding interpreter of Prokofiev. It was that composer's Piano Concerto No. 2 that won Frager his Competition laurels and which he plays on his new Victor album.

Sam Chase.

TREND INSPIRES

Buffalo Ainer Adopts 'Sing Along' Formula

BUFFALO—The "Sing Along" album trend has inspired radio station WEBR here to revamp its entire music schedule to a "sing along" format, described as "majority appeal" programming.

Created by program promotion chief Bill Schweitzer, the "sing along" format utilizes "sing along" album selections 50 per cent of the programming day, plus other selections which "match in mood, spirit or nostalgia" the community sing-styled sides.

When a sufficient amount of "sing along" material is available, the station plans to program "sing along" wax exclusively. Tagged "WEBR 970 Sing Along Radio," the new format, considered unique in the U. S. radio field, was launched here last month with an all-out promotional campaign. Elaborate tabloids, featuring lyrics to some 200 "sing along" songs, were included in local newspapers, along with special ad campaigns. The song sheets were de-

signed to enable listeners to sing-along on the air.

They also are part of a contest, whereby, if a dialer is telephoned by WEBR and sings one chorus on the phone, he wins a transistor radio and a recording of his voice. To be eligible listeners must join a "Sing Along Club," which they do by mailing their name, address and phone number to the station. Membership blanks on the "Sing Along Club" were also distributed, in the form of 50,000 table mats, to every major restaurant in Buffalo and Western New York.

Mitch Miller, the "Sing Along" album king, cut special congratulatory spots for airing by WEBR, and his Columbia "Sing Along" albums were offered to all "Sing Along Club" members at a reduced price (\$2.75) for a limited time. Clearance was obtained from all local dealers on this promotion.

Future promotional plans of WEBR include "sing along" assemblies at local high schools and colleges and industrial plants (during lunch hours), at which time WEBR deejays will present a live community sing program. Also in the works is a "Sing Along-Roaring Twenties" parade down Buffalo's Main Street with local students and WEBR spinners wearing racoon coats, etc.

Schweitzer comments: "In my mind the greatest value of our 'sing along' format is that it enables our audience to actually participate in the WEBR programming, and so achieve a closer identity and rapport with the station." He also claims the "sing along" format has already sparked more sales on "sing along" album product in Buffalo and Western New York.

3-Way Pic Tune Push

NEW YORK—M-G-M Records has effected a three-way promotion with M-G-M Pictures and Robbins Music on the disk of "Ruby Duby Doo," from the pic, "Key Witness." The platter features Charles Wolcott and the M-G-M Studio Ork.

The combined effort is being brought into play in the fields of concentrated deejay coverage, special ads, streamers and direct mail pieces to dealers. Robbins is sending out field men to push the disk, while the picture company has prepared a movie trade newspaper ad, highlighting the tune and the push behind it.

BUFFALO AIRER ADOPTS 'SING ALONG' THEME

• Continued from page 1

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Col. Wins Disk Pact

NEW YORK — Columbia Records has won a one-year pact with the United States government to provide recording services and pressings for all government agencies. Contract runs until October 31, 1961. Disks will be made for 60 different government agencies, including the Armed Forces Radio Services, National Guard, Treasury Department and Veterans Administration. For many years this recording service was handled by Allied Records of Los Angeles.

Epic's Lanin Push

HOLLYWOOD — Epic is declaring a 20 per cent discount on all Lester Lanin albums, stereo and mono, during November, as part of a 30-day Lanin push. Price cut includes Epic's "Lester Lanin Christmas Dance Party," "High Society," "Dance to the Lester Lanin Beat," "Dancing on the Continent," "Dancing at the Mardi Gras," in addition to eight other Lanin LP's.

AFM Blasts

• Continued from page 2

firm, holding an AFM recording license under the name of Pattie Enterprises, Inc., recorded five vocals on October 27 featuring Lewis. During the same session, the union claimed, recordings were made of the same accompaniments sans vocals. This, AFM said, is a violation of its contract with the Patti firm.

AFM prexy Herman Kenin claims his union is fighting tracking as an industry evil on the ground that is "an unartistic shortcut" aimed at reducing the work hours of musicians. Union is also opposed to having separate tracks floating around since it makes it more difficult for it to police their use. Recording companies have used separate tracks as a money-saving means.

The Latest ATLANTIC HITS!!!!



RAY CHARLES

COME RAIN OR COME SHINE

b/w TELL ME YOU'LL WAIT FOR ME 2084

IF I DIDN'T LOVE YOU LIKE I DO

GO! YES GO!

Clyde McPhatter

2082

LORELEI

JUNCO PARTNER

Lonnie Donegan

2081

SAY YES

WARM YOUR HEART

The Top Notes

2080

atlantic records

VOTE FOR FRANKLIN DELANO BROWN

The Cash Box Best Bets

THE FOUR SPORTSMEN (Sunny Brook 1) (B+) "FRANKLIN DELANO BROWN" (2:25) [Bluebell ASCAP-Perrone, Faith] Strong campaign-time blues-styled rocker from the new diskery. Boys offer their candidate with a charming-sounding beat. Could be a break-wide-open novelty hit.

★★★★ NOMINATED BY ★★★★★ THE FOUR SPORTSMEN

The record shows 98% acclamation by the Record Review delegation from American Bandstand.

\*\* ELECT A WINNER ON \*\* SUNNY BROOK RECORDS

6600 N. Broad St., Philadelphia, Pa. LI 8-5010

when answering ads . . . Say You Saw It in The Billboard

# Dot<sup>®</sup>

RECORDS presents

Another Million Selling Single

# DEBBIE REYNOLDS



**"IT LOOKS LIKE RAIN  
IN CHERRY BLOSSOM LANE"**

**"SATISFIED"**

**#16156**



**"THE NATION'S BEST SELLING RECORDS"**

### All-Out Debut

Continued from page 3

dios, five table model radios, and 10 UA albums. Each entry must be accompanied by a 25-words-or-less statement about which of five Ultra Audio LP's the contestant likes best. Closing date for entries is midnight, May 31.

UA veepee - general manager Art Talmadge and artist and repertoire chief Don Costa have already started cutting the second series of Ultra Audio LP's, scheduling daily recording sessions thru the end of the year in order to make the deadline for the second release.

The new Ultra Audio albums will feature the Sauter-Finnegan band, Ralph Marterie's ork, Eydie Gorme, Steve Lawrence, and others. It's interesting to note that the Gorme-Lawrence packages will mark the first presentations of name vocalists in the "Sound" LP framework.

This is in line with Talmadge's contention that the coupling of well-known disk personalities with the "sound" gimmick will enhance sales on such a series. The first Ultra Audio series features LP's by pop chart-makers Ferrante and Teicher, Don Costa, Terry Snyder (who had several top-selling sound LP's on the Command label), Al Caiola and Nick Perito.

UA and Ideal Distributors here are hosting an industry-wide party November 9 at the Barbizon-Plaza to introduce the new Ultra Audio line and the above artists. Meanwhile, UA execs - headed by Talmadge - hit the road this week to help kick off Ultra Audio in other cities across the country.

Andy Miele, national sales manager, is covering Pittsburgh, Cleveland, Cincinnati and Boston; National Promotion Manager Eddie Mathews, the Midwest and New England; National Advertising and Publicity Director Norman Weiser, the East, and Sid Schaffer, the West.

### 'Crash Program'

Continued from page 3

arate story) of CMA give careful consideration to the employment of a hard-hitting director of operations, and the initiation of a public relations program to carry the CMA story into every home.

Stating that there are many challenges ahead, Gay told the membership: "Either you must be a hammer, or you will be made into an anvil. We must continue hammering away."

In reviewing the accomplishments of the organization, Gay noted that CMA now had over 600 individual members and 25 organizational memberships. A drive to double this figure in one or two years was called for. He also pointed out that the organization, while not "flush" economically, nevertheless had a sizable nest-egg. (Mac Wiseman earlier gave a run-down of finances.)

In analyzing music trends, the retiring president pointed out the upsurge of country and country-oriented recordings in metropolitan areas, and the better publicity breaks both in trade and national magazines. He noted CMA's efforts on behalf of cleaner chart listings; and a better "image." And he pointed with gratification to the fact that the Harris Committee hearings did not cast any shadow on the country field. Finally, Gay stated that CMA had proved an important force in welding the bonds of friendship between artist and promoter; writer and publisher; between record companies and jockies—"and it has been a practical communications pipeline to the American public."

Gay's address was heard by several hundred members, who then participated in an enthusiastic question and answer session relative to the present and future of the country field.

### Harris Spells Out Duties

Continued from page 3

and television as an instrument of public service is recognized in the Communications Act of 1934 and it was recognized before in the Radio Act of 1927..."

Harris noted that the licensee is essentially a trustee "in that his license to operate his station imposes upon him a non-delegateable duty to serve the public interest in the community which he has chosen." Noting that television network programming rather than local programming is the order of the day, Harris commented (quoting from the FCC) that "the station licensee has little part in the creation, production, selection and control of network program offerings."

"Further," he added, "we must face the fact that many radio and

television stations have become speculative properties in the market place, and capital gains rather than public service to the community has become the watchword for some speculators who are broadcasters in name only.

"Under these circumstances, Congress will have to re-examine some of the premises on which our American system of broadcasting is based. Congress must ask and answer such questions as what happens to the need for developing and using local talent in radio and television programming? What happens to programs designed to serve minority groups and special tastes?"

"Congress will have to determine whether the networks shall be held accountable as co-trustees together

with individual broadcast licensees in serving the public interest..."

Harris assured the assemblage that Congress does not wish to hand over control of radio and television programming to the FCC or other agencies. He added: "I certainly do not believe that the American people would want us to give such a mandate to any group of government officials no matter how admirable their background and how benevolent their intentions might be."

Nevertheless, explained Harris, the airwaves are the property of the people and are not to be used exclusively for the financial gain of persons or corporations. Rather, the airwaves are licensed "so that the American people may receive the benefit of an important public service." Chairman Harris commended WSM on its public service record.

### Col. Names V.-P.

Continued from page 3

they have appeal thruout Latin America. In the future, Columbia's Latin operation will release almost all disks simultaneously in Mexico, Argentina and Brazil, and wherever possible with its licensees.

Rougemont noted that few American pop disks sell big in South American countries - with specific exceptions - due to the language barrier. He stated that if American publishers would provide good, hip Spanish versions of their pop songs they would do much better with their material in Latin America. The new Columbia veepee was in New York last week to visit international a.&r. chief Nat Shapiro, and then flew to the firm's Mexico City operation for a look at the operation there, prior to returning to Buenos Aires.

## NOW AVAILABLE TO ALL BROADCASTERS 5 BIG NEW RECORD AND ALBUM SERVICES

### 1 CATALOG ALBUM SERVICE OF RSI:

You may order any complete category you require for your station. Prices are based on the number of albums contained in each category.\*

1. CATALOG ALBUM SERVICE*			
DANCE ORCHESTRA .....	25	L.P.'s \$ 25	_____
EASY LISTENING .....	100	100	_____
CLASSICAL .....	50	50	_____
LIGHT CLASSICS .....	50	50	_____
OPERA EXCERPTS .....	25	25	_____
BAND, CONCERT, MARCH..	25	25	_____
POPULAR HIT PARADE ...	25	25	_____
INTERNATIONAL .....	25	25	_____
THEATRE .....	25	L.P.'s \$ 25	_____
LATIN AMERICAN .....	25	25	_____
FOLK .....	25	25	_____
CHILDREN'S .....	25	25	_____
RHYTHM AND BLUES .....	25	25	_____
JAZZ .....	50	50	_____
CHORAL .....	25	25	_____
SPECIALTY .....	25	25	_____

### NEW ALBUM SERVICES OF RSI:

You receive new album "Spotlight Winners" each month, selected by the music staff of Billboard as among the best of the new albums.

#### 2 Popular

10 new albums per month for 12 months  
120 albums.....Total \$125

#### 3 Classical

5 new albums per month for 12 months  
60 albums.....Total \$70

### SINGLES SERVICES OF RSI:

#### 4 "Hot 100"

If you program popular single records: You receive ten (10) new records a week, the best of the new releases.

Price for one year-52 weeks-10 new records a week, a total of 520 of the best of the new releases:

ANNUAL BASIS: \$160 per year via regular mail. \$190 via air.  
QUARTERLY BASIS: \$42 per quarter via regular mail. \$50 via air.

#### 5 "Easy Listening"

You receive six (6) new records a week, the best of the new releases (no rock and roll).

Price for one year-52 weeks-6 new records a week, a total of 312 records:

ANNUAL BASIS: \$110 per year via regular mail. \$140 via air.  
QUARTERLY BASIS: \$30 per quarter via regular mail. \$38 via air.

\*We will permit you to select items of your choice for \$1.10 each with a minimum order for 50 albums. Write for catalog of album listings.

START YOUR RECORD AND ALBUM SERVICES TODAY!



RECORD SOURCE, INC., 333 EAST 46th ST., NEW YORK 17, NEW YORK PHONE: YUKON 6-0155

WE ARE ENCLOSING \$ \_\_\_\_\_ FOR SERVICES AS INDICATED.

COMPANY NAME \_\_\_\_\_ CALL LETTERS \_\_\_\_\_

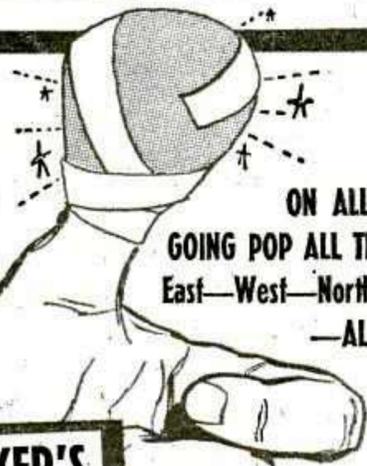
ATTENTION \_\_\_\_\_

STREET \_\_\_\_\_

CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

RSI reserves the right to cancel subscription services on a pro rata basis. It is a condition of this order that records supplied by RSI will be used for and by broadcast personnel only.

**STICKING OUT... like a sore thumb!**



**2 BIG HITS ON ALL CHARTS GOING POP ALL THE WAY! East—West—North—South—ALL OVER!**

**LITTLE BOOKER'S GOINZ PEACOCK 1697**

**BOBBY BLAND'S 'CRY, CRY, CRY' DUKE 327**

**SOCK NEW SINGLES LITTLE JR. PARKER'S STAND BY ME b/w I'll Forget About You DUKE 330**

**BUDDY ACE'S THIS LITTLE LOVE OF MINE b/w Won't You Reconsider DUKE 325**

**DUKE-PEACOCK RECORDS 2809 Erastus Street Houston 26, Texas**

**TWO CRAZY SCIENTISTS**



**LEE COLLINS AND THE ORBITS #601**

**BACKED BY TELL ME BABY**



**CAPITOL'S SINGLE HITS FROM 'THE UNSINKABLE MOLLY BROWN'**



*Will be ready for DJ spins on NOV. 21 No songs from this Great New Meredith Willson Musical may be performed anywhere before that date.*



**1-Stop-Distrib Clash in L. A.**

*Continued from page 4*

Billboard: "We have never solicited a distributor's account since we have been in business. Whenever dealers have come to us and said we hear you are offering this type of service, we naturally will do business with them at their request, but it's business we have never sought."

Furthermore, Ricklin strongly denies that his firm offers a blanket 100 per cent return guarantee to dealers. Instead, Ricklin explains, his California Music agrees to guide dealers on what they should stock.

Some distributors, smarting from Ricklin's latest move to buy from outlets outside this territory, claim the one-stop is being unreasonable on a number of counts. He expects the distributors, they say, to extend a 5 per cent discount and back up his orders with a 100 per cent exchange privilege, but then turns around and competes openly for the distributors' regular accounts (and what's more, gets them), and now is shipping in merchandise from Eastern suppliers. The only possible recourse for the distributors, they claim, is for them to pool their resources and open their own one-stop operation in open competition with Ricklin.

Ricklin insists he has been as fair and above board in his dealings with the local distributors as is humanly possible. He told The Billboard: "I have bent over backward to give them a break for years. They have to start meeting competition. We're doing it, and it's time they should." Ricklin said that three months ago he attended a meeting of the local distributors' association and gave them a 30-day notice that he will start buying records outside the territory unless they could resolve the problem of giving him competitively priced merchandise. "That," he said, "was three months ago. I gave them a month's notice and I waited three months before I did anything."

**Transshipping Clash**

Abe Diamond and Diamond Distributing clashed early this week with Ricklin over the transshipping incident. Diamond claimed he was being forced to cancel Ricklin's discount and return privileges as a result of his buying his lines from Eastern suppliers. Diamond told The Billboard that a local distributor cannot be protected against receiving in returns merchandise that had been purchased elsewhere. Sid Talmadge of Record Merchandising met with Ricklin in an effort to relieve the problem, and left with the one-stop's assurance that the distributor would not get in returns product purchased outside this territory. Talmadge was unclear as to what system would be used to keep the out-of-State imports separate from product bought here. Jack Andrews of A & A called for an itemized list of what

**Fast Agreement**

*Continued from page 4*

gaining agent for musicians employed by the major studios.

Contract went into effect the first of this month and expires May 1, 1964.

Cecil Read, head of the Musicians Guild of America, which recently lost its jurisdiction over the major studio musicians, told The Billboard he would have to study the AFM pact closely to determine how well the Federation represented the musicians' interests in the negotiations. Read, however, minimized the importance of the pay hike which will go into effect in November of next year. Read said it is reasonable to assume that MGA would have delivered at least that much of a raise at that time, the period when it would have renegotiated its contract with the producers.

Ricklin was returning in an effort to check it against orders. A mild exchange resulted between Ricklin and the distrib, with the one-stop claiming what he had said was intended to be a humorous remark (he reportedly threatened to stop buying from A & A altogether) while A & A said its request for an advance list of returned merchandise is standard procedure for the distrib.

Ricklin told The Billboard that A & A is among the distributors whose lines he will not import from other territories, despite the fact he can buy them cheaper elsewhere. Among others on the one-stop's no-transship list, he said, are Hart Distributing, Sunstate, Modern, and California Distributors. He won't by-pass these distributors, Ricklin claimed, because they have always co-operated with him by extending to him special programs offered by the manufacturers. Some of the other distributors, he said, feel the manufacturer specials should not be passed on to one-stops.

Distrib meeting is being called for Tuesday (8) in an effort to resolve the situation. Reports persist that high on this meeting's agenda will be the consideration of forming a distrib-operated one-stop to compete with Ricklin's operation.

**Composers' Guild Elects Officers**

HOLLYWOOD — Composers and Lyricists Guild of America elected 12 board members to a three-year term of office last week. Representing the western wing were screen composers Jeff Alexander, Leigh Harline and Leith Stevens (CLGA proxy); radio-TV composers Basil Adlam and Wilbur Hatch; specialized composer Benny Carter. All were former board members and were re-elected to office. Songwriter Ralph Freed was newly elected to the board.

From the eastern wing, screen composer Winston Sharples and specialized composer David Terry were re-elected; radio-TV panman Cornel Tanassy and songwriter Elie Siegmeister were newly chosen.

**Indict Seven**

*Continued from page 4*

Records; third, grand theft against Verve Records; and fourth, attempt to commit grand theft against Balt Yanez. Yanez is an investigator in the district attorney's office who had been assigned to arrange to purchase a stack of the bogus records from the counterfeit ring.

District Attorney William McKesson stated that the cases are now being prepared for trial and that 200 cubic feet of evidence (in the form of bogus disks) had been assembled.

Meanwhile in New York, ARMADA proxy, Art Talmadge, said that Sigmund Steinberg, of the law firm of Blanc, Steinberg, Balder and Steinbrook, would shortly fly to Los Angeles to review the evidence with the authorities. The firm, operating in behalf of ARMADA, has been instrumental in developing evidence against disk bootleggers and counterfeiters.

**Linfield Joins UA Field Staff**

NEW YORK — Lloyd Linfield has been appointed Southern field representative for United Artists Records. He will cover Atlanta, Miami, Memphis, Nashville, New Orleans, Dallas, Houston and Oklahoma City.

Linfield was formerly general manager of S. & W. Distributing, Memphis, and prior to that was associated with Decca and Columbia in sales.

**RENT! 2,200-SEAT CARMAN THEATRE IN PHILADELPHIA**  
 Excellently located. Fully furnished and equipped with latest equipment, including wide screen, stereophonic sound, large stage for drama and musical comedy. 1,200 seats on first floor, 1,000 balcony seats. For full particulars write or call  
**ALBERT M. GREENFIELD & CO., Inc.**  
 Walnut & Juniper Sts., Philadelphia 7 Telephone: Kingsley 5-1400

**REALLY BIG!! THEME FROM THE APARTMENT**  
 FERRANTE and TEICHER  
 United Artists—#231  
**LEROY ANDERSON'S SERENATA**  
 SARAH VAUGHAN  
 Roulette—R-4285  
**MILLS MUSIC, INC.**

**MIDNIGHT MOUNTAIN**  
 BOBBY FENSTER • DIXIE RECORDS  
 WRITE  
**HEIGH-HO CORP.**  
 507 FIFTH AVENUE  
 NEW YORK 17, N. Y.

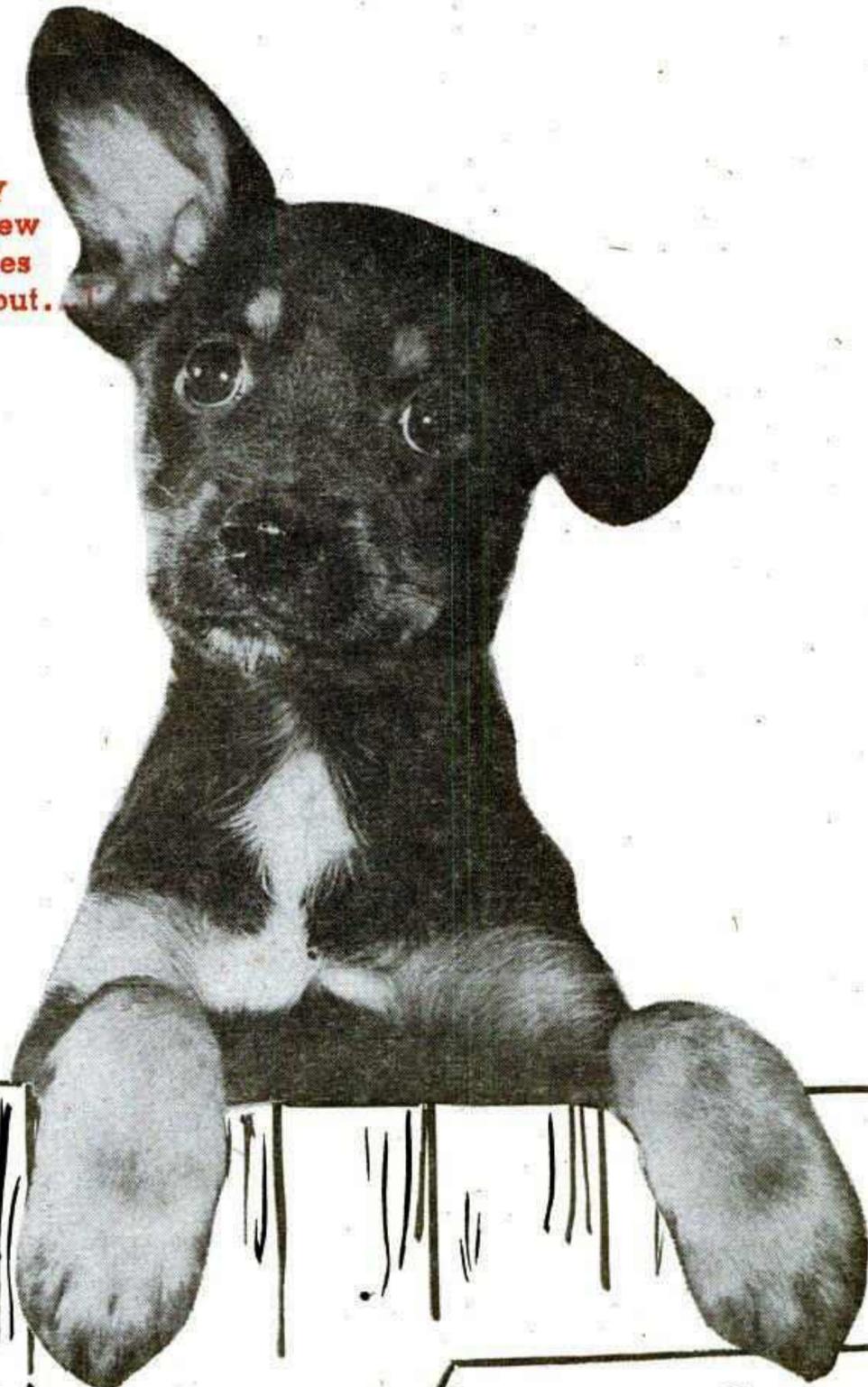
Janie & Jeanne  
**'SLEEP WALKIN''**  
 b/w  
**'YOU'LL FIND OUT'**  
 Cap. 4456  
**CENTRAL SONGS, INC.**  
 6308 Sunset Blvd., Hollywood 28, Calif.  
 Phone: Hollywood 1-9347

**SPACE TO LEASE For Record Department**  
 In Heavy Traffic Credit Store on 125th St.  
 Write BOX 313, The Billboard 1564 Broadway N.Y.C.

**GIVE TO DAMON RUNYON CANCER FUND**

**ELVIS' GREATEST EVER!!! Are You Lonesome Tonight? ELVIS PRESLEY**  
**BOURNE, INC. (ABC MUSIC CORP.)**  
 152 WEST 52nd STREET NEW YORK, N. Y.

'did you say  
that the new  
jimmy charles  
record is out.



ADDIT  
DOEZ IT  
AGAIN!

ADDIT RECORDING CORP.  
165 W 46 ST. N.Y. 36, NY  
Phone JUDSON 6-3702

### ADDIT'S 'KEEPING POSTED' LIST

A MILLION TO ONE—Jimmy Charles (Promo-1002)  
 RAMBLIN'—The Ramblers (Addit-1257)  
 BIG McGOON—The Spydells (Addit-1220)  
 'CAN SHE GIVE YOU FEVER'—Ernie Tucker (Earth-501)  
 'DEAR ONE'—Mr. Lee (Addit-1229)  
 'TEARDROPS FOR A CHASER'—Jerri Granger (Addit-9117)  
 'HERE'S TO A BOY'—Sue Leban (Promo-6162)  
 GINNY BELL—Paul Dino (Promo-2180)  
 'MISTER MAN'—The Masquerades (Formal-1012)  
 'HELP ME SOMEBODY'—Johnny Brooks (Addit-1436)  
 IF I'D KNOWN—James Bailey (Promo-5311)  
 AGE FOR LOVE—Jimmy Charles (Promo-1003)

STORE-TESTED PROFIT POINTERS FOR DEALERS

## Listening Room Adds Realism to Audio Demo

By ROBERT SCOTT

It's much easier to sell high-ticket home music equipment if the surroundings in which the customer sees and hears it remind him of his own listening room at home; and if they help him to visualize how the equipment will look in it. You will find that, if you have an unused storage room at the back of the store or an empty loft upstairs, you can convert that waste space into an attractive listening room for a total maximum cost of less than \$500. Here's how.

### Listening Loft

Let's take that unfinished loft upstairs, for example, because it requires the most work and comes closest to the \$500 figure. You can probably use the stairway that leads up to it now, if you paint the steps and the walls to make them more attractive. The biggest single expenditure in carving a room out of an unfinished loft is the ceiling, including the lighting and wiring for the room. The cost for a 15 x 20 foot room for a decorated ceiling, complete with diffused lighting, outlets for equipment, etc., amounts to \$313.60.

By using a plastic grille ceiling, such as the type marketed by Jaffre Products Corporation of Brooklyn, N. Y., you eliminate the need for costly lighting fixtures and installation, and at the same time, acquire an attractive ceiling. The

grilles are available in a number of patterns, can be installed by your own store personnel or by yourself in odd moments, and facilitate cleaning and replacement of burned-out bulbs. Jaffre's Plygrille comes in panels measuring 15½ inches by 2, 4 and 6 feet which slide into moulding laid across the ceiling. Holding the affair in place are a series of hooks, one to a section, which can be attached to the unfinished rafters in your loft. The lighting, consisting of naked 60 or 100-watt bulbs in ordinary porcelain fixtures can also be attached to the rafters. To diffuse the light, and to hide the unfinished ceiling, it's a good idea to lay sheets of opaque plastic over the Plygrille.

Electricians' charge for the wiring, which includes six ceiling fixtures spaced five feet apart and outlets for equipment along the baseboard of the room would run in the neighborhood of \$70 throughout most of the country. In New York, where electricians' rates are high, this is computed on the basis of \$10 per outlet. In other areas, charges may be substantially lower. Because the building codes of most communities stipulate that all wiring must be inspected by a master electrician, it's better to turn the work over to an electrical contractor than to attempt to do it yourself—unless your serviceman is a master electrician.

It should take a full day to install a 15 x 20 foot ceiling. The

(Continued on page 28)

## Capehart Adds 3 New Divisions

NEW YORK — The forming of three new divisions and the appointment of a like number of new vice-presidents and general managers to head up these new divisions has been announced by the Capehart Corporation.

One of the new divisions is called Manufacturing, to be headed up by Pat Gale. Gale has been with the company for 25 years and was most recently veep in charge of engineering. This division will handle the production of both consumer products and industrial and military equipment. Dr. J. H. Vogelmann has been appointed vice-president of the second new grouping to be called: Research, Development and Engineering division. Engineering Services is the third of the new divisions, and it, under the leadership of Irving Mirman as veepee, will control Capehart's world-wide network of field engineers.

## '59 Indie FM Loss \$1½ Mil

NEW YORK — A report by the Federal Communications Commission issued recently shows that a net operational loss of some \$1,600,000 was incurred by independent FM radio stations for 1959.

Figures in the report shows that the total revenue compiled by the 148 FM stations which are operated by non-AM licensees amounted to \$4,300,000 while expenses amounted to \$5,900,000.

Another point the report made was that of the 148 stations operated by non-AM licensees (independents), 110 reported losses. The total number of FM stations, however, was 662 in 1959, as compared to 533 in the previous year.

## Radio, TV Retail Sales At Sept. Peak

WASHINGTON — This year's highest monthly total for the retail sales of television and radio sets were racked up in September, according to a report released by the Electronics Industries Association last week.

Biggest monthly rise was seen in the radio field where some 307,484 more sets were sold than in August; 1,102,092 for September and 794,608 for August. These excluded auto radio sales. Year-to-date figures were still swinging well above the 1959 total: 6,348,421 for 1960, as opposed to the 5,285,878 for 1959.

Total production figures for radio, too, showed a yearly high. A total of 1,945,092 sets rolled off the production lines in September, while 1,048,406 were produced in August. Of this total FM production accounted for more than 40,500 of the over-all radio gain.

## RCA Victor Ups Williams

NEW YORK — A 35-year veteran of the RCA Victor Sales Corporation, Jack M. Williams, has been named to that firm's post of vice-president of advertising and sales promotion. Mr. Williams will supervise advertising and sales promotion of RCA TV, radios, phonos stereo consoles, and tape recorders. He will also be responsible for the forming and staging of distributor meetings, and preparation of sales training material.

## 3-M Sales Ahead of '59

ST. PAUL — The Minnesota Mining and Manufacturing Company has issued a report stating that its sales and income for the first nine months of 1960 are ahead of the same period to date last year. Total sales of \$403,145,898 were racked up by the 3-M firm and its subsidi, while the net income was \$50,134,365, giving a profit per share of 98 cents. This compares favorably to the \$363,332,469 total sales and income of \$45,698,317, or 89 cents per share for the same period in 1959.

The figures for 1959 have been restated to reflect foreign operations which, except for the Canadian, were not included in prior years. Sales of the two firms acquired earlier this year, Mutual Broadcasting and Revere Camera, are also included in the sales figures.

## Baker, Radio, TV Pioneer, Dies at 68

SYRACUSE — The radio and television industry was saddened to learn of the death this past week of Dr. W. R. G. Baker, president of the Syracuse University Research Corporation. He was 68.

Dr. Baker was universally known and respected thruout the trade as a pioneer and great contributor to the entire radio and television industry. As chairman of the National Television Systems Committee, he was instrumental in developing standards for black and white and color TV. He served on many organizations and corporations and belonged to many private and governmental bodies which helped formulate and implement progressive trends and policy for the entire radio and television industry.

## Ampex Market Tests Threader

SAN FRANCISCO — An automatic threading attachment, which is currently only available with the Ampex PR 10 professional tape recorder, is being market tested extensively to find out whether it should be sold with the firm's other tape recorders.

Costing an additional \$35, the attachment simplifies the threading process, which has always been a problem to amateurs, and which is even a bit more complex on the PR 10. A speed test showed that it took an Ampex engineer only two seconds to thread the machine with the new unit as opposed to 14 seconds by hand. A company spokesman said that dealer reaction to the new unit was good and that some were asking for it on display and demonstration models.

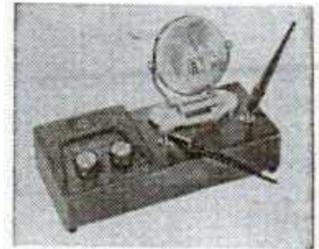
## Motorola Yule Window Displays

NEW YORK — Motorola dealers are being offered a strong Christmas window display to draw attention to their line of the firm's products. The display contains more than 80 separate pieces ranging from placards to ornaments which dramatize the products highlighted. The display is usable in nine and 12 foot windows and will be installed by the company using professional window trimmers.

## NEW AUDIO PRODUCTS

### Set Combines Spoken & Written Word

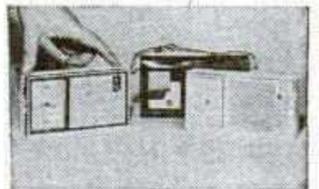
An unusual six-transistor radio-desk set with two ball-point pens and calendar is being marketed by Harlie Transistor Products of Jamaica, N. Y. The new unit is called the Pen-Mate (PMR-1 model), and includes an earphone jack. The radio is operated on four penlite batteries and is encased in cherry wood with cowhide. It comes in a choice of either polished brass trim. It sells for \$49.95.



polished brass trim. It sells for \$49.95.

### Clock Radio on the Move

A 32-hour, spring-wound clock is packaged with a six-transistor portable radio in the Westclox Travelaire clock-radio combination. The new unit is being introduced on a limited basis and comes in either a his (left) or her (right) model. The Travelaire is three and one-eighth inches wide and one and one-half inches deep. It comes in a shock resistant plastic case and has an earphone for personal listening. There is a 90-day guarantee on the combo.

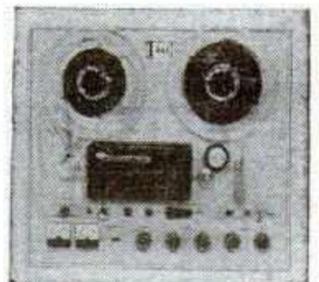


The clock has a luminous dial. The model for males

comes in oxford gray with ivory trim, while the female model is turquoise with an ivory trim. The carrying cases are optional and are of either gray or light tan. Suggested list prices are \$44.95 for the unit, \$49.95 with carrying case.

### Automatic Reverse Recorder

American Concertone has introduced a new four-track tape recorder that allows the player to play an entire reel of four-track tape with attention. The Reverse-O-Matic, as the unit has been dubbed, performs all functions of a normal quarter-track machine and has, as well, an automatic reverse feature which is capable of giving up to one and one-half hours of continuous play at seven and one-half inches per second speed; and up to three hours at three and three-quarter inches per second.

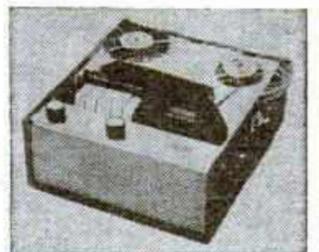


The Reverse-O-Matic uses two separate four-track playback heads. In addition the company is also debuting

a conversion kit (No. 540) which allows the regular Concertone 505 to be converted to automatic reversal. For further information and suggested price the company invites inquiries to its Culver City, Calif., main office.

### Recorder Has Labor, Parts Guarantee

A one-year guarantee accompanies the new Astro-Sonic II tape recorder being introduced by the Pentron Sales Company of Chicago. The guarantee covers all parts and labor needed for repair of the machine within the one-year period. The company makes all parts for the machine. It also has two speakers: a four and a six inch horn, which are mounted in a leatherette covered wood cabinet. The



price of the unit is \$189.95 for a monophonic set, and \$219.95 for the stereo set.

### Aluminum Tabs Cue Tape

Milwaukee's W. H. Brady Company has devised and is marketing an aluminum foil cuing tab especially designed for automatic cuing with motion picture film and magnetic recording tape. When the Quick-Cue contact tabs reaches the contact points at the point of reversal, it actuates the mechanism to stop and shut off the reproducer or reverse and repeat the program.

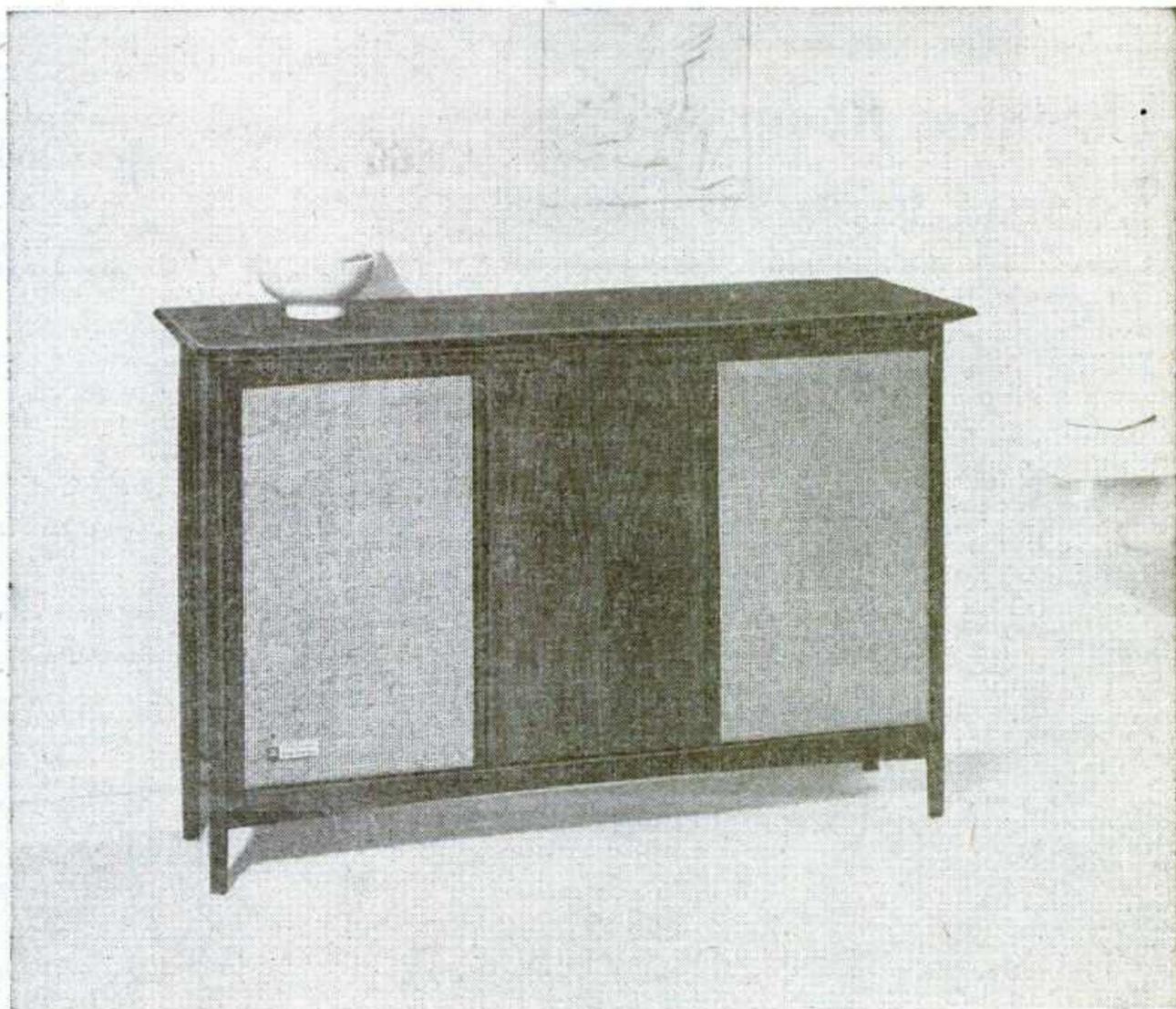
### New Tuner Kit

The LK-72 is a new 72-watt stereo amplifier kit being introduced by the H. H. Scott Company. The new unit comes packed in a special "Kt-Pak" that opens into a worktable, and folds up to be put away when not wanted.

The same company is also introducing a 100-watt stereo power amplifier, the Model 290, which has a meter monitor feature. This allows the user to adjust to changes of output tube bias to maintain peak performance and balance between channels.

(Continued on page 28)

# DRAMATIC BEAUTY



## **V-M** stereophonic high-fidelity console phonograph - model 816

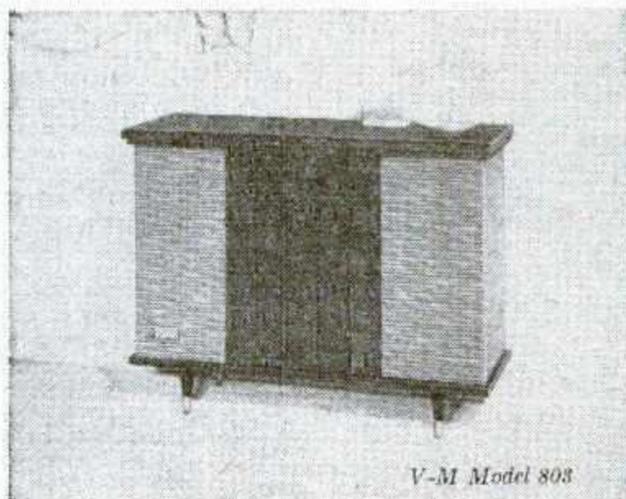
The elegant Danish Contemporary styling of this exquisite instrument makes it a real beauty . . . a tribute to your fine furniture taste! Here is luxurious convenience plus matchless performance characteristics for your most discerning customers.

**THESE DOMINANT PRODUCT FEATURES CLOSE MORE SALES!** • Genuine Walnut Cabinetry with hand-rubbed finish . . . certified by the American Walnut Manufacturers Association • V-M Deluxe 'Stere-O-Matic'® 4-Speed Automatic Record Changer plays all records, (stereo

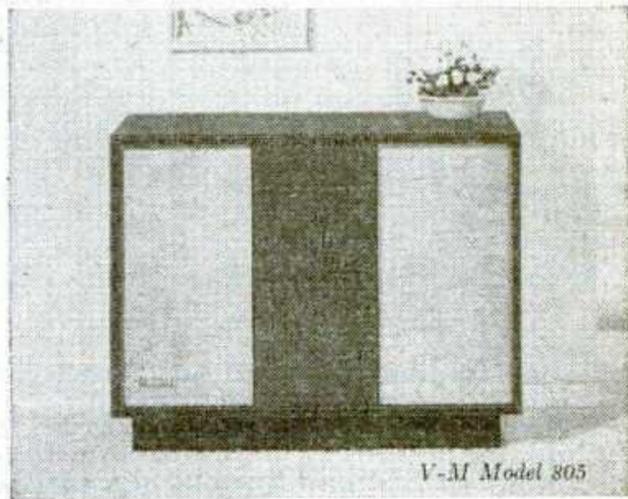
or monophonic)—and plays them better than ever before! • Full Frequency Range on BOTH channels is provided by two superior 12" woofers and two angle-mounted 3" tweeters • Diamond Needle • Powerful Dual-Channel Amplifier provides 40 watts (peak) power output; 20 watts each channel • Auxiliary Speaker Output permits you to add extra speakers to each channel . . . or use console speakers for one channel and external speakers for other! • Two Large Record Storage Compartments • "Drop-In" Tuner Available.

STYLED FOR SELLING—Only \$350.00\* List!

*new standout sellers...from a standout leader!*



V-M Model 803



V-M Model 805

## **V-M** stereophonic high-fidelity console phonographs model 803 and model 805

• Cabinets bear the coveted approval tag of the Fine Hardwoods Association • V-M 4-Speed Automatic Record Changer • Automatic Manual-Play • Full Frequency Range on BOTH channels • Four Speakers, two woofers, two

tweeters • Record Storage Compartment.

V-M Model 803 in Fine Mahogany Hardwood—

\$199.95\* List

V-M Model 805 in Fine Walnut Hardwood—\$229.95\* List

V-M Accessory "Drop-In" Deluxe FM-AM Stereo Tuner. Affords simple installation. Sell these glamorous consoles with or without the "drop-in" tuner for even greater sales appeal! \$99.95 List

\*Slightly Higher West

call your V-M distributor—today!



V-M CORPORATION • BENTON HARBOR, MICHIGAN • Known for the Finest in Record Changers, Phonographs and Tape Recorders

## NEW AUDIO PRODUCTS

• Continued from page 26

### Magnetic Tape Head Cleaner

The X-Sol division of the E. L. Hearn Company, Pasadena, Calif., has a magnetic tape recorder head cleaner on the market. The product is in actuality a wick which is run thru the threading area of the machine, and which cleans by dissolving the oxide that accumulates on the recording and playback heads.

## GUITARISTS and ALL musicians and vocalists... discover the amazing TOTAL SOUND of Ecco-Fonic portable ECHO-REVERB CHAMBER

Unlock the hidden beauty and depth of your music. Create concert hall echo and reverberation effects anywhere—just as is done in million dollar recording studios—and just as many top pro's are now doing with Ecco-Fonic.

Send for  
**FREE RECORD**

EccoFonic, INC. Dept. 4  
805 So. Vermont Ave., Los Angeles, Calif.  
Send 33 1/2 "TOTAL SOUND" record and literature.

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_  
MUSIC DEALER \_\_\_\_\_

### Bogen Puts On Traveling Stereo Show

NEW YORK—A unique cross-country high-fidelity and stereo show is currently making the trek thru 65 cities of the United States. The "Stereo Festival," as the tour has been dubbed, is being presented by the Bogen-Presto components combine in conjunction with the University Speakers. The self-contained hi-fi layout is accompanying the Fred Waring and His Pennsylvanians troupe, setting up in the lobby of the theaters in which Waring is performing.

The hi-fi firms report that Waring is co-operating to the hilt, demonstrating the multi-channel sound system the companies have built for his musical productions, and talking up the exhibit in the lobby. Dealers in individual cities have been co-operating and have been plugged by the show. The compact unit itself is made up of receiver and turntable, and three types of speaker systems. Streamers and placards depicting typical home set-ups in full color are also part of the exhibit.

### A CORRECTION

NEW YORK — To correct some of the confusion that has resulted from an incomplete listing in the directory in this section labeled "Makers and Sellers of Tapes." The Decca and Coral recording companies should have been named distributors of their own pre-recorded tape. The tapes are manufactured, however, by United Stereo Tape of Bloomfield, N. J. UST was erroneously named as distributor of Decca and Coral tape products.

### Listening Room Adds Realism

• Continued from page 26

first step is the installation of 705 feet of moulding — strips every 15 1/2 inches, centered on the normal 16" rafters of the loft, with cross pieces every four feet. In addition, extra cross pieces must be laid midway between these four-foot pieces, to support the entire section. In other words, for each section of grille, there are two mouldings, running along the sides, two at the ends, and one across the middle for support. Having installed the moulding, it's a simple matter for you to secure the cross pieces to the rafter by means of hooks available from your hardware dealer. Then, you simply slide the Plygrille into place and lay the plastic sheets over the top. At the end of the day, your ceiling is ready—at a materials cost of \$298 and a labor cost of \$15. If you decide to do the job piecemeal, you can eliminate the labor cost by having the store personnel work on it during slow periods.

#### Mounting the Walls

Mounting the walls is both simpler and less expensive. The first step is to lay out, on the floor directly beneath your ceiling, the area your new showroom will cover. Then mount 2 x 4 support beams every 16 inches around the perimeter of your room, leaving room at some point for a doorway. The beams may be nailed securely to the rafters and to a point directly below that on the floor. If your room is 15 x 20 feet, you'll need approximately 450 feet of support beams, at a usual per foot cost of 10 cents. Sheetrock, available from any building supply dealer, comes in 4 x 6 feet, 4 x 8 feet and 4 x 10 feet panels, at 6, 7 1/2 or 10 cents per square foot, depending on thickness. You'll need approximately 550 square feet of it, and chances are you can use the 3/8" thickness (6 cents per sq. ft.). If your local building code insists on fire-proof construction, you'll need the 1/2" thickness, at 10 cents. Installation time is estimated at slightly less than one working day, at a cost of \$12. Cost of materials for the doorway and the time in mounting them, might amount to another \$12.

The next step is painting the walls and finishing the floor. Wall painting can be a fairly simple job if you use a roller, requiring about \$6 worth of paint and perhaps \$10 worth of time. Many manufacturers such as Fisher, Pilot, V-M, and others have wall drapes which can be used thruout the room to help you decorate. The drapes are available on request to dealers, and are usually a neutral gray with the manufacturer's logo on them. They blend in with almost any decor—in fact, you can use more than one manufacturer's drapes in the same room without worrying about clashing colors. In case you want to match the drapes to your color scheme, however, it might be a good idea to show your paint dealer a sample. Some paint lines, like Standard Toch Chemical's Color Carousel, enable a paint dealer to get a mix which will give you an exact match. You don't have to keep paint cans around for retouching, either; the Color Carousel dealer keeps a record of

the paint you buy, and can match it exactly the next time you want some.

There are two ways of doing a wood floor. Perhaps the least expensive and most attractive is to sand the wood down and varnish or paint it. With an electric sander, the initial part of the job can be done in an hour or so, at a labor cost of about \$2. Varnishing can take as long as two hours (one hour per coat), with a wait of four to six hours, at a labor cost of about \$4 and a materials cost of about \$4 for varnish or paint, and brushes. A good-looking varnished floor can help achieve that home-like atmosphere you're after, particularly if the wood is good. If it isn't, you may have to use paint. In either case, you'll need a good-looking rug—to suggest home listening conditions, and to absorb some sound. The standard size which most nearly fits our 15 x 20 foot room is a 12 x 15 foot rug. A rayon job with foam rubber base in an attractive color adds to the appearance of the room and costs about \$75 new, substantially less for a used one.

In the event your floor is concrete, you'll have to paint it with a special type of floor enamel. It seems that concrete floors tend to "dust" after a while, producing a layer of fine powder thruout the room. Not only does "dusting" present a cleaning problem, it can get inside the equipment where it may do harm to records and equipment. Most hardware stores carry paints such as Standard Toch's RIW Korosist, a rubber-base floor enamel which prevents "dusting." However, such enamels usually are available in only a few colors, such as grey and red, or pastel shades of green and blue. The latter are unsatisfactory for a store showroom floor because they show dirt immediately. You'll still need the rug on the floor, and your paint cost will be about \$17.

Finally, to finish the room, you'll need some attractive, comfortable furniture—but not too much. An attractive leather couch and matching armchair, together with a table or two, a magazine rack and one or two lamps may do the trick. Perhaps a bookshelf in one corner will help. It pays, too, to keep your stock in the listening room to a minimum. Two or three of your best consoles, and perhaps one or two high fidelity component systems attractively arranged would be just about all the stock a 15 x 20 foot room could reasonably hold, without becoming another sales floor. You may, in exchange for proper credits, be able to work out an arrangement with a local furniture dealer to let you have the furnishings on loan.

If you're lucky enough to have a finished room at the rear of the store, or if there's one already available in the basement or the loft, you can save much of the cost outlined here. You'll need extra lighting and wall outlets; but you can save much of the building costs. Your major expenses then become paint and furnishings. In any case, an attractive listening room may well make back your investment in it within the year.

## AUDIO NEWS BRIEFS

The Electronics Industries Association is currently involved in a study to determine the number of scientists and engineers working in the electronics industry. Survey is being done to ascertain what possible adverse effects shifts in defense programming could have on the reservoir of professional electronics manpower.

The same organization has named Orphie Bridges, an Arvin Industries vice-president, to chair the radio section of the EIA's Consumer Pro-

ducts Division... New general sales manager for Glaser-Steers in the Pacific Northwest, British Columbia and Alaska is Rod Kershenstein... The Roy Bernard Company has been appointed to handle public relations for the Harmon-Kardon stereophonic hi-fi component parts company... In like manner, the newly merged Hudson-Terminal company has named Robert D. Eckhouse and Associates to take charge of public and press relations.

Jack Frietsch is product manager for all electronic product lines in the Philco Consumer Products Division... The Reeves Soundcraft Company has a new Product Development Division headed by Vice-President in Charge, Edward Schmidt. Charles D. Aikman has been brought into the company to assume the post of vice-president in charge of manufacturing, Mr. Schmidt's former post.

The Joe Mayers (he's president of Mayer, Klann, Linabury, Benton Harbor, Mich., and account executive for V-M Corporation) are parents of a son, Robert Mathias, born recently... Sam Gross, 38 years with Famous-Barr Company, the St. Louis department store and nationally known as a buyer of radio-TV-stereo, retires February 1. He will continue as a merchandising consultant and lecturer upon his retirement from the May Department Store chain... Fred Parsons, veteran in appliance distribution with Victor, Zenith and most recently merchandising manager for Motorola nationally, has been named general manager of Motorola's Chicago branch.

The Glaser-Steers Corporation has appointed the Lawrence B. Cole Company as the firm's representative in the New England territory... Arthur E. Selnick of Baltimore has been named as exclusive representative for the Pentron Tape Recorder folks. He will cover the Philadelphia - Washington - Richmond area.

### Magnecord Loses Daly to Globe

TULSA, Okla. — The magnetic recording tape industry loses a prominent citizen today (7) when Hugh J. Daly, veteran sales executive, exits his post as vicepresident of sales for Magnecord, a division of Midwestern Instruments, to join Globe Electronics, Omaha, as vicepresident of sales for the firm which makes citizens' band and ham radio equipment. Daly was originally sales manager with Eicor, Inc., Chicago, when that firm made tape recorders. He departed Eicor in 1955 to join Magnecord, Chicago, as sales manager of their tape recorder division. When Magnecord merged with Midwestern Instruments and moved to Tulsa, he made the switch and became sales manager of the firm's tape recorder division in the new merger reorganization. Daly has tendered his resignation as a member of the Magnetic Recording Industry Association's board of directors and also as public relations director of MRIA.

Paul Bunker, another Magnecord veteran who served as Daly's assistant in the sales department, and who was recently named sales manager of the firm, moves in as Magnecord sales chief.

### Genmark Guarantee

NEW YORK — David Libsohn, president of General Magnetics and Electronics, Inc., maker of Genmark 101 tape recorders, defined the terms of his company's guarantee on his firm's machines as being a full year guarantee on all parts and labor to dealers. He also said that a free exchange privilege is included in case of a lack of repair facilities to handle the machines in a dealer's area.

# EXTRA \$\$\$\$\$\$ FOR DEALERS



How to get them? Every dealer wants to know.

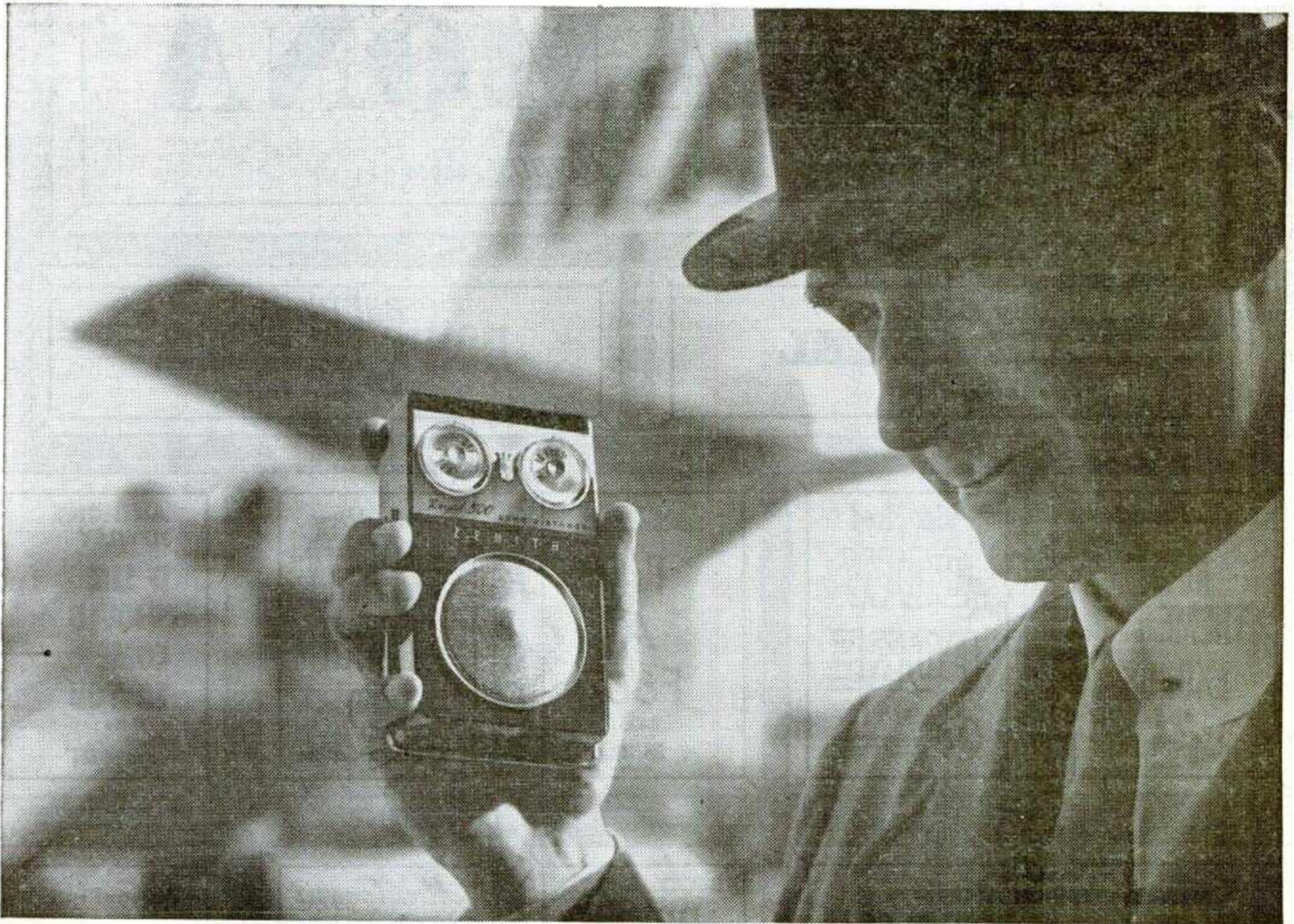
•Mr. Dealer: Have you pulled a smart promotion, worked an original merchandising idea, made a clever tie-in pay off? Why not share your brainstorm with your fellow-dealers across the country, through the columns of the record dealer's trade paper, The Billboard.

Just send details to Lee Zhito, The Billboard, 1520 North Gower St., Hollywood 28, Calif. We'll do the rest.

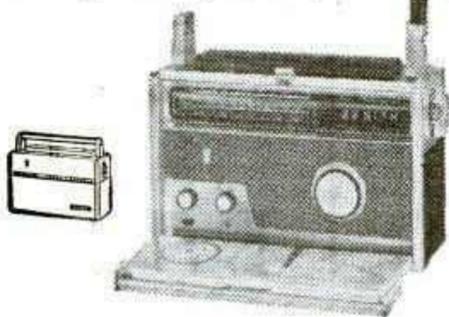
GIVE TO DAMON RUNYON CANCER FUND

*Give the gift every traveler wants!*

## World's finest performing pocket radio— Zenith's Royal 500E!



**Powered to tune in the world!** Zenith's famous all-transistor Trans-Oceanic® portable radio receives both short wave and standard broadcasts—even navigation signals and FAA weather broadcasts. 9 supersensitive wave bands. Black Perma-wear covering with chrome and Roman Gold color trim. The Royal 1000D, \$275\*†. Zenith's 8-band Royal 1000, \$250\*†.



**Plays in trains, planes, autos, boats!** More power and tone for indoor or outdoor listening. Zenith's all-transistor Royal 500E has up to 300% more sensitivity to distant stations than a pocket radio without RF Stage. Has Zenith quality speaker plus built-in Wavemagnet® antenna, precision vernier tuning. Smartly styled non-breakable case in two-tone brick red and off-white, or solid maroon color or ebony color. The Zenith Royal 500E, \$75.00\*. Other Zenith quality all-transistor pocket radios from \$29.95\*.

*Quality-built in America by highly skilled,  
well-paid American workmen*

# ZENITH

*The quality goes in  
before the name goes on*



ZENITH RADIO CORPORATION, CHICAGO 39, ILLINOIS. IN CANADA: ZENITH RADIO CORPORATION OF CANADA LTD., TORONTO, ONTARIO. The Royalty of television, stereophonic high fidelity instruments, phonographs, radios and hearing aids. 42 years of leadership in radionics exclusively.

\*Manufacturer's suggested retail price. Prices and specifications subject to change without notice. †Price includes batteries.

# The *LONDON GROUP* hangs up hit after hit after hit

**Blue Diamonds**  
**RAMONA**  
*LONDON* #1954  
**IMMEDIATE AIR PLAY - TERRIFIC SALES**

Roy Orbison  
**BLUE ANGEL**  
*Monument* #425

Bill Black  
**DON'T BE CRUEL**  
*HI* RECORDS #2026

Mantovani  
**MAIN THEME** from **EXODUS**  
 #1953  
*LONDON* RECORDS

Dick Flood  
**COW POKE**  
 #427  
*Monument* RECORDS

Teen Queens  
**I'm A Fool**  
 #4015  
*ANTLER* RECORDS

Pat O'Day  
**HEAVENLY HAWAII**  
 B/W Missouri Waltz #109  
**SEVILLE** RECORDS

ANTHONY NEWLEY  
**IF SHE SHOULD COME TO YOU**  
 #1929  
*LONDON* RECORDS

The Clippers  
**Good-Night Irene**  
 #210  
**BEACON** RECORDS

The Flares  
**WHAT DO YOU WANT IF YOU DON'T WANT LOVE**  
 B/W JUMP AND BUMP #8607  
*Related* RECORDS

BUCKY BROWN  
**DREAM DATE**  
 B/W Everybody Has A Dream #610  
**XYZ** RECORDS

Mantovani  
*Irma La Douce*  
 #1947  
*LONDON* RECORDS

Ramrocks  
**THEME FROM THE TERRACE**  
 #8608  
*Felsted* RECORDS

Robin Wilson  
**THE NERVOUS AUCTIONEER**  
 #426  
*Monument* RECORDS

The Escorts  
**LEAKY HART AND HIS RED GO-KART**  
 #4005  
**SCARLET** RECORDS

Piano of Ronnie Aldrich AND HIS ORCHESTRA  
**OUR CONCERTO**  
 B/W PEPE #1951  
*LONDON* RECORDS

The Overtones  
**The FISH MAN**  
 #1952  
*LONDON* RECORDS

Now in the LP top 10  
**Bill Black SOLID and RAUNCHY**  
 LP-#HL 12003  
 EP-#HE 22002  
**HI** RECORDS

LONDON RECORDS, INC. 539 WEST 25th STREET, NEW YORK 1, NEW YORK

## MUSIC AS WRITTEN

### New York

Composer **David Amram**, now scoring music for the film "A Matter of Conviction," has been commissioned by the Park Avenue Synagogue in New York to compose a new Friday evening service for its 18th annual service of new liturgical music by contemporary composers. . . . **Johnny Greenhut**, **Dick Gabbe** and **Al Bruno** of the Conference of Personal Managers East, have been named as a committee to act as liaison with the West Coast branch of the organization. . . . **Argo Records** has signed **Buddy Rich** to an album pact. . . . **Jonah Jones** opens at the Embers tonight (7). . . . **Dana Records** is issuing an album called "Sing Along Christmas Carols" in Polish. . . . The Starway label has signed legit musical singer **Andy Thomas**. . . . **Junior Waters**, nephew of the great **Ethel Waters**, has cut his first sides for the ABC-Paramount label.

**Erroll Garner** is slated for **Basin Street East** for two weeks starting **March 30**. . . . **Frankie Avalon** opens at the **Town Casino, Buffalo, November 14**. . . . **Cleffer Bob Bowden** will be on **Station WFHA-TV in Red Bank, N. J.**, on **Saturday evenings** starting next week on a country music show. . . . **Wye Records** has signed thrush **Claire Charles**. . . . **Tom Shepard** is the new associate producer at **Columbia's Masterworks artist and repertoire department**. He will assist department chief **Schuyler Chapin**. . . . **Savannah Churchill**, now with **Jamie Records**, had her first single issued this week.

Bob Rolontz

### Chicago

**Dick Schory's** new album, "Running Wild," is due for January release by **RCA Victor**. It's a percussion and brass spectacular. Schory recorded audience cheering on the album during his recent **Orchestra Hall** concert here. Number was "Bully." Schory, incidentally, is busy setting up the Chicago branch of the **National Academy of Recording Arts and Sciences (NARAS)**, with an initial membership meeting tentatively slated for the last week in November. On Schory's organizing committee are **David Carroll**, **Joe Wells**, **Mike Simpson**, **Bill Hanley**, plus this writer.

**Mercury's Eastern a.&r. director, Clyde Otis**, recently inked the pop-singing **Cadillacs**, and **Arlene DeMarco**, youngest member of the **DeMarco Sisters**. . . . **Mercury's jazz director, Hal Mooney**, meanwhile added **Gigi Gryce** to the label's roles. . . . **Fast-rising newcomer, Barbara Russell (United Artist)**, opens tonight (7) at the **Racket Club, Dayton, O.**, for two weeks, following a stint at **Milwaukee's Holiday House**. The thrush has a real success story to date. She's been singing professionally less than a year. Never took voice or singing instruction, "just picked it up." She started singing with a trio in **Brooklyn**, moved to the **Enchanted Hour in Queens**, where she was heard one night by **Don Costa**, and signed to **UA** a couple of days later. After her first album, she started on personals, was pacted with **New York agent Kenny Greengrass** a couple of months ago, and is now slated for a tour including **Washington, Canada, Chicago and Philadelphia** "for experience," with plans for another album on the horizon.

**Jack Karey (WCFL-Radio)**, starts his seventh year as a volunteer worker for veterans hospitals, with a stagershow at **Veterans Administration Research Hospital** here, election night (8), headed by **Frank D'Rone**. He'll appear weekly at the hospital, playing the latest record releases over the hospital network. Following are disk-discussion-review sessions with patients that have been worked into the hospital's medical therapy program. . . . **Second City, Chicago's coffee-house-nightery**, launches a new satirical musical revue, "The Seacoast of Bohemia," Tuesday (8), fourth since the club opened last December.

**Lambert, Hendricks and Ross, jazz vocal group**, open at the **Cloister Wednesday (9)**. Currently it's the **Julian (Cannonball) Adderley Quintet** alternating with the **Ira Sullivan Quartet**. . . . **Robert J. Drain, well-known Chicago broadcaster**, currently at **WSBT-TV, South Bend**, died Wednesday (26) of a heart ailment. He was 45. Surviving are his widow, **Patricia**; son, **Michael**, and parents, **Mr. and Mrs. Harry W. Drain**. . . . **Norman Ross** will be toastmaster for the **Feast of the Haggis, featuring Scottish music, dances and the works, hosted by the Illinois Saint Andrew Society, Saturday (26)**.

**Lou Donaldson** opens at the **Sutherland Lounge Wednesday (9)** for a week. . . . **Jack Russell**, recently elected president of **Artists' Representatives Association's Midwest regional office**, leaves for **ARA's national meeting in New York Wednesday (9)**. . . . **Birdhouse, the progressive-jazz nightery with vending machine fare and soft drink policy**, reopened last Wednesday (2) with **Herbie Mann**. It was closed for remodeling to get the spot sound-proofed. **John Coltrane** opens Wednesday (9) for two weeks. The spa is also considering introducing a liquor policy in the near future.

Nick Biro

### Cincinnati

**Mort Sahl** duplicated **Shelley Berman's** recent success here when he attracted some 3,300 paid customers to **Music Hall Friday night (28)**, with the folk-singing trio, the **Limelights**, appearing in his support. Like **Berman's**, the **Sahl** performance netted rave notices from the local press. . . . **Al Bennett, Liberty Records prexy**, in town Monday and Tuesday (31-1) to huddle with his local distributor, **Is Nathan**, of **Hit Record Distributing Company**. . . . **Esmeralda and Pepe Lara** make their first U. S. appearance at the **Dunes Hotel, Las Vegas**, where they opened Friday (4) for an eight-week engagement. . . . **Gordon and Sheila MacRae** opened Friday (4) at **Beverly Hills, Southgate, Ky.**, for a fortnight's stand. . . . **Young pop singer Dale Wright**, formerly on the **Fraternity label**, guested for **Dale Stevens**, **The Post and Times-Star** columnist, Monday night (31). His theme was rock 'n' roll music. He boiled it down with, "I don't think rock 'n' roll music is dead because I don't think it ever existed."

**Harry Carlson, Fraternity Records prexy**, is this week shipping to deejays "Where Will I Go (To Forget You)," as

(Continued on page 33)

### ARTISTS' BIOGRAPHIES FOR JOCKEY PROGRAMMING



#### Damita Jo Dynamite With 'Last Dance'

Born 20-odd years ago in **Austin, Tex.**, her **New Orleans-born** parents named her **Damita Jo DuBlanc**.

Her mother, a talented artist, encouraged her toward a singing career. She and her family moved to **Santa Barbara, Calif.**, where **Miss Jo** became her high school's leading performer and choreographer.

**Damita Jo** began to make her mark with many night club, radio and TV appearances in **California**. In 1951 she signed as a featured singer with **Steve Gibson** and his **Red Caps**.

She's had many disk hits and her latest on the **Mercury label**, "I'll Save the Last Dance for You," rapidly climbing the chart, looks like another smash.



#### M-G-M A.&R. Chief Hits With 'Midnight'

**Ray Ellis** was born in **Philadelphia** July 28, 1923.

**Ellis** learned to play the saxophone when he was 12 years old. He had a natural feeling for the horn and taught himself to play all the reed instruments. When he was 16, the great swing band era was getting real hot and **Ellis** began thinking of music as a career.

Upon graduation from high school he hit the road for a year with a few name bands until the **Army** called him. While in service he developed into an arranger. After the **Army**, **Ellis** worked as a staff musician for local radio stations in **Philadelphia**.

Since then he has done numerous arrangements for many of the top recording artists in the business, such as the **Four Lads**, **Connie Francis**, **Clyde McPhatter**, the late **Billie Holiday**, and **Johnny Mathis**.

**M-G-M's chief pop a.&r. man** currently has a hit of his own climbing the charts in "Midnight Lace."

### YESTERYEAR'S TOPS—

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

NOVEMBER 11, 1950

1. Harbor Lights
2. All My Love
3. Goodnight, Irene
4. Nevertheless
5. Mona Lisa
6. Thinking of You
7. Bushel and a Peck
8. Play a Simple Melody
9. An Orange-Colored Sky
10. Our Lady of Fatima

NOVEMBER 12, 1955

1. Love Is a Many-Splendored Thing
2. Autumn Leaves
3. Yellow Rose of Texas
4. Moments to Remember
5. Shifting, Whispering Sands
6. Suddenly There's a Valley
7. He
8. Only You
9. Seventeen
10. I Hear You Knockin'

## VOX JOX

By JUNE BUNDY

**THIS 'N' THAT:** Record promotion man **Buddy Basch**—in his "Top Hit Club News"—has some interesting chatter material for jocks. **Basch** notes that originality isn't exactly at a premium in the song publishing field—at least when it comes to titles. For example, the **U. S. Copyright Office** lists the following number of tunes copyrighted with the same title: "Memories," 750; "Longing," 686; "Maybe," 614; "Mother," 597; "Goodnight," 533; "Sweetheart," 502; "Somebody," 489; "Love," 465; "Day Dreams," 458; "Waiting for You," 433; "Alone," 427; "Always," 418; "Moonlight," 409; "Goodbye," 406; "Lonesome," 401.

**GAB BAG:** Ex-deejay **Jay MacDonald**, now **U. S. Private First Class of San Marcos, Tex.**, writes that he and his **Army buddies** are rooting for a fellow soldier, **(Li) Joe Bonner, Specialist Fourth Class**. . . . **Freeman Hover, KEYZ, Williston, N. D.**, has received reports from two teen-agers in separate cities in **Sweden**, who have picked up the station, via shortwave. . . . **Paul Hesketh, CJAV, Port Alberni, B. C., Can.**, writes: "We are in dire need of disks for air play."

**CHANGE OF THEME:** **Jim Palmer**, formerly **WMBD, Peoria, Ill.**, has moved to **WCVS, Springfield, Ill.**, as deejay-program director. He takes over the 6:30-9:30 morning slot at **WCVS**, with **Miko Harvey** moving into a new 9:30 a.m.-12:30 p.m. time period. The station announced **Palmer's** arrival in town by offering a \$100 Savings Bond to the first person who talked to **Palmer** in the street and asked him if he was the new Morning Mayor at **WCVS**. . . . **Dick Shireman**, ex-general manager of **KISN, Portland, Ore.**, is new general manager of **KICN, Denver**. . . . **Charles W. Keller, KENS, San Antonio**, upped from production manager to program director.

**Saber Tweel**, who notes that he has worked at 32 stations in eight States over the past 12 years, has joined **WMPO, Pomeroy, Middleport, O.** His theme, of course, is "Saber Dance." He uses several different wax versions to establish varying moods. . . . **Joel Sebastian**, formerly with **KLIF, Dallas**, has returned to his home town and **WXYZ, Detroit**. . . . New jocks at **WIDE, Biddeford, Me.**, include **Ed Horne, ex-WPOR, Portland, Me.**, program director-afternoon deejay; **Don Matthews**, also **ex-WPOR**; nighttime spinner, and **Tom Koller, ex-WTSN, Dover, N. H.**, morning man.

**Bill Bennett**, former program director of **KHUL-FM, Houston**, has joined **KQUE, Houston**. . . . **Jack Sterling** started his 13th year as morning man on **WCBS, New York, November 1**. His latest chatter gimmick is tagged "Dialog Dimension" interviews—whereby the jock swaps stories with well-known personalities in the theater, the press, sports world and industry. . . . **Art Brown**, morning man at **WWDC, Washington**, also celebrated **November 1**—his 25th anniversary in radio. On the show, **Brown** played top tunes of 1935-'36 on the organ and from his own record library of collector's items.

**Glenn Flynn** has been named superintendent of the **Meredith Broadcasting Company's** newly completed facilities that have combined **WOW**, and **WOW-TV, Omaha**, under one roof. **Flynn**, who will continue to serve as chief engineer, also observed his 25th anniversary as **WOW** staffer **October 1**. . . . **Tom Adams, ex-McLendon jock**, has joined **KDRO in Sedalia, Mo.** (his home town) as program director. He also emcees a daily "TV Teen Time" show on **KMOS-TV, same city**, and needs disk giveaways for his telecast and record hops.

**Dick Spangler** has rejoined **KELP, El Paso, Tex.**, after an absence of several months, during which he took graduate courses at the **University of Mexico**. **Spangler** returned to **KELP**, via horseback, and a crowd of several thousands turned out at a local shopping center to greet him when he finally arrived in **El Paso**. All the greeters were given free records. . . . **Ted Barbone, Toledo**, and **frau Annette** welcomed a new son **October 16**—their first child.

**Johnny Sax, WBAY, Green Bay, Wis.**, is now emceeing a weekly dance party on **WBAY-TV** on **Saturday afternoons at 3:30**. He also is readying a regular column, "Saxville, U.S.A.," for teen-agers, which will appear in the bi-monthly **TV Index** magazine. . . . **Jerry McCarthy of WHOU, Houlton, Me.**, is leaving that outlet, due to a change in station policy. The outlet will henceforth employ full-time announcers who are able to work daytime shifts. **McCarthy**, who attends **Ricker College**, can only work nights. He's in the market for a nighttime seg on another station.

**HAWAIIAN HONOLULU:** **Ted Sax**, program director for **KKAA (formerly KPOA) Honolulu**, reports another change in call letters to **KORL (pronounced Coral)**. The outlet recently ran a Halloween promotion—tossing in with a local theater chain—whereby Halloween costumes were given free to dialers who called and answered a series of questions. . . . Also active on Halloween were **KAFY, Bakersfield, Calif.**, deejays who staged a "Trick or Treat" drive for "those who can't." The spinners went "trick or treating" **October 30**, collecting "goodies" (contributions for crippled and mentally retarded children) door to door. Listeners were urged to call **KAFY** and leave their name and address if they wished the jocks to stop at their house. Do-gooders included **Dick Brown, Johnny Knight**, program director **Al Anthony** and **Cliff Cox**.

**EVERYBODY**  
will love

# "SOMEBODY"

From the JERRY LEWIS production "CinderFella"—A Paramount Release

sung by

# JOHNNY NASH

on  
**ABC-10160**



Distributed in Canada by  
Sparton of Canada, Ltd.

# MUSIC AS WRITTEN

Continued from page 31

done by Lindy Estes, young singer from Owensboro, Ky., who is under the personal manager of Doug Evans. Carlson purchased the master on the tune two weeks ago from John Young and Boyd Bennett, of Benjon Music, Louisville, in competition with four other labels. "Where Will I Go" was penned by Max Powell and Tommy Stougle. Kenny Marlow, Nashville, is publishing. . . . Sunny Knight bowed her new radio show, "Your Gal Sunny," on WCKY here last week. Spotted from 1:05-1:30 a.m., Tuesday thru Sunday, new seg features platter music plus intimate-style chatter by Miss Knight a la Julie London. . . . John Gary (Fraternity) began a week's engagement at the Town & Country, Winnipeg, Monday (7). He has the Empire Room, of Chicago's Palmer House, and the Tidelands, Houston, to follow. Gary's new Fraternity release, "Forget It," is reported attracting attention in all sections.

Bill Sachs

## Hollywood

Liberty's Johnny Mann and bride-to-be actress Lori Nelson toasted at press-deejay party at California Racquet Club. . . . Jane Morgan opened a three-week stand at Cocanut Grove Wednesday (9). . . . Sol Hurok is presenting Erroll Garner in a one-man concert at Honolulu's Waikiki Shell March 4. Garner and trio opened a 16-day stand at the Crescendo here Friday (4). . . . Peggy Lee, following her current stand at the Las Vegas Flamingo, starts rehearsing and filming the New Year's Day Chevy Show. On January 12 she returns to New York's Basin Street East, follows on the 25th with a guest shot on the Perry Como Show, and then heads to Miami for a run at the Eden Roc.

American Federation of Musicians, now certified as collective bargaining agent for the major movie studio musicians, has started contract negotiations with Hollywood's movie makers. . . . Look Magazine carries a "what's he really like" piece on Dean Martin. . . . Jimmy McHugh, marking his 35th year as a tunesmith, is in New York sitting in on promotional plans for the "Where the Hot Wind Blows" film kick-off. He penned the title tune. . . . RCA Victor's Juan Esquivel to sound track Bob Cummings' comedy-mystery TV film series for Revue Productions.

. . . Lute Records veepee Murrey Bernstein signed Tony Batula and the Stair Sisters. Batula's "Am I Going Steady" is scheduled for January release, the Stairs' "Boy in the Study Hall" is being issued immediately. Stairs were booked into Las Vegas' Dunes to open November 10.

Tom Tilton, Capitol Records Distributing Corporation Des Moines branch sales rep, became branch sales manager November 1, replacing Marvin (Sandy) Sanderson who resigned. . . . Famous Music (Paramount Pix subsid) is publishing "World of Suzie Wong's" love theme and the title tune. George Duning, who scored the film, penned the love theme, while Sammy Cahn and Jimmy Van Heusen wrote the "Suzie Wong" song. . . . John Raitt is cutting this year's "March of Dimes" song to be blanketed on all radio and TV stations as part of the charity drive. . . . Johnny Mercer and Hank Mancini blend talents on "Moon River" tune to be warbled by Audrey Hepburn in Paramount's "Breakfast at Tiffany's."

Clarinetist Ray Gardner has started his own label, Normandy Records, and currently is setting up distribution ties. . . . Warner Bros. has upped Monroe Glasberg to director of operations with his headquarters remaining in New York.

Lee Zhitto

## Toronto

Station CHUM deejay Al Boliska wrestled with professional wrestler Whipper Watson at Maple Leaf Gardens for laughs. In Watson's corner was deejay Mike Darow. . . . Capitol, RCA, Quality and Compo showed their products at the Montreal Hi-Fi Show. . . . Ahmad Jamal made p.a. at Massey Hall. . . . Canadian vocalists, the Beau Marcs, released in Canada their first LP, "Flying High," for Quality. Shad is handling disk in United States. . . . Colonial Tavern, headquarters for much of the jazz presented in this city until it burned down last summer, will be rebuilt, according to boniface Harvey Lichtenberg. Building will be decorated in contemporary style, keep the same name and also have a bar in the basement. . . . Pop singer Jerry Vale was a guest on the CBC-TV show, "Juliette." He claims Canadian audiences "appreciate the finer things—songs based on serious music, things like that."

Among the top names in Canadian jazz on the hour-long TV show out of Toronto are the Oscar Peterson Trio, the Phil Nimmons group, the Ron Collier group, the Don Thompson Eleven and the Peter Appleyard Quartet. . . . Jack Feeney and Gordon Edwards took RCA Victor artist Hank Snow on visits to the various deejays of the city when Snow made a p.a. at the Casino Theater. This is the only live act given by the Casino, which normally presents a burlesque show.

City's only exclusive FM outlet, CHFI, is reported up for sale. Station is to be purchased by Joel Aldred, top TV commercial announcer in U. S., now heading his own TV station here. . . . Ralph Harding of Raleigh Distributing is accepting congratulations on the occasion of the birth of his second girl. . . . Arc Sound is now pressing Somerset Records in Canada. Formerly the company, headed by Phil Anderson, imported all its copies from south of the border. . . . Whitey Haines of Capitol Records is capitalizing on the visit of the "Ice Capades" show to Maple Leaf Gardens by tying in with the music being presented in the show. He placed window cards, had special silk screen material prepared and tied in with Maple Leaf Gardens' radio shows to boost his own product.

Harry Allen Jr.

# DISCOURSE

FROM THE BILLBOARD SALES DEPARTMENT

A weekly column of lively chatter material on the hottest and most popular recording artists—those "Spotlighted" by Billboard's review staff, as well as those featured by the record companies in their major Billboard ad promotions.

The **BROTHERS FOUR**, banjo-playing Mike Kirkland, guitar-playing John Paine and Dick Foley, and bass fiddler Bob Flick, continue to climb The Billboard's Hot 100 Chart with their newest for Columbia, Green Leaves Of Summer, song from the film, The Alamo. A product of the University of Washington, the boys have been on an extensive tour of colleges throught the country. They play Clarkson College, Pottsdam, N. Y. on Nov. 9; University of Michigan on the 10th; American University, Washington, D. C., on the 11th; South Dakota State College the 14th. They head for Salt Lake City to perform at The Lagoon Club on the 18th and 19th. The group will be performing selections from their albums, The Brothers Four and Rally 'Round The Brothers Four.

**CATHY CARR**, Roulette Records' singing star, tells the story of giving her kisses to a lad who has another girl's locket on her new release, Golden Locket. Cathy will perform at The Actor's Colony in Seymour, Conn., on Nov. 11 and 12. She opens at Blinstrub's in Boston on Dec. 12 for one week.

**DAVID CARROLL**, Midwest Musical Director for Mercury Records, has taken a selection of Latin tempos and given them a percussion treatment on a new album, Latin Percussion. Carroll and his orchestra offer an interesting arrangement in triplet rhythm with voices of the movie theme, Midnight Lace.

**JOHNNY CASH**: One of the top recording artists in the c.&w. as well as pop fields, Johnny Cash is blazing his way to motion picture fame via Five Minutes to Love, film previewed in Nashville last week. The latest Columbia album of this young man from Kingsland, Ark., is titled Ride This Train.

**BIRTHDAYS OF THE WEEK:** Nov. 7, Dee Clark. Nov. 8, Chris Connor, Eugene Ormandy. Nov. 10, Billy May. Nov. 11, Laverna Baker, Hoagy Carmichael. Nov. 12, Brian Hyland, Bob Crews and Jo Stafford.

**PERRY COMO'S** first single since last February spotlights the artist's creamy baritone on two listenable sides, Gone Is My Love, an attractive ballad, b-w Make Someone Happy, from Phil Silvers' forthcoming Broadway musical Do Re Mi. The Billboard rates the release a two-sided Spotlight Winner. Some of Perry's all-time million sellers include, Because, Catch A Falling Star, Don't Let The Stars Get In Your Eyes, Hot Diggity, Prisoner Of Love, Round And Round.

The **FOUR COINS** are presently performing their new MGM Records' single, Pledging My Love, at the New Rivers Club, Casper, Wyo., until Nov. 12. They open at the American Legion Club, Huntsville, Ala. on the 17th thru 26th.

**CONNIE FRANCIS**, just returned from a very successful tour of England where she was welcomed with the news that she was voted World Female Singer in a recent poll conducted by the British music paper, New Musical Express, got fast chart action with her new MGM wax, Many Tears Ago b-w Senza Mama. Both sides are fast climbing Star Performers on The Billboard's Hot 100 Chart this week. Connie will play the Town Casino in Buffalo Nov. 25 thru 27. She opens at the Copa in N.Y.C., Dec 1 for two weeks.

**ARTHUR GODFREY**, the man of the people, is on the record scene with a couple of new albums: Jazz For The

People, a fine group of studio-type jazz musicians blow swinging jazz behind a bit of Godfrey talking, a lot of his singing and a little uke strumming. The other is titled "Songs Of Inspiration. The label is Signature.

**JOHNNY HORTON'S** Rendition of North To Alaska takes off as a Star Performer on The Billboard's Hot 100 Chart this week. This is the title song from the motion picture production. The singer, who won The Battle Of New Orleans and hit with Sink the Bismarck, begins a West Canadian tour November 17.

**HUGO & LUIGI**, RCA Victor's swingin' producing team, have taken the old LaVern Baker, Georgia Gibbs hit, Tweedle Dee, and given it a sprightly, happy updating by a Children's chorus. They have developed a definitely happy sound on this one which could spring the tune all over again.

**LESTER LANIN**: Epic Records proclaims November as Lester Lanin Month. Epic is hopeful that everyone will join in the celebration via one of his Epic albums: Christmas Dance Party, High Society, Dancing On The Continent, Dancing At The Mardi Gras, Cocktail Dancing, Have Band Will Travel, At The Tiffany Ball, and his rocking new single, Blue Tango.

**JOHNNY MATHIS** has received rave notices on his touring revue. They play the Medinah Temple in Chicago for one week starting Nov. 28. Johnny sings his new one, My Love For You b-w Oh That Feeling, with his usual warmth and feeling, on Columbia.

**McGUIRE SISTERS**, Christine, Phyllis and Dorothy, the sisters three from Middletown, O., have a new Coral single, To Be Loved b-w I Don't Know Why (I Just Do), an oldie given a swinging treatment by the girls over smart and occasional rock 'n' roll treatment. Dick Jacobs directed the chorus and orchestra.

**ELVIS PRESLEY**: Out of Nashville and on RCA Victor Records comes another Elvis Presley hit which couples the well-known ballad, Are You Lone-

To help you spot the ones you need, when you need them, all artists items are carried in strict alphabetical sequence.

some Tonight, with an upbeater, I Gotta Know, both Spotlighted by The Billboard, Elvis displays his ability to sing any type of song on his recently released album, G. I. Blues, a sound track recording from the motion picture. At the moment, Elvis is working on his next film epic, Flaming Star.

**FRANK SINATRA'S** new single, O' MacDonald, out only a week, makes a fast appearance on The Billboard's Hot 100 this week. Tune is a finger-snapping novelty that is farther out than anything Sinatra has recorded in a long while. His current hit single, Nice 'n' Easy, and his album of the same title, are ballads. There is a definite resemblance between Sinatra's version of the song and the original, but they part ways after "e-i-e-i-o." Nelson Riddle's tasteful big band provides backing for O' MacDonald and the flip, You'll Always Be the One I Love. Presently, Frank is shooting a film with Spencer Tracy titled "The Devil At 4 O'Clock."

**PROMOTION DAYS & WEEKS:** Nov. 8 is Election Day. Nov. 10 is Marine Corps Birthday—established in 1775. Nov. 11 is Veterans Day or Armistice Day, Remembrance Day in Canada and the beginning of Jewish Book Month. Nov. 12 is Elizabeth Cady Stanton Day—commemorates birthday of suffragist. It's also Sadie Hawkins Day, Nov. 13 begins Diabetes Week, Asparagus Week and the start of Christmas Seal Campaign.

See You next week.

Tom Rollo.

THIS WEEK'S NEW

# Money Records

. . . an alphabetical listing of the records manufacturers are backing with special feature treatment in big-space Billboard ads.

**SINGLES**

A THOUSAND STARS—Kathy Young . . . Indigo  
 ALL BECAUSE IT'S CHRISTMAS—Ruth Lyons . . . Columbia  
 BALLAD OF THE ALAMO—Marty Robbins . . . Columbia  
 GEE WHIZ—The Innocents . . . Indigo  
 IT LOOKS LIKE RAIN IN CHERRY BLOSSOM LANE—Debbie Reynolds . . . Dot  
 LOVEY DOVEY—Buddy Knox . . . Liberty  
 RUBY DUBY DU—Tobin Matthews . . . Chief  
 SOMEBODY—Tony Bennett . . . Columbia  
 SOMEBODY—Johnny Nash . . . ABC-Paramount

**ALBUMS**

CHRISTMAS DAY WITH SAMMY KAYE—Sammy Kaye . . . Decca  
 HIGH TIME—Henry Mancini . . . RCA Victor  
 SONGS FOR SWINGING LOSERS—Buddy Greco . . . Epic  
 THE 25TH DAY OF DECEMBER—Bobby Darin . . . Atco

According to statistics maintained over a period covering thousands of releases . . . 7 out of 10 will reach Billboard's "HOT 100" in the weeks ahead!

Every week . . . disk jockeys all over the nation help spark up their record shows with this fresh, lively material furnished exclusively by The Billboard. Watch for it next week.

## "someone needs a harp-to-harp talk," says Hugh Grauel

With customer reps like Hugh Grauel around, misfit jobs are strictly out at RCA Custom.

Hugh, of our New York office, is a super specialist in custom-tailored record service!

After setting up detailed plans with a client, Hugh tirelessly and lovingly watches over the job every step of the way.

Yes, "indies" of the record business go to RCA Custom for: personalized service...3-plant,

3-city manufacturing and warehousing...overnight shipping ...and other Custom exclusives.

And they go for the advice and counsel of experts like Hugh Grauel.

Call or write for details now!

### RCA CUSTOM RECORD SALES

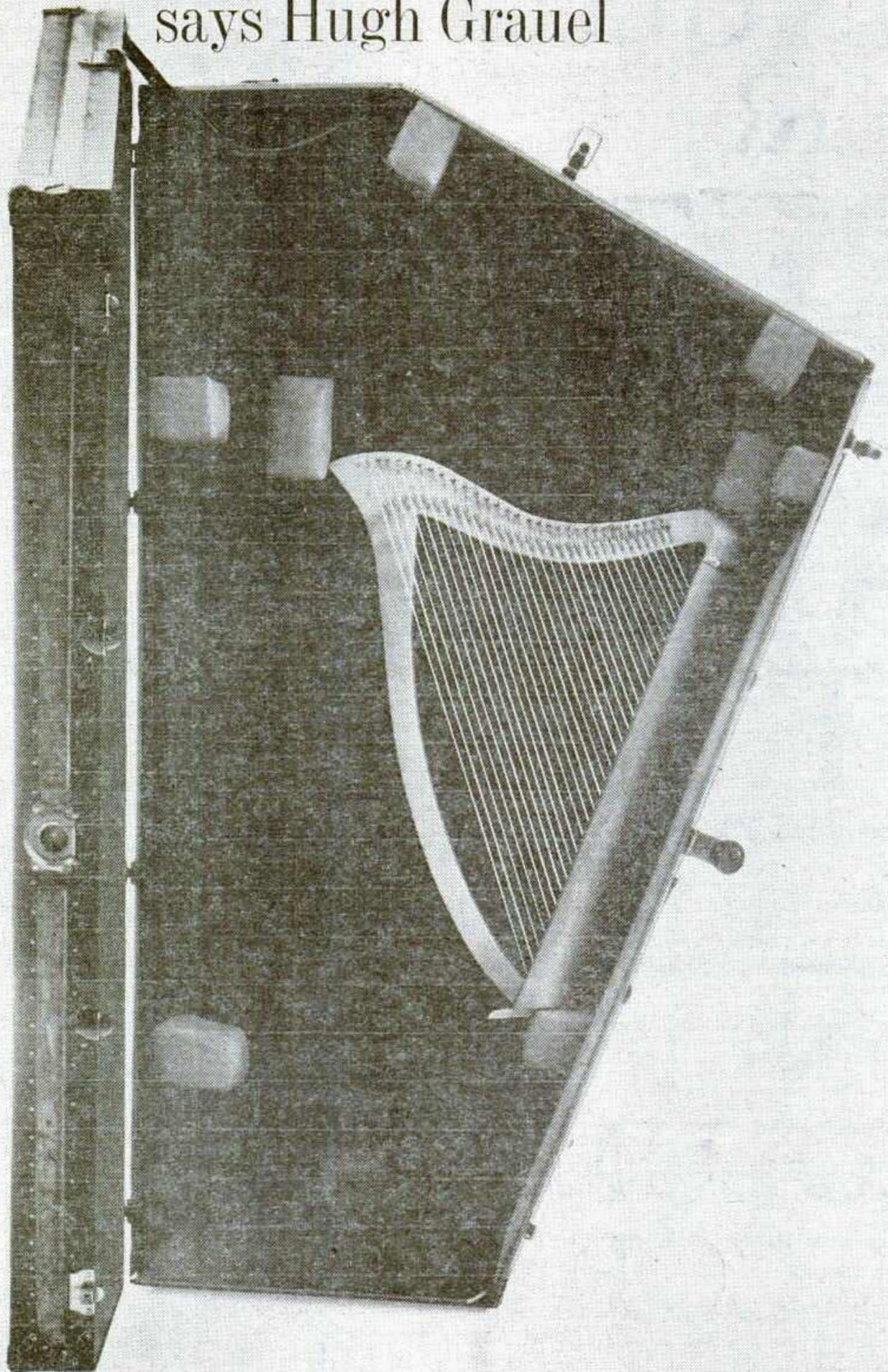
In New York:  
155 East 24th Street  
Murray Hill 9-7200

In Chicago:  
445 N. Lake Shore Drive  
Whitehall 4-3215

In Hollywood:  
1510 North Vine Street  
Oldfield 4-1660

In Nashville:  
800 17th Avenue South  
Alpine 5-6691

In Canada:  
RCA Victor Company, Ltd.  
1001 Lenoir St., Montreal  
225 Mutual St., Toronto



ANOTHER  
SMASH  
CHRISTMAS  
SINGLE  
FOR

# RUTH LYONS

*The Midwest's Famed FIRST LADY of TV and Radio*

---

# ALL BECAUSE IT'S CHRISTMAS

*c/w Everywhere the Bells Are Ringing (Sung by Ruby Wright)*

*4-41810 (also available on 33)*

---

ON  
COLUMBIA  
RECORDS—

*The People's Choice*

FOR WEEK ENDING NOVEMBER 6

# The Billboard TOP LP'S

## MONO ACTION ALBUMS --- on the charts 39 weeks or less

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		1. <b>BUTTON-DOWN MIND OF BOB NEWHART</b> ... 26 Warner Bros., W 1379	
2		2. <b>STRING ALONG</b> ... 13 Kingston Trio... Capitol T 1407	
3		3. <b>NICE AND EASY</b> ... 12 Frank Sinatra... Capitol W 1417	
4		6. <b>G. I. BLUES</b> ... 2 Elvis Presley... RCA Victor LPM 2256	
5		4. <b>JOHNNY'S MOODS</b> ... 11 Johnny Mathis... Columbia CL 1526	
6		16. <b>BALLADS AND RHYTHMS OF BROADWAY</b> ... 4 Johnny Mathis... Columbia C2L17	
7		8. <b>EDGE OF SHELLEY BERMAN</b> ... 16 Verve MGV 15013	
8		7. <b>KICK THY OWN SELF</b> ... 11 Brother Dave Gardner... RCA Victor LPM 2239	
9		13. <b>GENIUS HITS THE ROAD</b> ... 5 Ray Charles... ABC-Paramount ABC 335	
10		11. <b>WILD IS LOVE</b> ... 2 Nat King Cole... Capitol WAK 1392	
11		5. <b>REJOICE DEAR HEARTS</b> ... 20 Brother Dave Gardner... RCA Victor LPM 2083	
12		12. <b>ENCORES OF GOLDEN HITS</b> ... 35 Platters... Mercury MG 20472	
13		10. <b>PAUL ANKA SINGS HIS BIG 15</b> ... 19 ABC-Paramount LP 323	
14		9. <b>BRENDA LEE</b> ... 12 Decca DL 4039	
15		14. <b>SOLD OUT</b> ... 29 Kingston Trio... Capitol T 1352	
16		21. <b>DARIN AT THE COPA</b> ... 4 Bobby Darin... Atco EP 4512	
17		20. <b>SAY IT WITH MUSIC</b> ... 5 Ray Conniff... Columbia CL 1490	
18		22. <b>RAY CHARLES IN PERSON</b> ... 15 Atlantic LP 8039	
19		15. <b>MACK THE KNIFE—ELLA IN BERLIN</b> ... 9 Ella Fitzgerald... Verve MGV 4041	
20		24. <b>LOOK FOR A STAR</b> ... 13 Billy Vaughn... Dot DLP 3322	

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
21		25. <b>MY NAME IS JOSE JIMENEZ</b> ... 15 Bill Dana... Signature SM 1013	
22		28. <b>ENCORES—SANTO AND JOHNNY</b> ... 7 Canadian-American, CAL 1002	
23		31. <b>CAN CAN</b> ... 28 Sound Track... Capitol W 1301	
24		35. <b>BEN-HUR</b> ... 29 Rome Symphony Orch./Savina... M-G-M IE1	
25		30. <b>DOWN TO EARTH</b> ... 8 Jonathan Winters... Verve MGV 15011	
26		33. <b>PROVOCATIVE PERCUSSION, VOL. I</b> ... 12 Enoch Light and the Light Brigade... Command RS #06	
27		34. <b>SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II</b> ... 2 Assorted Artists... RCA Victor LM 6088	
28		37. <b>BONGOS</b> ... 4 Los Admiradores... Command R 809	
29		26. <b>MR. LUCKY</b> ... 33 Henry Mancini... RCA Victor LPM 2198	
30		36. <b>LANZA SINGS CARUSO—CARUSO FAVORITES</b> ... 25 Mario Lanza-Enrico Caruso... RCA Victor LM 2393	
31		— <b>KNOCKERS UP</b> ... 1 Rusty Warren... Jubilee JLP 2029	
32		23. <b>SENTIMENTAL SING ALONG WITH MITCH</b> ... 20 Mitch Miller... Columbia CL 1457	
33		17. <b>ELVIS IS BACK</b> ... 27 Elvis Presley... RCA Victor LPM 2231	
34		38. <b>WOODY WOODBURY LOOKS AT LOVE AND LIFE</b> ... 36 Stereoditties MW 1	
35		39. <b>SONGS TO REMEMBER</b> ... 14 Mantovani... London LL 3149	
36		— <b>LAUGHING ROOM</b> ... 20 Woody Woodbury... Stereoditties MW 2	
37		— <b>THE WONDERFUL WORLD OF JONATHAN WINTERS</b> ... 27 Verve MGV 15009	
38		27. <b>PERSUASIVE PERCUSSION, VOL. I</b> ... 30 Terry Snyder and the All Stars... Command LP 800	
39		29. <b>MORE SONGS BY RICKY</b> ... 11 Ricky Nelson... Imperial LP 9122	
40		32. <b>GENIUS OF RAY CHARLES</b> ... 34 Atlantic LP 1312	

## ESSENTIAL INVENTORY (MONO ALBUMS) on the charts 40 weeks or more

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		2. <b>THE SOUND OF MUSIC</b> , Original Cast, Columbia KOL 5450... 47	
2		1. <b>INSIDE SHELLEY BERMAN</b> ... Verve MGV 15003... 81	
3		8. <b>SOUTH PACIFIC</b> , Sound Track, RCA Victor LOC 1032... 137	
4		4. <b>JOHNNY'S GREATEST HITS</b> , Johnny Mathis, Columbia CL 1133 132	
5		5. <b>SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. I</b> , Assorted Artists, RCA Victor LM 6074... 50	
6		7. <b>HEAVENLY</b> , Johnny Mathis, Columbia CL 1351... 60	
7		3. <b>BELAFONTE AT CARNEGIE HALL</b> , Harry Belafonte, RCA Victor LOC 6006... 53	
8		6. <b>FROM THE HUNGRY I</b> , Kingston Trio, Capitol T 1107... 91	
9		10. <b>KINGSTON TRIO</b> ... Capitol T 996... 73	
10		— <b>ITALIAN FAVORITES</b> , Connie Francis, M-G-M E 3791... 40	
11		11. <b>MORE SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CL 1243... 95	
12		9. <b>OUTSIDE SHELLEY BERMAN</b> ... Verve MGV 15007... 50	
13		16. <b>GIGI</b> , Sound Track, M-G-M 3641 ST... 123	
14		17. <b>OLDIES BUT GOODIES</b> , Assorted Artists, Original Sound 5-001 60	
15		12. <b>HERE WE GO AGAIN</b> , Kingston Trio, Capitol T 1258... 53	
16		14. <b>SOUTH PACIFIC</b> , Original Cast, Columbia OL 4180... 335	
17		15. <b>FAITHFULLY</b> , Johnny Mathis, Columbia CL 1422... 43	
18		22. <b>MY FAIR LADY</b> , Original Cast, Columbia OL 5090... 240	
19		13. <b>SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CL 1160 121	
20		18. <b>KINGSTON TRIO AT LARGE</b> ... Capitol T 1199... 73	
21		19. <b>THE MUSIC MAN</b> , Original Cast, Capitol WAO 990... 141	
22		20. <b>KING AND I</b> , Sound Track, Capitol W 740... 201	
23		25. <b>BUT NOT FOR ME</b> , Ahmad Jamal, Argo LP 628... 86	
24		23. <b>FLOWER DRUM SONG</b> , Original Cast, Columbia OL 5350... 76	
25		21. <b>MORE JOHNNY'S GREATEST HITS</b> , Johnny Mathis, Columbia CL 1344... 64	

## STEREO ACTION ALBUMS --- on the charts 29 weeks or less

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		1. <b>NICE AND EASY</b> ... 11 Frank Sinatra... Capitol SW 1417	
2		2. <b>STRING ALONG</b> ... 12 Kingston Trio... Capitol ST 1407	
3		3. <b>BONGOS</b> ... 11 Los Admiradores... Command S 809 SD	
4		5. <b>PERSUASIVE PERCUSSION, VOL. II</b> ... 12 Terry Snyder and the All Stars... Command RS 808 SD	
5		6. <b>SOLD OUT</b> ... 28 Kingston Trio... Capitol T 1352	
6		8. <b>JOHNNY'S MOODS</b> ... 10 Johnny Mathis... Columbia CS 8326	
7		4. <b>PROVOCATIVE PERCUSSION, VOL. II</b> ... 8 Enoch Light and the Light Brigade... Command RS 801 SD	
8		16. <b>IT'S THE TALK OF THE TOWN</b> ... 28 Ray Conniff... Columbia CS 8143	
9		13. <b>WILD IS LOVE</b> ... 3 Nat King Cole... Capitol SWAK 1392	
10		11. <b>MEMORIES SING ALONG WITH MITCH</b> ... 2 Mitch Miller... Columbia CS 8342	
11		12. <b>LOOK FOR A STAR</b> ... 11 Billy Vaughn Ork... Dot DLP 25322	
12		14. <b>CAN CAN</b> ... 16 Sound Track... Capitol SW 1321	
13		15. <b>WHITE SATIN</b> ... 8 George Shearing... Capitol ST 1334	
14		17. <b>BALLADS AND RHYTHMS OF BROADWAY</b> ... 6 Johnny Mathis... Columbia C2S 803	
15		7. <b>GRAND CANYON SUITE</b> ... 17 Morton Gould... RCA Victor LSC 2433	

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
16		19. <b>BEN-HUR</b> ... 25 Rome Symphony Orch./Savina... M-G-M IE1	
17		9. <b>ELVIS IS BACK</b> ... 9 Elvis Presley... RCA Victor LSP 2231	
18		— <b>SAY IT WITH MUSIC</b> ... 1 Ray Conniff... Columbia CS 8282	
19		10. <b>SENTIMENTAL SING ALONG WITH MITCH</b> ... 16 Mitch Miller... Columbia CS 8251	
20		25. <b>BONGOS, FLUTES AND GUITARS</b> ... 3 Los Admiradores... Command S 812	
21		29. <b>DARIN AT THE COPA</b> ... 4 Bobby Darin... Atco S 112	
22		20. <b>OPEN FIRE, TWO GUITARS</b> ... 26 Johnny Mathis... Columbia CS 8056	
23		22. <b>LANZA SINGS CARUSO—CARUSO FAVORITES</b> ... 26 Mario Lanza-Enrico Caruso... RCA Victor LSC 2393	
24		24. <b>STEREO CONCERT</b> ... 8 Kingston Trio... Capitol ST 1183	
25		26. <b>WITH THESE HANDS</b> ... 24 Roger Williams... Kapp KS 3050	
26		23. <b>LATIN A LA LEE</b> ... 20 Peggy Lee... Capitol ST 1290	
27		27. <b>THIS IS DARIN</b> ... 27 Bobby Darin... Atco SC 115	
28		28. <b>MUSIC FOR READING</b> ... 19 George Melachrino Strings... RCA Victor LSP 1002	
29		30. <b>PARTY SING ALONG WITH MITCH</b> ... 26 Mitch Miller... Columbia CS 8183	
30		18. <b>AMERICAN SCENE</b> ... 30 Mantovani... London PS 182	

## ESSENTIAL INVENTORY (STEREO ALBUMS) on the charts 30 weeks or more

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1		2. <b>PERSUASIVE PERCUSSION, VOL. I</b> , Terry Snyder and the All Stars, Command RS 800 SD... 42	
2		1. <b>SOUND OF MUSIC</b> , Original Cast, Columbia KOS 2020... 44	
3		5. <b>PROVOCATIVE PERCUSSION, VOL. I</b> , Enoch Light and the Light Brigade, Command, RS 806 SD... 42	
4		4. <b>BELAFONTE AT CARNEGIE HALL</b> , Harry Belafonte, RCA Victor LSO 6006... 51	
5		3. <b>SOUTH PACIFIC</b> , Sound Track, RCA Victor LSO 1032... 77	
6		6. <b>MY FAIR LADY</b> , Original Cast, Columbia OS 2015... 77	
7		8. <b>FILM ENCORES, VOL. I</b> , Mantovani, London PS 124... 65	
8		7. <b>COME DANCE WITH ME</b> , Frank Sinatra, Capitol SW 1069... 73	
9		9. <b>HEAVENLY</b> , Johnny Mathis, Columbia CS 8152... 59	
10		14. <b>BLUE HAWAII</b> , Billy Vaughn, Dot DLP 25165... 58	
11		11. <b>MORE SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CS 8043... 37	
12		10. <b>KING AND I</b> , Sound Track, Capitol SW 740... 64	
13		12. <b>HERE WE GO AGAIN</b> , Kingston Trio, Capitol ST 1258... 53	
14		15. <b>MUSIC MAN</b> , Original Cast, Capitol SWAO 990... 59	
15		20. <b>GIGI</b> , Sound Track, M-G-M SE 3641 ST... 70	
16		— <b>FLOWER DRUM SONG</b> , Original Cast, Columbia OS 2009... 33	
17		16. <b>THE LORD'S PRAYER</b> , Mormon Tabernacle Choir, Columbia MS 6068... 33	
18		— <b>STILL MORE SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CS 8009... 35	
19		— <b>PETER GUNN THEME</b> , Henry Mancini, RCA Victor SP 1956... 67	
20		13. <b>OKLAHOMA!</b> Sound Track, Capitol SWAO 595... 62	

BEST SELLING MONOPHONIC LP'S

BEST SELLING STEREOPHONIC LP'S

BASED ON SALES

# IN STORES & RACKS

BEST SELLING CLASSICAL ALBUMS

### MONOPHONIC CLASSICAL ALBUMS

- TCHAIKOVSKY: PIANO CONCERTO NO. 1**  
Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LM 2252
- TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN**  
Minneapolis Symphony Orchestra (Dorati), Mercury MG 50054
- GROFE: GRAND CANYON SUITE** . . . . . Morton Gould, RCA Victor LM 2433
- LANZA SINGS CARUSO—Caruso Favorites**  
Mario Lanza-Enrico Caruso, RCA Victor LM 2393
- RODGERS: VICTORY AT SEA, VOL. 1**  
RCA Victor Symphony Orchestra (Bennett), RCA Victor LM 1779
- SIXTY YEARS OF SONG HITS, VOL. 2** . . . . . Assorted Artists, RCA Victor LM 6088
- SIXTY YEARS OF SONG HITS, VOL. 1** . . . . . Assorted Artists, RCA Victor LM 6074
- THE LORD'S PRAYER**  
The Mormon Tabernacle Choir (Condie), Columbia ML 5386
- TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO**  
Morton Gould Orchestra, RCA Victor LM 2345
- RODGERS: VICTORY AT SEA, VOL. 2**  
RCA Victor Symphony Orchestra (Bennett), RCA Victor LM 2226

### STEREOPHONIC CLASSICAL ALBUMS

- TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO**  
Morton Gould Orchestra, RCA Victor LSC 2345
- TCHAIKOVSKY: PIANO CONCERTO NO. 1**  
Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LSC 2252
- GROFE: GRAND CANYON SUITE** . . . . . Morton Gould, RCA Victor LSC 2433
- RODGERS: VICTORY AT SEA, VOL. 1**  
RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2335
- LANZA SINGS CARUSO—Caruso Favorites**  
Mario Lanza-Enrico Caruso, RCA Victor LSC 2393
- TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN**  
Minneapolis Symphony Orchestra (Dorati), Mercury SR 90054
- RODGERS: VICTORY AT SEA, VOL. 2**  
RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2226
- THE LORD'S PRAYER**  
The Mormon Tabernacle Choir (Condie), Columbia MS 6068
- RAVEL: BOLERO** . . . . . Morton Gould, RCA Victor LSC 2345
- RACHMANINOFF: PIANO CONCERTO NO. 3**  
Van Cliburn, Symphony of the Air (Kondrashin), RCA Victor LSC 2355

### BEST SELLING LOW PRICE LP'S (List price \$2.98 or less)

(Stereophonic)

- Soul of Spain, Vol. 1**  
101 Strings . . . Stereo Fidelity SF 6600
- 101 Strings Play the Blues**  
 . . . . . Stereo Fidelity SF 5800
- Soul of Spain, Vol. 2**  
101 Strings . . . Stereo Fidelity SF 9900
- Ebb Tide**  
Frank Chacksfield . Richmond S 30078
- 101 Years of Familiar Songs**  
101 Strings . . . Stereo Fidelity 2 RS
- The Music Man**  
Various Artists . . . . . Lion SL 70091
- Silver Screen**  
101 Strings . . . Stereo Fidelity SF 7000
- Hawaii in Stereo**  
Leo Addeo Ork. RCA Camden CAS 510
- Concerto Under the Stars**  
101 Strings . . . Stereo Fidelity SF 6700
- East of Suez**  
101 Strings . Stereo Fidelity SF 11200

(Monophonic)

- Soul of Spain, Vol. 1**  
101 Strings . . . . . Somerset P 6600
- Soul of Spain, Vol. 2**  
101 Strings . . . . . Somerset P 9900
- Ebb Tide**  
Frank Chacksfield . Richmond M 20078
- Good Housekeeping Reducing Off the Record** . . . . . Harmony HL 7143
- John McCormick Sings Irish Songs**  
 . . . . . RCA Camden CAL 407
- You Do Something to Me**  
Mario Lanza . . . RCA Camden CAL 450
- 101 Years of Familiar Songs**  
101 Strings . . . . . Somerset 2 RS
- 101 Strings Play the Blues**  
 . . . . . Somerset P 5800
- B. B. King Walls** . . . . . Crown 5115
- Hawaii in Hi Fi**  
Leo Addeo Orchestra . . . . . RCA Camden CAL 510

## Reviews of THIS WEEK'S LP'S

### SPOTLIGHT WINNERS OF THE WEEK

The pick of the new releases:

Strongest sales potential of all albums reviewed this week.

In order to speed reviews of LP's, The Billboard requests that ALL albums be sent to The Billboard Record Review Department, P. O. Box 292, Times Square Station, New York 36, N. Y. However, singles should be sent to The Billboard Record Review Department, 1564 Broadway, New York 36.

#### Pop

##### THE ALAMO



Various Artists. Columbia CL 1558—Here is the track version for the \$12,000,000 screen epic now in general release. The score is by Tiomkin and it has a number of bright moments. Lyrics are by Paul Francis Webster. In addition to much colorful instrumental and choral spots, the recording also features Marty Robbins in "Ballad of the Alamo," and the Brothers Four in "The Green Leaves of Summer," both also released as singles. The package should enjoy a brisk sale.

##### DELLA DELLA CHA CHA CHA



Della Reese. RCA Victor LPM 2280 — Here's a swinging new Della Reese album that shows the girl off to the best possible advantage. She comes thru with solid readings of a great collection of tunes, all done over cha cha backing. The songs include "Diamonds Are a Girl's Best Friend," "I'm Always True to You in My Fashion," "It's So Nice to Have a Man Around the House" and "Let's Do It." This could be a big one.

##### A DATE WITH THE EVERLY BROTHERS



Warner Bros. WB 1395 — The boys have a sure-fire winner with this bright new set. In addition to hit tunes "Lucille" and "Cathy's Clown," the lads also have 10 other items, all potential hits. Best are "Love Hurts," "So How Come" and "Donna, Donna," all of which are potent. And the package contains a large picture of the boys with an easel mount, as well as a group of color pictures for the girls to carry in their purses. Solid seller here.

##### EXODUS



Various Artists. RCA Victor LSO 1058. (Stereo & Monaural) — From the forthcoming blockbuster movie comes this sound-track recording of the musical score composed by Ernest Gold. It's an outstanding score, with much melody and many themes, even for those who have not seen the flick. The "Main Theme," of course, is the big one, but others, such as "In Jerusalem," "The Brothers" and "Fight for Survival," are also strong. A fine waxing with solid sales possibilities.

##### AROUND THE WORLD WITH THE CHIPMUNKS



David Seville. Liberty LST 7170. (Stereo & Monaural) — Here's a solid item for the Christmas trade with strong adult as well as kiddie appeal. The cute Chipmunks chant a group of international-theme ditties — mainly originals. Selections, all prime jockey wax, include "The Pidgin English Hula," "Comin' Thru the Rye" and "Stuck in Arabia."

Pop Low Price

##### MUSIC FROM THE ALAMO



Tex Beneke and His Orchestra. RCA Camden CAL 655— Here's a strong performance of the tunes from the current big hit movie "The Alamo." It contains "Ballad of the Alamo," "The Green Leaves of Summer," "Here's to the Ladies," "Old Mexico," etc. Some of them are sung by Tex Beneke himself, others are played in bright fashion by the Beneke ork. The arrangements are by Ray Martin and they are very attractive, as is the cover.

Country & Western

##### THE CARL SMITH TOUCH



Columbia CL 1532—Here's a fine collection of sides by Carl Smith that should interest and please his large following in both the country and pop field. The tunes include "I'm Not in Her Plans, Anymore," "Cut Across Shorty" and "I Won't Turn the Other Cheek Again." Strong stuff here.

##### WALKING THE STREETS



Webb Pierce. Decca DL 74079. (Stereo & Monaural) — The popular country artist is heard here in a well-recorded new set, all the tunes being marked with Pierce's distinctive style. The material leans to the weeper category. Included are "Walking the Streets," "Pathway of Teardrops," "Drinkin' My Blues Away." Sure to do well in the country field.

(Continued on page 39)

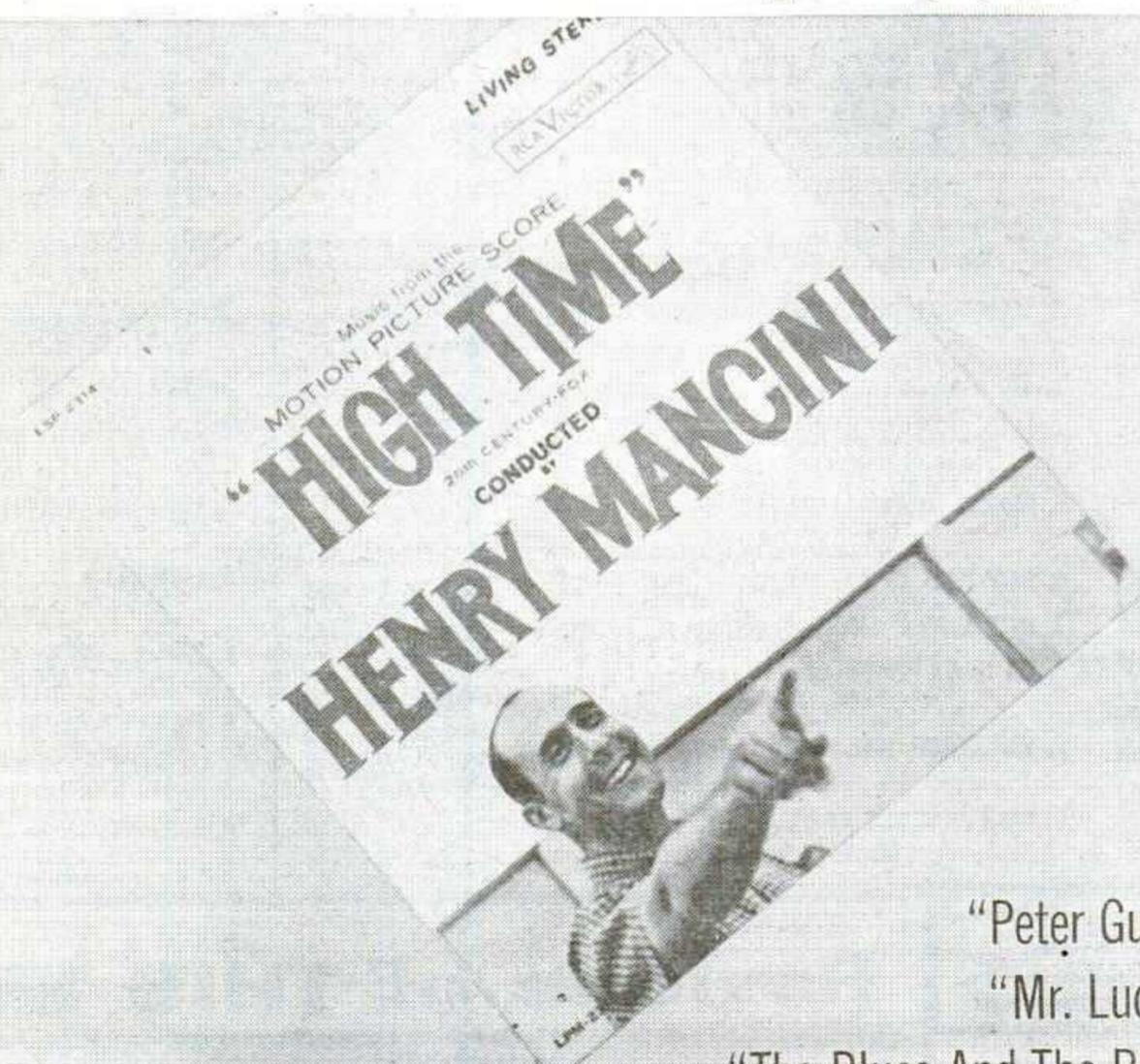
### ALBUM COVERS OF THE WEEK



AIMEZ-VOUS YVES?—Yves Montand, Verve MG V-15014. Excellent cover shot of the noted French artist in full color. Should draw the ladies. Photo: Lefoir.



ELLA WISHES YOU A SWINGING CHRISTMAS — Ella Fitzgerald, Verve MG V-4042. Swinging Christmas cover in a wild modern design. Shades of blue, yellow and green. Design: Gene Grant.



"Peter Gunn"  
 "Mr. Lucky"

"The Blues And The Beat"  
 ...and now

"HIGH TIME"

LM/LSP-2314

Heads up! Mancini's  
 flying high again  
 with another hit!

It's based on  
 his original score  
 for the new  
 20th Century-Fox motion  
 picture "High Time."

Get your orders in now  
 ...sky's the  
 limit on this one!

RCA VICTOR 

The pick of the new releases:

# SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 37

**Spiritual**

**SINGIN' IN MY SOUL**

The Swan Silvertones. Vee Jay LP 5006—A standout study in ardent devotion. The great group generates a tremendous emotional pitch on these performances, particularly on a seg called "Nearer the Cross, Part I." This one has fervor, dedication and soul, with a lot of hysterical shouting in the background. Other selections include "So Glad I'm Here," "Stand Up and Testify" and "Trouble in My Way." An outstanding performance all the way.



**ABYSSNIAN BAPTIST GOSPEL CHOIR**

Professor Alex Bradford. Columbia CL 1548 — Professor Alex Bradford and the 120-voice choir are heard in an uninhibited gospel session. This is the McCoy, with the recording reproducing the fervent, ecstatic emotions of the group. "Want to Ride That Glory Train," "Heaven Belongs to You," "Sweet Jesus," are included, along with other great performances.



**Jazz**

**THE COUNT BASIE STORY**

(2-12"). Roulette RB 1 — Handsome packaging makes this album a sock sales item. An elaborate multi-page booklet, featuring superb photos and text by Leonard Feather, is packaged with the two LP's. Contents spotlight swinging ork and vocal (by Joe Williams) treatments of memorable Basie items — "Jumping at the Woodside," "Topsy," "Shorty George," etc.



**Christmas**

**A SWINGING CHRISTMAS**

Ella Fitzgerald. Verve MGV 4042 — The title of this album tells its contents exactly, and since it is Ella singing the tunes the only thing to say is, it is a gas. The thrush handles a group of popular Christmas tunes with her usual bounce and style, over solid support by the Frank DeVol ork. The tunes include "Jingle Bells," "Santa Claus Is Comin' to Town," "White Christmas," "Let It Snow, Let It Snow, Let It Snow," and "Winter Wonderland." Ella is just plain wonderful, and the cover is sock.



**Jazz**

**MR. NEW ORLEANS JAZZ MEETS MR. HONKY TONK**

Pete Fountain and Big Tiny Little. Coral CRL 757334. (Stereo & Monaural) — Strong-selling Pete Fountain teams up with another Welk alumnus, Tiny Little, for a fine free-swinging album of jazz standards. Effective channel switches pit Little's honky tonk piano against Fountain's swingy Goodman-like clarinet in alternate choruses. Time-tested standards include "Ain't Misbehavin'," "After You've Gone," "Limehouse Blues," "Honeysuckle Rose" and "Sweet Sue." Set is a strong follow-up to Fountain's last chart-maker, "New Orleans."



**Classical**

**BACH: TOCCATA AND FUGUE IN D MINOR; TOCCATA, ADAGIO AND FUGUE IN C MINOR; PASACAGLIA AND FUGUE IN C MINOR; SINFONIA FOR DOUBLE ORCHESTRA, OP. 18, NO. 1**

The Philadelphia Orchestra (Ormandy). Columbia MS 6180 (Stereo & Monaural) — Superb performances of Bach's "Tocatta and Fugue in D Minor," plus the "Tocatta Adagio and Fugue" and the "Passacaglia and Fugue," by the Philadelphia Orchestra under Eugene Ormandy. And as an added fillip there is a fine rendering of "Sinfonia for Double Orchestra," by Johann Christian Bach. This album, with its attractive cover, has a chance for solid sales.



**MOUSSORGSKY: PICTURES AT AN EXHIBITION**

Sviatoslav Richter, pianist. Columbia ML 5600—This is certain to be one of the best-selling classical piano disks of the season. On the heels of Richter's great critical and public acclaim at his U. S. concert debut comes this Columbia release taped live at a concert in Bulgaria. Despite surface and audience noises, Richter's pianistics here are among the most dazzling on wax, outshining the better-recorded studio-made performance of the same work recently released on Artia. In spite of the furor of other Richter disks, past and future, this one's excitement will get the public ear.



**PAGANINI: CONCERTO NO. 1 IN D MAJOR; WIENAWSKI: CONCERTO NO. 2 IN D MINOR**

Michael Rabin, Violin; Philharmonia Orchestra (Goossens). Capitol SP 8534. (Stereo & Monaural) — Michael Rabin is the leading young violin virtuoso in America today and already stands comparison with the greatest artists. His disks are of international importance and he is gradually recording the most important pieces in the violin repertoire. His newest, featuring two of the most popular violin concertos, is a must inventory item which immediately should become a major piece of classical merchandise. Despite strong competition, Rabin now is in a class to meet all comers. Display will mean sales.



**International**

**AIMEZ-OUS YVES?**

Yves Montand. Verve MGV 15014 — Yves Montand, now getting a lot of attention in the U. S. via his current flick with Marilyn Monroe, turns in some warm, intimate performances here on a fine collection of French tunes. He handles them with charm and Gallic romanticism, and the backings are solid. His many fans should dig this set.



## SPECIAL MERIT SPOTLIGHTS

The following albums have been picked for outstanding merit in their various categories because, in the opinion of The Billboard Music Staff, they deserve exposure.

(Reviews appear elsewhere in this issue)

**Pop Disk Jockey Programming**

★★★★ DARK AT THE TOP OF THE STAIRS—Ernie Freeman. Imperial 9133

**Classical**

★★★★ GOULD STRING QUARTET—Symphonia Quartet—Columbia MS 6178

★★★★ INTERNATIONAL CHOPIN COMPETITION, WARSAW 1960—Irina Zarickaja, Tania Achot-Haroutounian, Michael Block, Maurizio Pollini—Deutsche Grammophon 136218, 136219



### VERY STRONG SALES POTENTIAL

**POPULAR ★★★★★**

★★★★ MUSIC FROM THE ROARING 20'S

Dorothy Provine. Warner Bros. W 1394—Dorothy Provine is featured in the new TV series "The Roaring 20's," which kicked off this season to good reviews. The thrush, who plays a nitery queen in the series, is well-showcased vocally and this package of bouncy tunes (sung flapper-style and played nostalgically by Pinky and Her Playboys) should appeal to the program's fans. More than 30 oldies are featured—"Charleston," "Tea for Two," "Barney Google," etc.

★★★★ THE DARK AT THE TOP OF THE STAIRS

Ernie Freeman. Imperial 9133—Here's a package with solid appeal for deejays in search of appropriate LP material for young (in heart or years) audiences. Freeman's sock single, "The Dark at the Top of the Stairs," highlights the tune line-up which ranges from "Only the Lonely" to "The Twist."

★★★★ THE SPIRIT MOVES ME

Jack Scott. Top Rank RM 348—Scott sings out with true excitement on this stirring collection of familiar spirituals. Backed strongly by the Chantones he exudes sock feeling and sincerity on "Swing Low Sweet Chariot," "The Gospel Train," "Old-Time Religion," etc.

★★★★ SONGS FOR SWINGING LOSERS

Buddy Greco. Epic BN 585 (Stereo & Monaural)—Buddy Greco made a real dent with his first album on the label and he could have a winner with this one. It features the chanter singing such fine tunes as "Something I Dreamed Last Night," "These Foolish Things," "Don't Worry 'Bout Me," "You Don't What Love Is" and "Blame It on My Youth." Chuck Sagie handles the arrangements and the conducting with zest. Strong wax.

★★★★ BING AND SATCHMO

M-G-M E 3882P—Two of the best-known characters of the showbiz scene get together for a reunion on this interesting disk for which another old-line music man, Johnny Mercer, did most of the arranging. Pop's and Crosby team up on "Muskrat Rambles," "Sugar," "Preacher," and other Southland-oriented tunes. As might be expected, there's a lot of talk byplay between the two. One of the most satisfying efforts is "Rocky Mountain Moon," a nice, easy-going affair. There are a good many fans around who will want this collection.

★★★★ MORE TONY'S GREATEST HITS

Tony Bennett. Columbia CL 1535—Columbia has grouped a flock of tunes recorded by Bennett over recent years with different backings. Many were out on singles and in that form gathered considerable play. Included are "Smile," "Climb Ev'ry Mountain," "Firefly" and "Put on a Happy Face." Bennett's fans and others who dig the pop without the rock will like.

★★★★ THE BIG SOUNDS OF JOHNNY AND THE HURRICANES

Big Top 12-1302—The hit single group play up a rocking storm on this solid instrumental package which has strong teen appeal. Selections include "You Are My Sunshine," "Molly O," "Bye Bye Blackbird" and "Tennessee Tonight."

★★★★ THE FABIAN "FACADE" YOUNG AND WONDERFUL

Chancellor CHL 69802 — This unique package features a sculptured head of Fabian on a removable plaque. Available in monaural only, the LP spotlights personable warbling by Fabian on a group of standards ("All of Me," etc.) and a couple of originals. Should have strong appeal to teen-agers if they can come up with the \$5.98 price tag.

★★★★ THE FRANKIE AYALON "FACADE" YOUNG AND IN LOVE

Chancellor CHL 69801 — A strong merchandising item, this package features the same sculptured head gimmick as the Fabian album, (see review this issue). Avalon warbles attractively on such nostalgic items as "Younger Than Springtime," "I'll Buy That Dream," etc.

**LOW PRICED POPULAR ★★★★★**

★★★★ THEMES FROM MR. LUCKY—THE UNTOUCHABLES AND OTHER TV ACTION JAZZ

Mundell Lowe and His All Stars. RCA Camden CAL 627—Lowe and his All Stars wrap up eight TV themes in swinging jazz instrumental treatments. The spinnable sides include themes from "Bourbon Street Beat," "Johnny Staccato," "Markham," and "Hawaiian Eye" in addition to the two strong leaders in the title.

**JAZZ ★★★★★**

★★★★ LEFT ALONE

Mal Waldron Trio. Bethlehem BCP 6045 —One of the most gifted if least known of the modern jazz composer-pianists is Mal Waldron. This sensitive set of sides is dedicated to Billie Holiday for whom Waldron was accompanist for more than two years. Album gets its title from a posthumous lyric of Billie's, "Left Alone," to which he has artfully created a moving melody. Jackie McLean plays alto on this one side. Waldron is accompanied by Julian Euell, bass, and Al Dreares, drums. A track of personal reminiscences by Waldron of the late thrush is also included.

★★★★ ONE FOOT IN THE GUTTER

The Dave Bailey Sextet. Epic LA 16008—Ex-Gerry Mulligan drummer, Dave Bailey, has gathered 'round him five other jazz all-stars to put together one of the better free-blowing LP's of the season. Altho the set was recorded in a studio, applause, side comments and wonderfully self-effacing introductions by Bailey make it a personable album. Only three tunes occupy the two sides, all in a middle tempo and all blues oriented. Fine group and solo playing are exhibited.

★★★★ JUST THE BLUES

Count Basie & Joe Williams. Roulette R 52054 — Basie and Joe Williams team to play and sing nine blues tracks and one standard all in an easy walking ballad tempo. Only drawback to the set is the constant repetition of like tempo and blues framework. Only non-blues tune in the set is "Travin' Light." Dyed-in-the-wool Basie-Williams fans, however, will probably find this a solid package, if in some ways less exciting than previous sets.

★★★★ STRING ALONG WITH BASIE

Count Basie. Roulette R 52051 — The Count Basie piano is surrounded here by a

bank of lush strings. Tunes which are drawn almost exclusively from standard material, all get a thoro working over by the sparse but effective Basie technique, and there are some strong Ben Webster tenor sax solos. With the exception of "Song of the Islands," all of the rest of the music is in the slow ballad groove. "Sweet Lorraine" and other tunes handled this way might lead easy listening jocks to program this Basie set.

**CLASSICAL ★★★★★**

★★★★ GOULD—STRING QUARTET OP. 1

The Symphonia Quartet. Columbia MS 6178 (Stereo & Monaural)—This is the first recording of a new string quartet by Glenn Gould, played by the Symphonia String Quartet. It is a somber and moving quartet. (Continued on page 41)

**12 SMASH MOVIE & TV THEMES ON ONE LP SENSATION . . .**



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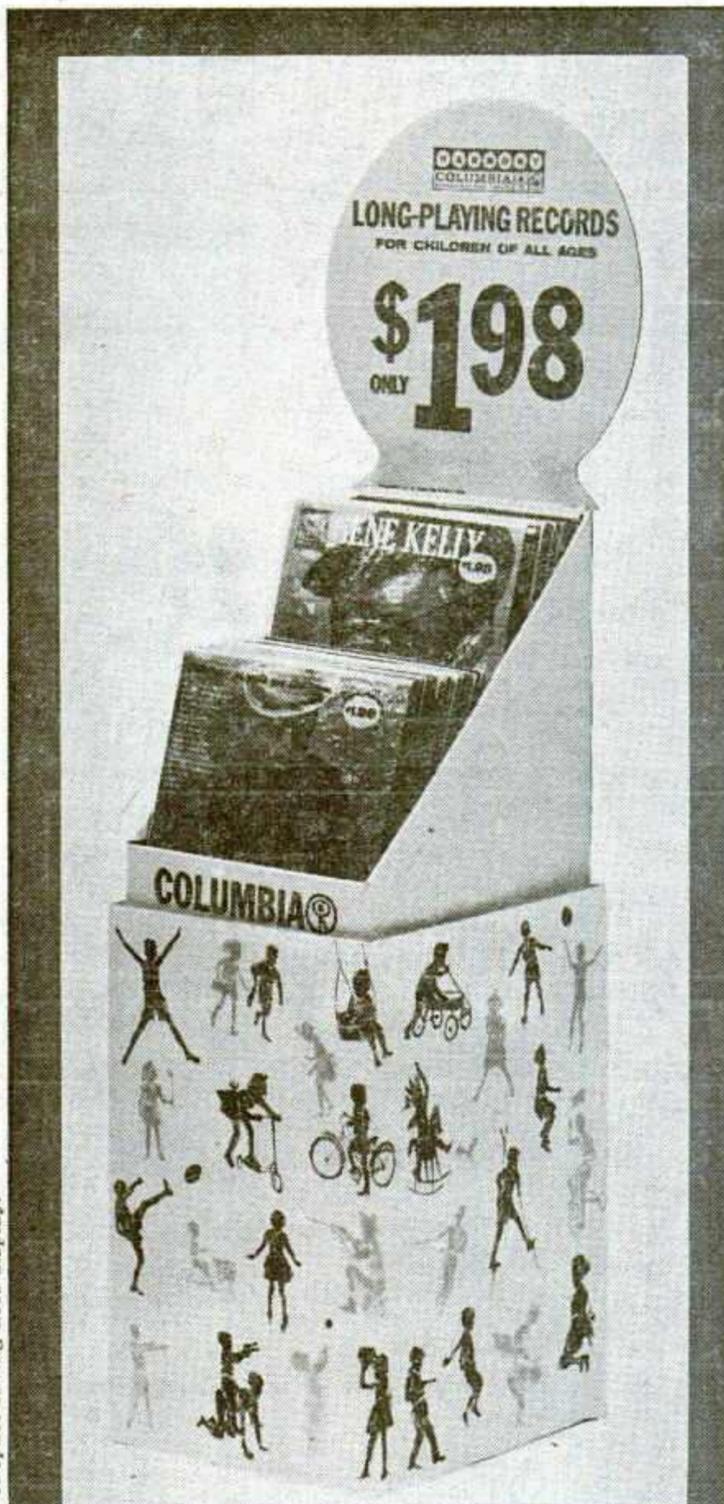
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THE ALAMO  
THE DIARY OF ANNE FRANK  
FROM THE TERRACE  
CAN CAN  
SONS AND LOVERS  
HONG KONG  
ADVENTURES IN PARADISE  
A SUMMER PLACE  
KLONDIKE  
MR. LUCKY

**20TH FOX #3043**



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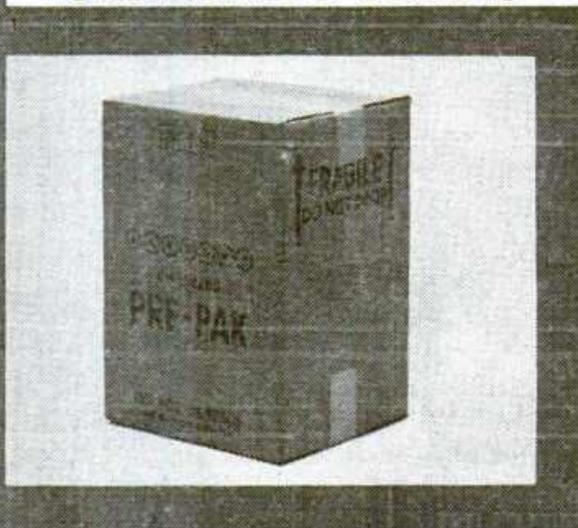
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# Reviews and Ratings of New Albums

Continued from page 39

composed by Gould in an academic style, with only touches of modernism, and surprisingly for Gould, with a romantic, even Viennese flavor. It is played very capably by the Symphonia quartet and the recording is excellent. This work will interest not only Gould's followers, but also string quartet fans.

**★★★★ BEETHOVEN: SYMPHONY NO. 7 IN A MAJOR**  
The Royal Philharmonic Orchestra (Beecham). Capitol SG 7223 (Stereo & Monaural)—Another addition to the already well-populated field of Beethoven's Seventh, this recording by the British ensemble offers a clean, sharp stereo performance and the value of the name of Sir Thomas Beecham on the podium. Another asset is a colorful cover drawing. Nice packaging, which can do business over a long haul, tho the competition will be forever stiff.

**★★★★ PROKOFIEV: PETER AND THE WOLF**  
Beatrice Lillie, London Symphony Orchestra (Henderson). London CS 6187 (Stereo & Monaural)—There have been many versions of "Peter and the Wolf," but this rates with the best of them. Beatrice Lillie is perfect as the narrator, and the words she intones are not too sophisticated for any aware child to follow. And the flip of the record with Julius Katchen and Gary Graffman on piano playing "Carnival of the Animals," along with Miss Lillie's voicing of the Ogden Nash verses is also first-rate. A strong LP, especially for Christmas-time.

**★★★★ DEBUSSY: PRELUDES BOOKS I AND II**

**Daniel Ericourt, Piano. Kapp KDX 6501S (Stereo & Monaural)**—Here are the complete Debussy preludes—24 of them in all—in a neat new book-fold package containing two LP's. Ericourt, the French virtuoso, goes back to a personal acquaintance with the composer and has always made a specialty of the Debussy catalog in his own concerts. He performs them with a strong lyrical touch and great sympathy in a manner that should please the sharpest critic. This is one of the very few stereo versions of the complete books. Package itself, with detailed notes on the pieces and sketches of the basic musical themes, is done with smartness and taste.

**★★★★ SCHUMANN: PIANO CONCERTO IN A MINOR, OP. 54; WALDSCENEN, OP. 82**

Wilhelm Backhaus, Piano; Vienna Philharmonic Orchestra (Wand). London CS 6181. (Stereo & Monaural) — Veteran pianist Wilhelm Backhaus, a true master, especially in the realm of Beethoven, here assays two of the most romantic items from the keyboard repertoire. His somewhat direct approach will appeal to those who want no nonsense about their interpretations, and he also turns on the poetry in spots. This disk is up against tremendous competition from two dozen or so other versions of the concerto by other top artists, and a superb "Waldscenen" by Sviatoslav Richter.

### SEMI-CLASSICAL ★★★★★

**GERSHWIN: RHAPSODY IN BLUE; AMERICAN IN PARIS**  
Hamburg International Philharmonic Orchestra (Von Luden). Tops 6001 (Stereo & Monaural)—Tops' de luxe packaging features a repro of an oil painting evocative of Paris, bound in as a separate page but visible thru a die-cut opening in the jacket, with resembles a frame. This is the first of the new Tops classical and semi-classical line bearing Milton Cross' name, and listing at \$3.98 mono or stereo. Marketing emphasis is thru normal retail record channels with this line. These selections are given lively reading with the jazz idiom sounding quite authentic. Perennial popularity of the music gives these versions a chance, despite heavy competition.

### CHILDREN'S ★★★★★

**★★★★ THE SINGING LADY**  
Irene Wicker, Riverside - Wonderland 1428 — Here are a group of attractive stories about George Washington, Benjamin Franklin and Abraham Lincoln, as well as Indian legends, told in delightful fashion by Irene Wicker, the Singing Lady. The stories are well written and Miss Wicker portrays the characters with her usual enthusiasm and charm. Strong wax here for youngsters.

**★★★★ THIMBLE CORNER**  
Jim Copp and Ed Brown, Playhouse 303—This is the third Jim Copp disk for children, following on the heels of two earlier successes. Again he has come up with material far above average in quality. The engaging tales with music and sound effects are apt to stretch the imaginations of the children while entertaining them, and to prove engaging to adults as well. Colorful cover will call this to the attention of buyers of the previously issued "Jim Copp Tales" and "Fable Forest." Good Christmas gift merchandise.

**★★★ SWING-A-SPELL**  
Jimmie Dodd, Imperial LP 9121 — Jimmie Dodd, known for his work with young people on the Mickey Mouse Club TV show, combines the ideas of a sing-along and spelling bee in this package. It's a lot of fun, not only for youngsters, but also for the young in heart. It stresses entertainment, but of a type which has some educational appeal. Tunes are old standards and many relatively new — with lyrics that are spelled out, as "Harrigan," "Constantinople," "I've Got a Girl in Kalamazoo," etc.

### SACRED ★★★★★

**★★★★ SUNDAY MEETIN' TIME**  
Blackwood Brothers, Skylite SRLP 5967 —Here's the second recent release by the Blackwoods on a label which they own along with the Statesmen Quartet. This is another bright program of gospel songs with standout passages allowing for the spectacular bass and high tenor work of the group. The accompaniment here is a fine, gospel-styled piano. The boys live up to their reputation in this fine program.

**★★★★ STATESMEN ENCORES**  
Statesmen Quartet with Hovie Lister. Skylite 5968 — A fine new album with the Statesmen Quartet, featuring the strong bass voice of Hovie Lister. The tunes include "How Many Times," "Hide Thou Me," "Softly and Tenderly," "Sweet Hour of Prayer," and such favorites as "The Old Rugged Cross," and "Let the Lower Lights Be Burning." Total number of selections comes to 24, making this set a solid buy for sacred fans.

### RELIGIOUS ★★★★★

**★★★★ WE GATHER TOGETHER**  
The Buffalo Bills, Columbia CS 8339. (Stereo & Monaural) — Certainly this is a new tack for the Bills, barbershop stars of "The Music Man," and former SPEBSQSA International titlists. Here in the words of one of the hymn readings they "Take Time to Be Holy." Singing in some cases with organ accompaniment and in others a capella, the four offer a flock of traditional, familiar items like "Abide With Me," "I Love to Tell the Story," "Lead Kindly Light," among the total of 14. Among the fans, this should garner good sustained action.

### SOUND ★★★★★

**★★★★ MALLETS, MELODY & MAYHEM—THE EXCITING PERCUSSION WORLD OF SAUL GOODMAN**  
Columbia CL 1533 — Famed percussionist Saul Goodman leads his own ensemble thru a varied and tasteful album of compositions, some of which are original, that glorify and showcase all members of the drum family. Tympani, drums, cymbals, vibes, xylophone, bells, triangles, tambourines, etc., have their say in this set. Dynamic sense is preserved, thankfully, and all is not thunder.

### SPECIALTY ★★★★★

**★★★★ THE PRESIDENT**  
Walter Brennan, Everest SDBR 1123. (Stereo & Monaural) — Walter Brennan is heard in his second recent narrative LP for the label, this time in a dramatic, musicalized salute to our Presidents over the years. The stirring, patriotic-styled music is by Jerry Livingston, with text by Lenny Adelson. It's a sort of running, musical tableaux of American history with the White House and its 34 occupants in the spotlight. An interesting program for adults and the young, which could have had even more appeal had it been on sale thruout the current campaign.

### INTERNATIONAL ★★★★★

**★★★★ MONNA BELL CANTA**  
Columbia EX 5018 — A talented thrush indeed, Senorita Bell is one of the top names in the pop field in Spain today, having won a first prize at one of the song festivals there last year. Here she offers a pop Spanish hit, "Ola Ola Ola," in addition to "Arrivederci," "Come Prima," and unexpectedly, "The Phoenix City Blues" (in Spanish). The gal has a persuasive warmth that enables her to get the message over, despite the language barrier.

### RHYTHM & BLUES ★★★★★

**★★★★ TRAVELIN'**  
John Lee Hooker, VeeJay 1023 — The great blues artist has really been recorded well on this disk. Hooker seems right in the room, and his intense, primitive style is unforgettable. This is a wonderful package for all devotees of blues and folk music, for there's no touch of artificiality in it. Nat Hentoff has written a discerning set of notes, and the cover is a veritable gasse.

**★★★★ SINGING THE BLUES**  
T Bone Walker, Imperial 9116 — One of the great blues artists, Walker is represented here by a package of earthy material. In addition to his guitar, there's a backing with a good jazz feeling, much of it reminiscent of the Kansas City style. The songs include "Glamour Girl," "The Hustler" and "Alimony Blues." In contrast to the John Lee Hooker blues package also out this week, this one is more developed along jazz lines.

★ ★ ★  
**GOOD SALES POTENTIAL**

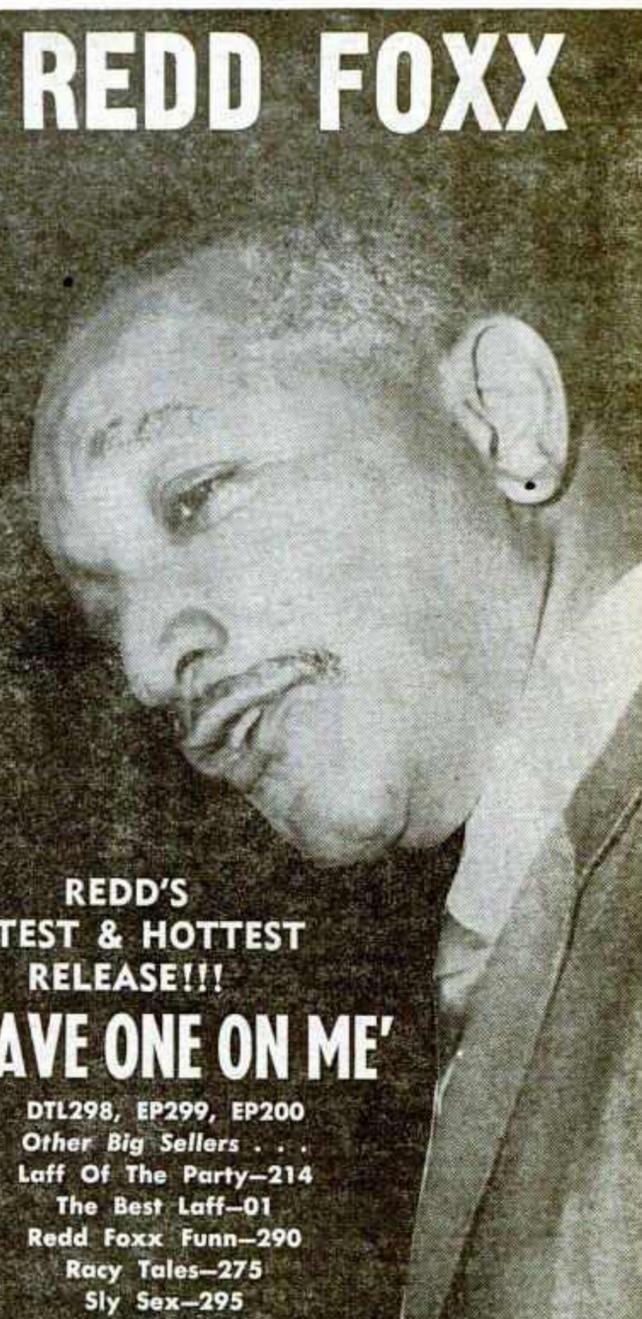
### POPULAR ★★★★★

**★★★ PRESENTING THE CROSBY BROTHERS**  
M-G-M E 3873 — Phillip, Lindsey and Dennis Crosby (Gary left the act a few months ago) warble in effective harmony on this package, which features liner notes by "Dear Old Dad." Decjays should find many spinnable bands (as well as interesting chatter lines in "Green Grass," "You Must Have Been a Beautiful Baby," "Singin' in the Rain" and other oldies.

**★★★ A BREATH OF SCANDAL**  
Sound Track, Imperial 9132W — The movie features Sophia Loren, Maurice Chevalier and John Gavin, and Chevalier's four ingratiating vocals should give this sound-track package most of his sales voltage. The score is lushly melodic and with a nostalgic turn-of-the-century Continental flavor. Nice jockey package.

**★★★ JERRY VALE'S GREATEST HITS**  
Columbia CL 1529 — Columbia has collected some of Vale's old singles in this album, which spotlights the singer's lushly romantic vocal talents on a group of melodic ballads. Selections — all spinnable — include "Pretend You Don't See Her," "Go Chase a Moonbeam," "Solitaire" and "You Don't Know Me."

(Continued on page 43)



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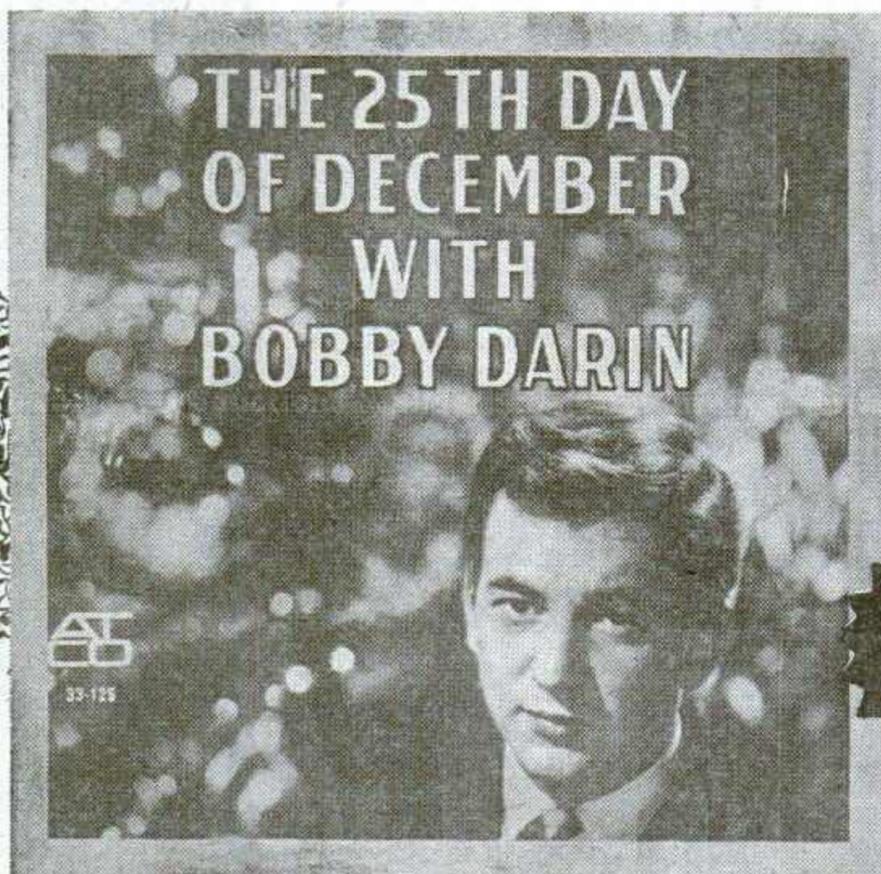
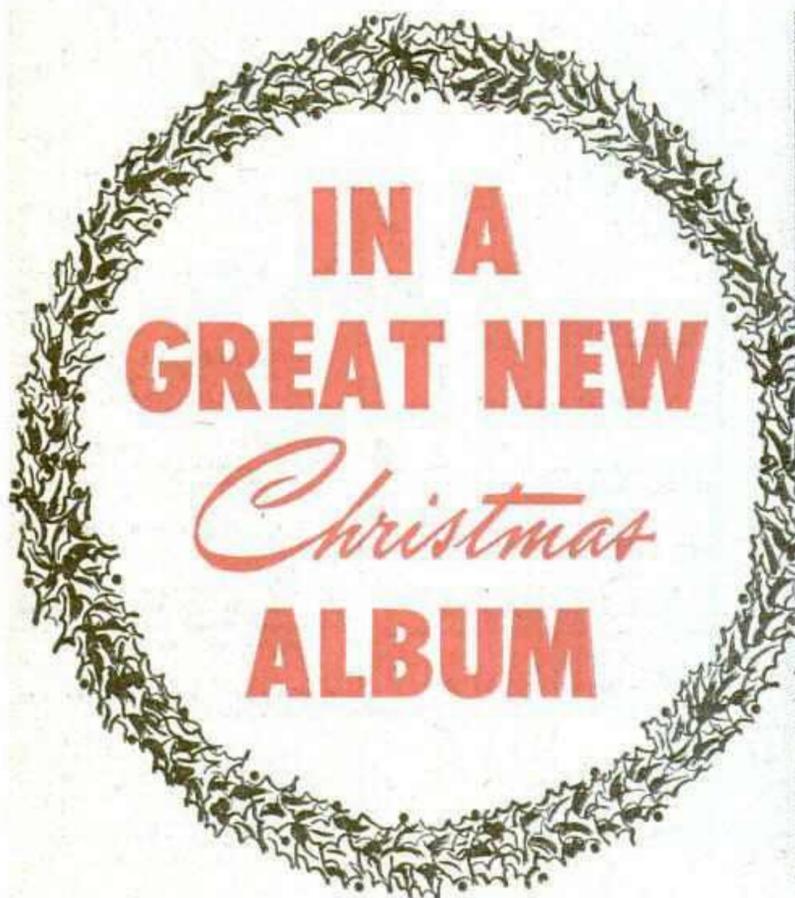
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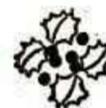
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**A T C O R E C O R D S**

# Reviews and Ratings of New Albums

Continued from page 41

**★★★ MAY I HAVE THIS DANCE?**  
Joe Reichman and His Hotel Adolphus Orchestra. Decca DL 74060. (Stereo & Monaural) — Maestro Reichman is well known on the society dance circuit and here he does a program of the kind of danceable music that's made him popular in the fanciest hotel spots and along the cotillion front. The music is taken from both show and older pop repertoire and also includes a brace or two of Latin material to vary the tempo. Listenable and danceable, with a good recorded sound.

**★★★ HONEYMOON IN EUROPE**  
Erwin Halletz and His Orchestra. Fiesta FLP 1282 — A delightful program of listenable mood fare of both a Continental and Latin type. Such rhythms as waltz, foxtrot, bolero, calypso, cha cha and tango are featured. Among the interesting variety of selections can be found the foxtrot "Diana," by Paul Anka, and Richard Rodgers' "Carousel Waltz." A nice background set that can create an atmosphere.

**★★★ THE WORLD AT MY FINGERS**  
Hal Shutz. Epic LN 3716 — Pleasant performance on the Hammond organ by Hal Shutz, well-known musician and teacher now living in San Francisco. On this set he performs a group of familiar items neatly, ranging from "Ruby," to "March of the Siamese Children."

**★★★ THE AMAZING PAUL RENARD PLAYS THE ALL AMERICAN MUSIC OF GEORGE M. COHAN**  
Riverside 845 — Paul Renard, who is an arranger, composer and teacher in addition to being a mighty accomplished organist, does a strong job here with this collection of tunes by George M. Cohan. The songs include "Harrigan," "Forty-Five Minutes From Broadway," "Yankee Doodle Boy" and "You're a Grand Old Flag." Good wax.

**★★★ NEW - NEW - NEW THE UNIQUE SOUNDS OF THE BOBBY COLE TRIO**  
Columbia CL 1536 — A more or less typical night club set of smart singing and playing arrangements are packaged here by Cole and trio. Cole, who has been compared to Mel Torme and has certain Chris Connor phrasings, sings well through. Material is treated in hip fashion and includes unusual items like "Ebb Tide," "Lilac Wine," and "I'm Forever Blowing Bubbles" among the nine tunes.

**★★★ CATALINA NIGHTS**  
Jan Garber and His Orchestra. Decca DL 74032. (Stereo & Monaural) — The Jan Garber orchestra is a known quantity among disk buyers, who either like it or not. Its style hasn't varied much over the years and there are no surprises in this collection, most of which are tied in by title or content to Catalina Island, the resort off the California coast. The arrangements are four-square, the best consistent with dancing. Tunes include "Avalon," "Harbor Lights," "Santa Catalina," "Moon Over Catalina" and "California, Here I Come."

**★★★ INTERMEZZO**  
Dick Kesner and His Stradivarius Viola. Brunswick BL 754054. (Stereo & Monaural) — A mellow violin tone and romantic treatment of sentimental old tunes are featured by Dick Kesner. He uses his Strad to good point, making the results equally satisfactory for dancing or mood listening. Selections include such favorites as "Intermezzo," "Smoke Gets in Your Eyes," "All the Things You Are," "Stardust," "Tenderly" and "Estrellita."

**★★★ THE RHYTHMIC FINGERS OF PETER NIELSEN**  
Everest SDBR 1115. (Stereo & Monaural) — The Scandinavian pianist has a fine technique — very pianistic and solid. He performs a broad variety of material here, including "The Train in Spain," "Summertime," "I Could Have Danced All Night" and various cha chas. Listenable.

## CLASSICAL ★★★

**★★★ STRAUSS: ARIADNE AUF NAXOS**  
Vienna Philharmonic Orchestra (Leinsdorf). RCA Victor LD 6152 — Another elaborate edition of Victor's handsome Soria Series, this three-LP set covers the complete version of the seldom recorded Strauss work. Tho at least one other complete version exists, this boasts a top-notch cast including Roberta Peters, Sena Jurinac, Leonie Rysanek and Jan Peerce. Another asset is one of the most strikingly attractive accompanying books to be found in recent editions. Book contains complete German-English script, plus numerous color illustrations and explanatory notes. Tho the opera is relatively obscure, long-term business should prove profitable.

**★★★ MUSIC FOR TRUMPET AND ORCHESTRA, VOLUME III**  
The Kapp Sinfonietta (Emanuel Vardi). Kapp KC 9050 S. (Stereo & Monaural) — Here are a series of pieces from the Baroque period of European music, during which time the trumpet enjoyed considerable prominence. The songs and selections here are performed by a smaller version of the classic symphony complement with soloists Viosin and Rhea heard in glowing soaring, high register trumpet passages.

Repertoire of this type is strictly limited as is its current acceptance, yet the package, tastefully done and clearly recorded as it is, will find a welcome from collectors.

**★★★ DVORAK: SYMPHONY NO. 5 IN E MINOR, OPUS 95**  
Hamburg International Philharmonic Orchestra (Von Luden). Tops 6002. (Stereo & Monaural) — A respectable reading of the New World Symphony joins more than two dozen other versions now available. This release is one of Tops' new "high" priced (\$3.98 mono or stereo) de luxe package containing a repro of an oil painting visible thru a large die-cut opening on the jacket. Good sound and performance make this an excellent value. Tops is emphasizing regular retail record store business with this line, rather than promo department and chain store outlets.

**★★★ BEETHOVEN: PIANO CONCERTO NO. 1; SONATA NO. 31**  
Andor Foldes, Piano; Bamberg Symphony (Leitner). Deutsche Grammophon 138636. (Stereo & Monaural) — An unusual and attractive coupling may prove an asset to this disk. Andor Foldes, the Hungarian-American pianist, devotes one side to Beethoven's Piano Concerto No. 1 and the other to the tremendous Sonata No. 31. Clean and responsive performances and excellent sound are other plus factors that may help sales of this release despite potent competition for both works.

**★★★ MOZART: PIANO CONCERTOS NOS. 23 & 24**  
Wilhelm Kempff, Piano; Bamberg Symphony (Leitner). Deutsche Grammophon 138645. (Stereo & Monaural) — Wilhelm Kempff is an outstanding pianist known here mainly for his interpretations of Beethoven and Brahms. His playing of Mozart also is a matter of record, and in this disk he couples two of that composer's finest concertos Kempff delivers meaningful and almost fragile renderings which make for highly effective interpretations. Popularity of both pianist and these works gives this item good potential.

**★★★ INTERNATIONAL CHOPIN COMPETITION WARSAW 1960**  
Irina Zarickaja, Tania Achot-Haroutounian, Michel Block and Maurizio Pollini (Piano). Deutsche Grammophon 136218 and 136219. (Stereo & Monaural) — The recent Chopin piano competition in Warsaw brought forth at least two fine artists who are apt to become important. Maurizio Pollini, the first-prize winner, and Michel Block, who won a special prize award from Artur Schnabel, share an exciting DGG disk. The second and third-prize winners each get one side of a second disk, available separately. Block, who appeared twice in New York during October, seems the best bet for a big career. His playing of the B flat minor sonata is little short of amazing and constitutes a major catalog entry. The other three young artists play smaller Chopin selections ably and attractively.

**★★★ MOZART: PIANO CONCERTO NO. 21 IN C MAJOR, K. 467**  
Rosina Lhevinne, Soloist; The Julliard Orchestra (Morel). Columbia MS 6182. (Stereo & Monaural) — Mozart's concerto with its beautiful harmonies gets a fresh-sounding performance. The technique of the pianist is gem-like. This recording was made on the occasion of the pianist's 80th birthday, and is testimony to the adage that age does not wither — in his case, pure talent.

## JAZZ ★★★

**★★★ LEROY PARKINS AND THE VAZOO RIVER JAZZ BAND FEATURING DANNY BARKER**  
Bethlehem BCP 6047 — The guitar, banjo and singing work of Danny Barker is amply and humorously displayed in this LP of nine tracks. Highlights are definitely the sides which Barker sings: "Careless Love," "Ham and Eggs," and the rousing "Little Liza Jane." Playing is most pronouncedly in the Dixie idiom, and, altho a bit uneven, fun. Dixie fans who like their music wild and woolly will dig. And the pop scene might do likewise on "Eggs" and "Liza Jane."

**★★★ CHARLES PERSIP AND THE JAZZ STATESMEN**  
Bethlehem BCP 6046 — Ex-Diz Gillespie drummer, Charlie Persip, leads a six-man jazz team thru four bristling tracks and one elongated "suite" based upon Gillespie's "The Champ." Individual playing is good and should score sales for the new group even if some of the tempi are a bit wild. The gospel-influenced "Right Down Front" and "Soul March" stand to draw the most air play from jazz jocks.

**★★★ SWING LOW, SWEET CLARINET**  
Jimmy Hamilton. Everest SDBR 1100. (Stereo & Monaural) — Using baritone horns as an unusual background, Duke Ellington's clarinetist, Jimmy Hamilton, explores a number of standards plus two originals of his own. Besides being a fine jazz set, tempos are keyed to easy dancing. Group supporting is culled for the most

(Continued on page 54)

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING NOVEMBER 13

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	SAVE THE LAST DANCE FOR ME	By Pomus-Shuman—Published by Rumbalero-Progressive (BMI)	8
2	2	I WANT TO BE WANTED	By Gannon-Spotti, Testa—Published by Leeds (ASCAP)	7
3	7	POETRY IN MOTION	By Kaufman & Anthony—Published by Meridian (BMI)	3
4	23	GEORGIA ON MY MIND	By Hoagy Carmichael and Stewart Gorrell—Published by Peer International (BMI)	5
5	3	MY HEART HAS A MIND OF ITS OWN	By Greenfield-Keller—Published by Aldon (BMI)	11
6	5	THEME FROM THE APARTMENT	By Charles Williams—Published by Mills (ASCAP)	13
7	11	YOU TALK TOO MUCH	By Joseph Jones and Reggie Hall—Published by Kahl Music (BMI)	5
8	6	CHAIN GANG	By Sam Cooke—Published by Kags (BMI)	10
9	13	STAY	By Maurice Williams—Published by Windsong (BMI)	4
10	10	DEVIL OR ANGEL	By Blanche Carter—Published by Progressive (BMI)	9
11	18	LET'S GO, LET'S GO, LET'S GO	By Hank Ballard—Published by Lois (BMI)	3
12	8	LET'S THINK ABOUT LIVIN'	By Bryant—Published by Acuff-Rose (BMI)	6
13	17	BLUE ANGEL	By Roy Orbison-Nelson—Published by Acuff-Rose (BMI)	3
14	27	SLEEP	By E. Leiber—Published by Miller (ASCAP)	4
15	15	DON'T BE CRUEL	By Elvis Presley and Otis Blackwell—Published by Shalimar-Presley (BMI)	5
16	—	NEW ORLEANS	By Guida-Royster—Published by Pepe (BMI)	1
17	9	MR. CUSTER	By Fred Darian, Al DeLory, Joe Van Winkle—Published by Pattera Music (ASCAP)	10
18	20	KIDDIO	By Brook Benton-Clyde Otis—Published by Eden-Brookville (BMI)	10
19	19	A MILLION TO ONE	By Phil Medley—Published by Starflower (BMI)	10
20	4	TWIST	By Hank Ballard—Published by Armo-Jay & Cee Music (BMI)	14
21	21	ALONE AT LAST	By Lehman—Published by Pearl (BMI)	2
22	24	NORTH TO ALASKA	By Phillips—Published by Robbins (ASCAP)	2
23	12	SO SAD	By Don Everly—Published by Acuff-Rose (BMI)	9
24	14	SUMMER'S GONE	By Paul Anka—Published by Spanka (BMI)	4
25	30	LAST DATE	By Floyd Cramer—Published by Acuff-Rose (BMI)	2
26	26	ARTIFICIAL FLOWERS	By Bock and Harnick—Published by Sunbeam (BMI)	4
27	—	A THOUSAND STARS	By Pearson—Published by Dare (BMI)	1
28	—	PETER GUNN	By Henry Mancini—Published by Northridge (ASCAP)	1
29	16	IT'S NOW OR NEVER	By Gold-Schroeder—Published by Gladys (ASCAP)	16
30	25	TOGETHERNESS	By Russell Faith—Published by Debmar (ASCAP)	3

## RECORDING AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **SAVE THE LAST DANCE FOR ME**—Drifters and Ben E. King, Atlantic 2071.
2. **I WANT TO BE WANTED**—Breuda Lee, Dec 31149.
3. **POETRY IN MOTION** — Johnny Tillotson, Cadence 1384.
4. **GEORGIA ON MY MIND** — Ray Charles, ABC-Paramount 10135.
5. **MY HEART HAS A MIND OF ITS OWN**—Connie Francis, M-G-M 12923.
6. **THEME FROM THE APARTMENT**—Ferrante and Teicher, United Artists 231; Jack Lemmon, Epic 9399.
7. **YOU TALK TOO MUCH**—Frankie Ford, Imperial 5685; Joe Jones, Roulette 4304.
8. **CHAIN GANG**—Sam Cooke, Vlc 7783.
9. **STAY** — Little Joe and Thrillers, Okeh 7136; Maurice Williams and Zodiacs, Herald 552; Marsha Winters, Stephany 1805.
10. **DEVIL OR ANGEL**—Bobby Vee, Liberty 55170.
11. **LET'S GO, LET'S GO, LET'S GO**—Hank Ballard and the Midnighters, King 5400.
12. **LET'S THINK ABOUT LIVIN'**—Bob Luman, Warner Bros. 5172.
13. **BLUE ANGEL** — Roy Orbison, Monument 425.
14. **SLEEP**—Little Willie John, King 5394; Eddie Peabody, Dot 15100.
15. **DON'T BE CRUEL**—Bill Black's Combo, Hi 2026.
16. **NEW ORLEANS**—U. S. Bonds, Legend 819.
17. **MR. CUSTER**—Larry Verue, Era 3024.
18. **KIDDIO**—Brook Benton, Mer 71652.
19. **A MILLION TO ONE** — Jimmy Charles, Promo 1002.
20. **TWIST**—Hank Ballard and the Midnighters, King 5171; Chubby Checker, Parkway 811.
21. **ALONE AT LAST**—Jackie Wilson, Brunswick 55170.
22. **NORTH TO ALASKA** — Johnny Horton, Columbia 41782.
23. **SO SAD**—Evert Brothers, Warner Bros. 5163.
24. **SUMMER'S GONE** — Paul Anka, ABC-Paramount 10147.
25. **LAST DATE**—Floyd Cramer, RCA Victor 7775.
26. **ARTIFICIAL FLOWERS** — Bobby Darin, Atco 6179.
27. **A THOUSAND STARS** — Kathy Young and the Innocents, Indigo 108.
28. **PETER GUNN**—Ray Anthony Ork, Capitol 4041; Duane Eddy, Jamie 1168; Shelley Manne and His Men, Contemporary 367; Page Boys, Hamilton 50025.
29. **IT'S NOW OR NEVER**—Elvis Presley, Vlc 7777.
30. **TOGETHERNESS**—Frankie Avalon, Chancellor 1056.

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FOR WEEK ENDING NOVEMBER 13

# The Billboard HOT 100

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
1	1	2	1	SAVE THE LAST DANCE FOR ME	Drifters, Atlantic 2071			10
2	2	1	4	I WANT TO BE WANTED	Brenda Lee, Decca 31149			9
3	9	26	41	POETRY IN MOTION	Johnny Tillotson, Cadence 1384			5
4	10	11	13	GEORGIA ON MY MIND	Ray Charles, ABC-Paramount 10135		S	7
5	6	12	25	YOU TALK TOO MUCH	Joe Jones, Roulette 4304			8
6	3	4	2	MY HEART HAS A MIND OF ITS OWN	Connie Francis, M-G-M 12923			13
7	19	27	36	STAY	Maurice Williams and the Zodiacs, Herald 552			6
8	14	25	34	LET'S GO, LET'S GO, LET'S GO	Hank Ballard and the Midnighters, King 5400			8
9	15	22	23	BLUE ANGEL	Roy Orbison, Monument 425			8
10	7	6	6	DEVIL OR ANGEL	Bobby Vee, Liberty 55270			15
11	12	15	18	DON'T BE CRUEL	Bill Black's Combo, Hi 2026			9
12	5	5	3	CHAIN GANG	Sam Cooke, RCA Victor 7783		S	13
13	8	7	11	LET'S THINK ABOUT LIVIN'	Bob Luman, Warner Bros. 5172			10
14	18	21	21	SLEEP	Little Willie John, King 5394			10
15	11	20	24	SUMMER'S GONE	Paul Anka, ABC-Paramount 10147		S	7
16	28	55	63	LAST DATE	Floyd Cramer, RCA Victor 7775		S	5
17	30	48	71	NEW ORLEANS	U. S. Bonds, Legrand 819			4
18	23	31	37	NORTH TO ALASKA	Johnny Horton, Columbia 41782			8
19	25	36	45	ALONE AT LAST	Jackie Wilson, Brunswick 55170			5
20	17	10	14	THEME FROM THE APARTMENT	Ferrante and Teicher, United Artists 231			16
21	24	32	49	TO EACH HIS OWN	Platters, Mercury 71697		S	5
22	37	67	—	A THOUSAND STARS	Kathy Young and the Innocents, Indigo 108			3
23	20	23	26	ARTIFICIAL FLOWERS	Bobby Darin, Atco 6179			7
24	4	3	5	TWIST	Chubby Checker, Parkway 811			15
25	22	13	12	KIDDIO	Brook Benton, Mercury 71652		S	14
26	13	8	9	SO SAD	Everly Brothers, Warner Bros. 5163			10
27	26	30	31	TOGETHERNESS	Frankie Avalon, Chancellor 1056		S	8
28	16	14	8	A MILLION TO ONE	Jimmy Charles, Promo 1022			12
29	36	51	59	HUCKLEBUCK	Chubby Checker, Parkway 813			5
30	32	41	67	PETER GUNN	Duane Eddy, Jamie 1168			5
31	29	19	22	NEVER ON SUNDAY	Don Costa, United Artists 234			14
32	27	16	10	IT'S NOW OR NEVER	Elvis Presley, RCA Victor 7777		S	17
33	34	40	27	A FOOL IN LOVE	Ike and Tina Turner, Sue 730			11

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
34	21	9	7	MR. CUSTER	Larry Verne, Era 3024			11
35	63	—	—	HE WILL BREAK YOUR HEART	Jerry Butler, Vee Jay 354			2
36	31	17	16	THREE NIGHTS A WEEK	Fats Domino, Imperial 5687			10
37	33	18	19	DIAMONDS AND PEARLS	Paradons, Millestone 2003			12
38	55	54	61	LOVE WALKED IN	Dinah Washington, Mercury 71696			6
39	59	90	—	I'LL SAVE THE LAST DANCE FOR YOU	Damita Jo, Mercury 71690			3
40	48	39	40	TONIGHT'S THE NIGHT	Shirelles, Scepter 1208			9
41	52	77	—	MY GIRL JOSEPHINE	Fats Domino, Imperial 5704			3
42	50	65	77	WHOLE LOT OF SHAKIN' GOIN' ON	Chubby Checker, Parkway 813			5
43	41	50	54	MY DEAREST DARLING	Etta James, Argo 5368			8
44	78	—	—	PERFIDIA	Ventures, Dolton 28			2
45	46	45	53	SOMEBODY TO LOVE	Bobby Darin, Atco 6179			7
46	44	44	39	ANYMORE	Teresa Brewer, Coral 62219			14
47	35	24	20	MOVE TWO MOUNTAINS	Marv Johnson, United Artists 241			10
48	72	92	—	WAIT FOR ME	Playmates, Roulette 4276			3
49	39	29	17	PINEAPPLE PRINCESS	Annette, Vista 362			13
50	70	72	82	LONELY TEENAGER	Dion, Laurie 3070			4
51	53	66	73	THEME FROM THE SUNDOWNERS	Billy Vaughn, Dot 16133		S	6
52	86	—	—	NATURAL BORN LOVER	Fats Domino, Imperial 5704			2
53	47	42	47	SHIMMY LIKE KATE	Olympics, Arvee 5006			9
54	—	—	—	SWAY	Bobby Rydell, Cameo 182			1
55	42	33	32	LUCILLE	Everly Brothers, Warner Bros. 5163			10
56	61	79	—	DEAR JOHN	Pat Boone, Dot 16152			3
57	43	34	15	WALK, DON'T RUN	Ventures, Dolton 25			17
58	62	78	—	AM I LOSING YOU	Jim Reeves, RCA Victor 7800			3
59	45	35	29	TWISTIN' U.S.A.	Danny and the Juniors, Swan 4060			8
60	81	84	99	BALLAD OF THE ALAMO	Marty Robbins, Columbia 41809		A	4
61	77	99	—	AM I THE MAN	Jackie Wilson, Brunswick 55170			3
62	94	—	—	YOU'RE SIXTEEN	Johnny Burnette, Liberty 55285			2
63	66	69	74	ALABAM	Cowboy Copas, Starday 501			7
64	95	—	—	RUBY DUBY DU	Tobin Matthews, Chief 7022			2
65	73	76	—	THEME FROM THE DARK AT THE TOP OF THE STAIRS	Lolita, Kapp 349			3
66	97	—	—	RUBY DUBY DU	Charles Wolcott, M-G-M 12944			2
67	64	68	80	ONE OF THE LUCKY ONES	Anita Bryant, Carlton 535			5

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
68	69	89	—	ALABAM	Pat Boone, Dot 16152			3
69	57	53	42	FINGER POPPIN' TIME	Hank Ballard and the Midnighters, King 5341			26
70	88	—	—	LIKE STRANGERS	Everly Brothers, Cadence 1388			2
71	49	47	28	RUN, SAMPSON, RUN	Neil Sedaka, RCA Victor 7781		S	10
72	71	70	76	THEME FROM THE SUNDOWNERS	Felix Slatkin, Liberty 55282			6
73	54	52	60	I WISH I'D NEVER BEEN BORN	Patti Page, Mercury 71695		S	6
74	67	75	98	IF SHE SHOULD COME TO YOU (LA MONTANA)	Anthony Newley, London 1929			5
75	76	74	—	THAT'S HOW MUCH	Brian Hyland, Kapp 352			3
76	83	84	99	BALLAD OF THE ALAMO	Bud and Travis, Liberty 55284			4
77	65	71	83	PATSY	Jack Scott, Top Rank 2075			4
78	82	86	88	HAVE MERCY, BABY	Bobbettes, Triple X 106			5
79	—	—	—	MANY TEARS AGO	Connie Francis, M-G-M 12964			1
80	90	93	97	NIGHT THEME	Mark II, Wye 1001			4
81	74	97	—	THEME FROM THE DARK AT THE TOP OF THE STAIRS	Ernie Freeman, Imperial 5693			3
82	93	—	—	A WHOLE LOT OF SHAKIN' GOIN' ON	Conway Twitty, M-G-M 12962			2
83	56	46	46	(I DO THE) SHIMMY, SHIMMY	Bobby Freeman, King 5373			13
84	89	91	94	SIDE CAR CYCLE	Charlie Ryan, Four Star 1745			4
85	84	87	95	MIDNIGHT LACE	Ray Ellis, M-G-M 12942			4
86	—	—	—	GONZO	James Booker, Peacock 1697			1
87	—	—	—	SENZA MAMA (WITH NO ONE)	Connie Francis, M-G-M 12964			1
88	—	—	—	PSYCHO	Bobby Hendricks, Sue 732			1
89	68	60	65	EVERGLADES	Kingston Trio, Capitol 4441			5
90	100	—	—	GREEN LEAVES OF SUMMER	Brothers Four, Columbia 41808			2
91	99	—	—	A KISSIN' AND A TWISTIN'	Fabian, Chancellor 1061			2
92	—	—	—	OL' Mac DONALD	Frank Sinatra, Capitol 4466			1
93	—	—	—	THEME FROM THE SUNDOWNERS	Mantovani, London 1946			1
94	98	—	—	ONCE IN A WHILE	Chimes, Tag 444			2
95	92	94	100	MIDNIGHT LACE	Ray Conniff, Columbia 41800			4
96	—	—	—	A THOUSAND MILES AWAY	Heartbeats, Rama 216			1
97	80	61	56	MY LOVE FOR YOU	Johnny Mathis, Columbia 41764		A	11
98	38	37	35	THE SAME ONE	Brook Benton, Mercury 71652		S	12
99	—	—	—	DON'T GO TO STRANGERS	Etta Jones, Prestige 180			1
100	—	—	—	CRY, CRY, CRY	Bobby (Blue) Bland, Duke 327			1

# & TOMORROW'S TOPS

## BEST BUYS

## BUBBLING UNDER THE HOT 100

These records, of all those on the Hot 100, have begun to show NATIONAL sales breakout action this week for the first time. They are recommended to dealers, juke box operators and disk jockeys as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (\*).

### POP

- \*HE WILL BREAK YOUR HEART.....Jerry Butler  
(Conrad, BMI) Vee Jay 354
- \*PERFIDIA.....Ventures  
(Peer, BMI) Dolton 28
- \*WAIT FOR ME.....Playmates  
(Planetary, ASCAP) Roulette 4276

- \*LONELY TEENAGER.....Dion  
(Schwartz, ASCAP) Laurie 3070
- \*SWAY.....Bobby Rydell  
(Peer, BMI) Cameo 182

C&W—No selections this week.

R&B—No selections this week.

These records, while they have not yet developed enough strength thruout the country for inclusion on any national chart anywhere, already have stimulated considerable regional action. Rank position indicates relative potential to earn an early listing on the Hot 100.

1. THEME FROM THE DARK AT THE TOP OF THE STAIRS.....Percy Faith, Columbia 41796
2. STAY WITH ME A LITTLE LONGER.....Ed Townsend, Warner Bros. 5174
3. THEME FROM THE DARK AT THE TOP OF THE STAIRS.....Chef Atkins, RCA Victor 7796
4. FALLEN ANGEL.....Webb Pierce, Decca 31165
5. EXODUS.....Ferrante and Teicher, United Artists 274
6. ISN'T IT AMAZING.....Crests, Coed 537
7. YOU BETTER KNOW WHAT YOU'RE DOING.....Lloyd Price, ABC-Paramount 10162
8. SWEET DREAMS.....Don Gibson, RCA Victor 7805
9. THE BELLS.....James Brown, King 5423
10. CHILLS AND FEVER.....Ronnie Love, Dot 16144
11. BUMBLE BEE.....La Vern Baker, Atlantic 2077
12. JAGUAR AND THUNDERBIRD.....Chuck Berry, Chess 1767
13. GEE WHIZ.....Innocents, Indigo 11
14. SIXTY-MINUTE MAN.....Untouchables, Madison 139
15. GEE.....Jan and Dean, Dore 576

## REVIEWS OF THIS WEEK'S SINGLES

### HOT 100: A TO Z

A Fool in Love	33
A Kissin' and A Twistin'	91
A Million to One	28
A Thousand Miles Away	96
A Thousand Stars	22
A Whole Lot of Shakin' Goin' On	82
Alabama (Boone)	63
Alabama (Copas)	68
Alone at Last	19
Am I Losing You	58
Am I the Man	61
Anytime	46
Artificial Flowers	23
Ballad of the Alamo	76
(Bud & Travis)	76
Ballad of the Alamo (Robbins)	60
Blue Angel	12
Chain Gang	100
Cry, Cry, Cry	56
Dear John	70
Devil or Angel	10
Diamonds and Pearls	37
Don't Be Cruel	11
Don't Go to Strangers	89
Everslades	69
Finger Poppin' Time	4
Georgia on My Mind	86
Gonzo	90
Green Leaves of Summer	35
Have Mercy Baby	29
He Will Break Your Heart	83
Hucklebuck	2
I Do the Shimmy Shimmy	73
I Want to Be Wanted	74
I Wish I'd Never Been Born	39
If She Should Come to You	32
(La Montana)	25
I'll Save the Last Dance for You	14
It's Now or Never	13
Kiddio	70
Last Date	50
Let's Go, Let's Go, Let's Go	38
Let's Think About Livin'	55
Like Strangers	95
Lonely Teenager	85
Love Walked In	34
Lucille	47
Many Tears Ago	41
Midnight Lace (Conniff)	6
Midnight Lace (Ellis)	97
Mr. Custer	52
Move Two Mountains	31
Mr. Dearast Darling	17
My Girl Josephine	18
My Heart Has a Mind of Its Own	92
My Love for You	67
Natural Born Lover	94
Never on Sunday	77
New Orleans	43
Night Theme	41
North to Alaska	6
Ol' Mac Donald	97
One of the Lucky Ones	52
Once in a While	31
Patsy	17
Perfidia	18
Peter Gunn	92
Pineapple Prince	67
Poetry in Motion	94
Psycho	77
Ruby Duby Du (Matthews)	43
Ruby Duby Du (Wolcott)	41
Run, Sampson, Run	6
Sailor (Your Home Is in the Sea)	97
Same One, The	52
Save the Last Dance for Me	31
Senza Mama (With No One)	17
Shimmy Like Kate	18
Side Car Cycle	92
Sleep	67
So Sad	94
Somebody to Love	77
Stay	43
Summer's Gone	41
Sway	6
That's How Much	97
Theme From the Apartment	52
Theme From Dark at the Top	17
of the Stairs	18
Theme From the Sundowners	92
(Mantovani)	67
Theme From the Sundowners	94
(Slatkin)	77
Theme From the Sundowners	43
(Vaughn)	41
Three Nights a Week	6
To Each His Own	97
Together	52
Together	31
Tonight's the Night	17
Twist	18
Twistin' U. S. A.	92
Wait for Me	67
Walk, Don't Run	94
Whole Lot of Shakin' Goin' On	77
You Talk Too Much (Jones)	43
You're Sixteen	41

### SPOTLIGHT WINNERS OF THE WEEK

The pick of the new releases:

Strongest sales potential of all records reviewed this week.

In order to speed reviews of single records, The Billboard requests that ALL singles be sent to The Billboard Record Review Department, 1564 Broadway, New York 36, N. Y. However, albums should be sent P. O. Box 292, Times Square Station, New York 36, N. Y.

#### Pop

#### ELVIS PRESLEY



ARE YOU LONESOME TONIGHT? (Bourne-Cromwell, ASCAP) (3:07) — I GOTTA KNOW (Alamo, ASCAP) (2:14) — Elvis Presley turns in a warm and touching performance on the oldie, which also features a tender recitation. Flip is a swinging side that has almost as much power as the top side. RCA Victor 7810

#### BROOK BENTON



SOMEDAY YOU'LL WANT ME TO WANT YOU (Duchess, BMI) (2:23) — FOOLS RUSH IN (Bregman, Vocco & Conn (2:25) — Brook Benton turns to two standards here with great results. He sings "Someday" with deep feeling, and does an equally strong job on "Fools Rush In." Mercury 71722

#### DORSEY BURNETTE



THIS HOTEL (Bamboo, BMI) (2:38) — THE RIVER AND THE MOUNTAIN (Sherman-DeVorzon, BMI) (2:09) — Two fine performances by Dorsey Burnette. "This Hotel" is about a prison, while the flip is a melodic saga song. Burnette has two more coin-catchers here. Era 3033

#### RAY CHARLES



COME RAIN OR COME SHINE (A-M, ASCAP) (2:30) — TELL ME YOU'LL WAIT FOR ME (Progressive, BMI) (2:22) — Charles has scored big recently on another label, but this strong waxing is bound to be heard from, too. Top side has a fine, soulful chanting job with fiddles and chorus. Flip is another good ballad effort which can also reap spins. Atlantic 2084

#### MARV JOHNSON



HAPPY DAYS (Jobete, BMI) (2:38) — BABY, BABY (Jobete, BMI) (2:30) — Here's another artist who can keep his hit string going via two strong vocal stints. He handles the rhythmic "Happy Days" stylishly, and swings out on the rhythmic "Baby, Baby." United Artists 273

#### WANDA JACKSON



MEAN, MEAN MAN (Central, BMI) (2:10) — HAPPY, HAPPY BIRTHDAY (Arc-Donna, BMI) (2:35) — Wanda Jackson comes back in her best "Let's Have a Party" style on "Mean, Mean Man." Flip is a pretty version of the old r.&b. hit. Capitol 4469

#### WYNN STEWART



I'D RATHER HAVE AMERICA (Golden West, BMI) (2:32) — Wynn Stewart has a potent piece of material here about America and he makes the most of it in the manner of "The Battle of New Orleans." Strong wax. Flip is "If You See My Baby" (Jat, BMI) (2:12). Challenge 59095

#### BOBBY DAY



OVER AND OVER (Recordo, BMI) (2:20) — GEE WHIZ (Recordo, BMI) (2:10) — Bobby Day comes back in his previous chart form with this new record. Top side is a medium-beat rocker with a teen lyric, while flip is the much-recorded "Gee Whiz," on which this version could share some of the coin. Rendezvous 136

#### LE GARDE TWINS



WHERE CAN THE LOVELIGHT BE (Acuff-Rose, BMI) (2:15) — A sock new tune penned by Boudleaux Bryant is sung by the twins with lots of style. Flip is "Baby Sitter," (Acuff-Rose, BMI). Liberty 55266

(Continued on page 46)

#### MUSIC PUBLISHER INFORMATION:

Data naming the publishers of recorded tunes is provided by The Billboard in four different stages of a record's life: (1) All new single record reviews each week show the names of the publishers of each tune. (2) When a record is listed on the Hot 100 for the first time, publisher information is included in the special box which appears in the news section each week. (3) The week's Best Buys, naming the hottest breaking records on The Hot 100 in the box which appears at the top of this page, also provides publisher data. (4) The top 30 tunes each week are listed in The Honor Roll of Hits, which also gives full publisher information.

# Reviews of THIS WEEK'S SINGLES

The pick of the new releases:

## SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 45

### RAY CHARLES

**HARD-HEARTED HANNAH** (Advanced, ASCAP) (3:14) — **RUBY** (Miller, ASCAP) (2:51) — Even as Charles' "Georgia" hit continues on the upsurge, the chanter comes up with another solid coupling. The "Hannah" side features a top chanting effort with a great Marty Paich arrangement. The flip, recently a hit for Adam Wade, also gets a fine treatment, tho the top side has the edge. ABC-Paramount 10164

### THE ROMANCERS

**JUMPIN' JUNGLE** (Zodiac, BMI) (2:07) — **MOODY** (Zodiac, BMI) (2:06) — New group comes thru with swinging readings of bright material here. Top side is a novelty about a hip jungle, flip is a bouncy rock and roller. Lads are good. Palette 5067

### DEBBIE REYNOLDS

**SATISFIED (PART II)** (Jeneva, BMI) (2:04) — **IT LOOKS LIKE RAIN IN CHERRY BLOSSOM LANE** (Morris, ASCAP) (2:28) — The Reynolds gal has a hot coupling of contrasting sides here. Top is a wild rocker cover of a tune now out by the Cashmeres. This version can gather plenty of loot. Flip is a soft, pretty rendition which could also score. Watch 'em both. Dot 16156

### Country & Western

### ROY ACUFF

**MOUNTAIN GUITAR** (Acuff-Rose, BMI) (2:02) — **'TIL NO LONGER YOU CARE (FOR ME)** (Acuff-Rose, BMI) (2:19) — The fine hillbilly chanter has a pair of potential winners. First is a showmanly folk-sing job on a cute country novelty. Flip is a heartfelt ballad, penned by Don Gibson. Two good sides. Hickory 1134

### Christmas

### MITCH MILLER

**MUST BE A SANTA** (Hollis, BM) (2:40) — **CHRISTMAS SPIRIT** (Korwin, ASCAP) (2:54) — Miller and his gang of sing-alongers come thru with a pair of sprightly holiday-styled sides. Top side is an updated version of a familiar German drinking song, while the flip is a happy new tune. Both can grab plenty of yule activity. Columbia 41814

## SPECIAL MERIT SPOTLIGHTS

The following records have been picked for outstanding merit in their various categories because in the opinion of The Billboard Music Staff they deserve exposure.

(Reviews appear elsewhere in this issue)

### Pop Talent

### JERRY RAINES

★★★★ **NO MORE** (Tulane, BMI) (2:20)

★★★★ **HAS BEEN** (Tulane, BMI) (2:40)—Mercury 71708

### Pop Disk Jockey Programming

### TONY BENNETT

★★★★ **SOMEBODY** (Famous, ASCAP) (2:20)—Columbia 41860

★★★★★

## VERY STRONG SALES POTENTIAL

### POPULAR ★★★★★

### BOBBY LORD

★★★★ **When the Snow Falls**—COLUMBIA 41824—Fine side here has Lord singing about the loneliness that comes with the winter's first snow. Effective backing has a large vocal chorus and strong rhythm with guitar. Strong wax. (Acuff-Rose, BMI) (2:26)

★★★★ **Before I Lose My Mind**—This country weeper features vocal backing with Lord out front singing solidly. Tune is a ballad that tells of the pain that follows a broken romance. (Moss-Rose, BMI) (2:45)

### LANNY DUNCAN

★★★★ **ROMEO'S TEACHER**—CANDIX 304—A rocker, sung in intense style, with falsetto vocal breaks, with an effective,

pounding piano accompaniment. Watch it. (Dixsil-Marc, BMI) (2:20)

★★★★ **Why Did We Say Goodbye**—A rockaballad, with the chanter using an occasional upper vocal range for contrasting effect. (Dixsil-Marc, BMI) (2:40)

### THE FLARES

★★★★ **Jump and Bump**—FELSTED 8607—Cheerful novelty-rhythm item is accorded verveful reading by group. Strong dual market wax with appeal for teen terpers. (Argo, BMI) (2:30)

★★★★ **What Do You Want If You Don't Want Love**—Exuberant chanting by lead and group on lively r.&r. ditty with exciting gospel flavor. (Argo, BMI) (2:25)

### OTIS WILLIAMS

★★★★ **Wait**—KING 5421 — The chanter turns in a bright and emotional performance on a swinging rocker, aided smartly by the Charms and the combo. A sock side. (Lois, BMI) (2:30)

★★★★ **And Take My Love**—Otis Williams, backed by the Charms and ork, comes thru with a touching reading of a listenable ballad. It has a good feeling and a chance for sales. (Lois, BMI) (2:48)

### BILLY SILLS

★★★★ **Billy's Love Song**—COLPIX 169—The youthful chanter warbles with feeling and heart on emotional rockaballad. This is Sill's debut disk, and it's worth a hearing. (Arch, ASCAP) (2:08)

★★★★ **Come Back Joe** — Hard-driving pace marks frantic vocalizing by Sills on this r.&r. version of "Old Black Joe." (Bayer, ASCAP) (2:00)

### HOLLYWOOD ARGYLES

★★★★ **Hully Gully** — LUTE 6002 — The catchy old r.&r. hit is handed an easygoing vocal stint with strong reading by lead. (Arvee, BMI) (2:28)

★★★★ **So Fine**—Gospel-flavored item is accorded a solid group vocal. Two sides worth exposure. (Eldorado, BMI) (2:28)

### FUGITIVES

★★★★ **Freeway** — SIMS 115 — Catchy rhythm theme is accorded an effective instrumental treatment with solid wax solo work and good beat. (R & R, BMI) (2:15)

★★★★ **Fugitive** — High-spirited instrumental treatment of rocking instrumental tune with infectious beat. Same two tunes also are out on the Arvee label. (R & R, BMI) (1:50)

### BILLY (CRASH) CRADDOCK

★★★★ **Good Time Holly (Is a Happiness Fool)**—COLUMBIA 41822—Verveful r.&r. ditty is sung with enthusiasm and showmanship by Craddock. Strong teen appeal. (Sequence, ASCAP) (2:08)

★★★★ **Heavenly Love** — Emotion-packed delivery by Craddock on a strong rockaballad with fem chorus on backing. (Camarillo, BMI) (2:25)

### KATHY LINDEN

★★★★ **Take Me Home (To My Lover)**—MONUMENT 428—Bright tune tune penned by Don Gibson is handed a sock performance by the thrush over a solid arrangement by ork and chorus. (Acuff-Rose, BMI) (2:25)

★★★★ **We Had Words** — Kathy Linden handles this weeper ballad with much feeling over a warm backing by the ork and chorus. A strong side that could get action. (Arch, ASCAP) (2:22)

### GUY MITCHELL

★★★★ **Ridin' Around in the Rain**—COLUMBIA 41853—The wonderful oldie is sung with spirit here by Mitchell over warm, old-fashioned backing. A strong side with a chance for coins. (Joy, ASCAP) (2:15)

★★★★ **Sunshine Guitar**—Most attractive soft-shoe type tune is sung with a lilt by Mitchell over a first-rate backing by the ork. A strong waxing that could bust loose. (Jack-Do, ASCAP) (3:05)

### MICKEY & SYLVIA

★★★★ **What Would I Do** — RCA VICTOR 7811 — Cheerful duo vocal stint on bright r.&r. ditty with solid backing. (Aladdin-Ben-Ghazi, BMI) (2:28)

★★★★ **This Is My Story** — Old r.&b. hit is chanted with sincere effectiveness by team with fem on lead. (Aladdin, BMI) (2:28)

### CLYDE McPHATTER

★★★★ **Go! Yes Go** — ATLANTIC 2082 — This side comes from two labels ago for the chanter, but it's still a nice, easy-going hunk of chanting with big band backing with chorus. Worth spins aplenty. (Suffolk BMI) (2:24)

★★★ **If I Didn't Love You Like I Do**—A slow ballad with tender, high-pitch chanting by McPhatter. This side is a bit on the old-hat side but the artist still has a solid sound. (Regen-Progressive, BMI) (2:24)

### JOHNNY POWER

★★★★ **A Teenage Prayer** — TRIODEX 103 — Here's a smart updating of the tune once a hit for Gloria Mann on the Sound label. Power has a distinctive teen touch, not unlike the earlier Johnnie Ray approach. Watch this one, it could go. (La Salle, ASCAP) (2:22)

★★★★ **A Young Boy's Heart** — Another strongly teen-slanted side. This one is set in a medium tempo with chorus assisting. Also spinnable. (Brenner, BMI) (2:10)

### THE CHAMPS

★★★★ **Tough Train** — CHALLENGE 59097—Rocking, hard-driving instrumental treatment of solid rhythm item, with hypnotic tempo, simulating train movement. Strong side. (Golden West, BMI) (2:25)

★★★ **The Face** — Relaxed jazz-flavored tempo marks this pleasant instrumental theme. Spinnable. (Jat, BMI) (2:20)

### PAUL AND LYNN

★★★★ **Well, We Did It** — ROULETTE 4297—Ingratating performance on strong novelty-styled tune about couple calling parents to announce elopement. Spin appeal. (Planetary, ASCAP) (1:48)

★★★ **Absent-Minded Lover** — Personable warbling by boy-girl duo on amusing novelty with cute lyrics. (Planetary, ASCAP) (2:41)

### DEAN MARTIN

★★★★ **Sogni D'Oro** — CAPITOL 4472—Sentimental Italian-flavored ballad is sung with romantic sincerity by Martin—(Sandino, ASCAP) (2:31)

★★★ **How Sweet It Is**—Attractive chanting by the warbler on a relaxed tune with lightly swinging backing. (Sandino, ASCAP) (2:20)

### THE CAPRI SISTERS

★★★★ **I'm Gonna Wish for You**—ABC-PARAMOUNT 10158—Catchy rhythm tune is sung brightly by gals. Spinnable. (Aldon, BMI) (2:01)

★★★ **There But for Her Go I**—Plaintive chirping by fems on effective teen-appeal tune. (Marks, BMI) (2:24)

### KITTY KALLEN

★★★★ **The Things You Left in My Heart**—COLUMBIA 41857—A big ballad, based on a familiar Latin melody, receives a fine performance from the lass, over a big-voiced ork arrangement. Strong side. (Lewis, ASCAP) (2:37)

★★★ **I Believe in You**—The thrush sells the pretty ballad with warmth over lush ork support. Could get deejay plays. (Skidmore, ASCAP) (2:30)

### HANK LEVINE

★★★★ **Banjo Rock**—PRI 313—Instrumental featuring banjo. Material is blues-based, and carries considerable interest, particularly when horns join the banjo. Discerning deejays will like it. (Sherman-DeVorzon, BMI) (2:24)

★★★ **Midnight**—Instrumental is done with smart technical gimmicks and captures a mood. Like the flip, material is blues-based and keyed to a minor, melodic line in slow tempo. (Tower, BMI) (2:24)

### AL GARDNER

★★★★ **The Stomp**—DECCA 31170—Al Gardner handles this version of the stomp, a new dance, with plenty of spirit, aided by a driving backing. Strong juke wax. (Roosevelt, BMI) (2:30)

★★★ **Solitude** — The Ellington ditty receives a pleasant reading from the singer over simple backing. Flip is stronger. (American Academy, ASCAP)

### JUNE VALLI

★★★★ **Weep for Me Lover**—MERCURY 71729—Interesting song is sung solidly here by June Valli over fine support by ork and chorus. It is strong enough to happen. Watch it. (Regent, BMI) (2:15)

★★★ **Borrowed Kisses**—The thrush sells a listenable effort with her usual feeling over a good arrangement. Could get action. Prentice, ASCAP) (2:10)

### JOHNNY NASH

★★★★ **Somebody** — ABC-PARAMOUNT 10160—A very pretty waxing of the tune from the new Jerry Lewis pic "Cinderella." Worth much exposure. (Famous, ASCAP) (2:44)

★★★ **Kisses**—A pretty hunk of material is sold in winning fashion by the sure-voiced chanter on this attractive side. (Merriam, BMI) (2:24)

### BOB LUMAN

★★★★ **Red Cadillac and Black Mustache**—IMPERIAL 2747—Luman has big hit on Warner Bros. label, and he's equally sock performance-wise on this catchy novelty. (Travis, BMI) (2:00)

★★★★ **All Night Long**—Moving rockaballad is handed strong reading by Luman. (Travis, BMI) (1:40)

### THE PIANO OF RONNIE ALDRICH AND HIS ORK

★★★★ **Pepe**—LONDON 1951—From the film "Pepe" comes the tune. Side is a fast-paced instrumental, featuring piano. (Shapiro-Bernstein, ASCAP) (2:00)

★★★ **Our Concerto**—Another instrumental, softer in mood and slower in tempo than the flip. Good piano. (Chappell, ASCAP) (2:45)

### LITTLE DANNY

★★★★ **Your Precious Love**—A ballad effort by Danny done in dedicated shout style to a simple piano and horn backing. Quite a performance. (Savoy, BMI)

★★★ **Mind on Loving**—Danny is a powerful shout performer. The number is a low-down slow blues with a lot going on in the background. Side has the down home sound, and the cat has a lot on his mind. (Savoy, BMI)

### KENNY MARTIN

★★★★ **Heart Storm**—BIG TOP 3053—Martin packs strong emotion into moving rockaballad with fem chorus on backing. Dual market appeal. (Marcella, BMI) (2:02)

★★★ **Lovin' Man** — Easy swinging r.&r. ditty is sung with vitality by Martin and fem chorus. (Marcella, BMI) (2:17)

### THE OVERTONES

★★★★ **The Fish Man**—LONDON 1952—Instrumental featuring guitar. Material is uncommon, and likely to get strong play. Tune is a big one in Britain, and has many records. (Melody Trail, BMI) (2:10)

★★ **The Blue Bird**—Another instrumental. Has a Continental sound but lacks impact of flip. (Sidmore, BMI) (2:40)

### HANK AND DAVID

★★★★ **Lop-Sided, Over-Loaded** — M-G-M 12963—This is the story of two lads who bought a wacky car at a used car lot. It's cute and could get some action. It's styled somewhat on "Itsy Bitsy." Good wax. (Sheldon, BMI) (2:15)

★★ **Lovelight**—Snappy tune is handed a pleasant reading by the boys. Flip is stronger. (Sequence, ASCAP) (2:10)

## ★ ★ ★ GOOD SALES POTENTIAL

### POPULAR ★★★★★

### JERRY VALE

★★★ **To Belong** — COLUMBIA 41823 — The fine tune receives a strong reading here by Jerry Vale aided by a fine Glenn Osser chorus and ork arrangement. Side could get off the ground quickly. (Marks, BMI) (2:15)

★★★ **Just Friends** — The fine oldie receives a first rate performance from Jerry Vale here. The backing by the Glenn Osser ork is out-of-the-ordinary. Worth spins and spins. (Robbins, ASCAP) (2:56)

### LEE WILLIAMS AND THE MOONRAYS

★★★ (No) **I Won't Cry Anymore** — KING 5409 — A good performance by Lee Williams and the Moonrays of an interesting ballad with a rock and roll touch. Worth spins. (Stebria, BMI) (2:38)

★★★ **I'm So in Love** — On this side the chanter and the group turn in a smart reading of a listenable rocker over driving backing. (Stebria, BMI) (2:20)

### JIMMY WISNER

★★★ **Where the Hot Wind Blows** — CHANCELLOR 1063 — This pretty tune from the flick of the same name receives a pretty interpretation from the pianist aided by a large chorus and ork backing. Side is worth exposure. (Levine-McHugh, ASCAP) (2:15)

★★★ **A Quiet Boy** — Listenable and rather plaintive melody is played wistfully here by the pianist over stringed backing. Pleasant programming. (Debmar, ASCAP) (3:05)

### AL HURRICANE

★★★ **South Bend** — APT 25049 — Happy instrumental effort, with a guitar lead, is sold neatly by the combo, with the boys joining in for some choral support. Worth exposure. (Dundee, BMI) (2:38)

★★★ **Burrito** — Attractive instrumental wax by Al Hurricane and his Night Rockers. The horn lead adds excitement to the side. (Dundee, BMI) (2:28)

### JOHNNIE & JOE

★★★ **Across the Sea** — CHESS 1769 — The familiar tune is sung with feeling here by the duo aided by backing with a driving beat. Could get some action. (Arc-Jalyne, BMI) (2:33)

★★★ **You Said It and Don't Forget It** — Johnnie and Joe sell this wild effort with spirit over a rocking beat. (Merriam, BMI) (2:10)

(Continued on page 50)

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# FOLK TALENT & TUNES

By BILL SACHS

## Around the Horn

Hal Smith, manager of Curtis Artists Productions, Goodlettsville, Tenn., has taken over the exclusive management of Carl Butler, Columbia recorder and "Grand Ole Opry" feature. . . Johnny Finch's ballad, "Lonely," written with an assist from Pee Wee King and recorded by the latter's group, with Redd Stewart doing a dual vocal, has just been released by Rank Records. Flip is "Do You Remember?" a ballad penned by Pee Wee and Redd. . . The Gene Johnson office, Wheeling, W. Va., has set a package comprising Ernest Tubb and the Texas Troubadours, Minnie Pearl, Stoney Cooper and Wilma Lee and Their Clinch Mountain Clan, Jimmy Martin and the Sunny Mountain Boys and Grandpa Jones for Johnstown, Pa., November 11; Youngstown, O., 12, and Canton, O., 13.

Leroy VanDyke, tricky-tongued singing auctioneer, visits this Saturday (12) on NBC Radio's "Red Foley Show," which emanates from Springfield, Mo. Regulars to be featured are Slim Wilson, the Tall Timber Boys, Uncle Cyp Brasfield and Joe Slattery. . . Red Foley is being paged by Owen Bradley for a Decca session in Nashville within the next few days. . . The Crossroads of Country Music, Springfield, Mo., was represented at last weekend's WSM Country Music Festival by a pair of young old-timers in the field—Si Siman and Jim McConnell. . . The Sunshine Boys are in the midst of a four-week stand at the Golden Nugget, Las Vegas, set thru the Gene Johnson office, Wheeling, W. Va. Abbie Neal and Her Ranch Girls, booked exclusively by the Johnson firm, are moving into their third year in the Reno, Lake Tahoe and Las Vegas areas.

Jimmy Martin's new release on Decca, "You Don't Know My Mind," is reportedly gaining widespread attention in the Northeastern part of the U. S. and Canada. Jimmy's initial Christmas record on Decca, "Old-Fashioned Christmas," is slated for release November 14. . . Stoney Cooper and Wilma Lee have purchased a new bus to make the hauls on their upcoming trek to the West Coast, one of the longest p.a. tours of their career. Gene Johnson, Wheeling, W. Va., is doing the booking. . . Thurston Moore introduced his new abridged edition of his annual Scrapbook at the Nashville conclave last weekend, with Marlin Payne, promoter-booker of Billings, Mont., representing him there. Moore is enrolled at the University of Denver, which prevented him attending the country music festival.

George ("Hall of Shame") Kent is on a string of personal thru the South and Southwest to plug his new Maverick release, "If Love Had a Color" b.w. "Cold, Cold Arms." . . Johnny Elash, well-known Toronto country music promoter, has inaugurated a weekly Sunday night jamboree at the Palace Pier, that city, featuring local talent plus imports from Wheeling, W. Va., and Nashville. Meanwhile, across town in Toronto's Downsview section, Paul Robertson continues with his weekly Sunday night "Crag Plaza Jamboree." . . Netting healthy action in the Canadian market is Cy Anders' coupling of "I'm Not the Kind" and "Four More Stairs," both pubbed by BMI of Canada, Ltd. Art Lock and Cyril Tulk are the writers, with Canadian distribution being handled by Raleigh Records, Ltd.

Chief Dyson, of Del Records, Oklahoma City, takes his "Cowboy Capitol Barn Dance" crew into Municipal Auditorium, that city, December 18 for a benefit performance headed by Ray Phillips, Boyd Records artists. Proceeds go to the building fund of the Oklahoma Rehabilitation Clubs. Also appearing on the show will be guestars Gene Sullivan, heard on the Decca label; Tex Wayne, All-Star Records artist, and Ken Harrison, of Del Records, plus all the "Cowboy Capitol Barn Dance" regulars, including Jude and Jodie, the Holcomb Sisters and Red Miller. Billy Dee, KLPR c.&w. deejay, will emcee, and his combo, the KLPR Ranch Boys, will back the show. Following the stagershow, there will be a square dance featuring the Square Wheelers, a group comprised of wheel-chair patients who roll thru the complicated square-dance routines under the direction of caller Frank Calhoun. The group has made numerous TV and stage appearances in the terri-

Budding songwriters Carrie Farley and Peggy Ann Munson have scored with several of their tunes in recent months. Carrie has a new release out on the Laurel label titled "Blue Broken Heart," recorded by Jimmie Star. The gals teamed on another tune with composer Paul Goodman, of Jacksonville, Fla., which the latter succeeded in placing with the Wilburn Brothers' Sure-Fire Music Company, Nashville. Thru their agent, Charles Wright, Dallas, the girls clicked again with a ballad placed with Dub Dickerson's Big-World Music.

Putting in a plea for sample platters from artists and diskeries is Doc Watson, who spins three hours of country wax, weekdays from 7-10 a.m., as a part of the "Look or Listen" format on KTVW-TV, Tacoma, Wash. Watson supplements his jockeying with personals in the Western Washington sector. . . Manning the c.&w. turntables at KAYE, Puyallup, Wash., are Tiny Young, Jan Kelly, Curley Emerson and J. D. Brant. The station covers the Tacoma and Southern Puget Sound area of Western Washington, airing country music from 7 a.m. to 7 p.m., six days a week. . . Goldband Records, Box 284, Lake Charles, La., has sample copies available on Sunny Dupan's "My Glass Is Empty" and Cleveland Crochet's "Sugar Bee." . . It was recently recorded here that Boyd Records, 1408 N. W. 28th Street, Oklahoma City, invites deejays to write in for samples of Mel Tillis' "Twenty Cigaretts" and Billy Guitar's "It Hurts So Much." The item inferred that Tillis and Guitar recorded the respective tunes. Actually, they merely wrote them. Both tunes were waxed by 21-year-old Ray Phillips, an up-and-coming country singer.

Mike Oatman, program director at KHEY, El Paso, Tex., reports that the station now is programming country music on a 24-hour basis. The change constitutes a shift from 12 midnight to 6 a.m., Oatman says. To handle the new arrangement, the station has rehired the veteran c.&w. platter spinner, Uncle Virgil Bond. "Our pattern from 12 midnight to 6 a.m. covers approximately 32 States and some parts of Canada," Oatman says. "We feel this will be a great boost to country music, not only here in the Southwest but also in our coverage area. We here at KHEY will continue to push c.&w. music as hard as anybody in the country. We believe greatly in its future."

# The Billboard HOT C & W SIDES

FOR WEEK ENDING NOVEMBER 13

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	1	ALABAM, Cowboy Copas, Starday 501	19
2	2	2	2	ON THE WINGS OF A DOVE, Ferlin Husky, Capitol 4406	10
3	3	4	4	EXCUSE ME, Buck Owens, Capitol 4412	8
4	4	3	3	(I CAN'T HELP YOU) I'M FALLING TOO, Skeeter Davis, RCA Victor 7767	11
5	5	5	8	I DON'T BELIEVE I'LL FALL IN LOVE TODAY, Warren Smith, Liberty 55248	10
6	9	11	12	BEFORE THIS DAY ENDS, George Hamilton IV, ABC-Paramount 10125	5
7	11	13	21	BALLAD OF WILD RIVER, Gene Woods, Hap 1004	5
8	8	9	11	I WISH I COULD FALL IN LOVE TODAY, Ray Price, Columbia 41767	6
9	13	15	15	CRUEL LOVE, Lou Smith, Top Rank 2069	13
10	6	6	6	HEART TO HEART TALK, Bob Wills & Tommy Duncan, Liberty 55260	12
11	7	7	5	ANYMORE, Roy Drusky, Decca 31109	18
12	14	18	—	YOU CAN'T PICK A ROSE IN DECEMBER, Ernest Ashworth, Decca 31156	3
13	10	10	14	LET'S THINK ABOUT LIVIN', Bob Luman, Warner Bros. 5172	5
14	20	26	—	HERE I AM AGAIN, Clyde Beaver, Decca 9-31173	3
15	—	—	—	LAST DATE, Floyd Cramer, RCA Victor 47	1
16	16	22	—	LONELY RIVER RHINE, Bobby Helms, Decca 31148	3
17	27	—	—	I MISSED ME, Jim Reeves, RCA Victor 7800	2
18	12	8	7	I'M GETTING BETTER, Jim Reeves, RCA Victor 7756	17
19	—	—	—	I WISH YOU LOVE, Billy Walker, Columbia 41763	1
20	19	19	16	THIS OLD HOUSE, Wilma Lee & Stoney Cooper, Hickory 1126	9
21	—	27	—	THIS OLD HEART, Skeets McDonald, Columbia 41773	2
22	—	—	—	LITTLE GUY NAMED JOE, Stonewall Jackson, Columbia 41785	1
23	15	12	10	I KNOW ONE, Jim Reeves, RCA Victor 7756	16
24	—	—	—	WINDOW UP ABOVE, George Jones, Mercury 71700	1
25	21	—	—	YOU DON'T WANT MY LOVE, Roger Miller, RCA Victor 7776	2
26	22	21	—	THERE'S NOT ANY LIKE YOU LEFT, Faron Young, Capitol 4410	3
27	—	—	—	THE MOON IS CRYING, Allan Riddle, Plaid 1001	1
28	—	—	—	WANTING YOU, Jimmy Newman, M-G-M 12945	1
29	23	23	—	I CAN'T RUN AWAY FROM MYSELF, Ray Price, Columbia 41767	3
30	17	14	9	PLEASE HELP ME, I'M FALLING, Hank Locklin, RCA Victor 7692	36

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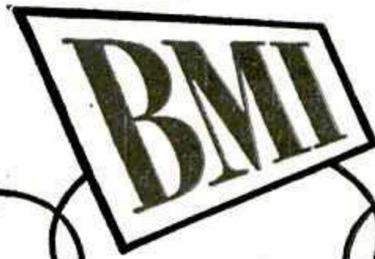
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ANOTHER  
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BIG IRON  
EACH MOMENT (SPENT WITH YOU)  
EL PASO  
FACE TO THE WALL  
FAMILY MAN  
HE'LL HAVE TO GO  
I'M GETTIN' BETTER

I KNOW ONE  
JUST ONE TIME  
LAST RIDE  
LEFT TO RIGHT  
A LOVELY WORK OF ART  
MILLER'S CAVE  
NO LOVE HAVE I  
ONE MORE TIME  
PINBALL MACHINE  
RIVER BOAT  
THE SAME OLD ME  
SINK THE BISMARCK

SOFTLY AND TENDERLY  
(I'LL HOLD YOU IN MY ARMS)  
THERE'S A BIG WHEEL  
TIMBROOK  
THE TIP OF MY FINGERS  
TOO MUCH TO LOSE  
UNDER YOUR SPELL AGAIN  
A WOMAN'S INTUITION  
WHY I'M WALKIN'  
WISHFUL THINKING  
YOUR OLD USED TO BE  
YOU'RE THE ONLY GOOD THING  
(THAT'S HAPPENED TO ME)

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Reviews of New Pop Records

Continued from page 46

**JIMMY & THE REBELS**  
★★★ You Are My Sunshine — ROULETTE 4201 — Another swinging version of the oldie by the group here. It could get some coins. Group is similar to Johnny and the Hurricanes. (Peer Int'l, BMI) (2:11)

★★★ The Sheik of Araby — Same comment. (Mills, ASCAP) (2:12)

**JACKIE DE SHANNON**  
★★★ Teach Me — LIBERTY 55288 — Moving rockaballad is wrapped up in feelingful vocal by the thrush. (Cedarwood, BMI) (2:34)

★★★ Lonely Girl — Verveful piping on a catchy r.&r. ditty. (Metric, BMI) (2:05)

**TOMMY SANDS**  
★★★ Doctor Heartache — CAPITOL 4470 — Effective gospel-flavored tune, reminiscent of "Fever," is handed solid vocal by Sands. (Neila, ASCAP) (2:00)

★★★ On and On — Wistful folksy theme is handed a plaintive reading. (Sparton, ASCAP) (2:25)

**THE KNIGHTSBRIDGE STRINGS**  
★★★ If I Didn't Care — TOP RANK 2082 — Lush strings, underscored by r.&r. piano triplets, are featured on the pretty oldie. Nice jockey side. (Chappell, ASCAP) (2:20)

★★★ I Hear a Rhapsody — Same comment. (Gower, BMI) (2:05)

**FREDDIE FENDER**  
★★★ A Man Can Cry — ARGO 5375 — A rockaballad. Fender sings the song with a lot of soul, backed by an arrangement with a triplet figure. (Arc, BMI) (2:35)

★★★ You're Something Else for Me — A blues gets a belting performance by the chanter, and is showcased by an uncommon arrangement. Watch it. (Arc, BMI) (2:25)

**SIR HENNY**  
★★★ Nature Boy — MERCURY 71715 — The eden albez standard gets a lively reading, with a chick chorus answering the male vocal. (Crestview, ASCAP) (2:10)

★★★ That's Somethin' Else — A bluesy item, with the male vocal spelled by a chick chorus. Quite effective. (Products, BMI) (2:20)

**ELLA JOHNSON WITH BUDDY JOHNSON**  
★★★ I'm Just Your Fool — MERCURY 71723 — From the Wing album "Rock 'n' Roll Stageshow" comes the side. Ella sings with her usual charm and soul, backed by that wonderful Johnson band. It's in slow tempo, but solid. (Sophisticate, BMI) (2:49)

★★★ I Don't Want Nobody — From their album, this is one of the standbys of the Johnson repertoire. A fine rocker, blues-based. Will be appreciated by those who dig. (Sophisticate, BMI) (2:38)

**GRADY CHAPMAN**  
★★★ Ambush — MERCURY 71698 — A flourish of violins intros this smartly crafted tune. Plenty of brightness here. (Eden, BMI) (2:15)

★★★ My Life Would Be Worth Living — A sensitive ballad, with good violins, piano and chorus work in the arrangement. (Tulip, ASCAP) (2:22)

**PEPPER POTS**  
★★★ Ruby Duh Du — DANLIN 7320 — Instrumental gets a strong reading here. This version can catch some of the loot. (Robbins, ASCAP) (2:15)

★★★ Leatherjacket Cowboy — Another from "Key Witness." This is a blues-based instrumental which maintains interest. (Robbins, ASCAP) (2:15)

**JUNIOR WATERS**  
★★★ We Both Need Love — ABC-PARAMOUNT 10159 — Waters does a bouncy, intense vocal, backed by a jazz-oriented arrangement. (Lorob, BMI) (2:22)

★★★ No Greater Miracle — The vocal here is of the sensitive type, and the lyric is of the inspirational-love kind. (Lorob, BMI) (2:51)

**JOHNNY CARLO**  
★★★ Fish Walk — DECCA 31179 — Cute novelty effort is sold solidly here by the singer aided by a sparkling arrangement. Good wax. (Kellern, ASCAP) (2:21)

★★★ Poinciana — The fine oldie is performed neatly here by the singer over big ork support. (Marks, BMI) (2:25)

**KAYO AND THE TRINITIES**  
★★★ Walking to School With My Love — SOUVENIR 1004 — A teen-slanted ballad, sensitively sung. Backing includes a modi-

fied triplet figure, and a hint of Yancey bass line. (C.D.A., BMI) (2:11)

★★★ Kathy Jo — A rocker, done in full-voiced fashion, with a rolling beat. (C.D.A., BMI) (1:37)

**LOU RAWLS**  
★★★ Just Thought You'd Like to Know — CANDIX 305 — A ballad, sung by a resonant voice. Background includes tasteful violins plus a triplet figure. (Sildix, ASCAP) (2:26)

★★ In My Little Black Box — A rocker, solidly chanted in a shouting style, with a chick chorus providing contrast. (Textal-Jat, BMI) (1:54)

**TOMMY STEELE**  
★★★ Happy Go Lucky Blues — LONDON 1950 — The British rocker does a bouncy side. There's a whistling figure in the arrangement. Likely to get strong deejay play. (Hill & Range, BMI) (2:20)

★★★ She's My Baby — A rocker. A big sound here, abetted by chorus and drums—the latter being strongly featured. (Leeds, ASCAP) (2:10)

**JOHNNIE & JOE**  
★★★ Your Love — ABC PARAMOUNT 10117 — The "Over the Mountain" team is back with a slow ballad with heavily accented piano triplets in the arrangement. The side has a bit of the high-pitched background vocalists. Has a chance for spins. (Pamco, BMI) (2:14)

★★★ Why Do You Hurt Me So — A ballad in slow tempo, with a flock of wild background sounds behind the duo vocal by the boys. Worth a hearing. (Zells, BMI) (2:27)

**JENNIE SMITH**  
★★★ Suspicion — TOP RANK 2077 — Feelingful rendition by canary on appealing country-flavored tune with weeper lyrics. (Allied, ASCAP) (2:19)

★★★ Why Don't You Believe Me — Pretty oldie is sung with lush effectiveness by thrush. Nice jockey wax. This is the same tune Joni James made a hit years ago. (Brandom-Harms, ASCAP) (2:28)

**RED GARRISON AND HIS ZODIACS**  
★★★ Taboo — RMP 1013 — The oldie is played in exciting instrumental style here by Garrison and his combo. It has a beat and the horn and guitar give it a good sound. Strong juke wax. (Peer Int'l, BMI)

★★★ Moonshine — Bright driving instrumental rocker played with a solid beat by the combo here. A side that has an infectious enough rhythm to catch coins. (Waters, BMI)

**THE DANLEERS**  
★★★ Little Lover — EPIC 9421 — Personable lead vocal work on spirited r.&r. with infectious tempo.

★★★ I'll Always Believe in You — Plaintive vocal rendition by lead singer and group on appealing rockaballad.

**THE RAMROCKS**  
★★★ Theme From the Terrace — FELSTED 8608 — Poignant movie title theme is wrapped up in gentle rockaballad instrumental treatment with nice organ solo work. Spinnable. (Feist, ASCAP) (2:27)

★★★ Poco Pinto — Interesting organ solo stint on pleasantly swinging instrumental theme with non-lyric chorus on backing. (Gleam, ASCAP) (2:10)

**VINCE MARTIN**  
★★★ Is There Somebody Somewhere — 20TH FOX 214 — Folk-styled tune is sung with feeling by the chanter who tells how he needs a soul-mate on this tasteful waxing. (Southern Belle, BMI) (2:50)

★★★ The Sea Is Green — Attractive tune with a folk flavor is sold with authority by the chanter, as he tells about the life of a sailing man. Worth exposure, especially on easy listening radio shows. (Montclare, BMI) (2:46)

**THE ORIGINALS**  
★★★ Let Me Be Your Girl — BRUNSWICK 55171 — The lead thrush turns in a strong performance on an interesting rock and roll effort. The backing is good and the side has a chance. (Merrimac, BMI)

★★★ A Kiss From Your Lips — Tune that was a rock and roll hit about five years ago receives a warm reading from the group with the lead singer handing it an emotional vocal. Worth spins. (Arc, BMI) (2:51)

**DAKOTA STATON**  
★★★ I Won't Worry — CAPITOL 4465 — The thrush sells this listenable hunk of

The Billboard  
**HOT R & B SIDES**

FOR WEEK ENDING NOVEMBER 13

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	4	6	12	LET'S GO, LET'S GO, LET'S GO, Hank Ballard and the Midnighters, King 5400	5
2	9	12	—	HE WILL BREAK YOUR HEART, Jerry Butler, Vee Jay 354	3
3	3	3	4	GEORGIA ON MY MIND, Ray Charles, ABC-Paramount 10135	7
4	1	2	5	SAVE THE LAST DANCE FOR ME, The Drifters, Atlantic 2071	6
5	6	5	3	FOOL IN LOVE, Ike and Tina Turner, Sue 730	15
6	2	1	1	KIDDIO, Brook Benton, Mercury 71652	12
7	5	4	2	CHAIN GANG, Sam Cooke, RCA Victor 7783	11
8	8	7	7	MY DEAREST DARLING, Etta James, Argo 5368	8
9	18	17	28	I WANT TO BE WANTED, Brenda Lee, Decca 31149	4
10	21	19	9	STAY, Maurice Williams, Herald 552	7
11	10	9	15	DON'T BE CRUEL, Bill Black's Combo, Hi 2026	5
12	27	—	—	NEW ORLEANS, U. S. Bonds, Legrand 819	2
13	12	21	19	CRY, CRY, CRY, Bobby (Blue) Bland, Duke 327	5
14	11	18	16	MY HEART HAS A MIND OF ITS OWN, Connie Francis, M-G-M 12923	6
15	23	—	10	A MILLION TO ONE, Jimmy Charles, Promo 1002	9
16	14	23	—	LET'S THINK ABOUT LIVIN' Bob Luman, Warner Bros. 5172	3
17	7	8	6	THE TWIST, Chubby Checker, Parkway 811	14
18	24	29	—	LAST DATE, Floyd Cramer, RCA Victor 7775	3
19	30	—	—	MY HERO, Bluenotes, Value 213	2
20	17	16	20	SO SAD, Everly Brothers, Warner Bros. 5163	4
21	20	11	11	YOU TALK TOO MUCH, Joa Jones, Roulette 4304	6
22	29	27	—	DEVIL OR ANGEL, Bobby Vee, Liberty 55270	3
23	13	13	8	THREE NIGHTS A WEEK, Fats Domino, Imperial 5687	5
24	16	22	—	TODAY I SING THE BLUES, Aretha Franklin, Columbia 41793	3
25	15	10	17	SLEEP, Little Willie John, King 5394	5
26	22	24	—	HUSH HUSH, Jimmy Reed, Vee Jay 357	3
27	—	15	14	TONIGHT'S THE NIGHT, Shirelles, Scepter 1208	4
28	—	—	—	IRRESISTIBLE YOU, Bobby Peterson, V-Tone 214	3
29	—	—	—	LOVE WALKED IN, Dinah Washington, Mercury 71696	1
30	25	28	—	LAST OF THE BIG TIME SPENDERS, Cornbread & Biscuit, Maske 102	3

SPOTLIGHT WINNER!  
Frankie Ford  
"MY SOUTHERN BELLE"  
b/w  
"THE GROOM"  
#5706  
**IMPERIAL RECORDS**  
6425 Hollywood Blvd.  
Hollywood 28, Calif.

**JAMES BROWN**  
HIS NEWEST RELEASE  
very timely  
**THE BELLS**  
b/w  
And I Do Just What I Want  
5423  
**KING Records, Inc.**  
1540 Brewster Ave., Cincinnati, Ohio

IT'S A HIT!  
**NAPPY BROWN**  
"THE HOLE I'M IN"  
Savoy #1592 b/w  
"NOBODY CAN SAY"  
**SAVOY RECORD CO.**  
NEWARK, N. J.

**Ann Cole**  
"IN THE CHAPEL"  
K 12954  
**MGM Records**

**Best Selling Sheet Music in U. S.**

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

This Week	Last Week	Weeks on Chart
1. THEME FROM THE APARTMENT (Mills)	1	16
2. IT'S NOW OR NEVER (Gladys)	2	13
3. IN MY LITTLE CORNER OF THE WORLD (Shapiro-Bernstein)	4	13
4. MR. CUSTER (Bamboo)	3	6
5. MISTY (Octave)	6	27
6. ONLY THE LONELY (Acuff-Rose)	9	11
7. CLIMB EV'RY MOUNTAIN (Williamson)	10	39
8. MY HEART HAS A MIND OF ITS OWN (Aldon)	11	4
9. DO-RE-MI (Williamson)	12	39
10. NEVER ON SUNDAY (Esteem-Sidmore)	—	5
11. MR. LUCKY (Southgale)	8	29
12. ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI (Pincus)	7	17
13. CHAIN GANG (Kags)	13	2
14. KEY TO LOVE (Mills)	5	4
15. THEME FROM A SUMMER PLACE (Witmark)	15	39

material with style over listenable backing by the Benny Carter crew. Ballad could get a lot of spins. (Swarthmore, ASCAP) (2:27)

\*\*\* First Things First — Happy tune from the current Broadway musical "Tenderloin" is handed a bright performance from the thrush over swinging support. Two potent sides. (Sunbeam, BMI) (2:17)

**THE DING-A-LINGS**

\*\*\* C. Percy Mercy (of Scotland Yard) — CAPITOL 4467 — The Ding-A-Lings come thru with a snappy reading of a rocker about a Scotland Yard inspector — who catches criminals via various and extraordinary means. Cute. (Little Darlin, BMI) (2:23)

\*\*\* Oink Jones — This is another in the "Alley-Oop" tradition, but this time it's about a cat named "Oink Jones," who is rather sloppy about his eating habits and his clothes. Could get action. (Little Darlin, BMI) (2:30)

**BILL DOGGETT**

\*\*\* Afternoon Jump — KING 5419 — A neat, relaxed rhythm tune based on a simple riff. Features the organ and tenor sax sound. Good dance side. (Billace, BMI) (2:47)

\*\*\* Slidin' — A slow, pounding rhythm is beaten out by the drums with harmony saxes and guitar taking the lead. Also figures as a nice dance side. (Lois, BMI) (2:35)

**BARBARA LANTZ**

\*\*\* Tall Boy — PHILTONE 1103 — Miss Lantz offers a soft ballad of devotion. She sings it straight here with little rocker influence. A listenable effort. (Saunders, ASCAP) (2:42)

\*\*\* Wishing Ring — Miss Lantz is fem rocker here, a rockabilly type. The gal has a lot of spirit on this upbeat, arranged by Stan Applebaum. Chorus assists. (Acuff-Rose, BMI) (2:22)

**PAUL'S HIGH SCHOOL BAND**

\*\*\* Raucus — ROULETTE 4298 — Paul's High School Band plays this novelty in a professional manner with the guitar in the lead. It swings. (Planetary, ASCAP) (2:30)

\*\*\* Recess — Happy novelty is sold well by the group on this bright side. (Planetary, ASCAP) (2:03)

**VIKTOR JAANIMETS-DON MEEHAN**

\*\*\* An Open Letter to Khrushchev — JOY 246 — Another topical narration record, featuring brief speech by the sailor who escaped from Mr. K's ship this summer and asked U. S. for asylum. Provocative narration — in form of open letter to Red boss — by Don Meehan. (Joy, ASCAP) (2:40)

**DON MEEHAN**

\*\*\* Beautiful Lady in White — Tender reading by Meehan on pleasant inspirational tune about Our Lady of Fatima. (Joy, ASCAP) (2:35)

**TRINI LOPEZ**

\*\*\* Then You Know (You've Been in Love) — KING 5418 — A rockabilly and it's done with a good bit of style by the chanter. He works with a fem chorus here to good advantage. (Lois, BMI) (2:19)

\*\*\* Don't Treat Me That Way — This is a blues done to easy going medium rhythm. Vocal has a fair sound. (Lois, BMI) (2:03)

**MAXINE BROWN**

\*\*\* All in My Mind — NOMAR 103 — Ballad is sung in strong style by Miss Brown with rhythm and trombone backing. Side gets a good feeling and could stir some action. (Figure, BMI) (2:15)

\*\*\* Harry Let's Marry — After a folksy singing of the verse, the chick implores Harry to marry her in a rocking middle tempo that comes thru in strong fashion. Backing makes the side jump. (Good Songs, BMI) (2:20)

**VAN NORMAN**

\*\*\* Shortnin' Bread — DART 141 — Highly unusual treatment of the traditional tune gets powerful play from this instrumental combo which features rhythm with organ and piano. (Glad, BMI) (1:59)

\*\*\* Jumping Bean — Flip is heavy with a Latin flavor with unusual effects from guitar, organ and drums. (Glad, BMI) (2:01)

**ORVILLE COUCH**

\*\*\* Big Jim Sandy — MERCURY 71718 — This tells the tale of a strong silent cowpoke who cuts down three gunslingers for the love of his girl Mandy. Singing is good by Couch; large vocal chorus backs him up. (Big D-MRC, BMI) (3:22)

\*\*\* Downtown — Things are pretty wild downtown according to this jumping stomping tune. Couch sings the lyric loudly and a screaming chorus accompanies. (Big D-MRC, BMI) (2:33)

**LORI PHILLIPS**

\*\*\* All Alone — PRI 318 — The standard, belted slowly and effectively. The instrumental backing here builds. (Berlin, ASCAP) (2:22)

\*\*\* Falling in Love Waltz — Romantic waltz, sung in legit style. Organ backing. (Marlen, ASCAP) (2:38)

**THE ALLEGRO'S**

\*\*\* Play Banjo Play — SKYLARK 112 — Frantic banjo plucking accompanies the chanting. Generates some excitement. (Bilya-Bah - Horn, BMI) (1:53)

\*\*\* Dance of Love (Cha Cha) — A cha cha with a romantic lyric. Side has a full sound. (Bilya-Bah - Horn, BMI) (2:36)

**FREDDIE & THE VOXPOPPERS**

\*\*\* Lonely for You — WARWICK 589 — From a Mendelssohn theme comes this neatly turned out ballad reading. "Freddie" offers a straight vocal effort, with chorus and a nice arrangement back of him. Side is worth spins. (Rayven, BMI) (2:10)

\*\*\* Helen Isn't Tellin' — A novelty rocker with a wild chick chorus assisting in the upbeat reading. Flip side has a lot more appeal. (Rayven, BMI) (2:05)

**BOBBY REBEL**

\*\*\* Valley of Tears — RHM 1002 — Emotional delivery by Rebel on moving rockabilly. (Rhombus, BMI) (2:30)

\*\*\* Teardrops From My Eyes — Effective rockabilly is warbled with feelingful sincerity. (Progressive, BMI) (2:25)

**JOHNNY SEAY**

\*\*\* Ghost Riders in the Sky — NRC 060 — Vaughan Monroe's old hit is wrapped up in virile vocal by Seay. Merits spins. (Morris, ASCAP) (3:23)

\*\*\* Mister and Mississipp — Gentle warbling stint on attractive ditty with bouncy folk flavor. (Shapiro-Bernstein, ASCAP) (2:27)

**TEDDY HARPER**

\*\*\* Straight as an Arrow — SIGNET 500 — Attractive vocalizing by Harper on pleasant ballad with swinging backing. (Thunderbird, ASCAP) (2:08)

\*\*\* Water Boy of Batusia — Exotic theme is handed dramatic rendition by Harper. (Music, ASCAP) (2:44)

**DICK AND JACK**

\*\*\* Scatterbrain — PROFILE 4014 — The oldie done instrumentally. Horns carry the melody. Side is a fetching one, and develops a jazz feeling. (Conn, ASCAP) (1:50)

\*\*\* Shirley — The duo sing this to a very busy percussion backing. (Jot, BMI) (2:10)

★ ★ MODERATE SALES POTENTIAL

**EDDIE FOSTER AND THE BLAZERS**

\*\*\* I Goofed — LUCK 104 — Chanter sells this bluesy effort with spirit. (Shoe, BMI)

\*\*\* One More Chance — The singers sell this pleasant ballad nicely. (Shoe, BMI) (2:19)

**JOEY ANTHONY**

\*\*\* Sunbeams — MYERS 112 — A dreamy tune. Anthony's vocal is backed by violins and a chick chorus. (Myers, ASCAP) (1:58)

\*\*\* My Saturday Date — A rhythm side. Violins do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

**AL TRACE ORCHESTRA**

\*\*\* You Call Everybody Darling — WORLD WIDE 8003 — The oldie gets the benefit of a lively rhythm backing in support of the vocal. A chorus takes over to give it an additional ride. (ASCAP)

\*\*\* Linger Awhile — Another attractively recorded oldie, altho not quite as strong as flip. (ASCAP)

**STU PHILLIPS & ORK**

\*\*\* Pepe — COLPIX 174 — Melodic movie title theme is wrapped up in attractive instrumental treatment. (Shapiro-Bernstein, ASCAP) (2:39)

\*\*\* Un Sospiro — Pretty Latin theme is accorded pleasant instrumental treatment. (Colpix, ASCAP) (2:32)

**DENNIS LOTIS**

\*\*\* My Foolish Heart — KING 5410 — Victor Young's great song is done up in slow, crooning style by Lotis. A nice production against soft backing. (Joy) (3:38)

\*\*\* Sentimental Journey — Lotis, an Englishman, has put in a considerable stint with the Ted Heath band in his time. Here he works with the Tony Osborne band in a satisfactory performance on the oldie. Good chanter with clean diction. (Morris) (3:12)

**BILL SMITH COMBO**

\*\*\* Pioneers — LE BILL 306 — Blues-based instrumental in the medium tempo rocking tradition; has tenor sax and twanging guitar out front. (Le Bill, BMI) (1:45)

\*\*\* Snookie — Teen-age sounding Jeanette says a word or two, asking "Snookie" to take her to the trot, but the side is mostly instrumental in a middle tempo groove. (Le Bill, BMI) (1:53)

**THE TEEN NOTES**

\*\*\* My Precious Jewel — DEB 121 — Ballad extolling the qualities of a young lady gets a fair reading by boy lead singer with group backing and rhythm. (BMI)

\*\*\* Loco in the Coco — A Spanish lass has the boy lead singer out of his head. Tune is adequately done in a Latin beat. (BMI)

**DICK PRUSHA**

\*\*\* I'm So Lonesome I Can't Sleep — MELODY GUY 101 — Insomnia that comes of a broken romance is the story of this side by Prusha. Ballad utilizes double tracking of voices. (Sage Brush, BMI) (2:22)

\*\*\* Rock and Roll Your Blues Away — The blues disappear when the rock rolls them away. Cute side swings a bit but could be better. (Sage Brush, BMI) (2:10)

**LITTLE JOHNNY McCALL**

\*\*\* Half Ton Thillie — WOW 1060 — This blues, which extolls the praises of "Thillie," features wild high voice singing by McCall and strong rocking combo backing with driving tenor sax. Might be a good juke seller, especially in r.&b. areas. (Brentwood, BMI) (2:00)

\*\*\* My Love I Can't Hide — McCall uses his vocal pyrotechnics on a ballad here, with large vocal group in support. Ballad is a plea for love to be returned. (Brentwood, BMI) (2:05)

**THE BLENDS**

\*\*\* Tell Me — TALENT 110 — Bouncy r.&b. item is sung with verve by group. (Bilya-Bah, BMI) (2:00)

\*\*\* The Way I Want You — Pert piping by fem members of group on okay rockabilly. (Bilya-Bah, BMI) (2:03)

**ROCHELL AND THE CANDLES**

\*\*\* When My Baby Is Gone — SWINGIN'

623 — Plaintive wailing by lead and group on okay rockabilly. (Mercedes, BMI) (2:03)

\*\*\* Once Upon a Time — Effective chanting by Rochell and group on tender rockabilly. (Mercedes, BMI) (2:54)

**MIKE LARSEN**

\*\*\* The Love Bug — CAMELIA 36 — Larsen simulates insect hum on effective country-styled ditty. (Mizon) (2:23)

\*\*\* No Use to Cry — Deep-voiced chanting by Larsen on okay country-flavored weeper. (Mizon) (2:15)

**HANK AND CAROLEE**

\*\*\* Go On and Go — MALA 424 — Bouncy novelty with catchy tempo is sung pleasantly by duo. (Aim, BMI) (2:10)

\*\*\* I've Never Known — Pretty ballad is sung nicely by team. (Aim, BMI) (2:48)

**THE HIGHLIGHTS**

\*\*\* Hot Toddy — LODESTAR 15-60 — Okay performance of the old Ralph Flanagan ork hit by the combo. (Valley Entertainment Enterprises, ASCAP) (2:15)

\*\*\* Satteloon — The combo sells this rocking instrumental in pleasant fashion. (Lingua-Musica, BMI) (2:15)

**THE FOUR SPORTSMEN**

\*\*\* Franklin Delano Brown — SUNNY-BROOK 1 — The boys come thru with a bright performance about a campaign meeting to nominate "Franklin Delano Brown," "The most lovable man in town." (Bluebell, ASCAP) (2:25)

\*\*\* Surrender — Okay rockabilly is sung nicely here by the boys with a chorus and combo helping out in the backing. (Fury, BMI) (2:15)

**ALAN KING**

\*\*\* I Don't Want to Cha Cha Cha — SEECO 6059 — This selection is from King's recent album "Alan King in Suburbia." The tune is a novelty lyric approach to the cha cha, in which King wants no part of it. Limited appeal. (Sujan, ASCAP) (2:19)

\*\*\* I Love the City — Also from the album is the tribute to the city. King's vocal attraction is limited. (Sujan, ASCAP) (1:53)

**DICK MICHAELS**

\*\*\* Never Thought — QUESTION MARK 101 — The chanter sings this up-tempo effort with enthusiasm over backing with a beat. (Whitlin, BMI) (2:47)

\*\*\* Summer Love — Ballad receives a weak performance from the lad. (Whitlin, BMI) (2:28)

**RALPH HARRIS**

\*\*\* Do Me a Favor — EXCELLO 2190 — Harris contributes a soft vocal to this pleader. Thin backing. (Excellorec, BMI) (2:35)

\*\*\* It Had to Be Me — A slim piece of material. It's done to a medium rhythm. (Excellorec, BMI) (2:35)

**BILL NOLAN**

\*\*\* Twenty-Four Hours — MIRA 101 — Nolan and Bunny Love handle this blues in fair fashion. May get some r.&b. exposure. (Goodman-Gershman, BMI) (2:32)

\*\*\* Until the Real Thing Comes Along — Bill Nolan and Bunny Love do a poor job here. (Goodman-Gershman, ASCAP) (2:55)

**Country & Western**

★ ★ ★ ★

**JAN HOWARD**

\*\*\* I've Got My Pride — CHALLENGE 59094 — She doesn't have her man but she has her pride, is the theme of this up-tempo country weeper, handled in sparkling fashion by the thrush over strong support. A sock side by the lass. (Jat, BMI) (2:13)

\*\*\* A World I Can't Live In — The thrush comes thru with a tearful and touching reading of a moving weeper about a girl who would rather have her man a little bit than not at all. A strong side for the country markets. (Tree, BMI) (2:51)

★ ★ ★

**STANLEY BROTHERS**

\*\*\* Christmas Is Near — STARDAY 413 (Continued on page 53)

A  
2-Sided  
Smash!

"GEE  
WHIZ"

and  
"OVER  
AND  
OVER"

by  
Bobby  
DAY

#136

#27 On Radio Station  
KEWB charts—

San Francisco—After  
10 Days of Play!

rendezvous records

6367 Selma Ave.  
Los Angeles 28, Calif.  
HOLLYWOOD 4-6124

# COMING DECEMBER 12!

**this is it!**

**this is**



**THE  
BIG  
ONE  
FOR  
1960**

**this is**



The Billboard's  
Famous  
**YEAR-END  
PROGRAMMING  
& TALENT  
ISSUE**

**featuring...**



Billboard's  
Big Annual  
**DISK JOCKEY  
POLL  
RESULTS**

plus other important programming and talent buying features, including  
the famous quarterly biographic and record data service,  
**TODAY'S TOP RECORD TALENT.**

# Reviews of New Pop Records

Continued from page 51

—The boys get in the holiday spirit with this quick-stepping happy country tune. The lyrics tell the story of happy goings-on during Christmas. (Starday; BMI) (2:04)

★★★ **Holiday Pickin'**—Bright, happy instrumental in an up-tempo that shows off the fancy guitar and banjo playing of the boys and the Clinch Mountain Boys who accompany. (Starday, BMI) (2:05)

**MARTY COLLINS**

★★★ **The Alamo Waltz**—AMMONS 60930—Collins sings this waltz ballad in a good clear voice. Lyric tells the story of the cowboy that has gone from the girl but will return. Backing features strong guitar. (Mark II, BMI) (2:35)

★★★ **The Battle of the Alamo**—Gunfire opens this saga song written by Collins. Tune portrays the heroic stand by Davy Crockett and the others at the Alamo. The Frontier Trio does a strong job of backing. (Mark II, BMI) (2:32)

**BENNY BARNES**

★★★ **You're Still On My Mind**—MERCURY 71717—This medium-tempo tune sung well by Byrnes tells the story of a lost love. Standard country accompaniment is excellent. (Glad, BMI) (2:10)

★★★ **I Think I'll Take a Walk and Disappear**—Using a melody similar to "I Don't Believe You Love Me Anymore," Barnes sings of that lost love. Bouncy weeper has intriguing piano opening for a country-oriented tune. (Big Bopper-Glad, BMI) (2:38)

**GOLDIE HILL**

★★★ **Your Love Came Into My Heart**—DECCA 31172—A spritely ditty with a gospelish flavor is sung with style by the lass over snappy support. A bright side by the chanteuse. (Cedarwood, BMI) (2:32)

★★★ **Baby Blue**—Goldie Hill sells this melodic weeper with much heart over a warm, almost pop-styled backing. The thrush hands it the kind of performance that can help it sell to her fans. (Pamper, BMI) (2:20)

**JIM EANES**

★★★ **Christmas Doll**—STARDAY 414—This medium-tempo, light hearted tune is about the live "Christmas Doll" he wants

as a present. Singing is good. (Starday, BMI) (2:12)

★★ **It Won't Seem Like Christmas**—Weeper sung meaningfully by Eanes tells of the loneliness on Christmas without the girl he still loves. (Starday, BMI) (2:35)

**JOHNNY AND GERALD**

★★★ **I Caught a Heartache**—EXPRESS 003—The two boys sing of how they caught a heartache from a girl's love. Entrancing lyric also gets earthy country musical accompaniment. (Express-Clearance, BMI) (2:50)

★★ **Look for Me**—Lyric on this fast country ballad retells the "I'll always be waiting" idea. (Express-Clearance, BMI) (2:05)

**MARTY WYTE**

★★★ **The Hobo Song**—REVUE 1—New label debuts with a nice ballad that tells of the fortunes of a traveling hobo sung by a slightly country oriented Wyte. (Silver Star-Peer, Int'l, BMI) (2:01)

★★ **Queen of the Mardi Gras**—A bit out of season, but this tune sung by Wyte, in good voice, is a rocking middle tempo that praises his queen of the Mardi Gras. (Silver Star-Peer, Int'l, BMI) (1:58)

**JACK RENO**

★★★ **Wonder Drug**—EUREKA 0033—Reno, who sings pleasantly enough on this medium tempo tune, asks why they haven't found a wonder drug that can heal a broken heart. Guitars and rhythm accompany. (Barton, BMI) (2:10)

★ **The Moon Won't Tell**—Swinging guitar is the best feature of this up-tempo tune sung by Reno. Flip is much better for material. (Lonat, BMI) (2:12)

**DELMORE BROTHERS**

★★ **Silver Threads Among the Gold**—KING 5407—The traditional is offered from deep down in the King vaults by the well-known country cat. Pleasant reading but it doesn't have the modern touch. (2:50)

★★ **Let Your Conscience Be Your Guide**—A ballad of a broken love. The boys hand it a listenable chanting job in the old school style. (Lois, BMI) (2:39)

**HAROLD ADDRESS**

★★ **I Can't Go On**—VAL HILL 1003—Heartfelt chanting by Address on okay country weeper. (McClendon Enterprises, BMI)

★★ **I'll Have the Blues From Now On**—Same comment. (McClendon Enterprises, BMI)

**OTT STEPHENS**

★★ **The Victim of a Holiday Weekend**—PEACH 742—Shocking story here tells of the death of a sweetheart in an auto crash during a holiday weekend. Stephens sings and talks the lyric and winds up with plea for saner driving. Vocal group backs. (Yonah, BMI) (2:42)

★ **Why Does Everything Go Wrong?**—The story of the loser is told again here in a middle tempo weeper. Yonah, BMI) (2:25)

## Christmas

**RUBY WRIGHT**

★★★★ **All Because It's Christmas**—COLUMBIA 41810—Veteran Cincinnati TV star has big following in Midwest. She can't sing very well but her warm sincerity comes thru, and it should attract her loyal fans. (Candee, ASCAP) (2:28)

★★★ **Everywhere the Bells Are Ringing**—Sprightly holiday tune is sung brightly by thrush. (Candee, ASCAP) (2:50)

**THE NUTTY SQUIRRELS**

★★★★ **Please Don't Take Our Tree for Christmas**—COLUMBIA 41818—The Squirrels complain about people taking away their trees for Christmas. It's cute and could get action. Watch it. (Jason, BMI) (2:43)

★★★ **Nutty Noel**—The Nutty Squirrels are back with a wild version of a piece of Christmas material. Worth spins. (C. Hear-Dougal, BMI) (2:05)

★★★ **Joseph S. Powe's Songcrafters**  
 ★★ **Awake and Sing**—ANTON 103—Large male chorus sings this Christmas carol about the birth of the Christ child in good voice. (Dvorok, BMI) (1:48)

★★ **Oh, Holy Child**—Same comment. (Dvorok, BMI) (3:39)

## Children's

★★★★ **Sing Happy Yuletide Songs**—GOLDEN 623—Larry, Moe and Curly-Joe

turn out a brace of five Christmas novelties—"I Got a Cole for Christmas," "I Want a Hippopotamus for Christmas," etc. There are five tunes in all. Designed to please the juvenile fans of these TV zanies.

**THE GOLDEN SANDPIPERS**

★★★★ **Christmas Songs for All (Parts I & II)**—GOLDEN 621—Stella Stevens sings with the chorus on a group of pleasant holiday offerings. Side 1 is occupied by the traditional "The 12 Days of Christmas," while the flip contains "Winter Wonderland," "Mr. Snow," and "Little Drummer Boy." The latter three are also available on new Golden singles. This pairing of four tunes carries the EP tag of 49 cents.

**THE GOLDEN CHORUS AND ORCHESTRA**

★★★★ **The Twelve Days of Christmas (Parts I & II)**—GOLDEN 618—The Golden ork and chorus turn out the traditional with its many repeating verses. Cute cover of the disk can attract buyers. Good wax for the 29-cent price.

**THE THREE STOOGES**

★★★★ **Wreck the Halls With Boughs of Holly**—GOLDEN 622—The wild characters of TV embark on one of their typical mixed up sequences. It's a special rewrite of the traditional carol. Kiddie fans will like it.

★★★ **Jingle Bells**—The boys again apply their imitable technique to this familiar holiday song. For the younger kiddies.

★★★

**STELLA STEVENS AND THE GOLDEN ORCHESTRA**

★★★ **Little Drummer Boy**—GOLDEN 617—The hit of two seasons ago is revived by Miss Stevens with rolling drums and band in the backing. This can do business at the 29-cent tag.

★★ **Children's Christmas Carol**—A simple, sweet Christmas wish is expressed by Miss Stevens.

**THE GOLDEN SANDPIPERS**

★★★ **Winter Wonderland**—GOLDEN 616—A mixed chorus is heard in this pleasant revival of the oldie. Jimmie Carroll and the Sandpiper ork provide the backing.

★★ **Mr. Snow**—A sprightly song about the coming and going of winter's snow. The mixed chorus sings it in agreeable style.

## Jazz

**THE JAZZTET**

★★★ **The Cool One**—ARGO 5376—The Art Farmer - Benny Golson group with the leaders on trumpet and tenor sax move along nicely on this middle tempo instrumental. (Andante, ASCAP) (2:50)

★★★ **Five Spot After Dark**—The tempo is a bit quicker on this side and the improvisation swings nicely after a bass intro. Altho both sides are instrumental (not like "Killer Joe"); sides should catch juke coin. (Andante, ASCAP) (2:45)

## Rhythm & Blues

**DONALD HEIGHT**

★★★★ **How Lonely Can You Be**—KING 5408—Donald Height handles this down home blues with feeling over pounding support. Could interest r.&b. fans. (Seibonn, BMI) (2:30)

★★★ **I've Been Crying**—A weeper blues receives a strong performance from Height here and the backing is solid for the Southern market. (Siebrita, BMI) (2:50)

**THE MASTERS**

★★★ **T-Bone**—EMMY 1006—Rolling middle tempo blues instrumental features guitar in a rocking groove out front. (Cloverdale, BMI) (2:25)

★★★ **Sunday Blues**—Electric organ and amplified guitar take over the spotlight here. Tune is a slow blues in the traditional format. (Cloverdale, BMI) (2:58)

**ROY LITTLE**

★★★ **Let Me Go Home, Whiskey**—CEE JAY 579—An old tune is done up in good blues style against a Kansas City beat by Little. Fem chorus assists. (Aladdin, BMI) (2:33)

★★ **Hurry Baby, Please Come Home**—A good medium rhythm here with Little chanting nicely against a fem chorus. Material is slim but the chanter has a touch. (Garnet) (2:38)

**ARTHUR GUNTER**

★★ **Mind Your Own Business, Babe**—EXCELLO 2191—A medium beat blues with stops in places. Gunter hands it an okay reading. (Excellorec, BMI) (2:14)

★★ **Little Blue Jeans Woman**—A Southern styled blues with a Kansas City type beat. Lyric would be questionable in spots for air play. (Excellorec, BMI) (2:25)

## Spiritual

★★★ **I'm Trying My Best to Get Home to See Jesus**—FEDERAL 12386—Truzella

## Pearce Heads

Continued from page 2

concepts. These have been put into practice in other areas, thus benefiting the label's sales and distribution structure as a whole. In this market alone, Victor moved from a low third position to No. 1 during the two-year period Jenkins ran his experiment. Two years ago Capitol was first in this area, headquarters base for the Coast major. Victor was able to unseat Capitol, move to the top spot. During the past year, Columbia has sharpened its competitive edge, and today, Victor and Columbia are tied in first place here.

Prior to his promotion, Pearce was a salesman here, reporting to Branch Sales Manager Bob Krueger, who in turn reported to Jenkins to the Coast two years ago, will remain here as fieldman, covering Southern California and Hawaii. He will report to RCA Victor's national field sales manager, S. O. (Sal) Peruggi, based in New York, who in return reports to Jack Burgess. Helen Weigand will remain in promotion for the branch, a post she's held for the past two years.

McClain comes thru with a strong vocal performance here as the lead singer with the Baptist Choir, on this preaching spiritual. She has an outstanding voice. (Lois, BMI) (3:45)

REVELATION BAPTIST CHURCH ADULT CHOIR  
 ★★ **Hold On**—The choir sings this melodic spiritual in relaxed fashion, joining their voices in good harmony. (Lois, BMI) (3:15)

## Latin American

**THE LA PLATA SEXTETTE**

★★★ **Moonlight Serenade**—SEECO 6068—The old Glenn Miller theme gets a fine instrumental mambo reading here with good solo guitar taking most of the lead and trumpets in triplicate forming a punching background. (Robbins, ASCAP) (2:32)

★★★ **I Love You Much, Too Much**—Slow bolero cha-cha gets a strong play from the group. Both sides are from the LP "...Swings at the Raleigh Hotel." (Leeds, ASCAP) (2:36)

## 'Facade' Sets

Continued from page 2

plant was aware of the purpose of its own individual project. Available in monaural only, the two "facade" LP's will retail at \$5.98, and will be available only as a special package. ABC-Paramount marketed an equally elaborate, specially priced package by Paul Anka this summer, featuring a wired, framed photo of Anka which could be used as a bed lamp. However, the Anka LP was also made available in a regular sleeve at \$3.98.

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## Reviews and Ratings of New Albums

Continued from page 43

part from Ellington sidemen. Paul Gonzales stars on tenor sax. Hamilton plays a number of tunes associated with Ellington, such as, "Do Nothin' Till You Hear From Me" and "In a Sentimental Mood," as well as standards like "After You've Gone" and "Nearness of You."

### CHILDRENS ★★★

★★★ SLUGGER RYAN—HONKY-TONK MUSIC FOR LITTLE RASCALS  
Bill Baird's Famous Marionette. Riverside RLP 1426 — Slugger Ryan, the marionette who plays honky-tonk piano on shows featuring the Bill and Cora Baird shows on TV, is heard here in bright performances of a group of standards and original tunes. The songs include "12th Street Rag," "Ja-Da," and "Maple Leaf Rag," and the disk should interest the oldsters as well as the kiddies.

### LOW-PRICED CHILDRENS ★★★

★★★ CHILDREN'S SONGS FOR A RAINY DAY  
Various Artists. Harmony HL 9524 — Recordings by Rosemary Clooney, Gene Autry, Art Carney, Tom Glazer and Bob Hannon have been packaged here for the benefit of the very young. Most all the songs are about some form of life — "Fuzzy Wuzzy (Wuz a Bear)," "Pee-wee the Kiwi Bird," "Willy the Spider," etc. Entertaining for the small fry.

### LOW-PRICED COUNTRY & WESTERN ★★★

★★★ COUNTRY AND WESTERN SONGS THAT SOLD A MILLION  
Marjohm and the Jacks. Harmony HL 7279 — An interesting package. Some of the material is in the folk category rather than c.&w. — such as "Barbara Allen," and one is a classic blues, "Trouble in Mind." Then there's the old, old pop smash, "Prisoner's Song," and such ancient pop hits as "Pistol Packin' Mama," Hank Williams' "Cold Cold Heart" is also here, which perhaps justifies the title.

### LATIN AMERICAN ★★★

★★★ PERFECT DANCE TEMPOS FOR LATIN LOVERS  
Emilio Reyes and His Orchestra. Decca DL 74021. (Stereo & Monaural) — Listenable and danceable Latin efforts by Emilio Reyes and his orchestra make this a good disk for dance fans. The tunes range from cha chas to mambos and merengues, played in authentic style by the band. The tunes include "Anything Goes," "Havana to Madrid," "Nunca" and "Mama Son De La Loma."

### RHYTHM & BLUES ★★★

★★★ JOHN LEE HOOKER SINGS THE BLUES  
King 727 — A collection of 16 blues by the always interesting and authentic primitive blues artist. Sound is not as good as some Hooker recordings, but nevertheless there's a lot for the money here.

### LOW-PRICED CHRISTMAS ★★★

★★★ CHRISTMAS SONGS AND STORIES  
Various Artists. Wing CLP 1213 — Condensed readings of "A Christmas Carol" and "The Christmas Tree" and carols and hymns in medley make up this excellent Christmas package. A large chorus and orchestra sing and play the Yuletide music.

### POLKA ★★★

★★★ HOOPLA: A BANJO POLKA JAMBOREE  
Uncle John Call and His Klebasi Six. Riverside RLP 846 — John Call's stand-out banjo solo work gives this sprightly package a new sound in the polka field. The bright, happy tune line-up — all penned by Call — includes "Hoopla," "Hi Fi Polka," "Johnny Banjo" and "Poker Players' Polka."

### BAND ★★★

★★★ HERE COMES THE MIGHTY 48TH  
Columbia CS 8338. (Stereo & Monaural) — This new album features the pipes and drums of the 48th Highlanders of Canada. They play stirring marches here with a zest and spirit that makes the album a potent one for fans of the genre. Tunes include "Fiddler's Joy," "The Long Reveille," "Chisholm's March" and "The Heroes of Victoria." The recording is first-rate, too.

### SOUND ★★★

★★★ PERCUSSION GOES DIXIELAND  
Garry Sherman. Columbia CS 8337. (Stereo & Monaural) — With an easy emphasis on the percussion, this set manages to provide many bright arranging turns and twists that make for a surprising package. While much of the material is played in Dixieland framework this is not an improvised jazz album. The sound effect style. Perfect examples are "Just in Time," "Merry Oldsmobile," "Down By the Old Mill Stream" and the Dixie warhorse, "Saints Go Marching In."

★★

## MODERATE SALES POTENTIAL

### POPULAR ★★

★★ FLY DO ANYTHING FOR MONEY  
Bobbi Baker. Tiffany 4001 — Bobbi Baker is a comic who also sings now and then, somewhat in the manner of Sophie Tucker. Her monologues are somewhat on the order of Sophie Tucker, too, a bit raucous and a bit rowdy as well. Her comedy is broad and night-clubby, and altho it doesn't have the appeal of a Shelly Berman, some will enjoy it.

### ★★ FLY WITH ME

Pollakis. Everest SDBR 8003 — Lush, listenable orchestrations of a group of tunes of countries throughout the world. They include "Come Prima," "April in Paris," "How Are Things in Gloccamora" and "Gigi."

### ★★ PARADISE ISLAND

Paradise Island Trio. Decca DL 74078. (Stereo & Monaural) — Popular Hawaiian melodies are done by the trio, including guitar (steel, too), organ and drums. Well-recorded material includes "Pagan Love Song," "Paradise Isle" and "Little Pineapple."

### ★★ SLIM WHITMAN

Imperial 9135 — Slim Whitman brings

his distinctive style to a dozen newly recorded pop and country-flavored tunes. "I'll Never Stop Loving You," "Brahms Lullaby," "I Never See Maggie Alone" and "A Fool Such as I" are included. His fans will like this.

### CLASSICAL ★★

★★ HAYDN: LO SPEZIALE (THE APOTHECARY)  
Camerata Academica des Salzburger Mozarteums (Maedel). Epic BC 1105. (Stereo & Monaural) — Haydn's charming little comic opera with its cast of four is not a masterpiece, but it will provide considerable pleasure to connoisseurs. While falling short of an ideal performance in several respects, this does place in the catalog a work for which there is potential interest. Opera collectors and fans of Haydn's music should be alerted to this release by dealers.

### ★★ MUSIC FOR FRENCH HORN AND ORCHESTRA

The Kapp Sinfonietta (Richard Dunn). Kapp 9053. (Stereo & Monaural) — Baroque music must be generating more sales inasmuch as relatively obscure works continue to gain new waxings. This Kapp disk is an outstanding example, featuring music

for French horns with orchestral support. Two works by Telemann and one each by Handel, Francesco Barsanti and an undetermined member of the Steinmetz (or Stamitz) family all have a delightful melodic appeal and the fraciousness of their era. Demos to Baroque collectors will help sell this item.

### ★★ JOHN VINCENT: SYMPHONIC POEM AFTER DESCARTES; SYMPHONY IN D

The Philadelphia Orchestra (Ormandy). Columbia MS 6179. (Stereo & Monaural) — The highly respected American composer and musical theorist's Symphony in D was previously recorded by Ormandy. Its new version is coupled with a work which might be described as a philosophical tone poem. Vincent is a creative composer who makes original use of traditional tools, which gives both works a freshness of sound that also falls easily on the ears. Will prove interesting to collectors of modern music while not offending traditionalists.

### CHRISTMAS ★★

★★ IT'S CHRISTMAS TIME  
Bob Kames - Organ and Chimes. King 722 — Christmas music, most of which has no religious connotation, is played here by Kames at the organ and Gene Redd who is featured on vibes, chimes and bells. Tunes include "I'll Be Home for Christmas," "Frosty the Snowman," "Let It Snow," and "Deck the Halls." Two religious tracks are "Ave Maria" and "Away in the Manger." Kames tells the story of the "Night Before Christmas" to the tune of "On Top of Old Smokey."

### FOLK ★★

★★ MORE BEST LOVED JEWISH SONGS  
Jan Bart. Request RLP 8042 — Tenor Jan Bart provides a follow-up to an earlier Request label LP, again singing well-known Yiddish folk songs with conviction and sincerity. Fine instrumental support from an orchestra fronted by William Gunther is another plus. Lack of explanatory notes and translations, however, will tend to limit its potential. Should fare best in metropolitan areas, and especially in New York where Bart has a large following from a weekly radio show and frequent radio and TV appearances.

## One-Stoppers

Continued from page 2

The general subject of credit and financing also came in for considerable talk. "It makes it hard for legitimate one-stop businessmen to operate," Boorstein said, "when record manufacturers will support the unreliable people. Because we pay our bills you see them going along with a guy who gets deeper and deeper in the red. Finally you see the same fellow go under and stick them for \$275,000. And the worst of it is, you will then see the same manufacturers trying to get the guy back on his feet." The mention of \$275,000 was taken as a reference to the Williams One-Stop in Philadelphia, which recently went into a Chapter XI bankruptcy situation, with an indebtedness of about \$275,000.

### No Leadership

The meeting was also characterized by considerable discussion of the "decadent nature of the record business," Boorstein noted: "There is no leadership in our business at the manufacturer level."

It was also reported that some discussion centered on transshipping problems. Also, reports indicated, there was concern voiced regarding discount selling practices in record stores.

Future plans for the informal discussion group are believed to call for two meetings each year, one at the time of the annual meeting of ARMADA.

Boorstein declined to disclose either the number or the identity of those attending this week's meeting. It was learned, however, that among those at the Morrison Hotel were Pat Cohen of Richmond, Va.; Barry Taran and Marvin Lieber of Miami; Jim O'Dwyer who operates in Los Angeles and other cities; Ed Ockel of Kansas City and St. Louis; Jim McGuire and Hal Furtney of Emeryville, Calif., and Seattle; Steve Brodie of Buffalo; George Freeman of Cleveland; Gage Orland of Los Angeles; Lou Boorstein of New York, and McGuire.

Earlier reports in other papers that sales managers from Capitol, Decca, Columbia, RCA Victor and Mercury would attend, along with

## GERMAN Newsnotes

Continued from page 6

### Northern Germany

composer, arranger and orchestra conductor. . . . Frank Sinatra has given up plans to tour Germany this year. The reason given is that his price of \$10,110 (DM 40,000) per night was too high. . . . Siw Malmkvist, who started her German career especially by German versions of Anita Bryant's "Paper Roses," as well as Connie Francis' "Everybody's Somebody's Fool," and "My Heart Has a Mind of Its Own" (So Wie Es Damals War), recently finished her first film in Denmark, "Verliebt in Kopenhagen" (In Love in Copenhagen). In this pic she dances and sings six new songs, some of which will be issued on Metronome soon.

Jerry Cortland will co-star with Caterina Valente, Rex Gildo, Tommy Kent and Vico Torriani in the music film "Schlager-bummel," and will soon sing her first records on Teldec. . . . The Swedes will appear in the Los Angeles Coconut Grove and in a New York night club. . . . The Sudwestdeutsche Rundfunk (Southwest German Broadcasting) is preparing a big Caterina Valente story in which all the composers, lyricists, producers and orks connected with her work during the last few years and also her husband and manager, Erich Van Aro, will be introduced.

Chris Barber and his band have recorded the theme music of the Gloria pic "Mit Himmeergeist Geht Besser" starring O. W. Fischer and Marianne Koch released at the end of October. This number is backed by "Kohlerliesel," which originally is a 30-year-old folk tune from the small Harz Mountains and became a several months' top chart rider here in 1958. Both titles played in Dixieland by the popular British band, who have also recorded "Majorca" and "My Old Kentucky Home," soon to be released on Pye-Nixa.

There are numerous German recordings of American titles just released or soon to be issued. Frank Sinatra's "High Hopes" has got the title "Mr. Bye Bye," backed by German version of "As Time Goes By," entitled "Warum Soll Ausgerechnet Ich Ein Engel Sein" (Why Should Especially I Be an Angel?) sung by Bully Buhlan on Polydor. "Anytime, Anywhere" entitled "Oh Dich" (Without You) is sung by Horst Muys and the Eilemann Trio on Polydor. . . . Also the very popular British band Acker Bilk has got a vocal version entitled "Mondschein" (Moonlight) sung by Die Colombine on Metronome, who also distribute the Acker Bilk record.

Annettes' "Pineapple Princess" has got the German title "Ananas Prinzessin" and is sung by young Margrit Imlau on Polydor. Lyrics by Kurt Feltz. . . . Polydor will issue the M-G-M recording, "Precher" b-w "Muskrat Ramble" by Bing Crosby and Louis Armstrong. . . . Bob Luman's "Let's Think About Livin'" is sung in German under the title "Die Leute Von Heute (The People of Nowadays) by Polydor discovery Harry Gluck, backed by "Nur Sie" (Poor Me). . . . From M-G-M Polydor issues the Jaye P. Morgan recording of "I Walk the Line" backed with "Wondering Where You Are."

Almost at the same time two firms released German versions of Connie Francis' hit, "My Heart Has a Mind of Its Own": Siw Malmkvist sings tune entitled "So Wie es Damals War" (As It Was Then) on Metronome. Polydor has given song to their new Rumanian discovery, Gina Dobra, singing for the

### Southern Germany

Pic seems to be a remake of the old Deana Durbin movie "One Hundred Men and a Girl," featuring Leopold Stokowski and the Philadelphia Philharmonic. . . . Margit Imlau sings on Polydor the German version of U. S. hit "Pineapple Princess." . . . Australian top hit "Try Me, Kangaroo, Down Sport," is produced in German by Nils Nobach for the Electrola label, and sung by the Milsen Brothers.

Polydor has made a deal with the Bertelsmann book and disk club some time ago. Now Teldec follows with a deal with the Deutscher Buecher Bund in Stuttgart. But Electrola stands firm. Says Electrola boss Rolf Engleder, "Our policy is — no deal with clubs. Electrola is doing strong business. We don't need the help of a club." . . . Electrola has issued the LP "Paul Anka Sings His Big 15." . . . French label Vogue got the European rights of Mexican label Orfeon and South American label Secco, soon to be released also in Germany. . . . Ariola producer Horst Fuchs quit his job to start a record company of his own.

West Germany and West Berlin have 82 big orchestras playing for concerts, opera houses, and at radio stations. . . . Composer Romolo Corti wrote an "Espresso Symphony" for cocktail shaker, espresso machines, and a music box. . . . A CBS-TV documentary features the new song by Will Meisel "Berlin Bleibt Doch Berlin," sung by Hildegard Neff. . . . Vanna Oliveri sings U. S. standard "Love Me or Leave Me" with German lyrics "Liebe Mich Oder Verlass Mich Noch Heute" on the Bella Musica label.

The "Baccarola" label issues the first of a new series "Walt Disney Presents": Jachim Teege is Mickey, while Hans Helmut Dickow plays the role of Goofy. . . . Charles DeLauney recorded the benefit concert for Oscar Pettiford with Lucky Thompson, Kenny Clark, and Bud Powell. All profits go to the Pettiford family. . . . Music a la Ray Conniff offers Jacky Noguez on a new Vogue EP issued in Germany. French accordionist Noguez plays standards on it. A Conniff background is provided to the accordion. . . . The Atlantic label puts the Drifters on the German market with "Nobody But You" b-w "Save the Last Dance for Me." . . . German TV started a new Perry Como Show series with Ethel Merman as guest star.

first time on German records. Lyrics were written by Ralph Maria Siegel. . . . Heinz Sagner, very successful some months ago with the German version of "The Old Lamp-lighter," sings on Polydor "Meine Schuhe Gehen Immer Nur Zu Dir" (My Shoes Keep Walking Back to You). . . . Peggy Brown sings on Telefunken German version of "Like Love" entitled "Ein Mann Wie Du" (A Man Like You), lyrics written by Hoffmeister.

The German best-selling list of November 1 shows 10 titles out of 50 being of American origin. Elvis Presley's "O Sole Mio" and Connie Francis' "Everybody's Somebody's Fool" have had outstanding success in their original versions.

Tunes most aired in the American Forces Network during the last two weeks were:

1. Feel So Fine (Johnny Preston)
2. Never on Sunday (Don Costa)
3. Dreamin' (Johnny Burnette)
4. The Twist (Chubby Checker)
5. My Heart Has a Mind of Its Own (Connie Francis)
6. Chain Gang (Sam Cooke)
7. Kiddio (Brook Benton)
8. Volare (Bobby Rydell)
9. So Sad (Everly Brothers)



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## La. State Tops 1959 Gate With 576,059

Attendance Up Despite Rain, Cold; Receipts Well Ahead of Last Year

SHREVEPORT, La.—Altho the Louisiana State Fair was hit by rain and some cold weather, it wound up its 10-day run here Sun-

day (30) with increased attendance and sharply higher receipts.

Total patronage for the run was 576,059, compared with 573,521 at last year's fair. Best of all, however, was the sharply increased revenue, from all sources. Joe Monsour, manager, disclosed. From early estimates he figured that the profit-and-loss statement would probably be better than '59 altho expenses also were up.

The Gene Autry and Anita Bryant show did well in the Coliseum and reaped much publicity for the fair. Auto races, the forerunner of the run, were operated by Frank Winkley and matched 1959 grosses. Thearle-Duffield fireworks, with aerial pieces only, were fired nightly from the track infield.

Royal American Shows closed its season here with ride and show receipts that were also ahead of last year.

Monsour also reported that fair revenue from concessions, commercial space and outdoor exhibit space topped any recent year.

## Al Sweeney Race Grosses Top '59 Pace

TAMPA—National Speedways, Inc., closed the 1960 season at the Alabama State Fair with a slight increase in gross receipts over the previous year for a 69-date slate. Three events were lost to rain.

The receipts were up slightly over last year, the net is down due to increased costs of insurance and purse money over that paid in 1959, according to President Al Sweeney, who returned here to his winter home.

Midget auto races, added to the NS circuit for the first time at the Missouri State Fair, will be increased as will the number of night auto races.

Off to a slow start, due to wet weather and unfavorable economic conditions at spring still dates, business bounced back at the fair dates starting in August and from then on was very satisfactory when good weather prevailed. Dates were lost to rain at Des Moines; Algona, Ia., and Huron, S. D., Sweeney reported.

The signing of the first 1961 State Fair contract was announced when J. C. Huskisson, manager of the Florida State Fair here, inked an agreement calling for four days of speedway-type auto races, under sanction of the International Motor Contest Association, with National Speedways, Inc. Dates are February 8-11-15-18.

## Rodeo Cowboys Name Allen

DENVER — The Rodeo Cowboys Association has named Rex Allen arena director of its National Finals Roping Contest to be held November 19-20 in Scottsdale,

## Oregon Fairs Name Turley Assn. Prexy

PORTLAND, Ore.—Dick Turley, manager of the Douglas County Fair, Roseburg, was named president of the Oregon Fairs Association at the three-day meeting which closed Friday (28) at the Multnomah Hotel here.

Turley succeeds Duane (Spike) Hennessy, manager of the Multnomah County Fair, Gresham, who served two terms. Sanford Nemerousky, member of the Lane County Fair board, Eugene, was elected vice-president.

Directors include Eric Fisher, Clackamas County Fair; Ed Hall, Washington City Fair, Hillsboro; Claude Tate, Deschutes County Fair, Redmond, and Dan Crump, Harney County Fair, Burns. J. Harold Clarno, manager of the Coos County Fair, Myrtle Point, continues on the board.

Ariz. Allen, motion picture, television and rodeo name actor, is a native of the State, having been born in Wilcox.

## MADISON SQUARE GARDEN PLANS HUGE NEW ARENA

NEW YORK — A new Madison Square Garden is projected for this city, costing \$38,000,000 and offering a mid-town concentration of sports facilities to replace the old, 14,500-seat arena on 49th Street. Announcement was made by the current Garden owners, who have three sites in mind, all of them in the mid-town West Side area.

The tremendous project will have a 25,000-seat sports arena, two smaller arenas, 2,500-seat auditorium, outdoor and indoor swimming pools, bowling alleys, ice rink and underground garage for 3,000 cars. It is expected to be in operation prior to the 1964 World's Fair.

The sports center is designed by Charles Luckman Associates. The New York Sports and Entertainment Center, Inc., is a subsidiary of Graham-Paige Corporation, which owns historic Madison Square Garden. Among the new corporation's directors are Adm. John J. Bergen, chairman, and Irving Felt, president, of Graham-Paige, and Ned Irish, of the Garden. No eventual plan for the present Garden, 35 years old, was announced.

## Charleston's Exchange Fair Beats Record

New Site Used; Steel Bldg. & Free Acts Click

CHARLESTON, S. C.—Everything was working together for the Coastal Carolina Fair as it combined a new fairgrounds, new construction and big midway. For the three days including Wednesday (2) the event had outgrossed the record season it enjoyed in 1958.

Forty-two acres were taken under a long-term lease, reportedly 10 years, on Dorchester Road in North Charleston. The sponsoring Exchange Club erected a new Inland Steel Building, 300 by 72 feet, which was filled with commercial exhibits. Animals were shown under canvas.

Robert Scarborough, manager, said this year's experience would undoubtedly result in a cattle barn being built in 1961, in addition to a grandstand for talent shows. Free acts were offered this time, notably flagpole sitter Dixie Blandy, Ivan Rocket's human cannonball act, and a Marine championship judo team from Parris Island.

Front gate admission was raised from 50 cents to 75, and kids aged 6-12 were admitted for a quarter.

Ten more acres will be cleared for parking next year, Scarborough said. There is also a plot being negotiated for, to be made into a 45-plot trailer park for show people.

## Singer Booked

VANCOUVER, B. C. — Singer Jimmy Rogers will be paid \$2,500 for a 50-minute appearance at the Grey Cup pageant and dance at the Pacific National Exhibition Show-mart building on November 25.

## PHIL SHEPHERD ELECTED WFA PRESIDENT

ANAHEIM, Calif. — Phil D. Shepherd, general manager of the Los Angeles County Fair, Pomona, was elected president of the Western Fairs Association at its 38th annual convention which closed at the Disneyland Hotel here Thursday (3). He succeeds Tulsa Scott, secretary - manager of the Plumas County Fair, Quincy, Calif.

Shepherd, who was vice-president last year, was succeeded in that post by Roy Welch, secretary - manager of Yuba-Sutter Fair in Yuba, Calif.

Erma Mullen, a member of the WFA staff, was named secretary succeeding Rose Links, who retires January 1 after almost 35 years with the association. She will remain on the job until March. She started in the fair industry as the secretary of the late Charles Paine, who was manager of the California State Fair for a number of years.

At the luncheon on Wednesday (2), she was honored for her loyalty and long service by Western Fairs.

## Western Fairs Assn. 38th Convention Attended by 600

Willard Masterson, Douglas Baldwin, Jimmy Stewart Are Guests Speakers

By SAM ABBOTT

ANAHEIM, Calif.—Nearly 600 people sought to iron out problems at the 38th annual Western Fairs Association convention which ended its four-day session at the Disneyland Hotel here Thursday (3).

The various panels and speakers were assembled by Louis S. Merrill, general manager of the association.

Opening on Monday (31), the day was given over to registration thruout the day, while the directors' meeting was held in the forenoon and committees huddled for particular discussions in the afternoon.

The Tuesday session got under way at 8 a.m. when Willard M. Masterson, manager of the Wisconsin State Fair and president of International Association of Fairs & Expositions, and John E. Carr, director of finance, State of California, addressed the fair directors' breakfast meeting. Coinciding with this event were breakfast meetings addressed by Phil D.

Shepherd, general manager of the Los Angeles County Fair, on exhibits and concessions; Harrison Cutler, California State Fair, horse shows; Virgil Jackson, industrial superintendent, Los Angeles County Fair, physical fitness programs; Malcolm Hammill, auto racing; Oren Robertson, manager, San Bernardino County Fair, area meetings, and Bates Bowers, livestock activities.

Exhibit design and theme planning and rodeos were discussed in the forenoon by Ed Clendennen, Santa Barbara County Fair, and Stuart Waite, Yolo County Fair, in the forenoon. State Sen. Edwin J. Regan of the legislative committee on fairs allocation and classification, was the luncheon speaker.

A Tuesday afternoon feature was the discussion on fair publicity and advertising, headed by Bill Arbello, free-lance publicity director. Other discussions included programs, fair-ground interim usage, horse shows, and a session open only to women

(Continued on page 67)

## ONE-SIDED DEBATE

# Anti-Midway Slap Thrown by Moses

NEW YORK—Is a professional amusement zone necessary to the success of a world's fair? With every utterance on amusements, Robert Moses casts more doubt on the existence of such an area at the 1964-'65 event scheduled for Flushing Meadow.

Moses has consistently related outdoor fun with Coney Island's less modern features. In his more outspoken moments he indicates that enough free fun will be available for patrons at various industrial and international exhibits, to eliminate the need for any kind of midway.

As for encouragement to dyed-in-the-wool outdoor showmen, the fair thus far offers none. "We are constantly told by newsmen," Moses says, "that we must cater primarily to those looking for relief from invention, geography, culture, education, the fine and other arts; that is, to those who demand crude, earthy fun spiced with vulgarity. Most of the stuff they recommend can be found off Times Square and the strip teasers and dove women of yore exploit their attractions. . . our appeal must be somewhere below the Adam's apple."

His remarks, such as those delivered to the Public Relations Society of America and the American Public Relations Association, constitute a vigorous barrage against outdoor showmen. The public debate he is conducting on amusements has been nothing if not one-sided. He makes numerous allegations to the cheapness of

outdoor amusements and discounts the likelihood of conventional elements being employed.

"A cool reappraisal indicates that amusement in the Coney Island sense need not be concentrated in one place, and put in the hands of those who have to make money on the spot by way of entrance charges.

"What was there in the area at the 1939-'40 fair, except the Aqua-

(Continued on page 67)

## MEMPHIS FAIR SIGNS MOSS GAMES THRU '64

MEMPHIS — The Mid-South Fair last week awarded an exclusive games contract to Chuck Moss of Dallas to operate all such concessions thru the 1964 fair, G. W. (Bill) Wynne, fair manager, announced.

The previous contract with Moss extended thru 1961. The new one now includes fairs thru 1964.

Wynne also announced a new concessions warehouse will be built on the grounds in time for the '61 fair. Architects are already drawing up plans for 4,800 square feet of floor space. The building will be of metal and concrete construction and is part of the long-range plant rebuilding program.

## New Fair Succeeds Outside Charlotte

65,000 Paid; World of Mirth Scores; Event Eyes Warmer Week Next Season

CHARLOTTE, N. C. — First edition of the New Mecklenburg Fair is termed an unqualified success by its promoters. Cited were many favorable factors including paid attendance, total revenue, weather, and general public acceptance. The fair is situated north of Charlotte.

Weather was fair during the tail-end of the week, after two days of bitter cold. Children were admitted free every day but adults paid 75 cents plus a 50-cent parking fee. About 65,000 paid, and the 12,000 passes plus kids' admissions indicated an attendance count of 100,000, according to Roy C. McCarter, general manager.

World of Mirth Shows had a creditable week on the midway. It had an option for 1961 included in its contract, and the only serious element appeared to be determination of the dates. The fair has set the week of September 25 for next year. This time it ran October 24-29 but the directors voted against taking the risk of running headlong into cold in 1961.

The huge tent, 960 by 60 feet,

was filled with exhibitors, there being 164 commercial and industrial displays in all. Several were turned away for lack of space and 60 per cent of this year's occupants reserved footage for next year. Major units were the Atomic Energy Commission with 4,500 square feet, and Chevrolet Motor Company, 5,000 feet. Chevrolet imported a huge display turntable from Detroit on four semis and moved it to Colorado after the fair.

The association handled over \$75,000 and paid out \$9,000 in premiums and scholarships. McCarter said, "We didn't lose anything. We're in the black." The money included exhibit space (\$14,000), admissions and midway income.

Walkways in the big exhibit tent were paved. The midway was gravelled. A hippodrome was constructed for band concerts and presentations of free acts arranged thru Harry Cooke and Richmond Fox. Appearing were Captain MacDonald, high dive; Mabel Carson's dog and pony circus; the Platos, high wire; the Christensons, riding act, and Lou Meyers, emcee.

Fifteen of the county's 18 home demonstration clubs participated, plus all of the seven home art clubs. Separate tents were used for the livestock and swine departments. Lighting on the grounds was more than acceptable, with 500-kw. transformers employed for the parking and exhibit areas.

Stockholders went all out with their activities, McCarter said. A meeting will be held Tuesday (8) to elect a new president. Ben Douglas, president, was taken ill recently and agreed to continue as chairman of the board, instead.

## BEATTY-COLE REPEATS AT PALISADES

PALISADES, N. J. — The Beatty-Cole circus will again show at Palisades Amusement Park. Contracts have been signed by Irving Rosenthal for the park and Walter Kernan for the circus, bringing the show into Palisades' heated tent April 14 thru May 9.

## Boston Auto Annual Draws 87,700 Paid

BOSTON — Attendance climbed 5 per cent over last year at the fourth annual International Foreign and Sports Car Show which closed Sunday (23) after a five-day run at the Commonwealth Armory.

The tally, according to Manuel Sherman, the show's managing director, shows 87,756 paid admissions as against some 25,000 when the event was first staged four years ago. Besides this, there were some 10,000 press, exhibitor and miscellaneous tickets issued, Sherman said. Admission was 90 cents.

Exhibitors estimated roughly that upwards of \$250,000 in cars were sold with orders and leads for many more. Advertising and publicity was carried in all major Boston papers and in 420 weeklies in the New England area as well as radio and television spots, special programs and commercials. More than 200 foreign cars and American compacts were shown by 42 firms. Next year's show has been set for October 18-22. Sherman will stage a similar show in Miami next month.

## Shop Centers Mull Promotion Schemes

NEW YORK — More than 300 shopping centers were represented at the promotion conference of the International Council of Shopping Centers. First of its kind, it was held over two days at the Hotel Commodore and appears headed for annual status.

More than 250 persons attended discussions and clinics at which a wide range of promotional activities was considered. Among the organizations making presentations were Sports Illustrated, Ford, Chevrolet, and Mrs. America — all showing how their promotions were geared at shopping centers.

Also gone over were one-shot promotions, circuses, carnivals, touring exhibits and other amusement-type activities. The bulk of those attending were promotion men, advertising agency people, chain store representatives and shopping center managers.

The council has 500 individual members representing 1,500-2,000 centers. Albert Sussman, executive secretary of ICSC, said future editions of this conference would be offered yearly, elsewhere in the country.

Representatives speaking included Tom Doutrich, West Shore Plaza Merchants Association, Lemoyne, Pa.; Eli Sugarman, Food Fair Properties, New York; Matthew Bortone, Eastern Shopping Center, Yonkers, N. Y.; Aaron Aronov, Normandale Shopping Center, Montgomery, Ala.; Horace Greeley McNab, Levittown (Pa.) Shop-a-Rama; Strauss Gantz, Cutler Ridge (Fla.) Shopping Center; D'arcy Lewis, May Shopping Centers, Los Angeles; John Lehrer, Mayfair Shopping Center, Wauwatosa, Wis., and Charles Richer, The Centre, Hamilton, Ont.

## HUGHES HEADS NAAPPB PANEL ON PUBLICITY

CHICAGO — A panel discussion and round-table about promotion and publicity has been scheduled for the NAAPPB convention this month. Carl Hughes, of Kenwood Park, Pittsburgh, will be the moderator. This event will replace a contest in promotion and publicity which was operated last year and originally was scheduled for repeating this time.

## Conventioners Plan Kiddieland Session

Insurance, Picnics, Parties, Themes Up for Consideration by Panelists

CHICAGO — Final plans for the Kiddieland business session of the National Association of Amusement Parks, Pools and Beaches Convention, November 27-30, at the Sherman Hotel were announced last week by Ferd Clemen, of Pee Wee Valley Kiddieland, Cincinnati, program chairman for the Kiddieland division.

The Kiddieland sessions this year are the most extensive in the history of the NAAPPB, it was declared. They include expanded business and panel sessions plus breakfast and luncheon additions.

First of the sessions will be a get acquainted breakfast at 8:30 Monday (28). Following breakfast, Robert Plarr, NAAPPB president, and John Bowman, executive secretary, will deliver welcoming addresses. Also scheduled for the Kiddieland operators' morning business session is Jim McHugh, editor of Funspot and show news editor of The Billboard, who will talk about his impressions as a roving reporter during the past amusement park season. One of the newest outdoor sensations, karting, will be the subject of a discussion by U. S. Karting Association executive director, Don J. Beebe. Following the karting meeting, the Kiddieland operators will join the NAAPPB executive business session.

Monday afternoon the Kiddieland group resumes with talks on trampoline and coin vending aspects. Monday evening's meetings include a discussion on school picnics, led by Ted Kruce, president of Enchanted Forest, in Chesterton, Ind. Sam Borenstein, Kansas City Kiddieland operator, will wind up Monday's session with a group discussion on birthday parties.

At 10 a.m. Tuesday, following coffee and rolls, a discussion on theme ideas and innovations will be first on the day's agenda. "Imagining" will be the title of the opening speech to be given by Joseph Fowler, vice-president of

Disneyland and NAAPPB board member.

Tuesday's meetings will include talks on liability insurance. Four important points to be covered are why liability rates have risen sharply; how rates are established; reasons for rate differentials in various parks and claim prevention. Moderator will be Maynard Rueter, publisher of Funspot. John Logan Campbell, NAAPPB insurance counselor, will lead the panel discussion. Other insurance brokers on the panel will include John Naughton, Providence, R. I.; Fred Lauerman, Chicago; Clem Schmitz, New York, and Albert P. Lenz, St. Petersburg, Fla. Tuesday's session will end with a luncheon buffet.

First of the final day's business for the Kiddieland operators will be a problem solving clinic moderated by Ferd Clemen. Included in the discussion will be shopping centers, pony tracks and rides. A general swap-shop meeting covering all Kiddieland operations will wind up this session. The closing highlight of Wednesday's final Kiddieland meeting will be a discussion led by John O'Brien, Fun Fair Kiddie Park, Skokie, Ill., on how to get Small Business Administration loans. Assisting him will be representatives of Chicago's Small Business Association.

## Punk Hill Inks El Paso Park Pact

EL PASO, Tex. — H. P. (Punk) Hill, owner-manager of Hill's Greater Shows, has been awarded a five-year contract to operate amusements at Washington Park here. The pact carries a renewal option for an additional five years.

Hill, who succeeds Adolph Obadal in the operation, offered the city 12 per cent of gross receipts in return for the contract.

## San Antonio Argues Park Zoning Rules

SAN ANTONIO — The San Antonio Real Estate Board will protest a proposed ordinance which would grant temporary permits for commercial amusement parks in any zone in the city. At present such operations are allowed only in "J" commercial zones.

The board's opinion is that the ordinance should exclude residential, apartment and office zones and permit the parks in local retail and all lower zoning classifications.

## Mickey McDowell Joins C. R. Frank As Gen. Manager

ST. LOUIS — W. A. (Mickey) McDowell has been named general manager of C. R. Frank National Supply Company here, Stu Tomber, firm's president, announced.

McDowell comes to the firm after leaving the Pepsi-Cola Company, where he was district manager of the Chicago region. Earlier, he had been associated with Coca-Cola in a similar capacity and has been in the sirup end of the soft drink business for some 20 years.

## Carson-Barnes Switches To Promotion; Expands

HUGO, Okla. — Carson & Barnes Circus is switching to promotion type of operation and it will enlarge its layout of equipment for a tour under auspices next season.

Co-Owner-Manager Jack Moore, together with James Allen Winters, newly appointed agent, and Harry Anderson, of Enquirer Show Print, conferred recently about details of the show's new auspices plans. Winters, now at his Austin, Tex., home, soon will start contracting the new route.

Moore plans to replace all

trucks with new units. The canvas spread is to be larger, it is reported. More animals are contemplated. The circus recently revealed a gimmick by which a new grandstand will be built and circus fans are being asked to sponsor a chair apiece.

During the season just ended, the Carson-Barnes show featured Col. Tim McCoy. It added during the tour a number of show-owned acts. These now include a pair of rosinbacks, four manege horses, a bear act, six-horse Liberty turn and a pair of pony drills.

## SOUTH TEXAS FAIR POSTS RECORD 309,281 COUNT

BEAUMONT, Tex. — The South Texas State Fair, which closed its annual 10-day run Saturday night (29), posted an attendance record of 309,281, fair officials announced Sunday. This beat the previous high of 290,024 set last year.

Altho rain Friday night and Saturday hampered activities and held down the number of patrons, Saturday afternoon and night attendance totaled 41,113 to post the new mark. The Saturday total was about half of the 82,000 registered the first Saturday of the exposition.

Fred Tenholder, general chairman of the fair, said officials were more than pleased with the final day's turnout, especially in view of the bad weather.

## FAIR-EXHIBITION MANAGEMENT

### Saskatoon Exhibition Racks Up \$104,000 Net

SASKATOON, Sask.—Saskatoon's six-day summer fair showed a profit of \$104,000, down \$27,000 from the record established in 1959, directors were informed at a recent meeting. The outcome was regarded as "a pretty good showing." Total revenue was \$422,358, with expenditures \$318,055.

The Saskatoon Exhibition now has total assets of \$2,213,772, including \$300,000 in bonds and other investments.

This year's surplus, as well as the \$131,000 profit in 1959, plus an additional \$60,000 were required to build a sheep and swine barn and curling rink on the grounds. The estimated profits for the next two or three years will go toward further improvements.

Manager S. N. MacEachern suggested that accommodations be provided for 4-H Club members in one end of the Stadium. This could be done for \$75,000, whereas it would cost three times that amount to build a 4-H building on the grounds, he said.

Horse race wagering receipts this summer were far below last year, altho afternoon attendance at the fair was up, it was reported. This was regarded as an indication that between-races rodeo events, instituted this year with increased prices at the grandstand gate, may be dropped.

### Indiana State Board Mulls Expansion Plans

INDIANAPOLIS—A proposal to increase the size of the International Building at the Indiana State Fairgrounds has been taken under advisement by the board.

The enlargement recommendation was made by Preston G. Woolf, president of the Indianapolis Council on World Affairs.

As explained by Woolf, revenue from the rental of space in the building has increased from \$1,724 in 1958 to \$4,130 in 1960. Exhibitor applicants were turned down because of the space shortage, he said.

In addition to expanded space, Woolf proposed also a 150-seat theater. The plan would be carried out by extending the building about 100 feet to the east with the projected theater on the north side of the structure.

Woolf also proposed building of a passageway on the south side of the building to link the International Building with the Manufacturer's Building. The project could be completed for about \$40,000, he said.

International exhibitions have aroused statewide interest, Woolf stated. He explained that the theater could be used for folk dances, films and other international entertainment.

Also under consideration is the resurfacing of the race track to eliminate rocks which were responsible for damages and injuries during the Hoosier 100 races.

Applying clay to the track surface is considered a possible solution.

### State Aid Declines For New Hampshire Events

CONCORD, N. H.—With New Hampshire fair managements planning ahead to 1961 and winding up their accounts for 1960, they have just learned how they fared for 1959 in terms of the State subsidy.

A one-quarter of 1 per cent tax on pari-mutuel racing in New Hampshire provides the money for fair premiums, distributed on the basis of the previous year's awards. Thus Lancaster has just received \$30,460 for premiums, giving the fair a profit of \$8,437. Deerfield was given \$24,160 which enabled it to show a profit of \$14,242.

The other fairs earned the following profits compared with their subsidy: Rochester, \$12,318 (\$23,177); Sandwich, \$6,794 (\$11,572); Contoocook, \$6,549 (\$15,266); Cheshire, \$6,484 (\$15,441); Plymouth, \$5,189 (\$21,210); Atkinson, \$1,384 (\$2,425); North Haverhill, \$1,130 (\$3,366); New Boston, \$458 (\$1,105); Cornish, \$426 (\$1,219); Belknap 4-2, loss of \$674 (\$1,176).

Most of the New Hampshire fairs did well this past season. Typical was Lancaster which had a gate of 19,412 for four days despite unfavorable weather.

### Lethbridge, Alta., Plans \$450,000 Livestock Barn

LETHBRIDGE, Alta.—Construction of a \$450,000 livestock pavilion at the Lethbridge exhibition grounds will begin as soon as possible in the spring of 1961 and completion is expected in time for the summer fair.

Plans have been approved by Hon. Douglas Harkness, former federal minister of agriculture, and he has signed an agreement making available a \$53,000 government grant for the building.

Charles E. Parry, secretary-manager of the Lethbridge and District Exhibition, said fabrication of the structural steel will be done during the winter so that a fast start can be made on construction in the spring.

### Rodeo Finals Picks Stock

DENVER—Selection of bucking stock, 255 head of the unruliest outlaws available, for professional rodeo's "world series" conflict, the second National Finals Rodeo at Dallas in late December, was announced today, with 22 of these animals from stock contractors' strings in Iowa, Kansas, Arkansas, Louisiana and Florida.

The Rodeo Cowboys' Association said the animals were the hand-picked tops from 30 bucking strings in the United States and Canada, chosen thru records kept on individual performance during the regular rodeo season. Officials from the NFR Commission made ultimate choices.

Stock contractors with animals selected for finals competition this year include Bob Barnes, Cherokee, Ia.; E. C. Roberts, Mayetta, Kan.; Homer Todd, Fort Smith, Ark.; Foy Reynolds, Bonifay, Fla., and the Kinney-Miller string of Sulphur, La.

### Indiana Pool Meeting Held

INDIANAPOLIS — Improved methods of sanitation, pool safety and business practices were discussed at the annual meeting of the Indiana Beach and Pool Association here Thursday (3).

Participating in a panel discussion on bathhouse operation were Albert Klatte, director of the bureau of environmental sanitation of the Health and Hospital Corporation of Marion County; Miss Ray Anne Schrader, of the department of physical education at Purdue University; Frank Mackinson, a sanitation supervisor for the health and hospital corporation, and John Galvich, swimming coach at the Riviera Club.

### WINTER FAIRS

#### Florida

- Arcadia—DeSoto Co. Fair Assn. Nov. 8-18. A. G. Erickson.
- Bartow—Polk Co. Youth Show. March 2-4. W. E. Hayman, Box 711.
- Brooksville—Hernando Co. Fair Assn. Nov. 9-12. Charles B. Smith.
- Clewiston—Hendry Co. Fair & Livestock Show. Feb. 28-March 4. Mrs. Dorothy Moore, Box 1356.
- Dade City—Pasco Co. Fair Assn. Feb. 30-25. J. C. Higgins, Box 248.
- DeFuniak Springs—Walton Co. Fair Assn. Nov. 7-11. H. O. Harrison, Box 352.
- DeLand—Volusia Co. Fair Assn. Feb. 18-18. Lee Maxwell, Box 211.
- Eustis—Lake Co. Fair & Flower Show. March 13-18. Karl Lehmann, Chamber of Commerce Bldg., Tavares.
- Panama Springs—Suwannee River Fair & Livestock Show. Feb. 23-24. L. C. Cobb, Trenton.
- Fort Myers—Southwest Florida Fair. Jan. 30-Feb. 4. Raymond Beckler, 1300 Shadow Lane.
- Inverness—Citrus Co. Fair Assn. Nov. 9-12. Quentin Medlin, Box 67.
- Jacksonville — Greater Jacksonville Fair. Nov. 9-19. Mrs. Katherine Armstrong, 1245 E. Adams St.
- Largo—Pinellas Co. Fair & Horse Show. Feb. 27-March 4. H. J. Brinkley.
- Miami—Southeast Fla. & Dade Co. Youth Show. Jan. 26-29. Ralph Huffaker, 2690 N.W. 7th Ave.
- Naples—Collier Co. Fair Assn. March 14-18. Charles P. McCool, Box 604 Route 1.
- Orlando—Central Florida Fair. Feb. 27-March 4. H. B. Parrish Expo Park.
- Palatka—Putnam Co. Fair Assn. Nov. 7-12. Hubert Maltby, Box 305.
- Palmetto—Manatee Co. Fair Assn. Jan. 23-28. Harper Kendrick.
- Piant City—Hillsborough Co. Jr. Agr. Fair. Dec. 1-3. D. A. Storms, Box 350.
- Piant City — Fla. Strawberry Festival. March 4-11. Fred W. Nulter, 1643 W. Reynolds St.
- Sarasota—Sarasota Co. Fair Assn. March 20-25. K. A. Clark, 2900 Ringling Bldg.
- Sebring—Highlands Co. Fair Assn. Jan. 16-21. J. A. Butler.
- Stuart—Martin Co. Fair Assn. March 18-18. L. M. Johnson.
- Tampa—Florida State Fair. Feb. 7-18. J. C. Huskisson, Box 1231.
- Wauchula—Hardee Co. Fair Assn. Nov. 7-12. Carl Hanna, 232 N. 6th Ave.
- West Palm Beach — South Fla. Fair & Expo. Jan. 27-Feb. 4. William Lamar Allen.
- Winter Haven—Fla. Citrus Expo. March 4-11. R. J. Eastman, Box 1460.

### Arena Burglarized

CALGARY, Alta.—Thieves cut their way thru a 2,000-pound safe in the Stampede Corral hockey arena at the fairgrounds Sunday (23) and escaped with \$1,400 cash.

## ARENA, AUDITORIUM NEWSLETTER

### Complex Schedule

By TOM PARKINSON

"ICE FOLLIES" AND THE CHICAGO STADIUM played a complex arrangement last week. Icer played Monday and Tuesday (and got nearly the same money that it drew on the comparable Wednesday and Thursday last year). Then it shut down, and there was hockey in the arena for Wednesday. The Coldstream Guards played Thursday night. Friday was taken by a Kennedy campaign rally. But for Saturday and Sunday the ice show was back in business at the same old stand. It closed Sunday (6), with predictions that the tally will show it was off somewhat in attendance but up in money, due in part to a hike in the scale for weekends. Stand had opened October 18.

### President-Elect Will Speak At Chicago's McCormick Hall

WHOEVER WINS THE presidential election Tuesday (8) has accepted an invitation to appear November 18 at the new McCormick Place exhibition hall in Chicago. The building's initial event, the Modern Living Home and Flower Show, will open the next day. The president-elect will be the principal speaker at a "summit conference on industry, labor and commerce," attended by 500 invited guests. . . . The new building will be featured in numerous special sections of Chicago newspapers. The Tribune and American both will carry a 72-page full-color supplement on November 13. Tribune will have a special section November 19 also. Daily News has a section for November 18, and The Sun-Times' is to be published November 20. There also is to be a program booklet for the home show this year, with much attention to the building. It will have 32 pages and had been limited to three advertising pages. . . . First convention at the new Chicago building will be the Home Builders' Association of Illinois, November 27-29.

### Milwaukee Arena-Auditorium Improves Own Best Record

MILWAUKEE AUDITORIUM and Arena registered its most profitable year, according to the annual report by Manager Elmer Krahn. The building long has been regarded in the auditorium-arena business as the biggest profit-maker. Krahn's report shows the buildings netted \$162,175. The gross was \$652,697, a record. Attendance was another record, 1,415,316, compared to about 1,307,000 last year. The building's fiscal year ended September 30. All employees were given pay increases. . . . Fifteenth International Heating & Air Conditioning Exposition will be February 13-16, 1961, at the International Amphitheater in Chicago. E. K. Stevens, of International Exposition Company, is manager of the exposition. . . . The 26th Philadelphia Motor Boat and Sportsmen's Show will be at the Philadelphia Convention Hall February 24-March 4. Included will be yachts, boats, fishing tackle, hunting equipment, sporting goods, autos and trailers, according to plans. . . . Far West Boat Show completed its run at the Oakland Municipal Auditorium. Building manager Lin Luedeke also reports they have "The Pleasure of His Company" (13). In December Houston coliseum-auditorium-music hall complex will have the Royal Ballet, Ray McKinley orchestra, "Fiorello," Captain Kangaroo and Andre Kostalanetz. In November they have such events as Jose Iturbi, Ray Conniff, Shrine Circus, and Hot Rod and Custom Cars Exposition.

### Buildings Reveal Bookings Of Month's Major Events

IT'S BOOKING SHEET TIME AGAIN. As the first of the month rolls around buildings all around the nation announce their top bookings for the coming weeks. . . . New Orleans Municipal Auditorium, with Ray Scheuering at the helm, had Sheeley Berman (3), Mantovani (5) and a Ford truck show. Coming up is the Shrine Circus (19-27). . . . Columbus, O., residents will be able to see "The Music Man" (13-19), among many other events reported by Harry Schreiber. . . . Richard Wagner has a "Grand Ole Opry" show at Lincoln's Pershing Memorial Auditorium (25). In the building now is the community's auto show. . . . Charles W. Bauer reports the Cincinnati Music Hall will have Robera Peters (17 and 19), a Ford truck showing (18) and several fraternity events, among others. . . . Greenville (S. C.) Memorial Auditorium has signed up for Mantovani (15), Kingston Trio (17) and Thanksgiving Gospel Sing (24). Liberace and Rubinstein will be among the December events, reports Herman J. Penn. . . . Long Beach Auditorium, where Win Hanssen is manager, has affairs of the City of Hope, Order of Eagles, Eastern Star, Boy Scouts, Elks, a college and the Salvation Army, plus dances, boxing and other events. . . . Seattle Civic Auditorium has a cat show, newspaper-backed ice event, the Ford truck show, hockey and wrestling.

### Ole Olsen Injuries Keep Him Out of Globetrotters Show

INJURIES SUSTAINED by comedian Ole Olsen in a recent auto accident have forced his dropping out of the Harlem Globetrotters' performance for the immediate present. Show had been going about two weeks when he was injured. Efforts were being made last week to sign on a temporary replacement.

The Amusement Industry's Foremost Booking Guide

# Talent-Mart

The WHO'S WHO Listing of Acts and Attractions

12 BIG

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## CSRA Race Crowds Build

DAYTON, O.—A sizable attendance increase was registered on the 1960 Ohio fair circuit over last year's peak mark for the championship auto races of the Central States Racing Association, Norman Witte, secretary, announced.

Not a single date was lost on the schedule, he reported, which covered from one to three speed events weekly from July until the season's final, September 30.

The largest attendance on the 1960 schedule was recorded at the Lake County Fair, Painesville, O., while Clinton County at Wilmington; Williams County at Montpelier; Putnam County at Ottawa and Champaign County at Urbana were record ones as well.

## Referee Rejects Magic Mountain Reorganization

DENVER — A recommendation that Magic Mountain's request to reorganize its corporate structure be denied was made Monday (31) by Benjamin C. Hilliard Jr., chief U. S. bankruptcy referee.

The only alternative facing the amusement park company headed by Allen J. Lefferdink is a bankruptcy action unless the Boulder, Colo., financier comes up with about \$2 million in new capital, court officials say.

Hilliard said that approximately 12,000 stockholders in the multi-million-dollar park "have suffered substantial loss." His report said that about \$3 million paid in by stockholders has diminished to possibly \$718,286.94 "or has been perhaps wiped out entirely."

Hilliard said that G. Norman Winder, Magic Mountain president, has estimated that between \$1.8 million and \$2 million in new capital is needed to pay off existing debts and complete the amusement park.

But the park "has only vague hopes, born of wishful thoughts, that somewhere and somehow somebody will be found who will furnish the very large sum" the company needs, Hilliard's report said.

The report said the company, in asking for reorganization under federal bankruptcy laws, is motivated "only by a desire to put off its creditors while it waits and hopes that something will turn up."

Hilliard concluded that evidence in the case clearly demonstrates that "it would be unreasonable to expect that reorganization of this debtor can be effected."

Both Lefferdink and Winder testified that the reorganization request was made "to stave off creditors" so that management could continue its search to find new capital to refinance its obligations and complete the park, Hilliard said.

## Kentucky Fair Names Kelly Sales Manager

LOUISVILLE — John P. (Pat) Kelly, long-time exhibit man, has been named director of sales for the Kentucky Fair and Exposition Center, Charles F. Atkinson announced.

Kelly was in charge of the General Electric merchandise exhibit at Chicago's 1933-'34 World's Fair and later headed up the permanent building materials displays for the Architect's Samples Bureau in Miami. He was in business in Lexington, Ky., until moving here in 1958.

A former Chicagoan, he is a graduate of the University of Chicago where he captained the varsity football team. He served in the U. S. Army Air Forces during World War II, being discharged as a captain.

PONOKA, Alta. — Hector Labrie, president of the Ponoka Stampede and Exhibition Association for 11 years, and an executive member for 15 years, has resigned. His successor is Bud Grant.

A two-day stampede will be held in 1961. A loss of \$5,145 was recorded on this year's show and the baseball tournament showed a loss of \$3,027. A membership drive is under way but the objective has not yet been reached.

## TALENT ON THE ROAD

### Kays to Hawaii Dates; Lear Subs for Olsen

The Sensational Kays are scheduled to do eight weeks for Wally Yee in Hawaii. After playing fairs for Barnes-Carruthers they headed for Houston for a medical check-up and were scheduled to sail on November 15 from California. . . . Les Lear is filling in for Ole Olsen, of Olsen and Johnson, with the Harlem Globetrotters. Ole was recently injured in an auto crash in Iowa. . . . Esmerelda and Pepe Lara, Flamenco dance team, have been brought in from Europe and opened at the Dunes, Las Vegas, on November 4 for eight weeks.

"Grand Ole Opry" performers at the Augusta (Ga.) Fair included Little Jimmy Dickens, Carter Sisters, Smiley and Kitty Wilson, George Jones. The Barnes-Carruthers show also at that fair had Rosita and Alberta, plate spinners; Miss Joni, novelty aerial; Larabees, whips; Virginians, juggling; Erik Adams' chimps and the Sensational Kays. . . . Barnes show at the Tuscaloosa, Ala., Fair included Noble Trio, bars; Peyton and Raye, dogs; Los Imitados, dance; Ginger and her Puppetones, LeBon Troupe, Betty Boatright and the Konyot chimps. Aurolen Morrow was at the organ.  
Charlie Byrnes

## FAIR MEETINGS

Idaho State Fair & Rodeo Association, Booneville Hotel, Idaho Falls, November 18-19. Erling J. Johannessen, Court House, Emmett, secretary.

International Association of Fairs & Expositions, Morrison Hotel, Chicago, December 1-3. Frank H. Kingman, 777 Arbor Road, Winston-Salem, N. C., secretary.

Washington State Fairs Association, Leopold Hotel, Bellingham, December 8-9. Wendell W. Prater, Route 1, Box 72, Ellensburg, secretary.

Fair Managers Association of Iowa, Hotel Fort Des Moines, Des Moines, December 12-14. Eugene Moore, Tipton, secretary.

Indiana Association of County and District Fairs, Hotel Severin, Indianapolis, January 1-3. Robert L. Barnett, Muncie Star, Muncie, Ind., secretary.

Minnesota Federation of County Fairs, Radisson Hotel, Minneapolis, January 5-7. Hubert Ransom, St. James, secretary.

West Virginia Association of Fairs, Waldo Hotel, Clarksburg, January 7-8. Mrs. Paul D. Kiepfel, Route 4, Box 77, Crafton, secretary.

Kansas Fairs Association, Jayhawk Hotel, Topeka, January 9-11. Everett E. Erhart, Stafford, secretary.

Wisconsin Association of Fairs, Pfister Hotel, Milwaukee, January 10-12. Win Eldridge, 315½ East Mill, Plymouth, secretary.

Ohio Fair Managers Association, Deshler-Hilton Hotel, Columbus, January 10-12. Goldie V. Scheible, 1043 South Main, Dayton 9, executive secretary.

North Carolina Association of Agricultural Fairs, Washington Duke Hotel, Durham, January 12-13. Corbin Green, P. O. Box 776, Hickory, secretary.

Missouri Association of Fairs & Exhibitions, Governor Hotel, Jefferson City, January 12-13. Victor M. Gray, Box 630, Jefferson City, secretary.

Michigan Association of Fairs and Exhibitions, Pick-Fort Shelby Hotel, Detroit, January 15-17. Harry B. Kelley, Hillsdale, secretary-treasurer.

Massachusetts Agricultural Fairs Association, Bradford Hotel, Boston, January 16-17. Paul Corson, Topsfield, secretary.

Pennsylvania State Association of County Fairs, Abraham Lincoln Hotel, Reading, January 18-19. William Arthur Morris, Box 912, Reading, secretary.

Kentucky Association of Fairs and Horse Shows, Kentucky Hotel, Louisville, January 19-20. L. Doc Cassidy, Kentucky State Fair, Louisville, secretary.

New York Association of Agricultural Fair Societies, Sheraton-

Ten Eyck Hotel, Albany, January 22-24. James A. Carey, Department of Agriculture & Marks, State Office Building, Albany 1, secretary.

Nebraska Association of Fair Managers, Cornhusker Hotel, Lincoln, January 23-24. H. C. McClellan, Arlington, secretary.

Rocky Mountain Association of Fairs, Northern Hotel, Billings, Mont., January 22-24. Clifford D. Coover, Shelby, Mont., secretary.

Illinois Association of Agricultural Fairs, St. Nicholas Hotel, Springfield, January 22-24. C. C. Hunter, 707 W. Vine, Taylorville, secretary.

Tennessee Association of Fairs, Noel Hotel, Nashville, January 26-27. Mrs. Malinda Granberry, Mid-South Fair, Box 3808, Memphis 14, secretary-treasurer.

Texas Association of Fairs & Expositions, Baker Hotel, Dallas, February 2-4. Bob Murdoch, 102 East Locust, Tyler, secretary.

Arkansas Fair Managers Association, LaFayette Hotel, Little Rock, February 6-7. Clyde E. Byrd, Box 907, Little Rock, Ark., secretary.

Oklahoma Association of Fairs, Huckins Hotel, Oklahoma City, February 13-14. Harry F. James, Room 621, County Building, Oklahoma City, secretary.

Florida Federation of Fairs and Livestock Shows, Thomas Hotel, Gainesville, May 14-16. T. L. Barrineau, State Department of Education, Tallahassee, secretary.

Maine Association of Agricultural Fairs, Eastland Hotel, Portland, January 20-21. Roy E. Symons, Skowhegan, executive secretary.

Ontario Association of Agricultural Societies, King Edward-Sheraton Hotel, Toronto, February 22-23. F. A. Lashley, Room 4508, East Block, Parliament Buildings, Toronto, secretary.

## Greenwood, S. C., Fair Names Dent Business Manager

GREENWOOD, S. C. — Announcement is made that C. R. Dent will succeed the late George F. Free as business manager of the Greenwood Fair, which is sponsored by American Legion Post 20.

Dent, who is also treasurer of the fair, joins with William O. Adams, secretary, in the leadership of the annual event.

The fair committee, headed by Julian W. White, discussed plans for the 1961 fair at a meeting here last week. According to Dent, "the fair may be held a week earlier than usual next year, opening September 25."

# AMUSEMENT PARK OPERATION

## New AREA Convention Plans Have Reception, Luncheon

AMERICAN RECREATION Equipment Association is changing its activities in the November conventions this year. In the past the group had a Monday evening meeting. This year, however, their activities will be on Saturday. The principal event will be a reception from 4 to 6 p.m. on November 26 at the Bismarck Hotel. This will be especially for the customers and potential customers of AREA members. NAAPPB and SLA members are being invited to this first public event of AREA. On the same Saturday, AREA will have a membership luncheon and brief business session. This also will be at the Bismarck Hotel. President John Allen has indicated the association has some business matters to attend to this year. AREA membership is made up largely of the manufacturers of amusement rides and similar equipment for parks and midways.

## 92 Exhibitors Take Space At NAAPPB's Trade Show

NINETY-TWO EXHIBITORS have signed up for the November 27-30 showing of the NAAPPB's International Outdoor Amusement Exposition. They have reserved anywhere from one to 11 booths each. Almost half of them, 42 by count, have taken more than one booth.

The exhibitors include Aeroaffiliates, Fort Worth; American Crane and Hoist, Downey, Calif.; American Locker, Boston; American Trampoline, Jefferson, Ia.; Anchor Supply, Evansville, Ind.; Animated Display, Miami; Ansell-Simplex, Chicago; S. H. Arnolt, Chicago; Arrow Development, Mountain View, Calif.; Audio Electronics, West Los Angeles; Auto Photo, Los Angeles; The Billboard; Cameron Railways, La Porte, Ind.; Capitol Projector, New York; Chance Manufacturing, Wichita, Kan.; Chicago Dynamics, Chicago; Coca-Cola, Chicago, and Coca-Cola, Atlanta; Commercial Equipment, Chicago; Concession Supply, Toledo; Cramore Products, Point Pleasant Beach, N. J.; Cretors, Nashville; Crown Metal Products, Wyano, Pa.; Custer Specialty, Dayton, O.; Dalason Products, Chicago; Ross Davis, Los Angeles; William de L'horbe Jr., Vandalia, O.

Display Arts, New York; Dodgem, Lawrence, Mass.; Dudley Sports, New York; Eli Bridge, Jacksonville, Ill.; Evans Park and Carnival Device, Chicago; Exhibit Supply, Chicago; Export Sale, Dallas; Eyerly Aircraft, Salem, Ore.; Fable Toy, Brooklyn; Fairway's Miniature Golf, Margate, N. J.; Fascination, Beverly Hills, Calif.; Feltman Products, Brooklyn; Flexible Company, Loudonville, O.; C. R. Frank National Supply, St. Louis; J. F. Frantz Manufacturing, Chicago; Gold Medal Products, Cincinnati; Hammer Bros. Manufacturing, New York; Hampton Amusement, Portage Des Sioux, Mo.; Hann-Mobile Mark 7-70, Utica, N. Y.; Allan Herschell, North Tonawanda, N. Y.; Hodges Amusement & Manufacturing, Indianapolis; Hollywood Servemaster, Kansas City, Mo.; Hot Rods, Inc., New York; Frank Hrubetz, Salem, Ore.; Irving Kaye, Brooklyn; Keller Manufacturing, West Palm Beach, Fla.; King Amusement, Mount Clemens, Mich.; Krispy Kist Korn Machine, Chicago; Line Material Industries, Milwaukee; Lusse Bros., Philadelphia; Richard B. McFadden, Clarence Center, N. Y.; Mike Munves, New York.

National Amusement Device, Dayton, O.; National Golf Foundation, Chicago; NAAPPB Insurance Plan; Oarco, Columbus, O.; Pepsi-Cola, New York; Perey Turnstile, New York; Philadelphia Toboggan, Philadelphia; Phillips Amusement, Bloomington, Ill.; Poppers Supply, Philadelphia; Pretzel Amusement Ride, Bridgeton, N. J.; Harry E. Prince, Boston; Redd Distributing, Boston; San Antonio Roller Works, San Antonio; B. A. Schiff, Miami; J. B. Sebrell, Los Angeles; Sellner Manufacturing, Faribault, Minn.; Seven-Up, St. Louis; Shorland Textile, New York; Simplex Manufacturing, New Orleans; Standard-Harvard Metal Typer, Chicago; Streifthau Manufacturing, Middletown, O.; Strong Electric, Toledo; Taylor Bros., Apalachin, N. Y.; Tusko Manufacturing, Thousand Oaks, Calif.; Tyson-Caffey, Dowington, Pa.; U. S. Kart Association, Indianapolis; Universal Wire & Cable, Chicago; Vacumite, Harrisburg, Pa.; Volkan Lamps & Shade, Clifton, N. J.; Eric Wedemeyer, New York; Weldon, Williams & Lick, Fort Smith, Ark.; Williams Manufacturing, Chicago, and E. B. Wilson, Detroit.

## Zoo Train Carries 232,250; Kentucky Getting Go-Karts

MILWAUKEE'S ZOO train ceased operations for the season recently and reported a passenger total of 232,250. Last year the miniature train hauled 163,605 persons. The live-steam model, built by E. M. Standley, was purchased by The Milwaukee Journal and donated to the zoo, where George Speidel is director. . . . Hopkinsville, Ky., has a go-kart track operated by Alvin, Eleanor and Marvin Rochelle. At Glasgow, Ky., is the Pee-Wee Speedway of Fay S. Marr. And at Leitchfield, Ky., is the Grayson County Kart-Car Amusement Club. Robert, Bobbie and Jimmie Ditto have Ditto's Go Kart Speedway at Hardinsburg, Ky. . . . Olympic Trampolines, Inc., is organized at Lexington, Ky. . . . Bowl-Mor Company, Inc., of Littleton, Mass., has registered with the Securities and Exchange Commission to sell 78,955 shares of common stock. Proceeds will be used for entry into the development and marketing of a pin-setting machine that will cost an estimated \$1,500,000 to perfect.

## REFACING PROJECT SET

# Steel Pier Mulls Upped Gate Price

ATLANTIC CITY — A renovation project and possible price adjustment are on schedule for historic Steel Pier. The boardwalk amusement institution had a fair season during 1960, altho beset by the worst weather in memory.

Atlantic City's Beach Patrol reported that attendance on the beaches was 2,000,000 persons less than 1959. In actuality, the Hamid management noted, there were no "pier days" at all, because of overcast skies or chilliness.

The operation's price has remained unchanged for years in the face of mounting expenses. Adults pay 99 cents until noon, \$1.25 evenings, and \$1.50 on Saturdays, Sundays and holidays. Children are 50 cents at all times.

In addition to inadequate admission prices another situation coming in for study is the discount admissions extended to charter buses, block sales and party groups. These have concentrated on Sundays and holidays, and the intent is to divert cut-rate groups to slack

days in order to get the maximum revenue from big days.

"Dancing Waters" was retained last season. The pier also offered its stadium circus and water show, kiddie theater, Funhouses, theaters, Music Hall and other attractions. A new Crazy House was built at the end of the pier and a new set of Stone's group games installed.

Name bands did okay, the Hamids reported, after apprehension over dance business. Crowds appeared better groomed and behaved, after a period during which jivesters predominated. Traditional dance music proved very popular and it gave encouraging indications of a trend.

For 1961 there will be consid-

## CLOCK 1.5 MIL.

# Freedomland Mothballed To Next May

NEW YORK — Among Happiness Tours, the Grey Line and American Express Company, Freedomland claims, it can fill its grounds practically all season in 1961. The park closed its initial season Sunday (30) on an encouraging note and reports optimism over next year. No exhibitors have pulled out, all showing faith in the potential, it is pointed out.

One of the year's top promotions was one involving suburban Newsday, a major daily. Some 22,000, including newsboys and their families, participated. Booking leads for 1961 are called outstanding.

Freedomland claims it clocked about 1,500,000 thru its gates in 101 days, starting June 19. "Intelligent plans" are in the works, among them a rodeo arena.

Robert L. Smith, executive vice-president shifted to the park by Webb and Knapp, the landlord and major stockholder, likened the attendance to the home - game crowds of the Pittsburgh Pirates and New York Yankees, "both of them champions."

Peak attendance month was July, with 507,738 persons reported. Next year's season will start about May 1 and continue thru October.

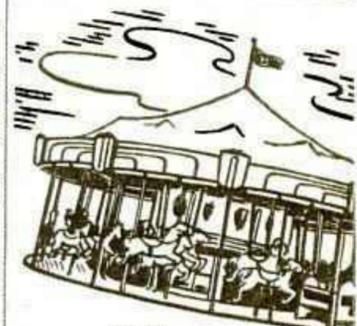
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WHY—let valuable ground go to waste? WHY—are most miniatures poorly located? BECAUSE they are built of concrete and can't be moved—are forced to accept cheaper locations.  
This course has MORE EYE APPEAL and MORE PLAY APPEAL than ANY OTHER COURSE in the country. PROVED from North to South—East to West.  
18 Fairways & Greens—19th Hole Special—Large Putting Surface, each with Tantalizing Trips and Proven Obstacles. Large Road Sign—Caddy House—Lighting and all Accessories. EVERYTHING in ONE COMPLETE UNIT.  
Manufacturers and Suppliers of all types of Fibreglass and Metal Obstacles. Adaptable to any existing course.  
Cash or Terms.  
Write or Call NOW—for information and help with planning.  
**PHILLIPS AMUSEMENTS, INC.**  
206 S. Robinson St., Bloomington, Illinois

Q. E. GAMBILL, OF GAMBILL AMUSEMENT CO., WINTERSVILLE, OHIO, SAYS:  
"It has been a pleasure to do business with your Company. We have had a very profitable season and the BIG ELI Wheel got a good share of the money. We hope that we may again have the chance to do business in the future when a SCRAMBLER is available for Gambill Amusement Co."  
For a ride that is a proven profit-earner and popular with amusement patrons of all ages, investigate a BIG ELI Wheel. Your choice of three standard sizes. Write for Price List A-74 and ask for complete information.  
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ROTO WHIP—KIDDIE WHIP—SPEED BOATS—PONY CARTS—  
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Illustrated Circulars Free  
**W. F. MANGELS CO.,** Coney Island, Brooklyn 24, N. Y.  
ESTABLISHED 1888

erable refacing done along the boardwalk end, in addition to great amounts of paint. Last season the ballroom was redecorated, and Funhouses renewed. Attractions included top record artists, part of the pier's customary one - price policy.



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**MINIATURE TRAINS**  
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- Sleem type with real smoke . . . dependable G-16 gasoline power.
- Focal point for theme park or exciting 2nd train on G-16 track.
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- Also available . . . the finest Trackless Train.

**ALLAN HERSHELL CO.,**  
MINIATURE TRAIN DIV. North Tonawanda, N. Y.

# DAVENPORT NAMES KANSAS CITY ACTS

Utica Date Termed a Big Winner; Strong Line-Up Going to Kaycee

KANSAS CITY Mo. — Orrin Davenport's circus will play its annual Shrine date here November 15-20. It comes after his regular fall stand at Utica, N. Y., where the Shrine sponsors scored a highly successful run in October.

Highlights of the Kansas City line-up will include Eddie Kuhn's animals, the Jack Joyce animals, Princess Tajana and the Original George Hanneford Family. The detailed rundown follows:

Tournament; Capt. Eddie Kuhn's Wild Animals; the Simru Duo, high act; clowns; the Giant Swing Troupe International, the Martell rollo-rollo and the Kalms juggling turns; Tony and Inga Smaha, dressage; Miguel Bratty, hair suspension and juggling; Walter Jenner's Seals, Jimmy Reynolds Seals and Johnny Weldes' Bears; Princess Tajana, the Hildalys and Michele and Michael, aerialists; clowns; the Kelroys' trampoline casting, Haslev's casting and Cyclettes, bikes;

Jack Joyce's Jungle Carnival; clowns, and chimp acts of Helen Haag, Jinx and Antonucci, followed by Norbu the gorilla act.

After intermission will be the Flying Hartzells, flying return; Angela Wilnow's dogs, Lona's Pets and Kay and Her Pets; clowns; Myriam France, LaNorma, Jo-Ann Jenner, Grace McIntosh, Corinne Dearo and Joanne Day, aerial number; the Langs' teeterboard, Bob Johnson's balancing and the Freddie's, teeterboard; the Original George Hanneford Family with Tommy and Kay; Ed Widaman's Elephants, with Grace McIntosh, and the Mendez high wire act.

Staff includes Orrin Davenport, producer; Thomas Hanneford, equestrian director and announcer; Merle Evans, band; Charles Marine, props; Grace McIntosh, wardrobe, and Dorothy Kohler, wardrobe assistant.

Clowns will include Ernie Burch, Jackie LeClaire, Jimmy Davison and Bill Bentlage.

## Chairman Named For Detroit Show

DETROIT—Two men have been appointed to key positions for the annual Shrine Circus, which is to play 28 performances at the Michigan State Fair Coliseum, January 30-February 12. Herbert W. Case, former chief police censor for Detroit, has been named general circus chairman. Harold C. Berg has been appointed to handle advertising, publicity and promotion for the ninth consecutive year.

# Milwaukee, Detroit Off For Ringling

MILWAUKEE — An otherwise powerful season for the Ringling Bros. and Barnum & Bailey Circus took a couple of jolts at Detroit and Milwaukee. Business was off in both cities.

In Milwaukee Arena for the first time and under promotion of the Lashinsky office for the first time here, the show played to light business October 26-30. For the first days, the show got about 1,000 persons a show. Over the weekend, business picked up but still was short of a half house in the big 11,000-seater. The show in previous years has appeared at the Wisconsin Fairgrounds and business was better. Local sources indicated that the ad campaign didn't take hold this time.

The circus drew 3,391 people Sunday and the total attendance was 20,071, giving a gross of \$40,875, according to the arena manager, Elmer Krahn. The 11 performances averaged 1,825 persons each.

Detroit was preoccupied with the big National Auto Show, which was showing new cars in the city's new Cobo exhibition hall. Attendance there was gigantic. Ringling-Barnum (19-23) was day and date for part of the auto show.

This was R-B's first time in Detroit as an indoor show and it was at the State Fair Coliseum.

The show had close to a sellout on the Sunday matinee and about a two-thirds house on the Saturday matinee. Opening night, however, was around a third of a house, much of it paper.

Generally reliable sources said the show lost about \$25,000 on its Detroit engagement. Total attendance was estimated at about 22,000 for the 10 shows—better than the last Ringling stand here in 1955, when it drew about 15,000 in three days, but far under the 48,500 figure, also for three days, chalked up in 1954.

# CIRCUS TROUPE

By TOM PARKINSON

RINGLING-BARNUM's suit against the Beatty-Cole Circus over use of the phrase "Greatest Circus on Earth," superimposed on the globe, now is in the New York Supreme Court. Ringling seeks to halt the Beatty-Cole show's use of the trade name and it is asking for \$25,000 in damages. . . . AGVA's "celebrity nights and auditions" are to be resumed Monday (7) at the Trade Winds, Chicago night club. The auditions were at the Chez Paree until that night spot folded. . . . C. A. (Red) Sonnenberg closes with an opera company in New York and doesn't plan to go on the road with it this season.

Circus World Museum at Baraboo, Wis., reports 1960 attendance of 149,000, well ahead of last year's totals of 120,000 paid and an estimated 10,000 more on the opening day. Top month this season was August with 49,102. The take averages about 50 cents per head. The Side Show drew 41,864 paid. Thirty per cent of the cars came from out of State. The season ran 136 days, of which 26 were rainy. Top day's attendance was 2,783, according to C. P. Fox, director.

Paul M. Conaway, Macon, Ga., circus attorney, is planning a train trip to the Pacific Northwest and British Columbia. He advises that the negotiations between the Georgia State Fair and Beers-Barnes Circus failed to reach a deal for the circus to winter in Macon. . . . Walter Hohenadel, editor of the CFA paper, White Tops, was in Chicago last week. He is anticipating a visit from K. E. Wurl, CFA president.

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Wimpey, cycling clown, was pictured in three Chicago newspapers last week after an appearance for the State Street Council. . . . Bellini Atayde has returned to his family's show in Mexico and is working as a clown. He spent the past season with Clyde Bros.' Circus. . . . The Banta Troupe, Buck Leahy and George Vest made 39 weeks with Hagen Bros. Circus and now they go to Honolulu to open November 17 for Wally Yee.

Wally Blake, El Centro, Calif., has closed as agent for the Paul Miller shopping center show, and announces he will open his own office to operate promotions for shopping centers. He plans to launch up to six traveling shows, including a magic show, med show, musical show built around an electric organ, a country and western show, home fashion show and home workshop show. Each will use talent.

Louis Schmidt, who had the Circus Louis for 43 years, has sold his equipment to Ib Rhoden in Denmark. Schmidt retains his horse acts and will play Italy this winter.

Charlie Campbell writes that his Marie O'Day Palace Car has been doing okay. He planned to catch Penny Bros. in Tennessee. His O'Day show is booked into Arkansas and the Deep South for the winter. Campbell has it with a good crew, he says, and he'll go back to contracting for a circus next summer. . . . The Montons, double traps and wire, will be at the Circus Hall of Fame, Sarasota, Fla., this winter, reports Bill Naramore Jr.

Jack and Ruby Landrus are back in Trailer City, Corpus Christi, Tex., after a season of clowning with the Gil Gray Circus. They have signed to make Detroit in January for Al Dobritch. . . . Henry and Thelma Craig write that their act, Craig's Chimps and dogs, has just completed a 30-week season with the Capell Shows and are now playing some clubs around Phoenix. . . . James McKenna, CFA of Pawtucket, R. I., caught Hamid-Morton in Boston with Anthony Olobri and Ray Larouche. They visited with Charles and Beverly Allen, the Rudynoff Family, Joan and Jeff Dewsberry, George Hamid and the Rev. Edward Sullivan. At the Rhode Island State Fair he visited with Albert Rix, Flying La-Forms and Max Morris.

The Flying Nesbitts, Washington, are with the Major League All Stars on a tour of the South. . . . Tommy Randolph caught the Famous Cole Circus at Buffalo, Tex., and visited with Charlie and Shirley Rex, the Ted LaVeldas, Red Focker and others. Herb and Helen Walters were off the lot for

one of the rare times this season. Business was good despite rain. . . . Gladys Smuckler, whose husband, Jack, died in April, has moved from Detroit to Lake Helen, Fla., where their son, Dwight, is attending school.

Jack Kwiet, formerly with the Polack promotion staff and now with the Chicago Home Show, is at Little Company of Mary Hospital in Chicago and would enjoy mail. . . . William B. Daly is in the Veterans Hospital at Des Moines and would enjoy mail. . . . Roy E. Smith, an animal attendant with Ringling, was injured by a tiger at Milwaukee and is at Columbia Hospital there with a badly mangled arm.

From the Ringling show, Chuck Burnes writes that many of the Ringling people saw the auto show in Detroit. . . . Birthdays were celebrated by Shirley Coombs, Antoinette Schweinsaupt, Duane Thorpe, and Norman McLennon. The show girls gave Maria Kaiser a baby shower. . . . Mr. and Mrs. Charles Hoffman showed movies backstage at Milwaukee. A national magazine is preparing a color spread about Ringling clowns. Gene Lewis has made several appearances in stores for Ked shoes. Otto Griebing closed at Milwaukee and returned to his annual Christmas date at Famous Barr department store in St. Louis. The Book of Knowledge encyclopedia has pictures of Tonito, Gene Lewis, Paul Jung, Myron Orton, Trevor-Bale, Ilonka Karoly and Smokey Jones.

Recent Ringling visitors included Billy Humphries, Kathy O'Reilly, Tony and Lon Dateo, Stanley Book, Major and Mrs. Ingram, Henry Varner, Robert Bradley, Rollo Brunzell, Harry Brown, Cliff Cowan and son, George and Charlotte Potratz, the John Heids, John W. Wilson, Ronnie Miller, Selwyn Savage, Don Sexton, Gene Termini, Howard Gusler, Red Wright, Jim Stanley and Rudy Mosiman.

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# THE FINAL CURTAIN

**BOULWARE**—Frank, 59, sword swallower and human pin cushion, at a Decatur, Ill., hospital October 27 after a long illness. He was with circuses until about 1949. He was a veteran of World War I. Survivors include three brothers, Albert, William and Samuel, all of Decatur.

**CAMPBELL**—Clayton G. Sr., 57, concessionaire and show operator for 32 years, recently in Glens Falls, N. Y., after a short illness. During the past two years he had a Wildlife Show on the Continental Shows and previously had a Snake Show. During his career he had toured with the O. J. Bach, King Reid and O. C. Buck shows. Survived by his widow, Henrietta, and three sons, Clayton, Dexter and William. Burial in Pine View Cemetery, Glens Falls.

**CROWELL**—Meyer, 84, father of Sam, Eddie and Harry Crowell, recently. Two daughters also survive. Services October 24 in Philadelphia.

**DONOSKY**—Hyman, 62, Dallas Fair Park concessionaire, October 25 in a Dallas hospital.

**DuCHANE**—Robert F. (Bob), 62, formerly administrative assistant at Michigan State Fair, Detroit, and an assistant manager of the Garrick Theater, October 30 in that city. He was secretary of the Detroit Police Field Day for years, putting on elaborate programs of outdoor acts, and was also associated with the local Shrine Circus. Survived by his widow, Florence. Interment in Woodmere Cemetery, Detroit.

**JOHNSON**—Loretta M., 60, in show business virtually all her life, October 30 in Detroit. For many years she was a member of the chorus in musical tabs produced by Jack Dickstein, husband of her late sister, Marion, and had also been a concessionaire at Edgewater Park, Detroit. At one time she was a director of the Ladies' Auxiliary, Michigan Showmen's Association. Burial in McKeesport, Pa.

**SWERT**—Fred C., 84, veteran trainer and driver of trotting horses, October 9 in Lakeland, Fla. He had appeared at fairs thruout the United States and Canada. Survivors include his widow, Ada; one sister, several nieces and nephews. Burial in New Bern, N. C.

**SWISHER**—Paul W., 52, former circus and carnival troupier, October 21 in Kansas City, Mo. From 1926 to 1937 he toured with the Miller Bros., Rice & Dorman, Robbins Bros., Hagenbeck - Wallace, Ringling and Byers Bros. shows. Survived by his widow, Mona; two stepdaughters, a sister and a brother. Services October 24 in Skiatook, Okla., with burial in Hillside Cemetery there.

**WATKINS**—Johnny (Jazz Baby), 67, veteran musician, November

# MARRIAGES

**MAYOR-SHIMMEL**—Johnny Mayor, of Prell's Broadway Shows, and Kay Shimmel, Columbia, S. C., October 25 in Columbia.

**POWERS-SOLBAY**—Louis H. Powers, son of Mr. and Mrs. L. D. Powers, ride operators on James E. Strates Shows, and Carmen Solbay, of Paris, October 18 in Athens, Ga.

# BIRTHS

**BORDMAN**—A son, Louis Ross, October 22 in Philadelphia to Ernie and Roberta Bordman. Father has been a concessionaire with World of Mirth and Cetlin & Wilson shows.

**MATTHEWS**—A son, Sport, October 9 in Memorial Hospital, Pecos, Tex., to Sport and Alice Matthews, of the Sport Matthews wild animal and aerial thrill shows.

**McGUIRE**—A daughter, Tammy Lee, October 17 in Goldsboro, N. C., to Mr. and Mrs. Arthur McGuire. Father is electrician with Prell's Broadway Shows.

**POPLIN**—A son October 24 in Charlotte, N. C., to Mr. and Mrs. Sonny Poplin, of Prell's Broadway Shows.

2 in Houston. He had trouped with many shows, including the Leonard Duncan Harlem Swing Revue for the past 22 years. Burial in Houston.

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# ROLLER RUMBLINGS

By AL SCHNEIDER

**THE SEMI-ANNUAL MEETING** of the Board of Control, Roller Skating Rink Operators' Association of America, will return to Detroit, national headquarters of the RSROA, this year, meeting November 28-December 1 at the Detroit-Leland Hotel. The meeting will consider current problems in roller skating, including issues undecided at the annual convention in Little Rock, which was complicated by the incidence of the American championships meet at the same time. A direct-mail advertising and promotion program is slated to be a major subject of consideration at the Detroit meeting, according to Richard M. Kelley, public information officer. A new program has been prepared for rink operators by a well-known direct-mail specialty firm, McCormick-Armstrong, Inc., and will be reviewed by the board at the Detroit meeting. The program is based upon action initiated by the board at Little Rock. Following approval, it is expected that this program will be made available to all RSROA members. Approval of sites for the 1961 regional championships as well as State championships—except those previously okayed at Little Rock—is a major part of the routine at the Detroit meeting. Detailed reports are also to be reviewed from the RSROA itself and from the Society of Roller Skating Teachers of America and the committees of the United States Federation of Amateur Roller Skaters.

Kearney Bowl Ballroom of Fresno, Calif., has been remodeled for use as a roller rink, the conversion being prompted by slumping attendance at dance sessions despite use of name rhythm and blues attractions, according to Ed York, general manager. Ralph Ossman, former partner and manager of the local Blackstone bowling establishment, has signed a long-term lease to operate the building as Skateland.

roller rumblings Al Price Hill Roller Rink of Cincinnati, long one of the country's leading proponents of television as a means of publicizing rink skating, is preparing for its sixth annual get-together with the medium. In the past the Lou and Charles Myers-operated rink has found that TV airings from the rink have been powerful box-office stimulants, and this year's affair, scheduled for De-

cember 10, is expected to work out equally well. The combination skating show and party, to be sponsored by the local Pepsi-Cola Bottling Company, will be a half-hour program aired over WCPO-TV, with station personnel on hand as guests and to emcee the show. The annual show is a benefit promotion by the

*(Continued on page 67)*



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Central State: \*J. D. Steinbeck; Matador, Tex., 9-12. (Season ends.)  
Cettin & Wilson: \*Tony Lewis; (Fair) Jacksonville, Fla., 9-19.  
Crystal Ams.: \*Earl Miller; Wauchoula, Fla.  
Fitzsimmon, Roy: Nogales, Ariz. (Season ends.)  
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Gold Medal, No. 1: (Fair) Gainesville, Fla.  
Gold Medal, No. 2: \*C. C. Leasure; Perry, Fla.  
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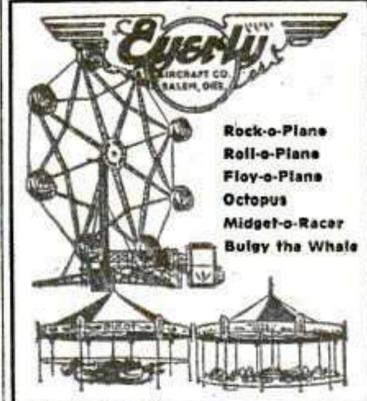
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Scott's, Turner, Rides: (College Park) Orlando, Fla., 7-Jan. 1.  
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Ice Capades, 21st Edition: (Gardens) Toronto, Ont., 7-11; (Forum) Montreal, Que., 13-20.  
Shipstads & Johnson's Ice Follies of 1961: (Olympia Stadium) Detroit, Mich., 9-20; (Sports Arena) 22-Dec. 3.

**Miscellaneous**

O'Day, Marie, Palace Car: West Memphis, Ark., 7-8.  
Paige, Kiki: (Bimbo's 365) San Francisco, Calif., 7-30.

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# Sedlmayrs in WQ After Winning Tour

Shreveport Fair 10 Per Cent Ahead; Train Makes Record Home Run Move

TAMPA—The Royal American Shows railed in here Wednesday (2) after a winning tour that took it over 25,000 miles of railroads in the United States and Canada. And the show was welcomed home by newspapers, radio stations and television.

The show closed its final fair, the Louisiana State Fair, Shreveport, Sunday night (30) and was almost immediately loaded for the 1,100-mile trek to its winter base. The move, under Ray Milton's crew, was one of the fastest on record with the first section arriving at the siding here at 9:15 a.m. and the second coming in an hour later. Everything was unloaded by early afternoon.

The Shreveport stand was a good one despite some inclement weather. Saturday (29) started out rainy but cleared up in the afternoon. For the 10-day stand, rides and shows yielded a 10 per cent increase over last year. Attendance was up at the fair and receipts from all revenue sources topped 1959.

Helped by a big Negro Day at Shreveport, Leon Claxton's Harlem in Havana topped the back-end line-up. Club Lido was second, with the Dick Best Side Show and Bill Kemp's Motordrome close for third place. All the rides did big, with the Kiddieland doing exceptionally well.

On Thursday (3), RAS owner Carl Sedlmayr and his son, C. J., were already mapping out winter quarters activities. New show fronts are being planned and the rides will undergo their usual refurbishing. The show's Calypso, being manufactured in Munich, Germany, is scheduled to debut at the Florida State Fair in Tampa, in February.

MILWAUKEE — Hub Leuhrs, owner-manager of Leuhrs' Ideal Rides, announced the signing of several fairs and celebrations for next season.

Included are the Hymera (Ind.) Old Settlers' Reunion; Valley Mills, Ind., 4-H Fair; Clay County Fair, Brazil, Ind.; Decatur County Fair,

# Olson Shows In WQ After Okay Season

HOT SPRINGS—Olson Shows were back in winter quarters here last week after its final stand of the year at the South Texas State Fair in Beaumont, Tex.

Business in general thruout the tour, which took the show into Indiana, Wisconsin, Illinois; Iowa, Kentucky, Tennessee, Mississippi, Alabama and Texas, was very satisfactory, according to Paul Olson, general manager and co-owner.

The Beaumont fair was ahead of last year from the ride and show standpoint and one day set a new record for the event.

Olson was honored by the fair's sponsors, the Young Men's Business League, on his 50th birthday. The club presented him with a plaque and held a shrimp boil in his honor.

Greenburg, Ind.; Bremen Youth Fair, Bremen, Ind., and the Monroe County Fall Festival, Ellisville, Ind.

In addition, he noted that he has booked six weeks of shopping centers. Some 1961 contracts are for three years, he added.

# CARNIVAL CONFAB

AFTER THE CLOSE of Olson Shows at the South Texas Fair in Beaumont, manager Paul Olson met with the other two co-owners, Norman Schlossberg and Maurice Ohren at Hot Springs where the show was stored in winter quarters. Louis J. Berger, Olson agent, headed back to his Chicago home to care for business for the Showmen's League. . . . J. W. (Patty) Conklin, Canadian midway biggie, was at Hot Springs for his annual fall rest. . . . Al Kunz, owner of Heth Shows, became a grandfather again in mid-October, when his son, Wayne, was presented with a daughter, Melanie Joy.

Pearls from Royal American: Jay Barton, mailman on Don Franklin Shows, helped Jim and June Taylor with their popcorn. . . . Bobbie Wicks painted several kid ride wagons with circus scenes. . . . Matt Herman busy mailing out Shrine Club cards and bolo string ties to members. . . . Louie (Frenchy) Julius and Vince Larson celebrated birthdays. . . . Charles and Pauline Harrison attended funeral of the latter's mother. . . . Lorraine and Vern Dickerson's infant grandson died in Heidelberg, Germany. . . . Chester Taylor visited and reported a big season with Andy Kasin. . . . Ida Coehn, Roy (Pepsi-Cola) Jones and Cliff Wilson also visited.

More Pearls: Winter destinations of many are as follows: Dudley Hampton family and Whitey and Billie Owens, Hot Springs; Dick and Irene Best, Sarasota; Tony and Mae Paradise, Brooklyn; George Murray, Orlando, Fla.; Tom and Jean Blackwell, St. Petersburg; Jack Leopard, Joplin, Mo.; Buck Fortner, Venezuela; Cliff Karn, Little Rock; Matt and Marosa Herman, California; Phil Knight, Nashville; Joe Farris, Mobile; Joe and Molly Strauss, Jack Shore, J. P. Kelly, Miami; Bill Kimmell, New Orleans; Jinx Petty and daughter, Meliney, St. Petersburg, Fla.; Bill and June Johnson, Joan and George Brockhan, Tampa; Larry Davis, Bradenton, Fla.; Frank Morrissey, Coral Gables, Fla. . . . Tony Paradise has a new car. . . . Rosemary Rathburn celebrated her birthday at the midget horse show.

★ ★ ★

Ed Lester, Midwest City, Okla., carnival fan, and a friend of the Sedlmayrs, this year made up most of the loading lists for the show, quite complicated, quite thoro and the results of much work on his part. This past season he loaded the train at Memphis, St. Louis, Davenport, Topeka, Hutchinson, Oklahoma City, Little Rock, Jackson and Shreveport. And he spotted the show on lots at St. Louis, Davenport, Hutchinson, Oklahoma City, Little Rock and Shreveport. In order to accomplish this, Lester drove a total of 8,808 miles to catch RAS. Robert A. (Water Wagon) Garner broke him in this year on how to drive a D-4, a mule and the ex-Ringling D-6 vehicles with donut tires.

Mr. and Mrs. Al Kaufman are back in Chicago after a New York visit with their son and his family. . . . Jack Kwiet was confined to Little Company of Mary Hospital, Chicago to undergo examination and treatment. . . . Lou Leonard tentatively planning a trip to Hot Springs for the baths and a rest. . . . Elmer (Al) Brown was in Chicago en route to Toronto. . . . Ned Torti and Bob Beaudrey in from Milwaukee. . . . Mrs. J. P. (Jimmy) Sullivan was in Chicago for a couple of days on business for Caravans, Inc., and then home to Bronte, Ont. . . . Johnny (Muscles) Dundee is holding forth at the steam table at the Showmen's League following the meetings. . . . Secretary Hank Shelby, pressed by the convention planning, has hung a "private" sign on his office door. *Charlie Byrnes*

Mr. and Mrs. Fielding Graham, owners of Holiday Amusement Company, have been in Europe since close of their season. They are inspecting show equipment there and expect to return in time to make the Chicago meetings. . . . Lew (Blinky) Bernstein is in Winnebago (Wis.) State Hospital and would like mail from friends. Address is Box H, Winnebago.

Marie Rice, president of Barre Record Company, has finished a successful season with Howard Bros.' Shows and is back in Wilkes-Barre, Pa., to draft plans for a back-end show and concessions for the 1961 season. . . . Anna Leroy Bickford is out of the hospital and back on Siebrand Bros.' Shows. . . . L. L. (Red) Daugherty is back in Nashville after a tour with his Merchant Festival Rides. . . . Mike Gallichio and Nick Holub, who recently played Arizona State Fair, Phoenix, are planning a trip to Las Vegas, Nev. *Al Schneider*

Charles and Vivian Taylor, producers of sepia revues, returned to their home in Long Island, New York, after a successful season. The Taylors made the tour with their musical revue over the Jimmy Sullivan World's Finest Shows route, following which they played two exhibitions for Frank and Patty Conklin and they closed the season at the State Fair of Texas, Dallas, where they were booked in for many successive years by Cliff Wilson. The Taylors will journey to Italy and points in Europe in December and looking forward to a visit with their daughter, June, who is currently playing at the Marco Nite Club in Milano, Italy, with other bookings in Italy to follow. She recently completed a movie in Rome and has appeared on TV in Italy. Besides her singing and dancing, she is also a choreographer. After spending the holidays with their daughter, the Taylors will return to the United States in January to play club bookings in and around New York.

Mrs. Bob (Blanche) Heth entered Methodist Hospital, Texas Medical Center, Houston, to undergo examination and treatment. The Heths own Great Western Amusements which plays permanent locations in Odessa, Tex. . . . Mr. and Mrs. Wayne Kunz, he's assistant office secretary of Heth Shows, became parents of a daughter October 13 in Meridian, Miss. The baby is named Melanie Joy. Mrs. Kunz was honored at several baby showers and the dad passed out cigars. *Allen Callaway*

Notes from George Clyde Smith Shows: Emporia, Va., was the closing date, after which members took off for various points, some of them seeking a few final dates. Peggy Ewell and Senor Lydick jumped to Loris, S. C. Al Buchanan took his grab to Fayetteville, N. C. Tom Kinder and Lonnie Dare took their Girl Show to Macon, Ga. . . . The Bud Monroes left for Florida with their popcorn. . . . F. A. Norton was placed in charge of winter quarters, which were established at the Emporia Fairgrounds, while Owner Smith, Secretary Jerry Brode and Pappy Curtis, mechanic, returned to Cumberland, Md.

Frank (Hamilton) Paskow passed away October 30 and was buried in Showmen's Rest, Miami. . . . Jimmy Stabile is under doctor's care due to a sciatica condition. . . . The boys are streaming in at Miami. Showing up at the club have been Willie Lish, Rip *(Continued on page 64)*

ALL EYES ARE FOCUSED ON . . .



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1564 Broadway  
PLaza 7-2800

HOLLYWOOD 28, CALIF.  
1520 North Gower  
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# Buck Ends Finest Tour Down South

TROY, N. Y. — Equipment of the O. C. Buck Shows is being shuttled into the barn here after seven successful weeks in the South. It was Oscar Buck's best Southern tour in years, made possible by near-perfect weather.

Units were stacked on the lot at Menands, N. Y., then brought into quarters one at a time. Everything was tucked away by the weekend.

Only one day of rain marred the Southern tour, coming on the heels of five nice fair dates in New York State. Hurricane Donna chanced to fall on a Sunday, and spared the show further inconvenience.

Carthage, N. C., the final date, wound up Saturday (29) after a mild, warm week. It was the best weather encountered in the half dozen years Buck showed there. South Boston, Va., preceded the date, providing decent earnings and good weather, altho it turned cold Friday and Saturday.

Most concessionaires headed further South after Carthage, Buck

noted. Bernie Therit returned to Horseheads, N. Y. Charley Wright struck out for Miami earlier than usual. Frank Bland headed West for circus dates.

Buck will make the rounds of winter doings. Work between seasons calls for a new marquee front to replace the one wrecked in the hurricane. This had fiberglass panels, running lights and an illuminated title.

## Drew, Heth Run 57 Rides At Augusta

AUGUSTA, Ga.—The merged attractions of the James H. Drew and Heth shows added up to a total of 57 rides and 22 shows at the Augusta Exchange Club Fair, which closed here Saturday (29).

On the front end, with the exception of bingo, it was all straight sales concessions with no games.

Fair has been played by a railroad show for many years previous to this year.

## CARNIVAL CONFAB

• *Continued from page 63*

Weinkle, Sid Daniels, Lew Lange, Con Weiss, George Lewis, Birdie, Harry Ross, Harry Mattisoff, Johnny Applebaum, Al Weinberg, Rich Bill Norton, Amos (Dutch) Saltus, Lew Meyers, Russ Erdell, Paul Prell, Alton Pierson, Whitey Tara, Bob Rubin, Max Tarbes, Harry Sobol, Robert Sobol, Lou (Spotsy) Motola, Duke Brownell, John Burton.

Other Miami visitors are Selie Bass, Nate Farber, Fred Barrett, J. D. Frisby, Pete Kelly, Carl Kalansky, Mike Petrello, Thomas Patrick, Mel Dodson, Louis Weinstein, Amedeo Quaranto Sr., Bill Tucker, Eddie Crowell, Ed Reichert, Claude Sechrest, Chet Prezlowski, Ian Weiss, Johnny Campi, Tom Kaslin, Al and Vic Hamid, Maxie Glynn, Jack Rose, Pinky, Sam Goldstein, Phil (Jockey) Dusk, Eddie Seremba, Earl Bennett, Charlie Jacobs, Charlie Wright, Joe Goodman, Joe Boston and Harry Meyers. *Irwin Kirby*

## Albany, Ga., A Surprise For Strates

ALBANY, Ga. — The fair here proved a surprising wind-up for 1960's season, as the James E. Strates Shows beat last year's gross easily by midweek. Weather was good, whereas it rained steadily in the show's first visit to Albany, in 1959.

Contributing to the big week were the biggest kids' day ever, for Albany, and a tremendous colored children's day on Thursday (3). Local attention was at a peak, with numerous TV, newspaper and radio mentions.

Athens, Ga., was played for 11 big days prior to Albany. Gross was considered good, but derailment of two cars hampered the move here. Arrival was at noon on Monday (31), delaying the set-up. Thirty-three rides were used for Albany.

## J. A. Gentsch Winds Up OK '60 Season

NATCHEZ, Miss. — J. A. Gentsch moved here to its new winter base after closing its 26th season at the Negro Fair in Canton, Miss., on November 1.

J. A. Gentsch, owner, reported the season was a good one, with the show remaining in Mississippi most of the season. Next year Gentsch plans to go into other States. In all the show had 12 office-owned rides plus other booked devices.

The new winter quarters, purchased for the show, will be improved over the winter and equipment will be refurbished.

J. A. Gentsch Jr., son of the owner, has joined the staff and will be in charge of rides. He recently pur-

## Vivonas Have 43 Rides For Charleston Wind-Up

CHARLESTON, S. C.—Things looked up for the Vivona family as it hit its final date of the season. Opening the fair season in July with a big week in Brockton, Mass., their Amusements of America bid to also wind up on a strong note.

The Coastal Carolina Fair benefited from a new location, construction, pre-fair work by carnival forces, and an overwhelming mid-way line-up. There were 30 major rides and 13 kid units on display, a total of 43 rides, plus a long spread of concessions.

Included were the portable Himalaya, Bubble Bounce and Hurricane, the Lash LaRue show, Walter Wanous' Side Show, featuring Martin (Blimp) Levy, and many other units on their way to Florida.

The Vivonas scheduled a club jamboree for Thursday night (3). Johnny Vivona had been on hand the week prior to the fair. All construction debris was cleared and the show's light towers were used to illuminate the parking lots and fairgrounds entrances.

Lancaster, S. C., preceded this

spot and turned out pretty well considering the large amount of equipment put there.

## Calif. Shows Host WFA at Convention

ANAHEIM, Calif. — Members of Western Fairs Association were hosted by the service members, including carnivals, attractions and suppliers, on Monday night (31) at the Disneyland Hotel here.

Crafts Shows was represented by Orville N. Crafts, Eleanor Crafts, Larry and Frances Ferris, and Roger Warren. West Coast Shows had Mike Krekos, Harry Myers, Al Rodin, Bobby Cohn and George Coe on hand. Fair Time Shows, Inc., was represented by Olivia Waldron, president; Chet Barker, general manager; J. B. Dauer, concession manager, and Jim Fay.

Representing Foley & Burk Shows were L. G. and Jane Chapman and E. S. Fitzgerald. Royal West Shows, recently combined with Golden Gate Shows, had Alex Freedman, Edward (Ted) Levitt and Jimmy Lantz. Cecchini & Levaggi rooms were in charge of Louis and Gail Cecchini and Al Cecchini.

Great Western Shows were represented by Ray and Noradene Cox, with Earl Leonard on hand for Gold Coast Shows.

Booking offices were also represented. Clyde Baldschun & Associates held open house, with Clyde and Mary Baldschun as hosts. Isabelle Whall of Fun Unlimited, San Francisco, was also hostess to a number of the fair managers.

John Pillsbury, and Bob Lewis of Lewis & Lewis were in attendance along with Newton (Ca'lina) and Jo Brunson of Hollywood Theatrical Agency.

In the attraction field, Gene Holter of Gene Holter's Wild Animal Show represented his organization. Buss Carson presented his Hollywood Western Thrill Show. Orval Kesselburg of Auto Acrobats Thrill Show handled his own representation. Til Taylor and Roy Gruenwald pitched for their Circus of Death. Larry and Bess Valli were in attendance in the interest of Bozo the Clown, and Harold DeGarro for his stilt walking attraction.

## Bedard in Barn After Big 21-Week Michigan Season

FLINT, Mich.—Whitey's Amusements was back in the barn here after 21 good weeks of Michigan homecomings, church festivals, merchant promotions and stands at shopping centers.

J. C. (Whitey) Bedard, owner-manager, reported the season as a winner despite rainy weather in the spring and unemployment in some areas. Most stands played were re-signed for next year plus some new ones, he said.

Bedard added another kiddie ride and is planning a back-end show for next year and another major ride. Bedard will be at Chicago for the outdoor meetings.

chased an Octopus to add to the line-up. Carl Anstead is general agent and is expected to leave soon to book the 1961 season.

## CLUB ACTIVITIES

### Showmen's League of America

CHICAGO First Vice-President Ed Sopenar conducted the Thursday night (3) meeting assisted by Hank Shelby, secretary, and Eddie Levinson, acting treasurer. Also on the platform were Sam J. Levy Sr., Bill Carsky and Jack Duffield.

On the sick list were Jack Kwiet, Little Company of Mary Hospital, Evergreen Park, Ill.; Earl Newberry, St. Vincent's Hospital, Jacksonville, Fla., and Andre Dumont, at home in Chicago.

Back off the road were Al Kaufman, Louie Berger, Andy Kasin, Jack Duffield and Ralph Anderson.

John (Muscles) Dundee served canapes before the meeting and roast beef after the close.—Hank Shelby.

### National Showmen's Association

NEW YORK—Plans for the annual festive week were discussed at last week's special banquet meeting, at which Max Tubis, president, presided. There will be a regular meeting Wednesday (9) at which the nominating committee will be appointed.

It was brought out at the last meeting that early reservations are desired for the testimonial and annual banquet, in order to finalize plans with the hotels involved. The

testimonial on Monday (21) will be at the Park Sheraton in honor of Tubis and Past President Al McKee. Wednesday's (23) will be the yearly big affair in the Commodore.

Sandwiches and coffee were served. On the dais were Max Tubis, Charley Rubenstein, Al Howard, Leo Willens, Frank Rapaport and Louis D. King.

### Ladies' Auxillary

A large turnout was present at the October 28 meeting, at which President Jane Tubis greeted many members who had not been present for awhile. The slate of officers will be presented the first meeting in November by Bunny Kassow, nominations chairman.

Highlight of the night was a demonstration of Stanley home products, with the profits going into the kiddie fund. Round-up drive for the Bess Hamid Sunshine Fund is doing nicely. Mickey Levine is out of the hospital, as are Regina Torres and Erma Bernard. Dolly Udowitz Bender and the husband of Dorothy Goldberg are hospitalized. Irene Moore's husband has suffered two heart attacks. Edna Lasures is ill.

There will be a testimonial dinner in honor of Mildred Peterson, past president, at the Village Barn Monday (14). Two gold awards will be awarded at banquet time, for Ann Rosenberg and Flora Thompson, for membership activities.

### KIDDIE RIDES FOR SALE

A. H. Baby Merry, \$3,250; Tank Ride, \$3,000; Wet Boats, \$2,500 and Mangels Pony Cart with top and crescents, \$1,800. See in operation Gator Bowl Fair, Jacksonville, Fla., Nov. 7-19.

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3108 Chaparral Lane, Fort Worth, Tex. Phones: WA 6-4889 or JE 6-1061.

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For information as to whereabouts of Sailor Nelson and Wife, and James R. Hill. All replies confidential.  
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c/o Palmetto Shows, Marion, S. C., this week; Georgetown, S. C., next; then 1799 N.W. 28th St., Miami, Fla.

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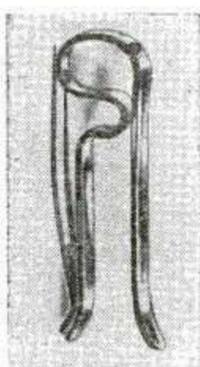
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THE BILLBOARD PARADE OF HITS

## COMING EVENTS

- |   |  |
|---|--|
| <p><b>Alabama</b><br/>Birmingham—Birmingham Auto Show (Mu-<br/>nicipal Aud), Jan. 26-29.</p> <p><b>California</b><br/>Los Angeles—General Motors Motorama<br/>(Pan Pacific Aud), Jan. 29-Feb. 5.<br/>Los Angeles—Southern Calif. Boat Show<br/>(Great Western Exhibit Center), Jan.<br/>20-29. Jack Lockwood.<br/>Richmond—Home &amp; Decorators Show (Don<br/>Hotel), Nov. 9-13 National Home Shows,<br/>Inc., 270 Fig., Chula Vista.<br/>San Francisco—General Motors Motorama<br/>(Civic Aud), Jan. 7-15.<br/>Turlock—Far West Turkey Shows, Dec.<br/>6-8. Robert G. Gorman.</p> <p><b>Colorado</b><br/>Denver—Denver Auto Show (Coliseum),<br/>Nov. 9-12.</p> | <p><b>Illinois</b><br/>Chicago—International Sports, Boat &amp; Vac-<br/>ation Show (Navy Pier), Jan. 14-22.<br/>Frank Hogan.<br/>Chicago—Modern Living, Home &amp; Flower<br/>Show (McCormick Hall), Nov. 18-Dec. 4.</p> <p><b>Indiana</b><br/>Port Wayne—Rod &amp; Custom Autorama (Al-<br/>len Co Memorial Coliseum), Dec. 17-18.<br/>Bill Lipkey and Nord Krauskopf.<br/>Indianapolis—Indianapolis Auto Show<br/>(Fairgrounds), Nov. 25-Dec. 3.<br/>Indianapolis—Food-A-Rama Exposition,<br/>March 28-April 2, 1961. Phil A. Irwin Jr.,<br/>430 W. 13th St.</p> <p><b>Kentucky</b><br/>Louisville—Rod &amp; Custom Autorama (Ky.<br/>Coliseum), Dec. 17-18.<br/>(Continued on page 67)</p> |
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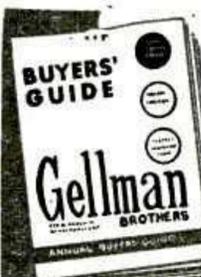
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Pipes for Pitchmen

BUSTER N. SMITH... vet sheet writer and demonstrator, advises that he is a patient in the Tuberculosis Hospital at Salem, Ore., and would like to hear from friends, especially Jimmie Hale. Smith, who recently underwent surgery, hopes to be back in action soon. "Mr. T. B. has been a tough mark to beat, but I believe I have him whipped," Buster concludes. His mailing address is Route 4, Box 28.

Reject Zoo Tax

BRANDON, Man. — A money bylaw which would allow for an annual grant of \$5,000 for five years to the Brandon Zoo was rejected by ratepayers in the recent civic election, leaving the future of the 46-year-old zoo at the fairgrounds in doubt. Money provided by the Manitoba Provincial Exhibition and the local Kinsmen club has kept the zoo going in recent years.



# COMING EVENTS

• Continued from page 65

Fair & Exhibition Center, Nov. 24-27.  
Bill Lipkey and Nord Krauskopf.

## Louisiana

Cameron—Louisiana Fur & Wildlife Festival, Jan. 13-14. Jerry Wise, Box 125.  
Natchitoches—Natchitoches Christmas Festival, Dec. 3. Mrs. Ann Brittain, Chamber of Commerce.  
Natchitoches—La. Pecan Festival, Dec. 2. Norman Fletcher, c/o KNOX.

## Maryland

Timonium—Eastern Nat'l Livestock Show, Nov. 12-17. Dr. John E. Foster, University of Maryland, College Park.

## Michigan

Bay City—Bay City Poultry Show, Jan. 12-14. Ben W. Mau, 2009 Second St.  
Bay City—Bay City Pigeon Show, Jan. 20-22. Robert Riegel, 901 S. Arbor.  
Detroit—Detroit Jr. Livestock Show (Stockyards), Dec. 6-8. G. F. Ridley, 6750 Dix.  
Grand Rapids—West Mich. Livestock Show, Dec. 20-22. Wm. Rupp, 728 Fuller, N.E.

## Minnesota

Minneapolis—Northwest Boat & Marine Show (Auditorium), Nov. 30-Dec. 4. F. W. Kahler.

## Missouri

Kansas City—Kansas City Boat, Sports & Travel Show (Municipal Auditorium), Jan. 27-Feb. 5.

## Nevada

Las Vegas—Las Vegas Sportsmen's Show (Convention Center), Nov. 9-13.

## New York

Albany—Albany Auto Show (Washington Ave. Armory), Nov. 12-19.  
New York—National Winter Sports Show

(Coliseum), Nov. 30-Dec. 4.  
Rochester—Rochester Auto Show (War Memorial Auditorium), Jan. 28-Feb. 4.  
Syracuse—Syracuse Auto Show (War Memorial Auditorium), Jan. 14-21.  
Westbury—World Car Show (Roosevelt Raceway), Nov. 5-13.

## Ohio

Cleveland—Mid-America Boat Show (Public Hall), Jan. 21-29. Irving Gray.

## Oregon

Canby—Oregon Corn Show, Dec. 2-3. Olive Cook.  
Portland—Portland Auto Show (Memorial Coliseum), Nov. 23-27.

## Pennsylvania

Pittsburgh—Pittsburgh Auto Show (National Guard Armory), Nov. 12-19.

## Texas

Cuero—Cuero Turkey Trot, Nov. 7-12.  
Donna—South Texas Lamb & Sheep Expo., Jan. 19-21. James McQueen, 421 N. 11th St.  
Fort Worth—Southwestern Expo. & Fat Stock Show, Jan. 27-Feb. 5. Raymond E. Buck, P. O. Box 150.

## Utah

Ogden—Golden Spike Nat'l Livestock Show, Nov. 13-20.

## Washington

Seattle—Seattle Auto Show (Armory), Nov. 4-12.

## CANADA

### Ontario

Toronto—Royal Agr. Winter Fair (Royal Coliseum), Nov. 11-19. C. S. McKee.  
Toronto—General Motors Motorama, Nov. 27-Dec. 2.

# Three Sellout Shows Set Up At Fort Worth

FORT WORTH — Three performances are sellouts to groups for the Shrine Circus in Will Rogers Coliseum, November 18-27. Mail sales opened earlier and ticket offices open November 10 at the coliseum and Texas Hotel lobby. Performances scheduled are 10 nights and six matinees.

Shrine Potentate Barney Parker and circus Chairman Dr. Ward A. Hicks reported sellouts are taken for November 20 by Bell Helicopter employees; November 22 by Leonard's Department Store and November 23 by Worth Food Marts, a supermarket chain promoting the circus with TV, radio and large newspaper ads of a free circus ducat with each \$35 on their cash register tapes.

Large blocks of tickets to employee groups, a major part of the circus income each year, were reported "about average."

Prices for 1960 are exactly the same as 79 years ago when Moslah put on their first circus, \$1.20 to \$2.40, tho the range has been up and down during intervening years.

# Roller Rumbings

• Continued from page 61

rink, The Cincinnati Post and Times-Star and local firemen, all proceeds going to the Mile of Dimes, a promotion of the newspaper and firemen, for the purchase of Christmas toys for needy children. Featured in the program will be the U. S. fours skating champions of the Roller Skating Rink Operators' Association of America, hailing from Cleveland's New Roller Rink, along with 170 members of the Price Hill Skating Club. Every phase of skating offered at the rink, from programming for four-year-olds to the work of the rink's Mothers' Club, will be seen in the show, according to rink officials. Each segment of the show will be a production number. In addition to owners of the Cleveland rink, Price Hill officials expect to host Juvenile Court Judge Ben Schwartz, who has instituted a roller skating program for children who have come under his jurisdiction; Stanley Dahlman, promotion manager of The Cincinnati Post and Times-Star, and James B. Summerrall, vice-president, and Mr. Haley, of the Pepsi-Cola Company.

# One-Sided Debate

• Continued from page 55

cade, remotely comparable to the Futurama Bel Geddes dreamed up for General Motors? It really gets down to definitions. Amusement in the broad sense is where you find it. We expect it to be found not in a separate concentrated midway, but thruout the industrial and foreign areas.

"We have a hunch that we can demonstrate that relatively few people come all the way to a world's fair because of an old-fashioned midway and that, conversely, few will stay away because there is none. The colorful circus superlatives, the calliopes, the blatant barkers and shills of the Side Shows—these can be found elsewhere. Meanwhile the shore resorts which feature cheap mechanical amusements and catchpenny devices are disappearing and their place is more and more being taken by year-round residence.

"The most ingenious, animated, dynamic amusement features including the best of the so-called rides associated with really great showmen like Walt Disney, can be enjoyed for nothing in the industrial area under the head of advertising, and in many foreign pavilions. If, for example, the Russians bring over one of their best circuses, it would make the conventional American seaside amusement park look like the proverbial 30 cents.

"It now appears to us to be axiomatic that a reputable amusement company cannot make money legitimately at a world's fair in competition with free amusements furnished incidentally by industries as part of their advertising. In other words, we have learned what has long been evident to the press, radio and television; namely, that the industrial sponsor and foreign governments can afford free shows while the showmen, as such, cannot.

"Even if there is no midway there will be restaurants of all sorts, expensive, modest and cheap, provided by exhibitors, and carefully supervised concession stands, but no clubs such as those established in the 1939-'40 fair. The finest restaurants in the 1939-'40 fair were in the foreign pavilions, and these we shall have again."

NANTON, Alta.—A \$30,000 artificial ice plant is being installed in the Nanton Arena. The Artificial Ice Society, which has assumed responsibility of financing the project, has been raising the money for four years. The town of Nanton will take over the operation and management of the rink after the installation is completed.

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# Western Fairs

• Continued from page 55

including wives, guests and secretaries.

Following area meetings, the "Show Biz" dance was held following a cocktail hour.

Wednesday discussions were under the chairmanships of Cecil Jo Hindley, Humboldt County Fair; C. L. Peckinpah, Plumas County Fair, and Waite. Reports were made by Tulsa E. Scott, WFA president, with Oren Robertson for the area chairmen and Charles Warner on directors' co-ordination. Carl T. Mills of the Sacramento County Fair and Calsac Spring Fair spoke on dates, and Phil Shepherd on exhibits and concessions.

Clendennen gave a recap on design; Phil Lewis, fairground maintenance; Cutler, horse shows; Whitaker, interim usage; Bates Bowers, livestock, and Shepherd on sustaining memberships. Finance director Carr addressed the luncheon meeting.

The Wednesday afternoon session was devoted to a panel discussion, "Your Fair Kaleidoscope." On the panel in addition to Merrill, were Douglas K. Baldwin, Minnesota State Fair; James H. Stewart, State Fair of Texas; Masterson; John H. McMurray, Western Washington Fair, and A. P. Morrow, Pacific National Exhibition.

The banquet and ball was held Wednesday night, with Thursday closing the convention with a trip to Disneyland, where Pepsi-Cola played host at the Golden Horse-show.

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- R16—Asst. Girls' Stone Rings, Gr. S 4.75
- E102—Asst. E/rigs, Gr. .... 6.00
- 201—Plastic Wallets, asst. Gr. .... 10.80
- E5—Stone E/rigs, etc., asst. Gr. .... 12.00
- E1—Tailored E/rigs, asst. Gr. .... 18.00
- E2—Stone & Pearl E/rigs, asst. Gr. 21.00
- E130—Rhinstone E/rigs, asst. Gr. 30.00
- O1—Odd Lot Brace & Necks, Gr. 15.00

Samples Regular Price  
25% Deposit Balance C.O.D.

**NEW ENGLAND JEWELRY BUYERS**  
124 Empire St., Dept. 8 Prov., R. I.

**BE INDEPENDENT START YOUR OWN BUSINESS . . . stamping SOCIAL SECURITY PLATES. NICKEL SILVER Key Protectors.** Samples of either 50¢ with your name, address and Social Security number. Catalog free.

**GENERAL PRODUCTS**  
Dept. BB-146, 11 N. Pearl St. Albany 7, N. Y.

## REGULAR CLASSIFIED ADS

Set in usual want-ad style, one paragraph, no display. First line set in 5 pt. caps, balance in regular 5 pt. upper and lower case. RATE: 20¢ a word, minimum \$4 CASH WITH COPY

**IMPORTANT: In determining cost, be sure to count your name and address. When using a Box Number, c/o The Billboard, allow six words for address and include additional 25¢ to cover cost of handling replies.**

## ● DISPLAY CLASSIFIED ADS ●

Attract more attention and produce quicker and greater results thru the use of larger type and white space. Type up to 14 pt permitted. No illustrations, reverses, or other decorative matter. One pt. rule border on ads of one inch or more.

RATE: \$1 per agate line, \$14 inch. CASH WITH COPY unless credit has been established.

## FORMS CLOSE WEDNESDAY FOR FOLLOWING WEEK'S ISSUE

Send all Orders and Correspondence to 2160 PATTERSON ST., CINCINNATI 22, O.

## Animals, Birds, Snakes

**ALLIGATORS, CHAMELEONS, DRAGONS, Boas, Pythons, half grown, Ocelot, giant Rats, Talking Java and India Mynahs, Snake Farm, LaPlace, La. no14**

## Business Opportunities

**ARIZONA'S FINEST AND BEST LOCATED** Reptile Gardens, year-round tourist business. 4 U. S. highways, 400 ft. driveway, good lease low, low overhead, operating, well advertised, other business here. \$25,000. Must sacrifice. Best offer takes. Box 22, Morrilton, Ariz.

## ATTENTION—TRAMPOLINE JUMP CENTER OPERATORS!

- DO YOU WANT YOUR TRAMPOLINE UNIT TO MAKE MORE MONEY—WITH LESS BOTHER?
- WOULD YOU LIKE TO SAVE 25% OR MORE ON LABOR COST—SAVE UP TO 500% ON TICKET PRINTING?
- DO YOUR CUSTOMERS GO AWAY HAPPY, GLAD TO RETURN TO YOUR UNIT AGAIN AND AGAIN?

Let us show you how the sensational new GENCO TRAMP TIMER system can DO ALL THIS and MORE, too, for you, just as it did for us!

**WRITE OR WIRE TODAY!**  
**GENCO DISTRIBUTORS**  
1711 PROSPECT ST. SPRINGFIELD, OHIO

**COMPLETE ARCADE NEAR NAVY LAND,** including two Noll Autohotels. Virginia Park Arcade, 415 W. Seaside, Long Beach 2, Calif. no7

## FOR SALE

Factory of manufacturing Shooting Galleries and supplies. Fully stocked, equipped and established, successfully operated business since 1927. Priced to sell by owner who wishes to retire.

**H. W. TERPENING**  
137-139 Marine St. Ocean Park, Calif.

**FOR SALE—PLAYLAND PARK, 8 RIDES,** Miniature Golf, Cafe; 7-year lease, \$2,000 annual, \$35,000. J. O. Robinson, 5015 Rock crt Drive, Dallas, Tex.

**HOW TO MAKE MONEY WITH CARNIVAL Games** 144-page book, 35 illustrations, \$2 postpaid. Theron Fox, 1296 Yosemite, San Jose 26, Calif. no21

**JAPAN DIRECTORY: 145 JAPANESE MANUFACTURING** exporters. Japan and Hong Kong trade journal information. Asia opportunities. Just \$1 today. Nippon Annual, Box 1150-E, Spokane 10, Wash. no28

## Porto-Bilt

**ROLLER RINKS**  
Complete Tent Rinks and Floors only for indoor use, any size.  
W. T. Shackelford, DIXIE RINK SALES  
P. O. Box 415 Smyrna, Ga.  
HF 5-5978 (8-2183 Marietta)

Remember the Date . . .  
**WEDNESDAY, NOV. 16**  
Deadline for Classified Ads  
in the

**BIG OUTDOOR CONVENTION ISSUE**  
Dated Nov. 21  
**ACT NOW!**

**60" SEARCHLIGHTS AND PARTS, UNUSED** Sperry and G. E. Lights and Generators; complete line of Parts, Operating Manuals. Immediate shipment anywhere. Write for free parts and price list. Anderson Bros., 15444 Hesperian Blvd., San Lorenzo, Calif. np

## Food and Drink Concession Supplies

**ABOUT ALL MAKES OF POPPERS, CARAMEL** Corn equipment, Floss Machines, replacement Kettles for all Poppers. Krispy Korn. 120 S. Halsted, Chicago, Ill. de28

## For Sale—Secondhand Show Property

**BUILD MAJOR RIDES, COMPLETE PLANS:** Chairplane, \$10; Octopus, \$15; Flying Scooter, Scrambler, Ferris Wheel, Carousel, Dark Ride, \$25 each; all \$, \$100. Free catalog. Brill, Box 875, Peoria, Ill.

**FOR SALE — HERSCHELL 36" MERRY,** \$3,500; Buggy Ride, \$1,800; Jeep Ride, \$1,800; Custom Western Train, \$7,000; authentic antique Stagecoach, \$2,500. G. Spall, Loudonville, N. Y. Phone: Albany, HE 4-0353. no14

**FOR SALE OR TRADE FOR MAJOR RIDE—** 6 factory built kiddie rides: Ferris Wheel, Jeeps, Boats, Turtle, medium size Airplanes, Swings, never moved. Jim Davies, Midway Rides, 105 Hudson Ave., E. Keansburg, N. J.

**FOR SALE—2 HOUR MAGIC SHOW FOR** States, including world's greatest illusion. Gordon, 104 Bittman St., Akron 3, Ohio.

**GOOD USED PUSH POLE TENTS FOR SALE.** All sizes; write for complete list. Eureka Tent & Awning Co., Inc., P. O. Box 969, Birmhamton, N. Y. ch-tfn

**KIDDE RIDES FOR SALE — AUTO AIR-** plane, Mangels Boat and Whip. Located Tennessee. Box F-627, 8500 Biscayne, Miami, Fla. Phone PL 4-5019. No collect. no7

Remember the Date . . .  
**WEDNESDAY, NOV. 16**  
Deadline for Classified Ads  
in the

**BIG OUTDOOR CONVENTION ISSUE**  
Dated Nov. 21  
**ACT NOW!**

## THREE UNIQUE TENTS

Frame-supported Tents, 36 x 36, by famous designer, have Oriental motif, 20-foot high center peak containing optional metal flue for center broiling or heating. Beautiful design, perfect condition, rare bargain.

**Write RLS**  
80 S. Mountain Rd.  
New City, Rockland County, New York  
Dial 914, New City 4-5566

**TRAINS — ALL SIZES, GAUGES, TYPES;** new used, custom built. Photos, details, \$1 bill (refundable) Miniature Trains, 33-B Winthrop, Rehoboth, Mass. no21

**USED EQUIPMENT TAKEN IN TRADE** on new rides, Kiddie Rides, Adult Rides, Electric Generator sets, Office Wagons, Semi-Trailers, Miniature Trains, Coasters, and many others. Write for complete list. We sell on time payments. King Amusement Co., P. O. Box 448 Mt. Clemens, Mich. no14

**GIH! TO WORK WITH TAME PYTHONS.** Must be neat, attractive and young. Experience not necessary. Photograph. Snake Farm, LaPlace, La.

**SEVERAL EXPERIENCED MAGICIANS** wanted to conduct horror shows. We furnish everything. Year-round work guaranteed. Percentage. Also want few as assistants to learn the trade. Send all information in first payment. King Amusement, 7460 Hollywood Blvd., Hollywood 48, California. no21

## Magical Supplies

**NEW 148-PAGE ILLUSTRATED CATALOG** Mindreading, Mentalism, Spooks, Hypnotism, Horoscopes, Crystals, Graphology, Sub Miniature Radiophone for mentalists. Catalog, \$1, with refundable certificate. Nelson's, 336-B South High, Columbus, Ohio. no7

## Miscellaneous

**MAN FRIDAY/SECRETARY, 26, COLLEGE** graduate, vet, excel English, type, free to travel, top references. Box C-632, c/o The Billboard, Cincinnati 22, O. no7

**MERCHANDISE FOR THE AUCTION** trade: Power Tools, Hand Tools, Drop Cords, Fishing Equipment, Costume Jewelry, Household Items. Write for prices. Patterson Tool Co., 1013 D, Lawton, Okla.

**VENTRILOQUIAL, \$80; PUNCH FIGURES,** \$14. Catalog, 10¢. Also 16 mm. movies. Raf pictures, magic. Spencer, 3240 Columbus, Minneapolis 7, Minn. np

## Photo Supplies and Developing

**PHOTO BOOTHS, CAMERAS, D.P. PAPER,** Developers, Frames; everything for direct positive photography. Write for our low prices. PDQ Camera Co., 1545 W. Cortez, Chicago 22, Ill. ch-tfn

## Ponies

**5 YOUNG PONIES WITH NEW SADDLES,** broke for pony ride; 1—1952 Chevy, 1/2 ton pickup truck with 6-ply tires. All for \$800. Call at once, \$917, day or night, P. L. Cobb, Amite, La.

## Printing

**OFFSET: 1,000, \$6.50; 5,000, \$18. WHITE OR** colored. 8 1/2 x 11. Fast! Also art, copy, lay-out, varotyping. Flair, 8 West 45th, New York City 36. ch-tfn

Remember the Date . . .  
**WEDNESDAY, NOV. 16**  
Deadline for Classified Ads  
in the

**BIG OUTDOOR CONVENTION ISSUE**  
Dated Nov. 21  
**ACT NOW!**

## Salesmen Wanted

**IF YOU'RE INTERESTED IN MAKING** money in selling, see the hundreds of exceptional opportunities in Salesmen's Opportunity Magazine. Send name for your copy, absolutely free. Tell us what you're selling. Opportunity, 848 N. Dearborn, Dept. 21, Chicago 10, Ill. np

**YOUR FREE COPY OF WORLD'S BIGGEST** Sales Magazine tells you how and where to make more money on your own in selling. Write Specialty Salesman Magazine, Desk 22B, 307 North Michigan, Chicago 1. ch-tfn

## Talent Wanted

**ACTS WANTED—COMICS, DANCERS, VA-** rietty Acts for package shows, locations and one-niters. Must have excellent transportation. Photos and details first letter. Carlson Artists Corp., 720 Massey Bldg., Birmingham, Alabama.

**WANTED—COMBOS, BANDS, SINGLES, EN-** tertaining musical units for one niters and locations. Must have excellent transportation. Photos and all information first letter. Carlson Artists Corp., 720 Massey Bldg., Birmingham, Ala.

## Trucks, Trailers, Accessories

**FOR SALE—FACTORY BUILT 1957 CALUMET** Concession Trailer, fully equipped for Popcorn, Carmelcorn, Soft Drinks. Cost \$2,800, well half price. Write H. Bowling, 1716 Livingston Ave., Indianapolis 22, Ind. no14

## TALENT AVAILABILITIES

**RATE: 10¢ a word, minimum \$2. CASH WITH COPY.** Set in usual want-ad style, one paragraph, no display. First line in 5 pt. caps, balance in regular 5 pt. upper and lower case.

**IMPORTANT: In determining cost, be sure to count** your name and address. When using a Box Number, c/o The Billboard, allows six words for address and include additional 25¢ to cover cost of handling replies.

## Hypnotists

**WOULD YOU LIKE TO BOOK, MANAGE OR** represent one of the funniest audience participation shows? Established here in the East, this is an action-packed, truly impressive, delightfully humorous attraction. A combination of extraordinary feats of hypnosis and mentalism in a full evening's program. Also lady assistant. Excellent showmanship, continental styled, this act has everything in the way of audience appeal. For further information contact: Joan Price, Sec'y, 48-02 48 St., Woodside, Queens, N. Y.

## Miscellaneous

**FOR AUDITORIUMS AND ARENAS — GI-** gantic stage productions for gigantic grosses, best in existence. Horror, Mystery, Science Fiction and Illusion Shows from the largest producer of weird effects in the world. Units available for every Continent. Each Unit completely different with more advertising and timely "Gimmicks" than any competitor. We are growing, competitors diminishing. No misrepresentation. All as advertised in good taste. All units carry portable stages, lights, etc. Smaller units available for theaters. Write for colorful samples of advertising and information. Kara-Kum Attractions, P. O. Box 949, Hollywood 28, Calif. Telephone: HOLLYWOOD 4-1222. no14

## Tattooing Supplies

**TATTOOING THE WORLD OVER; FIRST** and second editions, \$2 each, or both for \$3. Zets, 728-A Leslie, Rockford, Ill. np

## Wanted to Book

**WANTED TO BOOK — CARNIVAL WITH** eight or ten rides for August 7-9, 1961, Warren County Fair. Write Everett Taylor, Roseville, Ill. no14

## Wanted to Buy

**KIDDE OR ADULT RIDE WANTED IN EX-** change for Wilson Batter-Up. On trailer, in very good condition. Indiana Beach, Monticello, Ind. no14

**WANTED — AUCTION MERCHANDISE** closeouts and factory rejects. We handle anything. Three retail outlets, two weekly auctions, different locations, plus wholesale routes extending in all counties Southern West Virginia. Will accept small lot consignments at right prices or quote on what you have. We need catalogs and price lists. 529 Auction, Gilbert, W. Va. Phone MORTIS 4-3362.

**WANTED — JOHN ROBINSON, CHRISTY** Bros., Gentry, Al G. Barnes, Sells Photo, Hagenbeck-Wallace, Walter L. Main Litho, Letterheads, Programs. Also Buffalo Bill's Wild West. A. V. Braun, RD #1, Box 485, Egg Harbor City, N. J.

## COIN MACHINES

## Opportunities

**TUCSON, ARIZ.**  
Playland Arcade, 129 W. Congress St.  
**For Sale, \$7,500**  
Fastest growing city in the U. S. A.  
Live and work in the sun.  
Should have some experience.

**PARTS, SUPPLIES**  
**CAPSULE JEWELRY — ASSORTED EAR-** rings, \$5 gross; Neck Pendants, \$7.20 gross; Solitaire Rings, \$4.75 gross; Cuff Links, \$14.40 gross, 30% deposit with order. New England, 124V Empire St., Providence, R. I. no28

**ROUTES FOR SALE**  
**ROUTE FOR SALE IN SOUTH FLORIDA.** Phonographs, Amusement Games. Part can be financed to right party. For information, Write Box C-653, c/o The Billboard, Cincinnati 22, Ohio. no14

## Used Equipment

**FOR SALE—PINBALLS READY FOR LO-** cation: Lovely Lucy, Regatta, Southern Belle, Gypsy Queen, \$40 each; Sluggin' Char, Rainbow, \$50 each; Steeplechase, Sea Belle, \$50 each; 14 Ft. United small ball Bowlers, two and three pieces, \$75 each. Send 1/4 deposit. Frank Guerrini, 1211 W. 14th St., Lewistown, Pa. no7

**POKERING—10 GAMES, NEW, MAY, 1960;** with drop chute knock off; finished with white birch. Perfect condition. In stock new backglass parts. James Travis, P. O. Box 206, Millville, N. J. no21

## Wanted to Buy

**INTERESTED IN OBTAINING ANTIQUE** Merchandise Vendors made prior to 1920 and preferably before 1900. If you know whereabouts of such equipment for sale write Box C-636, c/o Billboard, Cincinnati 22, Ohio. no21

**POPCORN VENDORS AND WARMERS —** Write Box 423, Marietta, Ohio.

## MUSICIANS

**MINDREADER OFFERS HIS SERVICES** free. Table readings only. Clubs, lounges or any suitable spot. Distance no object. Age 31, non-drinker, photograph supplied. Dr. G. Apt. 5, #1 Rannock Rd., Scarborough, Ontario, Canada.

**PIANIST—COMMERCIAL, AVAILABLE IM-** mediately. Frank Green, 1882 Main St., East Hamilton, Ont., Canada. Tel.: Liberty 5-6081.

**TOMMY ROSE—PIANO, ORGAN, COMEDY,** vocal. Write Mr. Tom Rose, Route #1, Saltville, Va.

## Outdoor Acts and Attractions

**HIGH DIVE EXTRAORDINARY — FEAT-** ured by Fox Movietons. Somersaulting backwards, fire sharp spear, small tank, 5,000 lbs crash impact landing, Mac Productions, 456 Lamplier, Warren, Ohio. EX 9-1478. no14

# BULK VENDING

NOVEMBER 7, 1960 Communications to 188 W. Randolph St., Chicago 1, Ill.

## TALK-TALK TEETH

Gets a Laugh Everytime  
OPEN

1-4 m ..... \$15.00 per thous.  
5 m and up ..... 13.75 per thous.

CLOSED (with metal clip)

1-4 m ..... \$16.85 per thous.  
5 m and up ..... 14.55 per thous.

at your distributor or

**Guggenheim**  
INC.

33 UNION SQUARE  
N. Y. C. 3, N. Y. • AL. 5-8393

HOTTEST ITEM IN THE COUNTRY!

Tremendous Sellers!



HOT! HOT!  
**STICK 'EM LIPS**

They're hot—they'll empty machines like mad. Kids can apply them to their foreheads, cheeks, shirts, etc., and they'll become the most popular lovers in their groups.



ONLY \$10.00 per M

Labels available. Vends well in all machines.

Order from your distributor or:

paul a.  
**Price** co. inc.

55 Leonard St., N. Y. 13, N. Y. COrtlandt 7-5147-B

## NVA Miami Meet Draws Top Crowd

By AARON STERNFIELD

MIAMI BEACH, Fla.—A surprisingly large turnout of about 100 bulk vending tradesters showed up at the Carillon Hotel here Saturday thru Monday (29-31) for the annual board meeting of the National Vendors Association. Altho the sessions were designated as board business, they were open to all operators, and many took advantage of the opportunity to sit in.

Format for the 1961 convention, to be held at the Sheraton Hotel, Chicago, March 16-19, was roughed out. Business sessions will be held in the morning, and the exhibits will be open in the afternoon. The evening party will be thrown



JANE MASON

by Samuel Eppy & Company the opening day, while Leaf Brands will entertain the evening of the second day.

On tap will be a ladies' program, highlighted by either a fashion show or a matinee performance.

A new NVA post—that of executive secretary—was created at the board meetings. Named to fill that berth was Jane Mason of Leaf Brands.

Two forum meetings are scheduled for the 1961 convention. The first, to be chaired by Dor. Mitchell, NVA counsel, will deal with how the national organization can aid in the organization of local bulk vending groups, and how NVA can assist these groups once they are in operation.

A new membership category—that of non-exhibiting suppliers—was established at the meeting. First members in this category are the Eggers Nut Company of New York and the Ferrar Candy Company of Chicago.

### Exhibitors

While the sessions were board and committee meetings, all of the manufacturers showed up, many of them with exhibits in their hospitality suites.

Among the manufacturers present were Cramer Gum Company, Ringmaster Charms, Oak Manufacturing Company, Leaf Brands, Penny King, Paul Price, Samuel Eppy & Company, Karl Guggenheim Company, Plastic Processes and Abby Finishing.

Guggenheim showed his complete line, including the new bongo drum charms. Bob Guggenheim, head of the firm, explained that his company is the importer of Karlos Bongos—a full-size South American bongo—and the idea for the bongo drum charms was provided by the other venture.

Plastic Processes bowed its new Magic Lenses and Private Eye Badges. Both of these charms give the optical illusion of movement, with the Private Eye winking at the observer.

The company also showed its Action Ring line, with a horror series featuring Frankenstein, the Wolf Man and other assorted ghouls.

Eppy's line included such new charms as the Princess Telephone, Trophy Birds, Your Father's Mustache and a new series of giant 5-cent charms for capsules.

Abbey Finishing displayed its card vending machine, featuring action cards, which can handle bubble gum packs as well. The unit sells for \$39.50, with the cards going for \$4.50 a thousand.

Ringmaster's new line featured the Spookie Ring, which pictures such well-known monsters as Frankenstein and Dracula.

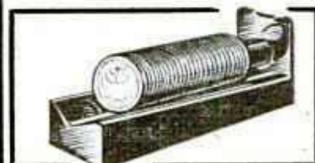
The Paul A. Price Company displayed four new charm items. Smoking Lips comes attached to a miniature cigarette which, when lit and inserted in the lips, gives off puffs of smoke.

Stickum Lips come with an ad-  
*(Continued on page 81)*

## AUTOMATIC COIN COUNTER

Counts and Wraps  
All Coins Fast

Pennies—Nickels—Dimes—Quarters



AUTOMATIC COIN COUNTER counts and wraps quarters, dimes, nickels, pennies fast, easy, automatically and NEVER MAKES A MISTAKE. End fuss, fumbling and possible errors of slow, old-fashioned manual way of counting and wrapping coins—absolutely 100% accurate. EXCLUSIVE FEATURE WITH A COIN COUNTER . . . you can use Plain Paper, Flat Wrappers or Tubular Wrappers.

And Wonder  
of Wonders  
it SELLS  
FOR ONLY  
\$1.00

plus 10c  
mailing cost

**J. SCHOENBACH**

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.  
President 2-2900



## H. B. "HUTCH" HUTCHINSON SAYS:

"Contact me for complete information on the Sixty and other Northwestern machines, stands and parts. These machines are the greatest for easy servicing and profit. Why not do it today?"



We handle complete line of machines, parts, stands, supplies, charms, capsules and ball gum.

**H. B. HUTCHINSON, JR.**

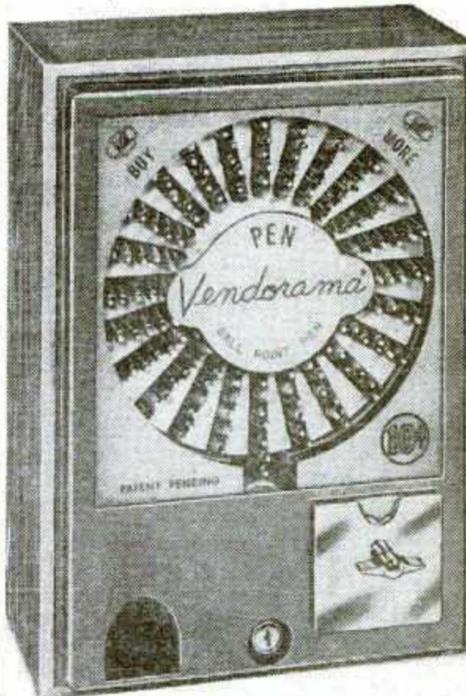
1784 N. Decatur Road, N.E. Atlanta 7, Ga.  
Phone: DRake 7-4300

## YOUR AUTHORIZED VICTOR DISTRIBUTOR

IS FULLY EQUIPPED TO SUPPLY YOUR EVERY BULK VENDING REQUIREMENT. WE CARRY COMPLETE STOCKS OF VENDERS . . . PARTS AND SUPPLIES . . .

TWO GREAT PROVEN MONEY-MAKERS  
WANTED BY THOUSANDS OF LOCATIONS

## PEN VENDORAMA®



Victor's revolutionary and unique method of selling ball point pens. The revolving action displays all pens and assures positive delivery. Capacity 168 ball point pens, vending at 10c each.

## VICTOR

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Capacity 2000 balls of 100-count gum . . . 300 V-1 10c or 25c capsules. Large capacity and very attractive appearance creates larger and more sustained profits.

ACT NOW! YO FUTURE GUARANTEED!

See Your VICTOR Distributor for Prices and Details

**BERNARD K. BITTERMAN**  
4711 E. 27th St.  
Kansas City, Mo.  
WA 3-3900  
Iowa, Neb., Mo., Kan., Colo.

**GRAFF VENDING SUPPLIES**  
2817 W. Davis, Dallas 2, Tex.  
Whitehall 8-7117  
Okla., Ark., Tex., Miss., La., N. M., Ariz.

**VEEDCO SALES CO.**  
2124 Market St.  
Phila. 3, Pa.  
LOcust 7-1448  
Pa., N. J.

**LOGAN DIST. CO.**  
1850 W. Division  
Chicago 22, Ill.  
Humboldt 6-4870  
Ill., Ind., Ohio, Wis., Mich., Ky.

**STANDARD SPECIALTY CO.**  
1028 44th Ave., Oakland 1, Calif.  
AN 1-9037  
Wash., Ore., Idaho, Calif., Nev., Utah and Hawaiian Islands

**PARKWAY MACHINE CORP.**  
715 Ensor St.  
Baltimore 2, Md.  
EAsTern 7-1021  
Va., Md., W. Va., Del.

**NORTHWESTERN SALES & SERVICE CO.**  
446 W. 36th St., N. Y. 18, N. Y.  
LOngacre 4-6467  
New York State

**H. B. HUTCHINSON, JR.**  
1784 N. Decatur Rd., N.E.  
Atlanta 7, Ga.  
DRake 7-4300  
N. C., Ala., S. C., Tenn., Ga., Fla.

**CHAMPION NUT CO.**  
1194-1198 Tremont St.  
Boston 20, Mass. HI 5-8935  
Mass., Conn., R. I., N. H., Vt., Me.  
Ed Flanagan

**ELLINGWORTH SUPPLY CO.**  
659 Adams St., N.E.  
Minneapolis 13, Minnesota  
SUNset 8-6972  
Minn., N. D., Mont., S. D., Wyo.

## VICTOR VENDING CORPORATION

**ABP** MEN WHO READ  
BUSINESSPAPERS  
MEAN BUSINESS

I am interested in improving my bulk vending operation. Please send me complete information and prices on Northwestern GOLDEN '59 (as illustrated) and other Northwestern machines.

NAME \_\_\_\_\_  
 COMPANY \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_

Fill in coupon, clip and mail to:  
**KING & COMPANY**  
 2700 W. Lake St. Phone: KE 3-3302 Chicago 2, Ill.

**We handle complete line of machines, parts & supplies.**

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk; Panned Candies; 1 Hershey's 320 count and 520 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

**NEW • Top-Loading • NEW**

**PENNY-NICKEL ATLAS MASTER VENDOR**

9 1/2 lb. Globe Black Lid  
 11 1/2 lb. Globe Chrome Lid

The ball gum and charm vendor with the proved penny-nickel mechanism . . . one turn for a penny, five turns for a nickel. This means a 30% increase in sales because of nickel play.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

SURE-LOCK, the perfect capsule, Patent No. 2742411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

**PENNY KING COMPANY**

2538 Mission St. Pittsburgh 3, Pa. "World's largest selection of miniature charms"

The Vendor with the Proved Penny-Nickel Mechanism.



Time payments available on Oak machines through all distributors. All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c-5c coin mechanism, and optional slip clutch handle.

**WE HAVE oak's HOBBY CARD VENDOR**

This new and improved 5c vendor has an exclusive mechanism that makes this machine a bulk vendor . . . vending 6 cards in bulk at one time. Eliminates wrapping or handling. Gross receipts on each fill is \$36.65. Made of drawn steel in a one-piece case, the machine measures 25" high by 14" wide and 7" deep. Machine lists at \$42.50 F.O.B. Factory. Brackets and flange for attaching machine to stands are available for \$4.



Below are listed factory authorized dealers.

- |  |   |  |
|--|---|--|
| <b>AMERICAN NUT</b><br>1061 Tremont Street<br>Boston 20, Massachusetts             | <b>LOGAN DISTRIBUTING CO.</b><br>1850 West Division Street<br>Chicago 22, Illinois          | <b>RAKE COIN MACHINE EXCH.</b><br>609 Spring Garden Street<br>Philadelphia, Pennsylvania |
| <b>BIRMINGHAM VENDING</b><br>540 2nd Avenue, North<br>Birmingham 4, Alabama        | <b>SAMUEL J. PHILLIPS CO.</b><br>4372 Lindell Boulevard<br>St. Louis 8, Missouri            | <b>JACK SCHOENBACH</b><br>715 Lincoln Place<br>Brooklyn, New York                        |
| <b>BUYMORE SALES</b><br>#6 Bayview Avenue<br>Lawrence, L. I., New York             | <b>OAK SALES COMPANY</b><br>2033 Fifth Avenue<br>Pittsburgh, Pennsylvania                   | <b>SIEGEL DISTR. CO. LTD.</b><br>753 Chatham St.<br>Montreal, Quebec, Canada             |
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# Connecticut Mulls Vending Measure

By ALLEN M. WIDEM

HARTFORD — Connecticut's State Intergovernmental Co-Operation Commission is looking into a proposal for State licensing and inspection of food and beverage vending machines.

The commission has given tentative approval to such a message pending drafting of a specific bill, to be acted on at its next meeting the latter part of October.

"This legislation would be very important," according to Commission Chairman Raymond S. Thatcher. "I hope it will pass at the next session of the General Assembly."

**Original**

The original measure presented the commission by one of its members, State Representative Paul M. Andrews, a Cheshire Republican, called only for licensing and inspection of food and perishable drinking (such as milk) machines.

However, the members felt that such a law would be discriminatory to the milk vending machines if those dispensing soft drinks were not included, too. A revised bill will now be drafted to include the latter.

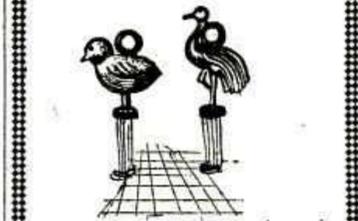
## Bulk Banter

and one of Chicago's most eligible Donald L. and Richard J. Dipboye have formally registered State Vending Company in suburban Roseville, Mich., as a partnership. They operate bulk nuts, tab gum and other vending units. The business has been operated for some time by Richard Dipboye as sole owner, but his brother Donald, formerly with the firm, is returning actively to the business. . . . Mary Louise Demiter, secretary to Margaret Kelly, Penny King, was married to Stan Mecjak, October 15 in Pittsburgh.

Marshall Leaf, an NVA regular, (Continued on page 81)

Under the general proposal, the State would extract a license fee for each such vending machine and impose regulations as regarding the food and drink handled to assure the public "would be protected." Operators of such machines would be required to open those devices for inspection.

Andrews commented: "In principle, this is a very necessary action in terms of public presentation. Having observed the vending machines on the Merritt Parkway (main artery between Hartford and New York), I would say such a law is needed."



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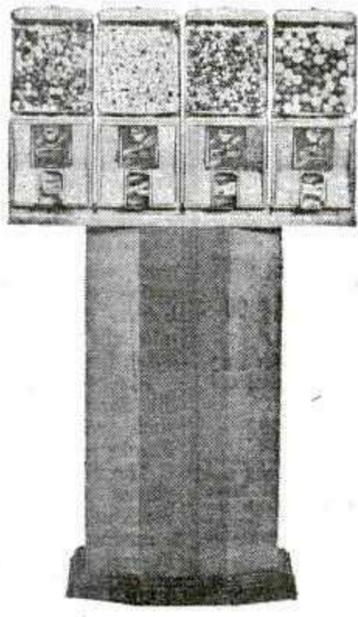
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## Ratajack-Miller Duo Heads MOA

### EDITORIAL

### Brilliant Selection

The board of directors of the Music Operators of America is to be congratulated for its selection of Ed Ratajack to the newly created post of managing director.

In his new position, Ratajack will act as a co-equal with President George A. Miller in directing the activities of the national juke box operator group.

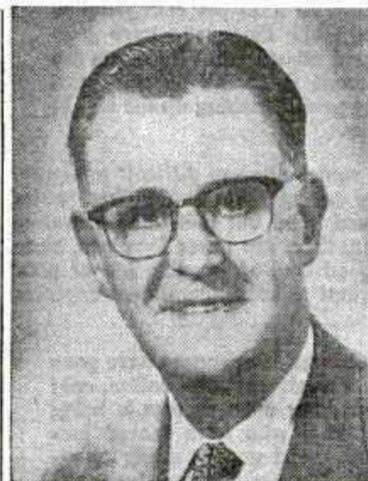
Now that the selection has been made, we go on record to the effect that a more qualified man could not have been picked. The veteran AMI executive has at all times displayed an understanding of the operator and a knowledge of the business that is all too rare.

AMI will undoubtedly miss the services of Ratajack. But AMI's loss is the industry's gain. Operators everywhere will benefit from Ratajack's judgment and maturity in his new post.

Miller, whose schedule would be physically exhausting for a man of half his years, will probably be able to pace himself. And that is as it should be.

The Miller-Ratajack combination will provide MOA with the caliber of leadership enjoyed by few other trade associations.

Finally, our personal best wishes go to Ratajack in his new post. We are sure these wishes are shared by everyone who knows the man.



George Miller



Ed Ratajack

### AMI Exec to New Post; Miller Term Extended

By AARON STERNFIELD

MIAMI BEACH, Fla. — Edward R. Ratajack, vice-president of AMI and executive vice-president of Rowe-AMI Sales, has been named to the newly created post of managing director and co-ordinator of the Music Operators of America.

The announcement was made at the Deauville Hotel here this week during the MOA board meetings, Monday thru Thursday (31-3).

At the same time, the MOA board announced that George A. Miller, MOA president and executive director since the organization was founded, has been signed to a three-year contract.

#### Dual Executives

The Miller - Ratajack combination will have dual executive responsibilities, with Miller continuing to work from Oakland, Calif., and Ratajack setting up a Chicago office. Ratajack is expected to open the office and assume his new duties around February 1.

Office work will be split between the two headquarters, with Miller handling the insurance plans and Ratajack in charge of convention arrangements, legislation and membership. Two secretaries will work in the Oakland office, while one will work in Chicago.

To date, AMI has no announcement on who Ratajack's successor will be.

The possibility of opening a Chicago office for MOA had been under consideration for a year, but this office had been envisioned as a branch of the Oakland headquarters.

Under the new arrangement, both Chicago and Oakland offices will be at the policy-making level.

Other than the appointment of Ratajack, most of the business activity was devoted to plans for the 1961 MOA convention, to be held at the Deauville May 15-18.

The following directors were present at last week's meetings:

John A. Wallace, Oak Hill, W. Va.; James K. Hutzler, Martinsburg, W. Va.; Norman Gefke, Sioux Falls, S. D.; Maynard Hopkins, Galion, O.; William E. Hullinger, Delphos, O.; Albert S. Denver, Brooklyn; Thomas Greco, Glasco, N. Y.; Carl Pavese, White Plains, N. Y.; J. Harry Snodgrass, Albuquerque, N. M.; William Cannon, Haddonfield, N. J.; Joseph Lederman, Newark, N. J.; Howard N. Ellis, Omaha; John H. Fling, Kansas City, Mo., and Irv Linderholm, Detroit Lakes, Minn.

Also, Frank Fabiano, Buchanan, Mich.; Clinton S. Pierce, Brodhead, Wis.; Herbert M. Tonnell, Appleton, Wis.; Ralph Ridgeway, Springfield, Mass.; A. L. Ptacek Jr., Manhattan, Kan.; Victor H. Ostergren, Gary, Ind.; Paul M. Brown, Chicago; Louis Casola, Rockford, Ill.; Les Montooth, Peoria, Ill.; William Blatt, Miami; James F. Tolisano, St. Petersburg, Fla.; Max Hurvich, Birmingham; Gabe Orland, Los Angeles, and C. G. Silla, Oakland, Calif.

Ratajack has been with AMI since 1949. He joined the firm as regional sales manager, subsequently became director of sales and later vice-president in charge of sales. Thru the years, Ratajack was credited with building up a strong distributor network for AMI, plus working closely with President John Haddock in developing numerous improvements now used on their current models.

Haddock and Ratajack became known thruout the industry as a close-working team. At the time Ratajack joined the firm, AMI was producing the Model B and the company was in bankruptcy, with net worth at less than \$100,000.

(Continued on page 74)

### France Ready for Game, Phono Boom Powered by U. S. Exports

By OMER ANDERSON

PARIS — France promises the complete unfettering of coin machine imports by April, 1961.

A Ministry of Trade official said, "American coin machine exporters can count on having untrammelled access to the French domestic market by the end of April next year."

"By then we will have swept away all quota restrictions on the importation of U. S. coin-operated equipment into this country. We are working out precise schedules now and there will be no delays."

#### Games First

The trade ministry intends freeing all coin games and vending machine equipment next January and following up with juke boxes and miscellaneous equipment in April.

The liberalization encompasses French trade with the dollar zone and countries belonging to the former Organization for European Economic Co-Operation (OEEC).

"This means," a trade ministry spokesman interpreted, "that after next January all coin machines

and vending equipment can be imported from these areas subject only to payment of normal tariffs, and that music boxes and miscellaneous equipment such as coin rejects will be unfettered similarly in April."

#### Draft Details

The trade ministry spokesman said detailed schedules were being drafted in this sense.

Last July, France partially liberalized pinball machines (called "flippers" by Europeans) imports. The July measure provided that new pinball machines (but not used equipment) could be imported from the United States or nations belonging to the European Common Market (but not from any other nation).

The new schedule to be issued in January will include used as well as new "flippers," and will expand the countries of origin of such imports to all the OEEC lands.

#### Face Fight

Already French manufacturers are digging in against anticipated American competition. French producers are stating with aston-

(Continued on page 84)

### NAMA Cig Panel Airs Commission Problems

MIAMI BEACH, Fla.—Operators with cigarette locations had better learn to live with advance commissions, according to a panel at the annual convention of the National Automatic Merchandising Convention, which met at the Fontainebleau Hotel here Sunday night (30).

Panel moderator was James H. Saxon, Saxon's, Inc., Charlotte,

N. C. Panelists were Frank Carstarphen, T. J. Carstarphen Company, Augusta, Ga.; Will R. Golden, California Cigarette Concessions, North Hollywood, Calif.; Ted L. Schwartz, Keelson Vending Company, Cincinnati, and M. L. Spratlan, Independent Cigarette Service, Miami.

Spratlan maintained that advance commissions to locations were a necessary evil, and the operator must pay these commissions to keep up with the competition.

#### Loans Are Asset

Golden agreed that the operator has no choice but to pay advance commissions, but he added that these advance commissions, if used judiciously, are an asset, not a detriment, to a successful operation.

Warning operators not to pay out these advance commissions helter-skelter, Golden pointed out that the loans are the same as a wholesaler's investment in an account when he gives that account 30 days' credit. He added that the investment insures the tenure of the supplier.

#### Subsidies

The reduction of cigarette company subsidies to operators came under scrutiny. It had been suggested that the reason many brands were carried in 20 and 30-column machines had been to pick up subsidy payments. With these subsidies reduced or eliminated, several operators said that would confine themselves to the 13 or 14 brands which account for 92 per cent of the sales and double up on the fast sellers.

Most seem to feel that the 8 per cent of preference not covered would not be lost, as most would switch to a brand already stocked.

In selling locations, Spratlan (Continued on page 84)

### Music, Game Trade Banners Fly At NAMA Florida Convention Halls

MIAMI BEACH, Fla. — Music machine and amusement game industry leaders were very much in evidence here Thursday thru Tuesday (28-2) at the 1960 convention of the National Automatic Merchandising Association.

Such old coin machine standby's as Bally, Rock-Ola, AMI and Seeburg were represented on the exhibit floor at convention hall, while Williams' sister company, Schroeder IVI, was also active at the show.

The board members of the Music Operators of America held their deliberations at the Deauville Hotel while the NAMA convention was in progress (see separate story), and the open board meeting of the National Vendors Association was conducted at the Carillon Hotel at the same time.

#### Background Music

For the first time in the history of the NAMA, two background music units—AMI's and Seeburg's—were shown on the convention floor. This follows the pending move of NAMA to admit juke box operators under certain conditions.

Biggest surprise of the convention—from the coin machine viewpoint—was the blossoming out of Rock-Ola as a full-line vending manufacturer. The juke box manufacturing firm—thru its Fred Hebel subsidiary—displayed a line for hot beverage, cold drink, bulk milk, cigarette, candy and ice cream machines.

The company's new cigarette machine is a manual model with 21 columns and a capacity of 525 packs and additional storage capacity for 30 cartons. The milk machine serves 160 eight-ounce cups, while the hot beverage machine (coffee, tea or chocolate with milk and sugar selections) has a cup capacity of 800. Two other new hot beverage machines offer selections of coffee or hot chocolate. Rock-Ola also showed a six-selection cold drink unit with a cup capacity of 1,000, and the standard Hebel ice cream machine.

Bally came up with six new coffee machine models. The Bally 597 vends four selections of coffee, hot chocolate, soup and two cold non-carbonated drinks.

Seeburg, which displayed its Model 1000 background music unit, also came up with a crushed ice maker for cold drink machines. Other Seeburg equipment included cigarette machines, hot drink units, and cup and bottle soft drink venders.

The Rowe-AMI background music unit differs from the previous model only in size. It is one-third smaller. This unit was displayed with the full line of Rowe machines—cigarette, candy, pastry, sandwich hot food, cold drink, coffee and gum units, together with a bill changer.

Schroeder IVI, which is part of the same corporate structure as the Williams Electronic Manufacturing Corporation, showed its fresh-brew coffee machine.

Among the new cigarette machines shown was the new Continental 30 Deluxe and the Continental 20 Deluxe, the former with an 830-pack capacity and the latter with a 620-pack capacity.

National Vendors also showed a new 20-column manual, with a capacity of 850 packs.

### NO MUSIC? HERE'S WRONG WAY TO FIX

ASBURY PARK, N. J.—When two local citizens put 50 cents in a juke box and got no music, they became irked. When they went to the tavern owner and asked for their money back and were refused, they became downright sore. So they proceeded to wheel the juke box out of the tavern and were in the process of trying to load it into a taxi when police came up. The tavern owner was in pursuit and the taxi driver was puzzled. The pair, Edward Bradford, 32, and Robert J. Brown, 24, told police they were going to take the machine home and get their money back. Police charged them with disorderly conduct. The juke box was returned to the tavern, and supposedly, the balky coin chute has been fixed.

# Coin Machine Fall Business Reports Run Gamut

## Boston Operators Diversifying With Cigs

BOSTON—While the coin machine business at this time in the Commonwealth of Massachusetts isn't as bad as it sounds, there is still good reason for a less than optimistic feeling about music and, particularly, games. If there is a bright patch it is in the area of diversification by game and music operators into the cigarette vending field.

Music in this territory suffered a setback a year and a half ago from which it hasn't yet recovered when a restrictive tax of \$160 per year per machine was slapped on the music industry in Boston. Other cities, while not quite up to that level, levy taxes heavy enough to put a crimp in profits.

A blackout on all amusement games, with the exception of a couple of special spots, was imposed in Boston at the beginning of this year. Throughout the Commonwealth there are now 34 cities which have banished the games completely. Some are operating in private clubs, but the number out of commission runs into several thousand.

Of the operators and one-stops queried it seems apparent that record purchases have taken a loss over a year ago to the tune of from 5 to 10 per cent. The complaint that existed a year ago on the use of stereo disks is still valid—they aren't being produced in sufficient numbers, they lack variety—with the result that their use is extremely limited in the area. One of the one-stops even stopped carrying stereo records.

Biggest volume in sales and purchases are in 45's, since, while Seeburg is coming along to some extent with 33½'s, operators feel production isn't strong enough to give them any variety in programming.

Grosses in music over a year ago are reported to range downward from 5 to 25 per cent, while games have taken a drop of as much as 50 per cent to a complete dive of 100 per cent because of the bans. Operators

## Houston Has Money, Wants New Games

HOUSTON—Most operators in this area are waiting and hoping for some new type of coin game. They claim they have not made any real money since pool games "leveled off" here. They have the money and will spend it "as soon as manufacturers come across." The United Bowl-a-Rama game has player appeal here, with size rather than price its one drawback.

Juke box purchases in the Houston area are approximately 20 per cent higher than last year. The fact that the Houston metropolitan area was the fastest growing in the nation is reflected in more new locations. Probably 75 per cent of the operators here are willing enough to put a late model phonograph on an ordinary location to hold the spot for games, pool, bowler, cigarette venders.

Very little change has occurred in the use of EP's and 33½ single records. Use of stereo single records is definitely up.

Juke box and other grosses are up at least 15 per cent. Net profits are down 8 to 10 per cent. Operation costs are up because of higher wages and salaries, increased cost of equipment, increased automobile insurance (liability and property compulsory) and other costs relating to transportation, and higher taxes.

More locations are active because of the tremendous building boom. New locations are generally served with a juke box surrounded by legal games, pool tables, bowlers, cigarette machines.

## Miami Operators Cut Record Purchases

MIAMI—Tho there is a difference of opinion as to how good or bad business is in this area, there is no question as to record purchases: down, and by at least 15 per cent. Much of this drop as compared to last year seems to be due to operators not attempting to fill their new machines with stereo disks. Any new juke boxes set out have the top 20 or 30 tunes, and the rest fill-ins from the operator's library.

Most operators questioned would still like to use stereo records if they were available, but have just about given up trying to buy them. Many operators feel that the record companies have let them down in failing to supply one-stops with the stereo 45's. Even the new 33½ disks are not available in most of the one-stops or from distributors in Florida and the Caribbean area.

Juke box and game grosses range from the same to almost 20 per cent down, with the average being about 10 per cent off. With operational costs up,

who have stayed solely with music have experienced as much as a 15 per cent jump in operational cost, while those who have gone into cigarettes and other types of vending are finding costs about the same as last year, with the vending profits making up the loss in music and games.

The growth of routes appears difficult to figure. It is the feeling of several distributors that routes are taking an upward trend but individual operators say that, if anything, there are fewer locations, since there has been a good deal of weeding out of poor locations in an attempt to keep operational expenses down.

A large percentage of operators have gone into vending in a small way with coffee, cold drinks and candy, but most success is being chalked up by those who have moved into the cigarette field. Most straight music operators appear to find cigarettes most lucrative, but those who started out in cigarettes are moving in the direction of food vending, leaving music and games strictly alone.

There is an active interest in "doubling up" machines, and wherever possible, operators attempt to sell locations on the idea of one firm taking care of at least music and cigarettes and have had good success with this policy. Operators are unaware of any location being serviced by more than one operator and are strongly opposed to the idea.

There are, of course, only about two dozen games of any kind in Boston because of the ban. The only spots in operation are at the Boston Airport and a couple of bus terminals which received special dispensation in a mysterious City Hall move. Even in cities where games are allowed they are licensed strictly for amusement, with license fees ranging from \$20 to \$40 in the various communities.

Music and game operators are just recently adding that equipment and on a rather cautious basis. Background music is common enough but confined to plush locations, private clubs, supermarkets and business institutions.

Few more machines are being added to most locations. Juke box, legal games and cigarette machine is the most popular combination at locations.

Games on locations stack up as follows: five-balls, 10 per cent to 15 per cent (no free plays); no bingo pins; shuffle bowlers, 25 per cent; ball bowlers, 12 per cent; six-pocket pool, 15 per cent; bumper pool, 3 to 5 per cent; very few uprights; gun games generally limited to skating rinks, bowling alleys, outdoor parks, public buildings and Arcades.

Anti-gambling laws in all large Texas cities are rigidly enforced. State taxes showed an over-all increase of 100 per cent as of last September 1. Cigarettes went up from 5 to 8 cents a pack; kiddie rides, bowlers, amusement games, pool tables, shuffleboards with 10-cent slots, \$60 a year for each unit; same machine with 5-cent slots, \$30 a year each unit; pool tables with double 5-cent slots, \$60 a year each unit.

Since the new tax became effective, first payment was for six months, thus costing operators six months' tax for an actual four-month period. Phonographs and some other equipment were hit indirectly by new and increased taxes on component parts for such machines. There is no city or county tax.

there is a definite drop in profits. Most operators' rising costs are due to salaries being up, cost and upkeep of trucks and cars on the rise, and the difficulty of getting good servicemen, with the result that many operators use a service company for out-of-way orders and repairs.

Tho this area has seen a tremendous population growth with many new communities being added, the number of juke box and game locations are down. This is due to many operators being unable or unwilling to keep equipment in marginal locations. They feel they are better off with less locations, so long as these locations show a fair profit.

Equipment is too expensive today to hold on to a poorer stop in the hopes that it will pick up in the future. Many operators, to offset the decrease in juke box or music and game locations, have begun to look around for other types of equipment that

(Continued on page 73)

## European News Briefs

### Location Contracts Court Topics

BONN—The West German operator associations are embarking on a legal campaign to clarify the issue of location piracy. The associations have been taxed with complaints that location proprietors are voiding agreements in order to get more favorable terms from rival operators. There is considerable dispute as to what constitutes a binding agreement and the grounds for voiding agreements. One school of legal thought contends that operator agreements with location proprietors are in violation of West German laws permitting freedom of business competition. Location contracts, according to this theory, are in effect measures in restraint of trade. It has been argued in recent court cases that every juke box operator was obligated to compete vigorously against any and all challengers, to the end that the public might receive the best service. The operator associations take the position, however, that the end result would be not better service for the public but anarchy and chaos for all concerned. A number of suits are now in the courts, and as the decisions are handed down they will be organized into a system of precedents upon which to key agreements between operators and location proprietors.

### Belgian Juke Box Ratio: 240-1

BRUSSELS—A juke box census by the Belgian industry shows Belgium to have the largest number of boxes per capita in Europe. There are 37,000 boxes in operation for this country's 8,875,000 inhabitants. This is not only the densest juke box concentration in Europe but in the world, claims the Belgian industry. It is estimated that a full 70 per cent of the machines on Belgian locations are of American manufacture. The popularity of American boxes is attributed mainly to reliability but also to merchandising factors. The Belgian port of Antwerp is the European coin machine crossroads, the main port of entry for U. S. coin machine exports to Europe. American boxes were the first boxes available in Europe after the war for at least the first seven postwar years, and U. S. boxes sold heavily in Belgium because of the ease of access as well as quality. Belgium is the European home for a large number of American firms, among them General Motors and Chrysler, and this fact has helped establish the dominant position of the U. S. juke box.

### Special Phono Ready for Africa

WEST BERLIN—Beromat of West Berlin is girding for an invasion of the expanding African market with what it advertises as "the right box for the right place at the right time." Beromat's "right box" is an air-conditioned box especially designed for tropical countries. Beromat, an arm of Wulff Apparatebau, offers a 200-selection console, a 120-selection console and a wall box designed to be "heard but not seen." Beromat is believed to be the right range of machines designed for tropical locations with air-conditioning arrangements that keep the records from warping. The air-conditioning device is controlled thermostatically. Beromat's Harmonie line has a vertical changer in the Seeburg manner, but with an original internal mechanism. Harmonies come equipped with popularity meters.

### German Payouts Set for Britain

HAMBURG—West Germany is pressing the export of payout machines to Britain in anticipation of liberalization of British gaming laws, effective next January 1. The German machines are of the "mint" format, which mainly features variations of the roulette theme. "Mint" exports have climbed to around \$200,000 monthly, and the Germans believe this is only the beginning. Some German industry experts claim that the British market is being swamped with U. S.-style "fruit" machines. They believe German machines stand a good chance in the British market as a "change of pace" from the fruit machines.

### Swiss Firm Makes Rifle Game

BASEL, Switzerland—A Swiss firm, Paul Haas of Basel, is producing a new rifle target coin machine. The machine, based on the legendary Swiss passion for marksmanship, is called the "Tell" and has a standard, precision-made Swiss target rifle. It is operated by an automatic coin device vending five shots for 20 pfennings, altho the price may be adjusted upward. The machine comes equipped with a target scoring device, automatic cartridge ejector, and a telescopic sight. The game in effect duplicates standard rifle match competition. The Paul Haas firm advertises "Tell" as a precision-engineered and authentic marksmanship training device.

### New Seeburg Production Base?

FRANKFURT—Bechhofer Company of New York has established a West German subsidiary at Frankfurt, Bechhofer G.M.B.H. The Bechhofer German subsidiary will handle the singles disk vending machine Top Tunes and products of Seeburg-Choice Vend. and United Sound and Signals, in addition to pre-mix equipment. The German coin machine industry is speculating that Bechhofer, once securely based here, will undertake manufacturing operations, including the licensed manufacture of an American juke box. The German industry is noting that Seeburg alone of the major American juke box producers as yet has undertaken no direct European-based production.

## Miami Operators Cut Record Purchases

• Continued from page 72

would fit into their present spots, namely cigarette machines. Better than half of the music operators are now in the cigarette vending business, too—and they like it more and more.

With many new locations demanding bonus payments or advance commissions on equipment installed, operators are finding it almost a necessity to equip these locations completely: music, cigarette machine, game, and pool table. Tho this becomes an expensive set-up, operators find it economically advantageous. Operating all the equipment in a location now means that if one piece doesn't do so good, the other equipment now may be able to carry the load.

In the case of many operators who service their own machines, one stop now means they can service four or five pieces of equipment. One oddity is that many juke box operators operate cigarette machines, too, whereas few game operators double up with other equipment.

## Rough Season for Milwaukee Operators

MILWAUKEE—This has been a rough fall season for Beer City game operators. Internal Revenue Service officials have taken the stern viewpoint that coin machines with so-called gaming features are subject to imposition of the federal \$250 gambling tax.

Result: This town has become denuded of bingo pinball games. Operators have managed to fill the breach fairly well with other games that meet all legal requirements. "But, it is nowhere as good as it used to be," game operators admit.

Meanwhile an attempt is being made by the Milwaukee Coin Machine Operators' Association to obtain a clear, official definition of what is and what isn't legal. "We can't get the various branches of the government to agree in this matter," says Sam Hastings, Hastings Distributing Company, association president. "Until we do, the games business will show little improvement."

Most operators claim, meanwhile, that they are getting fairly good results now with shuffle bowlers. Takes are holding up particularly well with the 14 and 16-foot ball bowlers. Six-pocket pool games have gained new popularity, but the bumper pool units are found in only a few locations. Baseball games accounted for a fair amount of action during the summer and fall, and with the World Series over, baseball games are heading for the mothballs.

A noticeable trend to diversification exists here. A greater number of coin firms are now offering locations music, games, cigarettes and even coffee vending equipment.

Cigarette vending has taken on greater importance in his firm's over-all picture, says Jerome (Red) Jacomet, Red's Novelty Company. "We have to offer locations a package today in order to land and keep the good ones," he says.

The move to diversify, he adds, has been going on for some time. "Any firm that is starting just now to diversify is going to find it tough," he says. "Competition is very keen. We started a couple of years ago."

## Philly Favors Music-Cig-Pin Combination

PHILADELPHIA—Collections seem to be a shade below those of a year ago, according to a survey of the tri-State area of Pennsylvania, New Jersey and Delaware. But a check of distributors showed that business was "pretty much the same" as the fall of 1959.

There were many opinions expressed by coinmen as to the reason collections were off somewhat. Abe Witsen, of the Scott Crosse Company, blamed it on the lack of overtime being made by the working class people. "The overtime just isn't there like it was last year," he reasoned. Therefore the people don't have that much extra money to put into coin machines.

But despite this slight drop-off, operators here continue to work their locations by themselves for the most part. The large percentage of the operators refuse to "double up" with other operators at a location, and don't.

The most popular combination of machines on a location continues to be the music and cigarette duo and the music-cigarette-pin. The latter is found in almost every teen-age gathering place.

The operators are not getting too excited over the fact they are running a little behind last year. There is no wholesale dropping of locations. "Sure, we pulled out machines out of some spots because

The juke boxes outnumber by far any other type of amusement device, there is hardly a music location that doesn't have some type of game. In rough order of popularity are ball bowlers, shuffle alleys, six-pocket pool tables, pin games, with the rest of the games bringing up the rear. There are no bingo pin games operating, and, of course, no free play on the five-balls.

Miami charges \$250 for a master license, which every operator must have. In addition, he must also purchase an \$18.75 license for each individual machine. The State and county combine for another license, which costs \$7.50. These fees hold true for each machine, whether juke box or amusement device.

To sum up, equipment and cost of operating is up, and collections are down, but good routes are not for sale—not at a reasonable price, that is.

Juke box receipts are holding at about the same level as a year ago. Profits, however, continue to slip, operators maintain. Overhead charges are blamed for much of the profit dip.

"It is the accumulation of a lot of annoying increases in operational costs that makes the difference in many instances between profit and loss this fall," observes Harry Jacobs Jr., United, Inc. He pointed to recently boosted telephone-answering service and insurance rates plus higher rents as some of the items that have added to his firm's overhead.

Jim Hudy and Mike Bosanec, partners in the B. & H. Amusement Company, reported that their overhead costs had surged "about 25 per cent over last year."

Despite some glum reports, most coin firms here agree there has been an actual growth in the number of juke boxes on location. While the number of Milwaukee taverns has dropped slightly in recent years, operators are filling in the void by searching out other types of music spots.

Most music operators checked claim they bought more records this year to date than in 1959. "We bought more records this year simply because we are operating more juke boxes," says Red Jacomet. "We didn't buy more records per unit, however."

EP's are being increasingly used on the Red's Novelty Company routes. "There aren't enough good EP albums being made for juke box use, however," he says. "We'd like to buy a lot more if they were available. It would help our receipts. We are getting 15 cents straight and two EP plays for a quarter in our locations."

Agreement was general among operators that they would increase their purchases of stereo disks if more of the late hits were available.

Doug Opitz, Wisconsin Novelty Company, was one of the few operators reporting that he was using 33 $\frac{1}{3}$  r.p.m. disks. "We've got them in about three or four spots," he said. "Results are satisfactory but not outstanding."

they weren't making any money," one operator reported, "but we have also added a few new ones. This is normal. We are managing to keep the same number of pieces on location."

Of course, operation costs aren't affected by the drop in receipts. They continue to rise all the time.

As for taxes, each community enacts its own. Pennsylvania levies no State tax. Philadelphia hits each pinball and music machine with a \$25 assessment.

The favorite type of game continues to be the old standby—the pinball machine. Some people have reported a renewed interest in pool, however.

As for juke box buys and record purchases, there seemed to be a difference of opinion. A spokesman for Eastern Music Systems reported the stereo sales and the 33 $\frac{1}{3}$  disks moving well. However, Witsen reported that his one-stop was not doing much with the 33 $\frac{1}{3}$  records and that the LP's were going strong. In this case it must be remembered that Eastern is the local Seeburg distributor and would be doing more with stereo than other people.

Another one-stop had this to say about record sales: "Operators are the same all the time. When things are going bad and their collections are dropping, they blame it on the

(Continued on page 74)



Joe Ash says . . .

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## Philly Favors Music-Cig-Pin Combination

• Continued from page 73

lack of good records. But when the collections go up, we stop hearing these complaints. It never fails."

Leon Taksen, manager of the Pennsylvania Amusement Machine Operators' Association and a Harrisburg distributor, reports things in the capital city are better than this time a year ago. He added that almost every kind of equipment is on location. "The people of Harrisburg like a variety," he said.

One interesting reply was made by Albert

M. Rodstein, president of the Banner Specialty Company in Philadelphia. When asked how his firm was doing compared to last year, he said: "I don't know. I've been so busy with the new Bowl-A-Rama game that I haven't had time to compare my records with 1959."

To sum up: Collections, on the most part, seem to be off slightly from the fall of 1959. But it is nothing to worry about. Most coinmen think things will get better before long.

## Collections Drop Off on Cleveland Routes

CLEVELAND—Coin machine collections in music, games and cigarettes have slipped about 30 per cent below 1959. This downward slide has been greased by steel producers and processors and metal-working firms operating here at about one-half capacity.

Wage earners employed in these industries account for nearly half of the metropolitan area's working force.

"How can you blame people for throwing few coins into music and game machines when they are working four days a week," said one operator, in disgust.

The slide in the coin machine industry was first tilted downward about three years ago. Altho leveling itself occasionally, its direction hasn't shown an upward inclination since then. Here is the record in Cleveland: music, down 25 per cent; games, down 30 per cent; profits, down 35 per cent; operational costs, up 4 per cent; route growth, up 4 per cent; record buying (all), 7.5 per cent; stereo, no change, and 33 $\frac{1}{3}$ , no report.

Reflecting the drop in music collections was a 7.5 per cent average hike in all record purchases. "We upped our disk buys about 15 per cent this year to keep fresh music in all locations," said Thomas W. Miller, head of Associated Enterprise. "When business is dropping only new selections can help halt the fall." He credits 33 $\frac{1}{3}$  r.p.m. platters for picking up his music dollar volume.

Most operators are cautious about the success of 33 $\frac{1}{3}$  records and equipment. Said Hyman Silverstein, head of Excel Phonograph Company: "I purchased some 33 equipment because it looked like a good thing. But experience hasn't borne out my early enthusiasm."

Morris Gisser, head of Cleveland Coin Machine Company, and Joseph Abraham, president of Lake City Amusement Company, agree that 33 $\frac{1}{3}$  has had small impact on this area so far.

"People aren't going for stereo," said Helen Dugan, head of Dugan Music Company. "A tavern is no place for stereo because people can't hear it clearly enough to dis-

tinguish the difference between it and hi-fi. Most patrons can't recognize the difference between stereo and hi-fi even when they can hear it and few seem to care." Edward Curry, of Edward Curry Music Company, reports the lack of available pop selections in stereo.

Music collections have not dipped as deeply as game income. In fact, Hy Silverstein, of Excel, is one of the few operators showing a 5 per cent overall hike for the year. Edward Kenny, of Kenny's Amusement Company, reported the sharpest drop in the area with a 40 per cent fall in collections.

Profits, of course, have declined with the drop in sales and the rise in operating costs—up 4 per cent this year.

George George, head of G. M. Music Company, nailed down higher operating costs in the area of replacements parts. Higher labor costs and higher equipment costs were cited by Alan Kleinman, chief of Advance Music Company. Mollifying this view is Mrs. Robert K. Williams, president of S. L. & L. Clary Company. She said: "Operational costs held proportionately to our rise in dollar volume. Most operators are agreed that operating costs are rising too high.

All firms reporting said new locations held the line with those spots lost. Some have increased routes by as much as 15 per cent. Most additions are due to the purchase of existing routes.

There is much doubling-up of more than one type of equipment in a single location by one operator. Combinations of music and games and music, games and cigarettes are very popular here. Most common combinations are music, a bowler and cigarettes. More than one operator will team up in a single location.

Bowlers, both shuffle and ball, and gun games are popular. Pinballs (bingo and five-ball), six-pocket and bumper pool are not approved for operation within the city. There is a \$10 city tax on music and games. No free plays are permitted. Helen Dugan, operating Dugan Music in a nearby county, reports pool tables are allowed and are among her best games.

## Dallas Disk Buying Up, But Stereo Lags

DALLAS—A general survey of the coin machine business in this area shows no great increase this fall as compared to last fall, tho estimates as to the upswing or downswing of business varied with each operator and distributor questioned.

Biggest gainer on the plus side seems to be juke box record purchases. Some operators estimated the gain to be as great as 50 per cent over the same period last year, altho less stereo disks are being used now because, as one distributor pointed out, a great number of the popular tunes are not available in stereo.

Another type record which is down from last fall is the EP, with very little of this type disk being used at all. There were also very few being used last year. Disks of the 33 $\frac{1}{3}$  variety are practically nonexistent here.

As for juke and game grosses, J. M. Browning, of J. M. Browning Coin Machine Exchange, refused to hazard a guess, stating that some say grosses and profits are down, while some say they are up. He also said that there is no outstanding increase in operational costs.

The number of locations appears to be about the same, with cigarette and music machines being the most prevalent type here. As for the machines being added to existing and new locations, the most common are game, music and cigarette.

The number of machines on location are up, with the increase over that of the same period last year about 20 per cent. All the operators and distributors questioned agreed that a great amount of this increase is due to the area's population gain.

All types of machines have been and are being added, with no one willing to break down the increases into percentages for each particular machine, tho one operator did say that juke boxes have increased by about 10 per cent, while cigarette machines have declined by about 10 per cent.

Machines on location in the Dallas sector are shuffle bowlers, music machines, cigarette machines and five-ball machines, tho percentage of each type located was not available.

One one thing opinion was unanimous and that is that the tax situation is practically the same as it was last year, there having been no increase.

## Ratajack, Miller Head MOA

• Continued from page 71

At the time of the recent sale of AMI to Automatic Canteen, net worth was approximately \$3 million.

Prior to joining AMI, Ratajack had been with the Coin Machine Acceptance Corporation as vice-president in charge of sales. Prior

to that he was in a banking career, interrupted for three years by his European service during World War II.

Ratajack has always been an active and well-known figure throughout the coin machine industry. He is a director of the newly formed

Coin Machine Council, public relations arm of the coin machine industry; has long been active in various capacities with MOA; and together with Haddock, represented AMI on the juke box manufacturers' association.

He graduated from Northwestern University in 1942, majoring in commerce. He is active in numerous civic and philanthropic organizations and resides with his wife and son in suburban Evanston.



**ROBINSON DISTRIBUTING COMPANY**, Rock-Ola outlet in Atlanta, recently completed a 500-mile road show kicking off the new Regis line. Major showings were held in Augusta, Macon, Columbus and Albany, Ga., plus the open house in the company's home office in Atlanta. Shown here at the Augusta showing are W. H. Cooper, Hub Music Company, and Jimmy Adams, Robinson.

## 'Wet' or 'Dry' Decision On Ballot in Cleveland

CLEVELAND—While the attention of the nation will be riveted to the presidential election tomorrow, Cleveland's music, games and cigarette operators will have one eye on the outcome of a local option measure in several precincts.

Local option is a precinct vote that, if passed, closes taverns selling liquor in that area. Six precincts in the city's populous 25th ward will vote "wet" or "dry."

The loss of a single tavern means a loss of at least three coin machines in each location, it is estimated. An operator here said that the loss of income for a three-machine location would amount to about \$2,400 for the year.

Joseph Abraham, head of Lake City Amusement Company, has been working with ward leaders, councilmen, a tavern association group and church members in these precincts to ward off the measure.

"We have tried to point out to the voters in those precincts that voting 'dry' would hurt all business activity in the area," said Abraham.

Closing bars thru an affirmative local option vote last year has since resulted in bootlegging in those areas.

Local option is a last resort of

irate citizens who find no other way to rid a precinct of an overabundance of drink spots. When a precinct votes "dry," the State Liquor Control Board revokes the permits to sell alcoholic beverages.

Precincts in four wards last year voted to dry up nearly 100 bars and taverns. This has resulted in an estimated income loss to coin machine operators well in excess of \$100,000. It is estimated that each spot has an average of one music, game and cigarette machine.

Operators who would lose locations in the event of a dry-up vote tomorrow are J. R. Music Company, Associated Enterprise, J. B. Music Company, L. & L. Music Company, J. L. Music Company, O & O Amusement Company, Kenney's Amusement Company and Lescook Amusements, Inc.

### No Answer

Hyman Silverstein, president of Excel Phonograph Company, who lost five locations last year and maybe more after tomorrow's voting, said: "I've talked with tavern owners and citizens of these areas in an effort to make them realize that local option isn't the answer to 'cleaning up' a neighborhood. But it's in the voters' hands now."

## Sees Great Australian Future in Coin Trade

LOS ANGELES—The future of coin machines in Australia is the greatest it's ever been, Leonard H. Ainsworth, managing director of Ainsworth Consolidated Industries Pty., Ltd., in Sydney, said during his stay here on his way to Miami to the National Automatic Merchandising Association convention.

While here, he was met by W. T. Cook, the firm's international marketing executive, who is returning to Sydney after a trip to England

### COINMEN WING BERMUDA WAY

MILWAUKEE—A group of 10 couples from all parts of the State left October 21 via Capital Airlines on the first leg of their trip to Bermuda. The trip was sponsored by United, Inc. Each couple qualified by purchasing a specified number of new Wurlitzers during the contest period, according to Harry Jacobs Jr., United, Inc., president. Accompanying the group as tour director are Mr. and Mrs. Harold Stark. He is a United, Inc., sales staffer.

and Reno, Nev., to study coin-operated equipment and operations. Meetings for both Ainsworth and Cook were held with Joseph Duarte, Duarte International Sales Company; Jack Simon, Simon Distributing, both of Los Angeles, and Henry Leyser, Associated Coin Amusement Company, Oakland, Calif.

Ainsworth heads Australia's largest producer of vending equipment, Consolidated Industries, Ltd. In addition to making perfume and hair creme venders, his company also makes cigarette machines from a single to eight columns. Other items are soon to be manufactured on customer orders.

Ainsworth's interest are varied. In addition to manufacturing vending equipment, he also handles the Wurlitzer line and Tonamat of Germany. At this time, he is importing Seeburg electric cigarette machines, the first in the country.

The primary purpose of Ainsworth's visit is to obtain an agreement for the manufacture of items on a license basis and interest American producers in the manufacture in Australia of lesser volume items that could not be made here.

## HELP YOUNGSTERS HAVE FUN

# Juke Box Dance Clubs Flourishing In W. Germany—Community Backed

WEST BERLIN—West Germany's juke box trade is expanding its dancing club idea into a nationwide venture which promises tremendous public relations rewards. The municipally supported youth clubs attract teen-agers who dance to juke box music.

Such youth clubs are flourishing in West Germany, all patterned after the West Berlin Senate's "Jugend-club Berlin e.V." The clubs are simple to organize and support—and are astonishingly successful in combatting juvenile delinquency.

In fact, municipal authorities prefer not to mention the subject of juvenile delinquency, because the entire emphasis of the youth "let's dance" juke box clubs is on the positive theme of wholesome recreation.

As a West Berlin Senate (the administrative branch of the city government) official commented, "We're not 'fighting' anything or anybody; we're simply helping our young people have fun—and having fun ourselves, too."

The idea basic to the Berlin plan is that local juke box dealers co-operate with municipal authorities and civic organizations in establishing coke-bar-type dancing clubs with juke box music. The dealers will supply the juke box, contributing maintenance as well as the box. Civic organizations co-operate with municipal authorities in selecting a suitable location, providing supervisory personnel and arranging financing.

Precise details vary from city to city, but the basic idea is three-way co-operation among juke box dealer, civic groups and city authorities. A city the size of West Berlin can support—in fact, should support—a number of such clubs, and this can be accomplished by pooling the resources of the various juke box producers and distributors in the area.

The West Berlin club occupies the quarters of a former "jazz cellar" (which city authorities abated as a nuisance) on Ahornstrasse, in the Steglitz district. A group of Senate officials co-operated with West Berlin youth authorities in taking over the Ahorn Street premises and refurbishing it as a coke-club dance spot with juke box music.

The club is open evenings Monday thru Friday. Entrance is free but restricted to holders of membership cards. Members under the age of 18 are required to leave at 10 p.m. The Berlin club has average evening attendance of 300 to 350.

The club is supervised by volunteers from the city youth welfare office, and the entire project is operated on a low budget with city-supplied funds.

This is the pattern followed in Munich, Frankfurt, Essen, Duesseldorf and other German cities.

It is good business for all concerned. It is an invaluable public relations gambit for the industry, and it has proved highly effective in keeping youth out of dives.

Since the Berlin experiment took root there has been a sharp drop in press attacks on juke boxes, and criticism by municipal officials of so-called "juke-box hangouts."

The Ahorn Street experiment has been so successful in creating a "wholesome" juke box image that the music box is looked on as an ally of the city youth welfare department. This is not to say that such is the universal reaction or that critics have ceased sniping.

But it appears to sanguine industry public relation experts that the juke box is winning over its critics and that, in the Berlin youth club, it has discovered a sure-fire success formula.

The Steglitz club is being duplicated by other boroughs of West Berlin, including Wedding and Lichtenfelde. The formula is sufficiently flexible so that juke box dancing can be supplemented by other entertainment such as films, lectures and little theater plays.

And the idea is for export. Jurgen Jurzek, who supervises the Steglitz club, offers, "We would be glad to provide information about our club to American organizations. Our idea will work anywhere, the United States most of all, which is, after all, the home of the juke box."

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**The Billboard**

**OVERSEAS EDITION**



Connie Francis, M-G-M Records' top singing star and America's No. 1 female vocalist, is shown being awarded a gold record of "Everybody's Somebody's Fool," by Joe Pasternak, producer of the new M-G-M film "Where the Boys Are," which features Connie in a leading role. Participating in the presentation are Henry Levin (left), director of the film, and Jesse Kaye (right), vice-president of M-G-M Records' West Coast operations. Connie's current disk, "My Heart Has a Mind of Its Own," reached the No. 1 position on The Billboard's Hot 100 Chart in only seven weeks and is presently riding high. She is represented on The Billboard's Top LP Chart with her albums, "Italian Favorites" (37 weeks on chart) and "Connie's Greatest Hits" (23 weeks on chart). The Billboard rates her newest album, "Sings Spanish and Latin-American Favorites," a Spotlight winner. A favorite of European audiences, Connie makes a return visit to England October 20. She will play the London Palladium, appear on one-nighters and guest on British TV.

\*It's a fact that the only real indication of a publication's value to its readers lies in their willingness to pay for it. For, in so doing, they show that they find it to be of genuine interest and value.



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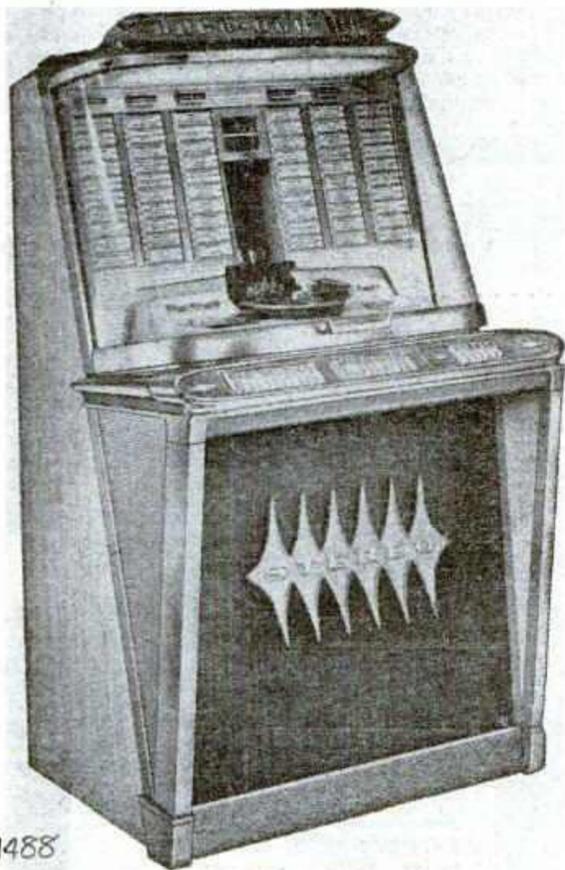
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GILBERT LAWRENCE (with plaque) was honored by Trimount Automatic Sales Corporation for his 25 years of service with the Boston distributor. With Lawrence at the celebration were Irwin Margold (left), Mrs. Lawrence and Dave Bond.

**Trimount Honors G. Lawrence, 25-Year Coin Machine Veteran**

BOSTON—Trimount Automatic Sales Corporation this week honored Gilbert Lawrence, service manager, who has been with the firm for 25 years. The anniversary was marked with a dinner and presentation at the Red Coach Grill here. Lawrence's family, consisting of his wife and four children, attended the affair along with members of the service department and executives of the company including Davis S. Bond, Irwin Margold and Marshall Caras.

Lawrence will take off shortly on a week's plane trip with his wife to Miami, Fla., a surprise presentation to him along with an anniversary cake at the party. He started with the firm in 1932 and except for two years of war service, has been with Trimount ever since. He began as a mechanic and was appointed service manager in 1946.

Lawrence is a graduate of Rindge Technical School in Cambridge and started with Dave Bond as a me-

chanic on road service jobs and traveled thruout New England with him when the firm had AMI phonographs. Lawrence recalls that all phonographs were mechanical in these days and that it was his job to install Keeney adapters.

**To Chicago**

Later he did similar work when Trimount took on the Rock-Ola line. About that time Bond invented the first multiple-column vending machine and Lawrence was kept busy on these machines as well as phonographs. Shortly after this Lawrence went to Chicago and studied at the service schools and factories of Bally, Williams and Gottlieb when the company began expanding into amusement games.

Lawrence, who started with Trimount when it had three employees, has another plaque to add to his collection—the one marking his 25 years of service. It will be placed among his many trophies won as a swimming and handball champion.

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# Coin Markets Widen For European Mfrs.

PARIS—The building of trading blocs is providing strong stimulus to the European coin machine industry.

The six nations which form the European Common Market (EEC) embrace 160 million population, and there are, all told, 110 million persons in the areas of the European Free Trade Association (EFTA) or "Outer Seven."

This means that coin machine manufacture is no longer a matter of sheer national considerations. A producer in either trading bloc can now think in terms of a mass market similar to that formed by the United States and Canada.

In practical terms this means that while a potential British producer might reject the idea of manufacturing primarily for the British home market, he can now survey the vistas of a seven-nation mass market of 110 millions.

And should there be a fusion of the EEC and EFTA he would be doing business in a mass market of 270 millions—a bigger market

than the U. S. and Canada combined.

Briefly, these are the allurements stimulating European coin machine producers. This stimulus is strongest in France, Britain, Italy, Belgium and Holland. These are the nations with abundant skills and production facilities, but countries where coin machine manufacture heretofore has been hampered by the restricted national market.

The export trade has been primarily a monopoly of the U. S. and West Germany, and the neophytes have feared to tread between these titans.

But now with markets assured them (thru the creation of the two trading blocs) producers on the Continent outside Germany will be able to compete on more nearly equal terms with the Germans.

In Italy the International Phonovision Company has introduced its Cinebox juke box with the movie screen, a box to be jointly produced with French interests for the EEC market.

In France the Marchant Company has developed a new Emaphone juke box series for the EEC, and the Matebois firm has marked a new 120 stereo juke box.

In Holland a big sales campaign is introducing the first Dutch juke box ever, the Osca, an economy box for which a large EEC market is foreseen.

In West Germany, where the new box boom is tapering into a replacement market, the EEC is optimistically regarded as the spark to recharge the boom.

Finally there is Britain, and many Continental coin machine experts predict that the British, given time, will uncork the biggest home-grown boom of all.

If the British can compete, as indeed they do, for the world shipbuilding, electronics, textile and automobile markets, patently they can compete also for the coin machine market—if there is the inducement of rewards.

Now the British are stirring on the coin machine front. BAL-AMI has just decided to manufacture two all-British economy juke boxes (100 and 200 selection models).

The London firm of City Automatics has developed one of the heretofore few all-British coin games—the Greyhound, a pinball game pegged to greyhound racing. And there are half a dozen firms ready to join in payout machine production.

As the British trade publication, The World's Fair, commented, "The trade in Britain should rejoice that at last native British manufacture is really getting under way and should join us in the hope that before long many other coin machines will bear the proud tag 'Made in Britain.'"

The trading bloc stimulation of European coin machine production is occurring even while the West German boom is leveling off and U. S. equipment is reasserting its dominant position.

This apparent contradiction can be explained:

1. The trading blocs do not mean more opportunity for everybody. On the contrary, it is likely that formation of the trading blocs ultimately will encourage the predominance of a few giant concerns at the expense of the many now struggling for a foothold. But for the present everybody is now encouraged to believe that he has an equal crack at the market with the Germans.

2. It is assumed that before long each respective trading bloc will be compelled to begin the erection of tariff walls against outsiders, meaning, primarily, the United States.

Thus, in theory, an efficient French, Belgian or British producer has wide-open opportunity in one or the other of the blocs.

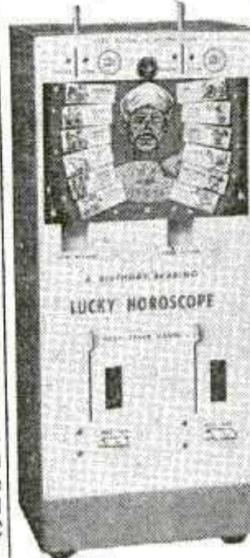
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# N. Y. Operators Cry Blues for Business

By REN GREVATT

NEW YORK — Coin business is definitely off levels of other years at the same period, in the New York metropolitan area, according to an informal check of operators here this week. That business ranges from "a little off" to the "crying towel" stage was clear. The reasons for the condition were not so clear.

The tenor of the business was being viewed with interest by industry observers in the light of the great resurgence of coins in the box, promised by manufacturers as an effect of the coming of stereo. Stereo, in the minds of most operators reached, has made little difference in the total picture.

The so-called "price" of getting and holding a location has also shown signs of increasing. In this case the idea of "price," refers to loans and bonuses required in order to get a good spot and hold on to it. This has to be seen as an increased cost of doing business, hence the net profit shows on the down side. Beyond this, the level of play of boxes, in many cases, appears to be down.

With the game field, the picture is considerably worse. Where operators estimate a 10 to 15 per cent drop in juke business, in the same breath they will talk about a 30 to 50 per cent loss in game revenue. One widely held belief for this situation is what many call the lack of new game ideas available. As one operator noted, "any kid gets sick of the same toy if he doesn't get a new one once in awhile. It's the same way with the same old shuffle games. The manufacturers should wise up."

Recently, several attempts have been made in this area to uncork city - wide coin-bowling tournaments. One of these projects has already fallen by the wayside, while the other is still in the organizational stage. However, operators reached this week were quick to give their support in principle to the tournament idea but considerably slower in endorsing any specific proposal.

Westchester operator Seymour Pollack told The Billboard that until three weeks ago business had been holding a fairly level keel with last year. "Then all of a sudden it's down 20 per cent and the location's business goes down the same way," said Pollack. "I can't understand it." Pollack said he has given up 17 locations in the past two years. "I would rather have fewer, good, solid spots," Pollack

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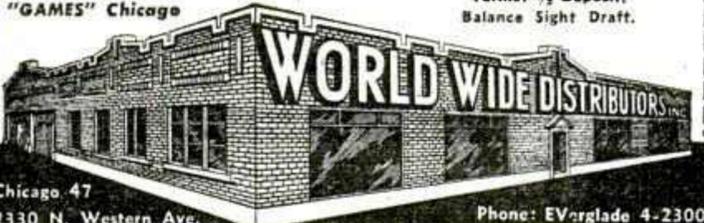
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asserted, "than a whole flock of them that turn out to be marginal operations. As far as stereo goes, it's only good with a certain few types of records. I'm buying very little of it today."

Charlie Bernoff, of Regal Music, said that business is down about 10 per cent over-all. "And of course the pressure is on from the taverns especially," said Bernoff. "They need loot now so they can stock up for Christmas business and a lot of them are on a C.O.D. basis with their suppliers. Where are they going to get their cash? From the operator, with a loan, of course. That kind of thing gets to be worse and worse."

Bernoff, on a diversification kick, entered the cigarette machine field in August of this year, and reports satisfactory business on that front. Commenting on stereo, Bernoff noted, "It's nowhere. There are no records coming thru and frankly, as far as I'm concerned, you can get the same effect in any bar by just giving them two speakers. You don't need the stereo."

Otto Friedman of Red Circle Music, in Brooklyn, said flatly, "Business is terrible. I need the crying towel right now. I'd, say juke are 15 per cent down and games maybe 30 per cent. I don't know what it is really. I guess we always have a certain slow-up around election time. And I think people may be worried about the international situation — particularly Cuba. It's not that people don't have money. They do, but I think a lot of them are saving rather than spending."

The well-known Al (Senator) Bodkin, head of Forest Hills Music, said business is definitely off summer levels of this year. "We've had a bit of a recession, let's face it," Bodkin declared. "As far as I'm concerned personally, my stops seem to be surrounded by bowling alleys. And that doesn't help. However, we have faith in the future and we continue replacing with stereo. I believe in keeping all equipment up to date. That's the best way of trying to keep from losing ground."

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Among artists they have presented at the city auditorium are Pete Fountain, Stan Kenton and Mantovani.

Mantovani appeared only last week (3) and was a big success, as he had been when he was here before under other auspices. Cuoghi and Brown have brought Pete Fountain in three times. He's been the most popular of all they've presented.

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**SAY YOU SAW IT IN THE BILLBOARD!**

**Herman Paster Slaying Victim**

ST. PAUL — Herman Paster, head of Paster Distributing Company here, widely known coin machine distributor, was shot in his home here October 28 by an unknown assassin. He died en route to a hospital.

Paster, 57, was shot in the head, apparently from a .38-caliber pistol fired from outside the house.

Paster's wife and his son, Arnold, 17, were both at home at the time of the shooting.

**Mass. Studies New Cig Tax**

SPRINGFIELD, Mass.—A proposed State law which would replace the present reporting system for cigarette tax payment by a stamp or meter system has been ordered to its third and final reading in the Senate and observers now predict it is very likely to pass.

A substitute bill which would have directed further study of the problem was rejected by the Senate. The bill under consideration by the Senate (H-2909) would repeal the service discount of 1 per cent for vending machine operators and 1 1/2 per cent for wholesalers.

**Bulk Banter**

• Continued from page 70

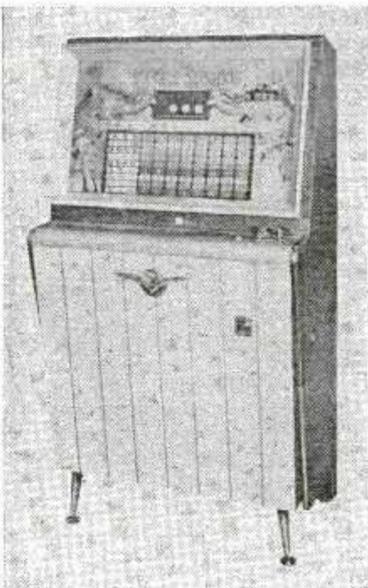
Freddie Mohr, also a Chicagoan, in Antwerp, Germany. Miss Mohr is a free-lance artist. . . Donald R. Davis, Best Buy Vending Company, Broad Channel, New York, is currently in throes of expansion, going to a new 91-foot-long building—about three times the size of present quarters. Davis is a newcomer to NVA. His reasons for joining bear repeating: "Since we are in the business for bread and butter, what better way to keep up with what is going on and for us also to contribute to the industry itself, than to join NVA; also these goings on with the legislative bodies here and abouts tend to alarm me. According to the laws they are considering, I would assume that I should be a rich man, unfortunately my bank balance says differently."

Expansion is all right for some people, but Morris Barnes, Rocket Vendors, Detroit, feels "you have to do it yourself." Barnes specializes in capsule vending thruout supers, and feels a one-man operation is the only answer to effective control. . . Conventions have a bad connotation to Ray Greiner, Northwestern Corporation. He was attending the National Automatic Merchandising Association Convention in Miami Beach recently, when he was called back to Morris, Ill., because of the death of Northwestern president, Waldo Bolen. Back in April Ray was attending the National Vendors Association convention in the Great Bahama Islands when he got word that the Northwestern factory burned down. Greiner was one of those hardest hit by Bolen's death, having been associated with him for more than 30 years.



**Anchors Aweigh!**

You're off to a career with a future . . . a Navy career! Become a seagoing specialist.



**SUPER JUMBO** is the new Bally Manufacturing Company upright game. The game is a multiple-coin unit incorporating the new three-in-line "Score-a-Scope" flasher. It is a modernized version of the Bally Jumbo, first introduced in the spring of 1959. Old favorite animal symbols are featured, together with advancing scores and advancing arrows. Bally is also in production on Jamboree, another upright game bowed earlier.

**Wurlitzer Sales Decline Slightly**

CHICAGO—Wurlitzer reported second quarter (July, August and September) sales of \$8,562,057, down 7 per cent from \$9,184,487 in the same period last year. Net earnings, however, went up to \$165,071 or 19 cents per share on 887,722 shares of common stock compared with \$150,298 or 17 cents per share on 885,786 shares for the same quarter a year ago.

Sales for the first six months (April thru September) were \$16,094,528, down 4 per cent from \$16,732,265 last year. Net earnings were \$244,498 or 28 cents per share, compared with \$268,346 or 30 cents per share for the same period last year.

**NVA Miami Meet**

• Continued from page 69

hesive back which may be attached to the clothing or body.

The Two-Faced Rings come in six varieties. The picture right side up and the picture upside down show such contrasts as a man laughing or frowning, or a bald-headed or bearded man.

The Cat's Eye Ring comes with or without rhinestone eyes. Without the rhinestones, the eyes have a sparkling effect.

**Lobell Chairman**

Convention chairman for 1961 is Rolf Lobell, Leaf Brands, while Harold Folz, Long Island, N. Y., operator, heads the publicity and ways and means committees. Dick Gibbs, Du Grenier, is exhibit chairman, and Bob Guggenheim is program chairman.

The three other members of the convention committee are Dick Rollins, Cramer Gum; Leo Leary, Leaf Brands, and George Eppy, Samuel Eppy & Company.

The convention committee meets next in New York during November.

Kicking off the meeting was a showing and brunch sponsored by Ringmaster Charms, with Lyle Becker is host.

**CLEAN ARCADE GAMES FOR SALE**

15 Bally Batting Practice . . . . .	\$280	1 Chi Coin Twin Hockey . . . . .	\$140
2 Bally Big Inning . . . . .	160	1 Williams Short Stop . . . . .	195
1 Bally Jet Bowler . . . . .	160	2 Chi Coin Rocket Shuffle, 2 player . . . . .	140
1 Genco Quarterback . . . . .	55	2 Chi Coin Rocket Shuffle, 1 player . . . . .	100

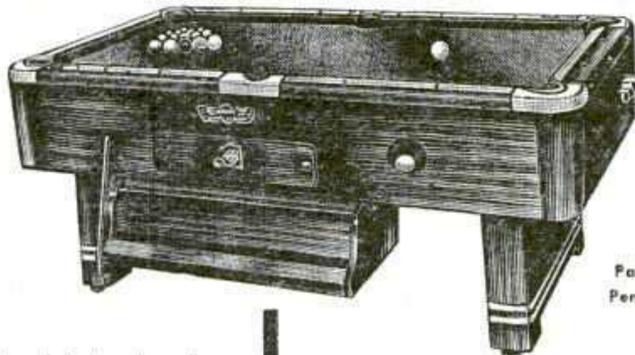
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**ARTIST OF THE WEEK**

IN FABULOUS 33 1/3 HI-FI STEREO

All operators invited to our special showing, Sunday, Nov. 13th.

**S. L. LONDON MUSIC CO., INC.**

3130 W. Lisbon Ave. Milwaukee 8, Wisc.

Phone: DI 4-3220

## Laundromats OK Stops For Cig Units, Games

DENVER — While phonograph installations in self-service coin-operated laundries did not work out well in a series of experiments, there is plenty of promise for cigarette vending and amusement machines of various types, reports Jack Arnold, president of American Amusement Company here.

Arnold was alert to the possibilities represented by coin-operated laundries almost as soon as these conveniences began blossoming out in almost every section of the Colorado capital. The laundry locations, without exception, show a lot of reasons why amusement machines can be successful, according to Arnold. For one thing, they are clean, bright, attractive spots, usually with plenty of parking space nearby. The housewives who frequent them normally can count on spending an hour or two at the spot, while their laundry goes thru the washing cycle, then into the dryers—and can use a bit of entertainment in the process. Going farther, Arnold pointed out, there has been a trend toward "laundry clubs" whereby groups of women from a specific neighborhood get together, and arrive in large numbers, to make an afternoon of sociable chit-chat out of what would otherwise be simply a chore.

In the space of a little more than two years, laundromats have zoomed up from half a dozen to more than 175 in the Denver area, most of them already using coin-operated soap dispensers and coin changers, which means that almost everyone patronizing them will have the appropriate change on hand.

American Amusement Company's first tests in the automatic laundry field had to do with phonographs, which were spotted in some of the better areas where there were between 150 and 250 people per day. While the phonographs proved moderately popular, it was found that the almost complete absence of teen-agers and younger people meant that there was not enough demand for music to justify the presence of the machine.

Currently, after a six-week test of phonographs justified his prognostications, Arnold is busily installing cigarette vending machines,

which, however, are being limited to laundromats which have an attendant of sorts on duty during all operating hours. Amusement machines are planned for some of the other spots. To overcome expected resistance from location owners in the matter of installing the vending equipment and amusement equipment, American Amusement Company has a real ace in the hole. This is willingness to refinish machines to match the color scheme of the stop. Typical cigarette venders, for example, have been finished in flat white enamel, which, of course, is duplicated in automatic washers, dryers, shelving, and furnishing thruout the laundromat. Others have been done in soft blue, pink, green, with paint matched to the same formula used by the manufacturer of the laundry equipment.

Cigarette vending in such locations would be an impossible thing if it were not for the fact that many of the spots concluded there is no point in remaining open after midnight, according to Arnold. Most of them have worked out some type of low-cost supervision pro-

gram, such as hiring local housewives in shifts to help customers use the self-service machines, to handle alterations, repairs, and remain until closing time. This, of course, would do away with the admitted danger of the machines being carted bodily out of the locations, which would be bound to happen in the small hours of the morning, with no surveillance.

The best means of determining locations in this new field is simply getting out and visiting the coin ops, talking it over with the owners and determining which of them will show enough traffic and return to make it worth-while, Arnold said. One of the factors which has developed is the large number of people who run out of cigarettes late at night, and who find it difficult to locate a vending machine without traveling long distances from their homes. Since most of the laundromats are out in residential areas and present no parking problem, cigarette customers will soon learn that the local laundromat is a handy place to buy cigarettes at almost any hour, and take advantage of the convenience.

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IN FABULOUS 33 $\frac{1}{3}$  HI-FI STEREO

Come in and see it at our special showing, Sunday, November 13, at the George Washington Motor Lodge, Valley Forge, Pa.

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THE GREATEST COIN-OPERATED  
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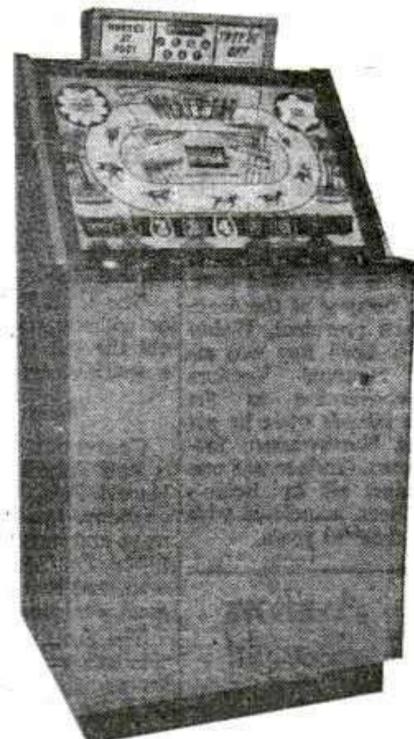
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WELCOME EVERYWHERE

See BOWL-A-RAMA  
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A Really New  
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- ★ Far Wider Player Appeal
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You'll Want This One!

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DETROIT BRANCH—7743 Puritan, Detroit, Mich. Tel.: Diamond 1-5800

## Disks, Jukes Are Top Pair For Belgians

ANTWERP, Belgium — Many activities under one roof characterizes many Belgian juke box distributorships as exemplified by Antwerp's big Rock-Ola agency headed by George Charlier here.

Completed early this year, the Rock-Ola distributorship is located on two floors in the downtown district in a recently remodeled, ultra-modern building. On the first floor, facing Antwerp's big central square, is a complete retail record store, carrying an inventory of over 10,000 records emphasizing (as do most European stores) American 45 r.p.m. disks. With a crew of two on duty, the retail store ties its merchandising operations closely with the music menu being presented on the city's juke boxes.

Upstairs, on the second floor, there is the usual showroom for Rock-Ola phonographs, which averages around 10 boxes, all but one of them stereo. Colorful, eye-catching backgrounds are used. Each of the models appear on elevated stages, and walls bear large posters, explaining in both French and Flemish, Belgian's two national languages, the advantages of stereo music.

### One Stop

Most surprising is the big self-service one-stop located on the left wall of the store, occupying around 35 per cent of the showroom space. Here a U-shaped series of wall racks displays another 10,000-record inventory, in this case, for the benefit of Belgium's operators who are, for the most part, owners of restaurants, cafes and bars. They buy their own machines, choose their own music and depend upon Rock-Ola for service.

A cashier is seated in the center of the U in a cylindrical desk, where she can swivel to face any customer. The one-stop is separated from the juke box showroom by a slatted partition.

The three operations, plus the service department, tie in closely, according to Charlier.

Belgium is in excellent economic

## IRS: NO CHANGE IN TAX STRUCTURE ON COIN POOL

WASHINGTON—The Internal Revenue Service has not changed its stand on taxes relating to pool and billiard tables. When informed by The Billboard last week (3) that operators in some areas of the country were of the opinion that the regulations had been changed, an IRS spokesman said that the general rule is this: If a pool or billiard table is more than 45 inches long and has no bumpers or obstructions on its surface, it is subject to the 10 per cent manufacturers' excise tax, and the \$20 occupational tax on such devices, whether or not it is coin-operated. If a table is less than 45 inches long or has bumpers or obstructions on its surface, it is subject to the \$10 excise on amusement devices whether or not it is coin-operated, and is not subject to the manufacturers' tax.

## Wico Introduces New Reverb-Sound Juke Kit

CHICAGO—A sound reverberation kit for juke boxes is being introduced by the Wico Corporation. The unit is designed to produce a reverberation and reflection of sound similar to that experienced in live performances.

Selling for \$44.95, the kit is adaptable to all makes and models of coin-operated phonographs and can operate on either stereo or monaural machines.

The Wico kit has its own seven-watt amplifier, fully variable control and transducer. The reverberating sound concept is similar to the principle already a part of the new Rock-Ola line called Reverba-Sound.

Specifications of the Wico kit: 117 volts, a.c.; input, seven ohms; output, seven ohms; power output, seven watts; power consumption, 35 watts, automatic volume limiting, patented reverberation chamber; weight, six pounds; size, 16½ by 4 by 6½ inches.

## Detroit Still Sweats Dime

DETROIT—Means of introducing dime play dominated the October meeting of Music Operators, Inc., here last week. Operators also discussed promoting juke box play via point-of-sale methods.

Dime play is still a rarity in some areas here, tho MOI secretary, Erwin B. Moss, indicated that most operators were sending new machines out at the 10-cent figure.

The Detroit operator group is also planning to hold a social gathering in the near future.

condition and is attracting more tourists than at any time in its history. It is possible for a \$2.400 phonograph to pay for itself in slightly less than a year and a half.

## UMC Reports Earnings Up

ST. LOUIS—Universal Match Corporation reported net income for the first nine months of 1960 of \$4,021,000, an increase of 25 per cent over the same period last year.

Earnings per share of common stock were 93 cents for the period, compared with 74 cents in 1959. Sales hit \$62,899,000 compared with \$54,204,000 a year ago.

Announcement came from Universal president John L. Wilson. The figures do not include those of the Glasco Corporation, Muncie, Ind., acquired recently by Universal.

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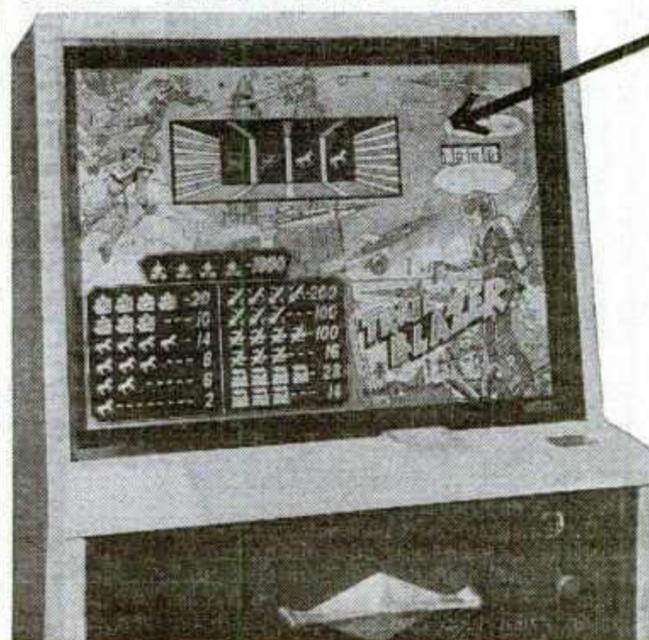
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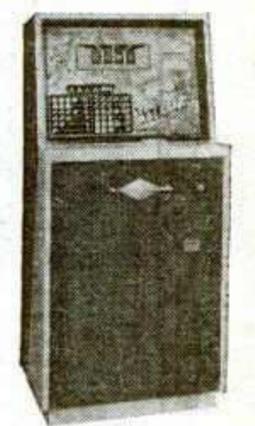
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SHIPPING WEIGHT 146 LBS.

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Come in and see it this weekend!

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**E. Pa. Group  
Re-Elects Slate**

NORRISTOWN, Pa. — The Eastern Pennsylvania Amusement Machine Association re-elected its entire slate of officers at its meeting at the General DeKalb Inn here October 19.

J. J. Smith, who has headed the group every year since its inception, was once again returned to the president's chair. He had no opposition.

Bernard Miller was named secretary-treasurer once more, while the three-man board of directors, consisting of Sam Daub, Sam Schambri and Ed Leopold, were also given new terms.

The election took up most of the meeting and no other business was transacted. Business Manager Harry Sablosky conducted the balloting.

The group, consisting mostly of operators in suburban Philadelphia, meets the third Wednesday of each month at the General DeKalb Inn.

**Conn. Ops Slate  
Nov. 10 Meeting**

HARTFORD, Conn.—Industry problems and new types of games will be discussed at a general meeting and banquet of the Music Operators of Connecticut Thursday (10) in the Hotel Bond's English Room. The meeting gets under way at 7:30 p.m., followed by dinner at 8. Members are urged to attend.

Congressman Daddario and Attorney Joseph Burns will brief members on the latest news of problems affecting amusement games and vending machines.

**Harry Mabbs Retiring**

CHICAGO—Harry Mabbs, with D. Gottlieb & Company 14 years and more recently with Williams Electronic Manufacturing Corporation for nine years as a designer of coin games, retired November 1. Mabbs will move to Hollywood, Fla., and hopes his industry friends will keep in touch with him there.

**France Ready for Boom**

• Continued from page 71

ishing candor that they face an uphill fight against American competition, particularly from the U. S. "big three"—AMI, Rock-Ola and Wurlitzer, which have Common Market production facilities.

The tip-off in this respect is pinball machines. Industry sources estimate that 85 per cent of French coin game locations either have American equipment or intend ordering it.

They joke here that the best known American in France is not J. Paul Getty, the oil billionaire, but "Mr. Gottlieb," whose flippers are seen everywhere. The same can be said for other U. S. game producers. Taking their cue from the U. S. flipper success story, French juke box producers lately have begun stepped-up sales promotion campaigns aimed at the domestic and European markets.

**Revamp Models**

There is simultaneous effort to revamp and rejuvenate French juke box models to enhance their competitive position against the awaited U. S. influx.

The most astute French observers tend to take a relaxed view of the impending competition for the domestic market. They believe there is a large potential juke box market still to be exploited. France has around 15,000 juke boxes, an absurd total when compared to West Germany, Britain and even little Belgium.

These observers feel that the potential French coin machine market is big enough to allow the co-existence of domestic producers with American competition.

**Sat It Out**

As one French coin machine expert summarized, "Protection hasn't really helped us, if you take the broad-brush view. It has merely encouraged us to be lazy and rest on our backsides."

Perhaps significantly, French manufacturers attach little importance to West German competition, altho the West Germans now will gain access to the French mar-

ket on the same terms as U. S. manufacturers.

"We can hold our own without trouble against German equipment. Our real competition is from the U. S., and nowhere else," one of the officials of a major French music box concern conceded.

**Majority U. S.**

What he meant was this: Even during the French economic crisis, the majority of French coin games and juke boxes were of American origin. So many that the French government had to allot scarce dollar exchange for replacement parts.

Between 1953 and 1956, for example, the maintenance and replacement of parts for American coin-operated equipment became a problem of such magnitude that it threatened substantial unemployment.

The French government then back-tracked somewhat on its import ban. Coin machine concerns able to demonstrate they were threatened with unemployment received allocation of dollar exchange to import spare parts from the U. S.

**Few Operators**

The field for expansion of the French coin machine industry is indicated by the fact that there are only 1,200 operators in this country, compared with 5,000 in West Germany. Coin machine factories and affiliated industries employ only 2,000 persons.

Not only is the number of operators small, but the number of machines per operator is small compared with the German scale. The average operator has between 10 and 25 machines. Sixty machines is considered a large number, and there are but a few French operators with over 100 machines.

In Paris, to illustrate, there are around 5,000 machines, 1,350 juke boxes and 3,700 pinball games. Ten per cent have been in operation for under two years, but the remaining 90 per cent is vintage equipment, produced between 1953 and 1957.

This bundle of statistics seems to add up to a single conclusion: France is ripe for a juke box and coin game boom, powered by U. S. equipment.

**NAMA Cig Panel**

• Continued from page 71

pointed out that 90 per cent of the locations with cigarette machines have the automatic merchandisers for one reason—to prevent pilferage.

He also pointed out that when a cashier looks away to sell a customer a pack of cigarettes, a customer can walk out of the door without paying his check.

The operators debated methods of discouraging locations from buying their own machines.

Several operators will offer to repair or buy back the machine once the location has made the purchase. Then they sit back and wait for the location owner to become disenchanted.

Another operator suggested a method of forstalling a sale to a location. He will tell the location that all commissions on the existing machine will be put aside, and if the location owner still wants to buy the machine, he can.

Still another operator says he will offer to loan the machine to the location for 90 days. At the end of that period, the location owner generally decides that the idea to buy the machines wasn't such a good one.

**ANOTHER ORIGINAL OUTSTANDING GAME by Keeney**  
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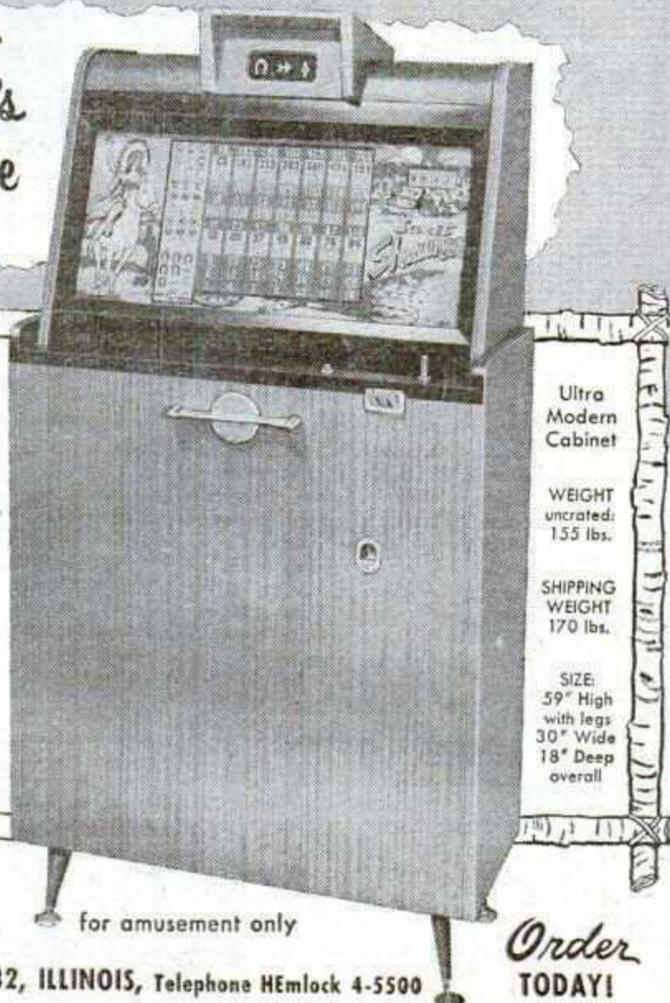
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# Vend'g, Games to Be Shown at MOA Meet

MIAMI BEACH, Fla. — The board of directors of the Music Operators of America, at its meeting here last week (see separate story) voted to accept bulk vending, full-line vending and amusement game exhibitors at its 1961 convention.

However, only games which come under the \$10 federal tax stamp classification will be allowed to be shown. The board also agreed that the final day of the convention will be devoted to a forum on the relationship between the music machine and phonograph industries.

Wednesday (2) the MOA board wound up its deliberations with a joint meeting with the Florida Music Operators Association. Ben Rogers, of the Chicago's Public Relations Board, was the guest

speaker. The PRB has been retained by the Coin-Machine Council, the industry's public relations arm, as counsel. About 35 Florida operators attended the joint session.

### Committees

Chairmen and committees for the 1961 conclave were named at the meetings. Convention chairmen are George Miller and Ed Ratajack. On the convention committee are Lou Casola, Willie Blatt and Jim Tolisano.

Jim Hutzler is chairman of the banquet committee. He will be assisted by Lou Ptacek, Paul Brown, Howard Ellis and Tom Greco.

John Wallace heads the entertainment committee. Also on that committee are K. Cormney, Carl Pavesi and William Hullinger.

On the registration committee are Harlan Wingrave, Les Montooth, Vic Ostergren, Herbert Tonnell, Ralph Ridgeway, and Joe Sill, chairman.

The finance committee consists of Carl Pavesi, William Cannon, Frank Fabiano and Al Denver, chairman.

John Fling is chairman of the membership committee, assisted by Pete Geritz (Denver operator elected to the board last week), Ted Nichols, C. Tashima, Gordon Stout and Irv Linderholm.

Jake Friedman, Gabe Orland and Al Denver are on the program committee, while the forum committee, chaired by Norm Gefke, includes Clint Pierce and Harry Snodgrass.

On the attendance committee are Willie Blatt, Leon Taksen, Tom Winthrow, Joe Lederman and Maynard Hopkins. The reception committee consists of Max Hurvich and

# Bally Appoints Central Music

CHICAGO—Central Music Distributing Company, 1209 Douglas Street, Omaha, was named Nebraska regional distributor by Bally Manufacturing Company.

Central is headed by Lou Singer.

# Suggests \$50 Fee For Phonos, Pins

MANCHESTER, Conn.—Owners of juke boxes, pinball machines and other amusement devices in this city of 50,000, some 10 miles east of Hartford, may have to pay a \$50 licensing fee for each machine, if a suggestion by General (Town) Manager Richard Martin is approved by the Board of Town Directors.

Town Assessor P. Joseph Murphy has informed Martin that such a yearly licensing fee recently went into effect in the town of Berlin, Conn., some 12 miles southwest of Hartford.

Martin has discussed the matter with the directors, and, presumably the proposal will be placed on the agenda of an upcoming board meeting.

According to a survey of State towns obtained for Berlin officials, Manchester does not license such machines now, contrary to practice in many other communities.

In a memorandum, Martin asked whether the board "would like to consider an ordinance that would regulate juke boxes and shuffleboards and fix an annual license fee for them." Martin told inquiring newsmen that the directors might like to consider pinball machines, too, or any other amuse-

# C. Camp Sells 3 Firms to Ex-Wife

MEMPHIS—Clarence A. Camp, long-time coin machine operator and one of the pioneers in the industry here, has sold three coin and related enterprises which he founded and developed to his ex-wife, Celia G. Camp. Sale price was not given.

The companies Camp sold were Music Systems, Inc., background music company; Joy Rides, Inc., Manufacturer of coin-operated horses, and U-Test-Um, Inc., manufacturer of machines to test radio and television tubes.

Camp still heads Southern Amusement Company, distributor and operator, as president.

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# ARTIST OF THE WEEK

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<b>RICHMOND, VA.</b> Hotel Wm. Byrd Friday, Nov. 18	<b>ROANOKE, VA.</b> Hotel Roanoke Tuesday, Nov. 22

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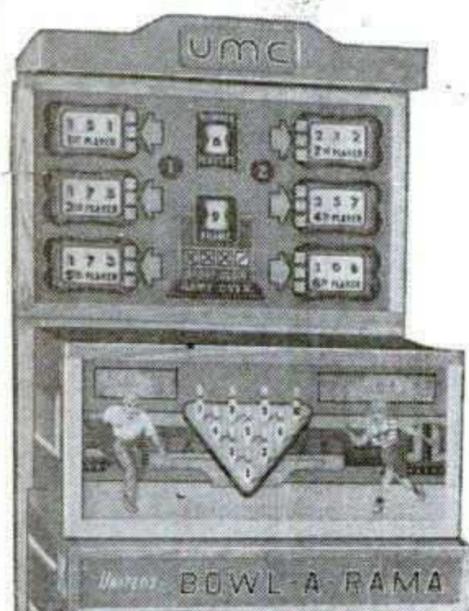
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# ARTIST OF THE WEEK